

Easter SealsTM

Nova Scotia



BUILDING ON OUR ABILITIES

EASTER SEALS NOVA SCOTIA
ANNUAL REPORT: 2017-18

MESSAGE FROM THE CHAIR

Easter Seals Nova Scotia continues to build on its 87-year history of providing people with disabilities the opportunity to improve their quality of life, contribute as members of society, and to enrich our community.

The past year was one that has moved us into the next strategic phase of program growth and expansion, revenue diversification and increased awareness of the essential work we do for persons with disabilities in Nova Scotia.

We welcomed Joanne as our new leader, along with new staff and board members. Financially, we moved from a deficit position five years ago to solid revenue of approximately \$159K, while repaying our line of credit. This sets the stage as we enter what we hope is an unprecedented phase of growth for the organization.

Most significantly, we will be moving to a newer, larger and better-equipped location in Burnside. This will enable us to serve more clients with our current programming and even add to our programming, given additional space. Most importantly, the new space along with a cafe will improve our visibility in and connection to the community. Alongside, we will also seek to extend our efforts and services provincially.

All of which would not be possible without the amazing people connected with Easter Seals NS – the dedicated work of our staff; the support of volunteers; the commitment of the Board [past and present]; and the contributions of donors, sponsors and partners. Thank you!

It has been my honour and pleasure to serve as the Chair of this remarkable organization these past five years, and I look forward to the exciting times ahead for Easter Seals.



Adriana Dolnyckyj
Chair of the Board of Directors

BOARD MEMBERS WHO CONTRIBUTED TO EASTER SEALS' SUCCESS IN 2017-18 INCLUDE:

Adriana Dolnyckyj (Chair), Design Thinkers Group Canada
Joan MacLeod (1st Vice Chair), Halifax Port Authority
Marakesh MacLauchlan (Treasurer & Secretary), Scotiabank
Gina McFetridge, Archway Insurance
Diana Burns, Emergency Medical Care Inc.
Sarah Flynn, Colour
Mark Hobbs, Fundmetric

Lorna MacPherson, retired, Province of Nova Scotia
Michelle Mahoney, Dalhousie University
Stephen Maltby, CIBC Private Wealth Management
Sean Murphy, Murphy Business Atlantic
Julie Robinson, McInnes Cooper
Hon. Michel P. Samson, Cox Palmer
Brian Tapper, QEII Health Sciences Centre,
NS Rehabilitation Hospital

ON THE COVER: Camper Laura Osborne heads to the accessible dock at Camp Tidnish and Austin Cleveland enjoys his weekly game at our Learn to Sledge Hockey Program

MESSAGE FROM THE PRESIDENT & CEO

Quite simply, Easter Seals Nova Scotia is a game changer for many families who rely on our many programs and services. Whether it be providing wheelchairs or other mobility equipment so that a loved one can enjoy independence and inclusion, a young child enjoying Camp Tidnish for the very first time, an opportunity not always thought possible after a diagnosis, Easter Seals Nova Scotia is there, every “step” of the way.

Since being selected to lead this organization, of which I have always had a soft spot for, even rappelling in the 2014 Drop Zone, I have had the privilege to witness people facing their challenges and transform their lives and pursue their dreams. The Skills and Employment Training Program of New Leaf Enterprises has a long standing tradition of success in the workplace both in the public and private sectors. The Food Catering and Baking Program is a staple in workplaces, conferences, cafes and board meetings throughout the Halifax Regional Municipality.

This year, our social enterprise stream of homemade crafts, candles and wood products reached an unprecedented level for the trainees who pour their heart and soul into their projects for public sale.

Camp Tidnish continues to reach its full potential each year in both the amount of campers (another sell out year) and fun experiences for people with varying abilities from ages 6 to 86. The only barrier-free, fully-accessible camp in Nova Scotia welcomes campers from every region of the province to enjoy a week away with friends, recreational activities and most importantly fun in a safe environment. We thank all of our partners who work with us to make this experience a cherished memory for our campers.

Our Take Part programs of Learn to Sledge and Boccia continue to grow as we focus on forging more partnerships and expanding our footprint in Nova Scotia.

The increase in our support to persons needing wheelchairs and other assistive devices continues to strive to meet the need. Expanding this program over the next year is a top priority as we continue to meet the mobility needs of those who seek our service from every corner of the province.

The next year, quite simply will be our own game changer for Easter Seals Nova Scotia as we move into our own larger space allowing our programs to grow with the demand. We are excited as we open our own in-house Café, expand our social enterprise in both wood working and food services and provide more space for our current trainees and for new folks we are now able to welcome. Stay tuned for our Open House in the Fall.

Finally, as in every non-profit organization, it is the people who make the programs. Whether it be our trainees, our staff, our board of directors, our program partners or our many volunteers, we are grateful for the support as we all lean in to promote mobility, inclusion and independence for persons with disabilities in Nova Scotia.



Joanne Bernard
President & CEO

New Leaf Enterprises Trainee
Jennifer Davis and ESNS President
& CEO Joanne Bernard display the
wooden clock Jennifer painted.





INCLUSION, MOBILITY, & INDEPENDENCE FOR NOVA SCOTIANS WITH DISABILITIES.

"I bring up camp quite often to him, and I bring up the website or pictures on my phone from the day I dropped him off and he asks when he is going back again."

SANDE TELFER
Jesse's Mom

"Jesse (nickname is Macho Man) is a very energetic, smart, handsome and theatrical young man. Jesse has been diagnosed with Severe Apraxia, Severe Global Delay and ADHD, and Autistic Tendencies. Jesse only has a 35 word vocabulary and uses some sign language to articulate his needs.

Jesse's first year at Camp Tidnish was in 2017 and he was in the Explorers camp week. This was the first camp he has ever been to that he was there for a few days. We usually only have family looking after Jesse, so this was a huge step for all of us.

He didn't look back when he was with some new friends and was excited for the week at camp. When I picked him up, he was exhausted!

It was so nice to see that they completely wore him out. Once we opened his suitcase, we noticed a journal, a build a bear he did and an award for being awesome!

The counselors at the camp love the kids and this is evident from the minute they arrive at the camp. It's one thing to have a parent with a special needs child but it takes an extra special person to work with a special needs child! These counselors bring out excitement and laughter out of my little boy and he cannot wait to go back.

Thank you for everything and hope we will be part of the Camp Tidnish Family for many years to come."

– SANDE TELFER, Jesse's Mom


PROGRAM HIGHLIGHTS

OUR AMBASSADORS KIERA SPARKS LUCAS AND SONYA DEMONE.

Kiera Sparks Lucas is now in her third year as our Provincial Easter Seals Youth Ambassador and is graduating from Auburn Drive High School. Her time as our Ambassador has helped her to become more confident, improve her public speaking skills and has helped her to feel more comfortable in explaining her disability to friends and people she meets. Over the past year, Kiera has represented Easter Seals Nova Scotia at several events, including; The Century 21 Trident Realty golf tournament, and helping with Bunnyland. This past year was Kiera's 4th summer attending Camp Tidnish, where she has made many great friends over the years. Kiera will be attending NSCC in the fall and we wish her well as she pursues her goals of finding new ways to assist individuals with disabilities follow their dreams.



Sonya Demone has served as our Provincial Ambassador for three years and as she steps away from her role, we would like to thank her for all of the support she has provided us at the many events she has attended. Sonya continues to promote her message that we are all unique and have special abilities to share. She represented Easter Seals Nova Scotia at many engagements over the past year, including our Steele Ford Lincoln Cheque Presentation, the Friends of We Care Bowling Event, and Drop Zone. Thank you to both of our Ambassadors for everything they have done to help spread the message about the programs and services offered through Easter Seals Nova Scotia.



"I think Camp Tidnish is so important for Zach and he loves it so much because it gives him the independence to just be him and enjoy all of the other kids in a surrounding that is so different than home. It is something that he looks forward to every year, and it is amazing that it is a camp that he will get to attend right into his adolescent years."

LISA OLDFORD ROMANO
Mother of Zach

2017 CAMP HIGHLIGHTS

Located 20 minutes outside of Amherst, NS, our barrier-free, fully-accessible Camp Tidnish is a special place which provides a unique opportunity for Nova Scotians with disabilities to forge lifelong friendships, enjoy independence from their families, and grow their confidence and self-esteem. Many thanks to the Amherst Rotary Club, our facility partner for their generous support and to President David McNairn and Rotary Director Bob Janes for their leadership.

Last year was another successful summer with all sessions near capacity, as 270 children, youth and adults with physical or cognitive disabilities from across Nova Scotia enjoyed a fully-accessible week-long camp session at Camp Tidnish.

With the assistance of several funding partners, we were able to make improvements to the Beehive, the kitchen, install two new staff washrooms, install new signage on several buildings and construct a new combined bunkhouse and Rotary Museum building. We also celebrated the 80th anniversary of Camp Tidnish with assistance from the Government of Canada's 150 Fund, which saw former campers and staff come together with current camper families and community members to recognize the impact that Camp Tidnish has had on their lives.

Guests at the 80th Anniversary Celebrations for Camp Tidnish enjoy a Pontoon Boat ride along the Tidnish River



"I always love going there and now I am going to be one of the staff members this year. I am so excited."

KAYLA CHISHOLM PROULX
Former camper & current kitchen aide at Camp Tidnish



Camper Richard MacCormack and Head Counsellor Benjamin Boudreau cool off on the waterslide



FAST FACTS

Campers we hosted:

270	270	254	239
in 2017	in 2016	in 2015	in 2014

We are pleased to report that the past 2 years have seen registration numbers at their highest yet.

We have been able to subsidize our camp fees by over 50% for each camper registered.

Through the ongoing support of our partners, we have been able to renovate and update several buildings and pieces of equipment at Camp Tidnish.

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Nicole Underwood is seen with the Honourable Kevin Murphy, Speaker of the House of Assembly for Nova Scotia.

New Leaf Enterprises Trainee Bruce Fowler is shown sorting mail at the Nova Scotia Department of Community Services.

SKILLS TRAINING & EMPLOYMENT

New Leaf Enterprises has completed another exciting and successful year. Our Supported Employment Program celebrates many paid employment opportunities for clients, additional funding from the Department of Community Services for a permanent Job Coach position

and the launch of our youth employment program, "The Next Step". Two clients working at the Department of Community Services were welcomed as permanent employees and the Nova Scotia Legislature hired one of our clients as a Legislative Page.

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Thank you to our Community Employment Partners:

Advanced Screen Printing
Benjamin Moore
Canada Games Centre
Nova Scotia Department of Communities Culture and Heritage

Nova Scotia Department of Community Services
Nova Scotia Department of Natural Resources
Nova Scotia Legislature
Nova Scotia Premier's Office
The Port of Halifax
Sobeys

SOCIAL ENTERPRISE

Food Service programs have seen growth and an increase in client opportunities and independence. Catering and Christmas baking revenues were over \$130,000 and our New Leaf Café locations recorded sales over \$235,000 this year. Social Enterprise activities continue to grow with an increase in revenue and clients more involved in production.

We thank our program partners for hosting our Cafes – these include O'Regan's Automotive, Shannex Parkstone and the NS Health Authority; NS Rehabilitation Centre. These training locations enable our clients to acquire work skills and to be included in their community. Our team continues to work hard to expand and diversify our social enterprise.

New this year was the addition of a Christmas Pop Up Shoppe. With the generous support of Crombie Developments and the Nova Scotia Department of Transportation Infrastructure Renewal, Easter Seals Nova Scotia was able to showcase the amazing craft work of our New Leaf Trainees over the Christmas season. Opened on November 15 and located in the lower level of Scotia Square Mall, this retail space provided an excellent retail training period for our trainees with over 100 hours completed and robust sales of our products, all produced at New Leaf Enterprises. This amazing opportunity was enjoyed by every trainee as they were not only able to interact with customers buying their creations but provide public education on job skills development for persons with disabilities. It was a tremendous success!

New Leaf Trainee Nicole Lenson puts the finishing touches on items being sold at the Christmas Pop Up Shoppe.



Items crafted by New Leaf Enterprises Trainees are displayed at our Christmas Pop Up Shoppe



New Leaf Trainee Mark Harnish serves coffee to O'Regan's Toyota Halifax Financial Services Manager, David Wisemen at the onsite Café



FAST FACTS

Catering & Christmas Baking Sales over

\$130,000

an increase of \$20,000

New Leaf Café Sales over

\$235,000

an increase of \$15,000

Supported Employment

24% of clients in paid employment

INCLUSIVE SPORTS

SLEDGE HOCKEY

Learn to Sledge continues to be a popular program of our Take Part activities. Over the winter months, over 15 families have participated at the BMO Centre enjoying an hour of non-competitive sledge hockey every Saturday morning. Our sledge kids were very happy to welcome Canadian Women's Hockey Olympian, Jill Saulnier to a session in March. The kids loved showing Jill the moves they had learned over the year and she enjoyed a turn in the sled and a robust game of hockey.

This vital recreational program is completely supported by our fundraising efforts and our goal is to bring Learn to Sledge to as many communities in Nova Scotia as possible.

Thank you to our program partners, HRM Recreation, Hockey NS and Goodlife Kids Foundation.



Sledge hockey participants enjoy a weekly game at the BMO center in Bedford



Olympic Hockey medalist, Jillian Saulnier chats with Van Bernard during her visit to our Learn to Sledge Hockey Program in March.

Boccia participant Michael Smith and volunteer Brianna Courneya line up a shot



BOCCIA NOVA SCOTIA

Our other recreational program; Boccia, has consistently been a mainstay for many people living with disabilities in the community. Many have enjoyed the weekly Boccia games in both competitive and recreational outings. As we move forward in growing the game of Boccia, we are pleased to announce our new partnership with Northwood as we move our game to their facilities in Halifax and expand this program within their community.

WHEELCHAIRS & MOBILITY EQUIPMENT

WHEELCHAIR RECYCLING PROGRAM

This vital program has been the cornerstone of our mobility program for many years and consistently provides wheelchairs in every corner of the province for persons with disabilities who are clients of the Department of Community Services. In addition and supported by our fundraising efforts, our program extends to other low income persons, children and seniors in need of manual or power wheelchairs so that they can enjoy mobility and inclusion in all aspects of their lives. Over the past year, 136 people throughout Nova Scotia received new power or manual wheelchairs.

ASSISTIVE DEVICES

Supported completely by the fundraising efforts of Easter Seals Nova Scotia, our Assistive Devices Program is often a life changer for Nova Scotians needing assistive equipment to helping them maintain or improve their mobility. This year, we welcomed Dale McNamara as our equipment technician responsible for cleaning, repairing and cataloguing the hundreds of pieces of mobility equipment collected and dispersed each year. Over the past year, we have provided 482 individuals a wide array of devices to improve their mobility and increase their independence.

The quest for mobility equipment continues to rise as our population ages and Easter Seals Nova Scotia is committed to providing this vital service to families throughout Nova Scotia.

After 30 years, Faye Joudrey, Program Coordinator retired. Many thanks for your years of dedication.

Faye Joudrey is presented with a gift made by New Leaf Enterprises Trainees on the occasion of her retirement from Easter Seals Nova Scotia.



"This chair
has been a blessing,
both for me
and for my family."

DONNA PILCHER

The local RCMP Veterans' Association presented Easter Seals Nova Scotia with a cheque raised through collecting can tabs. The group collects tabs year round from across Canada. Their donation has allowed us to purchase 4 refurbished wheelchairs. Shown in the picture are Sandy Glenn, of the RCMP Veterans Association; Donna Pilcher, chair recipient; Faye Joudrey, ESNS; Neil Fraser, RCMP Veterans Association and John MacDonald, ESNS.



FAST FACTS

300 Nova Scotians
received a new or refurbished wheelchair.

over 860 people
had their wheelchairs repaired.

482 people
were served through our
assistive devices and refurbished
equipment programs.

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Representatives from Scotiabank are shown volunteering at our California Wine Fair to raise additional funds through the event raffle.



Volunteers from RBC assist with Bunnyland.

Linda Spencer assists New Leaf Enterprises Trainee Andrea Southern with preparing macaroons for our Christmas Baking Program.



Volunteers play a huge part in our programs.

VOLUNTEERS

Our work would not be possible without the support of our dedicated volunteers. Volunteers have helped out in a great many ways, lending their talent and expertise to our organization. We thank everyone who served as a volunteer on our board of directors. A huge thank you to the over 100 volunteers who have given of their time and talents to assist persons with disabilities learn how to play sledge hockey, baking or cooking in our catering kitchen, helping children and their families visit the Easter Bunny at our Bunnyland fundraiser at Mic Mac Mall, as well as assisting with our California Wine Fair, Drop Zone and Kartbahn events. Thank you!!

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Volunteers assist with the weekly Learn to Sledge Hockey Program

POLIO NOVA SCOTIA

Easter Seals Nova Scotia serves as a community resource for polio survivors in Nova Scotia, as well as New Brunswick and Ontario. Polio Nova Scotia has 48 paid members and we help produce and distribute its newsletter to 155 individuals. In the 1930's Easter Seals was instrumental in providing assistance and expertise for those Canadians- and their families- affected by polio out-break. Post-polio survivors continue to rely on Easter Seals Nova Scotia for information and resources.

Graduates from the YTF Program are shown with Program Instructors, Easter Seals Nova Scotia CEO; Joanne Bernard, Speaker of the House; The Honourable Kevin Murphy and program employers.



DISABILITY TRAVEL CARDS

We continue to offer and promote the Disability Travel Card program. This program provides free travel for support persons accompanying an individual with a disability when travelling with VIA Rail Canada, Greyhound Canada, Coach Canada and Motor Coach Companies of Canada. Since 2002 Easter Seals Nova Scotia has issued 454 Disability Travel Cards to Nova Scotians with disabilities.

ACCESS 2 ENTERTAINMENT

Easter Seals supports access to community events, entertainment and culture for persons with disabilities. Currently there are over 1,400 Nova Scotians with an Access 2 Entertainment Program Card. The Access program enables cardholders to visit and participate in entertainment activities with an attendant, such as Cineplex theatres, museums and other venues. When an individual presents their Access card, their attendant receives free admission to the venue.



YOUTH THE FUTURE

Our program partner Canadian Council for Rehabilitative Work (CCRW) continues to provide enhanced employability skills to its participants each year. Over the past 12 months, 35 young people have graduated from the program and moved on to employment within the community.

"Why do I continue to rappel the tallest office building in Atlantic Canada? It started as a bucket-list item, then became a way to celebrate two successful, but serious, surgeries. I was lucky to return to being fully able-bodied after my surgeries. So today I do the challenge to support Nova Scotians with disabilities. I am apprehensive when I step over the edge, but then I remember why I'm doing this, and I find the confidence to keep going. This confidence allows me to pursue other challenges. I know when I need a boost, I think back to what I was able to achieve with the rappel and that is all I need to continue pushing forward."

DEBBY CHIPMAN



"Every year we get together for our sisters weekend and do something fun. This year we decided to do Drop Zone. It's a great event supporting a great cause."

THE SELIG SISTERS



Thank you to the Sackville Photography Club Volunteers for capturing our participants in both our Drop Zone and Kartbahn events last year.

BUILDING ON OUR ABILITIES

We continue to grow financial support of our programs for Nova Scotians with disabilities. Easter Seals Nova Scotia thanks all individuals, foundations, and businesses who have made generous gifts to us and investing in our programs and services. Many thanks to Barry Saunders for his leadership in chairing our major gifts program.



Stephen Maltby, CIBC Private Wealth Management (far right) is shown presenting a cheque to Camp Tidnish

THE KARTBAHN 250

Kartbahn 250 took place on November 2nd at Kartbahn Racing in Bayers Lake. Thanks to our Presenting Sponsor; East Coast Mobile Medical. Over \$19,000 was raised at this fun event.

The Dirty Dogs Team took home the trophy for first place in the race as well as being the top fundraising team.



CTV's Alyse Hand served as MC for the evening. She is pictured with Easter Seals Nova Scotia Ambassador Sonya Demone & Emily Colpitts of CTV.

CALIFORNIA WINE FAIR

Easter Seals Nova Scotia partnered with the California Wine Institute and the Society for American Wines to host the California Wine Fair on April 5, 2017 at Pier 21. Enjoyed by over 400 guests, the event and silent auction raised over \$65,000 to support the programs offered at Easter Seals Nova Scotia.



Guests enjoyed over 350 wines from the sunshine state's premier wineries.

EASTER SEALS MONTH

New Leaf Enterprises
Trainee Coley Arnold spent
an afternoon volunteering
at Bunnyland

BUNNYLAND

Thank you to everyone who came out to support Bunnyland at Mic Mac Mall in 2017. This event is a family favorite, with a chance to visit the Easter Bunny and have your photo taken with him. Thank you to Mic Mac Mall for once again hosting this great event.



New Leaf
Enterprises Trainee
Tiffany Bonin
prepares Paper Eggs
packages for
local retailers.

PAPER EGGS

Our annual Paper Eggs campaign proved to be very successful due to the engagement of our participating retailers. Customers were able to purchase our \$2 egg in support of our programs and services. Our key partner is Lawtons Drugs, and national partner; Booster Juice. We also welcomed local supporters; Fabricville, Giant Tiger, Amherst and the Warehouse Café in Amherst and our New Leaf Cafés.

Duffus St. Lawtons
employee Alex is
shown in front of their
wall of Paper Eggs.



Staff at the
Giant Tiger-Amherst
present a cheque for
the funds raised in the
Annual Paper Eggs
Campaign.



Mayor Mike Savage stopped by the Easter Seals Nova Scotia offices to officially proclaim March as Easter Seals Month. He is shown with Sonya Demone, Easter Seals Nova Scotia Ambassador and Joanne Bernard, Easter Seals Nova Scotia President & CEO.



SUPPORTER OF THE YEAR

Congratulations to Michelle Mahoney, our 2017 Easter Seals Nova Scotia Supporter of the Year! We surprised Michelle by visiting her at the Dalhousie University School of Occupational Therapy, where she works, to present her award and thank her in front of her coworkers and students.

Supporter of the Year; Michelle Mahoney is shown receiving her award from ESNS President & CEO Joanne Bernard



THANK YOU

To all of our clients and trainees for participating in our programs, and to your families and friends who trust us to deliver our services with care and professionalism. Thank you for reminding us that although we have made great strides, we still have so much farther to go in building an inclusive and accessible Nova Scotia.

To our volunteer Board of Directors, for your time, talent, support, guidance and governance. We thank all of our volunteers who continue to assist us with our mission of mobility, inclusion and independence. We could not provide our programs and services without you. Special thanks to Adriana Dolnyckyj, who has chaired our Board of Directors for 5 years and is stepping into the role of Past Chair. Your leadership has been amazing.

To our Ambassadors, Kiera Sparks Lucas and Sonya Demone. Thank you for making presentations and representing Easter Seals Nova Scotia at various events, and for your help in spreading the word about our impact in the community.

To our incredible staff: your dedication to our clients and programs continues to inspire.

To our program partners:

Ability Starts Here	The IWK Health Centre,	O'Regan's Automotive	Shannex
DirectionNS Council	The Nova Scotia Department	Polio Nova Scotia	Tetra and our community's
Halifax Recreation	of Community Services	The Rotary Club of Amherst	health professionals
Hockey Nova Scotia	Nova Scotia Health Authority	The Rotary Club of Truro	

To our donors and event sponsors. Our 2017-18 event and program sponsors included:

AMI	Century 21	Friends of We Care	PC Children's Charity
Amway	CIBC Wood Gundy	Kartbahn Racing Inc.	Petes ToGo
Archway Insurance	Clearwater Seafoods	Lawtons	Scotiabank
Arthur J. Gallagher	CREIT	Giant Tiger-Amherst	Tacten
Atlantic Digital	CTV/Bell Media	GoodLife Kids Foundation	The Warehouse Café
Booster Juice	Cushman Wakefield Atlantic	Halifax Port Authority	TD Wealth
Breakaway Experiences	Desjardins	Harding Medical	Westech Health Care
Bubba Ray's	East Coast Mobile Medical	IceCap Asset Management	Wilsons Fuels
Canada 150 Fund	Emera Energy	Mic Mac Mall	
Centum	Fabricville	NSSOT	

To the businesses and organizations who initiated or hosted their own fundraising campaigns or events for us:

California Wine Institute	Century 21 Trident Realty	NSLC	Steele Lincoln
Centum Mortgage Brokers	Friends of We Care	Society for American Wines	Lincoln Canada
	Foundation		

To our 2017 Supporter of the Year, Michelle Mahoney. To all of our champions and friends. Everyone who shares your story of access, overcoming barriers or finding inclusion and independence through our programs is our ambassador and we appreciate your help.



THANKS FOR THE SUPPORT!

The local offices for Century 21 raised over \$23,000 through agent contributions and fundraising events and once again participated in Drop Zone with the C21 Mind Over Wall Team.

Goodlife Kids Foundation provided \$10,000 to support our "Learn to Sledge" hockey program through their annual Spin4Kids Fundraising Event.

The Friends of We Care Foundation held a bowling event for Easter Seals. The 4th annual event raised over \$8,000, with all proceeds going to Camp Tidnish.



TREASURER'S REPORT

I am honored to provide my first treasurer's report for Easter Seals Nova Scotia and to be able to share that the financial position of the organization continues to improve. The organization is committed to operating in a fiscally responsible manner to insure its sustainability now and into the future. For the fiscal year ended March 31, 2018 excess revenue over expenditures of \$158,742 brought reserves to \$166,635 and facilitated significant repayment of the line of credit. The results have come through the diligent financial management of Easter Seals Nova Scotia staff and many successful fundraising events including Drop Zone, Kartbahn 250, California Wine Fair, Bunny Land and Paper Eggs.

We have an exciting year ahead in fiscal 2019 marked by a move to a new facility in Burnside, which will allow us to further expand on our mission to advocate for a barrier-free Nova Scotia and provide top-quality services promoting mobility, inclusion, and independence for Nova Scotians with disabilities.

At the foundation of Easter Seals Nova Scotia's success are our people. Thank you to all of our program participants, staff, volunteers, funders, donors and my fellow board members. I look forward to working with you all over the coming year.



Marakesh MacLauchlan, CPA, CA
Treasurer, Easter Seals Nova Scotia

AUDITED FINANCIAL STATEMENTS

PricewaterhouseCoopers LLP have audited the consolidated General Fund and Reserve Fund financial position at March 31, 2018, and the consolidated statements of Revenue and Expenditures and cash flows for the year then ended.

The Consolidated Statement of Financial Position and Consolidated Statement of Revenue and Expenditures from the audited financial reports are included in this annual report. Complete copies of the audited financial statements with the auditor's report and notes are available by contacting the Easter Seals Nova Scotia office.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT MARCH 31, 2018

	General fund \$	Reserve fund \$	2018 Total \$	2017 Total \$
Assets				
Current assets				
Cash (notes 7 and 8)	31,876	1,324	33,200	66,173
Accounts receivable	394,831	—	394,831	486,710
Due from the Reserve Fund	3,777	—	3,777	3,777
Inventory	15,040	—	15,040	13,625
Prepaid expenses	42,864	—	42,864	45,840
Marketable securities – Wheelchair Recycling Program, at market (note 9)	302,396	—	302,396	419,378
	790,784	1,324	792,108	1,035,503
Portfolio investments – at market value (notes 2(f), 3, 5 and 8)	5,000	235,013	240,013	221,384
Property, plant and equipment (note 4)	—	—	—	1,086
	795,784	236,337	1,032,121	1,257,973
Liabilities and fund balance				
Current liabilities				
Bank indebtedness (note 5)	4,240	—	4,240	127,813
Accounts payables and accrued liabilities	433,799	—	433,799	541,835
Due to the General Fund	—	3,777	3,777	3,777
Deferred revenue (note 6)	107,944	—	107,944	131,547
Wheelchair Recycling Program (note 9)	302,396	—	302,396	419,378
	848,379	3,777	852,156	1,224,350
Camp Tidnish Fund (note 7)	8,025	—	8,025	20,605
Elizabeth & Forest Fyfe Award Fund (note 8)	5,305	—	5,305	5,125
	861,709	3,777	865,486	1,250,080
Net assets				
Investment in property, plant and equipment	—	—	—	1,086
Unrestricted – General Fund	(65,925)	—	(65,925)	(224,200)
Internally restricted – Reserve Fund	—	232,560	232,560	231,007
	(65,925)	232,560	166,635	7,893
	795,784	236,337	1,032,121	1,257,973
Commitments (note 12)				

CONSOLIDATED STATEMENT OF REVENUE AND EXPENDITURES MARCH 31, 2018

	General Fund \$	Reserve Fund \$	2018 Total \$	2017 Total \$
Revenue				
Special events	248,167	—	248,167	161,441
Campaigns	406,227	—	406,227	308,215
Planned Giving	8,760	—	8,760	99,937
Camp Tidnish	170,526	—	170,526	176,806
Take PART	3,812	—	3,812	13,190
New Leaf Enterprises	1,037,991	—	1,037,991	955,335
Community Client Services and Polio Support	235	—	235	220
Wheelchair Recycling Program (note 9)	1,580,737	—	1,580,737	1,690,701
Assistive Devices	6,625	—	6,625	11,395
Investment income	—	—	—	5,541
Other income	21,962	—	21,962	6,227
	<u>3,485,042</u>	<u>—</u>	<u>3,485,042</u>	<u>3,429,008</u>
Expenditures				
Administration	64,114	—	64,114	60,092
Programs				
Assistive Devices	83,005	—	83,005	77,849
Camp Tidnish	249,977	—	249,977	290,019
Community Client Services and Polio Support	14,801	—	14,801	15,514
Wheelchair Recycling Program (note 9)	1,580,737	—	1,580,737	1,690,701
Take PART	26,122	—	26,122	36,408
New Leaf Enterprises	960,025	—	960,025	909,715
Development	277,898	—	277,898	264,940
Fund-raising (Easter Seals, Drop Zone, Kartbahn 250, California Wine Fair and Easter Seals Month Events)	70,801	—	70,801	48,655
Other amortization	373	—	373	895
	<u>3,327,853</u>	<u>—</u>	<u>3,327,853</u>	<u>3,394,788</u>
Excess of revenue over expenditures before change in fair value of investments	157,189	—	157,189	34,220
Net change in realized and unrealized gain (loss) on investments	—	1,553	1,553	(298)
Excess of revenue over expenditures and change in fair value of investments for the year	<u>157,189</u>	<u>1,553</u>	<u>158,742</u>	<u>33,922</u>

**STAFF MEMBERS WHO CONTRIBUTED
TO EASTER SEALS' SUCCESS IN 2017-18 INCLUDE:**

Joanne Bernard - President & CEO
Kelly Brindle - Production Assistant
Chermaine Clarke - Program Instructor
Rose Cole - Manager, Finance & Administration
Veronica Dale - Executive Director, New Leaf Enterprises
Shonna Flemming - Food Service Instructor
Kyla Gagne - Instructor / Job Transition Worker
Irena Grundt - Food Service Supervisor
Annette Hill - Social Enterprise Instructor
Faye Joudrey - Coordinator, Client & Equipment Services
Brianna MacDonald - Food Service Instructor
John MacDonald - Director of Development
Michelle MacMullin - Coordinator, Community & Donor Relations
Steven McCluskey - Camp Director
Carlton McDonald - Job Developer
Dale McNamara - Equipment Technician
Carla McNutt - Business Services Instructor
Sam Parsons - Multi Program Coordinator
Tanya Poulton - Development Coordinator
Heidi Wallace - Manager, Wheelchair Program, Assistive Devices
Amanda Williams - Client Services Instructor

