

Easter SealsTM

Nova Scotia

More
than Able



BUILDING ON OUR ABILITIES

EASTER SEALS NOVA SCOTIA
ANNUAL REPORT: 2018-19

MESSAGE FROM THE CHAIR

I was once reminded by a friend growing up in rural Nova Scotia of how Easter Seals Nova Scotia resonated with their family each year. The excitement of receiving the National Easter "Seals" in the mail, the benefit of giving to Easter Seals, and how their donation helped children with disabilities.

In Nova Scotia the programs and services that are delivered by Easter Seals NS help thousands of children, youth and adults every year.

In this past year we have seen tremendous work by the staff and Board in increasing the footprint by 50 percent with the move to our new location in Burnside. Along with our move, came the opening of the New Leaf Café in spring of 2019. We are also proud of having a financially sustainable year moving us closer to our goals by being able to provide people with disabilities the opportunities and dreams of living in a barrier free Nova Scotia.

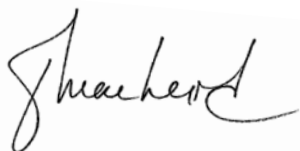
The past year was also one of renewing who we are by rebranding and creating a new website.

With the Easter Seals team under the direction and leadership of Joanne Bernard, President and CEO, we have formed new community partnerships in all our program areas. Increasing our program capacity puts Easter Seals in a strong position to move forward with the implementation of our new Strategic Plan.

All the above would not be possible without the outstanding people working with Easter Seals NS, the determination and passion of the staff and volunteers, the commitment of a strong Board; and finally, the contributions of donors, sponsors and partners.

It is important for all partners and stakeholders to continue to work together to enable us to deliver on our 87-year history of providing people with disabilities an improved quality of life, contributing as members to society and enriching our community.

It has been an extremely busy year and a most rewarding one to serve as the Chair for the past year and I look forward to the future successes of Easter Seals.



Joan MacLeod – Chair of the Board of Directors

BOARD MEMBERS WHO CONTRIBUTED TO EASTER SEALS' SUCCESS IN 2018-19 INCLUDE:

Joan MacLeod (Chair) Halifax Port Authority
Gina McFetridge (Vice Chair) Archway Insurance
Marakesh MacLauchlan (Secretary & Treasurer) Scotiabank
Adriana Dolnyckyj (Past Chair) Design Thinkers Group Canada
Sarah Flynn – Principal, Sarah Flynn Consultants
Lorna MacPherson – retired, Province of Nova Scotia
Michelle Mahoney, Dalhousie University
Stephen Maltby, CIBC Private Wealth Management
Julie Robinson, McInnes Cooper

Hon. Michel P. Samson, Cox Palmer
Brian Tapper, QE11 Health Sciences Centre
Mike DeCoste, retired, Province of Nova Scotia
Pattie LaCroix, N.S College of Physicians & Surgeons
Anita Kirkbride, Twirp Communications
Sean Maddox, private consultant
Joe Flinn, Seaboard Transport
Morgan Van Horne – AMCA Sales & Marketing

MESSAGE FROM CEO

It has been such a wonderful year of change and growth for Easter Seals Nova Scotia.

Spring 2018 witnessed a flurry of activity as we finalized design plans and watched as 22 Fielding Avenue transformed into the centre of our dreams. Our partnerships with Granville Developments, the Atlantic Canada Opportunities Agency (ACOA), Lindsay Construction and the Province of Nova Scotia have been a true demonstration of cooperation and collaboration with the goal of providing a game-changing space for persons with disabilities.



We officially welcomed our trainees back on September 24 and it was a special day for all of us. Many had spent their whole careers at our previous location which we had outgrown over a decade ago. The excitement that day was amazing. That spirit was very much present when we held our official opening presided over by Lieutenant Governor, of Nova Scotia, the Honorable Arthur J. LeBlanc and Her Honor Mrs. Patsy LeBlanc. It was a proud moment for us as we showed the community our new work space.

With expanded space comes the ability to grow programs, which included our new training café located in our centre. Officially opened on February 4, this unique training opportunity in food production, customer service and promotion has been a welcome addition to our roster of supported employment programs under New Leaf Enterprises. Daily specials and delicious home cooked breakfasts and lunches are served every day in our café to the general public and the feedback has been wonderful.

This year we forged a new partnership with Northwood Inc. and now Learn to Boccia is operated in their space through our staff and volunteers. Every week, 25 residents of Northwood and the wider community enjoy an afternoon of friendly competition and social time.

Learn to Sledge continues to grow and we are so pleased to bring our program to Cape Breton starting in the Fall of 2019. This is an amazing opportunity for families in the Cape Breton Regional Municipality who are looking for an inclusive sport for children living with differing abilities.

The Assistive Devices and Wheelchair Recycling Program continues to grow in both capacity and demand. The last year has seen a tremendous operational shift to secure efficiencies in both inventory controls and digitalization resulting in a more streamlined program which has allowed for new partnerships with the IWK Health Centre and the Nova Scotia Health Authority Community Health, Central Zone.

Camp Tidnish experienced another sold out summer of fun and relaxation in what is Nova Scotia's only fully accessible and barrier free camp for persons with disabilities. We continue to enhance both the physical space and programs through extensive fundraising and community events.

In addition to our new space, we re-designed our website, changed our program logos and added the tagline "More than Able" which we felt captured the spirit of the people we serve.

Easter Seals Nova Scotia is a vibrant and unique organization serving our community. The people who work and volunteer here to ensure our many services are available to those who need them are the heart and soul of this organization. Many thanks to our staff, trainees, Board of Directors, volunteers and community partners who lean to help us in every day. We simply could not do what we do without you!

Joanne Bernard – President & CEO



Camper Highlight
of Abbie Stephenson.
Camp Tidnish is an oasis
of fun, love, friendship,
and accessibility
for Abbie.

WE BELIEVE IN MORE THAN ABLE FOR NOVA SCOTIANS WITH DISABILITIES

"Abbie has been attending Camp Tidnish for over 10 years.

Abbie loves so many things about Camp Tidnish, the highlight being with her friends, peers and counselors in a fun, camp setting. Abbie loves swimming in the warm pool, going for a ride on the boat, swinging on the adaptive swings, being bounced on the trampoline, and singing camp songs.

One of her favourite activities is simply being in the cabin with her friends. She loves spending time with the amazing counselors, who always support Abbie's success at camp, making the experience fun, safe and accessible. Camp Tidnish is a very special place for our family. It is an opportunity for our daughter to have a camp experience that meets her needs, as an individual with significant and complex medical, physical, and cognitive disabilities. Camp Tidnish is a fully accessible, adapted facility that creates the camp experience for people with disabilities in every way."

– MARTY STEPHENSON, Abbie's Mom



OUR NEW CENTRE – A GAME CHANGER FOR EASTER SEALS NOVA SCOTIA

In 2018 with the generous support of Granville Developments, Lindsay Construction, The Atlantic Canada Opportunities Agency, Member of Parliament for Dartmouth Cole Harbour, Darren Fisher and the Province of Nova Scotia, Easter Seals Nova Scotia moved into their new home located at 22 Fielding Ave in the Burnside Industrial Park.

By increasing our footprint by 50%, Easter Seals Nova Scotia has increased programs, developed new community partnerships and created new opportunities for the people that we serve. We could not have done it without the vision of staff, our board of directors and our supporters in the community.

On October 24th, 2018, the Lieutenant Governor of Nova Scotia, Honourable Arthur J. LeBlanc and Her Honour Patsy LeBlanc cut the ribbon of our new home in front of trainees, families, staff, volunteers, board directors and community supporters.



EASTER SEALS AMBASSADORS WHO TELL OUR STORIES...

GABY MCNEIL

Gabrielle is 15 years old and attends Ecole du Carrefour. Gaby enjoys music and is particularly fond of the Beatles and Harry Nilsson. She also enjoys movies and Blue Jays baseball. She has gone to camp Tidnish for the last six years and has participated in the Easter Seals Learn to Sledge over the last five years.

Gabrielle has cerebral palsy and epilepsy so it is really important for her to be able to participate in inclusive sports which accommodate her needs. She loves sharing her stories and experiences, in both Learn to Sledge and Camp Tidnish, to other youth who may be looking for new sporting experiences. Thank you Gaby for joining our Ambassador Program

MORE THAN ABLE

KIERA SPARKS LUCAS

Kiera Sparks Lucas has been our Easter Seals Nova Scotia Youth Ambassador for four years and continues to represent the organization through a wide array of speaking engagements including several events with Century 21 Trident and at the Wadih Fares Golf Tournament last summer.

Kiera graduated from Grade 12 at Auburn High School and started her classes with the Achieve Program at NSCC. Kiera continues to inspire and educate people of all ages on accessibility issues and living with a disability. Kiera will be attending Camp Tidnish for the sixth year this summer and loves meeting up with old friends while making new ones. Thank you Kiera for always sharing your experiences with others.



DERRYCK BRIDGEMOHAN

Derryck has been a trainee of New Leaf Enterprises for 26 years. Over those years, Derryck has become a crucial part of our kitchen program and social enterprise activities. Appointed Ambassador to Easter Seals in 2018, Derryck has attended many events on our behalf sharing his insights on our programs and services to donors and the wider community. Thank you Derryck for being one of our strong voices in the community!



"We drop Abbie off at camp to a huge welcome every year and we feel the love and attention from the moment we get out of the car. Camp Tidnish is one of the only places in Abbie's life that is designed just for her and we feel nothing but joy and confidence while she is there. We are so grateful to Easter Seals NS for providing such an amazing experience for Abbie each summer."

MARTY STEPHENSON
Abbie's Mom



2018 CAMP HIGHLIGHTS

Camp Tidnish continues to be the premiere destination for kids, youth and adults who live with disabilities in Nova Scotia. Located 20 minutes outside of Amherst, this fully accessible and barrier free camp provides a unique and deeply rewarding week for campers to enjoy the outdoors, participate in inclusive sports like boating, swimming and boccia while meeting up with old friends and forging new friendships.

We strongly value the partnerships we have in the community who help us deliver this program and enhance our facilities and grounds each year. We are particularly proud of our long standing partnership with the Amherst Rotary Club led by President Lacey Fisher and supported by Rotary Director Bob Janes who is loved by campers and staff for his unwavering commitment to Camp Tidnish.

"I am immensely grateful to be back at Camp Tidnish and taking on the role of Camp Director! While jumping into the role mid-summer was a bit daunting the transition was made easier by campers, families, caregivers, Easter Seals' staff and Rotarians who enthusiastically welcomed me back, to the Camp Tidnish community. I'm excited to continue making Camp Tidnish a safe and fun environment for our campers and staff."

DONNA MACPHERSON – Camp Director



FAST FACTS

Campers we hosted:

269	270	270
in 2018	in 2017	in 2016

We love that our camps are selling out year after year and we look forward to that trend to continue.

We have worked hard to ensure our camp fees are subsidized by nearly 60% for each camper registered.

Through our community partners we continue to enhance, renovate and grow our infrastructure and look forward to increasing our footprint even more over the next few years.

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Alex Burke
at Palooka's
Gym



Kaitlin Doherty
at Kenny's
Pizza



SKILLS TRAINING & EMPLOYMENT

The Supported Employment Program of New Leaf Enterprises continues to grow with 40% of New Leaf Enterprises' Trainees in paid employment positions in the community. Over the past year, we have partnered with more employers who are

eager to be a more inclusive workplace through our program. Our youth employment program, The Next Step, conducted 15 assessments with 11 young people receiving our support or placed in paid employment opportunities.

Thank you to our Community Employment Partners:

Advanced Screen Printing
Benjamin Moore
Canada Games Centre
Dormie Workshops
Kenny's Pizza
MacArthur's Quality Flowers and Plants Inc.
Micco Companies
Nova Scotia Department of Community Services

Nova Scotia Department of Communities, Culture and Heritage
Nova Scotia Department of Business
Nova Scotia Department of Labour and Advanced Education
Nova Scotia Department of Lands and Forestry
Nova Scotia Premier's Office
Sobeys
The Queen's Printer
The Port of Halifax
Wee Care Developmental Centre

SOCIAL ENTERPRISE

Our new facility has seen our social enterprise production increase substantially over the past year. With our new commercial kitchen of 1500 square feet populated with new equipment and systems, our catering and Christmas Baking programs continued to outperform from previous years. We continue to gain new customers in our catering program and love that our reputation often precedes our orders for our services.

The cafe's located in the O'Regan's, Lexus Toyota Nissan and at the Nova Scotia Rehabilitation Centre and continues to grow in production with sales increasing to \$322,510 this year representing a 37% increase over last years' sales.

The opening of our New Leaf Café in our new centre will further serve to provide new opportunities both for client training and sales in the coming years.

In December, New Leaf Enterprises hosted our first annual Ability Makers Market in which 11 other social enterprises and entrepreneurs living with disabilities were invited into our centre to set up their products for sale to the general public. This two day event was a tremendous success with over 400 people coming to the Market to purchase their Holiday gifts. We will definitely be holding this event again next year!

Our Christmas Baking Program continues to be a popular choice for our customers during the Holidays.



We have a wide array of wood products and other home decor.



FAST FACTS

Catering & Christmas Baking Sales are
\$4,176
higher than last year

New Leaf Café sales increased by
37%
over last year

Supported Employment
40% of clients in paid employment

WHEELCHAIRS & MOBILITY EQUIPMENT

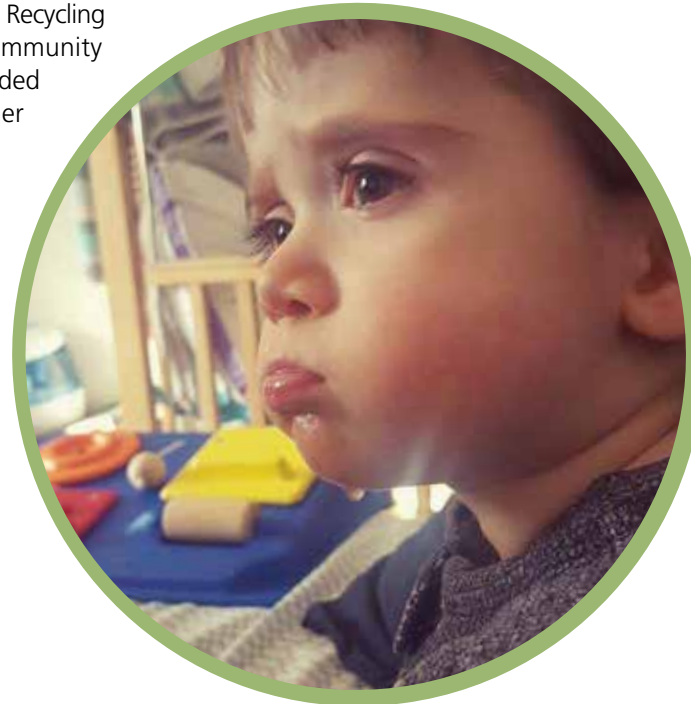


Over the past year, operational effectiveness has increased tremendously in both of the mobility programs with the hiring of a wheelchair technician and the acquisition of a new repair and delivery van. As a result, the Wheelchair Recycling Program delivered on behalf of the Nova Scotia Department of Community Services provided new or refurbished chairs to 139 people and provided over 900 repairs to DCS clients. This service is delivered to every corner of the province and includes children, youth and adults.

ASSISTIVE DEVICES

Supported completely by the fundraising efforts of Easter Seals Nova Scotia, our Assistive Devices program offers new and refurbished mobility equipment and adaptive aids to low income individuals and seniors throughout the province. All of our equipment is now on-site and digitally catalogued for ease of use by Occupational Therapists from all over Nova Scotia. In the past year, this program has assisted over 500 people with equipment and support and we have reduced our wait time for devices by a whopping 75%!

In partnership with CIBC, we enacted the Easter Seals Access Ability Program and provided assistive devices to children living with disabilities.



"Thank you so much for your very generous contribution. This stander is becoming a very beneficial piece of equipment in the assistance with Liam's development. Liam's posture and core strength will now improve, as well as our hope for Liam to someday take his first steps."

THE MCFADDEN FAMILY



"We thank you very much from the bottom of our heart, thank you for helping us make a difference in Lennon's life."

THE DOWE FAMILY

INCLUSIVE SPORTS

LEARN TO SLEDGE

Completely supported by the fundraising efforts of Easter Seals Nova Scotia, Learn to Sledge continues to be a popular activity in our Take Part inclusive sports program.

This hour of non-competitive sledge hockey happens every Saturday morning from September to March at the BMO Centre in Bedford. Over the past year, we have loaned our equipment to area schools for field trips so that students living with disabilities can participate in skating fun with their peers.

We are pleased to announce that Learn to Sledge will be expanding to the Cape Breton Regional Municipality in September 2019 allowing many families with children living with disabilities to participate in this fun inclusive sport.

Thank you to our program partners HRM Recreation, GoodLife Kids Foundation and our supporters Hockey NS, Parasport NS and the IWK.

LEARN TO BOCCIA

This year proved to be a re-structuring year for Learn to Boccia as a new partnership with Northwood Inc. was developed to deliver the program at their facility. This move has proven to be extremely popular with Northwood residents and community members. Delivered every Wednesday afternoon from September to March, Learn to Boccia provides inclusive recreation combined with exercise and good conversation with the goal of encouraging seniors with disabilities to be more active and less isolated.

Sam with
Learn To Boccia
participants.



FAST FACTS

We provided **4536 hours** of recreational Learn to Boccia to community members

.....

We provided **3724 hours** of ice time in our Learn to Sledge program for kids

.....

Both programs are completely supported by funds raised by Easter Seals Nova Scotia

Volunteers from RBC
spend a day in our
commercial kitchen

Volunteers from
the RCMP Veterans
Association – Nova Scotia
Division work all year
collecting pop tabs
which raises money
for our Assistive
Devices program



Clinton Wilkins
and his staff from
Centum Home Lenders
Inc. run their annual
lemonade stand in
support of Easter Seals
Nova Scotia



WE COULDN'T DO WITHOUT OUR VOLUNTEERS

We could not do what we do to assist people with disabilities without the support of time and skills of our many volunteers. Whether it be pushing a child in a sledge every Saturday morning, or spending an afternoon baking cookies during our Christmas Baking Season or helping place a ball on a bocchia ramp, volunteers are an important part of the work we do every day.

All of our events rely on the generosity of time from volunteers with service groups, individuals and in some cases, families. Our dedicated volunteers on our Board of Directors are especially generous with guidance time as they steward our organization forward.

Progress Club
members
volunteer at
the California
Wine Fair



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.

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 467 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 1,500 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.



Recent
graduating class of
Youth the Future
with Program Director
Melanie Karas and
ESNS President & CEO
Joanne Bernard

YOUTH THE FUTURE

Our program partner the Canadian Council on Rehabilitation and Work (CCRW) is a pre-employment program which supports youth and young adults living with a disability with job readiness training and assisting them find ongoing entry level employment in the community. Their classroom and offices are located in our new centre and in the last year 36 young people have graduated from their program, with 29 of those graduates moving onto either employment or further education in the community.





"The Easter Seals Drop Zone was such an amazing experience, and rappelling was just an added bonus really to being able to support such a super fantastic cause! I LOVE that the funds raised go directly towards Camp Tidnish. It truly did make me want to do it all over again!"

DIANE ORAM

Newlyweds
Sandi and Emily
celebrate
their rappel

DROP ZONE 2018

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Halifax was the first Drop Zone in 2004 and every year, Easter Seals Nova Scotia has delivered this awesome bucket list event for participants who want to push their limits while raising money for our programs and services. Last year, 45 folks rappelled down 1801 Hollis Street and raised over \$73,000 for Easter Seals Nova Scotia.

Thank you to the Sackville Photography Club volunteers for capturing our participants in both our Drop Zone and Kartbahn 250 events last year.



DRIVEN TO GIVE

ESNS Ambassador
Derryck Bridgemohan
& Camp Tidnish
Director Donna MacPherson
accept a donation from
Jonathan Bonang of
Steele Auto Group
in Halifax.

Steele Ford Lincoln and Archway Insurance teamed up to present Driven to Give on August 22, 2018. By providing a donation for each test drive of their Lincoln luxury cars, \$7,000 was raised for the programs and services of Easter Seals Nova Scotia.



KARTBAHN 250

Kartbahn 250 took place on November 8, 2018 at Kartbahn Racing in Bayers Lake. Thanks to the many teams and our Presenting Sponsor East Coast Mobile Medical for their continued support. This fun event raised over \$21,000 for Easter Seals Nova Scotia



CALIFORNIA WINE FAIR

We were delighted to partner again with the California Wine Institute and the Society for American Wines to host the California Wine Fair on April 26, 2018 at Pier 21. This sold out event introduced over 350 wines to our guests and proved to be a wonderful evening for all who attended.



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Laura and her mother Mary Tartaglia Burt film the promotional commercial to launch Paper Eggs at Lawtons Drugs.

Easter Seals Nova Scotia Ambassador Kiera Sparks Lucas accepting a cheque from Rebecca Logan of Mic Mac Mall for their annual Easter Egg Hunt in 2018.



PAPER EGGS & BUNNYLAND

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Our annual Paper Egg campaign was successful again this year with over \$38,000 raised by our regional partner Lawtons Drugs and national partner Booster Juice. Thank you to local supporters Giant Tiger and The Old WarehouseCafé in Amherst.

A big thank you to everyone who came out to support Bunnyland at MicMac Mall in 2018. Special thanks to the many volunteers who help with registration and photography. We could not do it without you!

SUPPORTERS OF THE YEAR

The move to our new centre last year could not have been possible without the support and commitment of Jim Ross of Granville Developments and Cory Bell and his amazing crew at Lindsay Construction. We thank you for making our dream become reality.



Jim Ross
receiving his
award from
Lieutenant Governor
of Nova Scotia, Hon.
Arthur J. LeBlanc



Brant Quist and Gordie
Bishop of Lindsay
Construction receiving their
award from Lieutenant
Governor of Nova Scotia,
Hon. Arthur J. LeBlanc.



CLUB

KIDS TO CAMP

On March 8, 2019, we were pleased to host a Kids to Camp induction luncheon for Century 21 members who have raised over \$2100 for Camp Tidnish. Thank you for helping us send kids living with disabilities to camp!

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THANK YOU

This past year was a game changer for Easter Seals Nova Scotia and we could not have done it without the efforts and kindness of so many people. Thank you to our amazing clients and trainees who come to work each day with enthusiasm and professionalism. Thank you to their friends and families who trust us with their loved ones.

A big shout out to our amazing staff who go above and beyond to ensure our programs and services are truly the best they can be.

To our volunteer Board of Directors, thank you for your time, stewardship and commitment to our organization. To our volunteers who work events, bake cookies, teach new skills and provide guidance and support... thank you for being in our corner.

To our Ambassadors, Kiera Sparks Lucas, Gaby McNeil and Derryck Bridgemohan, thank you for telling our stories and stepping up to the plate every single time.

To our program partners:

- | | | | |
|--|--------------------------------------|--------------------------------|----------------------------|
| - Boccia Canada | - Halifax Recreation | - Nova Scotia Health Authority | - The Rotary Club of Truro |
| - Canadian Council for Rehabilitation and Work | - Hockey Nova Scotia | - Tetra | - O'Regan's Automotive |
| - Directions Council | - Northwood Inc | - The IWK Health Centre | - Polio Nova Scotia |
| | - NS Department of Community Service | - The Rotary Club of Amherst | |

To our donors and event sponsors:

- | | | | |
|-----------------------------|----------------------------|--------------------------------------|--|
| - Amway | - Friends of We Care | - Westech Health Care | - Economical Insurance Group |
| - Archway Insurance | - Kartbahn Racing Inc | - Wilsons Fuels | - Craig Foundation |
| - Arthur J. Gallagher | - Lawtons | - Corporate Research Associates | - Flemming Charitable Foundation |
| - Atlantic Digital | - Giant Tiger-Amherst | - Halifax Regional Municipality | - Gordon Food Services |
| - Booster Juice | - Halifax Port Authority | - Dartmouth Whalers | - CGI Inc |
| - Breakaway Experiences | - GoodLife Kids Foundation | - Trainyard General Store | - Canadian Progress Club |
| - Bubba Ray's | - Harding Medical | - Kiwanis Club of Dartmouth | - Halifax Youth Foundation |
| - Century 21 | - Mic Mac Mall | - The John and Judy Bragg Foundation | - The Edwards Family Charitable Foundation |
| - CIBC Wood Gundy | - PC Children's Charity | - The Windsor Foundation | - The Calgary Foundation |
| - CREIT | - Go Fresh | - RBC | - RCMP Veterans Association, Nova Scotia |
| - CTV / Bell Media | - Scotiabank | - Ground Zero | |
| - Desjardins | - Tacten | - Granville Developments | |
| - East Coast Mobile Medical | - The Warehouse Café | - Kenneth C. Rowe Family Fund | |
| - Emera Energy | - TD Wealth | | |

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

- | | | | |
|-----------------------------|----------------------------|------------------------------|------------------------------------|
| - Burrito Jax | - Century 21 Trident | - Lincoln Canada | - Steele Lincoln |
| - California Wine Institute | - Chef Inspired, Habaneros | - NSLC | - Wadih M. Fares Family Foundation |
| - Centum Mortgage Brokers | - Friends of We Care | - Society for American Wines | |

*Please note we do not list individual donors



Easter Seals
Nova Scotia
Ambassador Kiera Sparks
Lucas accepting the
proceeds of the annual
Century 21 Trident
Golf Tournament last
September.

THANK YOU FOR YOUR SUPPORT!

The Friends of We Care Foundation held the 5th annual bowling tournament for Easter Seals and raised over \$10,000 for our programs and services.



Joanne Gibson and Stacy O'Neil from the Amherst branch of Scotiabank present a generous contribution for Camp Tidnish to Easter Seals Youth Ambassadors Kiera Sparks, Lucas, Gaby McNeil and President & CEO, Joanne Bernard

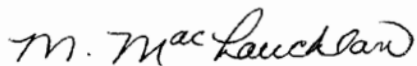


TREASURER'S REPORT

I am privileged to provide my Treasurer's Report for Easter Seals Nova Scotia for the fiscal year ending March 31, 2019. What a year it has been, marked by many exciting changes and many new faces. The saying goes that a change is as good as a rest and our move to Fielding Avenue has brought a renewed energy and momentum to the organization. The move has been one of the largest undertakings we have experienced in some time and was predicated on the diligence, planning and hard work of staff and many volunteers. We are also grateful to the many contributors to the move, both financially and in kind, we simply could not have succeeded without you all.

While the relocation was necessary to enable Easter Seals Nova Scotia to further expand programming, it was accomplished without compromising on our commitment to financial prudence. For the fiscal year ended March 31, 2019, I am pleased to share that we recorded excess revenue over expenditures of \$30,720 which increased reserves to \$197,355. In a year marked by capital expenditures in excess of \$500,000, this is a significant result.

I am inspired daily by the passion and dedication of our Easter Seals Nova Scotia staff, volunteers and program participants; thank you all. To our donors and funders, thank you for helping to make it possible for us to pursue our vision of a world where everyone is included. As we look forward to 2020 may we be emboldened by the sentiment that there are far, far better things ahead.



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



AUDITED FINANCIAL STATEMENTS

PricewaterhouseCoopers LLP have audited the consolidated financial statements of Easter Seals Nova Scotia as at March 31, 2019, and for the year then ended.

The Consolidated Statement of Financial Position and Consolidated Statement of Revenue and Expenditures are included in this annual report. Complete copies of the audited consolidated 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, 2019

	General fund \$	Reserve fund \$	2019 Total \$	2018 Total \$
Assets				
Current assets				
Cash (notes 8 and 9)	3,636	2,359	5,995	33,200
Accounts receivable	373,092	-	373,092	394,831
Due from the Reserve Fund	-	-	-	3,777
Inventory	17,343	-	17,343	15,040
Prepaid expenses	45,495	-	45,495	42,864
Marketable securities – Wheelchair Recycling Program, at market (note 10)	382,205	-	382,205	302,396
	821,771	2,359	824,130	792,108
Portfolio investments – at market value (notes 2(f), 3, 5 and 9)	5,000	235,148	240,148	240,013
Property and equipment (note 4)	1,383,599	-	1,383,599	-
	2,210,370	237,507	2,447,877	1,032,121
Liabilities and fund balance				
Current liabilities				
Bank indebtedness (note 5)	-	-	-	4,240
Accounts payables and accrued liabilities	385,091	-	385,091	433,799
Due to the General Fund	-	-	-	3,777
Deferred revenue (note 6)	121,486	-	121,486	107,944
Obligation under capital lease (note 7)	9,727	-	9,727	-
Wheelchair Recycling Program (note 10)	382,205	-	382,205	302,396
	898,509	-	898,509	852,156
Deferred revenue (note 6)	410,759	-	410,759	-
Obligation under capital lease (note 7)	935,784	-	935,784	-
Camp Tidnish Fund (note 8)	165	-	165	8,025
Elizabeth & Forest Fyfe Award Fund (note 9)	5,305	-	5,305	5,305
	2,250,522	-	2,250,522	865,486
Net assets				
Unrestricted – General Fund	(40,152)	-	(40,152)	(65,925)
Internally restricted – Reserve Fund	-	237,507	237,507	232,560
	(40,152)	237,507	197,355	166,635
	2,210,370	237,507	2,447,877	1,032,121
Commitments (note 13)				

CONSOLIDATED STATEMENT OF REVENUE & EXPENDITURES FOR THE YEAR ENDED MARCH 31, 2019

	General Fund \$	Reserve Fund \$	2019 Total \$	2018 Total \$
Revenue				
Special events	200,152	-	200,152	248,167
Campaigns	253,054	-	253,054	406,227
Planned Giving	120,223	-	120,223	8,760
Camp Tidnish	170,665	-	170,665	170,526
Active Living	4,898	-	4,898	3,812
New Leaf Enterprises	1,111,657	-	1,111,657	1,037,991
Community Client Services and Polio Support	180	-	180	235
Wheelchair Recycling Program (note 10)	1,559,189	-	1,559,189	1,580,737
Assistive Devices	8,463	-	8,463	6,625
Other income	63,765	-	63,765	21,962
	3,492,246	-	3,492,246	3,485,042
Expenditures				
Administration	123,701	-	123,701	64,114
Programs				
Assistive Devices	72,431	-	72,431	83,005
Camp Tidnish	277,966	-	277,966	249,977
Community Client Services and Polio Support	16,518	-	16,518	14,801
Wheelchair Recycling Program (note 10)	1,559,189	-	1,559,189	1,580,737
Active Living	29,506	-	29,506	26,122
New Leaf Enterprises	1,066,538	-	1,066,538	960,025
Development	224,079	-	224,079	277,898
Fund-raising (Easter Seals, Drop Zone, Kartbahn 250, California Wine Fair and Easter Seals Month Events)	60,350	-	60,350	70,801
Other amortization	36,195	-	36,195	373
	3,466,473	-	3,466,473	3,327,853
Excess of revenue over expenditures before change in fair value of investments	25,773	-	25,773	157,189
Net change in realized and unrealized gain on investments	-	4,947	4,947	1,553
Excess of revenue over expenditures and change in fair value of investments for the year	25,773	4,947	30,720	158,742

**STAFF MEMBERS WHO CONTRIBUTED
TO EASTER SEALS' SUCCESS IN 2018-19 INCLUDE:**

Joanne Bernard - President & CEO
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
Ila Jay - Youth Job Coach
Ksenia Lazoukova - Job Coach
Brianna MacDonald - Food Service Instructor
John MacDonald - Director of Development
Michelle MacMullin - Coordinator, Community & Donor Relations
Donna MacPherson - Camp Director
Steven McCluskey - Camp Director
Carlton McDonald - Job Developer
Dale McNamara - Equipment Technician
Carla McNutt - Business Services Instructor
Tina Morash - Client Services
Tom O'Handley - Development Officer
Sam Parsons - Multi Program Coordinator
Heidi Wallace - Manager, Wheelchair Program, Assistive Devices
Amanda Williams - Client Services Instructor







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