

EASTER SEALS NEW BRUNSWICK Annual General Report 2016



In memory of Jonathan Alexander

MESSAGE FROM THE PRESIDENT

In 2016, Easter Seals New Brunswick (ESNB) celebrated its 50th anniversary of serving those with disabilities across the province. While there have been some name changes over those 50 years, our mission to ensure those with disabilities can achieve their potential stays the same! ESNB was incorporated in December 1966, as the Canadian Rehabilitation Council for the Disabled (CRCD) New Brunswick Branch, through the amalgamation of the New Brunswick Society for Crippled Children and the New Brunswick Foundation for Poliomyelitis and Rehabilitation. Many new services and programs have evolved over the past 50 years, improving the lives of thousands in New Brunswick.

There has been much to celebrate when looking at Easter Seals NB's history and recent accomplishments. Our collection of film chronicling the early years of ESNB, including the first years of Camp Rotary (1950's and 60) are now preserved in the Provincial Archives. ESNB also produced the video "50 Years of Easter Seals New Brunswick - See the Ability in Disability" which can be seen on YouTube!

Easter Seals is proud to have three of its board members actively involved at the national level, working on Easter Seals Canada's Board of Directors. Rhonda Rubin, an SLP from the Moncton area and a long-time member of the ESNB board, is now Chair of the National Easter Seals Board of Directors. Doug Bridgman, past President of ESNB, is Director at Large and Chair of the Public Affairs Committee, while Glen Hughes is our provincial representative.

Brandon Liston, Easter Seals Canada's national ambassador, continues to exemplify the role of "ambassador". His positive attitude and enthusiasm for helping others have captivated many as he speaks across the country, most recently on public service announcements airing on television and at movie theaters. He definitely emphasizes the "abilities" in all!

As President of the Easter Seals NB Board of Directors, I wish to extend sincere congratulations to the staff of ESNB, our unsung heroes whose dedication and talents allow us to provide the highest level of services to the people of New Brunswick. ESNB could not function without our generous donors, our volunteers, our Rotary Club and government partners, and our board members. Thank you, to all of you. There is much to celebrate and give thanks for in this 50th year, and much more to look forward to over the next 50!



MESSAGE FROM THE EXECUTIVE DIRECTOR

This year, we were very happy to celebrate our 50th anniversary with friends at a Wine and Cheese in December. ESNB produced a video for the event that highlights our organisation's passions over the last 50 years. The video includes historical footage of Camp Rotary from the 1950's and 60's. The original Camp Rotary/Easter Seals NB footage was donated to the provincial archives for preservation, and in return, a digital master copy was provided to ESNB and the Fredericton Rotary Club.

During 2016, ESNB participated in a review process with Social Development and the Occupational Therapists. We are delighted to be moving forward with the implementation of this new equipment loan process, which will improve services to our clients throughout New Brunswick. We continue to support clients through the purchase of equipment in the Personal Services Program. This past year we added 10 bath lifts, along with numerous other items that are a priority for our clients.

I cannot believe that July 2016 marked my 10th year at ESNB. I want to thank the board and staff for all of their best wishes and support. My job is made easier by their obvious commitment and loyalty to our clients. I look forward to working with our partners in 2017 to improve services for people who live with a disability in NB.



ASSISTIVE TECHNOLOGY

ESNB

Number of PSP Loans:	24
Number of Assessment Loans:	30

EECD Students Loans Checked:

ASD-N	156
ASD-E	479
ASD-S	527
ASD-W	484

New pieces of AT for EECD:

ASD-N	181
ASD-E	330
ASD-S	400
ASD-W	558

ÉDPE Students Loan Checked:

DSF-NE	112
DSF-S	128
DSF-NO	32

New pieces of AT for ÉDPE:

DSF-NE	21
DSF-S	70
DSF-NO	26



Highlights:

- Busiest year ever for EECD purchasing.
- Lots of newcomer immigrants in the school system requiring assistive technologies.
- Four new schools now participating in the EECD Transition Project.
- ESNB's Client Services Software got an upgrade.

CAMP ROTARY

of CAMPERS PER COUNTY

COUNTIES	2016	2015
Albert	11	12
Carleton	16	18
Charlotte	10	10
Gloucester	24	25
Kent	5	5
Kings	24	26
Madawaska	5	5
Northumberland	9	9
Queens	23	18
Restigouche	7	7
Saint John	35	23
Sunbury	25	24
Victoria	2	3
Westmorland	40	33
York	109	97
Other Province	4	4
SUBTOTAL	349	319
SUBTOTAL OTHER CAMPERS	63	59
TOTAL CAMPERS	412	378

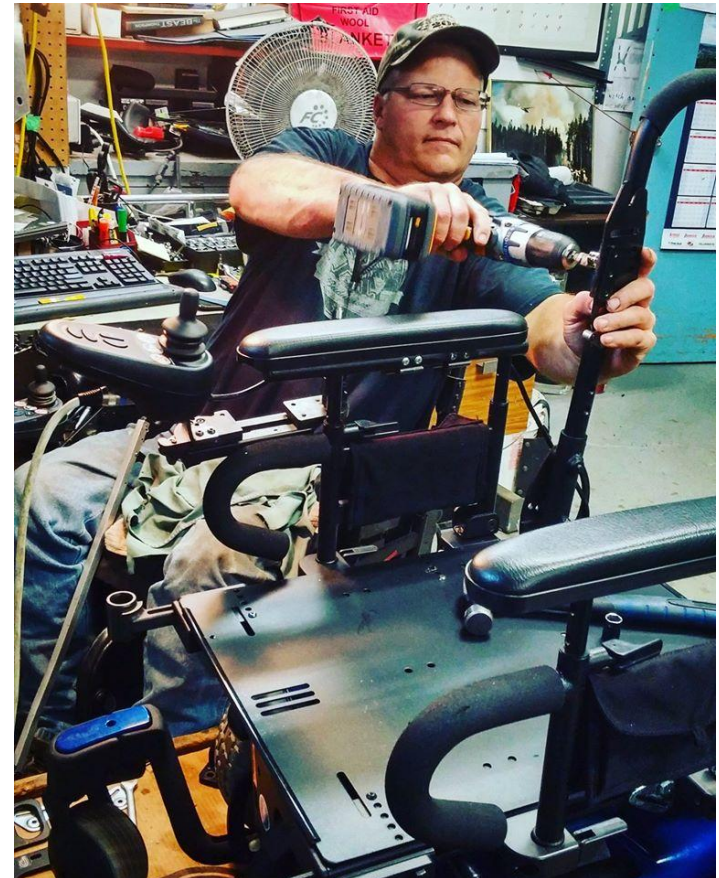
Highlights:

- Summer Quest II became a full 7-day camp
- Total camp enrollment increased by almost 40!



EQUIPMENT RECYCLING PROGRAM

CLIENTS BY COUNTY	2016		2015	
	SD	PSP	SD	PSP
Albert	198	22	90	19
Carleton	164	36	146	33
Charlotte	128	6	120	18
Gloucester	396	65	449	65
Kent	250	27	165	21
Kings	177	41	207	42
Madawaska	201	18	211	25
Northumberland	268	45	235	66
Queens	35	1	66	16
Restigouche	141	18	189	31
Saint John	342	40	480	51
Sunbury	144	14	76	26
Victoria	107	26	137	17
Westmorland	906	240	691	177
York	234	126	328	120
Other	47	54	7	2



TOTAL	SD	PSP	SD	PSP
CLIENTS	3734	580	3597	729
PIECES OF EQUIPMENT	3738	779	3948	832



EASTER SEALS NEW BRUNSWICK BOARD OF DIRECTORS

- ❑ Al Thomas, **Fredericton**
- ❑ Andrew Daley, **Fredericton**
- ❑ Danica Wallace, **Woodstock**
- ❑ Diane Guignard, **Bathurst**
- ❑ Don LeBlanc, **Saint John**
- ❑ Doug Bridgman, **Lincoln**
- ❑ Doug MacKenzie, **Woodstock**
- ❑ Geoffrey Cochrane, **Saint John**
- ❑ Glen Hughes, **Fredericton**
- ❑ Kim Monteith, **Woodstock**
- ❑ Martin Ferguson, **Fredericton**
- ❑ Dr. Monique Taillon, **Fredericton**
- ❑ Rhonda Rubin, **Moncton**
- ❑ Trent Mundie, **Fredericton**

Board Members Emeritus

- ❑ Dr. Bruce Lockhart, **Bath**
- ❑ Keith Allen, **Fredericton**



THANK YOU TO OUR SUPPORTERS


- ❑ A.L.P.A Equipment Ltd.
- ❑ Booster Juice
- ❑ Brad Mundle (Moncton Minor Hockey Association)
- ❑ Brandon Liston
- ❑ Century 21
- ❑ Clint Edmondson (Torque Motorsports)
- ❑ Computers for Schools
- ❑ Department of Education & Early Childhood Development
- ❑ Depart of Post-Secondary Education, Training, & Labour
- ❑ Fredericton Rotary Club
- ❑ Friends of We-Care
- ❑ Geoff MacDonald (Kimudo Tai Kwon Do)
- ❑ Gerry Curtis (A.L.P.A. Equipment Ltd.)
- ❑ Hockey New Brunswick
- ❑ Herménégilde Patrice
- ❑ Jobs Unlimited
- ❑ Keith Ashfield
- ❑ King Street Ale House
- ❑ Kitchen Helper
- ❑ Lawtons Drugs
- ❑ Lazare Breau
- ❑ Le Club Autoneige de Neguac
- ❑ Lieutenant Governor, Jocelyne Roy Vienneau
- ❑ Neil Squire Society
- ❑ Nicole & Donald Tupper
- ❑ Presidents Choice Children's Charity
- ❑ NB Rotary Clubs
- ❑ Red Apple – Florenceville
- ❑ Serge Landry (A.L.P.A. Equipment Ltd.)
- ❑ Spencer Price
- ❑ Steven Robinson (Kitchen Helper)
- ❑ Tony McCoy (Torque Motorsports)
- ❑ Torque Motorsports
- ❑ Trent Mundie (Apollo Medical)
- ❑ UNB Masters Swim Club
- ❑ United Way Centraide - Central NB



FUNDRAISING HIGHLIGHTS

- ❑ A new fundraiser started in November: the Friends of We-Care Bowling Challenge took place in Moncton and raised **\$4,155** for campership for Camp Rotary.
- ❑ The Easter Seals **Paper Egg campaign** held in participating stores through March raised a total of **\$13,221.96**, a **36% increase** from the year before. Supporting stores: Lawtons Drugs, Booster Juice, and Red Apple.
- ❑ The annual **King of the Airstrip** snowmobile races in Maugerville was forced to cancel due to weather. The 3rd year of the event will have to wait until 2017. Sponsored by A.L.P.A. Equipment and Torque Motorsports. Special thanks to Kitchen Helper.
- ❑ The 9th Annual **Martial Arts Tournament** was held at the Nashwaaksis Field House in Fredericton. The event raised **\$4,919.30**
- ❑ The 34th **Snowarama** organized by Le Club Autoneige de Neguac raised a total of **\$4,994.80**.
- ❑ The Easter Seals Appeal mail campaign raised **\$21,541.22**, a **22% increase** from 2015. The campaign featured Spencer Price, who is a camper at Camp Rotary, a para-athlete, and an Easter Seals client.

EASTER SEALS NEW BRUNSWICK AWARDS OF MERIT 2016

- ❑ In recognition of distinguished leadership in support of Easter Seals NB fundraising efforts:
Herménégilde Patrice and **Lazare Breau**
 - ❑ In recognition of many years of exceptional support given to Camp Rotary:
Charlie Guitard
 - ❑ In recognition of outstanding volunteer support of Easter Seals NB:
Accreon Inc.
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STATEMENT OF OPERATIONS

YEAR ENDED DECEMBER 31, 2016 WITH COMPARATIVE FIGURES FOR YEAR ENDED DECEMBER 31, 2015

REVENUE	Dec. 31, 2015	Dec. 31, 2016
Fundraising		
Events and Campaigns	\$52, 975	\$56, 268
United Way	26, 331	26, 832
Special Projects	86, 774	88, 266
Department of Social Development Grant	52, 086	52, 086
Department of Social Development Recycle Project	319, 215	300, 768
PSP Services Recoveries	2, 549	780
Assistive Technology Recoveries	550, 621	569, 653
Camp Rotary Operations	353, 319	419, 318
We Care Grant	38, 168	49, 227
Presidents Choice Children's Charity	20, 000	-
Contributions	1, 673	1, 435
Interest	3, 010	2, 292
Miscellaneous	4, 651	9, 279
TOTAL	\$1, 511, 372	\$1, 576, 204

EXPENDITURES	Dec. 31, 2015	Dec. 31, 2016
Administration	\$107, 535	\$104, 892
Promotion and public relations	35, 191	44, 846
Fundraising	38, 101	48, 175
Special Projects	64, 410	78, 540
Personal services	112, 044	120, 003
Department of Social Development Recycle Project	186, 719	199, 699
Assistive technology	472, 083	479, 740
Camp Rotary	406, 169	458, 545
TOTAL	\$1, 422, 252	\$1, 534, 440
Excess of revenue over expenditures, for the period	\$89, 120	\$41, 764

STATEMENT OF FINANCIAL POSITION

ASSETS	Dec. 31, 2015	Dec. 31, 2016
Current		
Cash	\$242, 486	\$293, 979
Term deposits	211, 056	213, 117
Accounts receivable	283, 077	287, 454
Prepaid expenses	15, 160	11, 589
	751, 779	806, 139
Restricted cash (note 2)	19, 303	29, 306
Capital assets (note 3)	12, 540	8, 991
TOTAL	\$783, 622	\$844, 436

LIABILITIES		
Current		
Accounts payable and accrued liabilities (note 4)	\$85, 752	\$92, 377
Trust funds payable	565	565
Deferred revenue	51, 480	63, 905
TOTAL	\$137,797	156, 847

NET ASSETS		
Unrestricted net assets	\$626, 522	\$658, 283
Restricted net assets (note 2)	19, 303	29, 306
	645, 825	687, 589
TOTAL	\$783, 622	\$844, 436

DISTRIBUTION OF REVENUE AND EXPENDITURES

YEAR ENDED DECEMBER 31, 2016 WITH COMPARATIVE FIGURES FOR YEAR ENDED DECEMBER 31, 2015

REVENUES - %	Dec. 31, 2015	Dec. 31, 2016	EXPENDITURES - %	Dec. 31, 2015	Dec. 31, 2016
Fundraising Campaigns	3.5	3.6	Administration	7.6	6.8
Grant – SD	3.4	3.3	Promotions & Public Relations	2.5	3.0
United Way	1.7	1.7	Fundraising Campaigns	2.7	3.1
SD Recycle Project	21.1	19.1	Personal Services	7.9	7.8
Contributions	0.1	0.1	Assistive Technology	33.2	31.3
Camp Rotary	27.2	29.7	Camp Rotary	28.5	29.9
Special Projects	5.7	5.6	Special Projects	4.5	5.1
AT Expenditure Recoveries	36.5	36.1	SD Recycle Project	13.1	13.0
Personal Services Recoveries	0.2	0.1	TOTAL	100.0	100.0
Interest & Miscellaneous	0.6	0.7			
TOTAL	100.0	100.0			

FINANCES

For twelve months ended December 31, 2016 with comparative figures for the year ended December 31, 2015.

The Financial Statements of Easter Seals New Brunswick (Registered as Canadian Rehabilitation Council for the Disabled New Brunswick Branch Incorporated) for the year ended December 31, 2016 with comparative figures for the year ended December 31, 2015 are audited by Shannon & Buffett, Chartered Accountants. Copies are available upon request. These tables and charts summarize the operating results and the distribution of revenue and expenditures.

You may view the full report at www.easterseals.nb.ca, under the "About Us" tab and then click on Annual Reports.

You can also call (506) 458-8739 to obtain a copy.

Summary of Operating Results (\$-000's)	Dec. 31, 2015	Dec. 31, 2016
Total Revenue	1 511	1 576
Total Expenditures	1 422	1 534
(Deficit)/Surplus	89	42



**COREY MACLAUGHLIN:
20 YEARS OF SERVICE!**

