



In Memory of Doug Bridgman
August 17, 1948 – May 17, 2019

Easter Seals New Brunswick

Annual General Report 2019



Message From The President

I must begin by recognizing Danica Wallace for her successful term as President for Easter Seals New Brunswick (ESNB) – well done Danica! I must also thank my fellow Board members for their involvement and guidance over the last year. The past year has once again been very busy, filled with successes, challenges, and loss.

Through the hard work and dedication of our Executive Director, Julia Latham, and her dedicated staff, ESNB continues to evolve in response to our clients needs while working towards the implementation of our strategic plan. ESNB space requirements, and new client services management software, are strategic items that are becoming increasingly pressing as we move forward.

In 2019, we saw many changes affecting several key ESNB programs which involve the provision of assistive equipment to people with disabilities. We will need to evaluate the impact of modified programs, and new programs, as we move forward to make sure the needs of our clients are met.

Our partnership with the Fredericton Rotary Club continues to allow Camp Rotary to flourish. The camp sessions of 2019 were a great success under the direction of our new Camp Director Matthew Jay. The camp sessions were well-attended, and we were happy to welcome 70 new campers to our camp sessions in 2019. The Fredericton Rotary Club in partnership with Charlie Guitard, a member of FRC and a very generous supporter of Camp Rotary, continued to push forward with renovations at Camp Rotary to ensure the long-term infrastructure integrity - the facility looks great!

Fundraising efforts by Easter Seals NB have been successful over the past year with ongoing activities such as the Martial Arts Tournament, the Paper Egg campaign, Snowarama, and our mail campaigns. The Paper Egg campaign expanded into some Giant Tiger stores in New Brunswick in 2019 which helped us with our campaign goals. We are starting to organize for the 100th anniversary of Easter Seals in Canada which will occur in 2022 – more to come on this next year!

In May 2019, we sadly lost board member Doug Bridgman. Doug had been involved on both our provincial and National Easter Seals boards and was such an effective board member and voice for people with disabilities. His presence, guidance, and friendship are greatly missed.

Message From The Executive Director

“The nicest thing about teamwork is that you always have others on your side.”

– Margaret Carty

ESNB had a busy and productive year in 2019. The key to our success is the hard work, dedication, and commitment of our staff, board, and partners. We have all embraced change as an instrument to better serve our clients. All of our programs experienced success:

- Through a project to increase the number of power chairs that were recycled, we almost doubled the number of chairs that went out to clients in the first 5 months.
- After finalizing negotiations with SD regarding the mobility and adaptive equipment process, we are pleased to recognise that we now have an even better process.
- Last year, every camp was full except the first Adult Venture Camp at the beginning of the summer.
- We piloted an Assistive Technology program and were able to get technology to clients in 3.4 days.
- With the help of DTI, we were able to do a space analysis for our specialized equipment and office space.

Although we said goodbye to Caine Harris, our camp director of 6 years, we were able to hire Matthew Jay (previous camp staff member) who brought 9 years of experience from various types of camps. Camp Rotary had 425 campers in 2019.

We will continue work to the best of our ability for our clients, and look forward to more progress in 2020.

In Memory Of Doug Bridgman

In 2019, Easter Seals lost one of its most dedicated, enthusiastic supporters. Doug Bridgman joined the Easter Seals New Brunswick board in 2008, and within two years, he had volunteered for the position of 2nd vice-president. After that, he began taking on new roles with gusto: in his 11 years on the board, he held 6 executive positions, including President, 1st Vice-President, and Chair of both the Transportation and the Resource Development committees.

This wasn't new territory for Doug. He had already worked for the Canadian Paraplegic Association, and New Brunswick's Equal Employment Opportunities program.

He was also a member of the Canadian Council on Rehabilitation and Work, the New Brunswick Wheelchair Sports Association, and he developed the Brunswick Accessible Taxi service for Fredericton's disabled community.

Doug's motto was "nothing about us, without us," and while we're sad that he is no longer here with us, Easter Seals will strive to continue Doug's work for inclusion and support of people with disabilities.



Assistive Technology

ESNB	
Number of Long-Term Loans:	139
Number of Trial Loans:	105

EECD Students Loans Checked:	
ASD-N	41
ASD-E	39
ASD-S	164
ASD-W	115

New pieces of AT for EECD:	
ASD-N	41
ASD-E	47
ASD-S	122
ASD-W	147

PETL Pilot Project 2019	
Clients	24
Equipment Pieces	117

CIBC AT Grant 2019	
Clients	15
Pieces	78



2019 Highlights:

- New web-based Equipment Asset Management database is in 'Phase 1 - Discovery'
- New donor management software purchased: 'CharityMaster'
- PETL AT Pilot Program expanded to Fredericton area

Camp Rotary

2019 Highlights:

- Renewing & continued renovations to camp buildings and overall site
- Camps reached capacity, with large waitlists
- Returning staff ratio reached 43%, ensuring quality camp experience for campers
- Hosted a number of successful off-season events such as Wildlife Federation, Canadian Cancer Society Family Camp and NB Deaf and Hard of Hearing Services
- Overall smooth transition to new camp leadership



# of CAMPERS PER COUNTY	2018	2019
Albert	9	9
Carleton	25	29
Charlotte	13	12
Gloucester	17	17
Kent	7	9
Kings	25	32
Madawaska	5	2
Northumberland	9	12
Queens	26	21
Restigouche	4	8
Saint John	43	43
Sunbury	23	15
Victoria	3	2
Westmorland	33	36
York	105	110
Other Province	2	4
SUBTOTAL	349	361
SUBTOTAL OTHER CAMPERS	58	64
TOTAL CAMPERS	407	425

Equipment Recycling



CLIENTS BY COUNTY	2018		2019	
	SD	PSP	SD	PSP
Albert	131	18	100	25
Carleton	208	37	358	8
Charlotte	165	6	214	5
Gloucester	612	37	796	78
Kent	420	10	278	32
Kings	291	29	262	54
Madawaska	345	18	699	32
Northumberland	433	40	392	16
Queens	84	4	72	29
Restigouche	195	37	314	10
Saint John	701	31	694	33
Sunbury	55	16	67	13
Victoria	165	17	198	23
Westmorland	1,227	102	1,332	121
York	586	87	437	108
Other	0	0	0	0
TOTAL	SD	PSP	SD	PSP
CLIENTS	2,844	1,055	2,558	1,205
PIECES OF EQUIPMENT	5,618	489	6,213	639
VALUE OF EQUIPMENT (\$)	12,584,841	875,417	12,442,459	1,011,698

2019 Highlights:

- Purchased Hoyer lifts, slings, super poles, and bed rails for Personal Services Program. All have been loaned through PSP – some twice
- SD reviewed their equipment program and many positive changes were made for ESNB
- Program team continues to meet with board members; concerns are dealt with regularly

Easter Seals NB – Board Of Directors

Board Members:

- Al Thomas, Fredericton
- Allison Banks, Fredericton
- Danica Wallace, Woodstock
- Geoffrey Cochrane, Saint John
- Glen Hughes, Fredericton
- Justin Guitard, Moncton
- Kim Monteith, Woodstock
- Lori Hird, Fredericton
- Martin Ferguson, Fredericton
- Dr. Monique Taillon, Fredericton
- Rhonda Rubin, Moncton
- Trent Mundie, Fredericton

Members Emeritus:

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



Welcome to our new Easter Seals NB Ambassador, Jackson Leavitt!

Jackson's Introduction Speech:

My name is Jackson Leavitt, I am 3 years old and I will be 4 in April. I would really like to go to Camp Rotary this year, but I have to wait 'til next year when I am 5 years old. This year was exciting for me because, with the use of my walker, I took my first steps.

I can say 15 words so my dad helped me with my speech. My mom is helping me to learn more words. My favorite word is bubble.

My whole family is very happy that I am the Ambassador for Easter Seals New Brunswick. They have loaned me two switches from their Assistive Technology program to help me learn new words and improve my speech. As I get older I will be able to ask Easter Seals for the mobility and adaptive equipment I need.

2019 Supporters – Thank You!

- Accreon
- A.J. Lefort (Fredericton Karate Dojo)
- Alain Lajoie (Northwest Shaolin Kung Fu Kwoon)
- Andrew Mazerolle
- Booster Juice
- Brad Mundle (Moncton Minor Hockey Association)
- Brandon Liston
- Camp Rotary Alumni & Volunteers
- CENTUM
- Century 21
- Charlie Guitard (Canadian Tire)
- CIBC
- CISV Canada Peace Bus
- Computers for Schools
- Covey Basics
- David Coon, M.L.A.
- Department of Education & Early Childhood Development
- Department of Post-Secondary Education, Training, & Labour
- Department of Social Development
- Department of Transportation and Infrastructure
- Fredericton Karate Dojo
- Fredericton Rotary Club
- Friends of We-Care
- Geoff MacDonald (Kimudo Tae Kwon Do)
- Giant Tiger
- Greers Mountain Salvage
- Herménégilde Patrice (Snowarama, Neguac)
- Hockey NB
- In-Pro Solutions

- Jan Cromwell (Century 21)
- Jobs Unlimited
- Lawtons Drugs
- Lazare Breau (Snowarama, Neguac)
- Le Club Autoneige de Neguac
- Lieutenant-Governor Jocelyne Roy Vienneau
- Matt Decourcey, M.P.
- Mike Thorne (Flexiway)
- NB Rotary Clubs
- Neil Squire
- Nick Summers (Coastal Graphics)
- Nicole & Donald Tupper
- President's Choice Charity
- Rob McFee (Fredericton Karate Dojo)
- SCP
- Stan Cassidy Centre for Rehabilitation
- Trent Mundie (Embracor)
- United Way Centraide - Central NB



2019 Fundraising & Awards Of Merit

2019 Highlights

- The Paper Egg campaign continued to raise awareness of ESNB and funds totaling \$14,594.47. We gained a new provincial partner, Giant Tiger.
- Our Spring letter was a success, raising \$21,358.63! This letter focused on Brandon Liston.
- We received two new grants this year: \$500.00 from ParticipACTION and \$1,000.00 from the Atlantic Lottery Corporation.
- The Friends of We Care Bowlathon raised an incredible \$5,810.00!

2019 Awards Of Merit

- Leadership In Development Of Services To Persons With Disabilities:
 - Doug Bridgman
- Exceptional Volunteer Service To Camp Rotary:
 - Elva Sullivan, Sharon Crabb, Rick Toner
- Outstanding Volunteer Support of ESNB:
 - Andrew Mazerolle



Statement Of Operations

**YEAR ENDED DECEMBER 31,
2019 WITH COMPARATIVE
FIGURES FOR YEAR ENDED
DECEMBER 31, 2018**



For a complete version of our financial statements, please contact us.

REVENUE	Dec 31, 2018	Dec. 31, 2019
Fundraising Campaigns, Events, and Special Projects	\$151,444	\$149,797
Camp Rotary Operations	431,804	443,626
We Care Grant	58,722	56,890
President's Choice Children's Charity	938	7,056
United Way	26,829	16,608
Department of Social Development Grant	52,086	52,086
Department of Social Development Recycle Project	433,360	490,591
PSP Services Recoveries	27	11,058
Assistive Technology Recoveries	513,319	227,654
PETL Pilot Project	41,542	69,603
Interest	2,538	3,380
TOTAL	\$1,712,609	\$1,528,349

EXPENDITURES	Dec 31, 2018	Dec. 31, 2019
Administration	\$105,594	\$108,941
Promotion and Public Relations	41,598	46,532
Fundraising and Special Projects	110,844	113,592
Personal Services Program	80,610	92,572
Department of Social Development Recycle Project	288,102	298,280
Assistive Technology	497,362	262,584
Camp Rotary	493,160	497,572
PETL Pilot Project	40,711	45,636
TOTAL	\$1, 657,981	\$1,465,709
Excess of revenue over expenditures, for the period	\$54,628	\$62,640

Statement Of Financial Position

**YEAR ENDED DECEMBER 31,
2019 WITH COMPARATIVE
FIGURES FOR YEAR ENDED
DECEMBER 31, 2018**



ASSETS	Dec 31, 2018	Dec. 31, 2019
<i>Current</i>		
Cash	\$437,806	\$653,326
Term deposits	217,390	220,486
Accounts receivable	392,672	116,400
Prepaid expenses	19,317	27,415
Subtotal	1,004,185	1,017,627
Restricted cash (note 2)	37,760	48,009
Capital assets (note 3)	9,154	6,534
TOTAL	\$1,051,099	\$1,072,170

LIABILITIES	Dec 31, 2018	Dec. 31, 2019
<i>Current</i>		
Accounts payable and accrued liabilities (note 4)	\$93,842	50,109
Trust funds payable	565	565
Deferred revenue	109,518	11,682
TOTAL	\$203,925	\$162,356

NET ASSETS	Dec 31, 2018	Dec. 31, 2019
Unrestricted net assets	\$809,414	861,805
Restricted net assets (note 2)	37,760	48,009
Subtotal	847,174	909,814
TOTAL	\$1,051,099	\$1,072,170

Distribution Of Revenues & Expenditures

**YEAR ENDED DECEMBER 31,
2019 WITH COMPARATIVE
FIGURES FOR YEAR ENDED
DECEMBER 31, 2018**



REVENUES - %	Dec. 31, 2018	Dec. 31, 2019
Fundraising Campaigns	3.1	3.2
Grant – SD	3.0	3.4
United Way	1.6	1.1
SD Recycle Project	25.3	32.1
PSP Recoveries	-	0.7
Contributions	0.3	0.5
Camp Rotary	28.7	33.2
Special Projects	5.3	5.9
AT Expenditure Recoveries	30.0	15.0
PETL Pilot Project	2.4	4.6
Interest & Miscellaneous	0.3	0.3
TOTAL	100.0	100

EXPENDITURES - %	Dec 31, 2018	Dec. 31, 2019
Administration	6.4	7.4
Promotions & Public Relations	2.5	3.2
Fundraising Campaigns	2.7	3.4
Personal Services	4.9	6.3
Assistive Technology	30.0	17.9
Camp Rotary	29.6	33.9
Special Projects	4.0	4.4
SD Recycle Project	17.4	20.4
PETL Pilot Project	2.5	3.1
TOTAL	100.0	100.0

Finances

**YEAR ENDED DECEMBER 31,
2019 WITH COMPARATIVE
FIGURES FOR YEAR ENDED
DECEMBER 31, 2018**

Summary of Operating Results (\$-000's)	Dec. 31, 2018	Dec. 31, 2019
Total Revenue	1,713	1,528
Total Expenditures	1,658	1,465
(Deficit)/Surplus	55	63



A special thank-you to Geoff MacDonald for over 12 years of service, as chair of the Martial Arts Committee and as Head Arbitrator for the Easter Seals Martial Arts Tournament. Since 2007, he has helped us raise over \$50,000!

