



# EASTER SEALS

# NEW BRUNSWICK

## ANNUAL REPORT

2015

# MESSAGE FROM THE PRESIDENT

I find it difficult to believe an entire year has passed since I assumed the role of president of Easter Seals New Brunswick. The year has been filled with change, accomplishments, and growth for ESNB. We have seen change with external partners, which has allowed Easter Seals to reflect on its role as we continue to work in the best interest of those with disabilities in New Brunswick.

Easter Seals New Brunswick has had an exciting year with its growing involvement with the development of sledge hockey in New Brunswick. In partnership with Moncton minor hockey, Para NB and Hockey NB, coaches have been brought to Moncton and Fredericton to provide sledge hockey clinics. Easter Seals is ecstatic with the response so far to this exuberating sport for those with and without disabilities.

Easter Seals has cultivated new possibilities for fundraising efforts. We are truly thankful for those who support well-established fundraising endeavours and are looking forward to new ventures. Our new fundraiser, Chase the Ace, in partnership with the King Street Ale House in Fredericton, is proving to be a popular and growing event.

We have seen changes in our staff over the past year, those that we have had to bid a fond farewell to, and those that we have welcomed to the team. The Easter Seal's staff is an amazing team, who through their abilities and work ethic are able to take a very complex and demanding task and make it look effortless. Through their various programs, a magnitude of equipment is efficiently and effectively handled. This would not be possible without the leadership of our executive director and dedicated staff.

Rotary camp has had another successful year; our joint venture with the Fredericton Rotary Club has seen changes that opened up other opportunities for campers. This summer we were able to provide a shorter camp for younger campers who may just want to "get their feet wet". The camp provides an opportunity for those youth and adults with disabilities to take part in camping experiences that may not otherwise be open to them. The camp counselors are an amazing group, many of whom have returned year after year to Rotary camp. Their enthusiasm and creativity ensures the camp prospers and moves forward. Two newer initiatives include a site for outdoor camping and a new sensory integration room. Both are successes because of our camp leadership and those dedicated counselors who provide a true camping experience.

Lastly, I wish to thank all our supporters', board members and volunteers who helped Easter Seals throughout the year. Without these dedicated people, Easter Seals would not be able to provide the services and opportunities to people with disabilities across New Brunswick. I must say that I have truly enjoyed my first year as president of Easter Seals New Brunswick and enthusiastically look forward to the year to come!

**Danica Wallace, President**

# MESSAGE FROM THE EXECUTIVE DIRECTOR

2015 marks the 49th year that ESNB has been in operation. We are still running strong and filling a desperate need in the community. Our Equipment recycle program benefitted from the addition of an equipment washer in the fall of 2015. The washer saves staff time, and cleans and sanitizes equipment to ready it for recycling.

A big thank you to Accreon, who has provided support and knowledge to update our client and mail database. This database connects our client with the equipment and the billing system so it keeps us current and informed about our client needs.

We are working in partnership with PETL and Education at the Harvey High school. The project objective is to increase the support given to students with Assistive Technology. This project

focused on training and allowed students to take their technology home during school breaks. The students' academic success improved so much that the project will be expanded to include 4 to 5 schools in the 2015-16 school year.

Thank you to all of the staff for a successful year of teamwork and commitment. Thank you to the board for their guidance, hard work and the time and energy they put in to making this a very successful year.

I am looking forward to 2016, which marks ESNB's 50th year.

**Julia Latham, Executive Director**



# ASSISTIVE TECHNOLOGY

## Easter Seals New Brunswick

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Number of PSP Loans 28

Number of Assessment Loans 28

## EECD Students Loan Checked

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ASD-N 151

ASD-E 403

ASD-S 495

ASD-W 442

## EECD Students with New AT

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ASD-N 56

ASD-E 173

ASD-S 165

ASD-W 162

## ÉDPE Students Loan Checked

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DSF-NE 128

DSF-S 121

DSF-NO 27

## ÉDPE Students with New AT

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DSF-NE 25

DSF-S 16

DSF-NO 26

## HIGHLIGHTS

Attended WebAIM Web Accessibility  
Workshop at UNB

Attended Bridges LIVE Workshop in  
Truro, NS

# THANK YOU TO ALL OF OUR SUPPORTERS

A.L.P.A Equipment Ltd.  
Booster Juice  
Brandon Liston  
Canadian Forces – Carleton Street Armoury  
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  
Geoff MacDonald (Kimudo Tai Kwon Do)  
Gerry Curtis (A.L.P.A. Equipment Ltd.)  
Herménègilde Patrice  
Jobs Unlimited  
King Street Ale House  
Kitchen Helper  
Lawtons Drugs  
Lazare Breau

Le Club Autoneige de Neguac  
Lieutenant Governor, Jocelyne Roy Vienneau  
Hon. Keith John Ashfield  
Neil Squire Society  
Nicole & Donald Tupper  
Presidents Choice Children's Charity  
NB Rotary Clubs  
Tony McCoy (Torque Motorsports)  
Torque Motorsports  
Red Apple  
Serge Landry (A.L.P.A. Equipment Ltd.)  
Steven Robinson (Kitchen Helper)  
UNB Masters Swim Club  
United Way Centraide - Central NB  
Department of Social Development  
Friends of We Care  
Riverview Ford Lincoln  
Tom Knowlton

## AWARDS OF MERIT

In recognition of outstanding volunteer support of Easter Seals NB: **Brenda Collins Driscoll**

In recognition of many years of exceptional support given to Camp Rotary :**Hon. Keith John Ashfield**

# CAMP ROTARY

## # of CAMPERS PER COUNTY

COUNTIES	2015	2014
Albert	12	10
Carleton	18	14
Charlotte	10	7
Gloucester	25	18
Kent	5	3
Kings	26	36
Madawaska	5	6
Northumberland	9	6
Queens	18	23
Restigouche	7	5
Saint John	23	16
Victoria	3	2
Westmorland	33	29
York	97	101
Other Province	4	6
<b>SUB-TOTAL</b>	<b>319</b>	<b>302</b>
<b>TOTAL OTHER</b>	<b>59</b>	<b>126</b>
<b>TOTAL CAMPERS</b>	<b>378</b>	<b>428</b>

## HIGHLIGHTS

Introduction of 2 new camps:  
Kids Venture Camp and a 4-day  
Summer Quest Camp II.



# EQUIPMENT RECYCLING PROGRAM

## CLIENTS BY COUNTY

2015

2014

	SD	PSP	SD	PSP
Albert	90	19	86	34
Carleton	146	33	133	22
Charlotte	120	18	107	7
Gloucester	449	65	391	60
Kent	165	21	145	33
Kings	207	42	201	53
Madawaska	211	25	183	30
Northumberland	235	66	205	61
Queens	66	16	60	14
Restigouche	189	31	176	34
Saint John	480	51	470	60
Sunbury	76	26	72	34
Victoria	137	17	137	23
Westmorland	691	177	656	183
York	328	120	335	129
Other	7	2	42	189
<b>TOTAL</b>	<b>SD</b>	<b>PSP</b>	<b>SD</b>	<b>PSP</b>
CLIENTS	3597	729	3399	966
PIECES OF EQUIPMENT	3948	832	4165	996

## HIGHLIGHTS

ESNB was presented with the 5 Star Service Award from ALS for our contribution and superior services given to ALS clients for equipment.

A Wheelchair Washer was purchased and installed in the workshop. This is to maximize the disinfecting and cleaning of equipment.

Due to the increase in demand of equipment, ESNB now has 2 Equipment Technicians readying equipment to go out for loan.

# EASTER SEALS NEW BRUNSWICK BOARD OF DIRECTORS

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

## BOARD MEMBER EMERITUS

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





# FUNDRAISING HIGHLIGHTS

We started a new fundraiser in October of 2015 called **Chase the Ace**. After the success of the 2 million lottery in Inverness, NS, we decided we would try our luck at the low-cost, high reward event. The King Street Ale House is our host on Monday evenings. We've raised over **\$1,000** so far and this continuous lottery keeps growing.

The Easter Seals **Paper Egg campaign** held in participating stores through March raised a total of **\$9,635.50**. Stores: Lawtons Drugs, Booster Juice, and Red Apple.

Through grants and foundations we raised:

Capacity Fund - **\$61,384.45**

We Care - **\$38,168.00**

Presidents Choice Children's Charity - **\$20,000**

Dave Bolland Foundation - **\$3,012.56**

SEED - **\$7,322.04**

SCP Federal - **\$10,983.00**

Provincial Government Sport & Culture - **\$3,000**

Federal Wage Subsidies - **\$8,083.74**

The 8<sup>th</sup> Annual **Martial Arts Tournament** was held at the Carleton St. Armoury in Fredericton. The event raised **\$4,910.11**.

**Snowarama** 2015 was held in Neguac. Le Club Autoneige de Neguac raised a total of **\$6,303.90**.

The 2<sup>nd</sup> Annual **King of the Strip** snowmobile drag races held in Maugerville raised a total of **\$7,129.43**, which is about a 25% increase from 2014. Sponsored by A.L.P.A Equipment and Torque Motorsports. Special thanks to Kitchen Helper.



# 5-STAR SERVICE AWARD

Thank you to the ALS Society of New Brunswick & Nova Scotia for presenting us with the beautiful 5 Star Service Award.

This award is given to partners who have gone above and beyond the call of duty. We have been working with the ALS Society for years, providing their clients with the necessary equipment, such as wheelchairs or

walkers. On average, it costs **\$70,000** worth of equipment for a person living with ALS. Our Equipment Recycling Program allows clients to loan out this equipment free of charge.

Easter Seals New Brunswick is happy to help the ALS Society and looks forward to the continued efforts together.



# STATEMENT OF OPERATIONS

YEAR ENDED DECEMBER 31, 2015 WITH COMPARATIVE FIGURES FOR YEAR ENDED DECEMBER 31, 2014

<u>REVENUE</u>	<u>Dec. 31, 2015</u>	<u>Dec. 31, 2014</u>
Fundraising		
Events and Campaigns	\$52,975	\$47,350
United Way	26,331	27,270
Special Projects	86,774	87,501
Department of Social Development Grant	52,086	52,086
Department of Social Development Recycle Project	319,215	332,331
PSP Services Recoveries	2,549	13,140
Assistive Technology Recoveries	550,621	386,061
Camp Rotary Operations	353,319	429,439
We Care Grant	38,168	42,400
Presidents Choice Children's Charity	20,000	23,400
Contributions	1,673	1,325
Interest	3,010	1,591
Miscellaneous	<u>4,651</u>	<u>8,387</u>
	<u>1,511,372</u>	<u>1,452,281</u>
 <u>EXPENDITURES</u>		
Administration	\$107,535	92,272
Promotion and public relations	35,191	41,460
Fundraising	38,101	44,914
Special Projects	64,410	80,626
Personal services	112,044	100,412
Department of Social Development Recycle Project	186,719	187,172
Assistive technology	472,083	329,772
Camp Rotary	<u>406,169</u>	<u>485,239</u>
	<u>1,422,252</u>	<u>1,361,867</u>
Excess of revenue over expenditures, for the period	<u>\$ 89,120</u>	<u>\$ 90,414</u>

# STATEMENT OF FINANCIAL POSITION

YEAR ENDED DECEMBER 31, 2015 WITH COMPARATIVE FIGURES FOR YEAR ENDED DECEMBER 31, 2014

<u>ASSETS</u>	<u>Dec. 31, 2015</u>	<u>Dec. 31, 2014</u>
<b>Current</b>		
Cash	\$ 242,486	\$328,332
Term deposits	211,056	109,022
Accounts receivable	283,077	182,622
Prepaid expenses	<u>15,160</u>	<u>22,940</u>
	751,779	642,916
Restricted cash (note 2)	19,303	13,982
Capital assets (note 3)	<u>12,540</u>	<u>18,360</u>
	<u>\$ 783,622</u>	<u>\$675,258</u>
<b><u>LIABILITIES</u></b>		
<b>Current</b>		
Accounts payable and accrued liabilities (note 4)	\$ 85,752	\$ 62,600
Trust funds payable	565	565
Deferred revenue	<u>51,480</u>	<u>55,388</u>
	<u>137,797</u>	<u>118,553</u>
<b><u>NET ASSETS</u></b>		
Unrestricted net assets	626,522	542,723
Restricted net assets (note 2)	<u>19,303</u>	<u>13,982</u>
	<u>645,825</u>	<u>556,705</u>
	<u>\$ 783,622</u>	<u>\$675,258</u>

# DISTRIBUTION OF REVENUE & EXPENDITURES

Distribution of Revenue and Expenditures by Program/Service for the Year Ended Dec.31, 2015 with Comparative Figures for Year Ended Dec. 31, 2014

<b>REVENUES - %</b>	<b>Dec. 31, 2015</b>	<b>Dec. 31, 2014</b>	<b>EXPENDITURES - %</b>	<b>Dec. 31, 2015</b>	<b>Dec. 31, 2014</b>
Fundraising Campaigns	3.5	3.3	Administration	7.6	6.8
Grant – SD	3.4	3.6	Promotions & Public Relations	2.5	3.1
United Way	1.7	1.9	Fundraising Campaigns	2.7	3.3
SD Recycle Project	21.1	22.9	Personal Services	7.9	7.4
Contributions	.1	.1	Assistive Technology	33.2	24.2
Camp Rotary	27.2	34.1	Camp Rotary	28.5	35.6
Special Projects	5.7	6.0	Special Projects	4.5	5.9
AT Expenditure Recoveries	36.5	26.8	SD Recycle Project	13.1	13.7
Personal Services Recoveries	.2	.9	<b>TOTAL</b>	<b>100.0</b>	<b>100.0</b>
Interest & Miscellaneous	.6	.6			
<b>TOTAL</b>	<b>100.0</b>	<b>100.0</b>			

# FINANCES

For twelve months ended December 31, 2015 with comparative figures for the year ended December 31, 2014.

**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, 2015 with comparative figures for the year ended December 31, 2014 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](http://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.

<b>Summary of Operating Results (\$-000's)</b>	<b>Dec. 31, 2015</b>	<b>Dec. 31, 2014</b>
Total Revenue	1511	1452
Total Expenditures	<u>1422</u>	<u>1362</u>
(Deficit)/Surplus	89	90