



# 2021 Annual General Report

Easter Seals New Brunswick

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# Letter From The President



2021 was another busy and eventful year at ESNB! Many thanks to all ESNB Board members for their involvement and contributions over the last year. Special thanks to departing Board members Geoff Cochrane and Krista Wilson for their several years of contributions to ESNB, and to Trent Mundie who resigned from the Board in mid 2021 to take on the position of Equipment Team Manager for ESNB.

Many thanks to Executive Director, Julia Latham, and her dedicated staff for the incredible work they accomplished during 2021, despite the additional challenges brought forth by the pandemic. ESNB has continued to strive during difficult times and has proved to be flexible and adaptable to changes in directions and protocols for service and equipment delivery programs. Progress has been made towards the objectives of our strategic plan with the implementation of new client services management software which results in improved ESNB operational efficiency and better services for our clients. Our new client services management software has continued to evolve and is a significant asset for our organization. ESNB office and workshop space limitations remain a high priority item that we need to resolve and is a potential impediment to future growth of services for our clients.

2021 did see a return of campers to Camp Rotary. Camps had a slightly reduced number of campers due to pandemic related restrictions, but all went well. Camp Rotary was one of the few Easter Seals camps in Canada that had in-person overnight summer camps during 2021. Great preparation, leadership, and dedication from all staff involved, led to a wonderful summer camp experience for many appreciative campers. Camp Rotary looks great! Many thanks to all parties who have been working towards maintaining and improving the Camp Rotary infrastructure – you are incredible!

ESNB fundraising events in 2021 were significantly impacted by the pandemic. We are very thankful to all our supporters who donated to our mail campaigns and the paper egg campaign. Through innovation, dedication, pandemic response programs, and donations from our many supporters, ESNB has been able to continue to provide excellent services to our clients and remains in good financial standing.

We offer special thanks to Rotary Clubs and their members for their ongoing support of Camp Rotary. We count on your support and leadership to be able to maintain the wonderful Camp Rotary facility, and our campers count on your support to facilitate their attendance at this truly unique Camp – you are awesome!

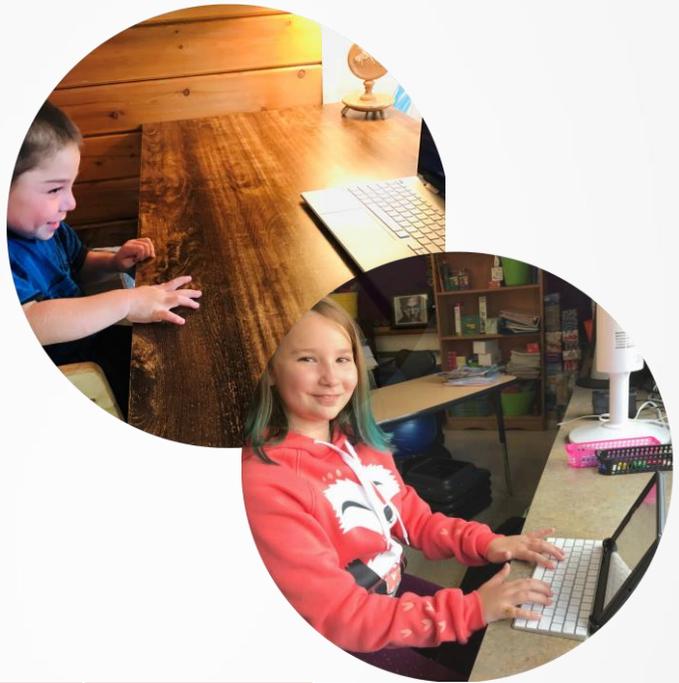
Finally, 2022 is the 100<sup>th</sup> anniversary of Easter Seals in Canada. We look forward to celebrating this National milestone in 2022 and hope all ESNB friends and clients will help celebrate with us.

Respectfully submitted,

**Glen Hughes**

# Assistive Technology

- PETL AT Loan Program equipment loans increased by 220% from 2020.
- Implementation of the Remote Access tool to provide remote access support to PETL/ESNB client computers.
- Continued improvements of the web-based platform database, including ease-of-use updates and adding the "Reserve" button
- Partnered with Neil Squire to manage AT loans for their Job Seekers Loan Program



AT Loans Per County	2020		2021	
	ESNB	PETL	ESNB	PETL
Albert	9	4	0	2
Carleton	3	6	8	19
Charlotte	6	12	5	12
Gloucester	1	34	6	106
Kent	6	0	6	40
Kings	22	9	12	27
Madawaska	3	0	2	4
Northumberland	2	10	8	7
Queens	0	0	0	0
Restigouche	12	29	1	57
Saint John	12	49	9	71
Sunbury	3	0	6	2
Victoria	0	1	0	0
Westmorland	23	117	46	289
York	16	21	13	7
<b>Total AT Loaned</b>	<b>118</b>	<b>292</b>	<b>122</b>	<b>643</b>
# of Clients	46	65	59	133

# Mobility Equipment Program

- Purchased new tools & maintenance was done in the workshop
- Improved return process
- Implemented a colour coded sized inventory system for wheelchairs.
- Improved on the photos in the database
- Updated, and implemented new forms
- Completed a Social Development Pilot Program that will be implemented in 2022.
- Written and aired new PSP's to get donated equipment
- Continue to meet with ESNB Board of Directors to keep all updated on the program, any changes and any challenges to problem solve

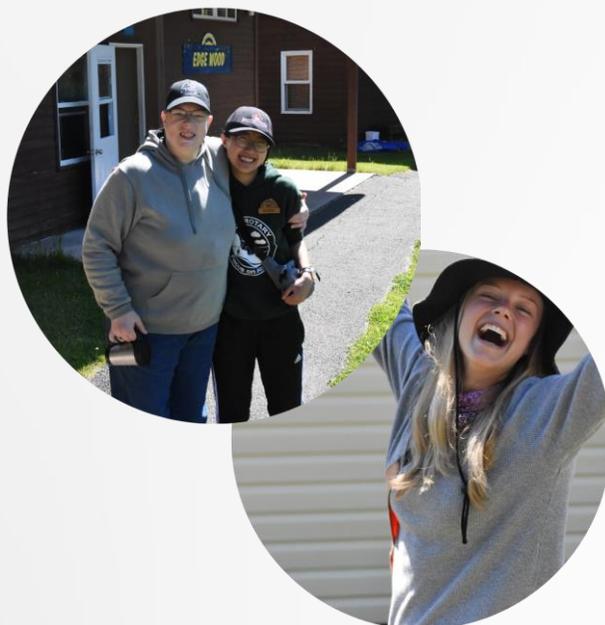


Clients by County	2020		2021	
	SD	PSP	SD	PSP
Albert	165	40	81	8
Carleton	262	38	128	39
Charlotte	185	4	100	1
Gloucester	685	82	408	32
Kent	310	21	149	5
Kings	260	29	162	13
Madawaska	510	19	172	6
Northumberland	335	20	223	12
Queens	157	2	73	1
Restigouche	286	12	157	8
Saint John	529	21	318	14
Sunbury	83	13	41	7
Victoria	155	24	98	10
Westmoreland	1095	111	570	40
York	463	53	276	42
<b>Total Clients</b>	<b>2,566</b>	<b>233</b>	<b>2956</b>	<b>238</b>
Pieces of Equipment	5480	489	6606	493
Value of Equipment	\$ 12,883, 516	\$831,446	\$9,324,411.80	\$ 666, 348.53

# Camp Rotary



*"The possibility to go to camp is life-changing, in the best way possible."  
- James (Zulu)*



- Renovations continued during the spring, including siding and roofing replacements.
- Camp operated at 80% capacity, with 348 campers on-site
- COVID-19 cleaning and safety protocols were added
- Staff members were prioritized in getting both doses of the vaccine.
- The season ended with no confirmed COVID cases with any of our campers or staff members.

# of campers per county	2019	2021
Albert	9	6
Carleton	29	19
Charlotte	12	7
Gloucester	17	9
Kent	9	6
Kings	32	24
Madawaska	2	0
Northumberland	12	9
Queens	21	6
Restigouche	8	3
Saint John	43	41
Sunbury	15	19
Victoria	2	1
Westmorland	36	23
York	110	68
Other Province	4	2
<b>SUBTOTAL</b>	<b>361</b>	<b>243</b>
SUBTOTAL OTHER CAMPERS	64	36
<b>TOTAL CAMPERS</b>	<b>425</b>	<b>279</b>

# 2021 Board of Directors

## Board Members

- Glen Hughes
- Rhonda Rubin
- Danica Wallace
- Allison Banks
- Al Thomas
- Justin Guitard
- Kim Monteith
- Krista Wilson
- Geoff Cochrane
- Lori Hird
- Martin Ferguson
- Dr. Monique Taillon

## Members Emeritus

- Dr. Bruce Lockhart
- Keith Allen



President, Glen Hughes accepting a cupcake from ESNB Ambassador Jackson Leavitt



Board First-Vice President, Rhonda Rubin, at Lou MacNarin School

# 2021 Partners & Supporters

**Lawtons**  
DRUGS

**GIANT TIGER**

- Andrew Mazerolle
- Booster Juice
- Brad Mundle
- Brandon Liston
- Camp Rotary Alumni & Volunteers
- Canadian Cancer Society
- Cedar Lodge Seniors Trust
- CENTUM
- Charlie Guitard Merchandising Ltd.
- Jack & Irene Christie
- CIBC
- Computers for Schools
- Covey Basics
- David Coon, M.L.A.
- Degree Commercial
- Department of Education & Early Childhood Development
- Department of Post Secondary Education, Training, & Labour
- Department of Social Development
- Department of Transportation and Infrastructure
- Dr. Margaret MacCallum
- Edmunston Rotary Club
- Fredericton Appraisal Associates Ltd.
- Fredericton Community Foundation
- Fredericton Co-op
- Friends of We Care
- Giant Tiger
- Geoff Cochrane
- Greers Mountain Salvage
- G. Stephenson Wheatley
- Herménégilde Patrice (Snowarama, Neguac)
- Hockey NB
- Holland Investments Inc.
- Payzant's Home Hardware Sackville
- Jan Cromwell (Exit Realty)
- Jeff Trail
- Jobs Unlimited
- John Craig
- K-Line Construction
- Lawtons Drugs
- Lazare Breau (Snowarama, Neguac)
- Le Club Autoneige de Neguac
- Lieutenant Governor Brenda Murphy
- Linda Spires
- Mike Thorne (Flexiway)
- Missing Link Technologies
- Moncton Minor Hockey Association
- Moncton Area Canadian Tire Stores
- NB Children's Foundation
- Neil Squire
- Gavin Brown (Coastal Graphics)
- Nicole & Donald Tupper
- President's Choice Charity
- R.A Macbeth
- Rhonda Rubin
- Rogers Foundation
- Robert J & Ada Rogers
- Ronald Wilen
- Rotary Club of Bathurst
- Rotary Club of Chatham
- Rotary Club of Dalhousie
- Rotary Club of Florenceville
- Rotary Club of Fredericton North
- Rotary Club of Hanwell
- Rotary Club of Moncton West/Riverview
- Rotary Club of Oromocto
- Rotary Club of Saint John
- Rotary Club of Sussex
- Rotary Club of Woodstock
- SCP
- Shannon & Buffett Chartered
- Sisters of Charity Immaculate
- Stan Cassidy Centre for Rehabilitation
- Stan Trzop
- Telus Atlantic Canada Community Board
- Trent Mundie
- Tom Vardy
- Thomas & Margaret Turnbull
- United Way Centraide - Central NB
- W. Frank Brooks

# Fundraising & Awards of Merit

## Fundraising Highlights

- Our Patrons Lawton's Drugs were able to participate in the Paper Egg Campaign.
- We Care sponsorship for Camp Rotary campers returned.
- \$15,000 from Canadian Tire JumpSTART program
- Charles Guitard raised \$20,000 for Camp Rotary upgrades and renovations
- \$5000 was donated from Canadian Tire owners
- United Way funding was renewed for the Personal services program and the Assistive Technology Program
- NB Liquor provided a grant of \$2000 for Assistive Technology Equipment
- Camp Rotary received a government grant to purchase a patient lift
- Camp received SRRD and Federal subsidies to hire camp staff.



**2021 Award of Merit in Recognition of Service to Camp Rotary: Phil O'Connell-Cooper**



**2021 Award of Merit in recognition of outstanding volunteer support in the development of sledge hockey in Moncton: Brad Mundle**



**2021 Award of Merit in recognition of Leadership to Promote Inclusion: Lou MacNarin School**

# Statement Of Operations

REVENUE	Dec. 31, 2020	Dec. 31, 2021
Fundraising Campaigns/ Government Grants & Subsidies	\$ 312,887	\$ 250,991
Camp Rotary Operations	\$ 133,170	\$ 491,458
We Care Grant	\$ 57,652	\$ 21,831
President's Choice Children's Charity	-	-
Camp Rotary Restricted Account	\$ 318,537	\$ 24,397
United Way	\$ 11,118	\$ 19,077
Department of Social Development Grant	\$ 52,086	\$ 52,086
Department of Social Development Recycle Project	\$ 391,692	\$ 483,109
PSP Services Recoveries	\$ 473	\$ 325
Assistive Technology Recoveries	\$ 12,041	\$ 505
PETL Pilot Project (AT)	\$ 108,304	\$ 274,665
Interest	\$ 3,556	\$ 1,1771
<b>TOTAL</b>	<b>\$1,401,516</b>	<b>\$ 1,619,621</b>
EXPENDITURES	Dec. 31, 2020	Dec. 31, 2021
Administration	\$139,563	\$ 167,007
Community & Public Relations	\$ 50,851	\$ 50,596
Fundraising and Special Projects	\$ 75,759	\$ 122,434
Personal Services Program	\$ 85,652	\$ 78,817
Department of Social Development Recycle Project	\$ 318,537	\$352,385
Assistive Technology	\$ 71,385	\$ 62,454
Camp Rotary	\$ 216,300	\$ 541,331
PETL Pilot Project (AT)	\$ 98,851	\$ 208, 572
<b>TOTAL</b>	<b>\$1,046,899</b>	<b>\$ 1,580, 596</b>
<i>Excess of revenue over expenditures, for the period</i>	\$ 36,080	\$ 39,025

# Statement Of Financial Position

YEAR ENDED DECEMBER 31, 2021  
WITH COMPARATIVE FIGURES FOR YEAR ENDED  
DECEMBER 31, 2020

ASSETS	Dec. 31, 2020	Dec. 31, 2021
<i>Current</i>		
Cash	\$748,917	\$ 680,691
Term Deposits	112,613	\$ 224,212
Accounts Receivable	135,154	\$ 199,787
Prepaid Expenses	17,055	\$ 25,514
<b>Subtotal</b>	<b>1,013,739</b>	<b>\$ 1,130,204</b>
Guaranteed Investment Certificates	110,571	
Restricted Cash (note 3)	146,938	\$ 178,253
Restricted Investments (note 3)	197,433	\$229,771
Capital Assets (note 4)	1,539,976	\$1,502,506
<b>TOTAL</b>	<b>\$3,008,657</b>	<b>\$3,040,734</b>
LIABILITIES	Dec. 31, 2020	Dec. 31, 2021
<i>Current</i>		
Accounts Payable and Accrued Liabilities (note 5)	\$45,668	\$ 43,284
Trust Funds Payable	565	\$ 2,065
Deferred Revenue	158,993	\$ 183, 999
<b>Subtotal</b>	<b>205,226</b>	<b>\$ 229, 348</b>
Deferred Contributions for Capital Purposes (note 6)	1,509,000	\$ 1,467,930
Long Term Debt (note 7)	30,000	\$40,000
<b>TOTAL</b>	<b>\$1,744,226</b>	<b>\$ 1,737, 278</b>
NET ASSETS	Dec. 31, 2020	Dec. 31, 2021
Unrestricted Net Assets	\$920,060	\$ 895, 432
Externally Restricted Net Assets (note 2)	344,371	\$ 408, 024
<b>Subtotal</b>	<b>1,264,431</b>	<b>\$ 1,303, 456</b>
<b>TOTAL</b>	<b>\$3,008,657</b>	<b>\$ 3,040,734</b>

# Distribution Of Revenues & Expenses

REVENUES - %	Dec. 31, 2020	Dec. 31, 2021	EXPENSES- %	Dec. 31, 2020	Dec. 31, 2021
Fundraising Campaigns/ Grants & Subsidies	18.8	8.0	Administration	13.2	10.6
Grant – SD	3.7	3.2	Community & Public Relations	4.9	3.2
United Way	0.8	1.2	Fundraising Campaigns	7.3	3.0
SD Recycle Project	27.9	29.8	Personal Services	8.2	5.0
PSP Recoveries	0.1	0.0	Assistive Technology	6.8	4.0
Contributions	0.3	2.2	Camp Rotary	20.7	34.2
Camp Rotary	36.4	31.7	Special Projects	-	4.8
Special Projects	3.1	5.0	SD Recycle Project	29.5	22.3
AT Expenditure Recoveries	0.9	0.0	PETL Pilot Project	9.4	13.0
PETL Pilot Project	7.7	17.0	TOTAL	100	100
Interest & Miscellaneous	0.3	2.0			
TOTAL	100	100			

Summary of Operating Results (\$- 000's)	31 December, 2020	December 31, 2021
Total Revenue	\$ 1,402	\$ 1,620
Total Expenditures	\$ 1,047	\$ 1,581
<b>(Deficit)/Surplus</b>	<b>\$ 36</b>	<b>\$ 39</b>