

**STATEMENT OF OPERATIONS  
YEAR ENDED DECEMBER 31, 2010 WITH COMPARATIVE  
FIGURES FOR NINE MONTHS DECEMBER 31, 2009**

<b>Revenue:</b>	<b>Dec. 31, 2009</b>	<b>Dec. 31, 2010</b>
Fundraising	\$ 53,361	\$ 97,491
Grants – Department of Family and Community Services	38,299	51,065
United Way	23,776	30,036
Family and Community Services Project	167,825	257,113
Contributions	2,125	48,045
Camp Rotary	344,971	454,724
Special projects	6,196	11,756
Interest	467	249
Miscellaneous	1,108	451
Expenditure recoveries	95,947	259,419
Rehabilitation technology	<u>77,253</u>	<u>92,434</u>
	<u>811,328</u>	<u>1,302,783</u>
<b>Expenditures:</b>		
Administration	79,907	92,502
Education and information	125	163
Promotion and public relations	25,139	46,639
Fundraising	27,234	50,028
Personal service	68,506	83,162
Rehabilitation technology	129,887	290,607
Camp Rotary	340,383	508,880
Special projects	1,756	11,736
Family and Community Services Project	<u>133,233</u>	<u>183,048</u>
	<u>806,170</u>	<u>1,266,765</u>
Excess of revenue over expenditures, for the period	<u>\$ 5,158</u>	<u>\$ 36,018</u>

**STATEMENT OF FINANCIAL POSITION**

<b>ASSETS</b>	<b>Dec. 31, 2009</b>	<b>Dec. 31, 2010</b>
<b>Current:</b>		
Cash	\$ 90,278	\$215,358
Term deposits	58,941	50,382
Accounts receivable	145,394	185,732
Prepaid expenses	<u>20,514</u>	<u>29,351</u>
	<u>315,127</u>	<u>480,823</u>
Restricted cash and term deposits (note 4)	<u>24,476</u>	<u>2,644</u>
Capital assets (note 5)	<u>9,722</u>	<u>8,762</u>
	<u>\$349,325</u>	<u>\$492,229</u>
<b>LIABILITIES</b>		
<b>Current:</b>		
Accounts payable (note 3)	\$ 15,380	\$ 83,041
Trust funds payable	3,350	3,350
Deferred revenue	<u>7,039</u>	<u>46,264</u>
	<u>25,769</u>	<u>132,655</u>
<b>NET ASSETS</b>		
Unrestricted net assets	299,080	356,930
Restricted net assets (note 4)	<u>24,476</u>	<u>2,644</u>
	<u>323,556</u>	<u>359,574</u>
	<u>\$349,325</u>	<u>\$492,229</u>

Distribution of Revenue and Expenditures by Program/Service For the Nine Months Ended Dec.31, 2009 with Comparative Figures for Twelve Months March 31, 2009

<b>December 31, 2009 REVENUES</b>	<b>%</b>	<b>December 31, 2010 REVENUES</b>	<b>%</b>
Fundraising Campaigns	6.6	Fundraising Campaigns	8.5
Grant - FCS	4.7	Grant - FCS	3.9
United Way	3.0	United Way	2.3
FCS Project	20.7	FCS Project	19.7
Contributions	0.3	Contributions	3.8
Camp Rotary	42.5	Camp Rotary	35.3
Special Projects	0.8	Special Projects	—
Expenditure Recoveries	11.8	Expenditure Recoveries	19.4
Rehabilitation Technology	9.5	Rehabilitation Technology	7.0
Interest & Miscellaneous	0.1	Interest & Miscellaneous	.08
<b>TOTAL</b>	<b>100.0</b>	<b>TOTAL</b>	<b>100.0</b>

<b>December 31, 2009 EXPENDITURES</b>	<b>%</b>	<b>December 31, 2010 EXPENDITURES</b>	<b>%</b>
Administration	10.0	Administration	7.3
Education & Information	—	Education & Information	—
Promotion & Public Relations	3.1	Promotion & Public Relations	3.7
Fundraising Campaigns	3.4	Fundraising Campaigns	4.1
Personal Service	8.5	Personal Service	7.0
Rehabilitation Technology	16.1	Rehabilitation Technology	23.0
Camp Rotary	42.2	Camp Rotary	40.5
Special Projects	0.2	Special Projects	—
FCS Project	16.5	FCS Project	14.4
<b>TOTAL</b>	<b>100.0</b>	<b>TOTAL</b>	<b>100.0</b>

**Finances**

**For twelve months ended December 31, 2010 with comparative figures for nine months December 31, 2009**

The Financial Statements of Easter Seals New Brunswick (registered as Canadian Rehabilitation Council for the Disabled New Brunswick Branch Incorporated) to the twelve months ended December 31, 2010 with comparative figures for nine months December 31, 2009 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.

**Summary of Operating Results (\$-000's)**

	<b>Dec. 31, 2009</b>	<b>Dec. 31, 2010</b>
Total Revenue	811	1303
Total Expenditures/ (Deficit)/Surplus	<u>806</u>	<u>1267</u>
	5	36

Annual Report 2010



Easter Seals Abilities Program will soon be “Embracing Abilities all over the province.”



**President's Message**

It's been another exciting year at Easter Seals New Brunswick (ESNB). Our organization continues to provide essential services to people with disabilities in New Brunswick.

Changes to the minimum wage amount have had a significant impact on our organization and will continue to do so as the minimum wage amount continues to increase in 2011. These changes in minimum wage mostly impact our camp budget as we have a large number of camp staff during the summer months. Our organization has been hard at work finding solutions to the increase in wages such that the financial impact is offset by a combination of increased operational efficiencies, fundraising, and limited camper fee increases.

Executive Director, Julia Latham, continues her excellent work leading the ESNB staff in all facets of the organization activities. The program team has continued doing a fantastic job at providing assistive aids and technologies to people with disabilities in NB. Programs for assisting with the provision of assistive technologies in NB schools continue to keep our Technology Program Coordinator busier than ever. Fundraising and PR staff have been actively working at increasing our visibility in the province and generating revenue to increase our ability to provide services to our clients. Our administrative and financial support staff continue to keep the organization running smoothly on a day to day basis.

Camp Rotary had another great summer in 2010. A highlight addition at the Rotary Camp is the new accessible campground that was installed in fall 2010. I must acknowledge the incredible leadership within the Fredericton Rotary Club, with support of Rotary Clubs from around NB and the Rotary District Governor, for their continued support, facility maintenance and continued improvements to the Rotary Camp facility – the camp facility is awesome.

I thank our many corporate sponsors and individual donors for your continued financial support. In some instances, donors who have supported us over the years are now leaving bequests to ESNB which are making a tremendous impact. I also thank our many volunteers who help raise funds for ESNB, who help at the ESNB office, and who serve on ESNB committees, for your time and commitment. Your involvement is making a positive difference in the lives of people with disabilities in New Brunswick.

As my term as President of Easter Seals New Brunswick ends, I can say without hesitation that it has been an honor to lead this organization. It seems like no matter how much I contribute my time to this organization, I always get back more in return as far as personal growth and satisfaction are concerned. I thank my fellow board members for their leadership, support, and active participation during organization meetings and events throughout the year. I thank all ESNB staff for their efforts in serving clients and I thank Easter Seals supporters from all across the province for helping us provide great services to people with disabilities in New Brunswick. Finally, I wish our incoming President, Mr. Doug Bridgman, all the best during his upcoming presidency.

Glen Hughes, President

### Executive Directors Message

One of the greatest highlights of the year is the building of the playground at Camp Rotary! This structure will provide many hours of pleasure for our campers and staff alike. I can't wait to see the look on the campers faces as they see this massive structure for the first time!

I also want to thank Glen Hughes, our outgoing President of the board for all his work, support, commitment and wisdom over the last three years. I have learned a lot from Glen, as an employer, an employee and as a person who is interested in contributing to ESNB in a meaningful way. I look forward to working with Glen in his new position as Past President.

I would like to welcome our new president of the board, Doug Bridgman. I have had the pleasure of working with Doug over the last couple of years on a number of projects and look forward to continuing working together to benefit the clients of ESNB. Bring on 2011!

Julia Latham, Executive Director

**BOARD OF DIRECTORS:** Keith Allen, Fredericton ♦ Doug Bridgman, Lincoln ♦ Phyllis Brisee, Moncton ♦ Glen Hughes, Fredericton ♦ Ed Jones, Napan ♦ Debora M. Lamont, Fredericton ♦ Don LeBlanc, Saint John ♦ Dr. Bruce Lockhart, Bath ♦ Tammy Mullin, Fredericton ♦ Rhonda Rubin, Moncton ♦ Dr. Monique Taillon, Fredericton ♦ Al Thomas, Fredericton ♦ Danica Wallace, Waterville

### FUNDRAISING HIGHLIGHTS:

- The Paper Egg campaign continues to grow, Price Chopper, Lawton's, The Bargain! Shop and Money Mart raised over \$28,000.00 in 2010.
- Laura Secord's special chocolate egg raised over \$1,600.00 for Easter Seals programs.

### CAMP ROTARY HIGHLIGHTS:

- Our new playground will surprise and delight campers for years to come.
- In 2010, we had just over 500 campers at Camp Rotary.
- In the Summer of 2010, Camp Rotary was happy to provide the first camping session to the Hemophilia Society of New Brunswick.



# OF CAMPERS PER COUNTY					
COUNTIES	2009	2010	COUNTIES	2009	2010
Albert	12		Queens	17	
Carleton	9		Restigouche	5	
Charlotte	23		Saint John	36	
Gloucester			Sunbury	12	
Kent	3		Victoria	5	
Kings	24		York	116	
Madawaska	7		Westmorland	33	
Northumberland	13		Unnamed	11	

### REHABILITATION TECHNOLOGY PROGRAM HIGHLIGHTS:

Technical aids and assistive technology constantly evolve, making them more powerful and less expensive, ensuring a steady pace of activity for the Rehabilitation Technology Program.

- Easter Seals found a conscientious e-waste recycling solution.
- We collaborated with the Department of Education, hosting an AT Fair.
- Acquired some new (and really cool) adapted toys for the toy lending library.

### Annual Awards

Award of Merit  
To be presented to

**The Bargain! Shop, Woodstock, NB**  
In recognition of their outstanding fundraising support of Easter Seals New Brunswick (CRCD)



**Noah Folz,  
Ambassador of  
Easter Seals  
New Brunswick**

### EQUIPMENT RECYCLING PROGRAM HIGHLIGHTS:

- The implementation of the New Equipment Process occurred in late 2009 and 2010, it is an improved process and will continued to be monitored to ensure its success.
- A Pilot Project was implemented called POSTeCS. This system will provide a secure avenue for sending Confidential Information. This Pilot Project will be reviewed for costs and efficiency in 2011.
- ESNB donated equipment, eg: wheelchairs, etc. to Helping Hands of Haiti. The equipment was sent to Haiti for injured citizens after the earthquake.

COUNTY	2010		2009	
	SD	PSP includes ALS & Ca	SD	PSP includes ALS & Ca
<b>SERVICES TO CLIENTS</b>				
Albert	45	4	19	0
Carleton	103	24	22	18
Charlotte	78	13	31	6
Gloucester	278	54	58	19
Kent	133	24	100	18
Kings	161	47	65	12
Madawaska	128	23	24	12
Northumberland	193	44	102	16
Queens	57	13	28	10
Restigouche	140	30	43	25
St. John	378	46	109	11
Sunbury	47	19	35	18
Victoria	124	26	47	11
Westmorland	586	124	294	97
York	307	87	168	39
Other	28	11	11	3
<b>TOTAL</b>	<b>2786</b>	<b>589</b>	<b>1156</b>	<b>315</b>

### In Memory of...

David Coughley	Margaret Smythe
Eileen Corbett	Frances Secord
Gregory Allen	Ralph Gorman
Bradley Allen	Donald Mazerolle
John Sears	