

2015-16

ANNUAL REPORT



work with purpose



Vision

The Flower Cart supports a community in which all citizens are fully included and accepted.

Mission

The Flower Cart promotes community participation of adults considered to have an intellectual disability through supported training and employment.

The Flower Cart would like to thank the following individuals or groups for their generous donations in 2015-16:

Roberta Russell	Waverly Historical Society
Ken Chandler	Kathleen Chaddock
Shirley & Cecil Russell	Interchurch Housing
Roselawn Lodging	Rotary Club of Wolfville
The Philatelic Emporium	John & Dorice Sutcliffe
Carolyn Hope	Elizabeth Harper
Casuepro-Pepsico	Valley Lodge 90
Canadian Federation of University Women—Wolfville	The Tartan Foundation
Brian & Barbara Robinson	Gertrude MacInnis
Port Williams & District Lion's Club	Edna Mutch
Canadian Forces Central Fund	St. John's Anglican Church
Sandra Murray	ABF Connelly
Sandra Bishop	Ruby Kocurko
Innovative	

2015-16 Annual Report

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BOARD CHAIRPERSON'S REPORT

I would once again like to take this opportunity to thank all of the Board Members, the Executive Director and employees of The Flower Cart for their support. This year we are saying goodbye to several long-serving board members who will be missed. We are also welcoming several new board members.

Jeff Kelly has now completed his second year as our Executive Director and continues to handle any operational challenges that arise calmly and expertly to ensure that The Flower Cart is financially sound and running smoothly.

In my 2015 report, I mentioned that we were negotiating with Crombie for a portion of space in the old Zeller's store. After months of negotiation it became apparent that this was not going to be an option for The Flower Cart.

The board has now decided that we will proceed with a new building on the property across from the Ken Wo Golf Course.

There will be many steps to go through before we can actually begin a major capital campaign; however, I am hopeful that the community and all levels of government will realize that a new building is necessary as we move forward with our many social enterprises.

We continue to work with Michelin, Omega Crunch, Just Us! Coffee Roasters, and others. Providing a wide spectrum of employment opportunities and training as part of our social enterprises will continue to be a goal as we move forward.

The Executive Director is well informed of the provincial agenda and keeps the board updated on any changes that will affect The Flower Cart. We continue to be well-positioned in terms of budget, programs and social enterprise to weather additional changes that may occur.



Board Chairperson Marilyn Reeve

Marilyn Reeve
Board Chairperson

EXECUTIVE DIRECTOR'S REPORT

It has proven to be a busy and productive year at The Flower Cart. It's been a year that can be best characterized by time spent in transition and working toward the future.

Some internal reorganization has occurred with the merging of two departments and the retirement of two senior staff managers. The Flower Cart is fortunate to have long serving and dedicated staff.

During this year we also put more of a focused effort in promoting our social enterprises. In the coming year more resources will be put toward branding our social enterprise units and emphasizing The Flower Cart as an organization of social enterprises.

Production in the bakery, commercial kitchen and packing operations, used clothing, and woodworking have continued to provide meaningful training and employment-related experiences for the clients and participants we support.



Lacey kneading dough for Baker's Choice Fine Foods. See a summary of our bakery production on Page 4.

Our supported employment options are solid and we are looking to expand to more work sites. Our community employment programs, via Partners in Employment (PiE) will continue to operate next year after experiencing some transition with the main funder, Employment Nova Scotia.

Our community employment contracts at the Michelin Tire plant and Just Us! Coffee Roasters continue to grow, as those contracts celebrate 18 and 20 years, respectively.

Looking ahead to next year the focus will be positioning The Flower Cart to capitalize on its progressive history in supporting adults considered to have an intellectual disability or barrier to employment.

I would be remiss if I didn't finish by offering my most sincere gratitude to clients, participants and staff who bring a "work with purpose" attitude to everything The Flower Cart does.



Executive Director Jeff Kelly

The opportunity to work with these fine folks is the reason why I look forward to coming to work every day.

Thank you, Team!

Jeff Kelly
Executive Director

PROGRESS ON THE FLOWER CART'S STRATEGIC PRIORITIES

Progress on The Flower Cart's Strategic Priorities:

Below are the three strategic priorities the Board of Directors identified in 2014 and have set the organization to accomplish by 2018.

Throughout the year, progress on these priorities has been steady and we are on track; highlights are listed under each priority:

Strategic priority #1 – New Building for The Flower Cart

After careful consideration and review of two lease options for a new facility, the focus changed back to building our own building. Moving to the former Zellers

location did not pan out.

Going forward, two options were then considered (renovation with small expansion of current facility, or constructing a new building). After careful consideration the Board of Directors determined that the best option is a new facility on the parcel of land that was purchased three years ago on 9503 Commercial St.

The Board ended the year in planning for a design, bid, build process and pulling together a fundraising plan for a new facility.

Strategic priority #2 - The Flower Cart is perceived by Valley Stakeholders as a

social enterprise engaging adults with an intellectual disability in the labour force.

Continued with new format of newsletters, one more released in the new format. The latest release featured activity branded under social enterprises and our participation in Tools for Life.

An expansion of the organization’s administration capacity to effectively support the growing administrative challenges that are created as The Flower Cart engages in more social enterprise business activity.

Continued to foster a social enterprise culture and reorganized departments into social enterprise units.

The Flower Cart became a certified member of Buy Social Canada.

Strategic priority #3 – The Flower Cart expands the range of services provided to better meet the needs of existing/future clients during the life of the plan.

Reorganization of operation areas within The Flower Cart resulted in program opportunities for participants. There is work being done by participants that previously was not being done because it was categorized as a vocational job, or a pre-vocational job. Also, short term work experience opportunities were created to assist PiE clients develop key job skills, and the creation of volunteer work experiences

with in the last year. These experiences allow participants to work in outside businesses and non-profit organizations.

Started discussions with other community partners in developing opportunities for senior participants; thereby making more options available for young adults transitioning from school.

Successful in continued funding for Partners in Employment Outreach for one year. PiE is our critical community employment project that is vital in providing a range of support for clients actively seeking supported employment options.

Social Enterprise – “A business or organization operated for the purpose of addressing social, economic or environmental challenges. All profits or surpluses are reinvested to support community needs.”

-Nova Scotia Social Enterprise Working Group



Supportive Co-Worker Beth Whelan helps Amanda scoop, package and label bottles of Donair Spice.

LOOKING AHEAD TO 2016-17

The coming year can best be described by two words: change and excitement.

Significant progress will be made in designing and formulating a funding strategy for the new facility which will host most of our social enterprise activity. The Flower Cart Board of Directors, staff, and participants, are energized and looking forward to growing the social enterprises, providing quality products and services, and growing our community customer base.

A new message and a new look for The Flower Cart is also on the horizon. The new look will focus on our social enterprise development and how that development promotes our mission and vision.

Also, The Flower Cart will work with its community service partners to develop expanded supports and services for adults considered to have an intellectual disability. Providing program options - promoting choice and inclusion - will be the focus of developing a community based strategy to support both young adults and older persons.

Hard work and dedication will be required by all to accomplish these initiatives. Everyone at The Flower Cart is up for the challenge and excited about prospects for the coming year.

Please follow our progress on moving to a new facility, as well as other initiatives, through our Facebook site and our website, www.flowercart.ca.



PARTNERS IN EMPLOYMENT OUTREACH

275 CONTACTS WITH EMPLOYERS FOR THE PURPOSE OF JOB DEVELOPMENT RESULTING IN...

17 PART TIME JOBS

43 FULL TIME JOBS

60 TOTAL JOBS

TOTAL CLIENTS SERVED BY
250
COMMUNITY EMPLOYMENT SERVICES

BAKER'S CHOICE FINE FOODS

1382
GARLIC BREAD LOAVES

2808
FRENCH BREAD LOAVES

9717
ROLLS - DOZEN

TOTAL SALES IN 2015-16:
\$113,521.⁹⁵

THIS WAS A SUCCESSFUL YEAR FOR BAKER'S CHOICE. THE COST OF GOODS SOLD WERE STABLE THROUGH THE YEAR.

21,190
WHITE BREAD LOAVES

23,496
60% WHOLE WHEAT LOAVES

70,298
TOTAL ITEMS PRODUCED

JUST US! COFFEE ROASTERS CO-OP

485
BAGS OF ALMONDS PACKAGED

384
BAGS OF ENERBEANS PACKAGED

17,208
BAGS OF SUGAR PACKAGED

10,584
BAGS OF HOT CHOCOLATE PACKAGED



This is a summary analysis of our performance in 2015-16 using key business indicators to provide a general overview. Data shown is from the complete fiscal year from April 1, 2015 to March 31, 2016. For more details on our overall performance, refer to the Financial Statement on Page 6.



MICHELIN

48
WORKERS EMPLOYED
FULL TIME AT
MINIMUM WAGE OR BETTER

3635
PALLETES OF SCRAP
MATERIAL RECOVERED

13 INDIVIDUAL PLANS
DEVELOPED & COMPLETED

1 SUCCESSFUL
HIRE AT MICHELIN

66,332
BUTCHER KNIVES
SHARPENED

169,968
V-TRIM KNIVES
SHARPENED

300,264
TOTAL ITEMS PROCESSED
BY KNIFE SHOP



OMEGA CRUNCH

2463
CINNAMON SHAKERS

3813
MAPLE SHAKERS

2548
GARLIC SHAKERS

1725
REGULAR SHAKERS



8604
SAMPLES PRODUCED

175,624
TOTAL PRODUCTS PACKAGED

264
HOURS OF LABOUR AT
MINIMUM WAGE OR BETTER

FINANCIAL STATEMENT FOR 2015-16

The following is draft Financial Statement for The Flower Cart for the 2015-16 fiscal year. These numbers are not official until approved by our Chartered Accountant at Morse Brewster Lake.

Statement of Financial Position as at March 31, 2016		
	2016	2015
ASSETS		
Cash	\$174,672	\$80,678
Receivables	\$263,703	\$170,504
Inventories	\$13,754	\$13,213
Prepaid Expenses	\$26,047	\$25,930
	\$478,176	\$290,325
Property And Equipment		
Land, building, vehicle, equipment, etc.	\$1,556,973	\$1,556,973
Less accumulated amortization	\$88,318	\$81,473
	\$1,468,655	\$1,475,500
Other Assets		
Investments	\$205,796	\$205,232
	TOTAL	\$2,152,627
LIABILITIES		
Accounts payable and accrued liabilities	\$120,871	\$76,295
HST payable	\$33,583	\$30,326
Payroll deductions payable	\$4,642	\$3,843
Deferred Revenue	\$55,880	\$58,020
	Subtotal	\$168,484
Demand loan payable	\$283,963	\$296,058
	TOTAL	\$464,542
NET ASSETS		
Building Fund	\$14,650	\$14,650
Unrestricted	\$1,639,038	\$1,491,865
	\$1,653,688	\$1,506,515
	\$2,152,627	\$1,971,057

STATEMENT OF OPERATIONS FOR THE YEAR ENDED MARCH 31, 2016	Budget 2016	Actual 2016	Unaudited 2015
Revenues	\$	\$	\$
Sales			
Michelin revenue	\$964,814	\$1,165,471	\$1,113,695
Other revenue	\$262,118	\$310,137	\$327,301
TOTAL	\$1,226,932	\$1,475,608	\$1,440,996
Cost of sales			
Wages	-\$814,430	-\$942,614	-\$1,017,995
Materials	-\$83,568	-\$83,516	-\$89,245
TOTAL	-\$897,998	-\$1,026,130	-\$1,107,240
Gross Profit	328,934	449,478	333,756
Donations	\$7,000	\$22,253	\$9,481
Municipal grants	\$500	\$500	\$2,500
Province of Nova Scotia grants	\$849,564	\$854,441	\$849,564
Partners In Employment grant	\$147,922	\$126,955	\$169,623
Other grants	\$36,839	\$47,446	\$49,307
Special funded events	\$7,347	\$16,384	\$15,657
March of Dimes	-	-	\$109,846
Investment Income	\$7,913	\$4,535	\$5,146
Per diem fees and cost sharing	\$132,102	\$121,489	\$121,242
Harmonized sales tax recovery	\$50,357	\$46,389	\$45,483
Rental income	\$45,571	\$50,531	\$42,871
TOTAL	\$1,614,049	\$1,740,401	\$1,754,476
Expenses	\$	\$	\$
Salaries, wages and benefits	\$1,256,272	\$1,285,598	\$1,383,456
Accounting, legal and other professional fees	\$15,000	\$14,681	\$9,243
Bank charges and interest	\$2,100	\$2,404	\$2,226
Interest on long-term debt	\$11,979	\$11,073	\$11,786
Utilities	\$15,800	\$18,450	\$18,532
Fuel	\$12,650	\$8,174	\$12,230
Insurance	\$28,275	\$28,275	\$28,095
Miscellaneous	\$36,646	\$36,927	\$35,789
Office supplies and postage	\$11,780	\$10,284	\$11,660
Reparis, maintenance and small equipment	\$66,140	\$51,920	\$65,314
Supplies	\$13,200	\$11,219	\$10,864
Staff training and travel	\$18,272	\$9,756	\$31,194
Telephone	\$18,540	\$13,621	\$16,396
Delivery van expense	\$6,087	\$7,099	\$7,364
Bad debts	-	\$2,100	\$700
Amortization	\$10,000	\$6,845	\$8,213
Special funded events expenses	\$2,600	\$64	\$506
Rental expenses	\$44,985	\$74,738	\$43,472
TOTAL	\$1,570,326	\$1,593,228	\$1,697,040
Excess (Deficiency) of Revenue over Expenditures	\$43,723	\$147,173	\$57,436

AN EXPERT SOURCE OF SUPPORTED EMPLOYMENT

Supported Employment is a system for people with disabilities who are able to work but face complex barriers to employment.

The Supported Employment services offered by The Flower Cart are unique and individualized to address specific goals for each employee. The purpose of support is to enable a person to get a job and stay employed.

Supported Employment aims to change the focus from the things a worker can't do, to the things they can. The Flower Cart has been using this philosophy to successfully place workers at worksites

throughout Kings County, and has decades of success matching worker and employer needs.

Job Developers work closely with job seekers and develop a plan for skills development. They provide on-the-job support, which may include supervision, transportation, or any other support that allows the worker to keep their job.

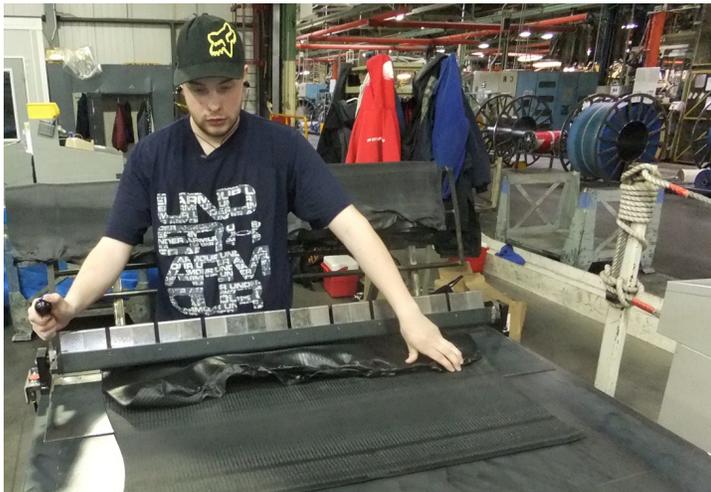
We provide recruitment, training, and retention services for businesses who are looking for staff. Our flexible, adaptable teams are available virtually wherever they are needed. Supportive Co-Workers build relationships with business owners,

managers, and other representatives, and work directly with workers to ensure the optimum conditions for success.

Our teams have managed longstanding and successful partnerships with several businesses in Kings County and we are regularly approached by community members with new opportunities.

Our aim is to provide meaningful jobs and develop longstanding relationships with employers in Kings County. We have an extensive track record of success on each of these initiatives.

Donald operates a rubber stripping machine at Michelin.



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THANKS TO OUR COMMUNITY PARTNERS

Acadia Student Union

All Is New Again

Allen's Motel

Atlantic Healing Hemp

Avery's Farm Markets Ltd.

Burnside - L'Arche

C.L.A.S.

Callister's Country Kitchen Ltd.

Driftwood Restaurant

Front Street Cafe

Hantsport Pizzeria

Janet & Shelley's

Joe's Food Emporium

Just Us! Coffee Roasters Co-op

Liberty Lodge

Lighthouse

Made With Local

Michelin Tire

Milne Court Petro Canada

N.S. Youth Facility

National Diabetes Trust

New Minas Big Stop

New Minas Children's Centre

New Scotland Spice Co.

Noggins Corner Farm Ltd.

Omega Crunch/Steep Hill Solutions Inc.

PeopleWorx

Pickled Pink

Plank Industries

Porter's Farm Market

Retro Runway Fashions

Riven Woodworks

Stirling Fruit Farms (2000) Ltd.

Surf's Restaurant - Hantsport

The Noodle Guy

The Philatelic Emporium

VON Annapolis Valley

Waterville Fire Department

Wolfville Food Bank