



2016-17 ANNUAL REPORT



THE FLOWER CART GROUP BOARD OF DIRECTORS



*Top, from left to right: Dean Corkum, Jeff Kelly, Star Grant, Ann Miller, Paul Randell, John Sutcliffe, Judith Tod, Ian Gregg.
Bottom, from left to right: Pam Shelton, Marilyn Reeve, Nellie Garvey, Donna Randell, Brynn Hughes. Absent: Lisa Lowthers*

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BOARD CHAIRPERSON REPORT

The Flower Cart Group has had another very successful year. In October we re-branded to The Flower Cart Group which highlights the various social enterprises in which we are involved. The Executive Director and staff are well informed and apprise the board on upcoming issues that may affect the organization. We continue to be financially sound.

We welcomed several new board members this year. They have brought new energy and enthusiasm to the board which will be necessary as The Flower Cart Group moves forward with plans for a new facility.

Once again I would like to thank all of the Board Members, the Executive Director, employees, and participants of The Flower Cart Group for their support during my tenure as Board Chairperson. I have truly appreciated it.

Marilyn Reeve
Board Chairperson

EXECUTIVE DIRECTOR'S REPORT

I have been fortunate to work with a very dedicated and passionate group of people this year. There are so many noteworthy accomplishments from all areas of The Flower Cart Group, more than could possibly be contained in this report, but it does offer a glimpse at our incredible team.

“Group” is such an important part of our new title and identify. It refers to the range of enterprises and projects that we offer, but also to that group of people that come together each and every day to teach, learn, inspire, and work with those around us.

I am very excited about the future of our organization as we make strides towards a new facility. I welcome all of you to be part of this journey with us. In the meantime the contents of this report will give you a solid snapshot of our motto in action: *Work with Purpose!*

Jeff Kelly
Executive Director



Jeff Kelly addresses the crowd at the rebrand event.

SOCIAL IMPACT AT-A-GLANCE

- 185 PIE job development contacts with employers, resulting in 21 Part-Time and 32 Full-Time jobs, 27 of them permanent positions!
- 159 total clients served, and 44 clients who participated in work experience placements in the community.



*Over the last 45 years
The Flower Cart Group has
become a leader in
Supported Employment,
providing staffing, training, and
retention services to dozens of
Valley businesses.*

*Imagine what we
could do for you.*



Burnell Steele - Flowercart's 2016 Biggs Award Winner

Call Lisa at 902-681-2349 to find out how to hire Flowercart

Partners in Employment

Partners in Employment (PIE) is an employment agency that provides supported employment services to job-seekers with cognitive disabilities and other complex barriers to employment.

Throughout a year of changes to funding, and to the way employment services are delivered across Nova Scotia, Partners in Employment continued to provide our specialized services. We worked with 106 individuals, made 339 employer contacts and got 53 jobs.

At the end of March, discussions with the Department of Community Services were encouraging, so The Flower Cart Group made a decision to provide bridge funding to continue with PIE. We are pleased to be able to keep on making good matches between Annapolis Valley businesses and the job-seekers we serve.



BAKER'S CHOICE FINE FOODS

- Baker's Choice Fine Foods provided vocational service for 18 participants on a weekly, rotating schedule.
- A partial list of production for this year includes:
 - White bread 22,456 loaves
 - French bread 2,572 loaves
 - Garlic bread 780 loaves
 - 60% Wh. Wheat bread 21,978 loaves
 - Rolls 7,554 dozen
- Total production this year was approximately 66,114 items.
- This year has been a successful year with total sales ringing in at \$106,934.71.

FLOWERCART INDUSTRIES

- 54 clients served; 38 clients participating in work experience placements in the community.
- 9 business partners hosting work experience placements in the community.
- 8 students hosted for school to work transition.
- 206 pieces of outdoor furniture completed or on order.
- 2,630 kg of hot chocolate produced, packaged and labeled.
- 20,194kg of sugar packaged and labeled.
- 187,663 coffee bags labeled.
- 38,427 units of Omega Crunch product packaged and shipped.
- 61.5hrs of labour for shipping.



WHAT'S COOKING?

COMMERCIAL KITCHEN & CO-PACKING SERVICES

- Throughout the year, 5 clients worked regular part-time hours on food production and packaging, 2 others on janitorial work, and 1 assisting with boxing and shipping.
- Clients earn minimum wage for working within this social enterprise. Work is for one customer primarily, with 5 other customers having work done on a regular basis.
- Revenue increased to \$51,545 this year, from \$34,107 last year. \$23,200 was paid out in wages to clients.
- Crews from Flower Cart Industries assisted with boxing and shipping and earned minimum wage.
- 4 clients of Partners in Employment were assessed in the kitchen this year.
- One full-time and 1 part-time employee of FCG support the work of What's Cooking?. This was our 8th year of operating our co-pack services.



THE FLOWER CART GROUP CONTRACT SERVICES

- 44 workers employed at Michelin Waterville, most working full-time, plus two full-time support staff and the contract coordinator.
- For the second straight year, one worker transitioned successfully from the Contract Services team to being hired by Michelin.
- Three workers receiving training on Work Experience Placements through Employment Supports and Capacity Building funding.
- Presented an overview of our Health and Safety program to Michelin Safety representatives. All types of injuries are trending downwards.
- We continued to meet with representatives from other organizations in an attempt to grow our Contract Services team.

REBRAND REPORT

On October 20, 2016 we celebrated The Flower Cart Group rebranding with hundreds of members of our community at an Open House at our 9412 Commercial Street facility. Staff and participants greeted visitors and offered tours of various projects and work sites, and handed out product samples.

From our [Spring 2017 FCGroup Newsletter](#):

“We continue to rely on partnerships with local businesses and are committed to becoming a leading source of labour through Supported Employment. In 2017 we have set a goal to increase community inclusion by identifying and capitalizing on more volunteer and work experience placements. Our teams are at work throughout Kings County and offer tremendous value to small and large businesses alike. If you haven’t worked with The Flower Cart Group before, there is no better time to start.”



You can read previous copies of the FCGroup Newsletter at our website www.flowercart.ca. Each edition is also shared on our Facebook page.

STATEMENT OF FINANCIAL POSITION

Chartered Professional Accountants at the firm of Morse Brewster Lake have reviewed the statement of financial position of **The Flower Cart** as at March 31, 2017, and the statements of operations and changes in net assets and cash flow for the year then ended. A review does not constitute an audit.

Statement of Financial Position as at March 31, 2017			LIABILITIES		
ASSETS			Current Liabilities		
	2017	2016	Accounts payable and accrued liabilities	\$111,746	\$120,871
Current Assets			HST payable	\$24,666	\$33,583
Cash	\$328,532	\$174,672	Payroll deductions payable	\$6,450	\$4,642
Receivables	\$193,403	\$263,703	Deferred Revenue	\$70,065	\$55,880
Inventories	\$11,579	\$13,754	Subtotal	\$212,927	\$214,976
Prepaid Expenses	\$26,527	\$26,047	Demand loan payable	\$271,490	\$283,963
	\$560,041	\$478,176	TOTAL	\$484,417	\$498,939
Property And Equipment			NET ASSETS		
Land, building, vehicle, equipment, etc.	\$1,575,751	\$1,556,973	Build Fund	\$3,362	\$14,650
Less accumulated amortization	\$96,630	\$88,318	Unrestricted	\$1,748,002	\$1,639,038
	\$1,479,121	\$1,468,655	TOTAL	\$2,235,781	\$2,152,627
Other Assets					
Investments	\$196,619	\$205,796			
	\$2,235,781	\$2,152,627			

FINANCIAL STATEMENT OF OPERATIONS

STATEMENT OF OPERATIONS FOR THE YEAR ENDED MARCH 31, 2016	Budget 2017	Actual 2017	Unaudited 2016
Revenues	\$	\$	\$
Sales			
Michelin revenue	\$1,060,974	\$998,283	\$1,165,471
Other revenue	\$327,928	\$312,898	\$310,137
TOTAL	\$1,388,902	\$1,311,181	\$1,475,608
Cost of sales			
Wages	\$903,843	\$880,541	-\$942,614
Materials	\$78,381	\$77,328	-\$83,516
TOTAL	\$982,224	\$957,869	-\$1,026,130
GROSS PROFIT	406,678	353,312	449,478
Donations	\$7,000	\$9,916	\$22,253
Municipal grants	\$500	\$4,400	\$500
Province of Nova Scotia grants	\$829,409	\$855,315	\$854,441
Partners In Employment grant	\$149,207	\$157,415	\$126,955
Other grants	\$36,570	\$83,063	\$47,446
Special funded events	\$7,347	\$7,794	\$16,384
Investment Income	\$6,200	\$3,662	\$4,535
Per diem fees and cost sharing	\$120,000	\$127,383	\$121,489
Harmonized sales tax recovery	\$55,222	\$40,299	\$46,389
Rental income	\$42,900	\$55,511	\$50,531
TOTAL	\$1,661,033	\$1,698,070	\$1,740,401

Expenses	\$	\$	\$
Salaries, wages and benefits	\$1,274,211	\$1,260,762	\$1,285,598
Accounting, legal and other professional fees	\$6,200	\$26,167	\$14,681
Bank charges and interest	\$2,400	\$5,525	\$2,404
Interest on long-term debt	\$11,250	\$10,696	\$11,073
Utilities	\$18,350	\$17,290	\$18,450
Fuel	\$11,650	\$8,506	\$8,174
Insurance	\$28,275	\$28,507	\$28,275
Miscellaneous	\$63,849	\$45,606	\$36,927
Office supplies and postage	\$10,980	\$14,702	\$10,284
Repairs, maintenance and small equipment	\$72,000	\$60,704	\$51,920
Supplies	\$13,600	\$13,309	\$11,219
Staff training and travel	\$15,216	\$28,455	\$9,756
Telephone	\$12,960	\$18,732	\$13,621
Delivery van expense	\$6,297	\$7,707	\$7,099
Bad debts	\$0	\$0	\$2,100
Amortization	\$10,000	\$8,312	\$6,845
Special funded events expenses	\$0	\$973	\$64
Rental expenses	\$51,765	\$44,441	\$74,738
TOTAL	\$1,609,003	\$1,600,394	\$1,593,228
Excess (or Deficiency) of Revenue over Expenditures	\$52,030	\$97,676	\$147,173

The Flower Cart Group

has evolved into a social enterprise leader.

We can provide a labour force on a scale and schedule that meets your needs.

Call us today at 902-681-2349, or email info@flowercart.ca, to find out about possible partnerships with your business.



THANKS TO OUR MANY VALUABLE COMMUNITY PARTNERS

Acadia Student Union
All Is New Again
Atlantic Healing Hemp
Avery's Farm Markets Ltd.
Bryanna's Cafe
Burnside - L'Arche Homefires
Burnt Out Solutions
C.L.A.S.
Callister's Country Kitchen Ltd.
Coldbrook and District School
Cuts Meat Market
Driftwood Restaurant
Front Street Cafe
Hantsport Pizzeria
Joe's Food Emporium
Just Us! Coffee Roasters Co-op
Kings Regional Rehab Centre
Liberty Lodge
Made With Local
Michelin Waterville
Milne Court Petro Canada
N.S. Youth Facility
National Diabetes Trust

New Minas Big Stop
New Minas Children's Centre
Nippers, British Fish & Chips
Northeast Kings Education Centre
Omega Crunch/Steep Hill Solutions Inc.
PeopleWorx
Pickled Pink
Pie r Squared
Plank Industries
Porter's Farm Market
Retro Runway Fashions
Riven Woodworks
Stirling Fruit Farms (2000) Ltd.
Surf's Restaurant
Tap Root Farms
The Consignors Place
The Noodle Guy
The Philatelic Emporium
VON Annapolis Valley
Western Regional Housing Authority
Wolfville Food Bank
Wolfville Group Home

**Check out the new
FlowerCart.ca**

*Designed to give you more information
about programs, services, and events
at The Flower Cart Group.*



 THE
FLOWER
CART GROUP

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