

FLOWERCART NEWS

THIRTY-NINTH ANNUAL REPORT 2009-2010

AUGUST 2010

WHAT IS FLOWERCART?

Flowercart is a non-profit, charitable organization that works to promote community participation of adults considered to have an intellectual disability by increasing their employability. Flowercart is dedicated to helping participants and clients through training, entrepreneurship, and employment outreach.

Many Flowercart participants are served through in-house programs. These programs help participants develop habits, attitudes, and work skills necessary for successful

employment in any location. Social training and personal support is also provided.

Since 1969 Flowercart's programs and services have evolved to match the abilities of participants and clients with the needs of the community. The opening of an employment outreach program, and the encouragement to help create competitive employment, has been part of that evolution.

The number of clients supported in pursuing and maintaining competitive employment is

now larger than the number served through in-house programs. Flowercart is committed to continuing the development of innovative opportunities for participants and clients, and to working with the business community.

Today, through in-house programs, partnerships with community businesses and entrepreneurship, Flowercart serves over two hundred adults considered to have an intellectual disability.

CHAIRPERSON'S MESSAGE

I would like to take this opportunity to thank all of the Board Members, the Executive Director and employees of The Flower Cart, for making my two year term as Chairperson so interesting and fulfilling. I personally feel that the Board has made great strides towards governance instead of management, and that this in the long run will be beneficial for The Flower Cart and its clients, employees, and Board.

We finished a new set of By-Laws last year, and the Registry of Joint Stock Companies requested that we look at the wording of a couple of the By-Laws. This was accomplished last fall: and the new By-Laws received approval from the Registry.

A Strategic Plan Goal that was championed by the Board was to develop a Board Succession Plan. A committee was struck and developed a set of guidelines to be used in Board Succession. Part of the Succession Planning for the Board calls for on-going training for Board Members; including training on Board Governance when classes are available, and they are usually available.

agement Plan for The Flower Cart. She has gotten information and concerns regarding risk from Board Members and employees and will update the Board on the plan on an annual basis.

A new job description was developed for the Executive Director position, bringing the old one up to the present expectations of the job. As well, an Evaluation Committee has completed the yearly evaluation of the Executive Director. This same committee took on the task of revamping the evaluation forms to make them more user friendly.

The Budget Committee presented a positive budget for the coming fiscal year, i.e., April 2010—March 2011.

The Building Committee has been meeting periodically. Negotiations for the property that we had hoped to acquire have come to a stand still at this time. In the meantime, the committee will be completing a needs assessment to determine which direction The Flower Cart should go in the future.

As you can see the Board has been very active this past year. It is very rewarding to be involved with an organization where employees and volunteers are willing to devote their energies to assist persons who need a helping hand.

Sandra Young
Chairperson



Carrie Hemmings, our Financial Director, has taken on the task of developing a Risk Man-

Gareth changing the reader board at the Career Resource Center in Kentville. Supported work placements are a valuable way for participants to demonstrate that the skills they have learned in our on-site training are transferable to other places. .

EXECUTIVE DIRECTOR REPORT

Employees

We started the year with 64 employees, inclusive of client-employees working at the Michelin Waterville plant. We ended the year with 70. The increase was primarily in the number of client-employees at Michelin Waterville.

The anticipated 2.9% wage increase for positions recognized by the Department of Community Services did not occur on April 1st: a 1% wage increase was approved for these positions. Flowercart was able to put some operating revenue toward the wage increase and increase it to 1.28%. Wage increases occurred for employees of Partners in Employment Outreach (PIE) and Transition-to-work (TTW). PIE and TTW are funded by Employment Nova Scotia, under the Canada-Nova Scotia Labour Market Agreement, and Service Canada, respectively. Employee positions not funded by an external source received wage increases. These increases were funded from our general operating revenue.

Volunteers

Volunteers are an integral part of Flowercart: from the 15 member volunteer board, to the student volunteers we look forward to seeing each year, to those that come in for just a few hours to sample our field of work to help make career decisions. This year we were excited about the return of Katimavik to our area. Katimavik participants have three separate "rotations" in three areas of the country. A participant chose to volunteer at Flowercart during each of the three rotations this year. We look forward to next year's project.

There was tremendous pride amongst the Development Services Area (DSA) employees, especially the Coordinator, Kevin West, when a long-serving, full-time volunteer left DSA for full-time work in our field. Congratulations Doug Crosland on reaching the goal of full-time employment.

Client services

In November we received approval to hire a Job Coach under a Department of Community Services', winter works program. This is the second year for the program. The Department is to be commended for this timely support of community employment initiatives across the province. We were excited that the employee hired as a Job Coach eventually secured full-time employment with Flowercart.

In June the Department of Community Services asked us to work with the mother of a 19-year young man with Downe Syndrome and her son to establish a meaningful, day program for him. The son has a 5-day/week, 1-1 support worker. We had known the son for a couple of years as he was doing home-schooling-to-work transitioning. The young man has a few part-time jobs that we have coordinated with him and his earnings have skyrocketed. The partnership among the family, Flowercart, the worker, and the young man is unique and has been extremely successful.

In the month of Sept. we finalized and introduced a new Individual Planning model to the Michelin contract and Hodge Podge Arts and Crafts Studio. Our current planning model comes out of a traditional human service methodology. Michelin and Hodge Podge are more work-like than human service-like. We had to translate our current planning model into this reality. It was fun and took several months. We now have a planning model that will work in these two settings and in new, similar settings we will develop in the future.

At one point in the year we were involved in the school to work transition plan, inclusive of hosting work experience placements, for 8 students from three local high schools. School to work transitioning is imperative for students with a disability. The local high school personnel, notably the Educational Assistants that accompany the students on work experiences at Flowercart, are to be highly commended. Two students from Central Kings High School subsequently applied to, and were accepted into, the vocational program when they graduated in June 2010.

As the year ended we signed a 10-month agreement with Employment Nova Scotia for the continuation of Partners in Employment Outreach, inclusive of funding from the local Regional office of the Department of Community Services. It was challenging for us to go from a 3-year agreement to a 10-month agreement. We remain hopeful that the project will be renewed at the end of the 10-month period.

All Flowercart employees are to be commended for the innovation and growth in business and client service and for the ongoing struggle to balance both successfully.

Roger Tatlock
Executive Director

FINANCIAL DIRECTOR REPORT

We have had our show room open for a full year. Periodically, it is advertised on the reader board portion of our sign. Many people passing by have dropped in to view our work and purchase our products or just learn about our facilities. Washer toss game sales were record breaking this year: this contributed to keeping the showroom busy.

We have continued to implement changes to our processes including our entire payroll being produced by NEB's Payweb. This allows any staff, client or participant to have their pay directly deposited to their bank account. This has greatly reduced the number of cheques produced and is also saving both time and \$2000 in bank charges. This process also enables us to electronically submit the year end forms to CRA, a new requirement this year.

Those staff members participating in our Health plan are pleased with the coverage from the new carrier, Group Health. This plan also offers a package of services and information on any topic that may be a concern to an employee, including counselling, legal issues, or best doctor, this assistance can be a great benefit to anyone facing such issues.

We were involved in an HST Audit. It started in the fall of 2009. We worked with CRA to determine the products and services that we are to charge HST on and those that we should not charge HST on. This is rather a complicated process. We have implemented all changes that CRA indicated were required to date.

The Bakery had an incredible year. Since we are able to compare supplier prices, our Bakery Department Head has been able to negotiate prices with her supplier of choice and we have been able to bring the cost of goods down from 41% to 35%, thus increasing the gross margin.

Even with the unstable economic conditions that we all experienced this past year The Flower Cart came in on target with our original budget. We now have a positive budget in place for 2010-2011.

Carrie Hemmings
Financial Director

PREVOCATIONAL PROGRAM

The program focuses on:

1. individual challenges that need to be addressed before participating in a traditional Vocational or Community Employment program can occur.
2. developing individual potential
3. assisting individuals to have more meaningful participation in their community

The program focuses on the development of competencies in many areas including, but are not limited to:

- Life skills, inclusive of self help
- Functional academic
- Communication
- Community access
- Workplace relationships
- Work skills

Our Prevocational program is called Developmental Services Area or

DSA.

The Individual Planning Process is the foundation of our service to participants. Most participants have at least three objectives we are working on with them. Objectives are based on yearly assessments or special circumstance and include personal development, social skills and other life skills.

A part of our program promotes skill development in working in a food services setting. Safe food handling, proper use and care of utensils and safety practices in an environment that includes hot and sharp items are part of this initiative. Instructing skills that are transferable to outside the workplace remains one of the main objectives.

We were able to have a Literacy program continue for part of this year with the assistance of a volunteer. The benefits to this program continue to be a positive self-image, improved literacy skills and academic skills. Due to the nature of the work we complete counting and reading skills are required. The skills learned in class are transferred to the workplace.

Training we were able to offer participants this year included sign language, Health and Reproduction, Grief and Loss, Community signs and symbols, and assertiveness.

We support participants accessing the community through our volunteer work placements and product pickups and deliveries. People need to be able to practice skills learned in the DSA in the community.

In the past year we have seen a continued expansion in our work with Just Us Coffee Roasters. DSA is providing packaging services for the company that produces Omega Crunch. We now label, package and ship directly to their customers via courier services. Just Us, Atlantic Healing Hemp and Totally Hemp are our other primary customers. However, we are still able to respond to new requests for our services.

We are fortunate to have a workforce that is flexible and motivated and responds well to increased production demands. We are able to develop new skills and capitalize on existing skills to give every participant an opportunity to work at their potential. Increases in self-esteem come when people know they do quality work that is highly valued by customers. This past year we had a 13% increase in sales.

We had 5 participants join DSA this year. One of our participants moved to the vocational program this year.

Kevin West
Coordinator –
Developmental
Services
Area



Mark has just finished packaging a box of Omega Crunch.

THE VOCATIONAL PROGRAM

The Vocational program of Flowercart serves individuals considered to have an intellectual disability who require vocational skills training. There are two departments in the Vocational program – Baker’s Choice Fine Foods and Used Clothing/Woodworking. Each department serves a group of people with a defined amount of vocational staff. Therefore, a participant within a Vocational department must:

- be able to work alone or as part of a group without constant or one to one supervision
- have the understanding of, and ability to access, community resources, e.g. corner store, transportation, or have the supports in place to facilitate access to community resources.

The mission of the Vocational program is to provide valued work and training opportunities through on-site businesses in order to assist each participant to achieve the job performance skills, as well as work-related attitudes, habits and interpersonal skills required to be successful in any work setting.

The Vocational program currently serves a total of 33 participants in full and part-time placements. We provide a work experience placement to one person.

PARTICIPANT WORK AND TRAINING

In addition to work and training opportunities through our on-site businesses, participants learn skills in small group training sessions, off-site training and volunteer work experience placements in the community.

A total of twenty-nine participants attended a variety of training sessions. Topics covered in the sessions included: Social Interactions at Workplaces; Orientation to Participant Handbook updates and Understanding the Voting Process. Seven participants attended a First Aid session sponsored by the Multi Agency In-service Committee.

Community Employment Services (CES) is generous in sharing training opportunities with Vocational participants. Five participants attended literacy classes at CES. One participant attended the Essential Workplace Skills program.

The Adult Learning Centre in Kentville is a source of literacy training for two partici-

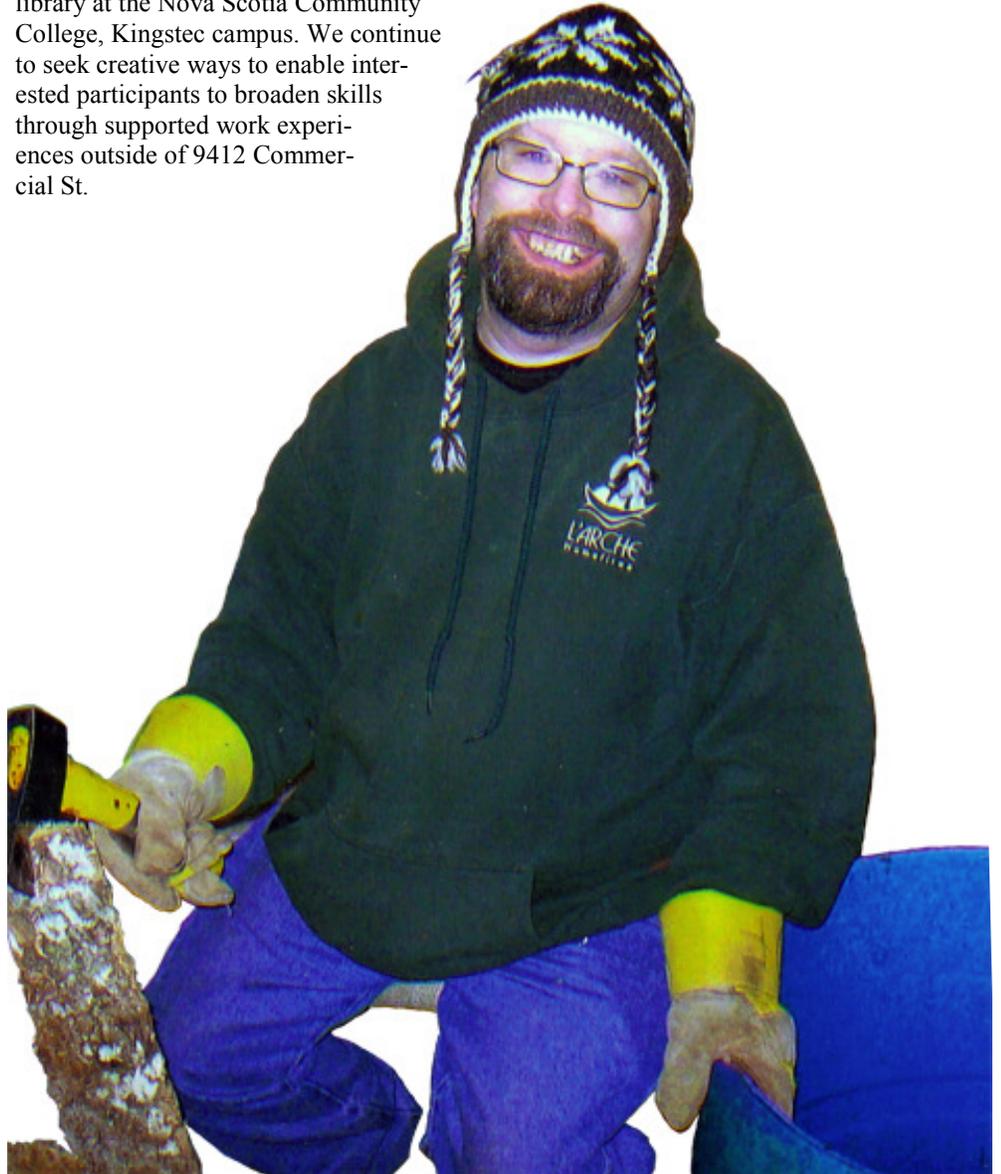
pants. As well, two participants attend a literacy program organized by Support Services Group Co-op.

Eleven participants participated in supported work placements over the past year. These placements are a valuable way for participants to demonstrate that the skills they have learned in our on-site training are transferable to other places. These placements have been supported by the Career Resource Centre, the Flower Market at the New Minas Super Store, Flowercart’s Community Employment Services office, New Minas Civic Centre, Evergreen Nursing Home, Valley Community Learning Association’s Adult Learning Centre, Racer’s Rec Room and the library at the Nova Scotia Community College, Kingstec campus. We continue to seek creative ways to enable interested participants to broaden skills through supported work experiences outside of 9412 Commercial St.

One participant has been successful maintaining paid employment three hours a week at New Minas Ultramar with support from CES staff. Similarly, eighteen participants have had the opportunity to change the reader board for the Career Resource Centre. This paid work has also been done with support.

Terry Taylor

Vocational Department Head – Human Services



Patrick splitting kindling wood. Everyone in our community was shocked and deeply saddened by Patrick’s passing in May of this year.

BAKER'S CHOICE FINE FOODS

Baker's Choice Fine Foods provides vocational services for 22 participants: they participate on a rotating schedule. The hours of operation are from 6:30am to 3:30pm Monday to Friday. Because of the number of participants exiting and new participants and staff joining the balance of production and human service tipped toward production for some time this year. We have been utilizing our teaching methods to better serve the needs of our participants

and re-establish a good balance.

We deliver a variety of bread and roll products to wholesale and retail customers from Berwick to Hantsport. We also have many regular customers who order our products for a variety of community events and fundraisers.

A partial list of production for the year includes:

White bread = 15,497 loaves
 French Bread = 3,469 loaves
 Garlic bread = 5,312 loaves
 60% whole wheat bread = 20,209 loaves
 Rolls = 14,180 dozen.

Total production this year was approximately 70,800 items. The year-end sales were \$103,880, an increase of \$10,000 over last year. Sales of over \$100,000 marks a milestone for our bakery.

Because of our new, larger delivery van adjustments had to be made to the loading bay on the east side of the building. The bay has continued to be beneficial in increasing the training opportunities for a number of participants. Many people can safely participate in loading and off-loading the van. This is a good setting to practice teamwork.

Participants and staff take great pride in the wonderful home-style bakery products that we produce at Baker's Choice Fine Foods and the increasing sales prove it!

Marlene Dodge

Vocational Dept. Head – Baker's Choice Fine Foods



Josh (left), Marlene, Jackie, and Roger at celebrations marking the milestone of \$100,000 sales for Baker's Choice Fine Foods during 2009-2010

USED CLOTHING AND WOODWORKING

The department had a busy and successful year. We continue to help the environment by doing our share of recycling. We produced and sold over 623 bags of shredded paper to use in animal kennels. We handled over 250,000 lbs of used clothing this past year, and are pleased to say most has been recycled within the Maritimes. We split and sold over 3000 bags of kindling and campfire wood. We make the kindling and campfire wood from local slab wood.

Our woodworking was successful this year. We made and sold over 40 picnic tables, as well as making and selling over 600 washer toss games. We continue to work with the Agriculture and Agri-Food Canada (AAFC) each spring making stakes

and painting stakes for use at the Research Station.

We continue to do work for the Village of New Minas, painting fire hydrants. The Town of Kentville continues to buy

clothes from us each fall to dress the pumpkin people. We also continue to make the splints for all of the ambulances in the Maritimes.

Sales for the year (\$)

| | |
|---------------------------|--------|
| Woodworking | 28,236 |
| Kindling | 11,850 |
| Shredding | 3,115 |
| Maple pepper | 1,132 |
| Used Clothing | 24,679 |
| Emergency Health Services | 2,470 |

Anthony Sturgeon

Vocational Dept. Head - Used Clothing / Woodworking



Andrea assembling a picnic table leg

Visit us at www.flowercart.ca

COMMUNITY EMPLOYMENT SERVICES

Overview

Clients of Community Employment Services (CES) are people who can benefit from, and who demonstrate a desire to participate in, employment-related **work opportunities and training**, or who can be **employed** in a competitive job. In total this year CES employees made individualized plans with 198 clients to help them move toward their goals. An additional 16 people considered to have an intellectual disability were also served by CES employees this year.

We do our work through a number of tailor-made projects including Partners in Employment Outreach, Transition-to-Work, Hodge Podge Arts and Crafts Studio, Adult Literacy, and our Michelin labor contract. We are also mandated to operate our own small businesses.

Our Supportive Co-workers provide **support** for clients to participate in employment and training. For clients who hold competitive jobs, they offer ongoing background support and support for their employers.

Projects

Partners in Employment Outreach is a Flowercart project funded by Employment Nova Scotia (prior to July 2009 it was funded by Service Canada). The Department of Community Services contributes funding to the project. Often referred to as PIE, this employment project serves job seekers with disabilities who are able to work unsupported in the community. (Once an employment match is made, other CES employees can provide short-term or long-term support for employers and our clients.) In addition to finding jobs, the PIE staff worked with clients to assess their skills and abilities, create resumes, prepare for interviews, learn job search techniques, and provide employment-related support and counseling. PIE employees helped clients secure paid work at 92 jobs (40 full-time and 52 part-time positions) this year.

Transition-to-Work is a project funded by Service Canada since February 2004. This project serves youth (under the age of 30) who are at risk of not making a successful transition to the world of work. Paid practical work experience placements with community employers, as well as experiential learning through project activities and class-

room study, help these young people to learn and experience what they need in order to work unsupported in the community. This year the project worked with a total of 20 people. Four people successfully completed their transition-to-work this year when they were hired by their work placement employers. Seven left the program, most to do further work with their case managers. Five people were certified in Safe Food Handling this year, eight received First Aid and CPR certification and one took a highway flaggers course.

Hodge Podge Arts and Crafts Studio teaches work skills and supports clients to enable them to create good quality saleable crafts. The studio can also be used for other projects, including commercial sewing, packaging, labeling and recycling. Our line of Hodge Podge Blankets (sewn from squares of reclaimed wool or corduroy) includes pet beds, stadium blankets, throws, lap quilts, twin- to king-size blankets, and pillow shams. We started selling our blankets on our website this year, and we held a sidewalk sale in August to show them off. At Hodge Podge, 2 clients sew large elastic bands and two others make tire mops to meet standing orders from Michelin, Waterville. We do laundry for a neighboring business. We created over 4000 mulling spice “tea-bags” for two local farm markets this year. We made cushions for the Deep Roots Music Festival. Throughout the year 7 clients worked at Hodge Podge and earned almost \$10,000 from the sale of products they created or services they provided to businesses.

Our **Literacy Program** provides meaningful learning opportunities with real life resources so learners can upgrade their workplace literacy and numeracy skills. Success in our program ultimately enables learners to access more employment opportunities. Literacy is a tool for communication and empowerment, so the benefits spread to other areas of the learners’ lives. The program is funded by the Community Learning Initiative (CLI) through the Valley Community Learning Association (VCLA). This year our instructor worked with 12 learners on a regular basis, and provided literacy services to other clients, as needed. Two groups of learners had an opportunity to create their own books as part of a community literacy project. Three learners’ studies were to prepare them to write the GED tests.

Through a wonderful contribution from the Wolfville Rotary Club and funding from the Workplace Education branch of the Department of Labor and Workforce Development we were able to run our successful **Workplace Education** programs again this year. Participation in Workplace Ed is intended to increase participants’ knowledge about workplace practices and expectations, and their confidence in, and competency with, their generic work skills. One group this year was for people developing their personal and life management skills as they relate to nutrition and preparing healthy lunches for work. The second group was for people with diabetes developing their personal and life management skills.

Michelin contract - In our eleventh year of providing contract labor to Michelin the number of Michelin Contract Worker positions (40) stayed steady. The work that our contract employees do involves cleaning, sharpening, and recycling/recovery. For example, we work closely with the mechanics to make sure that all machines being worked on are clean when they are put back in service. We sharpen knives, scissors and other small tools every day, seven days per week. We developed a great partnership with employment agencies in Middleton and Kingston this past year to help workers from these areas obtain meaningful employment with us at Michelin.

Other contract work - Additional contract work this year included: distributing advertising for Cadance Academy, labeling berry boxes for Nova Agri, making hot chocolate mix for Just Us Coffee Roasters Co-op, roasting Omega Crunch flax seeds for Steephill Solutions, labeling packages for Cedar Bay Grilling and cleaning the Kings County Squash Club.

Lisa Hammett Vaughan
Community Employment Services
Coordinator

The Flower Cart's Social Snapshot

The term social entrepreneur was first used in the literature on social change in the 1960s and 1970s. A social entrepreneur recognizes a social problem and uses entrepreneurial principles to organize, create, and manage a venture to make social change. A business entrepreneur looks at “bottom line” performance measures related to money on at least an annual basis, e.g. profit, return on investment, cash flow. A social entrepreneur must also look at “bottom line” performance measures of social change. Determining what the “social bottom line measures” are for a social enterprise can be challenging. The Flower Cart's Social Snapshot communicates results on some of our “social bottom line measures”. The Flower Cart's Social Snapshot also includes results on some “leading indicators of social change”, i.e., by engaging in the process or activity that is measured we think social change is facilitated.

| Leading indicator of social change — adults considered to have an intellectual disability living in Kings Co. and surrounding area receiving vocational service | 2008-2009 year | 2009-2010 year |
|--|-----------------------|-----------------------|
| Number of clients served during the year | 245 | 253 |
| Number of clients enrolled in community employment/vocational/ prevocational programs | 190 / 31 / 24 | 194 / 34 / 25 |
| Social bottom line measure — clients entering the labor market | | |
| Number of clients employed at minimum wage or higher and receiving support at year-end (minimum wage in Nova Scotia is now \$9.20) | 79 | 90 |
| Number of clients employed less than 90 days / between 90 days and 2 years / over 2 years at year-end | 9 / 36 / 34 | 13 / 36 / 41 |
| Number of jobs secured by clients during the year (full-time/part-time) | 142 (87 / 55) | 110 (54 / 56) |
| Number of permanent jobs secured / Number of temporary jobs secured | 64 / 78 | 45 / 65 |
| Social bottom line measure — clients employed by The Flower Cart | | |
| Wages paid to clients hired by The Flower Cart | \$672,467 | \$751,577 |
| Leading indicator of social change — support for clients' learning | | |
| Number of yearly individual plans made with clients (setting goals for program participation) | 204 | 242 |
| Percentage of clients at year-end with yearly individual plans | 93% | 93% |
| Percentage of clients that have up-to-date individual plans at year-end, according to Flowercart's individual planning standards | 97% | 97% |
| Number of individual plan reviews completed, in order to “check-in” on plan progress | 487 | 641 |
| Number of training and counseling interventions designed and implemented with clients | 121 | 107 |
| Social bottom line measure — support for clients' learning | | |
| Total number of prevocational and vocational clients volunteering or out on work experience as part of their weekly schedule at year-end (% of enrollment) | 21 of 55 (39%) | 14 of 54 (26%) |
| Training stipend paid to clients participating in Flower Cart programs | \$122,083 | \$120,816 |
| Social bottom line measure — sales of goods and services produced by clients | | |
| Sales of goods and services produced by clients (% of revenue) | \$1,116,033 (44%) | \$1,156,562 (45.1%) |
| Social bottom line measure — operating budget spent locally | | |
| Cost of raw materials used in manufacturing (% of expenses) | \$785,814 (32%) | \$842,810 (33.5%) |
| Cost of supplies, small equipment, repairs, maintenance, fuel, van operation (% of expenses) | \$158,313 (6%) | \$141,864 (5.6%) |

REVIEW ENGAGEMENT REPORT

We have reviewed the statement of financial position of The Flower Cart as at March 31, 2010 and the statements of operations and changes in net assets, and cash flows for the year then ended. Our review was made in accordance with Canadian generally accepted standards for review engagements and accordingly consisted primarily of enquiry, analytical procedures and discussion related to information supplied to us by the organization.

A review does not constitute an audit and, consequently, we do not express an audit opinion on these financial statements.

Note 2 describes the amortization policy with respect to the organizations assets. This note also indicates that the organization is not amortizing buildings, on the basis that the value for these assets do not depreciate. The effects of this departure from Canadian generally accepted accounting principles on the unaudited financial statements have not been determined.

Except for the decision to not record amortization on the buildings, nothing has come to our attention that causes us to believe that these financial statements are not, in all material respects, in accordance with Canadian generally accepted accounting principles.

Maynard Bent and Fagan, Chartered Accountants, Kentville, NS
May 26, 2010

Statement of Operations and changes in net assets (unaudited) for year ended March 31, 2010

| | 2009 | 2010 |
|---|-----------|-----------|
| | \$ | \$ |
| <u>Revenues</u> | | |
| Sales | 1,116,498 | 1,178,316 |
| Cost of sales | -785,814 | -842,810 |
| Gross profit | 330,684 | 335,506 |
| Donations | 13,163 | 11,713 |
| Grants | 1,205,364 | 1,204,425 |
| Investment income | 10,026 | 10,690 |
| Per diems fees and cost sharing | 127,804 | 132,106 |
| HST recovery | 13,819 | |
| Rental income | 23,850 | 25,607 |
| Total | 1,724,710 | 1,720,047 |
| <u>Expenses</u> | | |
| Salaries, wages and benefits | 1,345,086 | 1,393,619 |
| Staff training and travels | 18,819 | 25,334 |
| Accounting, legal and other professional fees | 14,443 | 11,281 |
| Bank charges and interest | 8,968 | 5,888 |
| Loss on disposal of property and equipment | 1,083 | |
| Utilities | 14,797 | 16,824 |
| Fuel | 10,318 | 6,211 |
| Insurance | 19,443 | 15,644 |
| Miscellaneous | 18,732 | 18,032 |
| Office supplies and postage | 18,760 | 17,612 |
| Repairs, maintenance, and small equipment | 70,929 | 64,253 |
| Supplies | 19,409 | 15,210 |
| Telephone | 15,802 | 14,646 |
| Delivery van expenses | 6,509 | 5,293 |
| Amortization | 8,839 | 13,845 |
| Special funded events expenses | 32,873 | 26,507 |
| Rental expenses | 32,388 | 25,813 |
| Total | 1,657,198 | 1,676,012 |
| Income before tax adjustment | 67,512 | 44,035 |
| Tax adjustment | | 41,883 |
| Net income | 67,512 | 2,152 |
| Net assets at beginning of year | 1,294,540 | 1,362,052 |
| Net assets at end of year | 1,362,052 | 1,364,204 |

Balance Sheet (unaudited) as at March 31, 2010

| | 2009 | 2010 |
|--|-----------|-----------|
| | \$ | \$ |
| <u>Assets</u> | | |
| Cash | 186,951 | 155,202 |
| Receivables | 94,107 | 132,854 |
| Inventories | 10,520 | 13,455 |
| Grants Receivable | 4,774 | |
| Prepaid Expenses | 3,965 | 19,109 |
| Land, buildings, autos, equip, paving, and signs | 1,112,988 | 1,127,656 |
| Less accumulated amortization | -12,519 | -26,364 |
| Investments | 204,154 | 204,068 |
| Total | 1,604,970 | 1,625,980 |
| <u>Liabilities</u> | | |
| Accounts payable and accrued liabilities | 167,386 | 144,289 |
| Deferred revenue | | 53,311 |
| Principal due on long-term debt | 11,700 | 12,600 |
| Mortgage payable | 75,532 | 64,076 |
| Less principal due within one year | -11,700 | -12,600 |
| Net assets | 1,362,052 | 1,364,204 |
| Total | 1,604,970 | 1,625,980 |

FLOWERCARTNEWS is published and distributed three time per year by Flowercart.

FLOWERCARTNEWS is available free to interested groups and individuals.

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