



2017

CAMP HE HO HA
ANNUAL REPORT

PRESIDENT'S REPORT

The goal of the Board is to set the vision for Camp Health, Hope & Happiness. It is a vision that is firmly rooted in our past, but just as importantly, looks forward to an even brighter future. And what an incredible past Camp has to share! For 58 years we have been connecting people with disabilities with the enjoyment of the outdoors, and in doing so have enriched the lives of not just the campers, but everyone who has joined them in this experience.

Camp saw many achievements in 2017. Camp maintained a very strong financial position. The summer programs for people with disabilities were extremely successful with 721 campers experiencing the magic of Camp. 31 post-secondary students were given meaningful employment, employment that in many cases will define who they are as future community leaders. We also continued with our project, *"Protecting a Legacy of Investment in Accessibility"*. New toilet stalls were installed, another portion of the trail system which is critical for campers to move safely from program to program was replaced, and all the camp buildings were re-shingled.

None of this would be possible without the commitment and generosity of many people. From our Board members who have guided the organization through its successes, challenges and changes...to our enthusiastic volunteers for generously giving of their time...to our Executive Director, Greg Nielsen for his unwavering passion and dedication...to our staff for their efforts and commitment...to our excited campers for their amazing inspiration and determination. Above all, we thank our donors. Without your friendship, encouragement, support and generosity, we would not accomplish what we have in the past, and will continue to accomplish in the future.

I know the future will be even brighter. I say this because I have seen what the Camp is capable of, and I have the utmost confidence that Camp and its many friends will rise to any occasion and find a successful path moving forward.

Ivor MacBeath
President
Camp He Ho Ha

MESSAGE FROM THE EXECUTIVE DIRECTOR

The past twelve months provided plenty of challenges, opportunities for change, positive growth, and many successes that each played a part in a stronger, brighter future for the organization. We were privileged to provide inclusive recreational summer camp experiences for seven hundred plus individuals in the Alberta community with disabilities.

The focus continued to be building community, strengthening donor relationships, creating new partnerships, and expanding brand awareness in the community while streamlining operations. The addition of key team members within our daily operations has provided positive change and much excitement and optimism for Two Thousand and Eighteen.

We are grateful to the general public who supported our rental program in the past year. The much needed revenue stream affords us the opportunity to keep camper fees low and ensure accessibility for all Albertans.

With the support and guidance of the board of directors the effort in the upcoming year will be to expand our reach into the Alberta community building new partnerships, embarking on new fundraising initiatives, while continuing to provide quality, barrier free experiences for individuals with disabilities.

Each charitable organization relies on the generous gifts of their donors and partners and Camp Health, Hope & Happiness is certainly no different. We are grateful for the support of our friends, donors, volunteers, businesses and foundations that so generously support our efforts to make a difference in the lives of others.

We look forward to the support of the Alberta community as we continue our legacy of providing barrier free services to the growing community of Albertans living with disabilities.

Greg Nielsen

Executive Director

Camp Health, Hope & Happiness on Lake Isle

TREASURER'S REPORT (2017) – MARK DASHKEWYTCH, TREASURER

Camp's primary cash revenues (sources) come from five areas: Donations (Cash and Capital), Grants, Camper Fees, Rentals and Special Events. Total Cash received from these sources was at \$ 2.4M during the past year as compared to a \$ 2.8M in the prior year, an decrease of approximately 14% (\$ 400K). Decreases were seen in Camper fees and Rentals (1%) (\$13K), Grants (39%) (\$ 48K) and Donations/Sponsorships (31%) (\$ 416K). This is the second consecutive year Grant revenue has decreased, (22% - 2016). Increases were seen in Endowments 46%, \$ 13K, and in Special Events and Projects 82%, \$ 131K. Cash disbursements during the past year were at \$ 2.4M as compared to \$ 2.5M during the prior year a decrease of 4%, \$ 100K. Increases were seen in Repairs and Maintenance, 650%, \$ 360K.

Some of the highlights for Camp are identified below:

- Current Ratio: 4.26 (2017) 4.04 (2016) 1.90 (2015) 2.73 (2014), 2.31 (2013), 2.42 (2012), 2.68 (2011)
 - Industry averages:
 - Not available (2017, 2016, 2015, 2014, 2013)
 - 2.55 (2012)
 - 2.97 (2011)
- Quick Ratio: 3.84 (2017) 3.89 (2016) 1.82 (2015) 2.60 (2014), 2.13 (2013), 2.30 (2012), 2.61 (2011)
 - Industry averages:
 - Not available (2017, 2016, 2015, 2014, 2013)
 - 1.33 (2012)
 - 2.17 (2011)
 - These ratios demonstrate the short term i.e. one year, financial strength of Camp. The Quick ratio would suggest that the Camp is more liquid i.e. more cash available, than others in this industry group.
- Days Cash Reserve
 - 405 days in 2017
 - 455 days in 2016
 - 354 days in 2015
 - 272 days in 2014
 - 202 days in 2013
 - 199 days in 2012
 - 157 days in 2011
 - 165 days in 2010
 - This number would demonstrate short and long term financial strength/risk of Camp. Having enough cash on hand provides advantages to potential donors in the sense that donors and potential donors see that the organization is low risk and will continue to provide enduring benefit for the dollars donated. Nevertheless the common industry mantra is to have 6 months or 180 days of cash reserves.
- Working Capital Ratio (Short Term Assets – Short Term Liabilities) / 12 Months Expenses. Camp was measured using strictly cash liabilities i.e. not including deferred contributions or capital. Nationally (U.S.) scores greater than 1 would earn a top rating while the National average is .75 or nine months.
 - 1.09 (2017)
 - 1.17 (2016)
 - .93 (2015)
 - .74 (2014)

Mark Dashkewytch

Treasurer

Summer Camp Report

2017 was another successful summer for the campers of Camp He Ho Ha. Working with the same resources, we are happy to be able to serve more individuals with special needs. Last year we increased the capacity for our campers and saw an increase in numbers for attendance. For 2017, we once again saw an increase in attendance with a total of 721 campers at our programs for 2017 compared to 711 the year before. 81 aides joined our summer camp programs this year to support the individuals that require additional care.

Consistently over the last few years we have had camper spaces remaining open in the teens and children camps (mental and physical) as well as our Seniors camp and the first camp for adults with mental disabilities. Our camps for adults with mental disabilities that are scheduled for the warmer weather fill very quickly. There were 48 spots of availability for the season in 2017.

Recognizing this, we made an effort to expand our advertising for our camps directly targeting the seniors and teens and children demographic. We contacted many seniors care facilities as well as all of the schools within the Edmonton district to promote our camps. We hope that these attempts will give positive results for the 2018 season.

Summer staff were hired through February and March of 2017. We received 148 applicants for the 34 positions. With only 4 applications submitted for the grad nurse role we were lucky to hire a nurse for the summer. We began our orientation with a total of 37 staff and through orientation we lost 3 with another 4 leaving throughout the summer. Our year end banquet dinner had 30 seated at the table. With the additional work required by those remaining, we finished the summer strong and the campers had a thoroughly enjoyable experience.

Kelly French

RENTALS

Another year has come and gone, and Camp Health, Hope & Happiness can once again take great pride in the success of the facility rental program. Bookings for 2017 generated funds totaling over \$550,000 which accounts for approximately 25% of Camp's annual income.

With many old friends returning and new guests enjoying a first time visit, the He Ho Ha gates opened to just under 3,000 men, women, children, students and families. We continue to receive inquiries on a daily basis by way of email, the website and phone calls leading us to believe 2018 will be another successful year.

Word of mouth is, and always will be, our greatest rental resource. Satisfied customers recommend Camp He Ho Ha to friends, family and associates. Scrap booking and quilting are extremely popular activities and we have become a favorite site for these retreats.

Our customer satisfaction survey is distributed to each rental group. It remains, and always will be, an important evaluation of our work. All comments, good or bad, are taken very seriously and all valid concerns are promptly addressed.

Whether it's a day trip, a weekend retreat or an extended visit, the "He Ho Ha team" works together to ensure we maintain a level of excellence we can all be proud of and that each and every guest enjoys a rewarding and memorable stay.

GRANTS & FUNDRAISING

Another year of change has occurred. The resignation of Kelly Hobson who was responsible for grants and fundraising, created a vacancy in this department. Grant writers in Alberta are in great demand. Securing a grant writer is next to impossible. To provide assistance in this department, I am writing grants and working with donors.

CAPITAL GRANTS **\$282,790**

Reconciling major capital grants from the province's Community Facility Enhancement Program and from Canada's 150 Western Economic Diversification Canada was a major focus in 2017. From the province Camp received **\$70,255** to replace concrete and install new toilet stalls. From the federal government, camp received **\$117,459 for the replacement of shingles on all camp buildings and concrete replacement. These grants were awarded in 2016 and had reconciliation deadlines in 2017.** Additional funding for these projects came from the **Edmonton Community Foundation, President's Choice Children's Charity, REALTORS® Community Foundation, The Thrift Shop St. Andrews United Church, and the Rexall Foundation.** **The Stollery Charitable Foundation** funded a new gator to be used in maintenance.

EMPLOYMENT GRANTS **\$68,982**

\$51,282 in combined funding from the federal government's **CANADA SUMMER JOBS** and the provincial government's **SUMMER TEMPORARY EMPLOYMENT PROGRAM** offset wages for several summer staff. The Rexall Foundation also awarded to camp to offset summer camp wages. Additional funding was awarded by the **Royal Alexandra Hospital Employee's Charitable Fund** and the **Allard Foundation** to subsidize salaries for the nurses.

OPERATIONAL DONATIONS

Many generous donors including clubs, organizations, corporations renewed their operational support in 2017. Times are changing, and funding operational expenses for established organizations such as Camp He Ho Ha continues to be our greatest challenge. However, we continue to be optimistic that new relationships can be built, and new funding streams secured in the future. Third party events and new fund raising events will also assist with operational funding.

The majority of donations is derived from service clubs. With service clubs closing every month due to attrition, financial support from these organizations is dwindling. Camp He Ho Ha is facing a huge challenge. Alberta's challenging financial climate presents another obstacle. Nevertheless, with hard work and unwavering donors, staff and fundraiser participation, Camp's future will continue to thrive.

ANNUAL CAMPAIGN \$105,196

Despite the challenging times, the donations from the Annual campaign accounted for \$105,196 in revenue.

SHOOT FOR CAUSE \$106,644

For 22 years the Shoot For Cause has been a very successful fund raiser. Despite the challenges and Alberta's economic climate, our faithful archers rallied to raise an impressive \$106,644.

THIRD PARTY EVENTS \$56,932

Since Camp's staff resources are very limited, these third party events are extremely welcomed by Camp. These events are organized and facilitated by a group of people with little participation of Camp staff. The World Financial Group hosted a very successful weekend baseball tournament that raised **\$24,201**. Another very successful third party event was the **Edmonton Oilers 50/50** draw which is an exciting aspect of every home game. Camp He Ho Ha was invited to participate in this exciting fund raising event at Rogers Place. With 60 volunteers, Camp received **\$23,737.50!**

SUNNY SUPPORTERS \$4,820

This was the second time for this campaign which offered campers and their families a chance to donate. Donations of \$5 or more earned a badge on the "Wall of Fame" in the Rec Hall which quickly became a friendly reminder of how much the campers and the families support the organization. In its second year the donations were just short of doubling the previous year.

MEMORIALS \$16,810

Memorial donations are left "*In Memory*" of loved ones, and for Camp it is usually the loss of one of our beloved camps or a dear friend of camp.

WILLS & ESTATES \$40,806

Camp's Legacy Program was initiated encouraging individuals to donate a portion of their estate to Camp He Ho Ha which truly is camp's future sustainability.

2017 MAJOR DONORS

A Clarke Roofing & Siding LP
ACT/UCT #1016 Edmonton Club
ACT/UCT #1017 Edmonton South
ACT/UCT #1021 Red Deer Club
ACT Edmonettes
ACT St. Albert Council #1024
Alberta Royal Purple Lodges Association
Allard Foundation Ltd.
Arc Resources Ltd. Committee Donations
Janet Assinger
ATB Financial
Automated Aquatics Canada Ltd.
Roger & Jaenie Ayotte
Battle River Community Foundation
Ed Bean
Benevity Causes
Bonnyville Lakeland 2000 Lions Club
BPO Elks Lodge #11 Edmonton
BPO Elks Lodge #470 Lac La Biche
Brightbank & District Lions Club
James H Brown
Bruderheim Lions Club
Cam Clark Ford Sales
Camp Health, Hope & Happiness Society Fund
Camrose Swans & Roses Lions Club
Canada Summer Jobs – Government of Canada
Central Agencies Inc.
CIBC Children's Foundation
Community Facility Enhancement Program
Roxanne Coutu
CQ Energy Canada Resources Partnership
Florence Dales
Darrel & Edith Martin Family Fund
David Kehler Trucking Ltd.
Dickinson Logging Ltd.
Drayton Valley Lions Club
Drilin Management Inc.
Michelle Eaton
Edmonton Community Foundation
Edmonton Millwoods Breakfast Lions Club
Edmonton Millwoods Lions Club
Edmonton Oilers Community Foundation
Edmonton Southgate Lions Club
Edmonton Strathcona Lions Club
Elk Point Royal Purple Lodge No 269
Estate of Carman James Marshall Polischuk Scott
Dale & Brenda Evyen
Faulkner Family Fund
Graham MGMT Services LP
Grand Centre Lions Club
Holy Family Columbus Club
In2Action Foundation
International Brotherhood of Boilermakers #146
International Cooling Tower Inc.
Jackson Rentals
Jasper Lions Club
Jugs Construction Ltd.
Kaewest Concrete Inc.
Kiwanis Club of Edmonton Oil Capital
Kiwanis Club of South Edmonton
Neil Klassen
Kuipment Locator Corporation
Eileen Labonte
Adam Le Dain
Ledcor Industries
Trevor & Jody Lee
Lions Club of Edmonton Foundation
Eugenia Lipinski
Shawn Lundquist
Michael MacInnis
Martin Deerline
Norman & Betty Mayer
Hugh & Madge McColl Camp Fund
Karen Moller
Morinville Lions Club
Herman & Evelyn Neudeck
New Ground Power Systems
Armand & Pearl Nielsen
Greg Nielsen
Oyen Lions Club
Anne Paterson
Peter Petersen
Bruce & Corinne Picton
Wyatt Pollock
Ponoka Lions Club
President's Choice Children's Charity
Thor Quaranta
REALTORS® Community Foundation
Rexall Foundation
Barb & James Robinson
Rotary Club of Stony Plain
Royal Alexandra Hospital – Employees Charity
Royal Purple #22 Edmonton
Arnold Rumbold
Grace Rumbold
Samies I.O.O.B.
Servus Credit Union - Edmonton
Side Management Ltd.
Spruce Grove & District Lions Club
St. Albert Breakfast Club
St. Albert Host Lions Club
STEP – Government of Alberta
Stollery Charitable Foundation's Small Grant Fund
Stony Plain Lions Club
Suncor Energy Foundation
Sylvan Lake & District Lions Club
James Taylor
Teamsters Canada Rail Conference – Division 796
Technichrome Industries Ltd.
The Allan & Sally Sawin Foundation
The Canadian Foundation For the Study of Infant Deaths
The Jordan Family Foundation
The Thrift Shop St. Andrews United Church
Vancouver Foundation – Keith Lord Sport Foundation
Harry & Susan Verkyl
Veteran & District Lions Club
Wabamun & District Lions Club
Nellie Watson
Western Economic Diversification Canada (Alberta)
Wild Sheep Foundation of Alberta
Bev Wittmack
Brian & Linda Wittmack
Jason Wiun & Liz Snow
Brenda Wyne
Ralph & Gay Young
Zhi Yang City Seniors Recreation Club