

F R I E N D S O F W E C A R E I N C



2015 ANNUAL REPORT





**Camp Merrywood
Ontario**

Our Goal

The growth of Friends of We Care is vital to maintaining the strength of the Easter Seals “summer camping” programs. Our goal moving forward is to raise \$2 million every year to help provide more than 8,000 days at camp each summer.

Nothing is more rewarding than seeing kids with disabilities realize their abilities through a life-changing summer camp experience. Help us make more of these moments possible by participating in our events or donating on behalf of yourself, your family or by challenging your company or department to raise money to fund a summer camp experience for a deserving child. With your help, we know we can reach our goal and continue to make a difference.

Donate now. Be the one in a million.

With a Little Help from Our Friends

Friends of We Care is a network of more than 85 Member Sponsor organizations from the foodservice and hospitality industry, united by a common goal of helping kids with disabilities focus on their abilities.

Manufacturers, distributors, operators and brokers as well as cold storage, management and marketing companies lend their time, money and their hearts to help send children in Canada with disabilities to specialized, fully accessible, Easter Seals summer camps.

Since 1983, Friends of We Care has raised more than \$19.5 million dollars which has provided more than 78,000 days at camp. What that adds up to is a whole lot of fun!

Our vision is to enable kids with disabilities to realize their full potential.



BOARD OF DIRECTORS

Jim Greenway, Dana Hospitality Inc. - CHAIR
 Kevin J. Collins, Friends of We Care Inc. - EXECUTIVE DIRECTOR / SECRETARY
 Todd Stevens, Brand Ignition & Marketing - PAST CHAIR
 Michael Capostosto, Independent, TREASURER
 Karen Maguire, Burnbrae Farms Ltd. - VICE CHAIR
 Steve Prisco, Aramark Canada Ltd. - VICE CHAIR
 Mike Shasky, C.W. Shasky & Associates Ltd. - VICE CHAIR

Nalini Barma, Independent - DIRECTOR
 Angelo Colalillo, Complete Purchasing Services Inc. - DIRECTOR
 Colby Duke, Cardinal Meat Specialists Ltd. - DIRECTOR
 Jim Fennell, Saputo Dairy Products Canada G.P. - DIRECTOR
 Josh Gray, TTS Marketing and Sales - DIRECTOR, QUEBEC
 Jim Grieb, Greenbridge Foodservice Inc. - DIRECTOR
 Michael Hall, PepsiCo Canada - DIRECTOR
 Jim Kostuch, TrainCan, Inc. - DIRECTOR
 Anne LeBarr, Procter & Gamble Professional - DIRECTOR
 Janice Martin, Magnum Consulting - DIRECTOR, WESTERN CANADA
 Cyndy Spiers, OLYMEL - DIRECTOR

FRIENDS OF WE CARE STAFF

Kevin J. Collins - EXECUTIVE DIRECTOR
 Tiana Rodrigue - SENIOR MANAGER, FUNDRAISING & DEVELOPMENT
 Michelle Lee-Garbe - COORDINATOR, FUNDRAISING & SPECIAL EVENTS
 Greg Mandziuk - OFFICE ADMINISTRATOR

MEMBER SPONSORS

Agropur Division Natrel
 Aramark Canada Ltd.
 Arla Foods Inc.
 Bamford Produce Co./Freshline Foods Ltd.
 Bunge Canada
 Bunn Canada
 Burnbrae Farms Ltd.
 C.W. Shasky & Associates Ltd.
 Campbell Company of Canada
 Canada Bread Company, Limited
 Canada Dry Mott's Inc.
 Cardinal Meat Specialists Ltd.
 Cavendish Farms
 Club Coffee LP
 Compass Group Canada
 Dana Hospitality Inc.
 Danone Canada
 Dare Foods Ltd.
 Diversey Care Canada
 E.D. Smith Foods, Limited
 Ecolab Co.
 Export Packers Company Limited
 Flanagan Foodservice Inc.
 Foodservice and Hospitality magazine
 Freeman Signature Inc.
 Gay Lea Foods
 Georgia-Pacific Canada

Gordon Food Service
 Heritage Frozen Foods Ltd.
 High Liner Foods Inc.
 International Pacific Sales Ltd.
 Italtasta Limited
 Kellogg Canada - Out of Home Division
 Kerry Ingredients
 KraftHeinz Company
 Kruger Products Ltd.
 Labatt Breweries of Canada
 LCBO
 Loblaw Companies Limited
 Lynch Foods (W.T.) Limited
 Mandarin Restaurant Corporation
 Maple Leaf Consumer Foods Inc.
 Mars Canada Inc.
 McCain Foods (Canada)
 McCormack Bourrie Sales & Marketing
 McCormick Canada
 McNair Packaging
 Monin Canada Inc.
 Mother Parkers Tea & Coffee Inc.
 Nestlé Professional
 OLYMEL
 Parmalat Canada
 PepsiCo Canada
 Piller's Fine Foods - a division of PBOLP

Polar Pak Inc.
 Procter & Gamble Professional Inc.
 Rich Products of Canada Ltd.
 Rose Hill Foods Inc.
 Rosina Food Products Inc.
 Saputo Dairy Products Canada G.P.
 Select Food Products Limited
 Seydaco Packaging Corp.
 Single Service Sales Inc.
 Smucker Foods of Canada Co.
 Sodexo Canada Limited
 Sofina Foods Ltd.
 Starbucks Coffee Company
 Stone Straw Limited
 Sun Rich Fresh Foods Inc.
 Sysco Canada
 Sysco Food Services of Toronto
 TMF Foods Inc.
 Total Focus Foodservice & Jiano Foods
 Traffix
 TrainCan, Inc.
 TTS Marketing and Sales
 Tyson Foods Canada Inc.
 Unilever Foodsolutions
 Ventura Foods Canada
 Weston Bakeries Foodservice



INDEPENDENT AUDITOR'S REPORT - CHAGGARES & BONHOMME CHARTERED ACCOUNTANTS

To the Members of Friends of We Care Inc.

We have audited the accompanying financial statements of Friends of We Care Inc., which comprise the statement of financial position as at December 31, 2015 and the statements of operating revenues, expenditures and distributions, operating fund balance and cash flow for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

Basis for Qualified Opinion

In common with many not-for-profit organizations, Friends of We Care Inc. derives revenue from fundraising activities the completeness of which is not susceptible to satisfactory audit verification. Accordingly, verification of these revenues was limited to the amounts recorded in the records of Friends of We Care Inc.. Therefore, we were not able to determine whether any adjustments might be necessary to fundraising revenue, excess of revenues over expenses, and cash flows from operations for the year ended December 31, 2015, current assets and net assets as at December 31, 2015.

Qualified Opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the financial statements present fairly, in all material respects, the financial position of Friends of We Care Inc. as at December 31, 2015 and the results of its operations and its cash flow for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Newmarket, Ontario
February 29, 2016



Chaggares & Bonhomme
Chartered Professional Accountants
Licensed Public Accountants



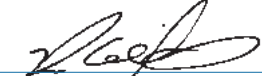
FINANCIAL STATEMENTS - FRIENDS OF WE CARE INC

STATEMENT OF FINANCIAL POSITION AS AT DECEMBER 31, 2015

	2015	2014
ASSETS		
CURRENT		
Cash	\$ 56,325	\$ 61,702
Accounts receivable	40,706	22,603
Harmonized sales tax recoverable	2,017	5,958
Prepaid expenses	5,749	6,360
	104,797	96,623
LIABILITIES		
CURRENT		
Accounts payable and accrued liabilities	55,530	44,759
DEFERRED CONTRIBUTIONS (Note 4)	35,055	12,173
	90,585	56,932
NET ASSETS		
OPERATING FUND	14,212	39,691
	104,797	96,623

ON BEHALF OF THE BOARD


Treasurer


Executive Director

See notes to financial statements

STATEMENT OF OPERATING REVENUE, EXPENSES AND DISTRIBUTIONS - YEAR ENDED DECEMBER 31, 2015

	2015	2014
REVENUE		
Fundraising, memberships and donations	\$ 1,507,029	\$ 1,417,631
Event tickets	849,331	820,631
Interest and sundry income	2,377	3,413
	2,358,737	2,241,675
EVENT EXPENSES		
EXCESS OF REVENUE OVER DIRECT EXPENSES	1,580,193	1,505,488
EXPENSES		
Accounting fees	6,750	6,250
Advertising and promotion	2,834	16,778
Consulting Fees	3,893	-
Insurance	3,496	2,540
Interest and bank charges	24,025	30,004
Legal Fees	8,628	-
Meals and entertainment	180	787
Office	23,770	18,954
Professional fees	880	257
Rental	30,466	20,612
Salaries and wages	307,732	289,752
Supplies	7,803	4,945
Telephone	7,772	5,638
Travel	10,998	15,272
Utilities	1,519	2,999
Volunteer recognition	2,306	2,329
	443,052	417,117
EXCESS OF REVENUES OVER EXPENSES	1,137,141	1,088,371
DISTRIBUTED TO EASTER SEALS SOCIETIES (note 6)	1,157,620	1,045,730
GENERAL DONATIONS	5,000	4,000
	1,162,620	1,049,730
DEFICIENCY OF REVENUES OVER EXPENSES	25,479	38,641

NOTES TO FINANCIAL STATEMENTS

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of presentation

The financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations (ASNFPPO).

Income taxes

The Organization is exempt from income tax per section 149 (1) (l) of the Canadian Income Tax Act.

Revenue recognition

Friends of We Care Inc. follows the deferral method of accounting for contributions.

Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Unrestricted investment income is recognized as revenue when earned.

Event tickets sales are recognized as revenue when the events are held.

Membership sales are recognized as revenue once the membership period has begun and payment has been received.

Operating Fund

The operating fund is charged with expenditures related to fund-raising activities including the annual Gala Ball, the Bowling events and the Calendar program. These expenditures are financed by revenue from these activities, as well as by donations and other fund-raising activities.

Measurement uncertainty

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Such estimates are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates.

2. PURPOSE OF THE ORGANIZATION

Friends of We Care Inc. (the "organization") is a not-for-profit organization incorporated under the Ontario Business Corporations Act on November 16, 1990. The purpose of the organization is to sponsor and encourage promotional and other activities in the food service industry and among its suppliers, distributors, operators and customers for the purpose of raising money for charitable works and organizations.

3. FINANCIAL INSTRUMENTS

The organization is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate and manage these risks. The following analysis provides information about the organization's risk exposure and concentration as of December 31, 2015.

Credit risk

Credit risk arises from the potential that a counter party will fail to perform its obligations. The organization is exposed to credit risk from customers. In order to reduce its credit risk, the organization has instituted an overdue account collection procedure that has increased receivable turnover. The organization also has a significant number of customers which minimizes concentration of credit risk.

Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The organization is exposed to this risk mainly in respect of its receipt of funds from its customers and other related sources, deferred revenues and accounts payable. The organization generates adequate monthly cash flow to ensure they can repay current liabilities which minimizes the concentration of liquidity risk.

4. DEFERRED CONTRIBUTIONS

Deferred contributions consists of deferred event ticket and sponsorship sales in the amount of \$35,055 (\$12,173 - 2014) received in 2015 for use in 2016.

5. LEASE COMMITMENTS

The organization leases its premises under a long term lease that began on April 1, 2015 and will expire on March 31, 2020. Under the lease, the organization is required to pay a base rent of \$2,500 per month until March 31, 2019, after which the base rent will be \$2,575 a month until expiry. In addition to the stated base rent, the organization must pay for its proportionate share of utilities, property taxes, maintenance and other related costs for the leased premises.

Future minimum lease payments as at year end are as follows:

2016	\$30,000
2017	30,000
2018	30,000
2019	30,675
2020	7,725
	\$128,400

6. EASTER SEALS DISTRIBUTIONS

Included in the 2015 Friends of We Care distributions are in kind donations of \$0 (\$104,829 - 2014) as well as cash donations of \$1,162,620 (\$937,508 - 2014).

	2015	2014
Amounts donated through Friends of We Care Foundation	1,157,620	1,045,730
Amounts donated directly to various provincial Easter Seals Societies	5,000	4,000
	1,162,620	1,049,730

Friends of We Care Events

These exciting events held throughout the year help to create awareness and raise funds to send kids with disabilities to summer camp.



Calgary Bowling Challenge - January 29, 2015



We Care/LCBO Ski Day - January 30, 2015



Edmonton Bowling Challenge - February 26, 2015



We Care-aoke - March 25, 2015



We Care Gala Dinner & Awards - May 2, 2015



We Care Golf Classic with LCBO - June 2, 2015

Friends of We Care Events



Golfing with the Pro's Charity Golf Classic - June 24, 2015



Labatt Charity Golf Classic - July 6, 2015



Devil's Pulpit Golf Event - August 17, 2015



La Classique d'automne de les Amis de nous aidons - September 14, 2015



BC Bowling Challenge - November 19, 2015



Toronto Bowling Challenge - November 26, 2015



Connect With Us



www.friendsofwecare.org
www.lesamidenousaidons.org



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