

Vision:

Our vision is an inclusive and healthy community that balances social and economic development.

Mission:

The Skills Centre is a community leader in social economic development and learning.

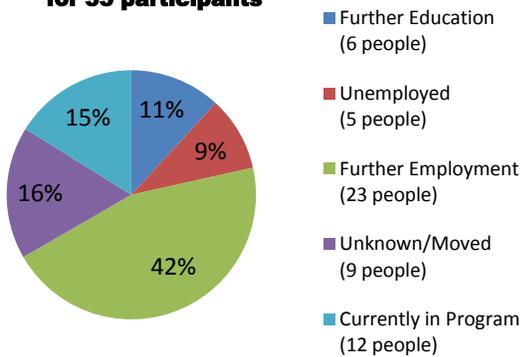
The Greater Trail Community Skills Centre

The Right Stuff – *Cumulative* Snapshot

April 2002 – March 2010

Social Mission

2002 - 2010 Participant Outcomes for 55 participants



Organizational Sustainability

\$96,265 Surplus has been used to Support:



Quick Facts

- 8 years payroll = \$1,235,837
- Approximately 51,697,600 paper sections/flyers handled
- 688,000 km driven delivering the paper to drop points

Business Performance

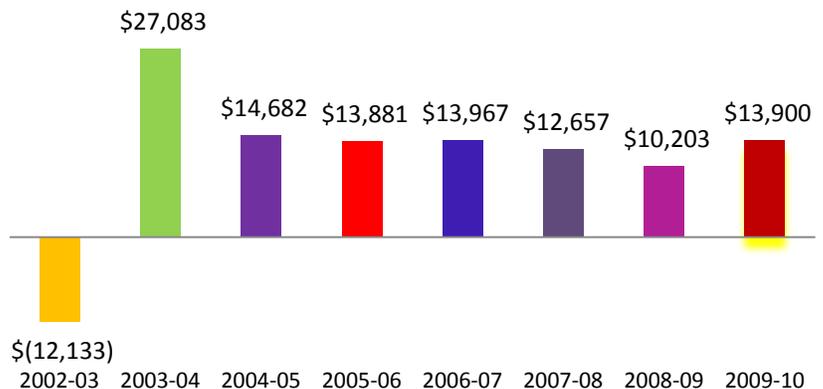
Community Acceptance

*Community services personnel approach us with potential employees and we receive positive feedback from businesses who have recruited our employees.

*Our drivers are generally mature members of the community who previously had little contact with the youth we employ. Initially there was some discomfort with the new relationship for both parties. Through their contact at work they have developed mutual bonds and learned to trust, value, and appreciate each other and the wider community they share and live in.

The Right Stuff Annual Surplus/Loss 2002 - 10

Yearly Average of \$12,033 Total surplus over 8 years of \$96,265



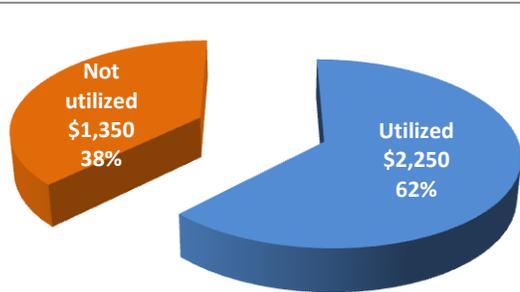
The Greater Trail Community Skills Centre

The Right Stuff – *Annual* Snapshot

April 2009 – March 2010

Social Mission

Health and Wellness Benefits - \$3,600



Community Engagement

Category	Hours	Participants
Youth Initiatives	130	2
Community Groups	56	5
River Bank Clean-up	36	6
Total	222	13



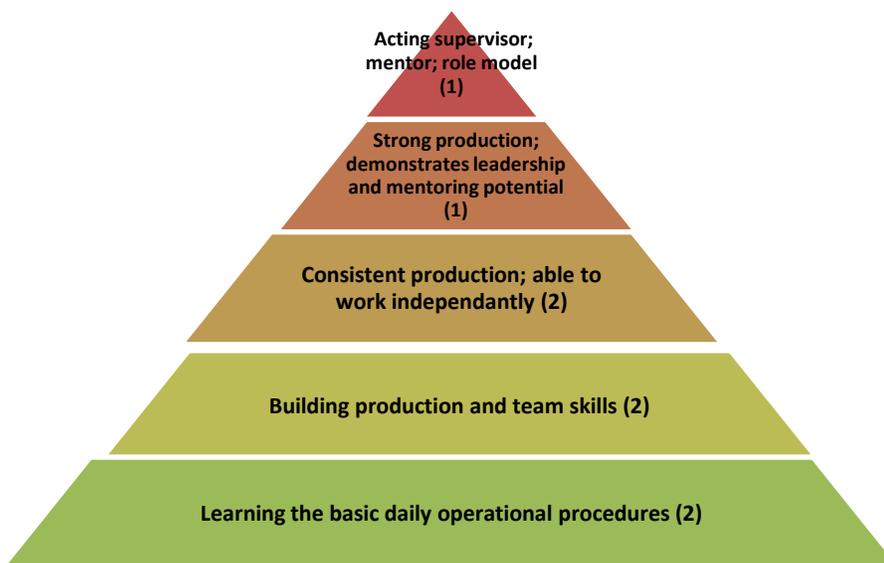
Winners of the Rivers Day Team Spirit Prize

Learning for Work and Life



Organizational Sustainability

Job Specific Skill Building



Average Collection Period

Accounts Receivable

Net Sales/365

$$\frac{9226}{242,668/365} = \frac{9226}{665} = 13.87 \text{ days}$$

The Greater Trail Community Skills Centre

The Right Stuff – *Annual* Snapshot

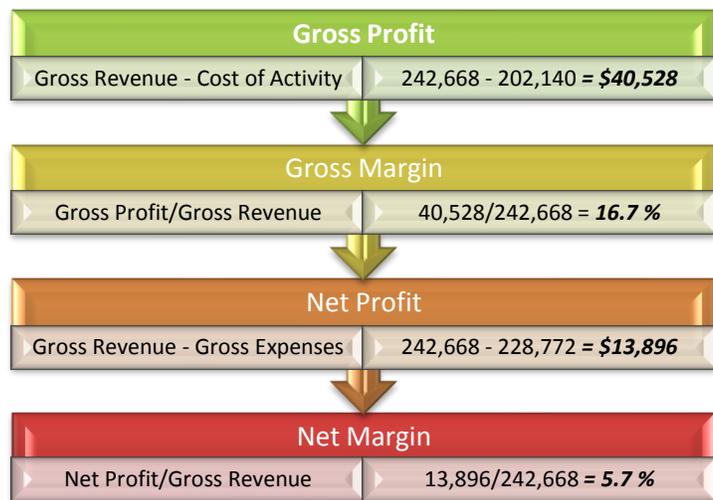
April 2009 – March 2010

Business Performance

	Total	Business Cost		Social Cost		In Kind	
	Actual \$	Actual (\$)	%	Actual (\$)	%	Actual (\$)	%
Rent	9,150	9,150	100 %	0	0	2,266	20 %
Collating Expense	96,769	93,531	97 %	3,238	3 %	0	
Site Administration	24,347	13,227	54 %	11,120	46 %	0	
Health and Wellness Benefit	2,250	0	0	2,250	100 %	0	
Staff Training and Development	698	0	0	698	100 %	0	
Total	124,064	106,758	86 %	17,306	14 %	2,266	



Revenue Analysis



Success Stories

Driver "1": worked with us for 2 years, was very reliable and conscientious, but his lack of education made it difficult for him to find meaningful employment. He was hired by a local retailer 6 years ago. He continues to work there in a supervisory capacity.

Driver "2" – is a new immigrant who speaks very little English. She needed a job to support her family. She has been an excellent driver for us and her schedule allows her the flexibility to attend English classes and look after her family.

Collator "1": was living independently while working on completing high school. He had some difficulty working in a team environment; his strengths were that he was quick to learn all aspects of the work and his production level was exceptional. He stayed with us for 3 years, finished Grade 12, took a number of courses and became the Assistant Supervisor. He was recruited last year to full time work for a local business, while maintaining a second job. He recently has moved on to full time position that requires extensive technical skills and innovation.

Collator "2": was working on his Grade 9 and was well known to law enforcement when he started working with us. He has been with us for 4 years, has completed Grade 12, earned his OFA Level 3 and is an avid volunteer in the community. He has just been hired by a local business into his 'dream' job.