The Greater Trail Community Skills Centre
The Right Stuff – Cumulative Snapshot
April 2002 – March 2010

**Social Mission**

2002 - 2010 Participant Outcomes for 55 participants

- 15% Further Education (6 people)
- 9% Unemployed (5 people)
- 16% Further Employment (23 people)
- 42% Currently in Program (12 people)
- 11% Unknown/Moved (9 people)

**Organizational Sustainability**

$96,265 Surplus has been used to Support:

- New Project Development $10,000
- Staff Development $54,265
- Directors Insurance & Board Development $32,000
- $14,682 Surplus has been used to Support:
  - Directors Insurance & Board Development $32,000
  - Staff Development $54,265

**Business Performance**

The Right Stuff Annual Surplus/Loss 2002 - 10
Yearly Average of $12,033 Total surplus over 8 years of $96,265

**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.

**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.

**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
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Social Mission
Health and Wellness Benefits - $3,600
- Utilized $2,250 (62%)
- Not utilized $1,350 (38%)

Community Engagement
<table>
<thead>
<tr>
<th>Category</th>
<th>Hours</th>
<th>Participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>Youth Initiatives</td>
<td>130</td>
<td>2</td>
</tr>
<tr>
<td>Community Groups</td>
<td>56</td>
<td>5</td>
</tr>
<tr>
<td>River Bank Clean-up</td>
<td>36</td>
<td>6</td>
</tr>
<tr>
<td>Total</td>
<td>222</td>
<td>13</td>
</tr>
</tbody>
</table>

Learning for Work and Life
- First Aid - Level 3: 1 person
- First Aid Level 1: 3 people
- Attending School part-time: 4 people
- Forklift Cert: 2 people
- WHMIS: 1 person
- Driver Training: 3 people
- Aspect on Line: 4 people
- Lifelong Learning:
  - Learning the basic daily operational procedures: 2
  - Building production and team skills: 2
  - Consistent production; able to work independently: 2
  - Strong production; demonstrates leadership and mentoring potential: 1
  - Acting supervisor; mentor; role model: 1

Organizational Sustainability

Average Collection Period
Accounts Receivable
Net Sales/365
\[
\frac{9226}{242,668/365} = 13.87 \text{ days}
\]

Winners of the Rivers Day Team Spirit Prize
The Greater Trail Community Skills Centre  
The Right Stuff – Annual Snapshot  
April 2009 – March 2010

Business Performance

<table>
<thead>
<tr>
<th></th>
<th>Total</th>
<th>Business</th>
<th>Cost</th>
<th>Social</th>
<th>Cost</th>
<th>In Kind</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Actual $</td>
<td>Actual ($)</td>
<td>%</td>
<td>Actual ($)</td>
<td>%</td>
<td>Actual ($)</td>
</tr>
<tr>
<td>Rent</td>
<td>9,150</td>
<td>9,150</td>
<td>100 %</td>
<td>0</td>
<td>0</td>
<td>2,266</td>
</tr>
<tr>
<td>Collating Expense</td>
<td>96,769</td>
<td>93,531</td>
<td>97 %</td>
<td>3,238</td>
<td>3 %</td>
<td>0</td>
</tr>
<tr>
<td>Site Administration</td>
<td>24,347</td>
<td>13,227</td>
<td>54 %</td>
<td>11,120</td>
<td>46 %</td>
<td>0</td>
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<tr>
<td>Health and Wellness</td>
<td>2,250</td>
<td>0</td>
<td>0</td>
<td>2,250</td>
<td>100 %</td>
<td>0</td>
</tr>
<tr>
<td>Benefit</td>
<td>698</td>
<td>0</td>
<td>0</td>
<td>698</td>
<td>100 %</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>124,064</td>
<td>106,758</td>
<td>86 %</td>
<td>17,306</td>
<td>14 %</td>
<td>2,266</td>
</tr>
</tbody>
</table>

Revenue Analysis

- **Gross Profit**
  \[ \text{Gross Revenue - Cost of Activity} = 242,668 - 202,140 = $40,528 \]

- **Gross Margin**
  \[ \text{Gross Profit/Gross Revenue} = \frac{40,528}{242,668} = 16.7 \% \]

- **Net Profit**
  \[ \text{Gross Revenue - Gross Expenses} = 242,668 - 228,772 = $13,896 \]

- **Net Margin**
  \[ \text{Net Profit/Gross Revenue} = \frac{13,896}{242,668} = 5.7 \% \]

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.