We are pleased to present our Annual Report for 2014. Over the past year our focus has been on the expansion of knowledge, partnerships and information dissemination, as well as fundraising initiatives. We have also implemented a formal governance framework, including the ratification of the board charter and standing committee charters, signifying our commitment to transparency, accountability and best practices. Additionally, a major milestone was the successful sale of the magnetoencephalography equipment (MEG) to our partner, Simon Fraser University. In order to have the MEG benefit a wider constituency, the equipment will move to a clinical setting within the next 12 months.

Working with our volunteer Board of Directors, new charters for Board Mandate and standing committees were ratified as part of the move towards implementing a Policy Governance Model. With the new model in place focus shifted to improving the success of our various fundraising initiatives, including the creation of our new monthly giving campaign, Triple-21.

Focusing on the expansion of knowledge and information dissemination, highlights of our activities included: a one-day medical symposium for families and professionals, with insights provided by expert Dr. George Capone from the Kennedy Krieger Institute in Baltimore, Maryland; a “Good Business” presentation for business owners and managers on the benefits of hiring individuals with intellectual disabilities, in partnership with Rotary At Work and posAbilities Employment Service; and the launch of our freshly revamped and mobile-friendly website. Additional information on all of the above and more are found within the various sections of this annual report.

We are very proud to have won two prestigious awards at the annual Burnaby Board of Trade Business Excellence Awards Gala – the Non-Profit Organization of the Year Award, and the Family-Friendly Workplace of the Year Award. To win both of these awards in one year was not only exciting, but provides recognition of the effectiveness of our programs and services, and highlights the importance of our efforts for the Down syndrome community.

2014 marked the end of our last three year Strategic Plan, which was aimed at improving financial stability, solidifying our abilities as a resource for families, increasing our focus on language, learning and memory interventions, advancing translational research, and building more collaborative relationships with other organizations. We have made great gains in all areas and are in the process of revising our strategies for the next three years in order to increase the scale and scope of our efforts for individuals with Down syndrome, their families and the professionals who work alongside them.

We are excited about the future for individuals with Down syndrome and our role in helping them reach their potential. On behalf of our Board, staff, volunteers and all those we support, thank you for your continued encouragement and patronage.
This year, we waved a fond farewell to a number of staff who left DSRF for educational and family reasons. At the same time, we were pleased to welcome several wonderful people to the DSRF team, including Registered Speech Language Pathologist Jillian Frick, Assistant Teacher Feducea del Ponso, Administrative Assistant Nimet Tejpar, and Office Assistants Chris Sayer and Lisa Stratton.

DSRF’s ability to serve the Down syndrome community continued to expand as we added occupational therapy to our menu of services.

More than 85 children, siblings and parents celebrated World Down Syndrome Day at DSRF’s free family skating party at Burnaby 8 Rinks.

DSRF, along with Rotary at Work and posAbilities Employment Service, invited local business leaders to our centre to discover why employing individuals with disabilities makes dollars and sense, and can actually improve the bottom line. The presenters shared how individuals with disabilities can provide a solution to common labour problems faced by every business, including productivity, motivation, safety, excessive turnover and more.

DSRF was proud to host Dr. George Capone for a one-day medical symposium on Down syndrome covering topics relating to overall health and development. The seminar was packed with information relevant to families and professionals alike, including the latest research into Down syndrome as a genetic and neurobiologic disorder, brain functioning, sleep disorders, medical risks and mental health.

Early in the fall, DSRF unveiled a brand new website. The redesigned DSRF.org is a go-to online destination for anyone connected to Down syndrome, whether families, caregivers, educators, professionals or researchers. DSRF.org makes the expertise of DSRF available to a global audience in an attractive, responsive, mobile-friendly format.

The importance and effectiveness of DSRF’s work on behalf of individuals with Down syndrome was recognized at the 2014 Burnaby Board of Trade Business Excellence Awards, where DSRF became just the second organization in 14 years to win two awards in the same year. DSRF was honoured as the Non-Profit Organization of the Year, as well as the Family-Friendly Organization of the Year, given for our supportive and progressive approach to work/family balance for our employees.

DSRF’s young adult students got into the giving spirit at Christmas time. Each student contributed some of their own money to put together a gift hamper for a family in need. The class went to Lougheed Mall and practiced their growing money math skills as they selected and purchased gifts for the children and parents.

2014 closed as every year does, with a holiday celebration at DSRF’s annual Christmas Breakfast. This year’s edition was attended by a record-setting 308 guests of all ages.
PROGRAMS & SERVICES

In June 2014, DSRF hosted a one-day medical symposium featuring Dr. George Capone, Director of the Down Syndrome Clinic and Research Center at Kennedy Krieger Institute. This informative day focused on new research into behaviour and the connection to mental health, as well as updates to the American Academy of Pediatrics health care guidelines, and implications for medical screening across the lifespan. In 2014, over 175 community requests for information revealed continued community interest on topics ranging from education and intervention strategies, supports for older adults experiencing cognitive decline, health care topics, behavioural support, and assistance in navigating provincial support systems. Our staff made presentations on best practice for teaching children with Down syndrome to read and communicate, and participated in several transition fairs. In addition, we hosted practicum students from Douglas College and Simon Fraser University, as well as summer school students entering the field of education.

SPEECH AND LANGUAGE THERAPY SERVICES

The demand for individual speech and language services continued to grow as we increased our services from 2052 sessions in 2013 to 2197 sessions in 2014. Our speech therapy department also worked within the group programs for young adults with a focus on increasing the social communication skills so important for the workplace. Riley Rosebush, SLP, presented two training days to the Vancouver Infant Development Program and this spring will be part of a new pilot program, working side by side with IDP consultants as they support families of young children with Down syndrome. Our lead speech therapist, Susan Fawcett is currently studying at UBC in a PhD program in positive behavioural support—expertise that will greatly benefit the Down syndrome community.

OCCUPATIONAL THERAPY SERVICES

In 2014 we launched our occupational therapy services, the demand for which continues to grow. Several workshops are planned for 2015 as we explore topics of interest from an OT perspective.

READING AND ADULT POST-SECONDARY PROGRAMMING

Close to 1000 hours of one to one reading sessions were offered to students from age three to young adult in the communities of Burnaby, South Surrey and Abbotsford. In addition, the group programs for young adults helped prepare 17 students as they made the transition from high school to adult life. The students in Budgeting and Money Math enjoyed a presentation by representatives from Vancity, learning the basics of personal banking that culminated in a much anticipated tour of the branch and the bank vault. Students also put their budgeting skills to the test when they planned expenditures from a family and staff donation budget and shopped for food and gifts for a Christmas hamper to support a local family. The Sign It, Say It, Read It reading program introduced a new group of 19 children to the DSRF reading program this spring, where we are testing the efficacy of sign language on reading development as well as a framework for collaboration with schools. The expertise of our staff continues to grow with three teachers currently completing their Master’s degrees for summer 2015 graduation.

SOCIAL DEVELOPMENT

Summer School was targeted at younger age group this year, offering children from age 12 to young adults an opportunity to improve their reading, communication and math skills while participating in fun and engaging themes that included art, Bollywood jazz dancing and yoga. Young adults enjoyed the benefits of the Social Communication and Navigation course, which helped them learn to navigate the complexities of the transit system and hone their workplace social and communication skills.

THE DNA OF A STUDENT

[Jonathan - by mom, Darlene]

The one to one reading program at the Down Syndrome Foundation has made an incredible impact on our son, Jonathan is four years old and was doing well with his speech therapy program, but we wanted to find a way to challenge him to improve his speech further with the reading program at the DSRF.

Since starting the program this year, Jonathan has come a long way, with the ability to now read over 80 sight words that he can say at the drop of a hat, reading sentences with over 5 words together, learning numbers and now starting on phonetics, learning the sounds of the alphabet.

Danielle has been an amazing teacher, finding just the right ways to motivate him with games and play, making reading fun. He looks forward to the classes each week and is always asking to do his “matching” at home, which refers to his homework book from class.

It is amazing to see that with the proper coaching a child with a developmental disability can learn so much. Not many children at four years old can say that they can read as much as our little boy, but with hard work and determination and a program that suits his learning style, the possibilities for the future are endless.

[Isabela - by mom, Antonela]

Isabela (Bela) has been seeing Danielle at the Down Syndrome Research Foundation for the past two years. Danielle and the one to one reading program have made a huge impact on our daughter. Danielle’s calm and gentle manner makes Bela really look forward to being there and learning a skill that she will forever need.

Bela has become more engaged while reading books; she points at her words while reading and is sincerely delighted to open a book and look through it. It has become one of her favorite activities at home. Before the one to one reading sessions, Isabela would only sit for only a few minutes and not be interested or engaged, but now she sits for longer periods (up to 40 minutes), focused and really enjoying herself. She now repeats words that we point to in books and tries hard to say the words properly and clearly.

Attending the reading program at DSRF has helped my daughter engage in reading and has built up a tremendous amount of confidence in her. We look forward to taking her to DSRF every week.

[Andrew - by mom, Gwen]

When Andrew graduated from high school, he was not able to read, and struggled to print his name. He had no interest in reading at home with a sibling or parent.

At the age of 20, Andrew entered DSRF’s RAC program. Through his time at DSRF, he has made many new friends; his social skills have improved greatly and he is now capable of reading, writing and doing simple math. He can also now carry on a conversation with his family using full sentences, and send text messages on his cell phone.

The RAC Program has opened up Andrew’s world by giving him confidence knowing he is gaining the skills he requires to obtain employment.

Andrew looks forward to every day at DSRF. He feels safe and knows his teachers truly care about him and his success. He will have a bright future because of the work being done at DSRF.
“It takes a special person to have faith,” says David Gazzola. And he would know.

14 years ago, his wife Dorothy suffered a miscarriage at the 3-month mark. Three years later, with another baby on the way, Dorothy told David, “I really feel that Faith would be a very significant name for our child.” At the time, she had no idea who this child would be. But when she was born, and the doctor told them their daughter might have Down syndrome, it immediately became clear: “That’s why we have a daughter named Faith,” says Dorothy.

Dorothy’s eyes light up as she describes her now 11-year-old daughter. “She just puts a smile on our face. She is exuberant, charismatic, full of so much humour in that head of hers; her mind seems to always be moving.”
All of our staff are deeply committed to ensuring the best educational opportunities for the students we have in our programs, and to the dissemination of expertise to the wider community. To this end we seek to gather and understand the latest research findings and best practice so that we can incorporate these into our interactions with our students, while also conducting our own intervention research.

We have had great success in our one-to-one reading programs, which incorporate best practice along with specific methodology and an individualized approach. In order to assess the effectiveness of the program, with the support of researchers from UBC, we initiated a one year Early Foundations Reading Program research study. With funding from Variety the Children’s Charity, we were able to provide individualized reading intervention to fifteen children with Down syndrome between the ages of 3 and 7 years from June 2012 to May 2013. The children received 45 weeks of reading intervention as well as three assessments: the first before the program began, the second at the 6-month midpoint, and the last at the end of the program. The findings from the study are now complete and awaiting publication. We were pleased to see that the study demonstrated the success of our hybrid approach using individualized high meaning sight words combined with a phonological-based approach. All children had improved early reading skills, including improvements in letter identification, letter sound naming, print concepts and sight word reading. The children’s language abilities were also improved. The study also provided valuable information about the importance of an early focus on reading skills, which has the potential to positively affect perceptions of the reading and learning potential of these students once they enter school. In addition it also underscores the importance of direct explicit instruction rather than exposure to print materials alone.

During the Early Foundations study we noticed that the incidental use of sign appeared to be helpful for recall, comprehension and expressive language development. We are now in the midst of a second research study to test the efficacy of sign language on reading development. Currently 19 children who have not previously received reading intervention in our programs are involved in the Sign It, Say It, Read It! reading program. We are also using this 12 week intervention study to test a framework for collaboration with schools. Results will be shared with families and our network once the study is complete.

In 2007, the National Institutes of Health released the first Down Syndrome Research Plan aimed at advancing research related to Down syndrome. Much has been accomplished since then and a revised plan was released in 2014. Highlights of the revised plan include: a focus on Down syndrome and aging, a call for more research on other health conditions associated with Down syndrome, and a detailed listing of recent research accomplishments. The plan can be found at: https://www.nichd.nih.gov/publications/pubs/Documents/DSResearchPlan_2014.pdf. Noted in the plan were short term objectives on treatment and management, accomplishments. The study also provided valuable information about the importance of an early focus on reading skills, which has the potential to positively affect perceptions of the reading and learning potential of these students once they enter school. In addition it also underscores the importance of direct explicit instruction rather than exposure to print materials alone.

In 2014, 26% of total net revenues were derived from program fees, 14% from total grants and subsidies (a portion of these two include government funding as noted above), 3% from miscellaneous sources and 11% from the anomalous gain on the sale of the MEG, meaning the balance of 46%, almost half, had to come from fundraising initiatives. Without the support from the community through various fundraising events and direct appeals, we would not be able to continue to provide the high quality educational programs and services our families have come to depend on.

Another challenge for charities is ensuring adequate volunteer support. At DSRF, our dedicated volunteers provide support through our Board of Directors, in our educational programs, at our various fundraising and other events, and in our Centre with various administrative duties. We are continually grateful for the energy and dedication our volunteers give us each year.

Risk management is one area that we have prioritized over the last year, conducting a full risk assessment and implementing annual reviews to ensure any potential issues are addressed and monitored. We are happy to report that our risk threshold is low to moderate, with our highest risks identified as: ensuring adequate finances, providing dependable service, and recovering from a major event such as major recession, earthquake, fire or flood. Actions have been implemented to mitigate these risks.

As part of DSRF’s continual evolution, we implemented a new governance structure in 2014. Under the new Policy Board Model, the Board is responsible for establishing guiding principles, monitoring compliance and ensuring Board and staff are held accountable.

With fundraising success remaining our chief obstacle, we wanted to provide an easy way for our donors and supporters to contribute to our success, while helping to ensure ongoing financial support for our operations. To this end, the Triple–21 monthly giving campaign was launched on World Down Syndrome Day (March 21st). We are aiming for 21 donors at $210/month, and 210 donors at $21/month, which would raise over $105,000 annually, providing a consistent source of funding for our efforts.
As in previous years, the Down Syndrome Research Foundation’s 2014 financial statements are audited by the independent chartered accounting firm of Tompkins, Wozny, Miller & Co. This is done to ensure the accuracy and transparency of our financial records.

The 2014 sale of the magnetoencephalography (MEG) equipment and shielded room to our partners, Simon Fraser University, caused an anomalous “bump” to the bottom line in the form of a $156,889 gain on sale of equipment. The operating fund has a surplus of over $93,000, down slightly from 2013 but still greater than budget.

Taken in aggregate, 2014 operating revenue is less than that of 2013. While the Up the Down Market Dinners were as successful as last year, our largest gain was in donations, which saw a $36,345 increase. Unfortunately, general grants continue to be a challenge and were down almost 22% year over year. However, this decrease was somewhat offset by the larger BC gaming grant in 2014.

As we strive to provide services to more people with Down syndrome, the Foundation added an occupational therapist to our staff during the year. Salaries and benefits continue to be our largest expense, representing 71% of our total operating expenditure budget, and grew at a modest 2.3%. The service charges for credit card payments remain high but interest expense was reduced as we did not access the line of credit during the year. While utilities and occupancy increased, office administration decreased, balancing out our operating expenses which, overall, saw a 2% decrease in 2014.

DSRF continues to reduce debt. Since 2009, total payables, lines of credit and loans have decreased by over $435,000 or 67%. The aforementioned sale of the MEG eliminated a $150,000 loan, and the mortgage decreased by almost $35,000 in 2014. At our current repayment rate the mortgage will be paid off in four years. That will be cause for a big celebration indeed!

To view DSRF’s audited financial statements, visit DSRF.org/financials2014.
2014 marked the beginning of a significant shift in the Down Syndrome Research Foundation’s fundraising approach. In an attempt to generate a steadier, more consistent revenue base throughout the year, DSRF placed a major emphasis on identifying partners – both individual and corporate – who are prepared to make an ongoing investment in the future of individuals with Down syndrome.

To that end, we launched the Triple-21 Campaign: a new monthly partnership program aimed at building a firm and sustainable financial foundation for the organization. The goals of Triple-21 are simple: we are seeking 210 donors who will give $21 per month, and 21 donors at $210 per month.

Less than a year in, we have made significant progress towards these goals, with 66 partners collectively pledging over $27,000 per year through monthly donations. Triple-21 will continue to be our primary fundraising focus in the coming year, while continuing to strive for excellence (and excellent returns) in our signature fundraising events.

It was also a banner year for the DownSide Up campaign, which topped $40,000 in year-end donations for the first time. However you have supported DSRF, whether as a monthly partner, a one-time giver or as a participant or volunteer at one of our events, thank you for your investment in individuals with Down syndrome. You are changing lives, giving children and young adults the skills and confidence they need to thrive as contributing members of the community. It is truly a priceless gift.

To learn how you can empower individuals with Down syndrome as a Triple-21 partner, visit http://DSRF.org/Triple21.

**THE DNA OF A PARTNER [MADELAINE HATCH]**

I am proud to help empower individuals with Down syndrome. Empowerment leads to confidence, and an empowered person with Down syndrome is confident, positive, and determined to contribute to society and lead a meaningful life – and that’s good for everybody.

I choose to give monthly as a Triple-21 partner because I want to help ensure the long-term effectiveness of the amazing educational programs at the Down Syndrome Research Foundation. Our educational system doesn’t have the capacity to fully meet the needs of young people with Down syndrome. DSRF fills these gaps. Consider becoming a Triple-21 partner like me and empower individuals with Down syndrome to reach their full potential.

**THE DNA OF A VOLUNTEER [MARIAN VERNODY]**

DSRF is my favorite place to be on a Monday morning – great people, great atmosphere! I don’t mind getting up early; I just love being there. We’re sharing, we’re learning, we’re laughing, sometimes dancing too... it’s FUN! It’s my second year as volunteer with the RAC program and I enjoy every moment of it. I count myself privileged to be part of this special group of students. Working alongside them gives me great joy, knowing that my bit can make even a slight difference in their lives leaves me with an overwhelming feeling of gratitude and purpose. Fundraising events are also a highlight of my year, especially when my two sons, Dean and Ross, join and share in the responsibility. I love this feeling of a family effort, giving something back to our community. Being part of DSRF is like coming home to a happy, loving and appreciative family. I thank you all: every student, every staff member and all the other wonderful volunteers!
FRIEND RAISING

Borden Ladner Gervais took to the ice against Phillips, Hager and North in February’s Mercy Cup, with the hopes of DSRF riding on their shoulders. Unfortunately, Team BLG lost the big game, but individuals with Down syndrome won big thanks to the $8,000 raised by BLG.

On World Down Syndrome Day, over 40 supporters of DSRF gathered under the watchful eyes of the Vancouver Aquarium’s Aurora and Qila for Breakfast with Belugas, and the launch of DSRF’s new Triple-21 monthly partnership program. Over 20 commitments of monthly support were made, getting the campaign off to a swimming start.

The financial communities of Toronto, Vancouver, Calgary and Montreal once again made a significant and lasting investment in individuals with Down syndrome, netting a combined $240,000 through four Up the Down Market Dinners.

Over 800 walkers, runners and dogs took to the hill at Simon Fraser University for the 18th Annual Run Up for Down Syndrome. The giant team effort resulted in $65,000 for individuals with Down syndrome, and happy miles on hundreds of faces.

DSRF’s team of 29 runners showed inspiring spirit as they competed in the 2014 BMO Vancouver Marathon on behalf of individuals with Down syndrome, on a chilly day in May. All told, the team raised over $12,000, with DSRF’s enthusiastic volunteer team taking home an additional award as one of the Top 5 water stations on the race course.

21 teams hit the pits for DSRF’s annual Benefits of Bocce tournament in August, but at the end of the day, only one was left standing. Team Chewbocca, led by DSRF student Daniel Gawenda, raised the BoB trophy, while $12,000 was raised for individuals with Down syndrome.
DONOR LISTING

CORPORATE DONORS

B.C. Fuchsia and Begonia Society
BC Turf Foundation
Blazin Soccer Dogs
Borden Ladner Gervais LLP
Boston Pizza Foundation
Brown Bros. Motor Lease
Burnaby North Constituency Office
Buur Fashion Canada Ltd.
C P I G
Café Fresh Franchising Corp
CL Tompkins Inc.
Drug & Alcohol Council for Safe Alberta Workplaces
Earth Enterprises
Fashion West Apparel Inc.
FS Financial Strategies Inc.
G & G Sales Ltd.
John M. Bingham Architect Inc.
KCG, Inc.
Lanitc Inc.
Lazzari Equities Inc.
Matec Consultants Limited
M. Mustata Private Wealth Services
N. Woodhouse & Associates Ltd.
North Delta Seafoods
Onni Property Mgmt Services Ltd.
Orion Financial Group Ltd.
Patson Countertops Ltd.
Pavilion Venture Inc.
PD5 Parties Party Planning Inc.
Pioneer Distributors Ltd.
Rotary Club of Burnaby Metrotown
Royal Bank of Canada
Snowflake Trading Corp. Ltd.
South Wind Realty Advisers
Texus
The Mutual Fire Insurance Company of BC
Trinity Lodge No. 98
Urban Impact Recycling Ltd.
Visionary 21 Foundation of Canada

PERSONAL DONORS

Adrienne & Roger Dall’Antonia
Rachna de Koning
Anthony Ditz
Rex D’Souza
Sheri Ekholm
Jill Fairough
Mark Fatedad
Ben Fit
Chris Forman
Vic Giocomo
Dorothy & David Gazzola
Geoff Griffiths
Pat Hanbury
Brian Hansen
Troy Hansen & Sally Felkai
Madeleine Hatch
Kim-Jana Henze
Joanne Hodgson
Cindy Holmes
Glen & Christie Hoos
Bonita Hunter
Sheila Hunter
Jordie Hutchinson
Tim & Heather Jansen
Paul Kennard
Paul Kevener
George Klukas
Louise Larochelle
Esme MacKenzie
Dawn McKenna
Tony Molyneux
Jason Nicola
Trudene Norman
Donna O’Neill & Peter Rubben
John Pearson
Sheldon Piercy
Sue Porco
Riley Rosebush
Glen Sayer
Cathy Serraglio
Cathy Seto
Mandep Sharma
Wade Simmons
Bruce Allen
Richard Baerg
Laurie and Barry Cavanaugh
Victor Coleman
Bonnie Cyre
Rex D’Souza
Christopher Forman
Robert Genn
Maureen Illch
Takeshiro Kawana
George Klukas
Larry Lazzari
Bill Longman
Bruce Major
Bob Murray
Laura Peter
Steve Simpson
Ian Thomas
Calvin Tompkins
John Watson
Joel Whittmore

TRIPLE-21 PARTNERS

Larry Antonation
Tom Baldigara
Mark Bandola
Richard Bell
John & Pauline Bingham
Andrew & Kerry Block
Valerie Bonnyman
Jason & Kelly Brooks
Erinn Broshko
Dennis & Susan Bruchet
Mary Lynn Cassels
Daniel Cheng
Lisa Cogan
Maria Cugno
Bonnie Cyre

UP THE DOWN MARKET EVENT SPONSORS

National Sponsor - Diamond
Air Canada Foundation
National Sponsor - Emerald
CIBC Asset Management
National Sponsor - Emerald
Desjardins
National Sponsor - Emerald
Jariolwsky Fraser Limited
National Sponsor - Emerald
Phillips, Hager & North Investment Management Ltd.
Calgary Sponsor - Gold
BNY Mellon
Montreal Sponsor - Gold
Sun Life Placements Mondiaux
Toronto Sponsor - Gold
CI Institutional Management
Toronto Sponsor - Silver
MacKay Shields
Vancouver Sponsor - Gold
Golf for Good
Vancouver Sponsor - Gold
Sun Life Global Investments

Evelyn Sloboda
Patti Stander
Calvin Tompkins
Charissa Wangswidjaya
Doug Webb
Kay Wheeler & Scott Low
Chris Wilksy

Bentall Kennedy (Canada) LP
BlackRock Asset Management Ltd.
BMO Capital Markets
BNY Mellon
BNY Mellon
Borden Ladner Gervais
Brookfield
Buck Consultants
Burgundy Asset Management
Burnet, Duckworth & Palmer LLP
Canaccord Genuity
Cl Institutional Asset Management
CIBC Asset Management
CIBC Mellon
CIBC World Markets
Clarus Securities Inc.
Connor, Clark & Lunn Financial Group
CTV
Desjardins
Dimensional Fund Advisors
Dundee Capital Markets
Fasken Martineau DuMoulin LLP
Fidelity Investments Canada
Fiducie Desjardins
Fiera Capital
FirstEnergy Capital Corp.
Fort Capital - share with CAI
George & Bell Consulting Inc.
Gestion de Placements TD Inc.
Globe and Mail
CAI Capital Management Co.
Golfing Fanatics
Greystone Managed Investments Inc.
GSM Professional Corporation
Hexavest Inc.
Hillsdale Investment Mgmt.
HR Strategies
ITG Investment Research
Jaridiolwsky Fraser Limited
KERN Partners Ltd.
KPMG
Kyklopes Capital Management
Lawson Lundell
Leith Wheeler
Manning and Napier
Manulife Asset Management
McCarthy Tetrault
Mercer
MFS Investment Management Canada Limited
MoreneuSherell
Nicola Wealth Management
Northern Trust
Odlin Brown
Optimum Gestion de Placements
Pacific Blue Cross
Paradigm
PBI Actuarial
PBI Actuarial (C Morgan Consulting)
Penderfund Capital Management
Peters & Co.
Phillips, Hager & North Investment Management Ltd.
Pisco Canada
Pioneer Distributors
Porchlight Financial
Presima
PW1 Capital Inc.
Pyramids Global Advisors
QV Investors Inc.
RBC Capital Markets
RBC Capital Markets
RBC Dominion Securities

UP THE DOWN MARKET TABLE SPONSORS

5 Quarters Investor Relations
ABC Recycling
Aberdeen Asset Management
Air Canada Foundation
AllianceBernstein
AlphaFin Capital
Amundi Canada Inc.
Annapolis Capital
Aon Hewitt
ARC Financial Corp.
Aurion Capital
Avalon Willis Canada Inc.
Baillie Gifford & Co
Bättrente
BC Investment Mgmt
Benefits Canada (Rogers Publishing)

720x1152.0
[18x18]18 19
[36x75]Visionary 21 Foundation of Canada
[36x88]Urban Impact Recycling Ltd.
[36x101]Trinity Lodge No. 98
[36x141]Telus
[36x154]South Wind Realty Advisers
[36x180]Royal Bank of Canada
[36x207]Pioneer Distributors Ltd.
PDL Parties Party Planning Inc.
Pavilion Venture Inc.
Pioneer Distributors Ltd.
Rotary Club of Burnaby Metrotown
Royal Bank of Canada
Sunflower Trading Corp. Ltd.
South Wind Realty Advisers
Texus
The Mutual Fire Insurance Company of BC
Trinity Lodge No. 98
Urban Impact Recycling Ltd.
Visionary 21 Foundation of Canada

DONOR LISTING

CORPORATE DONORS

B.C. Fuchsia and Begonia Society
BC Turf Foundation
Blazin Soccer Dogs
Borden Ladner Gervais LLP
Boston Pizza Foundation
Brown Bros. Motor Lease
Burnaby North Constituency Office
Buur Fashion Canada Ltd.
C P I G
Café Fresh Franchising Corp
CL Tompkins Inc.
Drug & Alcohol Council for Safe Alberta Workplaces
Earth Enterprises
Fashion West Apparel Inc.
FS Financial Strategies Inc.
G & G Sales Ltd.
John M. Bingham Architect Inc.
KCG, Inc.
Lantic Inc.
Lazzari Equities Inc.
Matec Consultants Limited
M. Mustata Private Wealth Services
N. Woodhouse & Associates Ltd.
North Delta Seafoods
Onni Property Mgmt Services Ltd.
Orion Financial Group Ltd.
Patson Countertops Ltd.
Pavilion Venture Inc.
PD5 Parties Party Planning Inc.
Pioneer Distributors Ltd.
Rotary Club of Burnaby Metrotown
Royal Bank of Canada
Snowflake Trading Corp. Ltd.
South Wind Realty Advisers
Texus
The Mutual Fire Insurance Company of BC
Trinity Lodge No. 98
Urban Impact Recycling Ltd.
Visionary 21 Foundation of Canada

PERSONAL DONORS

Adrienne & Roger Dall’Antonia
Rachna de Koning
Anthony Ditz
Rex D’Souza
Sheri Ekholm
Jill Fairough
Mark Fatedad
Ben Fit
Chris Forman
Vic Giocomo
Dorothy & David Gazzola
Geoff Griffiths
Pat Hanbury
Brian Hansen
Troy Hansen & Sally Felkai
Madeleine Hatch
Kim-Jana Henze
Joanne Hodgson
Cindy Holmes
Glen & Christie Hoos
Bonita Hunter
Sheila Hunter
Jordie Hutchinson
Tim & Heather Jansen
Paul Kennard
Paul Kevener
George Klukas
Louise Larochelle
Esme MacKenzie
Dawn McKenna
Tony Molyneux
Jason Nicola
Trudene Norman
Donna O’Neill & Peter Rubben
John Pearson
Sheldon Piercy
Sue Porco
Riley Rosebush
Glen Sayer
Cathy Serraglio
Cathy Seto
Mandep Sharma
Wade Simmons
Bruce Allen
Richard Baerg
Laurie and Barry Cavanaugh
Victor Coleman
Bonnie Cyre
Rex D’Souza
Christopher Forman
Robert Genn
Maureen Illch
Takeshiro Kawana
George Klukas
Larry Lazzari
Bill Longman
Bruce Major
Bob Murray
Laura Peter
Steve Simpson
Ian Thomas
Calvin Tompkins
John Watson
Joel Whittmore

UP THE DOWN MARKET EVENT SPONSORS

National Sponsor - Diamond
Air Canada Foundation
National Sponsor - Emerald
CIBC Asset Management
National Sponsor - Emerald
Desjardins
National Sponsor - Emerald
Jariolwsky Fraser Limited
National Sponsor - Emerald
Phillips, Hager & North Investment Management Ltd.
Calgary Sponsor - Gold
BNY Mellon
Montreal Sponsor - Gold
Sun Life Placements Mondiaux
Toronto Sponsor - Gold
CI Institutional Management
Toronto Sponsor - Silver
MacKay Shields
Vancouver Sponsor - Gold
Vancouver Sponsor - Gold
Golf for Good
Sun Life Global Investments

Evelyn Sloboda
Patti Stander
Calvin Tompkins
Charissa Wangswidjaya
Doug Webb
Kay Wheeler & Scott Low
Chris Wilksy

Bentall Kennedy (Canada) LP
BlackRock Asset Management Ltd.
BMO Capital Markets
BNY Mellon
BNY Mellon
Borden Ladner Gervais
Brookfield
Buck Consultants
Burgundy Asset Management
Burnet, Duckworth & Palmer LLP
Canaccord Genuity
Cl Institutional Asset Management
CIBC Asset Management
CIBC Mellon
CIBC World Markets
Clarus Securities Inc.
Connor, Clark & Lunn Financial Group
CTV
Desjardins
Dimensional Fund Advisors
Dundee Capital Markets
Fasken Martineau DuMoulin LLP
Fidelity Investments Canada
Fiducie Desjardins
Fiera Capital
FirstEnergy Capital Corp.
Fort Capital - share with CAI
George & Bell Consulting Inc.
Gestion de Placements TD Inc.
Globe and Mail
CAI Capital Management Co.
Golfing Fanatics
Greystone Managed Investments Inc.
GSM Professional Corporation
Hexavest Inc.
Hillsdale Investment Mgmt.
HR Strategies
ITG Investment Research
Jaridiolwsky Fraser Limited
KERN Partners Ltd.
KPMG
Kyklopes Capital Management
Lawson Lundell
Leith Wheeler
Manning and Napier
Manulife Asset Management
McCarthy Tetrault
Mercer
MFS Investment Management Canada Limited
MoreneuSherell
Nicola Wealth Management
Northern Trust
Odlin Brown
Optimum Gestion de Placements
Pacific Blue Cross
Paradigm
PBI Actuarial
PBI Actuarial (C Morgan Consulting)
Penderfund Capital Management
Peters & Co.
Phillips, Hager & North Investment Management Ltd.
Pisco Canada
Pioneer Distributors
Porchlight Financial
Presima
PW1 Capital Inc.
Pyramids Global Advisors
QB Investors Inc.
RBC Capital Markets
RBC Capital Markets
RBC Dominion Securities

UP THE DOWN MARKET TABLE SPONSORS

5 Quarters Investor Relations
ABC Recycling
Aberdeen Asset Management
Air Canada Foundation
AllianceBernstein
AlphaFin Capital
Amundi Canada Inc.
Annapolis Capital
Aon Hewitt
ARC Financial Corp.
Aurion Capital
Avalon Willis Canada Inc.
Baillie Gifford & Co
Bättrente
BC Investment Mgmt
Benefits Canada (Rogers Publishing)
BMO VANCOURVER MARATHON RUNNERS

Rich Baerg  
Gregory Bender  
Clifford John Cabiltes  
MacKenzie Campbell  
Rod Campbell  
Brittany Chalmers  
Meaghan Delaney  
Wendy Draper  
Rachel Dunne  
Mehran Ehsan  
Anna Findlay  
Sahrina Furtado  
Pat Hanbury  
Megan Hatch  
Diane Hutton  
Suhail Khalid  
Annmarie Kidd  
Chris Lightfoot  
Sandra Louie  
Carla Monteleone  
Jenn Moore  
Jill Petersen  
Mary Petersen  
Colleen Reed  
Holly Rutherdor  
Edward Stuchberry  
Claire Suchy  
Brenna Thiessen  
Chrissy Wong

DONOR LISTING, CONT.

Rogue Traders  
Schroders Investment Management  
Scotiabank  
SSQ, Société d’assurance vie inc.  
Standard Life Canada  
Standard Life Investments  
Stanton Asset Management  
State Street Global Advisors  
Steadyhand Investment Mgt. Inc  
Stikeman Elliott LLP  
Sun Life Financial  
Sun Life Global Investments  
TD Asset Management  
TD Securities  
The Answer Company  
Towers Watson  
Towers Watson Investments  
Trisima Portfolio Management Inc.  
UBC Sauder Finance  
University of Lethbridge  
University of Northern BC  
Wellington Management  
Westcoast Actuaries Inc.

RUN UP FOR DOWN SYNDROME SPONSORS

Euro-Rite Cabinets  
93.7 JRFM  
Bellstar Hotels & Resorts  
Boston Pizza Brentwood  
Burnaby NewsLeader  
Callaghan Photography  
Complete Print Service  
Destination Toyota Burnaby  
Encorp Return-It  
Global BC  
Impact Magazine  
Kitchen Riddles  
Lago Apparel  
Metro Printers  
Par-T-Perfect  
Penske  
Pioneer Distributors  
Safeway (Kensington)  
Simon Fraser University  
Skechers  
Starbucks  
Vancouver Canadians  
WestJet  
Woodhouse & Associates Inc.

CHRISTMAS BREAKFAST SPONSORS

ABC Recycling  
Borden Ladner Gervais  
Callaghan Photography  
Dreidger Family  
Earth Enterprises  
Fasken Martineau  
Garden Works  
Global BC  
Hyatt Regency Vancouver  
Jessa Leavitt  
Meraloma’s United  
Mercer  
posAbilities Employment Service  
R.E. Mountain Secondary Eagles  
Starbucks  
Susan Juiifls, Janice Pearson & Nancy Stevens  
Templeton Secondary Girls Club  
Woodhouse & Associates Inc.

BENEFITS OF BOCCE SPONSORS

Manulife Financial  
Neil Squire Society  
Pacific Blue Cross  
Palm Bay  
Parallel 49  
Presto Catering  
Tim Hortons  
Vancity

PROGRAM GRANTS

CKNW Orphans’ Fund  
Government of British Columbia (Gaming)  
Government of Canada (HRSDC)  
Kiwanis Club of Vancouver, BC  
Lohn Foundation  
Pacific Blue Cross  
RBC Foundation  
Sook Ching Foundation  
Telus  
Vancity Community Foundation
EMPOWERING INDIVIDUALS WITH DOWN SYNDROME TO REACH THEIR FULL POTENTIAL