

EXECUTIVE ANNUAL REPORT

2017/2018

Compiled June 29, 2018

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Introduction

BC Technology for Learning Society is a registered charity, non-profit organization operating in the Province of British Columbia. Our mission is to *provide job training for youth and access to refurbished technology for British Columbians*. We are working towards a goal where everyone in BC has equal access to technology and to tools to facilitate learning.

BC Tech accomplishes this mission and vision by delivering three programs

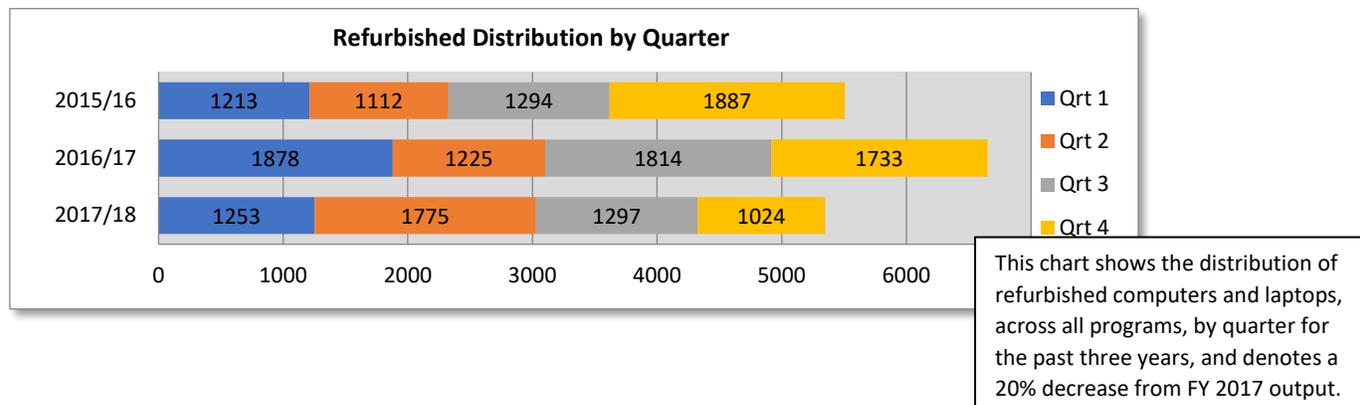
- Innovation, Science & Economic Development Canada's **Computers for Schools Program**
- Government of Canada's **Technical Work Experience Program**, and
- Computers for Students

We accept donations of used computers from a variety of government, corporate and individual donors; youth refurbish them as part of their work experience training, before they are distributed to schools, non profit organizations, First Nations communities, public libraries, or to a low income family home.

Since our inception in 1995 we have delivered over **165,000** computers.

Computer Distribution

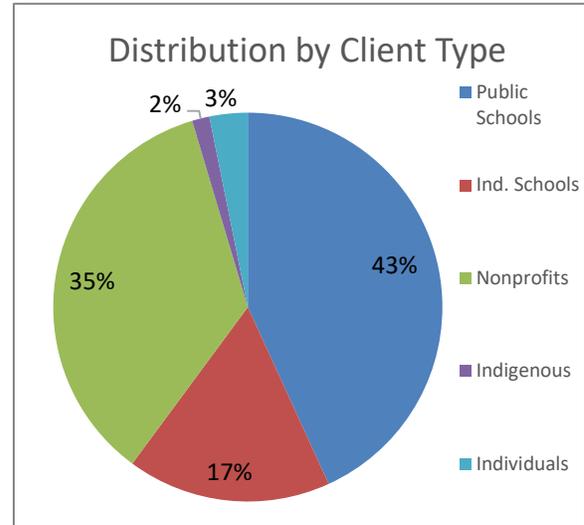
The *Computers for Schools* program is the flagship program we deliver on behalf of ISED. A total of 5349 computer and laptops were refurbished at our Burnaby warehouse during the fiscal year.



Of the total 5349 computers distributed, 2823 or 52%, were distributed for free. Included in these free computers are 736 “as-is” computers, which are usually community transfers in areas outside the Lower Mainland. These “as-is” computers support reuse across BC and are a value-added service to rural based federal departments.

Client Groups

We provide refurbished computer equipment to 5 broad recipient groups; **public and independent schools, non-profit organizations, indigenous communities, and low income family homes.** This chart depicts how equipment was distributed to those recipients in FY18.



Schools

Schools remain the priority of our outreach. We sent 2105 computers into 26 out of 60 public school districts across the province.

The Langley, Vancouver, Bulkley Valley, Surrey, and the Gulf Islands were the top 5 using districts for the second year in a row. Collectively they took 33% of our total distribution.

We also support a variety of Independent schools access a 913 computers. This is an 8% increase over last year's distribution to independent schools. We will continue outreach to the Federation of Independent Schools Association (FISA) and other school support groups in FY19 to ensure broad distribution.

Top 5 School Districts	Computers Shipped
Langley	576
Vancouver	561
Surrey	350
Bulkley Valley	301
Gulf Islands	210

As this year had lower distribution overall from last, it is no surprise that fewer applications were received. We also noted the quantity per order was lower than past years. Our lack of a robust laptop inventory is the key contributor to the reduced output. Schools are requesting laptops at a higher frequency as computer labs are converted to classroom space and mobile carts for laptops are becoming more common. We are now restricting applications to 15 laptops per order complete more orders, and have added a section to the database which reports past distribution per school to ensure multiple orders are not requested.

Schools placed a total of 322 orders, requesting an average of 9 computers for a total distribution of 2928 computers.

Non-profit Organizations

We supported 113 non profit organizations across the province. In our reporting to ISED, we differentiate non-profits by community service, culture, education, health, social services, and technology focussed organizations. Last year we saw computers destined for new Canadian family homes due to partnerships with MOSAIC, ISS of BC and Intercultural Society of Victoria, a spin off from the Welcome Refugees project. This year most computers went to Community Service organizations which continue to support immigrant settlement organizations, and neighbourhood houses, in addition to technology based organizations (Skills Canada BC competition and Free Geek).

Non-profits placed 234 orders of 1 –40 computers each for a total of 1924 computers.

First Nations

First Nations distribution either occurs through computer delivery to a band office, or to a non profit organization focussing on indigenous persons. Database design only captures delivery to the band office, which shows 88 computers, however when including distribution through non profit organizations, such as Aboriginal Mother Centre Society, Victoria Native Friendship Centre and Akisqnuq Community Learning Centre, another 172 computers were shipped.

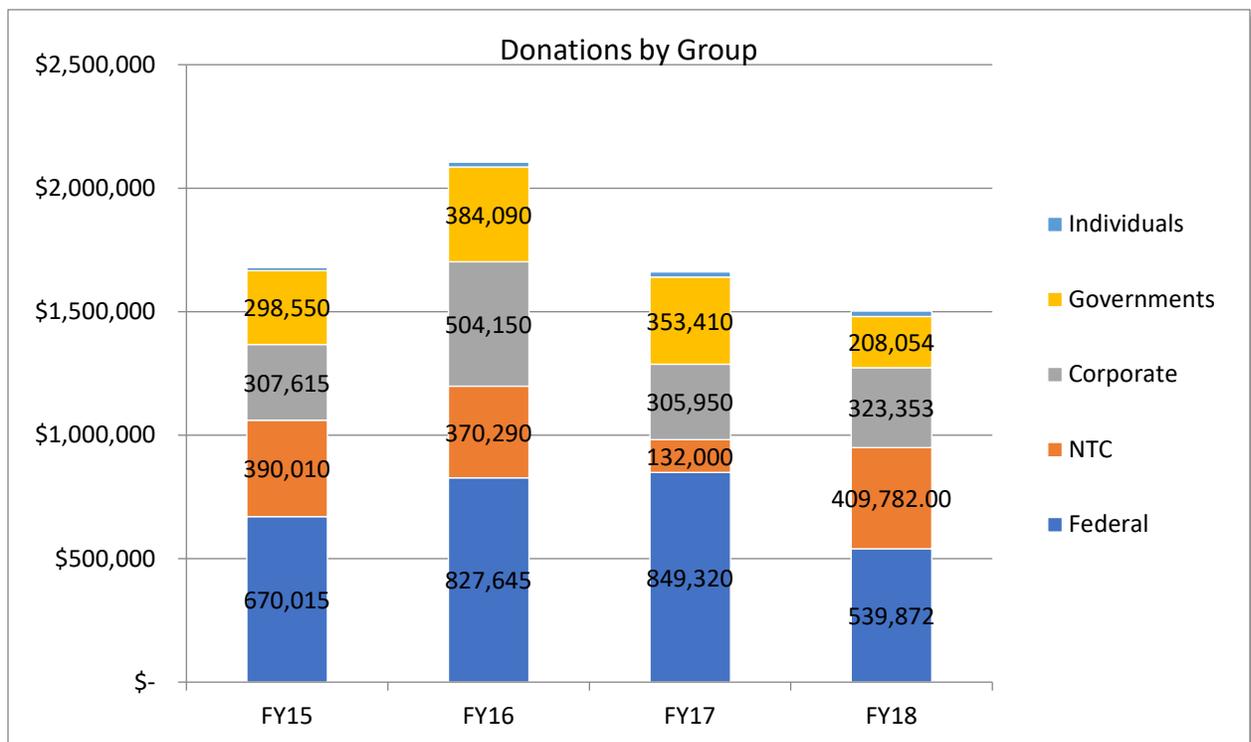
Low Income Individuals

This fiscal year, low income individuals accessed equipment through our *Computers for Students* program and redistribution through other non-profits whereas last year, they could access them through the pilot program partnership with *TELUS*, and the *Ministry of Children and Families*. Low income individuals accessed a total of 193 computers.

Incoming Computer Donations

We received 263 donations from 140 donors valued at **\$1,502,383** during FY18.

The chart below depicts the levels of support from each donor group: the Federal government, the National Technology Centre, local corporations, governments*, and individuals.



*Governments include municipal governments, Crown corporations and post-secondary institutions

We gained 12 new corporate donors this year which helped increase our donations values. Federal and governments donation have been lower.

Top 10 Donors for FY18.

The values listed below are the fair market values assigned to their donations.

Federal Government*	\$	539,872	University of British Columbia (UBC) *	\$	31,515
TELUS*	\$	153,564	BC Hydro*	\$	31,122
Capilano University*	\$	61,492	PCL Construction	\$	25,928
Metro Vancouver*	\$	56,982	ActiveCo Technology Management	\$	10,364
Langara College*	\$	54,559	Steve Nash Fitness World	\$	9,460

The asterisk* indicates the donor was a top 10 donor for FY17.

Donor solicitation and retention is an important piece of the marketing and external communications we deliver, and it received a thorough overhaul.

Human Resources

TWEP

The *Technical Work Experience Program (TWEP)* allows BC Tech to offer paid work experience placements for up to 20 youth per year. The program is funded through Employment & Social Development Canada's *Youth Employment Strategy* and is the vehicle through which we deliver refurbished computers. Now in its 21st year, the TWEP program is tied to the CFS program and has supported over 6000 youth across Canada.

In FY2018, BC Tech hired 19 hardware technicians, 1 marketing intern and 1 warehouseman. Youth are employed to refurbish computers becoming adept at trouble-shooting, Microsoft and Linux installation, inventory management, cleaning/quality controls, as well as peer learning, support and mentorship while developing their skills set.

The federal government placed an increased emphasis on CPF Affiliates hiring women and visible minorities for TWEP positions. Here in BC we employed two women, 4 persons requiring additional learning supports, and two Indigenous youth.



Students

Twenty **high school students** volunteered their time and provided a combined total of 605 hours. Each student volunteered for one week as part of their graduation requirements to complete work

experience. Students continue to be initially partnered with technicians and follow the same duties and responsibilities in refurbishing computers and prepping the equipment for shipment.

One practicum student had a 3 week placement, contributed 150 hours, and refurbished 46 computers.

Volunteers

Technical Volunteers

Two dedicated volunteers continue to volunteer on Wednesdays and contributed 504 hours of their time and skills to refurbish equipment. In addition to his regular refurbishing role, one volunteer has revised our server backup systems, continues administrating our network, consulting on our procedures, and doing special order requests; he also led the CFS Technical sessions during the national meetings in October.

Board of Directors

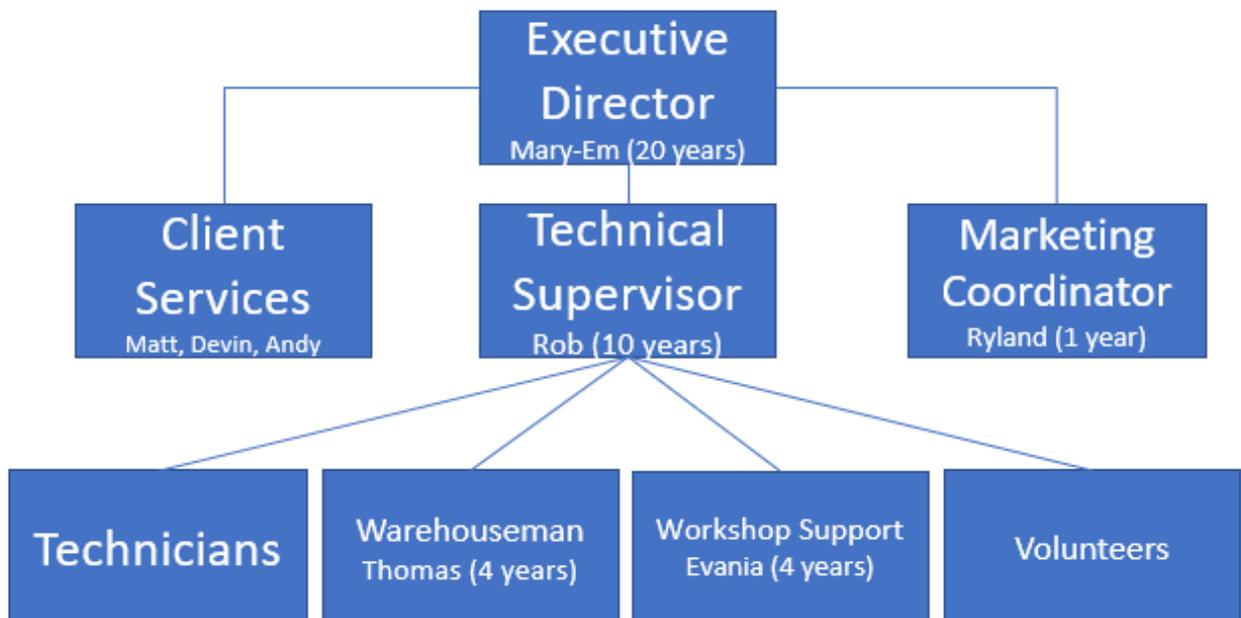
Our Board of Directors contributed their skills and expertise at the board table, a strategic planning day and of time for meetings and other consultations.

The 2017/18 board comprised of:

Chad Leaman – Chair	Deena D. Simon – Vice Chair	Nolan Clark – Secretary Treasurer
Bev Collins – Director	Mark Kurschner – Director	Sandy Sigmund – Director
H.B. Teo – Director	Peter Vogel – Director	Goodwin Young – Director

Thank you to our Volunteers for being so generous with your time and skills. We really appreciate it!

Staff



Revenue and Expenditures

The FY2018 Budget presented with a \$7,195 surplus. Both revenues and expenses came in lower than budgeted, and we remained in a very healthy cash position throughout the year and there were no negative impacts to operations.

The numbers below are based on our 2018 Review Engagement from Rolfe Benson and are strictly cash based, not including the donations of computer equipment.

2018 Revenue		2017 Revenue	
ISED	583,255	ISED	560,008
Computer Sales	236,694	Computer Sales	325,127
Upgrade Parts	112,896	Upgrade Parts	80,945
Misc Revenue	46,957	Misc Revenue	106,578
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	\$979,802		\$1,072,658
2018 Expenses		2017 Expenses	
Salaries & Benefits	437,395	Salaries & Benefits	458,884
Operational Costs	533,140	Operational Costs	499,132
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	\$970,435		\$958,016
SURPLUS	\$ 9,367		

Conclusion

News out of the 2017 federal budget announced “Affordable Access” a program by which CFS and telco’s would provide computers and low cost internet to qualifying low income Canadians. The expectation is that BC Tech will be asked to provide 6000 computers over the next 3.5 years; to prepare for this we were more cautious and didn’t wish to over extend our distribution and inventory supply. As such new client based partnerships were not sought, and we were not as rigorous in clearing out the warehouse for inventory count on March 31. These decisions were felt across the organization as work flow decreased, we required fewer student and other volunteers to support refurbishment work, and the increase to the “computer inventory” line in our financial statements.

2017 is the year that Computer for Schools achieved the 1.5 millionth computer delivered. 2018 will be the year we celebrate our 25th anniversary. We have a lot to be proud of in our work *to provide job training for youth and access to refurbished technology for British Columbians.*



Mary-Em Waddington
Executive Director