



Supplemental Information

In response to questions raised at the July 26 CPED Committee meeting, the following is a brief summary of our work, additional detail on the Consultants and Professional Fees line of our Financial Statement and a copy of that Statement, as contained in the initial staff report.

What does Engage Nova Scotia do?

The Ivany Report and the One NS Coalition identified three basic challenges facing the province: i) our economic health, ii) demographic trends and iii) our attitudes/culture. With respect to the third priority, The Ivany Report said:

"Overcoming the psychological barriers of division, distrust and discouragement may be just as important as raising capital, producing more products or finding new markets. Indeed, we may need to accomplish the former transformation before we can make much more progress on the practical aspects of economic development."

Now or Never: The Report of the Nova Scotia Commission on Building our New Economy, p. 27.

Engage Nova Scotia's work focuses on this third priority. We work with Nova Scotians to foster a culture and practice of trust, collaboration, optimism and citizen engagement. We believe this work is a foundation that will support and enable economic and demographic progress.

To that end we undertake the following activities:

1. Work with communities ready to take the next steps to build prosperity (see website and monthly newsletters to see examples)
2. Conduct research and lead discussions on Nova Scotians' attitude toward the province and openness to change,
3. Introduce ideas and practices from around the world aimed at increasing engagement and collaboration between sectors,
4. Share training and tools in support of these objectives, and
5. Amplify and build connections between great work being done across the province.

2015 Activities (A brief summary of the original report to HRM)

In 2015, apart from work it did in many regions of Nova Scotia, Engage Nova Scotia hosted events in Halifax:

- Ideas Marketplace in Cole Harbour – People working on or exploring an idea shared them to the assembled group, gathered their feedback and made connections.
- Stepping Up Conference at the Halifax Central Library – with participation of several hundred HRM residents and the Mayor and other HRM officials. The focus was on how Nova Scotians can “Step Up” and respond to the call of the Ivany Report. (Projects were created at this conference and continue to this day.)
- Lowering the Waterline - a workshop of Halifax residents on “Deep Democracy” that explored what attitude and culture issues hold us back from realizing the future the Ivany Report invites us to consider. HRM participation was part of the event.
- Share Thanksgiving – Nova Scotians and Haligonians opening their doors to new families and newcomers for Thanksgiving dinner in record numbers. We are creating an opportunity to make newcomers feel like this is home for them.
- Al Etmanski’s IMPACT: Six Patterns to Spread Your Social Innovation involved a book launch at The Company House and workshop at the Halifax Central Library amongst many Halifax residents interested in creating social innovations that leave a lasting impact on their communities.
- A New Partnership: Building Relationship through Education event at Dalhousie and the Halifax Central Library – This first of its kind (at capacity) event created an opportunity for Mi’kmaq and Non-Mi’kmaq Nova Scotians to start a new dialogue about their shared economic, social and cultural future (with participation from HRM)
- Attitude Research. This provided HRM with data concerning the attitude of Nova Scotians and Haligonians about Nova Scotia. We asked many economic, social and cultural questions that have been shared with HRM staff and councillors.

Staffing

In 2015, Engage Nova Scotia seconded three staff from the Province of Nova Scotia, used the services of four contractors, and was additionally supported by the work of many volunteers. The costs associated with contracted staff are captured on the Professional and Consulting Fees line of our financial statement, and are further broken out as follows:

2015 Professional & Consulting Fees

Contracted Staff (4)	\$201,198.41
Accounting & Legal	\$ 2,936.25
Outside Consultants	\$ 5,250.00
Non recoverable HST paid on Professional and Consulting Fees	\$ 11,011.85
	\$220,396.51

Of the \$201,198.41 paid out to contracted staff, approximately 70% went directly towards service delivery (i.e. the execution of projects), 20% towards operations and 10% toward outreach and community collaboration (not project specific).

The following financial data was provided to HRM staff on April 29, 2016 and is provided again for reference purposes.

Financial Statement

1 Jan 2015 to 31 Dec 2015 - YTD Actual

Income

Registration	\$3,424.46
Cash Contributions	
Donations - No Tax Receipt	\$9,561.84
Donations - Tax Receiptable	\$134,570.00
Foundation Grants	-\$6,075.00
Government Grants	\$244,500.00
Reimbursements	\$19.44
Total Cash Contributions	\$382,576.28
In Kind Contributions	
In Kind Revenue - Prov of NS Secondments	\$196,048.49
In Kind Revenue of Office Space by WTCC	\$28,380.00
Total In Kind Contributions	\$224,428.49
Total Income	\$610,429.23

Gross Profit **\$610,429.23**

Plus Other Income

In Kind _ Conference	\$0.00
Total Other Income	\$0.00

Less Operating Expenses

Attitude Research	\$30,181.75
Bank Fees	\$47.75
Canadians for a New Partnership	\$10,207.08
Community Wellbeing Survey	\$0.00
Conference	\$40,604.37
Conference & Event Fees	\$744.20
Consultants and Professional Fees	\$220,135.64
Courier Fees	\$177.99
Dues & Fees	\$29.12
Depreciation	\$1,439.35
Honorariums	\$200.00
Insurance	\$2,895.00
Junior Achievement - Lighting the Way	\$1,000.00
Leaders Gathering	\$0.00

Learning Events (Thought Leaders)	\$7,779.28
Meetings	\$2,999.04
NS Index of Wellbeing	\$0.00
Office Supplies	\$2,211.64
Project - Share Thanksgiving	\$4,889.57
Strategic Partnership	\$1,248.92
Telephone & Internet	\$5,062.69
Travel	\$7,480.16
Web Services	\$2,930.33
In Kind Expenses	
In Kind Expense - Office Space by WTCC	\$28,380.00
In Kind Expense - Province of NS Secondments	\$196,048.49
Total In Kind Expenses	\$224,428.49
Total Operating Expenses	\$566,692.37
Net Profit	\$43,736.86