

# Annual Report

## Nov 2016 – Oct 2017



VERMONT  
ADAPTIVE  
Ski & Sports

# Who We Are

Vermont Adaptive Ski & Sports is a nationally recognized organization that empowers people of all abilities through inclusive sports and recreational programming regardless of ability to pay. In addition to sports, year-round programming options integrate environmental, holistic wellness, and competitive training philosophies for people of all ages with cognitive, developmental, physical and emotional disabilities.

We are recognized nationally for our client-centered programs and for providing access and instruction to sports and recreational activities with the belief that these things provide a physical, mental and social experience that is immeasurable in promoting self-confidence and independence in an individual.

We offer the largest variety of program opportunities and unique, specialized equipment. Vermont Adaptive promotes independence and furthers equality through access and instruction to sports and recreational opportunities including alpine skiing, snowboarding, and other winter sports; kayaking, canoeing, stand-up paddle boarding, sailing, cycling, hiking, rock climbing, tennis, horseback riding, environmental programs, C.O.R.E. Connections wellness retreats, and more.

We serve clients of all abilities with physical, cognitive and emotional/behavioral disabilities from all over the world in three locations in Vermont during the winter – Killington Resort and Pico Mountain in Killington; Sugarbush Resort in Warren; and Bolton Valley Ski Area in Bolton. Summer programs are provided state-wide. Many of our programs include environmental education, wellness, and special programs designed specifically for veterans.

With nearly 400 active volunteers, plus generous partners and sponsors, and an amazing base of clients and friends, Vermont Adaptive Ski & Sports has been at the forefront of sports and recreation for those with disabilities for more than 30 years.

## STAFF – FY17

Erin Fernandez, Executive Director  
Maggie Burke, Managing Director  
Kip Dalury, Office Manager  
Kim Jackson, Director of Communications  
Jeff Alexander, Director of Strategic Partnerships  
Tom Alcorn, Senior Program Coordinator  
Kelly Walsh, Program Coordinator  
Olivia Joseph, Program Coordinator  
Mac Janney, Development Coordinator  
Shannon Currie, Projects & Services Assistant



## BOARD OF DIRECTORS – FY17

Henry Erickson, President, Warren, VT  
Paul Toth, Vice President, Williston, VT  
Andy Cook, Treasurer, Waitsfield, VT  
Phil Black, Secretary, Killington, VT  
Tori Pesek, Waitsfield, VT  
Beth Cook, Waitsfield, VT  
Kyle Lewis Opuszynski, Adamant, VT  
Sarah DeBlois, New York, NY  
Laura Farrell, Honorary, W. Windsor, VT



# Our Mission

Vermont Adaptive Ski & Sports is committed to empowering individuals with disabilities. We promote independence and further equality through access and instruction to sports and recreational activities.

## Statement of Belief

We believe sports and recreation provide a physical, mental and social experience that is immeasurable in promoting self-confidence and independence in an individual. To that end, we extend an enormous thanks to our affiliates, sponsors, and partners who believe in our mission and vision, and who afford us the opportunity to bring sports and recreation to our clients' lives.

**LOOK WHAT YOUR GIFT COULD PROVIDE:**

- \$35: A half day of kayaking on Lake Champlain.
- \$120: One full day of alpine skiing, lift ticket, instruction & adaptive equipment.
- \$250: CORE Connection Retreat Scholarship (1 person for 5-day wellness group)
- \$500: One week of skiing for a disabled Veteran.
- \$1,000: A summer's worth of EcoAble Adventure environmental programming.
- \$2,580: A new bi-ski for alpine adaptive skiing.
- \$5,000: Adaptive Watersports Training and Certification for 20 volunteers.
- \$10,000: An endowed scholarship in your or a loved one's name.
- \$25,000 & Up: Legacy Gift

YOU, the friends of Vermont Adaptive, are the reason why we are preparing to celebrate our 30th Anniversary! Without you, we wouldn't be able to continue to share the passion of sports and recreation with others.

**IT'S A SPECIAL YEAR TO GIVE! HOW WILL YOU LEAVE YOUR LEGACY?**

**SPORTS FOR EVERY BODY**

VERMONT ADAPTIVE Ski & Sports

**INSPIRE. EMPOWER. GIVE.**

YOU can make a difference in the lives of others today.



VERMONT ADAPTIVE Ski & Sports

PO BOX 139 KILLINGTON, VT 05751

802.786.4991 VERMONTADAPTIVE.ORG

#SPORTSFOR EVERYBODY

**ADVENTURES WORTH TAKING. STORIES WORTH SHARING. MEMORIES WORTH MAKING.**

All year, all season, all ages, all abilities — throughout the state of Vermont.

**DONATE TODAY!**

YOUR GIFT will allow Vermont Adaptive to provide sports and recreational programs, adaptive equipment and retreats in order to **EMPOWER PEOPLE** of all ages and all abilities.

**WE NEED YOUR SUPPORT!** What makes Vermont Adaptive special is the people and communities who love and care about making sports and outdoor recreation a priority. It's the time and talent from our volunteers; the ability to add state-of-the-art adaptive equipment to our fleet; and the support we receive from our donors, partners and sponsors.



VERMONTADAPTIVE.ORG

#SPORTSFOR EVERYBODY



# I Feel Like I Became a Better Skier

*I wanted to send a quick note just thanking every single instructor that I had yesterday! Every one of them helped in different ways, I think most importantly, giving me the courage and confidence to tackle a harder trail than I have ever skied before....without them, I surely would still be up on that trail!*

*Bob was fantastic, and I really enjoyed working with him in the morning. Even just skiing with him for a couple of hours, I feel like I became a better skier, no doubt in large part, to Bob.*



*Brett did awesome taking over for Bob in the afternoon, and Marie and (I apologize...I can't remember their names...the father/son duo that came in the afternoon) were all super helpful! I became really discouraged at one point in the afternoon, after multiple falls on the same trail, and they were there to mentally pick me right back up again, to help me continue pushing forward. I really had an incredible day, and look forward to getting back to Pico later in the winter to continue working on my skills! Thanks to YOU for all of your great advice with grants for my own equipment. I look forward to getting back from Colorado and looking into all of the information you gave Dave and I!*

*I went to Pico to help an old friend (about 7 years ago) learn to bi-ski (I was still a stand-skier at that time), and I'm SO happy to see your program is doing so well this many years later! Every client that I saw on the mountain yesterday had a smile on his/her face the whole day, and that's a huge reflection of the amazing work that you are all doing for those of us that just want to ski, but need to learn a little differently!*

*Thank you all again so much. I really had a fun day, and waking up with every muscle being sore is OK in my book, because I progressed in my skills, and had a blast doing it! Talk soon!*

*Be well.*

*Kerry Hussey*

# Highlights

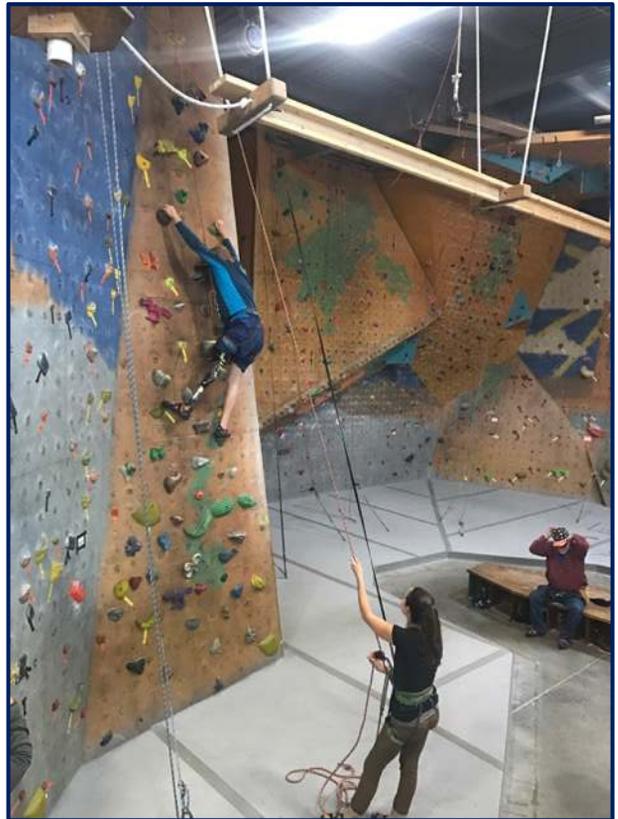
Vermont Adaptive celebrated the **10th Anniversary of the The United States Association of Blind Athletes' (USABA) Annual Winter Ski Festival** at Pico Mountain. Athletes from across the country with visual impairments, including veterans, were given the opportunity to learn to ski or race in the sports of alpine and Nordic skiing. We continued to build other partnerships as well this year as Vermont Adaptive hosted clients from **Spaulding Rehabilitation, the Division for the Blind and Visually Impaired, Mt. Sinai Hospital, Healing Waters, the High Fives Foundation, the Kelly Brush Foundation, and Zeno Mountain Farms** to name a few. As part of its outreach, Vermont Adaptive continued to exhibit at **Abilities Expo Boston** and the **Boston Ski and Snowboard Expo** and also had a tent in the festival village at the **Women's World Cup event** held at Killington. Other events and partnerships included being the co-beneficiary of the **Vermont Sports Medicine Center 5K Run/Walk**.

Nearly 600 cyclists participated in the **7th Annual Long Trail Century Ride to benefit Vermont Adaptive**. Vermont Adaptive again participated in the national **#GivingTuesday** campaign, highlighting the first Tuesday in December when people are encouraged to give back and/or pay it forward to their community or favorite charity. Securing a donor match contribution allowed us to double the amount raised this year. **C.O.R.E. Connections** wellness programs and retreats continued this year as well. Throughout the winter season, Vermont Adaptive, in conjunction with the High Fives Foundation, hosted multiple **Feel Good Fridays**, where Pico donated a portion of its lift ticket sales to the two nonprofits.

Part of the 30<sup>th</sup> Anniversary celebration included a more focused announcement of Phase II and Phase III of the Home Sweet Home permanent homes campaign. The **new adaptive mountain bike program** began in earnest in the summer as well which garnered local and regional press about the program and bikes. Vermont Adaptive received a grant from the U.S. Department of Veterans Affairs, which allowed the **Veterans Venture Program** to grow with more retreats at Pico Mountain/Killington Resort, weekly gatherings at Bolton Valley and on the Burlington waterfront, and the availability of travel and transportation. The **Department of Labor** awarded the organization a grant to continue to cultivate the internship program, providing double the amount of funds than the previous year.



# Gallery



# Gallery



# Leaving a Legacy: The Story of Eileen & John Siminger

*"I always say you know that an organization is doing well – particularly a volunteer organization—when people come back year after year," says Eileen Siminger. Eileen and her husband, John, first came to the organization with the intention of giving back to the community. With the couple's love for skiing and Eileen's career as a special educator, volunteering on the ski slopes was the perfect opportunity. However after some time with Vermont Adaptive and its students, their views changed. "You get into it thinking that you're going to give something back, and then you realize that you're getting so much more personally than you're giving," says Eileen.*



## **From the Simingers**

*John and I have been volunteers with Vermont Adaptive for more than 20 years and have always been strong supporters of the mission and values of this program. We are continually inspired by the commitment and strong sense of purpose and community that staff, volunteers and participants bring to the program each and every day. Our lives have been immeasurably enriched by the people we have met and the long standing relationships and friendships that we have formed through our participation in this program.*

### **INSPIRE.**

*Through the gift of our time, we have received back so much more than we have ever put out. This is a true gift to us and has encouraged us to give even more whenever and wherever we can.*

### **EMPOWER.**

*We initially began volunteering because John and I both have a strong belief in giving back to our community. Though that was our initial motivation, we have found that our participation has enriched our lives in ways that we could have never imagined.*

### **GIVE.**

*That is why we have decided to include Vermont Adaptive in our estate planning. It's simple to do. All you need to do is to choose an organization (like Vermont Adaptive) and other organizations that are near and dear to your heart and designate a portion (this could be an exact figure or a percentage) of your estate to those organizations.*

*Most ordinary people like us don't usually think that they can leave a legacy. Well, here's a way that you can. It is an easy way to ensure that the causes that you are passionate about continue to be supported. For us, we find great joy in having an impact and making a difference in whatever ways that we can while we are here. It is even more exciting and meaningful to know that our planned giving contributions will ensure that we continue to make a difference once we are gone. It's a very good feeling.*

*—Eileen & John Siminger*

# Financials

## VERMONT ADAPTIVE SKI AND SPORTS

### Statements of Financial Position

As of October 31, 2017 (Audited) and 2016 (Reviewed)

	<u>2017</u>	<u>2016</u>
<b>Assets</b>		
Current assets		
Cash	\$ 249,734	\$ 198,576
Prepaid expenses	12,620	1,963
Total current assets	<u>262,354</u>	<u>200,539</u>
Fixed assets		
Equipment	351,285	300,798
Less: Accumulated depreciation	(289,619)	(227,095)
Net fixed assets	<u>61,666</u>	<u>73,703</u>
Other assets		
Investments	19,975	6,534
Beneficial interest in VCF	62,275	20,135
Equity investment in condo association	654,833	652,362
Total other assets	<u>737,083</u>	<u>679,031</u>
Total assets	<u>\$ 1,061,103</u>	<u>\$ 953,273</u>
<b>Liabilities</b>		
Current liabilities		
Line of credit payable	\$ 1	\$ 1
Accounts payable	12,909	18,190
Accrued payroll and related	15,780	12,286
Total current liabilities	<u>28,690</u>	<u>30,477</u>
Total liabilities	<u>28,690</u>	<u>30,477</u>
Commitments	-	-
<b>Net assets</b>		
Unrestricted	1,003,668	918,166
Temporarily restricted	28,745	4,630
Total net assets	<u>1,032,413</u>	<u>922,796</u>
Total liabilities and net assets	<u>\$ 1,061,103</u>	<u>\$ 953,273</u>

# Financials

## VERMONT ADAPTIVE SKI AND SPORTS

### Statements of Activities and Changes in Net Assets

For the Year Ended October 31, 2017 (Audited) with Comparative Totals for the Year Ended October 31, 2016 (Reviewed)

	Unrestricted	Temporarily Restricted	Permanently Restricted	2017 Total	2016 Total
<b>Revenues, gains and other support</b>					
Program fees	\$ 138,159	\$ -	\$ -	\$ 138,159	\$ 128,294
Special events	728,613	-	-	728,613	649,546
Operating grants	-	165,310	-	165,310	108,203
Operating contributions	218,533	-	-	218,533	204,808
Net assets released from donor restrictions for operations	165,310	(165,310)	-	-	-
Total revenues, gains and other support	<u>1,250,615</u>	<u>-</u>	<u>-</u>	<u>1,250,615</u>	<u>1,090,851</u>
<b>Expenses</b>					
Program activities					
Program expenses	473,177	-	-	473,177	426,950
Salaries and wages	522,117	-	-	522,117	435,503
Depreciation expense	62,524	-	-	62,524	33,612
Total program activities	<u>1,057,818</u>	<u>-</u>	<u>-</u>	<u>1,057,818</u>	<u>896,065</u>
Support services					
Management and general	163,193	-	-	163,193	158,860
Total support services	<u>163,193</u>	<u>-</u>	<u>-</u>	<u>163,193</u>	<u>158,860</u>
Total expenses	<u>1,221,011</u>	<u>-</u>	<u>-</u>	<u>1,221,011</u>	<u>1,054,925</u>
Excess of revenues over expenses	<u>29,604</u>	<u>-</u>	<u>-</u>	<u>29,604</u>	<u>35,926</u>
<b>Non-operating activities</b>					
Non-operating contributions	-	74,601	-	74,601	23,092
Grants for long-term investment	-	-	-	-	50,000
Investment income, net	2,941	-	-	2,941	935
Equity income from subsidiary	2,471	-	-	2,471	4,566
Net assets released from donor restrictions for capital expenditures	50,486	(50,486)	-	-	-
Total non-operating activities	<u>55,898</u>	<u>24,115</u>	<u>-</u>	<u>80,013</u>	<u>78,593</u>
<b>Change in net assets</b>	<u>85,502</u>	<u>24,115</u>	<u>-</u>	<u>109,617</u>	<u>114,519</u>
<b>Net assets, beginning of year</b>	<u>918,166</u>	<u>4,630</u>	<u>-</u>	<u>922,796</u>	<u>808,277</u>
<b>Net assets, end of year</b>	<u>\$ 1,003,668</u>	<u>\$ 28,745</u>	<u>\$ -</u>	<u>\$ 1,032,413</u>	<u>\$ 922,796</u>

# Financials

## VERMONT ADAPTIVE SKI AND SPORTS

### Statements of Cash Flows

For the Years Ended October 31, 2017 (Audited) and 2016 (Reviewed)

	<u>2017</u>	<u>2016</u>
<b>Cash flows from operating activities</b>		
Change in net assets	\$ 109,617	\$ 114,519
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	62,524	33,612
Equity income from subsidiary	(2,471)	(4,566)
Increase in the following assets:		
Prepaid expenses	(10,657)	(399)
Increase (decrease) in the following liabilities:		
Accounts payable	(5,281)	7,533
Accrued payroll and related	3,494	1,460
Net cash provided by operating activities	<u>157,226</u>	<u>152,159</u>
<b>Cash flows from investing activities</b>		
Purchase of investments	(13,513)	(2,240)
Net (gain) loss on investments	72	(269)
Net change in beneficial interest	(42,140)	(20,135)
Purchase of equipment	(50,487)	(68,772)
Net cash used in investing activities	<u>(106,068)</u>	<u>(91,416)</u>
Net increase in cash	51,158	60,743
Cash, beginning of year	<u>198,576</u>	<u>137,833</u>
Cash, end of year	<u>\$ 249,734</u>	<u>\$ 198,576</u>
<b><u>Supplemental Disclosures of Cash Flow Information</u></b>		
Interest paid	<u>\$ -</u>	<u>\$ -</u>

# Fundraising Events

**GIVING TUESDAY, NOV. 29, 2016**  
**AMOUNT RAISED: \$74,015**

**24TH ANNIVERSARY OF THE VERMONT 50 MOUNTAIN BIKE & ENDURANCE RUN:**

Mountain bikers and runners.  
**AMOUNT RAISED: \$224,377**

**7TH ANNUAL LONG TRAIL CENTURY RIDE TO BENEFIT VERMONT ADAPTIVE SKI AND SPORTS:**

20-, 60- and 100-mile bike riders, plus an après-ride party at the brewery.  
**AMOUNT RAISED: \$261,593**

**ANNUAL ALLEN CLARK HILL CLIMB:** In honor of long-time Mad River Valley Resident Allen Clark.  
**AMOUNT RAISED: \$4,245**

**OTHER SPECIAL EVENTS INCLUDING VSMC 5K RUN/WALK, 24-HOURS OF BOLTON BACKCOUNTRY & MORE**  
**AMOUNT RAISED: \$17,903**



**SUPPORT ADAPTIVE SPORTS!**

DONATE ON  
**#GIVINGTUESDAY™**  
NOVEMBER 29, 2016

...AND YOUR DONATION WILL BE  
MATCHED DOLLAR FOR DOLLAR  
**UP TO \$30,000!**

This means your gift, and those from your friends,  
can have **twice the impact** on the lives of our athletes.

Help us reach our goal of raising  
**\$60,000** during this national  
campaign of giving.

Donate Online: [vermontadaptive.org](http://vermontadaptive.org)  
By Phone: 802.786.4991 ext. 24  
By Mail: Vermont Adaptive Ski  
and Sports, PO Box 139,  
Killington, VT 05751

  
**VERMONT  
ADAPTIVE  
Ski & Sports**

[www.vermontadaptive.org](http://www.vermontadaptive.org)

# Programming & Volunteers

More than 400 highly trained volunteer instructors and outing leaders contribute to the success of our programs. Those people collectively donate about 24,000 hours of their time and talent annually. More than 3,000 outings are held each year and since Vermont Adaptive's inception in 1987, the organization has served approximately 10,000 different people of all ages and abilities.

Alpine Skiing

Canoeing & Kayaking

Cycling

School Outreach

Sailing

Paddleboarding

Specialty Events

Presentations at Conferences  
& in Classrooms Goalball

Adventure Weekends

Snowshoeing

C.O.R.E. Connections

Cross Country Skiing

Snowboarding

EcoAble Adventures

Wellness Retreats

Mountain Biking

Veterans Programs

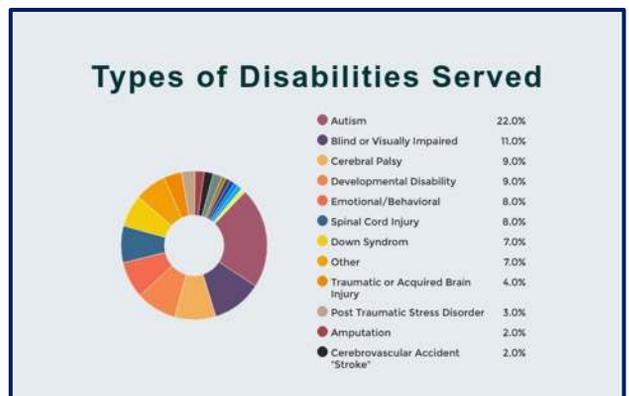
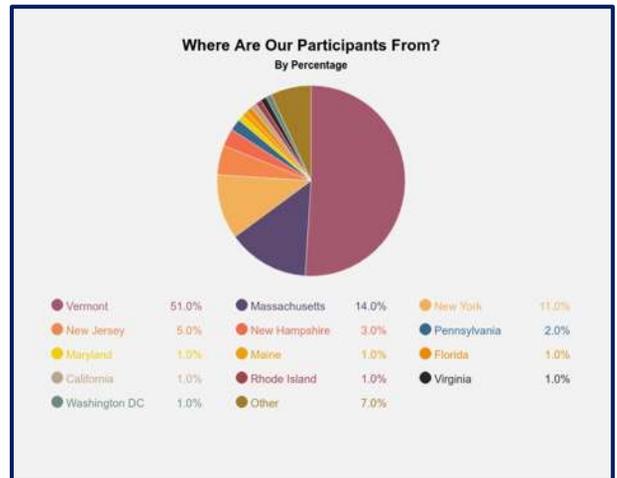


# Who We Serve

Vermont Adaptive works with individuals who have a wide range of physical, cognitive and developmental, and emotional/behavioral disabilities.

We serve private clients as well as many school, community, therapeutic, recreational, and alternative programs.

We work with people who have a variety of different disabilities including:



# Equipment

It is hard to imagine ski equipment that allows those who cannot stand or walk to have the ability to experience the sport of skiing. Technology has transformed adaptive ski equipment from heavy, awkward pieces of machinery into light, dynamic and user-friendly tools. Technological advances have been instrumental in enabling those with disabilities to participate in a wider range of recreational activities, however, those advances make participating in these sports cost prohibitive for many. For example, the adaptive sailboat that is specifically designed for people with spinal cord injuries cost the program more than \$10,000. As a result, more and more of these individuals have come to rely on Vermont Adaptive to provide them with the opportunity to enjoy sports in the great and beautiful Vermont outdoors.

## Some Vermont Adaptive Purchases FY17

Sonar Boat, Tyler Rigg 6 + Trailer

10 Giant Talon mountain bikes

Hase Pino bike

Sno Slider

Dynamique sled

Terra Trike

Varna handcycle

Mountain Man sled

4 new bicycles

Top End XLT from Bike-On



*Above:* 10 Giant Talon mountain bikes

*Left:* New Hase Pino bike

