

A person with short, white hair is seen from behind, wearing a black long-sleeved shirt. They are lifting two black dumbbells above their head with both arms. The background is a bright, out-of-focus gym with circular lights. A semi-transparent white banner with a dotted pattern runs across the middle of the image.

# HOW REH-FIT IS **TRANSFORMING** TO FIT THE FUTURE

**REH****FIT**  
CENTRE

**REH****FIT**  
FOUNDATION

ANNUAL REPORT  
**2019/20**

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### A Time of Transformation

Now more than ever, this is a time of transformation. Change is inevitable but transformation is a conscious choice and one we see as an opportunity for growth.



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### Transformative Partnerships

As a medically-integrated fitness facility, we collaborate with a variety of strategic partners to serve our community better.



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### Whole-Body Well-Being

Our whole-body approach and personalized plans empower individuals to take care of their body from the inside out to transform their overall health and well-being.



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### Areas of Need

There are countless stories of health and changed lives at Reh-Fit. As a not-for-profit organization, we rely on donors like you who make it all possible.

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# Message from the Reh-Fit CEO and Chair

The Reh-Fit Centre has always been committed to keeping up with the rapidly changing landscape of fitness and health care. But, over the past several years, we have quietly been preparing for the next period of growth and transformation.

Much planning took place over this past year to prepare the Centre for transformation into a health and wellness campus for all Manitobans. Our thanks to the Reh-Fit Centre and Foundation Boards of Directors for driving growth of the Centre, and to our many supporters who continue to push us forward in the best ways possible.

This year we lost one of our greatest supporters and visionaries, Paul Albrechtsen. Mr. Albrechtsen helped transform the Reh-Fit into a state-of-the-art facility in 2006 and continued to support and push us forward over the years. We remember his vision, generosity, and many contributions over the years with deep gratitude.

Transformation isn't easy. We thank our members for their patience over this past year. This includes during the Waverley construction, which has now come to completion. And, of course, we thank our community for their support during temporary closure of the Centre due to the COVID-19 pandemic. While challenging us all, COVID-19 has shone a light on the importance of our personal and collective health and well-being — and the importance of community connection. What's certain, now more than ever, is that the Reh-Fit Centre plays a crucial role in helping Manitobans stay healthy and manage disease.

The pandemic pushed us forward in our effort to transform. It pushed us to move our group fitness classes virtually to continue to serve our members while at home. Digital services are here to stay alongside our traditional classes. Through the use of technology, virtual delivery opens further opportunities for Manitobans from around the province to access our programs, services, and expertise.

Thank you to all those who choose the Reh-Fit, to our partners, and to our exceptional staff, volunteers, Boards of Directors and Committees, and the thousands of Manitobans who are taking the steps to transform their own lives through exercise.



Sue Boreskie  
CEO, Reh-Fit Centre



Patricia Kloepfer, FCPA, FCA  
Chair, Reh-Fit Centre Board of Directors

# A Time of Transformation

**Now more than ever, this is a time of transformation.**

To survive and thrive, businesses and organizations must adapt and transform to meet and exceed the needs of their clients and community. Change is inevitable but transformation is a conscious choice and one we see as an opportunity for growth.



## For Fitness

In our 'new normal', inundated with conflicting information and fitness trends, many are finding themselves confused and misinformed about the best way to approach improving their health and fitness. We are here to clarify, individualize, and transform the way Manitobans perceive what it means to be physically fit — and help them get it right.

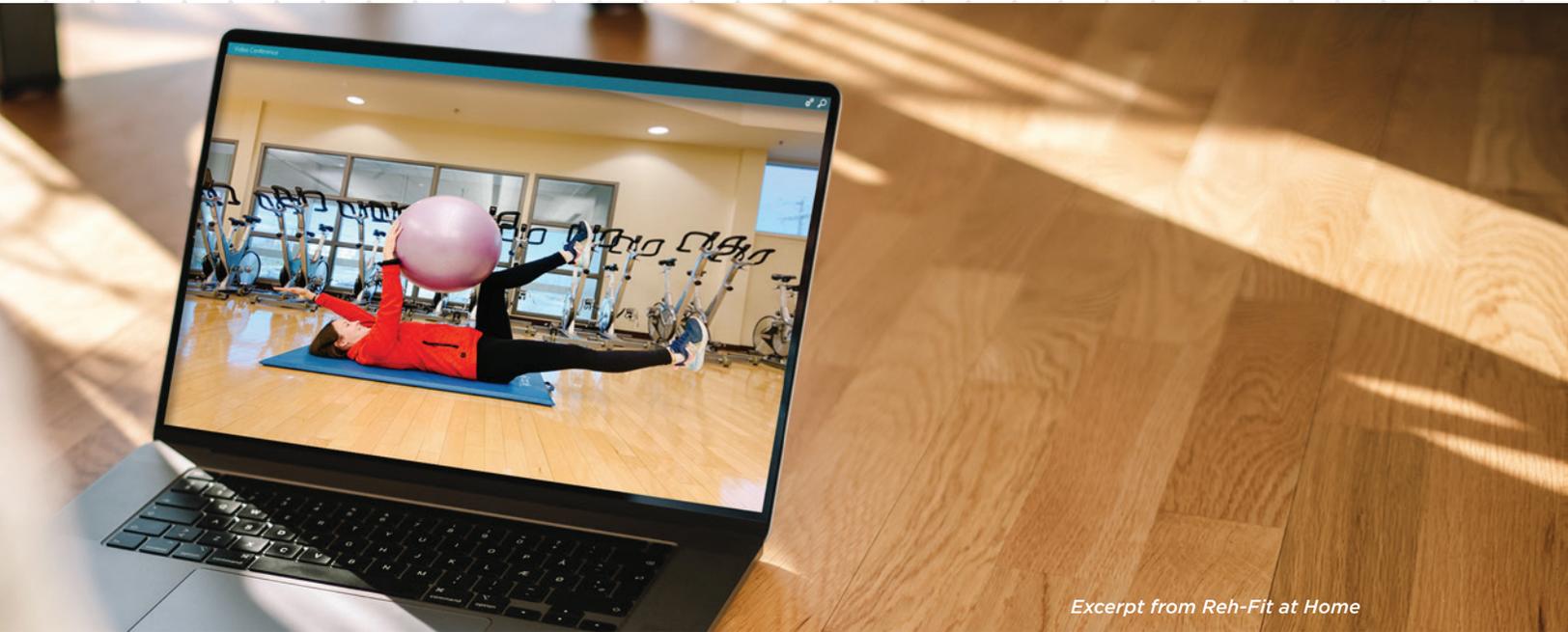
## For Community Health

As our population grows in both age and size, our health care system is under increasing pressure. At Reh-Fit, we work with members to be proactive with their own health and well-being by staying physically active and developing healthy lifestyle habits. Over time, this collective lifestyle change holds potential for a transformative impact on our community and on our shared health.

## One Body For Life

The Reh-Fit Centre is more than a fitness centre. We provide an environment to help individuals achieve and maintain physical fitness and well-being. We offer individual and group options for exercise, nutrition, and education through a team of certified health and fitness professionals. Expert guidance from professional personnel, innovative health enhancement programs, and the integration of medical, rehabilitative, and fitness services all are delivered in a clean, service-oriented environment.

Every day at the Reh-Fit Centre, we see the powerful effect that exercise and a healthy lifestyle can have on people of all ages. From boosting energy and losing weight to eliminating pain and reducing the use of medication, the Reh-Fit offers a new prescription for well-being that delivers lasting physical, mental, and emotional benefits.



Excerpt from Reh-Fit at Home

## For Reh-Fit

For over 40 years, we have been growing and adapting to the changes in fitness and technology. Our world is now changed and we continue to transform to support our community. We are responding to this call by exploring ways to best deliver services to large groups of people — including virtual and remote delivery — to expand our impact across Manitoba and beyond.

### Case Study: Reh-Fit at Home

Reh-Fit at Home started as a way to bring our community their favourite Reh-Fit classes in the safety of their homes during the Centre closure. Reh-Fit at Home has amassed over 200,000 views since it launched in March 2020 and attracted views from people in the UK, Brazil, and Egypt.

Reh-Fit at home demonstrated Reh-Fit's ability to adapt and transform quickly to meet and exceed the needs of their clients. The success of Reh-Fit at Home demonstrated that our community is stronger together, even when we're apart.

“

Thank you for all you are doing to help us stay connected! I love the shorter workout videos for right now. Working remotely from home, I find a 10-15 minute stretch, or warm up routine a few times throughout the day helps a lot!

**Martina M.**



### Board of Directors 2019-20

Pat Kloepfer, FCPA, FCA, *Chair*  
 Scott Bailey, CPA, CMA, *Past Chair*  
 John Schubert, *Vice-Chair*  
 Judy Murphy, FCPA, FCA, *Secretary*

Wanda Burns, CPA, CA, *Treasurer*  
 Rhonda Cairns  
 Irene Hamilton  
 Mike Hicks

Linda Horosko  
 Nick Riediger  
 Betty Lou Rock  
 Peter Withoos

Charitable Registration Number 10765 9765 RR0001

# Transformative Partnerships

## Better Together

As a medically-integrated fitness facility, we collaborate with a variety of strategic partners to serve our community better.



*Her Heart Matters: Women and Heart Disease event, February 2020*

The Reh-Fit Centre is a not-for-profit organization with a mission to enhance the health and well-being of its members and the community. Meaningful collaboration with our community partners makes it all possible.

We believe meaningful partnerships are fundamental to building community health. This past year we strengthened our partnerships in the community, including:

- **Cerebra Health:** This year we forged a new partnership with Cerebra Health. Reh-Fit was the first to offer Cerebra's at-home sleep study as a service available to members. In addition, we offered several education sessions about sleep and integrated questions about sleep into our coaching sessions to support whole-body well-being.
- **My Health Team:** A stronger link to the Fort Garry/River Heights My Health Team continues to be developed. We are collaborating on program delivery and referring clients to them that need further support beyond our scope.
- **Take Pride Winnipeg:** We partnered with Take Pride Winnipeg and the Heart Winnipeg Plalking Club, a group for people who want to exercise while helping to clean up their city, for their cleanup event.
- **University of Manitoba:** We were successful working with the University of Manitoba College of Rehabilitation Services Department of Occupational Therapy to secure our first occupational therapy student placement at the Reh-Fit Centre.

## Community Services

We continue to strengthen our community services. We open our doors to the community for various events and services. These include the Community Health Fair, Smart for Your Heart Month, Exercise is Medicine Month, Live Healthy Series, Health Talks, Active Aging Week, and regular education sessions and health screenings.

# Remembering Paul Albrechtsen, Visionary and Friend

## Our Major Benefactor

Mr. Albrechtsen's generosity and vision helped transform Reh-Fit into a state-of-the-art facility in 2006, and set us on a trajectory toward the health and wellness campus we see today. His continued support has helped thousands of Manitobans improve their quality of life while improving community health in our province.



Mr. Albrechtsen spoke of his reasons for supporting the expansion at the launch of "Building Community Wellness," the Reh-Fit's Capital Campaign in 2006:

“

In 1995, on Valentine's Day, I had been feeling that I needed more exercise and I was running at the Reh-Fit Centre when I collapsed on the track and my heart went into fibrillation. If it had not been for the expeditious treatment of the staff team, who quickly gave me the paddles and brought me back, it could very easily have been fatal. That day, when I was admitted to the hospital, it was discovered that I had blockages in my coronary arteries.

My dream is that more people can benefit from my experience by making their own personal commitment to healthy, active living earlier in their lives and avoid the life-threatening event I experienced. More importantly, I have turned this dream into a vision. My vision is to build a state-of-the-art community health and wellness centre in Winnipeg, a centre that will offer the very best possible health and wellness services to more Manitobans.

– Paul Albrechtsen

Mr. Albrechtsen's commitment to his vision of the Reh-Fit did not end when the Centre reopened following the expansion and renovation. In the years since then, he continued to support the Centre. He was there with words of encouragement during the long process of preparing to meet the requirements for certification as a medical fitness centre, offered technical advice and guidance on keeping the building in great shape, and supported the Centre with generous donations and sponsorships of events.

Mr. Albrechtsen was an imaginative, positive energizer whose touch is seen and felt throughout Reh-Fit. Today, as we continue to transform the Reh-Fit Centre, we are carrying out the vision he communicated to us so vividly throughout our years of knowing him. We are sincerely grateful for his continued generosity and contributions over the years. He will be greatly missed and never forgotten. Our deepest condolences are extended to his family. We miss you, Paul.

# A Level of Unmatched Quality

## Supporting Your Health and Well-Being

As a not-for-profit charity, our goal is to serve the community with an interprofessional team of health and fitness professionals.



## Community of Support

Every day at the Reh-Fit Centre, we see the powerful effect that exercise and a healthy lifestyle can have on people of all ages. As a certified medical fitness facility we play a crucial role in helping the Reh-Fit community stay healthy and prevent disease.

Our Centre offers an interprofessional collaborative health and fitness team who offer professional guidance and expertise that inspire people to exercise safely and effectively. Together, we are committed to creating a community of support that is built upon a foundation of innovative and personalized services.

Our community is looking for more than a swipe card and a locker. That's why we have developed a suite of membership offerings and services that deliver on our promise of excellence: care, community, and cleanliness.

- **Care:** We care about our clients and their health. That's why the Reh-Fit membership includes elements you simply won't see at other gyms or centres — including care from our interprofessional team of degreed health and fitness professionals.
- **Community:** Reh-Fit is known for its welcoming atmosphere and supportive environment. Being connected in the community is more important now than ever.
- **Cleanliness:** We've always been dedicated to the cleanliness of our facilities and the health and safety of our community. Now, we've taken this commitment to an even higher level with the *Reh-Fit Standard of Elevated Cleanliness and Disinfecting*.



### Did You Know?

Reh-Fit was recognized as Canada's first certified medical fitness facility by the Medical Fitness Association. The designation assures members and the community at large that the Reh-Fit meets the highest global standards for programs, staff, safety, and community service.

# Building a Stronger Community

## Stronger People, Stronger Communities

We work to connect the importance of personal health and well-being with that of the greater community.



Through the Centre's leadership in fitness and well-being, the community is provided with education about the importance of physical activity and how to introduce physical activity into daily life, customized physical activity programs, nutrition guidance and advice, and measurement and outcome tracking of fitness and well-being programs.

People are able to further build upon the information and skills they acquire from the Centre for a positive effect on community well-being. By adding more physical activity into their daily lives, there is potential for the individual to be a better partner, parent, employee, and community member as their physical and mental well-being improves.

“

When I was diagnosed with COPD my expected lung function was 67%. When I went back [to the doctor's office] after doing the 90-Day Challenge and Team Power class, I lost 42 pounds and I was in better shape. My expected lung function was 95%. If I would have known just how beneficial Reh-Fit could be, I would've joined years and years ago. I look forward to coming here. I am so much happier, less stressed.

- Mark H.



# Whole-Body Well-Being

Our whole-body approach and personalized plans empower you to take care of your body from the inside out.

## SLEEP

Insufficient sleep is associated with a range of adverse health outcomes, including obesity, type 2 diabetes, and cardiovascular disease.

# 1 in 3

**CANADIANS SLEEP LESS**

than the recommended seven to nine hours per night.

Men with severe sleep apnea are

# 58%

**MORE LIKELY TO DEVELOP CONGESTIVE HEART FAILURE.**

### Education Is Key To Lasting Change

That's why education is at the heart of our mission. Education sessions are a great way to get connected, learn from experts in our community, and empower yourself to learn more about their own health and wellness. This year we offered education sessions about sleep, delivered by our partner Cerebra Health.

## COMMUNITY CONNECTION

Research finds that social connection is critical for overall health.

# COVID-19

**HAS SHONE A LIGHT ON THE IMPORTANCE OF OUR PERSONAL AND COLLECTIVE HEALTH AND WELL-BEING**

— and the importance of community connection. We know Manitobans must socialize to stay healthy. The sense of connection our members get at the Reh-Fit is more important than ever.

### Together We Move

Reh-Fit at Home started as a way to support our members with their efforts to stay active during the Centre closure. Whether here or at home, one thing is clear: the Reh-Fit Centre plays an important role in social connection.



## NUTRITION

Poor nutrition is one of the leading risk factors for death, disability and life-years lost.

### POOR NUTRITION

has been consistently linked with cardiovascular diseases (heart disease, stroke, hypertension, diabetes, dyslipidemia) and some cancers, which constitutes the majority of the disease burden in Canada.

### Nutrition Counselling

Proper nutrition is essential to achieving and maintaining a healthy lifestyle. That's why we have been sure to integrate nutrition education and counselling into Reh-Fit membership. In addition, we offer:

- Education sessions
- Nutrition Counselling
- Meal Planning

### AN ESTIMATED

# 80%

### OF HYPERTENSION,

which affects over 7 million Canadians, is directly or indirectly attributed to unhealthy diet.

## PHYSICAL ACTIVITY

Physical activity is one of the top modifiable risk factors for chronic disease.

### EXERCISE REMAINS AN IMPORTANT STRATEGY FOR STAYING HEALTHY.

Compared to being sedentary, moderate-intensity physical activity is associated with better immune function. Likewise, regular physical activity is associated with lower levels of anxiety and perceived stress.

### Exercise is Medicine

Physical activity is unparalleled in its ability to prevent and treat chronic illness. Exercise is Medicine is a low cost, physician referred, eight-week program designed to help participants get started with physical activity.

Our thanks to **The Winnipeg Foundation** for their support of this important program that helps individuals transform their own lives.

### THE MOST PHYSICALLY ACTIVE ADULTS REDUCE THEIR RISK OF CHRONIC DISEASE BY

# 20-40%

### REGULAR PHYSICAL ACTIVITY

is associated with a reduced risk of cardiovascular disease, some types of cancer, diabetes, obesity, hypertension, bone and joint diseases, and depression.



# Financial Highlights

## The Results

After providing for future capital asset replacements and additions through a gift to the Manitoba Cardiac Institute (Reh-Fit) Foundation Inc., the Centre had a deficiency of revenue over expenses of \$243,130.

## Revenue

In the year ended March 31, 2020, revenue from all sources decreased by \$323,228 (5.2%) with membership and user fees representing 50% of total revenue. Revenue from membership and user fees decreased by \$274,487 (8.4%) and revenue from programs and ancillary services decreased by \$122,727 (8.3%). The closure of the Centre on March 16, 2020 as a result of the COVID-19 pandemic significantly affected revenues for the year as membership fees were put on hold at the time of the closure and the Centre was unable to provide ancillary services or programs once closed. The Centre was able to qualify for government assistance under the Canada Emergency Wage Subsidy ("CEWS") as soon as it became available. The subsidy pertaining to the 2019/20 fiscal year is included in other revenue. Thanks to the generosity of donors and to the Foundation's Board and Committee fundraising efforts, the Foundation gifted \$175,105 to the Centre, a decrease of \$3,555 (2.0%) from last year. The Foundation's

work helps the Centre maintain membership and program fees at levels which are accessible to the community at large.

## Expenses

In the year ended March 31, 2020, overall expenses decreased by \$50,084 (0.8%) with compensation representing 46% of total expenses. In keeping with the strategic framework of maintaining the Centre at a high level of repair and refurbishment, \$250,000 was contributed to the Foundation's Building and Equipment Fund for stewarding until those funds are required to acquire new or replacement equipment or building components. With the assistance of the Foundation, the Centre is striving to meet the \$1.5M annual target established by the Capital Asset Replacement Plan.

### Audit Committee

Gordon Webster, FCPA, FCA  
*Chair*

Catherine Kloepfer,  
FCPA, CGA, FCA

Irene Merie, CPA Hon., CA Hon.

Aaron Penner, CPA, CA

Rob Rose, CPA, CA

Dave Rubel, CPA, CA

### Finance Committee

Wanda Burns, CPA, CA  
*Chair & Treasurer*

Linda Horosko

Bruce Mazur

Rob Rabichuk,  
CPA, CA, CBV, CF

Nick Riediger

Candace Trussler,  
FCPA, FCMA

Peter Withoos

## INDEPENDENT AUDITOR'S REPORT ON THE SUMMARY NON-CONSOLIDATED FINANCIAL STATEMENTS

To the Board of Directors of Manitoba Cardiac Institute (Reh-Fit) Inc.

### Opinion

The summary non-consolidated financial statements, which comprise the summary non-consolidated statement of financial position as at March 31, 2020, and the summary non-consolidated statement of operations and changes in net assets for the year then ended, are derived from the audited non-consolidated financial statements of **Manitoba Cardiac Institute (Reh-Fit) Inc.** (the "Organization") for the year ended March 31, 2020.

In our opinion, the accompanying summary non-consolidated financial statements are a fair summary of the audited non-consolidated financial statements, in accordance with the criteria disclosed in the Note.

### Summary Non-Consolidated Financial Statements

The summary non-consolidated financial statements do not contain all the disclosures required by Canadian accounting standards for not-for-profit organizations. Reading the summary non-consolidated financial statements and the auditor's report thereon, therefore, is not a substitute for reading the Organization's audited non-consolidated financial statements and the auditor's report thereon.

### The Audited Non-Consolidated Financial Statements and Our Report Thereon

We expressed an unmodified audit opinion on the audited non-consolidated financial statements in our report dated June 1, 2020.

### Management's Responsibility for the Summary Non-Consolidated Financial Statements

Management is responsible for the preparation of the summary non-consolidated financial statements in accordance with the criteria disclosed in the Note.

### Auditor's Responsibility

Our responsibility is to express an opinion on whether the summary non-consolidated financial statements are a fair summary of the audited non-consolidated financial statements based on our procedures, which were conducted in accordance with Canadian Auditing Standard (CAS) 810, *Engagements to Report on Summary Financial Statements*.

### BDO Canada LLP

Chartered Professional Accountants  
Winnipeg, Manitoba  
June 1, 2020

## MANITOBA CARDIAC INSTITUTE (REH-FIT) INC.

### Note to the Summary Non-consolidated Financial Statements

For the year ended March 31, 2020

### Basis of the Summary Non-consolidated Financial Statements

Management is responsible for the preparation of the summary non-consolidated financial statements. The summary presented includes

only the summary non-consolidated statement of financial position and the summary non-consolidated statement of operations and changes in net assets. It does not include any other schedules, the significant accounting

policies and notes to the financial statements.

Copies of the audited non-consolidated financial statements for the year ended March 31, 2020 are available at Manitoba Cardiac Institute (Reh-Fit) Inc.

## Manitoba Cardiac Institute (Reh-Fit) Inc.

### SUMMARY NON-CONSOLIDATED STATEMENT OF FINANCIAL POSITION

| As at March 31                       | 2020                | 2019         |
|--------------------------------------|---------------------|--------------|
| <b>ASSETS</b>                        |                     |              |
| Current assets                       | \$ 1,802,354        | \$ 2,195,028 |
| Property and equipment               | 7,178,848           | 7,564,459    |
|                                      | <b>\$ 8,981,202</b> | \$ 9,759,487 |
| <b>LIABILITIES AND NET ASSETS</b>    |                     |              |
| Current liabilities                  | \$ 632,751          | \$ 748,566   |
| Memberships and fees paid in advance | 1,054,935           | 1,051,382    |
|                                      | <b>1,687,686</b>    | 1,799,948    |
| Deferred contributions               | 4,735,093           | 5,157,986    |
|                                      | <b>6,422,779</b>    | 6,957,934    |
| Net assets                           | <b>2,558,423</b>    | 2,801,553    |
|                                      | <b>\$ 8,981,202</b> | \$ 9,759,487 |

### SUMMARY NON-CONSOLIDATED STATEMENT OF OPERATIONS AND CHANGES IN NET ASSETS

| For the year ended March 31                                    | 2020                | 2019         | % of 2020 Total |
|--|---------------------|--------------|-----------------|
| <b>REVENUE</b>   |                     |              |                 |
| Membership and user fees                                       | \$ 2,991,067        | \$ 3,265,554 | 50%             |
| Ancillary services   | 800,966             | 910,666      | 13%             |
| WRHA Service Purchase Agreement funding                        | 752,280             | 752,280      | 13%             |
| Programs   | 552,434             | 565,461      | 9%              |
| Gift from Manitoba Cardiac Institute (Reh-Fit) Foundation Inc. | 175,105             | 178,660      | 3%              |
| Amortization of deferred contributions                         | 445,728             | 449,358      | 8%              |
| Other  | 231,873             | 150,702      | 4%              |
|  | <b>\$ 5,949,453</b> | \$ 6,272,681 | 100%            |
| <b>EXPENSES</b>  |                     |              |                 |
| Compensation   | \$ 2,854,698        | \$ 2,747,930 | 46%             |
| Amortization of property and equipment                         | 806,219             | 823,022      | 13%             |
| Facility and operations  | 639,206             | 634,787      | 10%             |
| Administrative   | 593,919             | 656,725      | 10%             |
| Ancillary services   | 575,020             | 587,349      | 9%              |
| Gift to Manitoba Cardiac Institute (Reh-Fit) Foundation Inc.   | 250,000             | 300,000      | 4%              |
| Programs   | 225,924             | 263,130      | 4%              |
| Membership and marketing                                       | 247,597             | 229,724      | 4%              |
|  | <b>\$ 6,192,583</b> | \$ 6,242,667 | 100%            |
| Excess (deficiency) of revenue over expenses                   | <b>(243,130)</b>    | 30,014       |                 |
| Net assets, beginning of year                                  | <b>2,801,553</b>    | 2,771,539    |                 |
| Net assets, end of year  | <b>\$ 2,558,423</b> | \$ 2,801,553 |                 |

#### MEMBERSHIP AND USER FEES

|         |              |
|---------|--------------|
| 2019-20 | \$2,991,067* |
| 2018-19 | \$3,265,554  |
| 2017-18 | \$3,278,699  |
| 2016-17 | \$3,191,443  |
| 2015-16 | \$3,240,041  |

#### ANCILLARY SERVICES AND PROGRAMS REVENUE

|         |              |
|---------|--------------|
| 2019-20 | \$1,353,400* |
| 2018-19 | \$1,476,127  |
| 2017-18 | \$1,414,648  |
| 2016-17 | \$1,164,907  |
| 2015-16 | \$948,900    |

#### GIFT TO FOUNDATION BUILDING AND EQUIPMENT FUND

|         |           |
|---------|-----------|
| 2019-20 | \$250,000 |
| 2018-19 | \$300,000 |
| 2017-18 | \$250,000 |
| 2016-17 | \$350,000 |
| 2015-16 | \$380,000 |

\*Financial impact of COVID-19 at March 31, 2020

# Message from the Foundation Chair

The Reh-Fit Foundation, established in 1999, supports the Centre's mission by inspiring donations and stewarding both gifts and donors, to aid in enhancing the health and well-being of our community. The Centre and Foundation count on the philanthropic support of individuals, foundations, corporations and the work of our staff and volunteers.

## Fundraising

With the support of individuals, foundations, organizations, corporations, bequests, and enduring funds, the Reh-Fit Foundation raised \$229,155 through our Annual Giving Campaign. We held our two annual events, Cocktails and Comedy and Golf Tournament, which brought the Reh-Fit community together for laughs, great food, and friendly golf fun, all in support of a good cause.

Our Planned Giving Committee organized education sessions that together brought over 200 participants to the Centre to learn about estate planning and investment strategy.

We extend our gratitude to our Legacy Society members for helping us build the health of our community. A legacy gift to the Reh-Fit is a gift with lasting impact – a gift that awards future generations with the blessing of good health and builds on the Centre's history of funding innovative programs and services to support the health of our community.

## Remembering Our Champions

I would like to acknowledge and remember an individual that we lost this past year who was a great support to the Centre and Foundation: Wayne Rogers.

Wayne Rogers was an enthusiastic ambassador for Reh-Fit. He served on our Foundation Board and was an avid supporter of Reh-Fit's Golf Tournament and Cocktails and Comedy events for many years. Wayne's warm presence was known to all of us at the Centre and he will be greatly missed.

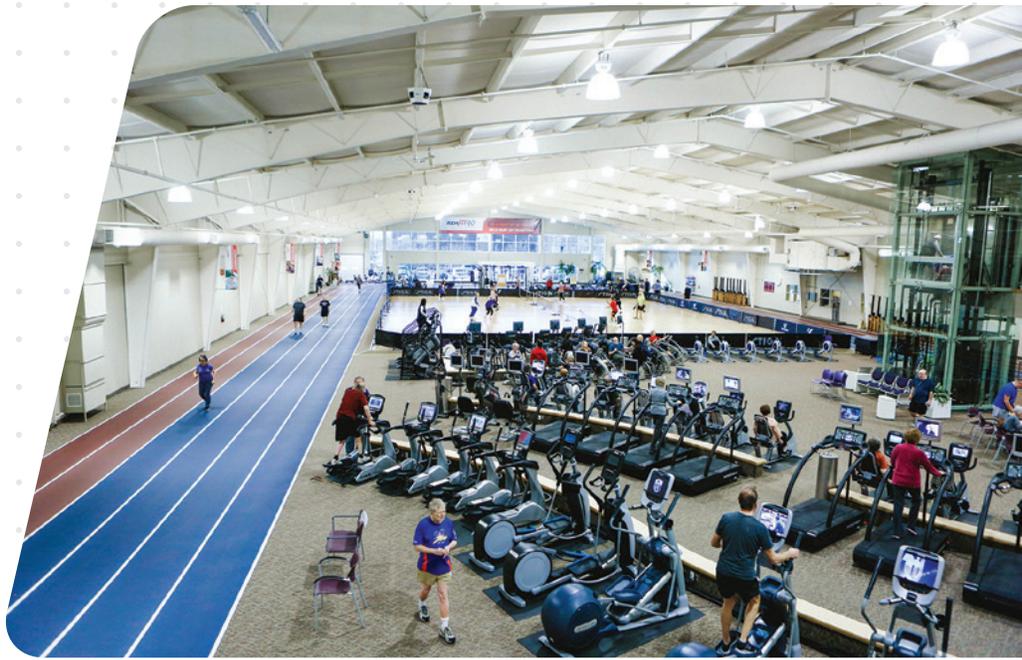
## Thank you

We would like to extend a heartfelt thank you to our donors, members, sponsors, staff and volunteers, especially the Foundation Board. Through your generosity, you have made a tremendous impact on the community. You make our fundraising efforts possible and your support allows Reh-Fit to continue its exceptional work in building healthier, stronger communities.



Deepak Joshi  
*Chair, Reh-Fit Foundation Board of Directors*

## Planning for the Future



The Reh-Fit Foundation was created in 1999 to assume the role of fundraising and stewardship of funds for the Reh-Fit Centre. The Foundation's purpose is to support the mission of the Reh-Fit Centre by inspiring donations and stewarding both gifts and donors, thereby enhancing the health and well-being of our community.

The current focus of the Foundation's fund development is building a philanthropic culture through nurturing the donor relationship, broadening our donor base, and growing our planned giving program and Legacy Society. It is not just about the funds raised but the impact on the community that the donor makes through their donation.

### The Foundation and the Health and Wellness Campus

The Centre is working with the Foundation to obtain the resources it needs to meet the 10-year vision's most ambitious development goals and bring the Reh-Fit's vision for the future into reality. We continue to work toward completing the initiatives outlined in the vision.



#### Board of Directors 2019-20

Deepak Joshi, *Chair*  
 Kevin McCulloch, *Vice-Chair*  
 Joanna Knowlton, *Secretary*  
 Gary Pachal, CPA, CA, *Treasurer*  
 Susan Boulter

J.D. Boyd  
 Barry Brown  
 Mike Hicks  
 Pat Kloepfer, FCPA, FCA  
 Kristy Krahn

Kent Magarrell  
 Bruce Mazur  
 Wayne Rogers\*  
 John Schubert  
 Neil Trenholm

Charitable Registration Number 87046 0540 RR0001

\*Deceased



# Financial Highlights

## Overview

The Reh-Fit Foundation was created in 1999 to raise and steward funds in support of the Reh-Fit Centre by inspiring others to support the Centre in its mission to enhance the health and well-being of our community.

## Results

Total revenue for the year ended March 31, 2020 was \$616,753, which represented a decrease of \$87,812 or 12.5% from 2019. Revenue included a gift from the Centre to the Building and Equipment Fund of \$250,000, which was a decrease of \$50,000 when compared to 2019. Funds under management in the Building and Equipment Fund were \$4,400,763 as at March 31, 2020.

An additional donation was received to the Mildred Lucky Educational Enhancement Fund bringing the total Endowment Funds under management to \$84,385.

The Foundation provided a gift to the Centre of \$175,105 during the year ended March 31, 2020. The Foundation was stewarding funds amounting to \$4,542,903 as at March 31, 2020.

## Finance and Investment Committee

Gary Pachal, CPA, CA,  
*Chair & Treasurer*

Lauren Aseltine, CPA, CMA

Vern Doerksen

Tom Dooley

Chris Medland

Jim Smith, FCPA, FCA, CA-IFA, CFF

## INDEPENDENT AUDITOR'S REPORT ON THE SUMMARY FINANCIAL STATEMENTS

To the Board of Directors of Manitoba Cardiac Institute (Reh-Fit) Foundation Inc.

### Opinion

The summary financial statements, which comprise the summary statement of financial position as at March 31, 2020, and the summary statement of operations and changes in fund balances for the year then ended, are derived from the audited financial statements of **Manitoba Cardiac Institute (Reh-Fit) Foundation Inc.** (the "Foundation") for the year ended March 31, 2020.

In our opinion, the accompanying summary financial statements are a fair summary of the audited financial statements, in accordance with the criteria disclosed in the Note.

### Summary Financial Statements

The summary financial statements do not

contain all the disclosures required by Canadian accounting standards for not-for-profit organizations. Reading the summary financial statements and the auditor's report thereon, therefore, is not a substitute for reading the Foundation's audited financial statements and the auditor's report thereon.

### The Audited Financial Statements and Our Report Thereon

We expressed an unmodified audit opinion on the audited financial statements in our report dated June 8, 2020.

### Management's Responsibility for the Summary Financial Statements

Management is responsible for the preparation of

the summary financial statements in accordance with the criteria disclosed in the Note.

### Auditor's Responsibility

Our responsibility is to express an opinion on whether the summary financial statements are a fair summary of the audited financial statements based on our procedures, which were conducted in accordance with Canadian Auditing Standard (CAS) 810, *Engagements to Report on Summary Financial Statements*.

*BDO Canada LLP*

Chartered Professional Accountants  
Winnipeg, Manitoba  
June 8, 2020

## MANITOBA CARDIAC INSTITUTE (REH-FIT) FOUNDATION INC.

### Note to the Summary Financial Statements

For the year ended March 31, 2020

### Basis of Summary Financial Statements

Management is responsible for the preparation of summary financial statements. The summary presented includes only the summary statement of financial position and the summary statement

of operations and changes in fund balances. It does not include any other schedules, the significant accounting policies and notes to the financial statements.

Copies of the audited financial statements for the year ended March 31, 2020 are available at Manitoba Cardiac Institute (Reh-Fit) Foundation Inc.

## SUMMARY STATEMENT OF FINANCIAL POSITION

| As at March 31                       | General Fund | Endowment Fund | Building and Equipment Fund | 2020         | 2019         |
|--------------------------------------|--------------|----------------|-----------------------------|--------------|--------------|
| <b>ASSETS</b>                        |              |                |                             |              |              |
| Current assets                       | \$ 337,576   | \$ 87,200      | \$ 4,150,763                | \$ 4,575,539 | \$ 4,336,176 |
| Interfund balances                   | (247,185)    | (2,815)        | 250,000                     | —            | —            |
|                                      | \$ 90,391    | \$ 84,385      | \$ 4,400,763                | \$ 4,575,539 | \$ 4,336,176 |
| <b>LIABILITIES AND FUND BALANCES</b> |              |                |                             |              |              |
| Current liabilities                  | \$ 32,636    | \$ —           | \$ —                        | \$ 32,636    | \$ 113,131   |
| <b>FUND BALANCES</b>                 |              |                |                             |              |              |
| Restricted                           | —            | 84,385         | 4,400,763                   | 4,485,148    | 4,152,180    |
| Unrestricted                         | 57,755       | —              | —                           | 57,755       | 70,865       |
|                                      | 57,755       | 84,385         | 4,400,763                   | 4,542,903    | 4,223,045    |
|                                      | \$ 90,391    | \$ 84,385      | \$ 4,400,763                | \$ 4,575,539 | \$ 4,336,176 |

## SUMMARY STATEMENT OF OPERATIONS AND CHANGES IN FUND BALANCES

| For the year ended March 31                             | General Fund | Endowment Fund | Building and Equipment Fund | 2020         | 2019         | % of 2020 Total |
|---|--------------|----------------|-----------------------------|--------------|--------------|-----------------|
| <b>REVENUE</b>  |              |                |                             |              |              |                 |
| Donations   | \$ 86,979    | \$ 10,533      | \$ —                        | \$ 97,512    | \$ 115,496   | 16%             |
| Fundraising events and direct mail                      | 194,970      | —              | —                           | 194,970      | 236,091      | 32%             |
| Gift from Manitoba Cardiac Institute (Reh-Fit) Inc.     | —            | —              | 250,000                     | 250,000      | 300,000      | 40%             |
| Investment income                                       | 793          | 1,143          | 72,335                      | 74,271       | 52,978       | 12%             |
|   | \$ 282,742   | \$ 11,676      | \$ 322,335                  | \$ 616,753   | \$ 704,565   | 100%            |
| <b>EXPENSES</b>   |              |                |                             |              |              |                 |
| Total fundraising and administrative expenses           | \$ 121,251   | \$ 539         | \$ —                        | \$ 121,790   | \$ 173,454   |                 |
| Excess of revenues over expenses before gift allocation | \$ 161,491   | \$ 11,137      | \$ 322,335                  | \$ 494,963   | \$ 531,111   |                 |
| Gift to Manitoba Cardiac Institute (Reh-Fit) Inc.       | 174,601      | 504            | —                           | 175,105      | 178,660      |                 |
| Excess (deficiency) of revenues over expenses           | \$ (13,110)  | \$ 10,633      | \$ 322,335                  | \$ 319,858   | \$ 352,451   |                 |
| Fund balances, beginning of year                        | 70,865       | 73,752         | 4,078,428                   | 4,223,045    | 3,870,594    |                 |
| Fund balances, end of year                              | \$ 57,755    | \$ 84,385      | \$ 4,400,763                | \$ 4,542,903 | \$ 4,223,045 |                 |

## DONATIONS

|         |           |
|---------|-----------|
| 2019-20 | \$97,512  |
| 2018-19 | \$115,496 |
| 2017-18 | \$77,367  |
| 2016-17 | \$126,455 |
| 2015-16 | \$68,103  |

## GIFT FROM THE CENTRE TO BUILDING AND EQUIPMENT FUND

|         |           |
|---------|-----------|
| 2019-20 | \$250,000 |
| 2018-19 | \$300,000 |
| 2017-18 | \$250,000 |
| 2016-17 | \$350,000 |
| 2015-16 | \$380,000 |

## NET FUNDRAISING EVENTS AND DIRECT MAIL PROCEEDS

|         |          |
|---------|----------|
| 2019-20 | \$86,903 |
| 2018-19 | \$76,411 |
| 2017-18 | \$79,959 |
| 2016-17 | \$93,556 |
| 2015-16 | \$82,197 |

## GIFT TO THE CENTRE

|         |           |
|---------|-----------|
| 2019-20 | \$175,105 |
| 2018-19 | \$178,660 |
| 2017-18 | \$150,664 |
| 2016-17 | \$213,408 |
| 2015-16 | \$147,930 |

# Areas of Need

## Transforming Our Community Health Together

There are countless stories of health and changed lives at Reh-Fit. As a not-for-profit organization, we rely on donors like you who make it all possible.



Membership dues and user fees cannot completely cover the cost of maintenance and upgrades needed to look after our home. As the building ages and it experiences the wear-and-tear of over 320,000 visits each year, the cost to maintain, replace, and repair the Centre and its amenities continues to grow. Great demand for our programs and services are also adding to overall costs.

Financial support for the Centre is provided through the Reh-Fit Foundation's efforts. The Reh-Fit Foundation's fundraising efforts include: soliciting donations from individuals, corporations, foundations, and members; raising funds through grants to help cover the cost of programming and facility upgrades; encouraging planned giving; and encouraging sponsorship support in making Centre initiatives possible.

A gift to the Reh-Fit Foundation provides:

- **Prevention** – providing leading-edge health and fitness programs at the Centre to help Manitobans prevent and manage chronic disease and live a healthier life.
- **Rehabilitation** – offering state-of-the-art medical and exercise equipment for the safest, most effective exercise to help people get better every day.
- **Accessibility** – making memberships and programs accessible to the broader community.
- **Research and Education** – hosting research studies to advance health and wellness in our community, providing education for the growing number of people in the community who are challenged with health concerns, and hosting student placements from academic institutions to help students gain practical experience in their field of study.

## Ways to Give

The Foundation accepts a wide variety of gift types, whether they are in one's lifetime or are deferred. Gift types include the following:

- Tribute gifts
- Publicly traded stocks
- Life insurance
- Cash
- Charitable gift in your will
- Enduring funds
- Workplace giving
- Matching gifts

# Donors, Funders, and Supporters

The Reh-Fit Centre and the Reh-Fit Foundation would like to thank our donors, funders, and supporters for your generous gifts and significant contributions this year. We would also like to thank the donors who are completing their pledge payments. In the event that your name has been omitted, misspelled, or presented other than in the way you wish, please accept our sincere apologies and advise us at 204-488-9325.

## DONORS & FUNDERS

### • \$25,000 to \$50,000 INDIVIDUALS

Jim Wallace

### • \$5,000 to \$24,999 INDIVIDUALS

Edward and Marjorie Danylichuk  
Mildred I. Lucky  
The Estate of Bernice Mayne

### COMPANIES/ORGANIZATIONS

Canadian Pacific Railway

### • \$2,000 to \$4,999 INDIVIDUALS

Barry and Lynda Brown  
Garth and Abigail Grieder  
Albert and Susan Krahn  
Kristy Krahn  
John & Shelley Page Fund

### COMPANIES/ORGANIZATIONS

White Rose Foundation Inc. on behalf of Cliff, Jack and Zina Lazarek

### • \$1,000 to \$1,999 INDIVIDUALS

George and Laura Clark  
Kelly Garagan  
The Estate of Marie Faye Carol Harrison  
The David and Dianne Horne Fund  
Drs. T. Ali and Aliya Khan  
Joanna Knowlton and Jim Tokarchuk  
Kevin McCulloch and Diane Dixon  
The Hon. Mr. Justice Michel Monnin  
Harold and Verdeen Neufeld  
Gary Pachal  
Diane Pollard  
Wayne Rogers  
John and Bev Schubert  
Neil and Joy Trenholm

### COMPANIES/ORGANIZATIONS

FWS Group of Companies

### • \$500 to \$999 INDIVIDUALS

Anonymous  
Al and Kerry Bartlett  
George J. Bell  
Mervyn Billinghurst  
Sue and Mark Boreskie  
Jim Cooper  
June Dutka  
Ed Forytarz

Irene Hamilton and Tim Killeen  
Don and Mary Hanson  
Mike and Pamela Hicks  
Judy Hill  
Ken Holland  
Frank and Donna Hruska  
Patricia Kloepler and David Cheop  
Barb and Kent Magarrell  
Prabha Menon  
Mark Phaneuf  
Richard Prince  
Norm and Sandi Promislow  
Charles and Roine Thomsen  
Bob and Audrey Vandewater  
Dennis and Janet Woodford

### COMPANIES/ORGANIZATIONS

TriWest Capital Partners Management Inc.

### • \$250 to \$499 INDIVIDUALS

Anonymous (5)  
Beryl Bingham  
Marjorie Blankstein, CM, OM, LLD  
Susan Boulter and Myron Pawlowsky  
J.D. and Sherry Boyd  
George Damphousse  
Martin Gerrard  
Gregg and Mary Hanson  
Linda and Andrew Horosko  
Claire and Gerald Jewers  
Stan Kowalski  
Judy and Gordon (Mickey) Murphy  
Arun and Durga Ogale  
Craig and Virginia Platt  
Meredith Quark  
Dirpaul and Angeline Ramkissoon  
Raymond and Penny Savard  
Nevin Shaw  
Neil Taylor  
David and Laurie Thompson  
Marianne Wawrykow and Chris Kowal  
Peter and Tracy Withoos

### • \$100 to \$249 INDIVIDUALS

Anonymous (16)  
Charlie and Judy Albiani  
Grant Ball  
Susan and Ron Barsky  
Lou Billinkoff  
Sue Bishop  
Alan A. Borger  
Erna Braun

Diane and Bob Brown  
Enid Brown  
Grant and Mary Buchanan  
John and Claire Buchin  
Brendan Carruthers  
Patric Dacquay  
Marsha and Jule Dashefsky  
Thomas P. Dooley  
Alice Dyna and Michael Bager  
Hazel Fisher  
Bernice Furlong  
Trish Gibson  
Hanne and Ole Hansen  
Susan Hildebrandt  
Beth and John Helliar  
Janet Heming  
Deepak Joshi  
Rhoda Keynes  
Steve Kiz  
J. Keith Knox  
Allen Lee  
Francyne Lemoine  
Louis Lenz  
Ingrid Loepp  
Brett and Cathy MacKinnon  
Mohan and Harminder Malhi  
Marci Manness  
Thomas McDonald  
Julie and Jamie McPetrie  
Peter Miller  
Nestor Mudry  
Rick Pinchin  
Doug Pollard and Kristie Pearson  
Robert Pruden and Theresa Harvey Pruden  
Nicholas Riediger  
Catherine Ritchie  
Allison Ross  
Dennis and Elaine Schultz  
James Shaw  
Mary Starodub  
K. M. Taylor  
Arni Thorsteinson and Susan Glass  
Candace Trussler  
Bruce Webber  
Robert Witzke  
Wu Family Endowment Fund - The Winnipeg Foundation  
Joyce Yellowlees  
Jessie Zacharias

### COMPANIES/ORGANIZATIONS

Continental Travel Group  
Shell Canada Road Transport

## SUPPORTERS

The Reh-Fit Centre and the Reh-Fit Foundation thank the following supporters who made a significant contribution to our various events this year.

Aon Reed Stenhouse Inc.  
Assante Wealth Management  
BDO Canada LLP  
Beaver Bus Lines  
Bird Construction  
Bituminex Paving Ltd.  
Bockstael Construction Limited  
Borland Construction  
Brandt Tractor  
Brightwater Senior Living of Tuxedo  
Busy Bee Sanitary Supplies  
Cambrian Credit Union  
Canadian Footwear  
Capital K Distillery  
Centre for Natural Medicine  
Cerebra Health  
Christianson Wealth Advisors  
City Mix  
Commercial Pool and Recreational Products  
Connect Hearing  
Corporate Source Printing  
Covin Steel Co. Ltd.  
Diamond Athletic Medical Supplies  
Dream Day Decorators  
Events By Emma  
Gammon River East Outcamps Inc.  
Gerry Gordon Mazda  
GFL Environmental  
Health Canada - Environmental Health Program  
Home Instead Senior Care  
InfoTech Inc.  
The J Hansen HVAC Group  
Johnston Group Inc.  
Kennedy Cognitive Services  
Ladco Company Limited

Lafarge Canada  
Lisa Reid Audiology  
Manitoba Institute of Trades and Technology  
Manitoba Liquor and Lotteries Corporation  
Maple Leaf Construction Ltd.  
Marsh Canada  
Metric Marketing  
MicroAge Manitoba  
Minuk Denture Clinic and Dental Implant Centre  
The Paul Albrechtsen Foundation Inc.  
Physiotherapy 'N Balance  
Piston Ring Service  
The Preston-Berenhaut Team, Royal LePage  
The Quark Group  
Revera Retirement Living  
Right At Home Canada  
S&J Construction  
Shaftesbury Park Retirement Residence  
Sigurdson Financial Group Inc.  
Sirius Benefit Plans  
SMS Equipment Inc.  
Sobey's Pharmacy - Grant Park Stantec  
Subterranean (Manitoba) Ltd.  
Tartan Towing  
TDS Thompson Dorfman Sweatman LLP  
Tom Powell Design  
Toromont Cat  
Wawanesa Insurance  
Winter's Collision Repair

## Reh-Fit LEGACY SOCIETY

The Legacy Society, established in 2009, gives prospective donors an opportunity to demonstrate their support of the Centre through a planned gift.

We gratefully acknowledge the following individuals who have generously remembered the Reh-Fit in their estate plans:

- Margaret Barbour
- Dennis Dueck
- Tom Dooley
- David Holt
- Bernice Mayne\*
- Harold Neufeld
- David Newman
- Gail Singer
- Dan Torbiak

\*Deceased

## Centre Mission

The Reh-Fit Centre is a not-for-profit organization with a mission to enhance the health and well-being of its members and the community by providing innovative health and fitness services through assessment, education, and exercise in a supportive environment.

## Centre Vision

To be the leader in building community health.

## Centre Core Values

Integrity  
Professionalism  
Evidence  
Caring  
Innovation

## Foundation Mission

The Reh-Fit Foundation's purpose is to support the mission of the Reh-Fit Centre by inspiring donations and stewarding both gifts and donors, thereby enhancing the health and well-being of our community.



**Manitoba Cardiac Institute (Reh-Fit) Inc.**

204-488-8023

Charitable Registration Number

10765 9765 RR0001



**Manitoba Cardiac Institute (Reh-Fit) Foundation Inc.**

204-488-9325

Charitable Registration Number

87046 0540 RR0001

1390 Taylor Ave, Winnipeg, MB R3M 3V8 | [reh-fit.com](http://reh-fit.com)

