

They allowed for Jacob to join in just like his peers.

"Both Lee and Scotty worked with Jacob at Pico and were wonderful with him. They allowed for Jacob to join in just like his peers. Both men treated Jacob with the utmost respect and talked to him like one of the "dudes." This is very important to Jacob in that he types that he wants the same experiences as his peers. Jacob shared about his experience on skis with his class yesterday, commenting that he liked to go "fast." It is very important for Jacob to be a part of our community and your adaptive program allows him to participate fully."
 — Jeanne & Jeffrey Bradley, parents of a child with autism



www.vermontadaptive.org



"Dear Anna, I went to watch your little adaptive skier at the Special Olympics yesterday. It was really thrilling. I believe you and Mary Anderson deserve much credit! Our student did the novice alpine race, without a tether, and he did GREAT! He turned beautifully around all the flags, seemed to be in good control, and traveled at a good speed. I am so impressed... Thank you, Anna, for giving the gift of your time to this youngster. You've really made a difference!"

Thank you for giving the gift of your time to this youngster.

— Loren Pepe, principal, Killington (VT) Elementary School



VERMONT ADAPTIVE Ski & Sports

Sports For Every Body

Annual Report Nov. 1, 2010 – Oct. 31, 2011

Fundraiser Highlights

ANNUAL SKI CHALLENGE AND GALA

Presented by Poland Spring at Pico Mountain. Largest winter fundraiser. **AMOUNT RAISED: \$26,177**

VERMONT 100: One of only three round-the-clock ultra marathons held in the U.S. **AMOUNT RAISED: \$51,406**

BOLTON VALLEY SKI-A-THON: \$3,955

ANNUAL VT-APTA GOLF TOURNAMENT:

Presented by Fairpoint Communications at The Links at Lang Farm, Essex, VT. In partnership with the Vermont Chapter of the American Physical Therapy Association. **AMOUNT RAISED: \$2,272**

VERMONT 50 ASCUTNEY MOUNTAIN:

Mountain bikers & runners. **AMOUNT RAISED: \$82,978**

ANNUAL ALLEN CLARK HILL CLIMB: In honor of long-time Mad River Valley resident Allen Clark. **AMOUNT RAISED: \$3,201**



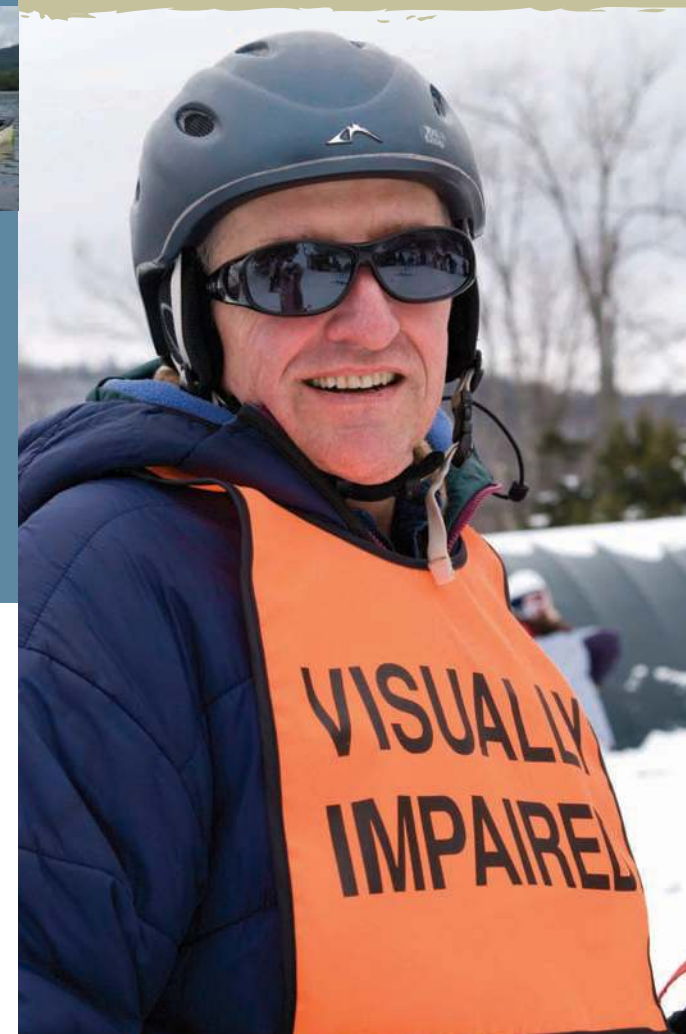
Who We Serve



Vermont Adaptive works with individuals who have a wide range of physical, mental and developmental 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:

- | | | |
|-----------------------------|--------------------------------|-----------------------------------|
| Cancer & Terminal Illnesses | Paraplegia | Emotional/Behavioral Disabilities |
| Deaf and Hard of Hearing | Quadriplegia | Physical Impairments |
| Developmental Disabilities | Amputations & Limb Differences | Autism |
| Spina Bifida | Blind & Visually Impaired | Stroke |
| Cerebral Palsy | Traumatic Brain Injuries | Muscle Weakness |
| Multiple Sclerosis | | |



Year-Round Programming

Vermont Adaptive programs operate full-time and on a daily basis throughout Vermont. Our current programs include:

- | | | |
|--------------|----------------------|----------------------|
| Skiing | Horseback Riding | Snowshoeing |
| Snowboarding | Hiking | Indoor Rock Climbing |
| Sailing | Cycling | Beeper Baseball |
| Canoeing | Tennis | |
| Kayaking | Cross Country Skiing | |

We also offer special event activities such as Kids Winter and Summer camps, and Adventure Weekends, which, depending on the season, can include water skiing and camping, and even dog sledding.

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. Recently, 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.



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



The Future of Vermont Adaptive

Vermont Adaptive Ski and Sports is committed to getting folks involved with healthy activity any way we can. Removing the barrier of the cost, or using a sliding scale fee system for participating in our programs allows people with disabilities affordable access to sports and recreation.

Annually, we must raise more than \$100,000 in contributions from businesses and individuals in order to help defray programming costs. We continue to reach out to community partners and seek opportunities that will allow us to provide programming to our clients at little or no cost.

Staff

- Erin Fernandez Executive Director
- Kip Dalury Business Manager
- Dave D'Angelo Program Supervisor
- Katie Stillin Program Coordinator
- Julie Smith Program Coordinator
- Mac Janney Development Coordinator

Board of Directors

- Henry Erickson, President
- Paul Toth, Vice President
- Tori Pesek, Treasurer
- Sarah Narckewicz, Board
- Mike Doten, Board
- Eileen Casey, Board
- Pete James, Board
- Mary T "Punkin" Holland, Board
- Laura Farrel, Honorary Board Member
- Rich Reisner, Honorary Board Member
- Chuck Allen, Honorary Board Member



Year In Review

FINANCIAL STATEMENTS		
REVENUES	FYE 10/31/10	FYE 10/31/11
Individual Donations	\$49,839	\$38,370
Corporations & Organization	\$40,250	\$25,190
Net Proceeds-Special Events	\$143,984	\$193,786
Program Receipts	\$102,768	\$82,651
Restricted	\$81,574	\$69,848
Investment Income	\$10,552	\$4,706
TOTAL REVENUES	\$428,967	\$414,551
EXPENSES		
	FYE 10/31/10	FYE 10/31/11
Program Expenses	\$261,849	\$252,072
Administrative	\$73,985	\$77,816
Fundraising	\$54,195	\$73,991
TOTAL EXPENSES	\$390,029	\$403,879
NET INCREASE (DECREASE) IN ASSETS	\$38,938	\$10,672

PLEASE NOTE: These statements do not contain a value for the significant in-kind contributions from Sugarbush, Pico and Bolton Valley resorts for lift tickets, office space and support from resort personnel.

→ Vermont Adaptive served more than 1,900 clients last season:

- Ski - 1,000
- Canoe/kayak - 330
- Sail - 210
- Horse - 335
- Other - 60
- TOTAL: 1,935**

In addition, Vermont Adaptive volunteers donated nearly 16,000 hours to our clients & programming.

Vermont Adaptive has a wide inventory of traditional and adaptive sports equipment and the adaptive tools to modify traditional gear for our participants. We work diligently to continue to grow our fleet of specialized modern adaptive sports equipment. And we have the ability to transport it across the region.

Purchased FY11	
2 tennis wheelchairs from Hi Performance Mobility	\$3,836
2 adaptive bikes from Economy Bicycle Shop	\$2,018
1 Rider Bar snowboard aid from Freedom Factory	\$1,033
Total:	\$6,887



FINANCIAL STATEMENTS

BALANCE SHEET	FYE 10/31/10	FYE 10/31/11
Cash and Cash Equivalents	\$56,216	\$52,830
Investments	\$152,394	\$157,100
Accounts Receivable	\$0	\$5,620
Prepaid Expense	\$0	\$1,370
Equipment - Net	\$28,045	\$8,045
TOTAL ASSETS	\$236,655	\$224,965
LIABILITIES & NEW ASSETS	FYE 10/31/10	FYE 10/31/11
Accounts Payable	\$0	\$0
Accrued Expenses	\$5,650	\$6,167
Deferred Revenues	\$84,617	\$61,746
TOTAL LIABILITIES	\$90,267	\$67,913
NET ASSETS	\$146,388	\$157,052
TOTAL LIABILITIES AND NET ASSETS	\$236,655	\$224,965

2010-2011 Highlights

Vermont Adaptive hosts The United States Association of Blind Athletes' (USABA) Annual Winter Ski Festival at Pico Mountain for the fourth year in a row. Athletes from across the country with visual impairment were given the opportunity to learn to ski or race in the sports of alpine and Nordic skiing, while spending a weekend in the Green Mountains of Vermont.

Approximately 75 cyclists rode through the Green Mountains of the Killington region in June at the First Annual Century Ride to benefit Vermont Adaptive. Thanks for the idea and the effort goes to Phil Black, owner of the Lookout Tavern in Killington. Killington Resort and many local businesses joined the energy and the Lookout played host to the après-ride party.

In the Spring of 2011, Vermont Adaptive partnered with the Pico Ski Education Foundation to pursue the possibility of working together to build a new permanent home at Pico for each organization. For Vermont Adaptive, this became the first of a three-phase, three-location Permanent Homes Campaign. The first phase is a state-of-the-art \$1.3 million access-for-all building at Pico Mountain, providing Vermont Adaptive with a permanent state headquarters and programming facility. Quiet fundraising efforts began during the Summer of 2011 with public fundraising beginning in late fall.

Vermont Adaptive successfully begins using First Giving, an online fundraising tool, with its annual events including Ski Challenge. Through the use of innovative social networking tools and tactics, participants were able to reach out to friends, family members and coworkers to solicit donations in an easy and understandable way, allowing for more overall donations to the organization. Ski Challenge 2010 raise more than \$15,000 online at First Giving in the first real use of this tool.

Vermont Adaptive's Facebook page surpasses the 1,000 mark for fans, solidifying the fact that social media is a critical component to the organization's fundraising and marketing strategies.

On August 28, Tropical Storm Irene wreaked havoc upon Vermont, and our resort partners, friends and community members were hard hit. From copy machines to furniture, marketing materials and carpet, Vermont Adaptive lost a lot of its office at Pico as well as some parts of the program area. Despite being under water and mud, staff were able to salvage some things, but about \$5,000-10,000 worth of repairs and replacements were necessary. The resiliency of Vermont staff and volunteers, with the help of the entire Vermont community, proved that regardless of adversity, we are Vermont Strong.

Resort Partners

Sponsor

Affiliates