

# 2003-2004 ANNUAL REPORT

## OMOD® INDEPENDENCE NON-PROFIT CORPORATION

### Year in Review

The creation of a Business Development Committee within Ontario March of Dimes helped invigorate the OMOD® Independence Non-Profit Corporation (INPC) in the past year. Its mandate to evaluate existing potential profit centres and conduct feasibility studies on new opportunities for revenue generation, will help the Board make appropriate decisions on investing in, or partnering with, existing businesses.

The Business Development Committee set the foundation for due diligence and all future business analyses. They helped develop a model for evaluating business plans, began a review of existing affirmative businesses, and recommended a modest investment in three projects to the Ontario March of Dimes' Board of Directors using the OMOD® Independence Non-Profit Corporation as the business vehicle.

Management sought legal counsel to help determine which Ontario March of Dimes' activities generating net income should continue to operate within the charity without endangering its registered charitable status; which could be operated as stand-alone companies requiring a proper legal relationship with the business trust; and which are considered as extensions of existing services to people with disabilities. The results will help better define the structure and mandate of each entity.

The INPC membership voted to add Scott Robinson, Chair of Ontario March of Dimes' Business Development Committee, to its Board of Directors. The Committee has been empowered to make recommendations to the INPC Board that might provide revenue-generating opportunities outside of the charitable corporation's mandate. An opportunity that fulfills the social mandate or charter of Ontario March of Dimes may be maintained within the charity, such as affirmative industries that employ people with disabilities. This has led to discussions with several recently created organizations that are committed to investing private funds in social entrepreneurship activities for the purpose of generating financial and social returns. The INPC and the Business Development Committee have been exploring ways to attract these investment funds.

Two pilot business projects will be launched in the next fiscal year. As part of an online affinity program with Ontario March of Dimes, Ingle™ Insurance will market several products, providing a percentage of sales for the organization. Cedar Island Sales & Service, a company which now manages the organization's charitable gaming ventures, will be distributing and marketing prepaid telephone cards, with a percentage of profits for the organization. The Business Development Committee and management will closely monitor both these initiatives.

Over the next two to five years, we anticipate that the OMOD® Independence Non-Profit Corporation will be more focused and functional, with improved financial viability.

Respectfully submitted,



Mike Goodman  
Chair



Ron Kelusky  
President & C.E.O.



The **AccessAbility®** Table is an example of an innovative product created by the **DesignAbility®** Program

### Board of Directors

Mike Goodman  
*Chair*

David A. Boyle  
*Vice Chair*

Andria Spindel  
*Secretary/Treasurer*

Scott W. Robinson  
*Member at Large*

Ron Kelusky,  
*President & C.E.O.*

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Corporation  
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