Inspiring and supporting seniors to be the best they can be.
Inspiring for connection is the understood and implicit practice of the Sage Board. Not only have the diversity and engagement of its members fostered Board stewardship over its strategic, fiduciary, and generative functions, but these characteristics also endorse Sage’s collaboration and innovation in the seniors-serving sector. During the past year, strategic planning sessions and Sage events confirmed that Staff and Board hold shared values for creating a community that values seniors and supports seniors to live in accordance with their beliefs, abilities, and aspirations. Connections among Board members, Sage Staff, and volunteers have strengthened the impetus and passion to make a difference for seniors in our community where diversity is a gift that contributes to synergy of ideas and actions. Board members have participated in many events in the sector, including the Sage Awards, Conversation Cafés with Edmonton Seniors Coordinating Council members, meetings with municipal and provincial politicians, LGBTQ events, and professional information programs on topics such as healthy sexuality. Board generative discussions have addressed a variety of topics, including the role of Sage in social policy, the nature of the Sage community, forms of discrimination, and ED and Board evaluation criteria. The Board continues to support relationship development in the seniors’ sector; diversity in Board membership, Sage services, and volunteer cohort; development of service boundaries; leadership and innovation; and exploration of financially sustainable resources.

Sage Board members actively pursue wellness, and support wellness initiatives at Sage for seniors in our community. They support activities that promote outreach to isolated seniors, such as lively community hubs and connections made through engagement. Board members encourage and value Sage activities that increase intercultural, intergenerational, and interprofessional connections. The positive culture at Sage promotes teamwork, creativity, and a vibrant, transformative environment. Board support continues for Sage activities related to hoarding behaviours, identifying isolated seniors, providing safe accommodation from abuse, collaborating with local, regional, and provincial seniors-serving entities, using a holistic model for program activities, and planning life enrichment activities.

My term as President, Board of Sage now concludes. It has been a fulfilling, rewarding experience and I very much appreciate the opportunities I have had to collaborate and debate ideas with Sage’s exceptional Board members, Staff, and Volunteers. Together they are the Sage Team.

**Dr. D. Lynn Skillen**
Dr. D. Lynn Skillen
President, Board of Directors

The idea that we are stronger together than we are alone is certainly not a new one, nor is it exclusive to Sage. In fact, more and more organizations are working collectively to leverage the impact of creative, collaborative approaches to what can be complex issues. But it is an idea that has long formed a part of Sage’s philosophy and approach, and it continues to be a key core value.

At Sage, we know that our programs allow seniors to access the supports they need, when they need them, so that they can continue to be valued, engaged members, of our community. Our team of volunteers, many of whom are seniors themselves, and staff help to connect seniors with resources that assist them with accessing appropriate and safe housing, services and programs that support wellbeing, and meaningful opportunities to engage. Nearly every program and service that we offer is provided in collaboration with other organizations.

For example, Sage is pleased to provide space and support to the Mennonite Centre for Newcomers English language learning for immigrant and refugee seniors. Another example is a partnership with five other Edmonton based organizations that allows Sage to offer free, single-session drop-in counselling. Also, through our participation in the Hoarding Coalition, we are contributing to the development of a comprehensive strategy to support individuals dealing with the effects of hoarding.

Staff at Sage contribute to broader, ongoing conversations about the strengths and needs of seniors by participating on boards and committees that address whole-community issues, including Age Friendly Edmonton, the Elder Abuse Consultation Team, Alberta Association of Seniors Centres, and the Seniors Advisory Council for Alberta.

In 2014, we were excited to undertake research into how we can best reach isolated seniors, because we know that social isolation puts seniors at greater risk. The project was completed in collaboration the Edmonton Seniors Coordinating Council and other seniors’ centres, and is an excellent example of the value Sage places in relationships, both at the individual and organizational levels.

As we move into our 45th year of operation, the value and power of connection is more important than ever: the way our programs interconnect helps Sage offer comprehensive support for the seniors who have identified a need; the innovative programs that emerge from our collaborations with community partners intersect to create more robust, effective programs and services; and the connections between seniors we see every day in our building and hear about in our communities improve social connections between individuals and help makes Sage the special place it is.

With each partnership and collaboration, we not only strengthen and expand the Sage community; we build stronger connections to other communities. Together, with seniors and partners across the province, we are building healthier communities.

**Roger E. Laing**
Roger E. Laing
Executive Director
WHAT WE DO: one senior’s story

When Danny* first came to Sage, she was worried, worn out, and afraid about what was going to happen next. Her husband had been moved into assisted living several years ago, and was living with dementia. She was struggling to meet her bills and pay for his care, cutting corners wherever she could so that she could pay for his prescriptions, toiletries, and other miscellaneous needs. This meant that she was letting her own health, hygiene, and nutrition needs slide. She was worried that she would have to bring him home and take care of him herself, and when she received an eviction notice from her own landlord, she was terrified. She had no idea what she was going to do.

Then, during a visit to her husband’s care facility, she picked up and flipped through the Sage Directory of Senior Services. The housing section in the Directory both overwhelmed her and gave her hope - this, at least, was a place to start. She decided to take a chance and give Sage a call.

The volunteer she spoke with when she called has been with Sage for many years, and recognized the stress and worry in her voice. She spent some time talking to Danny about the other services that we offer, and recommended that she consider meeting with an Assessment and Support Coordinator first. She offered to meet Danny for coffee in our Sunshine Café before the appointment, so they could chat and Danny could learn a little more about Sage. She agreed, and they set a date for the following Tuesday.

Danny had been used to having a partner help her with life’s big decisions, and had been feeling lost without her husband beside her. Her children both live in other provinces with families of their own, and dealing with her husband’s worsening dementia has left her with fewer and fewer friends over the years. Meeting with our volunteer before her appointment helped ease her anxiety, and made her feel like she wasn’t going to have to do this all alone.

Having to ask for help - even once - can be an immense barrier for seniors, particularly if they have never had to do it before. It can be an exhausting, emotionally draining, and overwhelming experience, and having to do it over and over again just to manage the many small parts of a larger problem can leave people feeling frustrated, hopeless, and angry. Because Danny came to Sage, she only had to ask for help once. When she met with our Assessment and Support Coordinator, she was connected to the full range of programs, services, and resources that we offer.

I got all the help I needed to get the help I needed.

OUTREACH CLIENT

*Danny’s story is an amalgam of Senior experiences at Sage
Sage BY THE NUMBERS

37 seniors experiencing abuse found refuge in our Safe House.

213 volunteers donated over 20,000 hours of their time, talent, and energy.

633 seniors were connected to information, resources, and support through our Assessment and Support program.

Social work staff provided information and support for 610 older adults looking for safe, affordable, and appropriate housing in the Greater Edmonton Area.

We helped 216 people through the Guardianship and Trusteeship process.

71 people dealing with the effects of hoarding behaviour found support in our This Full House program.

5 Social work students spent 1440 hours working with and learning about seniors.

284 seniors were connected to resources through our Multicultural Seniors Outreach program.

21 volunteers spent 348 hours completing 1239 income tax returns for low-income seniors during tax season (Mar-Apr).

260 seniors attended computer classes and social media sessions, and learned how to use cell phones, tablets, laptops, and e-readers.

1100+ people enjoyed the benefits of membership.

12,997 participants engaged in our Life Enrichment programming.

51 older adults were connected to long term support through our Outreach program.

100+ low income and refugee seniors learned English as another language.
PROGRAMS

Sage works to enhance the quality of life of older persons and their families by providing information and services that:

- promote socialization, intellectual stimulation, skill and information acquisition;
- enhance the safety and wellbeing of older persons who are, or may become, isolated, disadvantaged, or at-risk in the community;
- assist older persons to participate as active members in the community and to reside safely in accommodation that meets their needs; and,
- contribute to research and advocacy on issues affecting older persons.

Housing

Working with seniors to increase their knowledge of housing resources and options in the Edmonton area, including information on rent supplement and affordable housing programs. The program provides assessment, information, referrals, and assistance to help seniors secure safe, affordable housing that meets their individual needs.

Assessment and Support

Ensuring that the needs of seniors and their families are being met in all areas of life. Social work staff provide assistance, information, and support to our clients, and help connect them to resources at Sage and in the broader community.

Inspirating and supporting seniors to be the best they can be.

My time at Sage has been an incredible and eye-opening experience. It will always be something I cherish, and the education I gained will be something I carry with me throughout my career.

SOCIAL WORK PRACTICUM STUDENT
Guardianship and Trusteeship

Providing free assistance to people who need to make a court application for the private guardianship or trusteeship of a mentally incapacitated adult. Program staff provide information sessions and one-on-one appointments to clients who are referred to us by government and community organizations.

Volunteer Services

Providing meaningful opportunities for our volunteers to help us meet the needs of our organization, and nurturing these relationships over time. Our volunteers touch every area of the work that we do, and the pride and ownership they take in their work here is vital to our success.

I love Sage. I love what we do here and I am very proud of it. It has become a part of me.

VOLUNTEER

Home Services

Providing seniors with referrals to registered, reliable, and trustworthy businesses that can provide the services and support that seniors want and need to maintain their independence and remain in their homes.

Outreach

Working collaboratively with seniors who are dealing with multiple challenges in their lives. This program provides ongoing assessment and support to address the social and emotional needs of older adults, and to connect them to the resources, services, and supports they need to lead healthier and happier lives.

1350 referrals were given to people looking for home services.
This Full House
Offering practical and emotional supports to older adults who are living with the effects of hoarding - the excessive accumulation of possessions that can threaten safety and health, and place seniors at risk of injury, social isolation, and emotional distress. The program includes individual action planning, connection to Sage and community resources, a monthly support group, and ongoing support in the home.

Life Enrichment
Providing opportunities for seniors to learn, share, grow, and connect through a wide variety of programs. Remaining mentally and physically active is critical to health and wellbeing, and participating in group activities helps prevent loneliness and social isolation.

Drop-In Counselling
Providing free, single-session, drop-in counselling for people seeking help when they need it the most. This new service has been made possible through a partnership between Sage and five other Edmonton Organizations: the Family Centre, Pride Centre, Boys and Girls Clubs Big Brothers Big Sisters, the John Howard Society, and the Canadian Mental Health Association.

I now realize I’m worth something.
SAFE HOUSE CLIENT

Seniors Safe House
Providing temporary refuge for men and women 60 years of age or older who are leaving an abusive situation. Qualified social work staff provide the holistic case management, peer support, professional and practical assistance, connections to community resources, and post-residence support that help residents to deal with all the areas of their lives that have been impacted by abuse. Residents receive furnished accommodation for up to 60 days, and are provided with meals, snacks, toiletry items, and weekly housekeeping services throughout their stay.

100% of clients say they feel more in control of their lives after their stay in our Safe House.
Housing Forum

Connecting seniors, their families, and caregivers with resources and supports to promote aging in place. Sage organizes and executes this important event, which is planned by a committee of stakeholder organizations. In 2014, the Forum consisted of 18 presenters on a wide range of topics, 45 exhibitors representing a variety of seniors-serving organizations, and was attended by over 800 people. The Housing Forum addresses the tremendous need in the senior community for information related to housing and services.

Sage Awards

Honouring the outstanding achievements and contributions of seniors in our community. Ten extraordinary individuals are honoured for their work in a wide variety of categories, including Social Justice & Peace, Environment, and Education. The Awards embody a belief that is central to Sage’s work - that older adults form a bright, skilled, and innovative group of people with much to offer to our community.

Professional Information Program

Contributing to the professional development that can improve the services available to seniors throughout Edmonton. These sessions provide a venue for continued learning and discussion of important topics relevant to professionals working with seniors. In 2014, Sage hosted two Professional Information sessions covering the topics of helping seniors prepare for life’s transitions, and legal documents that can help seniors plan for the future.

Sage Savories

Offering delicious, wholesome, house-made frozen meals for older adults who no longer can or want to cook every day. Our menu provides a wide selection and includes healthy options that are prepared with reduced calorie and lower sodium diets in mind. Sage Savories is a social enterprise project that generates revenue to directly support our social programs. In 2014, Sage sold over 28,000 frozen meals, soups, and desserts, helping us to meet an important need, and contributing to our broader service provision.

Sunshine Café

The dining area at Sage is called the Sunshine Café because of the light that streams in through the bank of windows that face City Hall. On a bright day, sunlight fills the Café, creating a warm and welcoming place for visitors who have come for coffee and a chat, for breakfast, or for lunch. But it isn’t just the sunshine that makes the Café so welcoming. It is also the staff and volunteers who take time with their customers and make them feel at home. One of Sage’s administrative staff, who also works with high risk youth, recently told us that the Sunshine Café is the preferred meeting place for many of these youth, in no small part because of the people who work there - people who smile at them, treat them with respect and dignity, and take the time to talk to them. “Without exception,” he says, “the youth always smile and engage with the staff - something I would never expect to see anywhere else.” It is a tribute to our staff and volunteers that these young people - who can struggle to trust in and engage with other people - have come to see Sage as a safe space, a place where they can relax and be comfortable, and maybe even sit in a sunbeam for a little while.
Directory of Senior Services

Providing a free, single source of information about the resources, services, and options available to seniors throughout the Greater Edmonton Area. Updated and published annually, Sage distributes 45,000 copies of the Directory to 600 organizations each year, and we are proud to say that it remains a go-to resource for seniors, their families, caregivers, and other professionals working with older adults.

Income Tax Program

Providing tax preparation services for seniors who are unable to prepare their own tax returns, and who cannot afford to pay someone else to do it. Most low-income seniors receive a Guaranteed Income Supplement from the federal government and a Seniors Benefit from the provincial government, which are paid based on the senior’s income for the previous year. In order to continue receiving these benefits, seniors must file their income tax return every year, and our Income Tax Program helps to ensure that low-income seniors receive the financial benefits for which they are eligible.

Multicultural Seniors Outreach Program

Partnering with the Multicultural Health Brokers to address health inequity and social isolation among immigrant and refugee seniors, many of whom are dealing with complex life circumstances. The program uses a best practices model to address the issues of deep isolation that come as a result of language, cultural, and economic barriers.

80% of the volunteers in the Multicultural Seniors Outreach Program are seniors themselves, and are doing outreach with the most isolated seniors.

Our vision is of a community where all seniors are valued and have the opportunity to live according to their beliefs, abilities, and aspirations.

We work toward that vision every day by offering a range of programs and services that meet the needs of seniors, regardless of where they are in their life’s journey.

In 2014, we asked Sage staff to talk about their individual programs, the work that they do, and why they do it.

FROM OUR STAFF:
How does your program impact the lives of individuals?

Seniors come to us exhausted, scared, stressed out, and struggling, and they are often facing a system that is complex and confusing. It can be overwhelming. They can come to Sage, and no matter what the problem is, we can at least set them on the path to solving it.

**Housing**

We offer people relief, a sense of belonging…insight into how to navigate the system. It gives them hope.

**Multicultural Seniors Outreach**

I get to help people through an emotional and laborious process, and protect them from social - emotional, physical, health - and financial abuse. My program gives vulnerable people an advocate.

**Guardianship and Trusteeship**

What I often hear is that my clients feel like they don’t matter - people don’t have the time to understand where they’re at and how to help them…it’s important that our clients can come to trust that we will be with them, to help them succeed over time.

**Outreach**

We help people get the pieces together. We can’t get them more income, but we can help them maximize what they do have.

**Assessment**

29,554 people accessed information and resources on our website
Why is the work you do important?

I’m helping seniors live better lives, whatever that looks like for them. They come to Sage and say, “I don’t know what to do”. I can help them figure it out.

Assessment

I help connect seniors with much-needed information and resources, and help the public support seniors by connecting them to Sage.

Community Relations

Connecting with people is important; it’s good for your wellbeing, for your soul - making new friends, being connected…it decreases depression and illness - it’s a part of your health.

Multicultural Seniors Outreach

Life Enrichment

Attendance at our annual Housing Forum was +40% from 2013.

I could talk about “connection” or “wellbeing”, but it wouldn’t begin to describe the bonds our volunteers form with each other.

Volunteer Services
How does your program contribute to the broader community?

Any time you can do something that promotes wellbeing, you are impacting health, and that is as much about the community as it is the individual.

Life Enrichment

So much of the work we do - Life Enrichment, the Volunteer program, the Sage Awards - is about breaking stereotypes and challenging ageism.

Community Relations

The interplay between mental health and isolation is very poignant - particularly as people age. It's important for people to know that they have a safe place to engage in their mental wellbeing and be supported in that journey.

Outreach

Our volunteers absolutely contribute to the broader seniors’ community. But my program is just as much about sharing resources between communities - students, corporate volunteers, seniors, caregivers - they learn from each other and share ideas and resources with each other all the time.

Volunteer Services

180 elementary students spent time talking to, learning from, and singing with seniors at Sage.
ORGANIZATIONS that made our programs possible

Funders and Donors

• Alberta Association for Multicultural Education
• Alberta Council of Women’s Shelters
• Alberta Health - Government of Alberta
• Alberta Seniors - Government of Alberta
• ATCO Gas - EPIC
• ATCO i-Tek
• ATCO Pipelines
• Cable Family Community Endowment Fund
• City of Edmonton
• City of Edmonton - CIP
• City of Edmonton - FCSS
• Civic Service Union 52
• Douglas Campbell Endowment Fund
• Edmonton Community Adult Learning Association
• Edmonton Community Foundation
• Edmonton Realtors Foundation
• Golden Eagles Hockey Club
• Government of Alberta - CFEP
• inMotion Network
• New Horizons for Seniors
• Romanovsky & Associates LLP
• Staff at Bennett Jones
• Staff at Worker’s Compensation Board
• University of Alberta (GenActors)

Corporate Sponsors

• A.C. Waring and Associates
• Alberta Association on Gerontology (Edmonton Chapter)
• Alberta Blue Cross
• Alberta Council on Aging, Edmonton Chapter
• Alberta Health - Seniors Services & Continuing Care
• Alberta Motor Association
• Alberta NDP Opposition
• Alberta Ombudsman
• Avison Young
• Bayshore Home Health
• Boardwalk Rental Communities
• Canterbury Foundation
• Christenson Communities
• Christenson Developments Ltd.
• City of Edmonton Cemeteries
• Connect Hearing
• Connelly-McKinley Funeral Home
• Crowe MacKay LLP
• Delcon Capital
• Dignity Memorial
• Edmonton Senior & Gazette Press
• Elder Move Inc.
• Epcor
• Excel Society
• Field Law
• First Memorial Funeral Services
• Garneau Hall
• GEF Seniors Housing
• Hon. Laurie Blakeman, MLA
• KPMG
• Legislative Assembly
• Lifestyle Options Retirement Communities
• Melcor Developments Ltd.
• Millarcom Inc.
• Mitchel Entertainment
• Pharmacare Specialty Pharmacy
• Production World
• RBC Foundation
• Reversa - The Churchill
• Reversa Retirement
• Schmidt Realty Group Inc.

• Senior Homecare by Angels
• Servus Credit Union
• Shepherd’s Care at Home
• Shepherd’s Care Foundation
• Sheep’s Gardens Incorporated
• The Co-operators
• Volunteer Edmonton
COMMITTEES, BOARDS and WORKING GROUPS

- Age Friendly Edmonton Housing and Home for Life Working Group
- Age Friendly Edmonton Information and Communications Working Group
- Age Friendly Edmonton Telephone Line System Redesign Working Group
- Age Friendly Edmonton Seniors Outreach Redesign
- Age Friendly Edmonton Snow Removal Redesign
- Age Friendly Edmonton Steering Committee
- Age Friendly Edmonton Housing Committee
- Age Friendly Edmonton Steering Committee
- Alberta Association of Seniors Centres
- Alberta Caregivers Association
- Alberta Council of Women’s Shelters
- Alberta Seniors: Seniors Advisory Council for Alberta
- Centralized Intake Working Group
- CIHR Team Grant: “Navigation Partnerships: Connecting, Accessing, Resourcing and Engaging (N-CARE) Older Persons, Families and Communities”
- Collaborative Case Management Project (AHS - Home Living and Outreach Workers)
- Community Coalition to Address Hoarding
- Community Initiatives Against Family Violence
- Covenant Health: Strategic Advisory Committee - Network of Excellence in Seniors Health and Wellness
- Department of Human Ecology: Selection Committee for Professor of Human Ecology - Aging
- Edmonton Seniors Coordinating Council
- Edmonton Seniors Coordinating Council: 211 Committee
- Elder Abuse Consultation Team
- Faculty of Nursing: Advisory Committee, Innovations in Seniors Care Research Unit
- Family Care Clinic Working Group - Woodcroft East
- Financial Literacy for Seniors Working Group
- Integrated Seniors Services
- Mayor’s Task Force on Poverty Elimination
- National Project - Best Practices in Shelters for Abused Older Adults
- Office of the Mayor: Social Housing Renewal Advisory Committee
- Safety Codes Council: Barrier Free Committee
- Senior Centre Outreach Workers Interagency Meeting
- Senior Centre Recreational Programmers Meeting
- Seniors Advisory Council for Alberta
- Seniors Housing Forum Steering Committee
- Seniors Mental Health Planning and Coordinating Committee
- Treasury Board: Results Based Budgeting Community Challenge
- Panel for Acute Care and Continuing Care
- United Way: Funded Partner Network
- World Elder Abuse Awareness Day Planning Committee

2014 SAGE AWARD recipients

- Bev Halisky
  Transportation
- Clarence Hirsch
  Sports & Leisure
- Dr. Gary Faulkner, P.Eng
  Science & Technology
- Earl Choldin
  Education
- Eunice Barron
  Arts & Culture
- George Nikel
  Community Building
- Hilary Gray
  Environment
- Jack O’Neill
  Social Justice & Peace
- Mary O’Neill
  Health & Wellness
- Victoria Van Vliet Vaitkunas
  Public & Non-Profit
### Summarized Statement of Financial Position December 31, 2014

The complete audited financial statements are available upon request.

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$391,367</td>
<td>$294,092</td>
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<tr>
<td>Accounts receivable</td>
<td>128,405</td>
<td>130,428</td>
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<td>Inventory</td>
<td>8,950</td>
<td>11,825</td>
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<td>Prepaid expenses</td>
<td>25,804</td>
<td>33,830</td>
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<td></td>
<td>554,526</td>
<td>470,175</td>
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<tr>
<td>Long-term portfolio investments, at market value</td>
<td>467,724</td>
<td>459,422</td>
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<tr>
<td>Equipment</td>
<td>413,539</td>
<td>305,785</td>
</tr>
<tr>
<td>TOTAL ASSETS</td>
<td>$1,435,789</td>
<td>$1,235,382</td>
</tr>
</tbody>
</table>

| LIABILITIES                               |             |             |
| Current                                   |             |             |
| Accounts payable                          | $291,455    | $122,105    |
| Deferred contributions                    | 478,777     | 473,050     |
|                                           | 770,232     | 595,155     |
| Deferred contributions related to capital assets | 368,559     | 263,110     |
|                                           | 1,138,791   | 858,265     |

| NET ASSETS                                |             |             |
| Unrestricted                              | (215,706)   | (124,980)   |
| Capital assets                            | 44,980      | 42,675      |
| Contingency                               | 114,220     | 113,201     |
| Investment                                | 353,504     | 346,221     |
|                                           | 296,998     | 377,117     |
| TOTAL LIABILITIES and NET ASSETS          | $1,435,789  | $1,235,382  |

### Summarized Statement of Operations for the Year ended December 31, 2014

The complete audited financial statements are available upon request.

<table>
<thead>
<tr>
<th>REVENUE</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government grants</td>
<td>$1,347,308</td>
<td>$1,279,470</td>
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<tr>
<td>Other grants</td>
<td>256,051</td>
<td>187,387</td>
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<tr>
<td>Self generated revenue</td>
<td>570,323</td>
<td>595,002</td>
</tr>
<tr>
<td>Donations and fundraising</td>
<td>189,505</td>
<td>235,346</td>
</tr>
<tr>
<td>Investment income (loss)</td>
<td>18,756</td>
<td>(428)</td>
</tr>
<tr>
<td></td>
<td>2,381,943</td>
<td>2,296,777</td>
</tr>
</tbody>
</table>

| EXPENSES                                    |             |             |
| Wages and benefits                          | 1,268,665   | 1,272,427   |
| Program expenses                            | 697,410     | 571,164     |
| Occupancy                                   | 156,892     | 152,829     |
| Office Opertion                             | 148,124     | 154,835     |
| Amortization                                | 71,079      | 54,791      |
| Other expenses                              | 137,569     | 125,172     |
|                                           | 2,479,739   | 2,331,218   |

<table>
<thead>
<tr>
<th>DEFICIENCY of revenue over expenses before other item</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in unrealized gain on portfolio investments</td>
<td>17,677</td>
<td>30,271</td>
</tr>
</tbody>
</table>

| DEFICIENCY of revenue over expenses                | $80,119     | $(4,170)    |
Over the past year, Sage has undertaken an initiative to create a stronger culture of philanthropy within our community. A grant from the Edmonton Community Foundation provided Sage with a unique opportunity to hire a fund development expert, who has helped us learn more about how to engage our community in supporting Sage.

While we have many generous donors and volunteers, many people in our community do not think of Sage as a charity that depends on donations in order to provide services and programs for seniors. We want to change this perception!

In December of 2014, we launched the Silver Threads program as part of our renewed fund development strategy: the program invites people to set up a monthly, pre-authorized gift of $25 - a simple act that can help us sustain important programming over time.

Watch for new and exciting opportunities to get involved in Sage’s fund development efforts in the coming year!

Our sincere thanks to all of you who provided support in 2014.

The Board of Directors generally consists of 12 Directors. Those serving from June 2014 to May 2015 and their committees were:

**Executive**
- President: D. Lynn Skillen
- President Elect: Barb Burton
- Treasurer: Lindsay McGill
- Secretary: John Schiel
- Past President: Bauni Mackay

**Members-at-Large**
- Daniel Morrow
- Joyce E. Tustian
- Michael Phair
- Reg Joseph
- Tammy Pidner
- Anne Fanning

Executive Director (Ex officio member of all committees)
- Roger E. Laing

**Retired or Resigned in 2014**
- Mohamed Assaf
- Adrien Tremblay