

Monitoring & Evaluation Framework: Apr 2020



Finances: Apr 2020

April 2020	2020 YTD	BUDGET YTD	% Var	\$ Var	2019 YTD	% Var	\$ Var
SUMMARY							
Total Donations	22,383	157,500	-86%	-135,117	26,499	-16%	-4,116
Total Centre Revenue	46,740	100,400	-53%	-53,660	100,564	-54%	-53,824
Total Other Revenue	8,728	1,400	523%	7,328	851	926%	7,877
TOTAL REVENUE	77,851	259,300	-70%	-181,449	127,913	-39%	-50,063
Total Operating Expenses	116,806	152,780	-24%	-35,974	176,775	-34%	-59,969
Total Program Expenses	12,103	11,350	7%	753	10,402	16%	1,701
Total Payroll Expense	185,918	223,410	-17%	-37,492	153,774	21%	32,145
Total Other Expenses	508	0	0%	0	185	0%	0
TOTAL EXPENSE	315,335	387,540	-19%	-72,205	341,136	-8%	-25,801
NET INCOME	-237,484	-128,240	85%	-109,244	-213,222	11%	-24,262

N1 \$17,005 previously posted to R&M was transferred to Buildings capital account for completion of kitchen & bathroom renovations

- Donation and grant-seeking activity down as most grant-seeking activity is geared to events
- Small increase in medium-sized donations (\$250 to \$1,000)
- Federal and other grants to offset COVID-19 began to register in April (926% increase in 'other revenue' includes first 10% of federal wage subsidy)
- Centre revenue decrease of 54% represents impact of COVID-19 cancellations
- Confirmed direct and indirect grants of \$25k tied to a cancelled event are being held to rescheduled date in September of 2020; other grant applications have been made
- Significant drop in operating expenses due to cost restraints
- Negative net income not far off from 2019 level, even with sharp drop in revenues

Monitoring & Evaluation Framework: Feb 2020



Event	2020 registrations	2019 registrations	#var	%var
Sorrento programming	181	279	-98	-35%
New bookings	154	n/a	+154	--
Fibre arts bookings	51	41	+10	+24%
Ukulele festival	141	146	-5	-3%
SOYA	85	60	+15	+25%
NimbleFingers	272	248	+24	+10%
Total registrations	884	774	+110	+14

While advance registrations were up 14% by the end of February 2020 as compared to the same period in 2019, the downward slide due to COVID-19 continued in April:

- 34 events cancelled with 1,653 guests
- All events and activities to end of June 2020 cancelled or postponed
- \$57,769 in revenues lost to COVID-19 in March 2020
- \$71,163 in revenues lost to COVID-19 in April 2020

Monitoring & Evaluation Framework: Apr 2020



Year to Date - April 2020

	YTD 2020	YTD 2019	% Change
Centre Revenue			
Programming Revenue	3,640	4,087	-11%
Children & Youth Programming	-	-	
Cancellation Fees	1,337	1,200	11%
Accommodation Revenue	25,651	61,598	-58%
Meals Revenue	16,112	33,678	-52%
Administration Fees	-	-	
Total Centre Revenue	46,740	100,564	-54%
Programming Contra			
Adult Programs - Expenses	-	-	
Adult Programs - Instructor Costs	1,426	-	
Total Adult Programs	1,426	-	
Hosted Meals - Instructor	370	-	
Hosted Meals - Board	-	585	-100%
Hosted Meals - Associates	-	-	
Hosted Accommodation - Instructor	1,390	-	
Hosted Accommodation - Board	-	545	-100%
Hosted Accommodation - Associates	1,112	-	
Hosted Programming	-	-	
Total Hosted & Discounted	2,872	1,130	154%
Youth Programs - Expenses	200	-	
Youth Programs - Instructor Costs	-	-	
Total Youth Programs	200	-	
Youth Leadership Sponsorship	7,605	9,272	-18%
Program Volunteer Voucher Expense	-	-	
Total Program Expenses	12,103	10,402	16%
Total Earned Income	34,637	90,162	-62%

Centre revenue from business operations (meals, accommodations, programs) to the end of April down by 54% due to COVID-19 impact.

Total earned income from business operations down 62% to end of March.

The powerful and immediate impact of COVID-19 on a place-based business:

- **Cancellation and postponement of all events and activities on site**

Living into our mission:

- **The Sorrento Centre has helped convene local and regional emergency coalitions that are taking practical steps to support our neighbours during the pandemic; and we are part of the national emergency coalition of non-profit and charitable groups**
- **We have delivered more than 900 meals for hungry people in our region**
- **We are working collaborative on practical initiatives on housing, food and other needs**

Effective stewardship of our people, land and buildings:

- **A key priority is to ensure earnings for our core staff; and to continue investments in our people, land and buildings**
- **We have identified and secured grants, spending deferrals and other revenue to support sustained income during interruption of our earned income from business operations**

Planning for a ‘great big little future’:

- **As we monitor and assess the public health directions, we are preparing for the post-COVID-19 time, which will almost certainly involve some restrictions on the size of public gatherings, as well as continued restrictions on travel (especially international travel)**
- **We are working at the staff level, with the Board, and with our wider community to plan a dynamic future for the Sorrento Centre**

