

# Monitoring & Evaluation Framework: May 2019



Finances: Jan to May 2019

	2019 YTD	BUDGET YTD	% Var	\$ Var	2018 YTD	% Var	\$ Var
<b>SUMMARY</b>							
Total Donations	133,334	67,100	99%	66,234	46,819	185%	86,515
Total Centre Revenue	187,553	248,950	-25%	-61,397	185,821	1%	1,733
Total Other Revenue	2,076	5,355	-61%	-3,279	1,118	86%	958
<b>TOTAL REVENUE</b>	<b>322,963</b>	<b>321,405</b>	<b>0%</b>	<b>1,558</b>	<b>233,757</b>	<b>38%</b>	<b>89,206</b>
<i>N1</i> Total Operating Expenses	266,058	238,205	12%	27,853	184,635	44%	81,424
Total Program Expenses	43,409	58,050	-25%	-14,641	49,365	-12%	-5,956
Total Payroll Expense	213,576	210,214	2%	3,362	178,136	20%	35,441
Total Other Expenses	265	0	0%	0	-3,060	0%	0
<b>TOTAL EXPENSE</b>	<b>523,309</b>	<b>506,469</b>	<b>3%</b>	<b>16,840</b>	<b>409,075</b>	<b>28%</b>	<b>114,233</b>
<b>NET INCOME</b>	<b>-200,345</b>	<b>-185,064</b>	<b>8%</b>	<b>-15,281</b>	<b>-175,318</b>	<b>14%</b>	<b>-25,028</b>
<i>N1</i> Operating Expenses include R&M Unusual Expenses which will be moved to Capital Asset accounts at completion of project							
Amount to be moved	85,552				45,187		

- Year-over-year, grants + donations up 185% and earned income up 1%
- Earned income tracking below 2019 targets / grants + donations well above 2019 targets
- Operating expenses up due to increased repairs & maintenance spending
- \$85,552 of R&M expenses will shift to capital asset accounts, as per standard accounting practices
- Due to seasonal flow of revenue, negative net income in winter + spring turns positive in summer + fall
- Net income 2019 minus capitalized R&M expenses = -\$114,793 (tracking lower than in 2018)
- Net income 2018 minus capitalized R&M expenses = -\$130,131 (13% higher than 2019)
- Lapsed pledge from Diocese of Calgary successfully renewed and \$71k in undesignated funding booked
- Bottom lines: 1) grants + donations well above target; 2) earned income below target; 3) expenses within 2019 guidelines; 4) net income performing better than 2018 level

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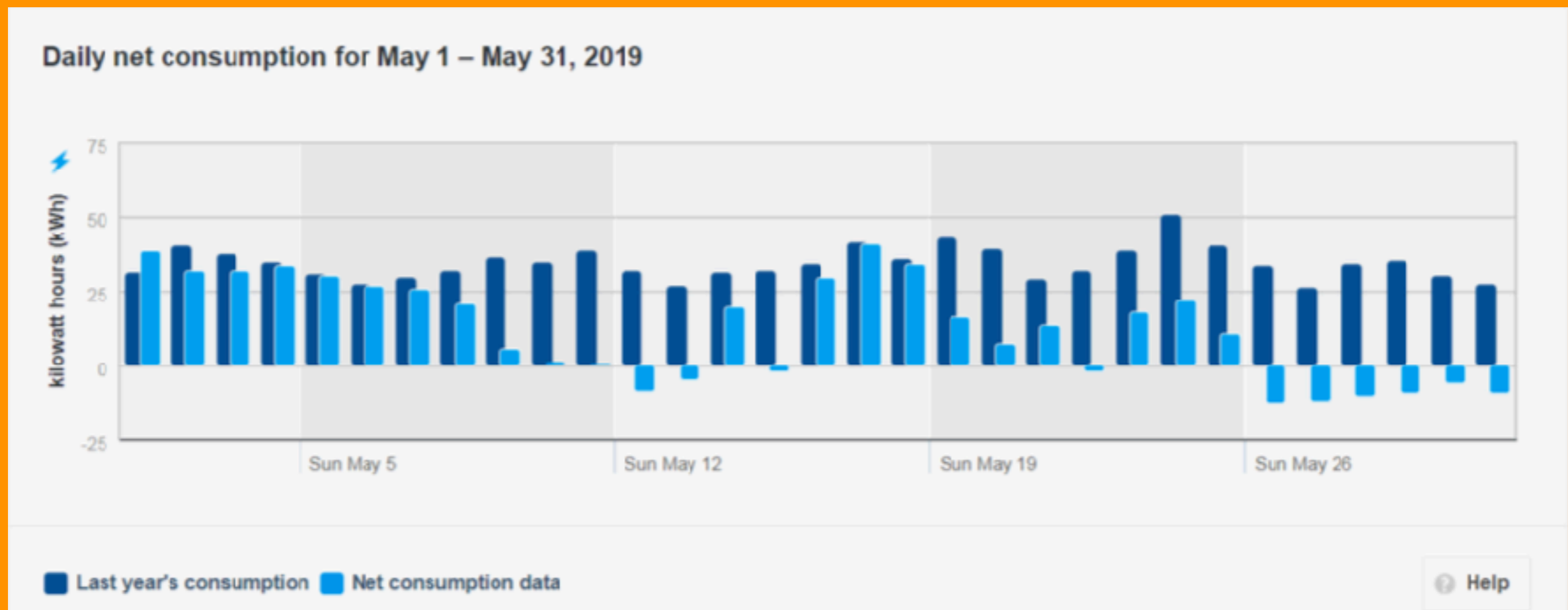
**R&M: Jan to May 2019**

<b>CAPITAL PURCHASES</b>	<b>Budgetted</b>	<b>POSTED TO Asset Accounts</b>	<b>POSTED TO Expenses</b>
Fascia/soffit/gutters - Caritas	25,839		
Tankless water heater - Lower WH	7,400		8,918
Fire suppression/air exchange - Kitchen	8,000		
Passenger van - youth programming	35,000		
Re-purpose Spes Bona 2nd floor	29,170		
Re-purpose Rawson House	33,650		53,353
Greenhouse - farm	23,000		3,584
Solar Project - Spes Bona	38,000		19,697
Coin Operated laundry machines	2,500	3,208	
Deck repair/replace - Richardson	15,000		
	<b>217,559</b>	<b>3,208</b>	<b>85,552</b>

- Phase one solar fully funded; phase two fundraising set to commence (see next page)
- Water for greenhouse funded + work complete; structural work partially funded
- Scale and scope of work on Rawson larger than projected; partial funding secured
- Passenger van funded; expense to be booked in June (below budget estimate)
- Capital items initially posted to operating, then shifted to capital as per generally accepted accounting practices and reported in year-end balance sheet
- **Bottom line: capital spending within guidelines set by Board and Budget 2019**

# Solar for Spes: Celebrating a bright + sunny month

- Phase one (19 panels) went live on May 1 after BC Hydro approval
- During first full month, 806 kWh of energy generated
- For ten days (including final week of May), arrays generated more energy than consumed (see negative net consumption below); this returns as credit against other electricity use
- Net consumption in Spes cut 63% from 2018 to 2019, mostly due to increased solar production (some reduction in building use)
- Phase one fully funded by 21 individual donors and one corporate donor (SASCU)
- Phase two in development (32 higher-capacity panels + two electric vehicle charging stations) with fundraising and grant-seeking to be launched in June



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**Earned income: Jan to May 2019**

Revenue Class		MTD	YTD	----- LAST YEAR -----	
				MTD	YTD
<b>SRRNTO</b>	<b>Sorrento Centre</b>				
1DONAT	Donations	81.54	81.54	4.00	4.00
1MEMBE	Associate Membership Sorrento	1,100.00	2,800.00	1,750.00	3,850.00
1PRINC	Program Incentives	0.00	0.00	0.00	0.00
1PROG	Program Sorrento Centre	13,855.00	17,942.00	5,900.00	8,781.00
1PROYS	Youth Program Sponsorship	-10,235.65	-19,507.65	-8,892.00	-15,127.00
1ZHASC	Hosting Associate Costs	-17,647.00	-17,647.00	0.00	0.00
1ZHINT	Hosting Instructor costs	-1,032.00	-1,032.00	0.00	0.00
2ACCOM	Accommodation revenue	38,203.05	92,617.36	32,087.25	84,038.72
2ADMIN	Admin / Site Fee	765.00	765.00	1,035.00	1,035.00
2CANCL	Cancellation charges	2,322.00	3,522.00	1,350.00	1,650.00
2EXTRA	Additional general revenue	175.80	186.55	21.00	34.50
2FACIL	Facility revenue	0.00	0.00	0.00	0.00
2MEAL	Meals revenue	26,298.60	59,392.07	18,872.00	48,634.00
2MEET	Conference room revenue	3,706.00	10,076.00	3,374.00	10,069.00
2PET	Pet Site Fee	90.00	250.00	65.00	65.00
<b>SRRNTO</b>	<b>Sorrento Centre</b>	<u>57,682.34</u>	<u>149,445.87</u>	<u>55,566.25</u>	<u>143,034.22</u>
	<b>Grand Total</b>	<u>57,682.34</u>	<u>149,445.87</u>	<u>55,566.25</u>	<u>143,034.22</u>

**A new monthly tracking indicator for earned income:**

- In previous M&E reports, we used tracking indicator that projected event registrations
- This measure, from SmartHotel, tracks revenue from program + conference events (including tracking subsidized registrations for youth + Associates which show as negative income)
- SmartHotel earned income more precise than earned income from SAGE (page 1 of this report)

**Monitoring earned income:**

- Earned income up \$6,411.65 in 2019 YTD over 2018 - up 4.5% year-over-year
- Higher 2019 program, accommodation + meal revenues offset by deeper subsidy costs for youth + associates



	May 2018	May 2019	%
Sorrento programming	576	593	3%

## Program registrations as of end of May

**Notes:**

- This is a refinement of a previous forward-looking indicator
- Big success in year-over-year growth in program registrations, reversing two-year decline

**Overall:**

- Ramped up program marketing starting in March showing positive results!
- Additional programming events being planned for 2019 + 2020
- Two key goals for program registrations: Get more people to register for existing events, and develop new events

# May 2019: Investing in people, program + place

- major repair and maintenance initiatives: work completed on new ED residence, new youth residence, upgrade continuing for old farm house
- effective stewardship of land and buildings remains key operational priority
- extensive work on farm as first harvest is nearing (garlic)
- additional marketing materials in development
- 23 Associates gathered for a productive May Associates Week + AGM
- 41 youth, young adults and youth leaders gathered for Young Sojourners Weekend on theme of reconciliation, with leadership from Kamloops Reconciliation Initiative
- development continuing for winter youth leadership program: revised job posting and a program handout are in distribution, including a national gather of youth leaders in June
- two-month summer youth staff team hired
- resource development manager hired, will join staff team in June
- Ongoing planning of Summer Kick-Off / Community BBQ on June 21 in conjunction with Shuswap NPO and South Shuswap Chamber of Commerce
- ED completed visits to Vancouver + Victoria with Synod, church + donor meetings
- Grant-seeking update: 19 grant applications submitted - four approved, four declined, five passed initial approval and in discussion, seven submitted and awaiting response.
- Sorrento Centre to be BC centre for PWRDF mapping exercise (training early June)
- Sorrento Centre to be welcomed into global Community of the Cross of Nails with celebration of reconciliation + community on June 10th
- Preparing for significant presence at General Synod in Vancouver in July
- Preparing for a busy June in conference and program activities, including welcome into global reconciliation community called Community of the Cross of Nails

