

Monitoring & Evaluation Framework: Nov 2019



Finances: Jan to Nov 2019

November '19	2019 YTD	BUDGET YTD	% Var	\$ Var	2018 YTD	% Var	\$ Var
SUMMARY							
Total Donations	250,258	657,000	-62%	-406,742	145,062	73%	105,196
Total Centre Revenue	1,039,530	1,194,500	-13%	-154,970	1,050,435	-1%	-10,905
Total Other Revenue	44,802	50,450	-11%	-5,648	32,753	37%	12,049
TOTAL REVENUE	1,334,590	1,901,950	-30%	-567,360	1,228,250	9%	106,340
N1 Total Operating Expenses	478,472	588,555	-19%	-110,083	387,704	23%	90,768
Total Program Expenses	163,222	198,550	-18%	-35,328	163,738	0%	-517
Total Payroll Expense	707,428	811,257	-13%	-103,829	628,113	13%	79,316
Total Other Expenses	345	23,750	0%	0	-2,945	0%	0
TOTAL EXPENSE	1,349,467	1,622,112	-17%	-272,645	1,176,610	15%	172,856
NET INCOME	-14,876	279,838	-105%	-294,714	51,640	-129%	-66,516
N1 Operating Expenses include R&M Unusual Expenses which will be moved to Capital Asset accounts at completion of project							
Amount to be moved	\$	5,164					

- Grants + donations remain very healthy – up 73% year-over-year
- Earned income flat-lined from 2018 to 2019 - down 1% year-over-year
- Other revenue also very healthy - up 37% year-over-year
- Operating expenses above 2018 due to increased priority on good stewardship
- Payroll expenses up in 2019 over 2018, due to full-year cost for ED, new resource development manager from July, one-time costs for one staff person, salary increases
- Confirmed grants, donations + other revenues for December: \$137,000
- Gift of Sorrento 2019 campaign to date: \$5,400
- Expected donations to end of 2019: \$15,000
- Bottom line: Sorrento Centre has been very successful in strengthening revenue from grants, donations and other revenues in 2019, but earned income remains sluggish



R&M: Jan to Nov 2019

CAPITAL PURCHASES	Budgeted	POSTED TO Asset Accounts	POSTED TO Expenses
Fascia/soffit/gutters - Caritas	25,839		
Tankless water heater - Lower WH	7,400	8,784	
Fire suppression/air exchange - Kitchen	8,000		
Passenger van - youth programming	35,000	26,019	
Re-purpose Spes Bona 2nd floor	29,170		
Re-purpose Rawson House	33,650	53,891	
Greenhouse - farm	23,000		4,397
Solar Project - Spes Bona	38,000	21,966	
Coin Operated laundry machines	2,500	3,208	
Deck repair/replace - Richardson	15,000		
	217,559	113,868	4,397

There have been approximately \$27,000 in further capital asset purchases not specifically budgeted.

- Fiscal prudence requires delay on several budgeted capital items until revenues available
- Several unexpected capital items have emerged - including roofing to preserve three buildings, expensive electrical repairs in kitchen
- Capital items 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 in budget 2019

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Earned income: Jan to Nov 2019

	YTD 2019	YTD 2018	% Change
Centre Revenue			
Programming Revenue	118,802	115,411	3
Children & Youth Programming	16,777	12,629	33
Cancellation Fees	7,439	6,733	10
Accommodation Revenue	514,328	531,786	-3
Meals Revenue	335,559	340,886	-2
Administration Fees	46,625	42,989	8
Total Centre Revenue	<u>1,039,530</u>	<u>1,050,435</u>	-1
Programming Contra			
Adult Programs - Expenses	2,540	151	1,579
Adult Programs - Instructor Costs	<u>30,457</u>	<u>30,975</u>	-2
Total Adult Programs	32,997	31,126	6
Program Incentives & Discounts	8,750	10,720	-18
Hosted Meals - Instructor	8,373	9,130	-8
Hosted Meals - Board	1,792	1,348	33
Hosted Meals - Associates	10,791	13,803	-22
Hosted Accommodation - Instructor	21,277	23,444	-9
Hosted Accommodation - Board	4,195	2,897	45
Hosted Accommodation - Associates	14,306	21,399	-33
Hosted Programming	<u>14,925</u>	<u>18,095</u>	-18
Total Hosted & Discounted	84,409	100,836	-16
Youth Programs - Expenses	1,643	1,195	38
Youth Programs - Instructor Costs	<u>5,552</u>	<u>6,414</u>	-13
Total Youth Programs	7,196	7,608	-5
Youth Leadership Sponsorship	28,508	20,185	41
Program Volunteer Voucher Expense	6,700	3,320	102
Total Program Expenses	<u>159,809</u>	<u>163,076</u>	-2
Total Earned Income	<u>879,721</u>	<u>887,360</u>	-1

Revenue slightly up

Program expenses down 2%

Bottom line: Total earned income flat-lined at -1% (below 2019 target of 15%)

Note: tourism operators in the Shuswap are reporting poor year in 2019, with some reporting business down 25%

New year-end quilting retreat will add some additional revenue

Monitoring & Evaluation Framework: Nov 2019



Occupancy: March to Nov 2019

SPRING OCCUPANCY BY PERCENTAGE																										
		MARCH					APRIL					MAY					SPRING									
ACCOM		2014	2015	2016	2017	2018	2019	2014	2015	2016	2017	2018	2019	2014	2015	2016	2017	2018	2019	2014	2015	2016	2017	2018	2019	
LODGES		27	26	26	32	21	20	35	35	39	13	24	29	42	38	44	42	48	43	35	33	36	29	31	31	
CASITAS		NA	0	34	11	42	29	NA	7	14	2	32	49	NA	29	43	29	30	23	NA	12	30	14	35	34	
Cabanas												19 13 12														
SUMMER OCCUPANCY BY PERCENTAGE																										
		JUNE					JULY					AUGUST					SUMMER									
ACCOM		2014	2015	2016	2017	2018	2019	2014	2015	2016	2017	2018	2019	2014	2015	2016	2017	2018	2019	2014	2015	2016	2017	2018	2019	
LODGES		42	45	40	46	42	49	58	69	85	68	58	74	84	80	80	82	85	71	65	55	68	65	62	65	
CASITAS		NA	13	22	13	42	42	NA	16	79	83	73	88	NA	70	95	94	91	85	NA	33	65	63	69	72	
CABANAS		18	21	11	9	23	24	77	73	83	75	57	64	82	74	80	74	80	69	59	56	58	53	53	52	
SERVICED		12	15	2	11	18	22	47	39	57	40	42	38	51	58	59	61	58	58	37	37	39	37	39	39	
UNSERVICED		10	16	2	14	9	13	31	28	45	35	38	20	56	62	58	67	52	52	32	35	35	39	33	28	
FALL OCCUPANCY BY PERCENTAGE																										
		SEPTEMBER					OCTOBER					NOVEMBER					FALL									
ACCOM		2014	2015	2016	2017	2018	2019	2014	2015	2016	2017	2018	2019	2014	2015	2016	2017	2018	2019	2014	2015	2016	2017	2018	2019	
LODGES		47	24	47	32	44	29	46	46	40	52	47	44	25	29	22	29	27	15	39	25	27	28	30	22	
CASITAS		NA	13	36	31	28	12	NA	16	12	79	20	17	NA	7	16	51	38	0	NA	12	21	54	29	10	
																						2015	2016	2017	2018	2019
Annual Occupancy of Lodges for March-Nov																						43.2	46.4	43.3	42.8	41.7
Annual Occupancy of Casitas for March-Nov																						18.8	41.6	45.6	46.5	41.7

- Spring occupancy flat-lined, summer occupancy up slightly in lodges + casitas
- September occupancy levels down due to loss of carvers' event
- Weak occupancy numbers confirm that focus needs to remain on earned income
- Outlook for 2020: early registration numbers for new cycling weeks show great promise

Greater visibility + relationship-building:

- continued to strengthen relationship with Skmana for X-country ski experience in 2020
- continued to strengthen our relationship with Secwepemc leadership (plans for Indigenous arts event in May of 2020 taking shape)
- continued outreach to church, other faith groups and communities
- met officially with Primate Linda, newly installed with Anglican Church
- new day events on site draw visibility to Centre
- new cycling course has filled two weeks of programming in 2020
- registrations building for new fabric arts program in spring of 2020

Living into our mission:

- new farm and grounds manager, Gwen Dell'Anno, ramping up several projects, including restoration of old greenhouse on main property with organic heating system
- active planning for Winter Youth Retreat 2020 and other events
- short-listing of candidates for youth program manager position
- working with Kindale (Salmon Arm) and local Secwepemc youth programs to increase the number of 'non-traditional' hires in kitchen, grounds, house-keeping and farm

Enhanced marketing + communications:

- major overhaul of Christmas appeal: Gift of Sorrento 2019 generated \$5,439 in first two weeks with electronic / print campaign to every Anglican + United church in BC + Alberta
- Five Weeks of Summer 2020 set to launch earlier than previous years with diverse range of course offerings; other new program events being offered in 2019

Strengthening resource development:

- fundraising continuing for phase two of solar campaign and greenhouse at farm
- year-end appeal in development

