

Monitoring & Evaluation Framework: Mar 2020



Finances: Mar 2020

March 2020	2020 YTD	BUDGET YTD	% Var	\$ Var	2019 YTD	% Var	\$ Var
SUMMARY							
Total Donations	15,087	75,500	-80%	-60,413	17,191	-12%	-2,104
Total Centre Revenue	38,697	50,000	-23%	-11,303	58,073	-33%	-19,375
Total Other Revenue	2,690	300	797%	2,390	657	309%	2,033
TOTAL REVENUE	56,474	125,800	-55%	-69,326	75,921	-26%	-19,447
N1 Total Operating Expenses	106,354	100,900	5%	5,454	99,785	7%	6,569
Total Program Expenses	12,103	10,500	15%	1,603	10,402	16%	1,701
Total Payroll Expense	140,155	142,398	-2%	-2,243	105,573	33%	34,582
Total Other Expenses	0	0	0%	0	185	0%	0
TOTAL EXPENSE	258,611	253,798	2%	4,814	215,945	20%	42,666
NET INCOME	-202,137	-127,998	58%	-74,140	-140,024	44%	-62,113

N1 Operating Expenses include R&M Unusual Expenses which will be moved to Capital Asset accounts at completion of project
 Amount to be moved \$ 16,849 final costs of completion of Richardson Lodge bathroom & kitchen reno's

- Donation and grant-seeking activity gearing up after slow start in early part of the year (early results for April show significant gains)
- Federal and other grants to offset COVID-19 impact will kick in during April and May
- Centre revenue decrease of 33% represents initial impact of COVID-19 cancellations
- Confirmed direct and indirect grants of \$25k tied to a cancelled event are being held to rescheduled date of event in September of 2020; other grant applications have been made
- Sorrento Centre typically generates significant negative net income in early months then generates positive income as year progresses

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 was sharp in March:

- **More than 30 events and activities cancelled by end of March 2020**
- **More than 1,500 individual refunds for guests**
- **All events and activities to end of June 2020 cancelled or postponed**
- **Once the green light to resume retreat and conference operations is given by public health authorities, we expect that events through the summer and fall will likely be restricted**

Monitoring & Evaluation Framework: Mar 2020



	YTD 2020	YTD 2019	% Change
Centre Revenue			
Programming Revenue	-	4,087	-100
Children & Youth Programming	-	-	0
Cancellation Fees	-	-	0
Accommodation Revenue	12,318	13,985	-12
Meals Revenue	7,821	9,123	-14
Administration Fees	-	-	0
Total Centre Revenue	<u>20,139</u>	<u>27,195</u>	-26
Programming Contra			
Hosted Accommodation - Associates	1,112	-	0
Hosted Programming	-	-	0
Total Hosted & Discounted	<u>1,112</u>	<u>-</u>	0
Youth Programs - Expenses	200	-	0
Youth Programs - Instructor Costs	-	-	0
Total Youth Programs	<u>200</u>	<u>-</u>	0
Youth Leadership Sponsorship	7,605	9,272	-18
Total Program Expenses	<u>8,917</u>	<u>9,272</u>	-4
Total Earned Income	<u>11,222</u>	<u>17,923</u>	-37

Centre revenue from business operations (meals, accommodations, programs) to the end of March down by 26% due to COVID-19 impact.

Total earned income from business operations down 37% 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**
- **Business model of Sorrento Centre mostly dependent on place-based activities**

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 500 meals (as of mid-April) 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**

