



Finances: YTD to end of April 2019

SUMMARY	2019 YTD	BUDGET YTD	% Var	\$ Var	2018 YTD	% Var	\$ Var
Total Donations	26,499	30,100	-12%	-3,601	18,690	42%	7,809
Total Centre Revenue	100,564	126,250	-20%	-25,686	91,489	10%	9,074
Total Other Revenue	892	1,855	-52%	-963	625	43%	267
TOTAL REVENUE	127,954	158,205	-19%	-30,251	110,804	15%	17,150
Total Operating Expenses	170,818	165,455	3%	5,363	112,745	52%	58,073
Total Program Expenses	10,402	11,400	-9%	-998	6,835	52%	3,567
Total Payroll Expense	153,774	146,082	5%	7,692	130,585	18%	23,189
Total Other Expenses	185	0	0%	185	-3,060	-106%	3,245
TOTAL EXPENSE	335,179	322,937	4%	12,242	247,105	36%	88,074
NET INCOME	-207,224	-164,732	26%	-42,492	-136,301	52%	-70,924

Overall:

- Year-over-year, earned income up 10% and grants / donations up 42%
- Earned income and grants/donations tracking below 2019 targets (see notes below)
- Operating expenses up due to increased repairs & maintenance spending
- Payroll expenses up due to additional staff (ED) + salary increases

Notes:

- Farm-related grant of \$4,500 awarded in April, funds expected to be booked in May
- Donations of \$20,500 received in late April, will be booked as May revenue
- Estate bequest of \$133k probated in April, funding expected soon
- Successful discussions have led to expected \$100k Calgary donation in May with additional \$533k committed.
- Designated 2018 donations of \$14,000 will be allocated to operating expenses in May (gardens / solar panels).
- Bottom line: revenues are robust and expenses are in line with targets

Monitoring & Evaluation Framework: April 2019



	April 2018	April 2019	%
Sorrento programming	507	474	-6%
SOYA	90	78	-13%
Okanagan Knitters	75	45	-40%
<u>NimbleFingers</u>	350	299	-15%
<u>Ukelele</u>	155	146	-6%
BC Swing Camp	153	142	-7%
Combined six activities	921	774	-16%

Selected conference and program registrations as of end of April

Notes:

- Sorrento Centre markets its own programming, but not five other events
- Knitters facing a change in administration

Overall:

- May is start of busy spring / summer season: seven sold-out weekends in a row
- Sorrento Centre ramped up programming marketing in March 2019: registrations rose by 19% in March
- New programming event added in late March for spring 2019
- Senior staff have been meeting weekly to discuss specific earned income initiatives
- Summer program mailed out in mid-April
- Additional programming events being planned for fall and winter of 2019/2020
- Additional marketing / communications underway

April 2019: Investing in people, program + place

- ❑ Norma James-Athay welcomed as new housekeeping manager in April
- ❑ greening of our main campus: solar phase one (19 panels on roof of Spes Bona) went live on May 1 with connection to BC Hydro grid approved; blessing planned for May 9
- ❑ major repair and maintenance initiatives: extensive work to complete water on farm and at Rawson house; re-purpose Rawson House; upgrades to Casitas, kitchen, septic system and electrical in Spes
- ❑ extensive work on farm including tilling, seeding, planting, water and nutrients
- ❑ additional marketing materials in development
- ❑ first four-month Summer Youth Staff arrived in early May, hiring for two-month staff continuing
- ❑ Earth Day 2019 tree-planting plan with three dozen Sorrento Elementary students April 19
- ❑ Final determination of resource development manager candidates underway
- ❑ Ongoing planning of Summer Kick-Off / Community BBQ on June 21 in conjunction with Shuswap NPO and South Shuswap Chamber of Commerce
- ❑ Purchasing of items and planning for re-launch of SC shop in May
- ❑ Creating Homefullness TO (in collaboration with Diocese of Toronto): two dozen attendees
- ❑ Planning ongoing for additional Homefullness events in Victoria, Ashcroft, Vancouver
- ❑ Grant-seeking update: 17 grant applications submitted to date - one declined, three approved, five passed initial approval and in discussion, eight submitted and awaiting response.
- ❑ Sorrento Centre to be BC centre for PWRDF mapping exercise
- ❑ Sorrento Centre to be welcomed into global Community of the Cross of Nails
- ❑ Preparing for significant presence at New West Synod in Vancouver in May
- ❑ Preparing for significant presence at General Synod in Vancouver in July

