

Monitoring & Evaluation Framework: Mar 2019



Finances: YTD to end of March 2019

SUMMARY	2019 YTD	BUDGET YTD	% Var	\$ Var	2018 YTD	% Var	\$ Var
Total Donations	17,191	18,600	-8%	-1,409	15,084	14%	2,107
Total Centre Revenue	58,073	72,000	-19%	-13,927	48,645	19%	9,428
Total Other Revenue	405	490	-17%	-85	611	-34%	-207
TOTAL REVENUE	75,668	91,090	-17%	-15,422	64,341	18%	11,328
Total Operating Expenses	94,357	103,335	-9%	-8,978	77,399	22%	16,958
Total Program Expenses	10,402	10,600	-2%	-198	6,235	67%	4,167
Total Payroll Expense	105,053	99,952	5%	5,101	97,595	8%	7,458
Total Other Expenses	185	0	0%	185	-3,060	-106%	3,245
TOTAL EXPENSE	209,997	213,887	-2%	-3,890	178,169	18%	31,828
NET INCOME	-134,329	-122,797	9%	-11,532	-113,828	18%	-20,501

Overall:

- Year-over-year, earned income up 19% and donations up 14%
- Earned income and donations tracking below 2019 targets
- Total expenses up year-over-year due to increased program costs (more participants in 2019)

Notes:

- Earned income up due to increased program registrations YTD
- Undesignated donations are lower in 2019
- Installation of solar panels (first phase fundraising complete) has boosted R&M budget line
- Payroll costs up due to extra pay period in YTD 2019 + wage increases

See full financial tracking document attached.

Monitoring & Evaluation Framework: Mar 2019



	March 2018	March 2019	%
Sorrento programming	417	399	-4%
SOYA	86	65	-24%
Okanagan Knitters	72	41	-43%
Nimble Fingers	308	287	-7%
<u>Ukelele</u>	160	156	-2%
BC Swing Camp	132	131	--
Total	1175	1079	-8%

Selected conference and program registrations as of end of March

Notes:

- Sorrento Centre markets its own programming, but not five other events
- Knitters down due to change in administration

Overall:

- Sorrento Centre ramped up programming marketing in March 2019: registrations rose by 43% in one month
- New programming event added in late March for spring 2019
- Additional programming events being considered for fall and winter of 2019/2020
- Additional marketing / communications underway

March 2019: Investing in people, program + place

- ☑ going solar: fundraising completed for phase one of Spes solar - 19 panels to be installed in spring of 2019; Sorrento Centre plan highlighted at Shuswap Solar Society event in Salmon Arm with 100+ participants
- ☑ solid financials: earned income and fundraising revenues up in 2019 YTD as compared to 2018; expenses in line with increased registrations + successful fundraising
- ☑ new marketing brochure launched, additional materials commissioned
- ☑ Earth Day 2019 tree-planting plan with Sorrento Elementary confirmed for April 19
- ☑ Diocese of Toronto + Sorrento Centre “homefullness” event in Toronto drew 32 participants
- ☑ Village of Lytton + Sorrento “homefullness” event drew 20 participants
- ☑ Additional “homefullness” events being planned for Lillooet, Vancouver and Victoria
- ☑ South Shuswap Health Services Society - Sorrento Centre “stone soup” event in Blind Bay drew two dozen participants
- ☑ Short-listing and interviewing candidates for communications + resource development job
- ☑ Connected with Indigenous youth and other hiring initiatives to diversify hiring pool
- ☑ Summer youth staff hiring commenced for four-month staff; two-month staff to follow
- ☑ Francis on love of nature and love of enemy: new programming event for late May launched
- ☑ Upgrades to Rawson house, including water, launched - completion by mi-April
- ☑ New farm management plan set in place, spring seeding commenced
- ☑ Purchasing of items and planning for re-launch of SC shop in May
- ☑ New part-time guest services staff person hired and trained
- ☑ Safety checks and yearly reviews for smoke alarms, fire extinguishers, fire suppression
- ☑ Preventative work on compressors, gas equipment and HVAC
- ☑ Ongoing work on bathroom fixtures, exhaust fans and selected major bathroom renovations
- ☑ Grant-seeking update: 15 grant applications submitted to date - one declined, two approved, five passed initial approval and in discussion, seven submitted and awaiting response.

