
Administrative Memorandum

Regular Board Meeting

Date: September 16, 2020
Topic: Report on Business Development Financial Activity for the Twelve Months ended 2020-06-30
Submitted by: D. Greg Frank, Secretary-Treasurer

Background:

The Business Development Department is responsible for identification, solicitation, confirmation and recognition of donors and sponsors for the District. The funding generates the support programs and services for Surrey students. These funds enhance, but do not replace government funding.

Funding opportunities are pursued through a variety of sources, including charities, foundations, businesses, corporations, community organizations and individual donors. This is accomplished by responding to calls for proposals, approaching prospective donors, nurturing relationships with past donors and researching potential funding opportunities.

For the twelve months ended June 30, 2020 the Business Development Department raised \$6.2 million in donations and sponsorships, net of salaries and benefits required to secure the funds. The attached report and supporting schedules capture the many donations and sponsorships received by the District and documents on how the proceeds of those donations support programs in the schools.

The following schedules are related to the Business Development operations for the twelve months ended 2020-06-30:

Funding Sources & Expenses
Revenue, By Project (**Schedule A**)
Donations-In-Kind, By Project (**Schedule B**)

It is recommended:

THAT the Board of Education receive the Report on Business Development Financial Activity for the twelve months ended 2020-06-30 for information.

Report on Business Development Financial Activity for the Twelve Months ended 2020-06-30

Funding Sources & Expenses

The overall benefit generated by the Business Development operations for the twelve months ended 2020-06-30 is summarized from the attached reports as follows:

Funding Sources & Expenses	Twelve Months Ended June 30, 2020	Twelve Months Ended June 30, 2019	Twelve Months Ended June 30, 2018
Funding Sources			
Cash Donations (Schedule A)	\$ 3,981,388	\$ 4,476,203	\$ 3,877,646
In-Kind Donations (Schedule B)	2,176,157	1,701,750	1,644,498
Total Net Revenue & Other Benefits	6,157,545	6,177,953	5,522,144
Less:			
Indirect Salaries & Benefit Expenses			
Salaries	245,342	256,220	221,434
Employee Benefits	53,190	51,176	42,532
Total Net Salaries & Benefit Expenses	298,532	307,396	263,966
Total Overall Net Benefits Realized	\$ 5,859,013	\$ 5,870,557	\$ 5,258,178

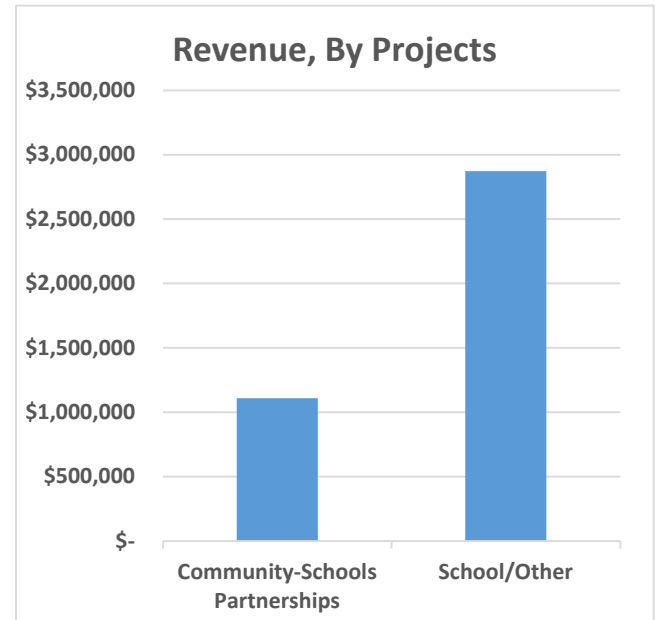
The above attribution of indirect salaries and employee benefit expenses for the operation of the department does not include a provision for supplies, services, and facilities, as they are not considered significant or material in nature to the analysis. Staff costs are allocated to Business Development proportionate to the time that department management has estimated is dedicated to the activity.

This report does not include fundraising activities conducted by schools and programs.

Report on Business Development Financial Activity for the Twelve Months ended 2020-06-30

Schedule A: Revenue, By Project

Community-Schools Partnerships	
After School Programs	\$ 529,430
Attendance Matters	114,658
CSP	83,850
Jumpstart	306,000
School Programs	75,000
Community-Schools Partnerships Total	1,108,938
School/Other	
Aboriginal Ed. Programs	50,000
After School Programs	63,061
Commercial Filming	151,830
Distribution of Material	37,953
Education Services	419,770
Food Programs	469,839
Refugee Support	20,000
Safe Schools	519,200
Sales Programs	115,263
Scholarship	74,686
School Programs	924,677
Staff 50/50 Lottery	26,170
School/Other Total	2,872,450
Grand Total	\$ 3,981,388



Report on Business Development Financial Activity for the Twelve Months ended 2020-06-30

Schedule B: Donations-In-Kind, By Project

<input type="checkbox"/> Community-Schools Partnerships	
After School Program	\$ 98,620
School Programs	1,600
Summer Camps	890
Community-Schools Partnerships Total	101,110
<input type="checkbox"/> Schools/Other	
After School Program	110,325
Food Programs	332,165
School Programs	1,263,627
Summer Camps	22,500
Scholarships	282,680
Jazz Festival	63,750
Schools/Other Total	2,075,047
Grand Total	\$ 2,176,157

