
Administrative Memorandum

Regular Board Meeting

Date: September 15, 2021
Topic: Report on Business Development Financial Activity for the Twelve Months Ended 2021-06-30
Submitted by: Liane Ricou, Associate Director, Business Development and Facility Use

Background:

The Business Development Department is responsible for identification, solicitation, confirmation and recognition of donors and sponsors for the District. The funding generated supports 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, 2021 the Business Development Department raised over \$5.8 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 how the proceeds of those donations support programs in schools.

Staff have prepared the following schedules in relation to the Business Development operations for the twelve months ended 2021-06-30:

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

It is recommended:

THAT the Board receive the Report on Business Development Financial Activity for the twelve months ended 2021-06-30, for information.

Report on Business Development Financial Activity for the Twelve Months Ended 2021-06-30

Funding Sources & Expenses

The overall benefit generated by the Business Development operations for the twelve-month period ended 2021-06-30 is summarized from the attached reports as follows:

| Funding Sources & Expenses | Twelve Months Ended June 30, 2021 | Twelve Months Ended June 30, 2020 | Twelve Months Ended June 30, 2019 |
|--|--|--|--|
| Funding Sources | | | |
| Cash Donations (Schedule A) | \$ 3,877,425 | \$ 3,981,388 | \$ 4,476,203 |
| In-Kind Donations (Schedule B) | 2,280,917 | 2,176,157 | 1,701,750 |
| Total Net Revenue & Other Benefits | 6,158,342 | 6,157,545 | 6,177,953 |
| Indirect Salaries & Benefit Expenses | | | |
| Salaries | 253,069 | 245,342 | 256,220 |
| Employee Benefits | 55,942 | 53,190 | 51,176 |
| Total Net Salaries & Benefit Expenses | 309,010 | 298,532 | 307,396 |
| Total Overall Net Benefits Realized | \$ 5,849,331 | \$ 5,859,013 | \$ 5,870,557 |

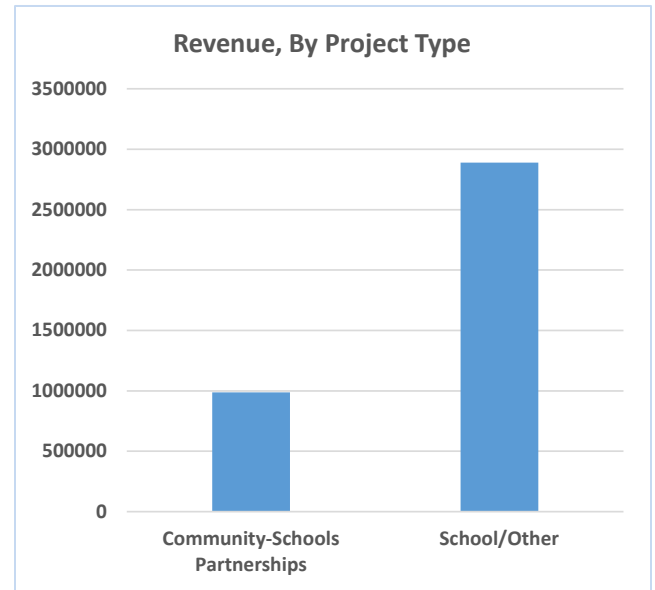
The above attribution of indirect salaries and employee benefit expenses for the operation of the department does not include a provision for supplies, services and facilities, as they are not considered significant or material in nature to the analysis. Staff costs are allocated to Business Development 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 2021-06-30

Schedule A: Revenue, By Project

| | |
|---|---------------------|
| Community-Schools Partnerships | |
| After School Programs | \$ 95,064 |
| Attendance Matters | 224,850 |
| BLAST | 11,000 |
| Clubhouse 36 | 15,000 |
| CSP | 188,222 |
| Jumpstart | 372,000 |
| REACH | 82,000 |
| Community-Schools Partnerships Total | \$ 988,136 |
| School/Other | |
| Aboriginal Ed. Programs | 52,775 |
| Commercial Filming | 54,968 |
| Distribution of Material | 32,024 |
| Dry Grad | 14,556 |
| Education Services | 205,363 |
| Food Programs | 532,848 |
| Refugee Support | 45,000 |
| Safe Schools | 604,868 |
| Sales Programs | 895 |
| Scholarship | 44,894 |
| School Programs | 1,267,480 |
| Staff 50/50 Lottery | 26,720 |
| Welcome Centre | 6,900 |
| School/Other Total | \$ 2,889,289 |
| Grand Total | \$ 3,877,425 |



Report on Business Development Financial Activity for the Twelve Months Ended 2021-06-30

Schedule B: Donations-In-Kind, By Project

| | | |
|----------------------------|-----------|------------------|
| CSP | | |
| After School Program | \$ | 2,200 |
| Summer Camps | | 800 |
| CSP | | 25,900 |
| CSP Total | \$ | 28,900 |
| Schools/Other | | |
| Donation | | 11,854 |
| Food Programs | | 187,250 |
| Scholarships | | 508,500 |
| School Programs | | 1,544,413 |
| Schools/Other Total | \$ | 2,252,017 |
| Grand Total | \$ | 2,280,917 |

