



CITY OF RICHMOND

REPORT TO COMMITTEE

TO: General Purposes Committee

DATE: April 10, 2001

FROM: Anne Stevens
Manager, Customer Services

FILE: 0168-01

RE: Fund Raising for non-profit Societies

STAFF RECOMMENDATION

1. That staff organize a financial sustainability workshop , (as identified in the report from the Manager of Customer Service dated April 10, 2001) if a poll of Richmond Based non-profit groups determines that there is a general interest in such a session.
2. That \$2000 be paid from Casino Funds for these sessions if a majority of the groups polled confirm their participation.

Anne Stevens
Manager, Customer Services

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ROUTED TO:	CONCURRENCE	CONCURRENCE OF GENERAL MANAGER
Budget.....	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>	

STAFF REPORTORIGIN

In February 2001 General Purposes committee requested staff to report on the costs of facilitating a workshop for non-profit societies to deal with fund raising and other revenue generating proposals. Staff was also asked to review the financial contributions made by the Ministry of Children and Family and other ministries over the past year to the various non-profit groups. This report will deal with the above.

FINDINGS OF FACT

In 2001 there were 50 non- – profit groups applying for City of Richmond grants. Upon review of the agencies' application form and financial statements the following table was drafted. The table indicates the name of the agency, the grants they received from other sources and the amount.

Non – Profit Agency	Other Funding Sources	Total Received
Always There for You- Home Support	Did not apply to any other sources for funding.	
Canadian Vocal & Performing Arts	Tom Lee Music; Chan Endowment Fund; Sun Yat-Sen Society; duMaurier Arts Council; BC Gaming and a variety of other sources. !9 in total	\$36,500
Community Arts Council	BC Arts Council; Incentive Grant; Richmond Foundation; Assembly of BC Arts Council; Provincial Government	\$20,457
East Richmond Community Assoc.	Did not apply to any other sources for funding	
Fraserview Mennonite Church	Federal HRCC Summer Career Placements	\$2,827
Johnston School of Highland Dance	Did not apply to any other sources for funding	
Kwantlen College	Van city Savings Credit Union; Richmond Savings Foundation; Ministry of Social Development; United Way; Rmd Sunset Rotary	No Money received to date
Hamilton Community Association	Did not apply to any other sources for funding. Approached Local businesses for donations	
Haihau Chinese Art Centre	Did not apply to any other sources for funding	
Peking Opera Soc.	Ministry of Small Business, Tourism and Culture; Taipei Economic and Cultural Office	\$3,500

Non-profit Agency	Other Funding Sources	Total Received
Rmd. Art Gallery	Canadian Council; BC Arts Council; BC Gaming Greczmeil Fdn; Canadian Museum Assoc.	\$57,385
Rmd. Chinese Community Society	Did not apply to any other sources for funding	
Rmd Community Orchestra & Chorus	Did not apply to any other sources for funding	
Rmd Gymnastics	Richmond Foundation; BC Gaming	Did not receive any funds to date.
Rmd Homeless Cats	Vancouver Fdn	\$5,000
Rmd Marine Rescue	Army Navy Air Force Vets; Rmd Foundation	\$4,500
Rmd Singers	Rmd Foundation; Marie Greczmeil Fund	\$1,000
Rmd Spinners & Weavers	Greczmeil fund	\$ 850
Rmd Youth Concert Band	Did not apply to any other sources for funding	
Scouts Canada	Did not apply to any other sources for funding - will be applying to BC Gaming	
Sea Island Community Assoc.	Did not apply to any other sources for funding	
Steveston Community Society	Federal Government	\$ 2800
Summer Programs	Federal Government Summer Career Placement Fund	
At Risks Girls' Group	Did not apply to any other sources for funding. The group is applying to Vancouver Children's fund and CKNW Orphan's Funds	
Big Brothers	United Way, MCF, City of Vancouver, City of North Van, City of West Van	\$ 207,287
Big Sisters	United Way, MCF, City of Vancouver, City of Burnaby, City of North Van, Richmond, City of West Van, Surrey and Dist of North Van	\$ 179,451
BC Paraplegic	Ministry of Social Development & Economic Security	\$ 36,670
Canadian Mental Health	Provincial Government	\$1,146,764.00
CHIMO	Richmond Health Services Society and Vancouver Richmond Health Board	\$ 287,535

non-profit Agency	Other Funding Sources	Total Received
Family Services	MCF, United Way, Ministry of Women's Equality, Residential Historical Abuse Prog,	\$ 325,673
Heart of Richmond Aids	MAC AIDS Fund, United Way	\$ 15,000
RADAT	MCF	\$ 731,899
Richmond Carefree	Did not apply to any other sources for funding	
Rmd Caring Place	City Art Grant and applying this year to Richmond Fdn	\$ 6,000
Rmd Hamper Fund	Did not apply to any other sources for funding	
Rmd Committee on Disability	Vancouver Fdn, McPhail Family, Richmond Foundation, Royal Bank, United Way, Richmond Sunrise Rotary, CAILIC, BC Gaming. Also applying to others such as Hydro, McDonalds Children's & Health Board	\$ 110,000
Rmd Connections	United Way, Ministry of Social Development and Economic Security, Human Resources Development, Health Services, Richmond Fdn., Ministry of Multiculturalism and Immigration	\$ 449,361
Rmd Family Place	Health Board, MCF, United Way, Vancouver Fdn, Summer Career Placement, Richmond Fdn, Vancouver Sun Children's Fund, CKNW	\$ 190,626
Rmd Family Childcare Society	Did not apply to any other sources for funding	
Rmd Hospice	Casino	\$ 29,559
Rmd Multicultural Concerns	Federal Gov't, Provincial Gov't, United Way, Gaming	\$474,537
Rmd Mother & Child Care	BCHMC ,MSSH	\$ 78,759
Rmd Therapeutic Equestrian	BC Hydro, BC Gaming, Richmond Rotary	\$ 60,000
Rmd Youth Services	United Way and Royal Bank	\$117,000
Rmd Women's Resource Ctr.	Women's Equality, Status of Women, Justice Dept	\$ 98,018
Street Proofing Our Kids	Did not apply to any other sources for funding. Operates on revenues	
Touchstone Family Assoc.	MCF	\$ 1,213,409
Visually Impaired	Did not apply to any other sources for funding.	

The review indicates that a number of the agencies have established a number of avenues for funding while others have not gone out side the City of Richmond to request additional funds.

Many organizations presently enjoy a healthy financial picture but are coming to the realization that in the future they will be challenged with not only fund raising but also maintaining financial sustainability. All agencies are facing similar situations, in which guaranteed funding many not be readily available.

A few organizations are presently reviewing their financial picture and establishing strategies to improve their future. These organizations are looking at ways to generate revenue or decrease costs and subsequently decreasing dependence on government funding.

Those agencies not currently reviewing their long-term financial picture should be encouraged to do so. The City could assist this process for Richmond based non - profit organizations by hiring a financial consultant to discuss some possibilities for organizations to ensure a more sustainable financial future. Those individuals wishing to get into strategies specific to their organization could contract out the services of the consultant at a later point in time.

FINANCIAL IMPACT

Should the City wish to contract the services of a financial management consultant the cost would be approximately \$800/day proposed that two sessions would be offered to accommodate a number of organizations.

CONCLUSION

Many of the City's Health, Social Services and Community groups come to the City for funding through the Grants program or the Casino program. These groups also go to other organizations or corporations for grants.

As governments and corporations are continually being challenged to maintain their own financial sustainability and to keep costs down, they may not be in a position to assist the non-profit organizations in future years.

In order to assist Richmond based non-profit organizations to plan for the future, the City may wish to hold an one/two day session with a financial consultant to set out a process for their organization. Those groups who are similar in nature may wish to team together or go independently and contract the services of this consultant at their expense to finalize various financial strategies.

The outcome of the individual sessions would be financial strategies, which could be implemented by each group to improve their financial sustainability.



Anne Stevens
Manager, Customer Services

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