

MANZANITA FAMILY FACULTY ORGANIZATION
 TREASURER'S FUNDRAISING REPORT
 AS OF SEPTEMBER 2, 2016

FUNDRAISING ACTIVITIES:	YTD Actual	Annual Budget	Variance (Positive # = Better than Budgeted)	Notes
AMAZON (SMILE.AMAZON.COM)	\$ 69.00	\$ 300.00	\$ (231.00)	Earn .5% for Manzanita by shopping at smile.amazon.com. Register and select Manzanita Family Faculty Organization as your charitable organization. Must start your shopping at that address when you purchase.
E-SCRIP/SHOPPING INCOME	110.93	100.00	\$ 10.93	Online shopping sites and local merchants that give back a percentage of purchases to Manzanita. Escrip online shopping mall (hundreds of retailers offering various percentages. Register, designate Manzanita Elementary School as organization and start purchases at escrip.com); Mabel's Labels - 20%, Mighty Nest - 15% (select school before each purchase). NEW - Benefit Mobile (benefit.mobile.com) - buy digital gift cards for immediate redemption online or in-store (earn up to 20%).
FRY'S INCOME	187.59	750.00	\$ (562.41)	Fry's Community Rewards Program that earns money for Manzanita. To participate, register Fry's VIP card at www.fryscommunityrewards.com, designate Manzanita Elementary School as organization (#66275), use registered VIP card when making purchases at Fry's and Manzanita will earn a percentage of the \$500,000 that Fry's gives away every 13 weeks. The amount earned is based on the number of families participating and the total amount in purchases. Participants must re-enroll annually in August.
BOX TOPS	-	2,000.00	\$ (2,000.00)	Clip and save official coupons from Box Tops products to raise money (10 cents each). Details at btfe.com. Friendly, fun competition with prizes for top-earning class and individuals. Collections in Oct., Feb. and May; checks come in Dec./Jan. & Apr.
SUBTOTAL COMMUNITY PARTNERS/SHOPPING INCOME	367.52	3,150.00	(2,782.48)	<i>Need a Community Partners chairperson to help promote and find new opportunities! Need Box Tops chairperson to coordinate and promote Box Tops collections.</i>

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CARNIVAL INCOME (NET)*	-	3,500.00	\$ (3,500.00)	Budgeted PROFIT. Budgeted income has typically been \$12,500 and budgeted expense \$9,000. Another "Spring Event" may replace the carnival, depending on volunteers to chair.
DESERT DASH INCOME (NET)	3,580.69	7,000.00	\$ (3,419.31)	Budgeted PROFIT. Budgeted income is \$13,000 and budgeted expense is \$6,000. Fun Run in Sabino Canyon occurring on Oct. 22nd. Income consists of t-shirt sales, sponsorships and dine out; expenses consist of t-shirts, banner & event expenses, such as medals and snacks. Need more sponsors (\$100). Have about 21 sponsors currently vs about 43 last year. Deadline is September 30th; visit https://mzdesertdash.eventbrite.com to register your student(s) for free and become a sponsor or make a smaller donation to help cover expenses.
EDUKIT INCOME		1,000.00	\$ (1,000.00)	New online school supplies shopping site that collects \$5.00 per kit for Manzanita, plus an optional donation. Assume approximately 30% will use in the first year (30% of 600 students) plus optional donations. Right on budget with # of families purchasing - latest report show 180 kits @ \$5.00 each (\$940), plus \$785 in optional donations so we are expecting a check for approximately \$1,725 once the final accounting is done.
FALL BOOK FAIR (NET)		4,000.00	\$ (4,000.00)	Budgeted PROFIT. November 15 - 18 - Budgeted Income \$22,000; Budgeted Expense \$18,000.
SPRING BOOK FAIR (NET)		3,500.00	\$ (3,500.00)	Budgeted PROFIT. April 18 - 21 - Budgeted Income \$20,000; Budgeted Expense \$16,500.
MUSTANG BUCKS	9,925.00	28,000.00	\$ (18,075.00)	Primary Fundraiser for all FFO Supported Programs, Activities & Events. Suggested donation of \$100 per student. Covers field trips and enrichment activities that are not funded by the State of Arizona.
SCHOOL PICTURE INCOME		2,100.00	\$ (2,100.00)	Commission payment that we receive from Inter-State Studios.
YEARBOOK (NET)	-	2,125.00	\$ (2,125.00)	Budgeted PROFIT. A collection of photos and memories that is published and sold at the end of the school year. Estimating sales of approximately 425 yearbooks (most at \$25 each; late yearbooks at \$30 each). Cost approx. \$20-\$22 each. Yearbooks are sold online through the Inter-State website only; extra "late yearbooks" are available for purchase in the office (approximately 50-60 copies) with priority given to 5th graders.

FUNDRAISING TOTALS @ 09/02/2016 \$ 13,873.21 \$ 54,375.00 \$ (40,501.79)

*NET (Income less Expenses)

Note: These totals represent year-to-date activity only and not the entire budget, all activity, or all anticipated activity. They have been extracted from the year-to-date income statement. Please see attached report for the entire year's activity, annual budget and totals. Please contact the FFO President, Melissa Royer, at manzanitaffo@manzanitaffo.org with any questions or concerns.

MANZANITA FAMILY FACULTY ORGANIZATION

YTD ACTUALS VS. ANNUAL BUDGET - 2016/2017 BUDGET - FY17 P&L

July 2016 - June 2017

Actuals as of 09/02/16; Budget is Annual Budget

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
INCOME			
AMAZON	69.00	300.00	-231.00
BOX TOPS INCOME		2,000.00	-2,000.00
CARNIVAL INCOME		12,500.00	-12,500.00
DESERT DASH INCOME	7,187.00	13,000.00	-5,813.00
DONATIONS & MISC		130.00	-130.00
E-SCRIP INCOME	110.93	100.00	10.93
EDUKIT INCOME		1,000.00	-1,000.00
FALL BOOK FAIR INCOME		22,000.00	-22,000.00
FIFTH GRADE TRIP INCOME		21,600.00	-21,600.00
FRY'S	187.59	750.00	-562.41
INTEREST INCOME	0.39	0.00	0.39
MUSTANG BUCKS	9,925.00	28,000.00	-18,075.00
SCHOOL PICTURE INCOME		2,100.00	-2,100.00
SPRING BOOK FAIR INCOME		20,000.00	-20,000.00
THIRD GRADE TRIP INCOME	95.00	10,260.00	-10,165.00
YEARBOOK INCOME		10,625.00	-10,625.00
Total Income	\$17,574.91	\$144,365.00	\$ -126,790.09
EXPENSES			
ART SHOW EXPENSES		300.00	-300.00
BACK TO SCHOOL WEEK	156.18	300.00	-143.82
BEN'S BELLS		650.00	-650.00
BOX TOPS EXPENSE		200.00	-200.00
BUS DRIVER APPRECIATION		120.00	-120.00
CARNIVAL EXPENSES		9,000.00	-9,000.00
CLASS ROOM FUNDING	2,100.20	10,000.00	-7,899.80
DESERT DASH EXPENSES	3,606.31	6,000.00	-2,393.69
ENRICHMENT PROGRAM	404.23	27,000.00	-26,595.77
FALL BOOK FAIR EXPENSES		18,000.00	-18,000.00
FIFTH GRADE RECOGNITION		1,100.00	-1,100.00
FIFTH GRADE TRIP EXPENSES		21,600.00	-21,600.00
FOUNDATION REQUESTS		1,000.00	-1,000.00
INTOUCH FEES	420.46	1,800.00	-1,379.54
LIBRARY		2,250.00	-2,250.00
MILER'S CLUB	149.95	400.00	-250.05
MUSTANG BUCKS EXPENSES		500.00	-500.00
OFFICE SUPPLIES (FFO)	95.88	800.00	-704.12
OFFICE SUPPORT		500.00	-500.00
PLAYGROUND BALLS		350.00	-350.00
POSTAGE		150.00	-150.00
PRESIDENT'S FUND		150.00	-150.00
PRINCIPAL'S DISCRETIONARY FUND	205.62	1,000.00	-794.38
REFRESHMENTS	55.03	775.00	-719.97
SIGNAGE/BANNERS		150.00	-150.00
SITE COUNCIL		500.00	-500.00
SPECIAL REQUESTS	227.06	0.00	227.06
SPELLING BEE		150.00	-150.00

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
SPRING BOOK FAIR EXPENSES		16,500.00	-16,500.00
STAFF APPRECIATION		2,250.00	-2,250.00
STAFF DEVELOPMENT	826.55	1,000.00	-173.45
STATUTORY AGENT		10.00	-10.00
TAX PREPARATION		950.00	-950.00
THIRD GRADE TRIP EXPENSE		10,260.00	-10,260.00
VARIETY SHOW		150.00	-150.00
YEARBOOK EXPENSES		8,500.00	-8,500.00
Total Expenses	\$8,247.47	\$144,365.00	\$ -136,117.53
NET OPERATING INCOME	\$9,327.44	\$0.00	\$9,327.44
OTHER INCOME			
OTHER INCOME	27.90		27.90
PETTY CASH REFUND	400.00		400.00
Total Other Income	\$427.90	\$0.00	\$427.90
OTHER EXPENSES			
PETTY CASH FOR EVENTS	400.00		400.00
Total Other Expenses	\$400.00	\$0.00	\$400.00
NET OTHER INCOME	\$27.90	\$0.00	\$27.90
NET INCOME	\$9,355.34	\$0.00	\$9,355.34