

MANZANITA FAMILY FACULTY ORGANIZATION  
 TREASURER'S FUNDRAISING REPORT  
 AS OF Oct. 07, 2016

FUNDRAISING ACTIVITIES:	YTD Actual	Annual Budget	Variance (Positive # = Better than Budgeted)	Notes
<b>AMAZON (SMILE.AMAZON.COM)</b>	\$ 69.00	\$ 300.00	\$ (231.00)	<b>Earn .5% for Manzanita by shopping at smile.amazon.com.</b> Register and select Manzanita Family Faculty Organization as your charitable organization. Must start your shopping at that address when you purchase.
<b>E-SCRIP/SHOPPING INCOME</b>	114.15	100.00	\$ 14.15	<b>Online shopping sites and local merchants that give back a percentage of purchases to Manzanita.</b> Escrip online shopping mall (hundreds of retailers offering various percentages. Register, designate Manzanita Elementary School as organization and start purchases at escrip.com); <b>Mabel's Labels - 20%, Mighty Nest - 15%</b> (select school before each purchase). <b>NEW - Benefit Mobile</b> (benefit.mobile.com) - buy digital gift cards for immediate redemption online or in-store (earn up to 20%).
<b>FRY'S INCOME</b>	374.05	750.00	\$ (375.95)	<b>Fry's Community Rewards Program that earns money for Manzanita.</b> 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.
<b>BOX TOPS</b>	-	2,000.00	\$ (2,000.00)	<b>Clip and save official coupons from Box Tops products to raise money</b> (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.
<b>SUBTOTAL COMMUNITY PARTNERS/SHOPPING INCOME</b>	<b>557.20</b>	<b>3,150.00</b>	<b>(2,592.80)</b>	

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<b>CARNIVAL INCOME (NET)*</b>	-	3,500.00	\$ (3,500.00)	<b>Budgeted PROFIT. March 5</b> - Budgeted income has typically been \$12,500 and budgeted expense \$9,000. Another "Spring Event" may replace the carnival, depending on volunteers to chair.
<b>DESERT DASH INCOME (NET)</b>	5,340.69	7,000.00	\$ (1,659.31)	<b>Budgeted PROFIT.</b> 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. Sponsorship deadline was 09/30/2016. Have 35 sponsors vs about 43 last year. We still have funds to be deposited from Eventbrite and PayPal. We estimate that we are about \$1,000 under-budget for profit. We need to sell more shirts and get smaller non-sponsorship donations to off set costs. Can be done in Eventbrite and InTouch
<b>EDUKIT INCOME</b>	2,222.83	1,000.00	\$ 1,222.83	<b>Online school supplies shopping site</b> that collects \$5.00 per kit for Manzanita, plus an optional donation. Assumed approximately 30% will use in the first year (30% of 600 students) plus optional donations. We received a check for \$2222.83 which consisted of \$785 of optional donations.
<b>FALL BOOK FAIR (NET)</b>		4,000.00	\$ (4,000.00)	<b>Budgeted PROFIT. November 15 - 18</b> - Budgeted Income \$22,000; Budgeted Expense \$18,000.
<b>SPRING BOOK FAIR (NET)</b>		3,500.00	\$ (3,500.00)	<b>Budgeted PROFIT. March 28-31</b> - Budgeted Income \$20,000; Budgeted Expense \$16,500.
<b>MUSTANG BUCKS</b>	15,395.00	28,000.00	\$ (12,605.00)	<b>Primary Fundraiser for all FFO Supported Programs, Activities &amp; Events.</b> Suggested donation of \$100 per student. Covers field trips and enrichment activities that are not funded by the State of Arizona.
<b>SCHOOL PICTURE INCOME</b>		2,100.00	\$ (2,100.00)	<b>Commission payment</b> that we receive from Inter-State Studios.
<b>YEARBOOK (NET)</b>	-	2,125.00	\$ (2,125.00)	<b>Budgeted PROFIT.</b> 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 @ 10/07/2016    \$ 23,515.72    \$ 54,375.00    \$ (30,859.28)**

\*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 - AS OF 10/07/16

July 2016 - June 2017

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
<b>INCOME</b>			
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	8,947.00	13,000.00	-4,053.00
DONATIONS & MISC		130.00	-130.00
E-SCRIP INCOME	114.15	100.00	14.15
EDUKIT INCOME	2,222.83	1,000.00	1,222.83
FALL BOOK FAIR INCOME		22,000.00	-22,000.00
FIFTH GRADE TRIP INCOME	18,500.00	21,600.00	-3,100.00
FRY'S	374.05	750.00	-375.95
INTEREST INCOME	0.83	0.00	0.83
MUSTANG BUCKS	15,395.00	28,000.00	-12,605.00
SCHOOL PICTURE INCOME		2,100.00	-2,100.00
SPRING BOOK FAIR INCOME		20,000.00	-20,000.00
THIRD GRADE TRIP INCOME	3,555.00	10,260.00	-6,705.00
YEARBOOK INCOME		10,625.00	-10,625.00
<b>Total Income</b>	<b>\$49,177.86</b>	<b>\$144,365.00</b>	<b>\$ -95,187.14</b>
<b>EXPENSES</b>			
ART SHOW EXPENSES		300.00	-300.00
BACK TO SCHOOL WEEK	306.18	300.00	6.18
BEN'S BELLS		650.00	-650.00
BOX TOPS EXPENSE	59.05	200.00	-140.95
BUS DRIVER APPRECIATION		120.00	-120.00
CARNIVAL EXPENSES		9,000.00	-9,000.00
CLASS ROOM FUNDING	2,716.66	10,000.00	-7,283.34
DESERT DASH EXPENSES	3,606.31	6,000.00	-2,393.69
ENRICHMENT PROGRAM	2,844.01	27,000.00	-24,155.99
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	1,059.51	1,800.00	-740.49
LIBRARY	611.61	2,250.00	-1,638.39
MILER'S CLUB	149.95	400.00	-250.05
MUSTANG BUCKS EXPENSES		500.00	-500.00
OFFICE SUPPLIES (FFO)	533.31	800.00	-266.69
OFFICE SUPPORT	150.00	500.00	-350.00
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	167.36	775.00	-607.64

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
SIGNAGE/BANNERS	28.58	150.00	-121.42
SITE COUNCIL		500.00	-500.00
SPECIAL REQUESTS	227.06	0.00	227.06
SPELLING BEE		150.00	-150.00
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	0.00
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
<b>Total Expenses</b>	<b>\$13,501.76</b>	<b>\$144,365.00</b>	<b>\$ -130,863.24</b>
NET OPERATING INCOME	<b>\$35,676.10</b>	<b>\$0.00</b>	<b>\$35,676.10</b>
OTHER INCOME			
OTHER INCOME	27.90		27.90
PETTY CASH REFUND	400.00		400.00
<b>Total Other Income</b>	<b>\$427.90</b>	<b>\$0.00</b>	<b>\$427.90</b>
OTHER EXPENSES			
PETTY CASH FOR EVENTS	400.00		400.00
<b>Total Other Expenses</b>	<b>\$400.00</b>	<b>\$0.00</b>	<b>\$400.00</b>
NET OTHER INCOME	<b>\$27.90</b>	<b>\$0.00</b>	<b>\$27.90</b>
NET INCOME	<b>\$35,704.00</b>	<b>\$0.00</b>	<b>\$35,704.00</b>