

MANZANITA FAMILY FACULTY ORGANIZATION

YTD ACTUALS VS. ANNUAL BUDGET - AS OF 03/16/17

July 2016 - June 2017

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
INCOME			
AMAZON	374.81	300.00	74.81
BOX TOPS INCOME	1,252.77	2,000.00	-747.23
CARNIVAL INCOME		12,500.00	-12,500.00
DESERT DASH INCOME	11,670.77	0.00	11,670.77
DESERT DASH SPONSORSHIPS & DONATIONS	3,820.00	4,000.00	-180.00
DESERT DASH T-SHIRT INCOME	-3,820.00	9,000.00	-12,820.00
Total DESERT DASH INCOME	11,670.77	13,000.00	-1,329.23
DONATIONS & MISC	45.87	130.00	-84.13
E-SCRIP INCOME	324.58	100.00	224.58
EDUKIT INCOME	1,282.83	1,000.00	282.83
FALL BOOK FAIR INCOME	20,628.12	22,000.00	-1,371.88
FIFTH GRADE TRIP INCOME	20,400.00	21,600.00	-1,200.00
FRY'S	500.82	750.00	-249.18
INTEREST INCOME	2.90	0.00	2.90
MUSTANG BUCKS	25,495.99	28,000.00	-2,504.01
SCHOOL PICTURE INCOME	1,832.00	2,100.00	-268.00
SPRING BOOK FAIR INCOME		20,000.00	-20,000.00
THIRD GRADE TRIP INCOME	8,422.50	10,260.00	-1,837.50
YEARBOOK INCOME		10,625.00	-10,625.00
Total Income	\$92,233.96	\$144,365.00	\$ -52,131.04
EXPENSES			
ART SHOW EXPENSES		300.00	-300.00
BACK TO SCHOOL WEEK	306.18	300.00	6.18
BANK CHARGES	23.70		23.70
BEN'S BELLS	690.13	650.00	40.13
BOX TOPS EXPENSE	159.24	200.00	-40.76
BUS DRIVER APPRECIATION		120.00	-120.00
CARNIVAL EXPENSES		9,000.00	-9,000.00
CLASS ROOM FUNDING	5,263.73	10,000.00	-4,736.27
DESERT DASH EXPENSES	4,674.03	6,000.00	-1,325.97
ENRICHMENT PROGRAM	13,637.70	27,000.00	-13,362.30
FALL BOOK FAIR EXPENSES	16,159.81	18,000.00	-1,840.19
FIFTH GRADE RECOGNITION	114.73	1,100.00	-985.27
FIFTH GRADE TRIP EXPENSES	19,976.49	21,600.00	-1,623.51
FOUNDATION REQUESTS		1,000.00	-1,000.00
INTOUCH FEES	1,293.35	1,800.00	-506.65
LIBRARY	1,845.80	2,250.00	-404.20
MILER'S CLUB	149.95	400.00	-250.05
MUSTANG BUCKS EXPENSES	249.98	500.00	-250.02
OFFICE SUPPLIES (FFO)	652.74	800.00	-147.26
OFFICE SUPPORT	500.00	500.00	0.00
PLAYGROUND BALLS	201.80	350.00	-148.20

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
POSTAGE	97.50	150.00	-52.50
PRESIDENT'S FUND		150.00	-150.00
PRINCIPAL'S DISCRETIONARY FUND	1,065.85	1,000.00	65.85
REFRESHMENTS	571.94	775.00	-203.06
SIGNAGE/BANNERS	83.04	150.00	-66.96
SITE COUNCIL		500.00	-500.00
SPECIAL REQUESTS	3,634.87	0.00	3,634.87
SPELLING BEE	145.00	150.00	-5.00
SPRING BOOK FAIR EXPENSES		16,500.00	-16,500.00
STAFF APPRECIATION	1,205.69	2,250.00	-1,044.31
STAFF DEVELOPMENT	876.55	1,000.00	-123.45
STATUTORY AGENT	10.00	10.00	0.00
TAX PREPARATION		950.00	-950.00
THIRD GRADE TRIP EXPENSE	8,422.50	10,260.00	-1,837.50
VARIETY SHOW		150.00	-150.00
YEARBOOK EXPENSES		8,500.00	-8,500.00
Total Expenses	\$82,012.30	\$144,365.00	\$ -62,352.70
NET OPERATING INCOME	\$10,221.66	\$0.00	\$10,221.66
OTHER INCOME			
OTHER INCOME	56.65		56.65
PETTY CASH REFUND	2,696.00		2,696.00
Total Other Income	\$2,752.65	\$0.00	\$2,752.65
OTHER EXPENSES			
PETTY CASH FOR EVENTS	2,696.00		2,696.00
Total Other Expenses	\$2,696.00	\$0.00	\$2,696.00
NET OTHER INCOME	\$56.65	\$0.00	\$56.65
NET INCOME	\$10,278.31	\$0.00	\$10,278.31

MANZANITA FAMILY FACULTY ORGANIZATION
TREASURER'S FUNDRAISING REPORT
AS OF March 16, 2017

FUNDRAISING ACTIVITIES:	YTD		Variance (Positive # = Better than Budgeted)	Notes
	Actual	Annual Budget		
CARNIVAL INCOME (NET)*	\$ -	\$ 3,500.00	\$ (3,500.00)	Budgeted PROFIT. March 5 - Budgeted income has typically been \$12,500 and budgeted expense \$9,000. Another "Spring Event" will replace the carnival due to lack of chairpersons. Event will likely be a read-a-thon in late Feb/early March. Good profit potential (estimating \$12,000 - \$15,000), but could be significantly higher or lower depending on participation.
DESERT DASH INCOME (NET)	\$ 6,996.74	\$ 7,000.00	\$ (3.26)	Budgeted PROFIT. Budgeted income is \$13,000 and budgeted expense is \$6,000. Fun Run in Sabino Canyon occurred 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. Received Sponsorship and donations were \$3,820 and t-shirt sales approx. \$7,400.
EDUKIT INCOME	\$ 2,222.83	\$ 1,000.00	\$ 1,222.83	Online school supplies shopping site 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 \$2,222.83 which consisted of \$940 of optional donations. \$940 was given in Feb. to Manzanita to purchase school supplies.
FALL BOOK FAIR (NET)	\$ 4,468.31	\$ 4,000.00	\$ 468.31	Budgeted PROFIT. November 15 - 18 - Budgeted income \$22,000 (Actual \$20,628); Budgeted Expense \$18,000 (Actual \$15,740). All expenses are in; book fair profit was \$468.31 better than budgeted.
SPRING BOOK FAIR (NET)		\$ 3,500.00	\$ (3,500.00)	Budgeted PROFIT. March 28-31 - Budgeted income \$20,000; Budgeted Expense \$16,500.
MUSTANG BUCKS	\$ 26,345.99	\$ 28,000.00	\$ (1,654.01)	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. Valentines Day event raised \$571 included in this total on 02/14/2017. Chipotle raised \$850 at the recent fundraiser which is reflected in these figures.
SCHOOL PICTURE INCOME	\$ 1,799.00	\$ 2,100.00	\$ (301.00)	Commission payment that we receive from Inter-State Studios. Received a check for \$1,799 from Inter-State Studio and Publishing Co.
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. Yearbooks will go on sale in Feb. Order your Yearbook by April 1st.

FUNDRAISING TOTALS @ 03/16/2017 \$ 44,232.88 \$ 54,375.00 \$ (10,142.12)

*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 manzanitafo@manzanitafo.org with any questions or concerns.

MANZANITA FAMILY FACULTY ORGANIZATION
TREASURER'S FUNDRAISING REPORT
AS OF March 16, 2017

FUNDRAISING ACTIVITIES: YTD Actual Annual Budget Variance (Positive # = Better than Budgeted)

Notes

FUNDRAISING ACTIVITIES:	YTD Actual	Annual Budget	Variance (Positive # = Better than Budgeted)	Notes
AMAZON (SMILE.AMAZON.COM)	\$ 374.81	\$ 300.00	\$ 74.81	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	\$ 324.58	\$ 100.00	\$ 224.58	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%). Received an eScrip credit for \$31 in Feb.
FRY'S INCOME	\$ 500.82	\$ 750.00	\$ (249.18)	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. Received a check for \$126.77 on 01/12/2017.
BOX TOPS	\$ 1,199.80	\$ 2,000.00	\$ (800.20)	Clip and save official coupons from Box Tops products to raise money (10 cents each). Details at bttc.com. Friendly, fun competition with prizes for top-earning class and individuals. Collections in Oct., Feb. and May; checks come in Dec./Jan. & Apr. Earned \$579 from fall collection. Received a check for \$1,143.30 and received \$56.50 from Hanes Desert Desert shirt purchases. Spring collection will bring in about \$650 with shortfall of \$150 for the year. Last year over \$2,000 was earned which funded school supplies.
SUBTOTAL COMMUNITY PARTNERS/SHOPPING INCOME	2,400.01	3,150.00	(749.99)	