

MANZANITA FAMILY FACULTY ORGANIZATION  
 TREASURER'S FUNDRAISING REPORT  
 AS OF May 04, 2017

FUNDRAISING ACTIVITIES:	YTD Actual	Annual Budget	Variance (Positive # = Better than Budgeted)	Notes
<b>AMAZON (SMILE.AMAZON.COM)</b>	\$ 374.81	\$ 300.00	\$ 74.81	<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>	\$ 354.57	\$ 100.00	\$ 254.57	<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 <a href="http://escrip.com">escrip.com</a> ); Mabel's Labels - 20%, Mighty Nest - 15% (select school before each purchase). NEW - Benefit Mobile ( <a href="http://benefit.mobile.com">benefit.mobile.com</a> ) - buy digital gift cards for immediate redemption online or in-store (earn up to 20%).
<b>FRY'S INCOME</b>	\$ 641.50	\$ 750.00	\$ (108.50)	<b>Fry's Community Rewards Program that earns money for Manzanita.</b> To participate, register Fry's VIP card at <a href="http://www.fryscommunityrewards.com">www.fryscommunityrewards.com</a> , 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>	\$ 1,934.77	\$ 2,000.00	\$ (65.23)	<b>Clip and save official coupons from Box Tops products to raise money (10 cents each).</b> Details at <a href="http://btfe.com">btfe.com</a> . 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. <i>Received a check for \$1,143.30 and received \$56.50 from Hanes Desert Dash t-shirt purchases. Last year over \$2,000 was earned which funded school supplies.</i>
<b>SUBTOTAL COMMUNITY PARTNERS/SHOPPING INCOME</b>	<b>3,305.65</b>	<b>3,150.00</b>	<b>155.65</b>	

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<b>Read-A-Thon (NET)*</b>	\$ 5,122.50	\$ 3,500.00	\$ 1,622.50	<b>Budgeted PROFIT.</b> Read-A-Thon (April 7-21) in progress and the financial results will be provided at the next FFO meeting once the event is concluded on April 21st. We will receive first check for \$4,098 which is 80% of Manzanita FFO's share (\$5,122.50) from Read-A-Thon then remaining will come after all the credit cards funds have been collected.
<b>DESERT DASH INCOME (NET)</b>	\$ 6,996.74	\$ 7,000.00	\$ (3.26)	<b>Budgeted PROFIT.</b> 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 appx. \$7,400.
<b>EDUKIT INCOME</b>	\$ 1,282.83	\$ 1,000.00	\$ 282.83	<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 \$2,222.83 which consisted of \$940 of optional donations. \$940 was given in Feb. to Manzanita to purchase school supplies.
<b>FALL BOOK FAIR (NET)</b>	\$ 4,468.31	\$ 4,000.00	\$ 468.31	<b>Budgeted PROFIT. November 15 - 18</b> - 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.
<b>SPRING BOOK FAIR (NET)</b>	\$ 4,016.40	\$ 3,500.00	\$ 516.40	<b>Budgeted PROFIT. March 28-31</b> - The profit is \$4,016.40 after paying all of the expenses.
<b>MUSTANG BUCKS</b>	\$ 27,093.90	\$ 28,000.00	\$ (906.10)	<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. 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.
<b>SCHOOL PICTURE INCOME</b>	\$ 1,832.00	\$ 2,100.00	\$ (268.00)	<b>Commission payment</b> that we receive from Inter-State Studios. Received a check for \$1,799 from Inter-State Studio and Publishing Co.
<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. Yearbook orders were due by April 1, 2017.

**FUNDRAISING TOTALS @ 05/04/2017**    \$ 54,118.33    \$ 54,375.00    \$ (256.67)

\*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 05/04/17

July 2016 - June 2017

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
<b>INCOME</b>			
AMAZON	374.81	300.00	74.81
BOX TOPS INCOME	1,934.77	2,000.00	-65.23
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
<b>Total DESERT DASH INCOME</b>	<b>11,670.77</b>	<b>13,000.00</b>	<b>-1,329.23</b>
DONATIONS & MISC	45.87	130.00	-84.13
E-SCRIP INCOME	354.94	100.00	254.94
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	641.50	750.00	-108.50
INTEREST INCOME	3.49	0.00	3.49
MUSTANG BUCKS	27,093.90	28,000.00	-906.10
Read-A-Thon	57.00		57.00
SCHOOL PICTURE INCOME	1,832.00	2,100.00	-268.00
SPRING BOOK FAIR INCOME	18,579.36	20,000.00	-1,420.64
THIRD GRADE TRIP INCOME	8,422.50	10,260.00	-1,837.50
YEARBOOK INCOME		10,625.00	-10,625.00
<b>Total Income</b>	<b>\$113,321.86</b>	<b>\$144,365.00</b>	<b>\$ -31,043.14</b>
<b>EXPENSES</b>			
ART SHOW EXPENSES	29.68	300.00	-270.32
BACK TO SCHOOL WEEK	306.18	300.00	6.18
BANK CHARGES	53.10		53.10
BEN'S BELLS	590.13	650.00	-59.87
BOX TOPS EXPENSE	159.24	200.00	-40.76
BUS DRIVER APPRECIATION	80.00	120.00	-40.00
CARNIVAL EXPENSES		9,000.00	-9,000.00
CLASS ROOM FUNDING	6,336.50	10,000.00	-3,663.50
DESERT DASH EXPENSES	4,674.03	6,000.00	-1,325.97
ENRICHMENT PROGRAM	18,060.18	27,000.00	-8,939.82
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	100.00	1,000.00	-900.00
INTOUCH FEES	1,293.35	1,800.00	-506.65
LIBRARY	2,134.29	2,250.00	-115.71
MILER'S CLUB	399.95	400.00	-0.05
MUSTANG BUCKS EXPENSES	249.98	500.00	-250.02
OFFICE SUPPLIES (FFO)	691.74	800.00	-108.26
OFFICE SUPPORT	500.00	500.00	0.00

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
PLAYGROUND BALLS	201.80	350.00	-148.20
POSTAGE	97.50	150.00	-52.50
PRESIDENT'S FUND		150.00	-150.00
PRINCIPAL'S DISCRETIONARY FUND	915.85	1,000.00	-84.15
Read-A-Thon-Expense	63.89		63.89
REFRESHMENTS	636.03	775.00	-138.97
SIGNAGE/BANNERS	83.04	150.00	-66.96
SITE COUNCIL	250.00	500.00	-250.00
SPECIAL REQUESTS	7,030.83	0.00	7,030.83
SPELLING BEE	145.00	150.00	-5.00
SPRING BOOK FAIR EXPENSES	14,562.96	16,500.00	-1,937.04
STAFF APPRECIATION	1,205.69	2,250.00	-1,044.31
STAFF DEVELOPMENT	891.55	1,000.00	-108.45
STATUTORY AGENT	10.00	10.00	0.00
TAX PREPARATION	975.00	950.00	25.00
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
<b>Total Expenses</b>	<b>\$107,401.02</b>	<b>\$144,365.00</b>	<b>\$ -36,963.98</b>
NET OPERATING INCOME	<b>\$5,920.84</b>	<b>\$0.00</b>	<b>\$5,920.84</b>
OTHER INCOME			
OTHER INCOME	56.65		56.65
PETTY CASH REFUND	3,930.00		3,930.00
<b>Total Other Income</b>	<b>\$3,986.65</b>	<b>\$0.00</b>	<b>\$3,986.65</b>
OTHER EXPENSES			
PETTY CASH FOR EVENTS	3,930.00		3,930.00
<b>Total Other Expenses</b>	<b>\$3,930.00</b>	<b>\$0.00</b>	<b>\$3,930.00</b>
NET OTHER INCOME	<b>\$56.65</b>	<b>\$0.00</b>	<b>\$56.65</b>
NET INCOME	<b>\$5,977.49</b>	<b>\$0.00</b>	<b>\$5,977.49</b>