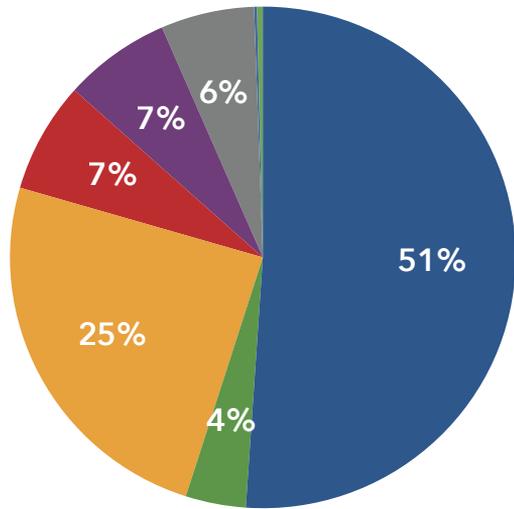


# EBIA 2016-2017 FUNDRAISING

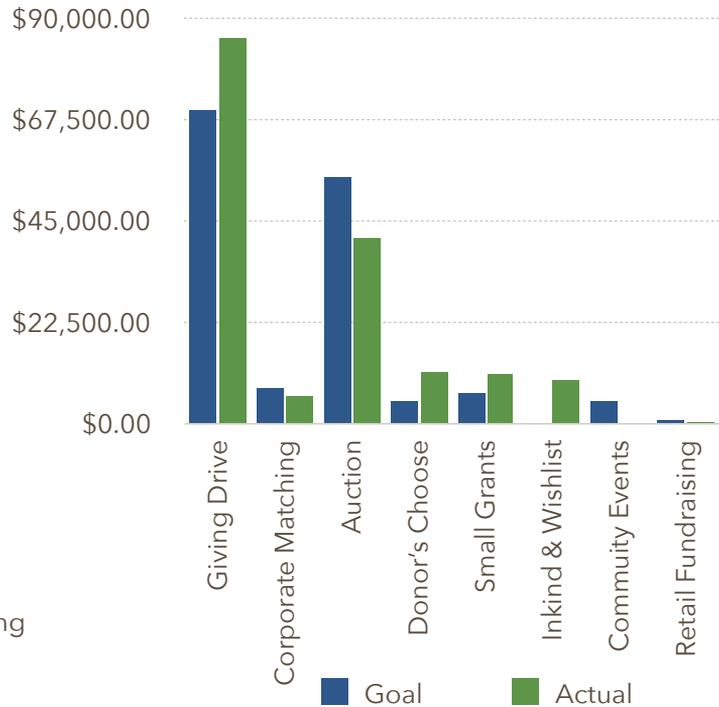
Last update from Renee was Nov. 2016, so numbers may be higher than outlined in this document.

### ACTUAL SUMMARY



- Giving Drive
- Auction
- Small Grants
- Community Events
- Corporate Matching
- Donor's Choose
- Inkind & Wishlist
- Retail Fundraising

### BUDGET VS. ACTUAL



### SUMMARY BY CATEGORY

Category	Goal	Actual	Difference
Giving Drive	\$70,000.00	\$85,707.51	\$15,707.51
Corporate Matching	\$8,000.00	\$6,463.10	(\$1,536.90)
Auction	\$55,000.00	\$41,208.06	(\$13,791.94)
Donor's Choose	\$5,000.00	\$11,963.00	\$6,963.00
Small Grants	\$7,000.00	\$11,492.00	\$4,492.00
Inkind & Wishlist	\$0.00	\$10,043.16	\$10,043.16
Community Events	\$5,000.00	\$294.64	(\$4,705.36)
Retail Fundraising	\$1,000.00	\$631.41	(\$368.59)
<b>Total</b>	<b>\$151,000.00</b>	<b>\$167,802.88</b>	<b>\$16,802.88</b>

## 2016/17 GIVING DRIVE

Date	Bloomerang	# of Donors		
Donation	\$75,257.51	125 donors		
Reoccurring donation	\$10,450.00	19 reoccurring donors	April 19-June 30 expected reoccurring \$2,415	
	Total Donations	# of Donors	Goal	
<b>Total</b>	\$85,707.51	144 donors	\$70,000.00	

## CORPORATE MATCHING

Corporation	Donation	Donor		
Pixar	\$1,500.00		Need to check we received	
Microsoft	\$278.00	2 donors	Yes	
Apple Inc.	\$3,860.10	2 donors	Yes	
Oracle	\$300.00	1 donor	Yes	
Ameriprise Financial	\$100.00	1 donor	Yes	
Kaiser Permanente	\$275.00	2 donors	Yes	
Adobe	\$100.00	Anonymous	Yes	
Wells Fargo	\$50.00	Anonymous	Yes	
	Total Matched	Goal		
<b>Total</b>	\$6,463.10	\$10,000.00		

### Thoughts for 2017-2018:

- Goal was \$70,000. We received a \$20,000 donation and still exceeded our goal.
- Goal for 2017-2018 - \$90,000?
- 35% of families are donating
- I think some families may be giving through Donor's choose instead.
- Follow up on previous years Corporate Matching to maximize match opportunities
- Make sure we have process in place to manage all the corporate matching sites and requirements. We lost a match last year because of account issues.

## AUCTION

	Earned	Notes	
Online Auction	\$26,239.00		
Raise Your Paddle	\$11,320.00	Raising funds for last Intersession	
Ticket Sales at Event	\$4,425.00	For Wine/Beer, Raffle, Instant Wine cellar, and Ring Toss	
Other (Cash, Check, Square	\$2,749.17	Misc. funds received	
Event Ticket Sales	\$7,040.00	\$40 per person for event - sold to offset expenses	
Expenses:	-\$8,565.11		
Bidding for good/ Credit Card Fees	-\$2,000.00	Estimate	
Inkind Donations	\$3,300.00	Food, Beer, Wine	\$ amount not include here, but under Inkind donation below
	Total Earned	Goal	# People Who Participated
<b>Total</b>	\$41,208.06	\$55,000.00	239

### Thoughts for 2017-2018

- Very small team of volunteers putting on and organizing online auction and event.
- It raised 40K but does not work toward involving greater community.
- No Co-Chair for 2017-18
- Consider rethinking Event

## DONOR'S CHOOSE PROJECTS

Teacher	Project Title	Amount Funded	Date Funded
Ms. Fitts	<u>Explore and learn at the Exploratorium</u>	\$1,648	December 7, 2016
Ms. Solis	<u>8th Graders Explore Satellite Communication Through Laser Optics</u>	\$2,588	January 11, 2017
Ms Comb	<u>Ceramics Starter Kits</u>	\$395	October 31, 2016
Ms. Kang	<u>Kids Create Original Comics! Combining Art &amp; Storytelling</u>	\$596	December 11, 2016
Mr Turner	<u>iPads For Capstone &amp; Literacy Intervention 2017</u>	\$1,369	March 29, 2017
Ms. Fitts	<u>We want to hear you!</u>	\$566	March 28, 2017
Ms. Fitts	<u>Engaging in Science "Up-Close"</u>	\$1,138	September 7, 2016
Ms. Fitts	<u>Display of Learning</u>	\$167	January 12, 2017
Mr. Gordon	<u>High School Kids Need Exercise Too!</u>	\$291	December 20, 2016
Mr. Gordon	<u>We're Tired of Squinting! We Need a Projector Screen</u>	\$206	December 12, 2016
Ms. Kang	<u>Educational Board Games for Middle School</u>	\$224	March 29, 2017
Ms. Kang	<u>Connecting With Nature: Environmental Stewardship in Middle School</u>	\$596	March 9, 2017
Ms. Kang	<u>Inked Up! Provide Students With Vital Printing Supplies</u>	\$515	December 20, 2016
Ms. Kang	<u>Preparing Students for Reading: Quality 6th Grade Literature</u>	\$399	December 10, 2016
Ms. Kang	<u>Heroes Throughout History: Inspirational Texts for Middle School</u>	\$1,265	October
		Amount Funded	Goal
<b>Total</b>		\$11,963	\$5,000.00

### Thoughts for 2017-2018:

- This seems to be a very successful way for teachers to enhance their classroom materials
- Create a link to current Donor's Choose Projects on Websites
- Corporations are looking to help support education by funding Donor Choose Projects

## SMALL GRANTS

Grantor	Value	Funded	
PGE	\$1,500.00	Lego Robotics Kits	
Apple Inc.	\$675.00	Lego Robotics Registration	
Altamont Grant	\$500.00	Science/Garden	
Whole Foods	\$2,000.00	Garden	
Lawerene Livermore	\$1,350.00	?	
Philanthropic Ventures Foundation	\$2,227.00	Afterschool- Tinkerlab	
Philanthropic Ventures Foundation	\$500.00	High School Environmental Science	
Philanthropic Ventures Foundation	\$500.00	Middle School Science	
Philanthropic Ventures Foundation	\$500.00	Intersession Art Grant	
Oakland Public Education Fund	\$240.00	Educate 78	
Jewish Communal Fund for The Litt Family Foundation	\$1,500.00	Is this a family donation or grant?	
	Total Grants Received	Goal	
<b>Total</b>	\$11,492.00	\$7,000	

### Thoughts for 2017-2018:

- Season is writing a majority of these grants alone or with teachers. Expand Team by training parents to help with basic grants
- Line up all the Philanthropic Grants for August 1st next year. (2 x \$2500 - After School, 2 x \$500 - Special End, 2 x \$500 - Bring an Artist to EBIA, 2 x \$500 - Science Grant= Total \$8,000)
- We have had success with these small local grants
- Grants for next year in the works, Olympic Club Sports Grant \$10,000, Altamont Garden & Water Grant \$1500, Music Grant \$1500.
- Great resource for small grants for teachers, work to help teachers write these grants. <http://www.crsce.org/catalogs/TeacherGrantsCatalog.pdf>

## INKIND/ WISHLIST DONATIONS

Donor	Inkind Value	Items Donated		
Amazon Wishlist	\$1,000.00	Start of Year Wish list	Estimated	
Camp Galileo	\$3,000.00	Maker and Art Supplies	Estimate	
Mr. Powers	\$2,243.16	Power Tools, Wood, Materials for Tables/ Tool boxes	From Receipts	
Auction	\$3,300.00	Drakes Beer, Wine, Food	From Afifa	
Electric Teddy Bear Intersession	\$500.00	Aurduinos	Estimate	
	<b>Inkind Total</b>		<b>Goal</b>	
<b>Total</b>	\$10,043.16		\$2,000.00	

### Thoughts for 2017-2018:

- Improve process to capture a majority of Inkind donations from parents and local organizations.
- This number is extremely low for what I think has actually been donated to the school.

## RETAIL FUNDRAISING

Company	\$ Raised	Notes		
Amazon Smiles	\$93.15	Oct. 2016		
Sports Basement	\$512.48	Oct. 2016		
eScripts	\$25.78	Oct. 2016		
Shutterfly/Tiny Prints		No YTD update		
	<b>\$ Raised</b>		<b>Goal</b>	
<b>Total</b>	\$631.41		\$1,000.00	

### Thoughts for 2017-2018:

- We are not taking advantage of these programs.
- How could we better market to our families? I currently have posted on front page of website

## COMMUNITY EVENT SALES

Event	Donation Total			
August Potluck (square)	\$246.02	Swag?		
September (square)	\$48.62	Swag?		
Springfest				
	Donation Total	Goal		
<b>Total</b>	\$294.64	\$5,000.00		

**Thoughts for 2017-2018:**

- How could we make EBIA Swag a fundraising opportunity & be able to manage it better?
- Create a plan for future Springfest.
- Create a budget for future events

