

# Fund Development Committee Meeting

August 10, 2022

## Fund Development Committee Monthly Financial Report - June 2022

\*Financials from Bloomerang may not match QuickBooks due to processing delay

\*\*30% of sponsorship income is allocated to the PTCA

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Cumulative
INDIVIDUAL GIVING													
<i>Revised Goals</i>								\$4,000.00	\$4,000.00	\$4,000.00	\$10,000.00	\$10,000.00	
20-21 Goals	\$3,000.00	\$7,000.00	\$5,000.00	\$20,000.00	\$23,000.00	\$20,000.00	\$4,000.00	\$7,000.00	\$16,000.00	\$15,000.00	\$10,000.00	\$10,000.00	\$140,000.00
<b>20-21 Actuals*</b>	<b>\$3,972.01</b>	<b>\$8,764.49</b>	<b>\$6,247.88</b>	<b>\$30,009.00</b>	<b>\$33,514.76</b>	<b>\$23,343.88</b>	<b>\$5,247.15</b>	<b>\$6,887.58</b>	<b>\$4,099.54</b>	<b>\$5,392.00</b>	<b>\$10,832.45</b>	<b>\$10,453.00</b>	<b>\$148,763.74</b>
Variance	\$972.01	\$1,764.49	\$1,247.88	\$10,009.00	\$10,514.76	\$3,343.88	\$1,247.15	\$2,887.58	\$99.54	\$1,392.00	\$832.45	\$453.00	\$34,763.74
SUPPLY DONATIONS	\$6,548.85	\$3,410.18	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10,059.03
SPONSORSHIP**	\$0.00	\$18,760.22	\$9,778.73	\$1,250.00	\$0.00	\$750.00	\$1,500.00	\$0.00	\$2,500.00	\$5,000.00	\$0.00	\$1,000.00	\$40,538.95
<b>TOTAL REVENUE</b>	<b>\$10,520.86</b>	<b>\$30,934.89</b>	<b>\$16,026.61</b>	<b>\$31,259.00</b>	<b>\$33,514.76</b>	<b>\$24,093.88</b>	<b>\$6,747.15</b>	<b>\$6,887.58</b>	<b>\$6,599.54</b>	<b>\$10,392.00</b>	<b>\$10,832.45</b>	<b>\$11,453.00</b>	<b>\$199,261.72</b>

### Recurring

Donations/Pledges	\$1,604.20	\$2,356.96	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$2,099.09	\$3,845.41	\$24,668.94
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### HISTORICAL GIVING

20-21	\$3,496.52	\$2,552.42	\$2,469.48	\$7,142.44	\$7,674.91	\$36,722.68	\$4,073.17	\$8,259.88	\$24,137.88	\$6,867.90	\$11,226.49	\$11,369.74	\$125,993.51
19-20	\$2,342.15	\$4,471.12	\$4,117.36	\$20,059.86	\$9,784.23	\$35,619.88	\$4,227.01	\$4,610.71	\$12,266.42	\$8,131.94	\$9,433.23	\$4,066.79	\$119,130.70
18-19	\$2,939.00	\$2,677.80	\$2,375.98	\$18,728.84	\$33,429.90	\$20,669.81	\$4,255.27	\$8,719.02	\$6,753.07	\$15,614.18	\$11,720.37	\$12,658.17	\$140,541.41
17-18	\$3,689.36	\$3,635.65	\$2,850.50	\$23,585.50	\$28,874.49	\$20,778.70	\$3,214.50	\$3,691.50	\$2,298.50	\$5,513.14	\$29,673.67	\$5,738.56	\$133,544.07

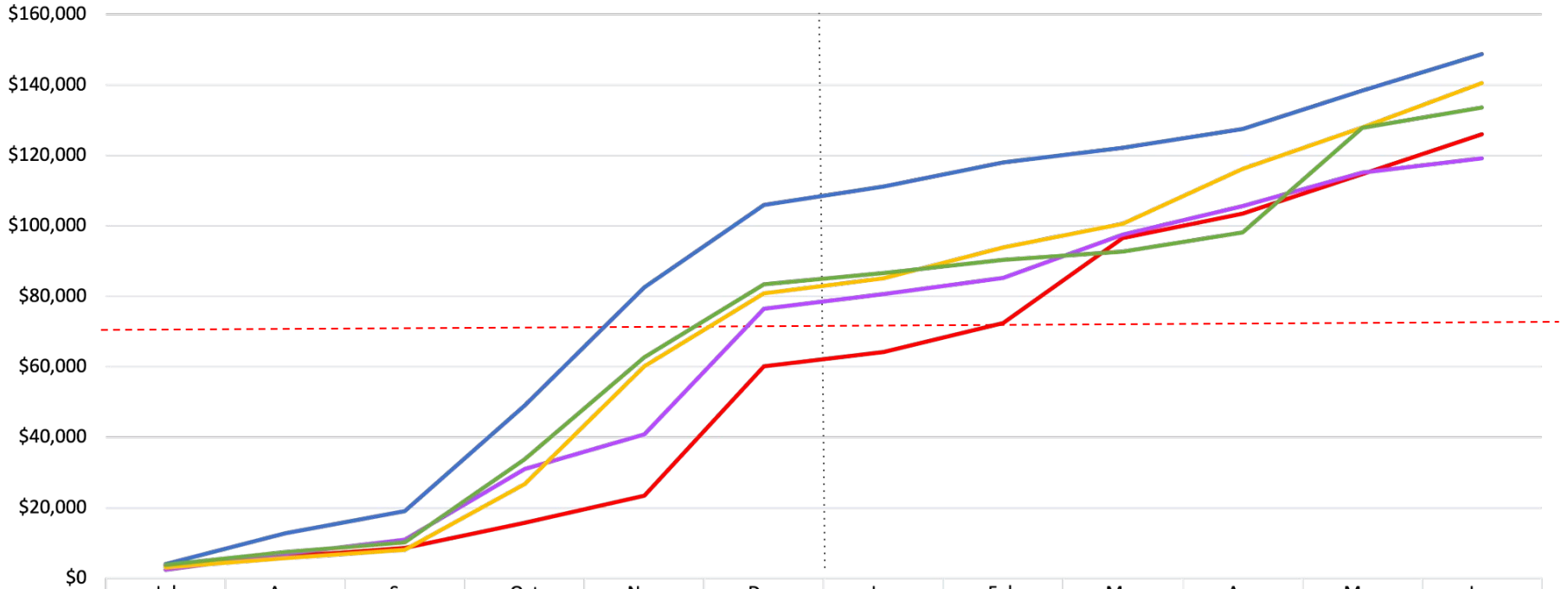
### GIVING BY DONOR TYPE (HOUSEHOLDS)

	# of donors	Total amount	Participation Rate
Parent/Guardian	272	\$107,400.00	62%
Grandparent/Special Friend	94	\$40,430.00	10%
Board Member	12	\$7,341.54	100%
Faculty/Staff	17	\$4,515.67	15%
Alumni Parent	9	\$1,891.19	7%

### FY22 FUND DEVELOPMENT BUDGET

Annual Campaign	\$140,000	Software	\$3,200
Wonderball	\$60,000	Marketing/Direct Mail	\$6,425
Sponsorships	\$30,000	Wonderball	\$30,000
Other Fundraising	\$3,000	Other Events	\$7,000
<b>TOTAL INCOME</b>	<b>\$233,000</b>	<b>TOTAL EXPENSES</b>	<b>\$46,625</b>

# Gather & Grow Historical Giving



	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
21-22	\$3,972	\$12,737	\$18,984	\$48,993	\$82,508	\$105,852	\$111,099	\$117,987	\$122,087	\$127,478	\$138,310	\$148,763
20-21	\$3,497	\$6,049	\$8,518	\$15,661	\$23,336	\$60,058	\$64,132	\$72,392	\$96,529	\$103,397	\$114,624	\$125,994
19-20	\$2,342	\$6,813	\$10,931	\$30,990	\$40,775	\$76,395	\$80,622	\$85,232	\$97,499	\$105,631	\$115,064	\$119,131
18-19	\$2,939	\$5,617	\$7,993	\$26,722	\$60,152	\$80,821	\$85,077	\$93,796	\$100,549	\$116,163	\$127,883	\$140,541
17-18	\$3,689	\$7,325	\$10,176	\$33,761	\$62,636	\$83,414	\$86,629	\$90,320	\$92,619	\$98,132	\$127,806	\$133,544

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	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Cumulative
INDIVIDUAL GIVING													
22-23 Goals	\$10,000.00	\$7,000.00	\$5,000.00	\$7,000.00	\$45,000.00	\$30,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$10,000.00	\$10,000.00	\$140,000.00
<b>22-23 Actuals*</b>	<b>\$10,867.28</b>												<b>\$10,867.28</b>
Variance	\$867.28	\$7,000.00	\$5,000.00	\$7,000.00	\$45,000.00	\$30,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$10,000.00	\$10,000.00	\$129,132.72
SPONSORSHIP**													\$0.00
<b>TOTAL REVENUE</b>	<b>\$10,867.28</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$10,867.28</b>

<i>Recurring</i>													
Donations/Pledges	\$1,604.20	\$2,356.96	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$2,099.09	\$3,845.41	\$24,668.94

HISTORICAL GIVING													
21-22	\$3,972.01	\$8,764.49	\$6,247.88	\$30,009.00	\$33,514.76	\$23,343.88	\$5,247.15	\$6,887.58	\$4,099.54	\$5,392.00	\$10,832.45	\$10,453.00	\$148,763.74
20-21	\$3,496.52	\$2,552.42	\$2,469.48	\$7,142.44	\$7,674.91	\$36,722.68	\$4,073.17	\$8,259.88	\$24,137.88	\$6,867.90	\$11,226.49	\$11,369.74	\$125,993.51
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17-18	\$3,689.36	\$3,635.65	\$2,850.50	\$23,585.50	\$28,874.49	\$20,778.70	\$3,214.50	\$3,691.50	\$2,298.50	\$5,513.14	\$29,673.67	\$5,738.56	\$133,544.07

### GIVING BY DONOR TYPE (HOUSEHOLDS)

	# of donors	Total amount	Participation Rate
Parent/Guardian	136	\$10,867.28	31%
Grandparent/Special Friend	0	\$0.00	0%
Board Member	5	\$225.05	42%
Faculty/Staff	8	\$653.93	7%
Alumni Parent	0	\$0.00	0%

### FY23 FUND DEVELOPMENT BUDGET

Annual Campaign	\$140,000	Software	\$3,200
Wonderball	\$60,000	Marketing/Direct Mail	\$6,425
Sponsorships	\$30,000	Wonderball	\$30,000
Other Fundraising	\$3,000	Other Events	\$7,000
<b>TOTAL INCOME</b>	<b>\$233,000</b>	<b>TOTAL EXPENSES</b>	<b>\$46,625</b>

# Q1 & Q2 Fund Development Plans

July 2022						
S	M	T	W	Th	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

20-29 Faculty/Staff Planning

## July

- Distribute welcome letter from ED, calendar magnet, and ANCS sticker or magnet to all families
- Update forms and GG language for new school year on website

August 2022						
S	M	T	W	Th	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

1 Faculty/Staff Planning  
2 First Day of School

## August

- Send gift to \$1K+ donors
- Finalize packet & solicit sponsorships
- Plan donor reception
- Recruit Wonderball chairs

September 2022						
S	M	T	W	Th	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

5 Labor Day

## September

- Donor reception: \$1,000+ GG donors, sponsors (include last few years), and Wonderball chairs
- PTCA Kickball Tournament: Sept 25th

# Q1 & Q2 Fund Development Plans

October 2022						
S	M	T	W	Th	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

10 Indigenous Peoples' Day - Faculty/Staff Planning  
11-14 Fall Break

November 2022						
S	M	T	W	Th	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

21-25 Thanksgiving Break

December 2022						
S	M	T	W	Th	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

16 Last Day of 1st Semester (Early Dismissal)  
19-30 Winter Break

## October

- Design GPSF mailer

## November

- Grandparents & Special Friends Day: Nov 4
- Send GPSF mailer following the event
- Giving Tuesday: Nov 29th

## December

- Direct email and social media push to encourage year-end giving

# Wonderball Roles & Responsibilities

## FUND DEVELOPMENT COMMITTEE

- Recruit Wonderball chairs
- Set overall financial goals for Wonderball including major donations & sponsorships
- Identify date to hold Wonderball (tentatively set for April 22, 2023)
- Review and approve major decisions: date, venue, theme (includes review and approval of logo and branding elements)

# 22-23 Sponsorship Levels & Benefits



## 22-23 SPONSORSHIP LEVELS & BENEFITS

		Platinum \$5,000	Diamond \$3,000	Gold \$1,000	Silver \$500	Bronze \$250
General School Exposure	Logo in Community Newsletter (1K+ on distribution list)	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo in ANCS Yearbook	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo on ANCS T-Shirt	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo on ANCS website (2022-2023 school year)	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Acknowledgment in ANCS weekly Courier Newsletter	2 times	1 time	1 time		
	Promotion on ANCS social media	2 times	1 time	1 time		
Logo displayed on ANCS campus	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier	
Wonderball	Logo on electronic recognition (email and/or social media)	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo on signage during event	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo on event website	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Event tickets	10	8	6	4	2
Live acknowledgement during event	✓	✓				
Kickball Journey	Logo on electronic recognition (email and/or social media)	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo on signage during event	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Optional onsite activation at event	✓				
Run with the Wolves 5K & 1 Mile	Logo on electronic recognition (email and/or social media)	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo on signage during event	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Race entries (with t-shirt)	6	4	2	1	1
	Product inclusion in race bags	✓	✓	✓	✓	✓
	Logo on event t-shirt	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
Optional onsite activation at event	✓					
Bingo/ Game Night	Logo on electronic recognition (email and/or social media)	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo on signage during event	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Live acknowledgement during event	✓	✓			