**Development Report**

**Board of Trustees Meeting**

**May 19, 2020**

**Results to Date:**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **TOTAL FUNDS RAISED TO DATE:** | **Fund** | **Prior Report** | **YTD** | **Inc/Dec.** | **Budget** |
| The PCHS Fund |  | General | $356,958 | $388,531 | 31,573 | $500,000 |
| Attendance Gift |  | General | $2,295 | $2,295 | $0 |  |
| Pali Alumni Fund |  | General | $1,627 | $1,627 | $0 |  |
| The Pali GO Fund |  | Pali GO | $3,844 | $4,067 | $223 | $0 |
| **TOTAL UNRESTRICED FUNDS RAISED** | $364,724 | $396,520 | $31,796 | $500,000 |
|  |  |  |  |  |  |  |  |
| Donations to Athletic Teams | ASB | $9,185 | $9,185 | $0 | $0 |
| Donations to Classroom Teachers | ASB | $52,312 | $52,312 | $0 | $0 |
| Donations to Extra-Curriculars | ASB | $53,610 | $53,610 | $0 | $0 |
| Donations to Pali Cares | ASB | $175 | $430 | $255 | $0 |
| CTE Incentive Grant |  | General | $171,045 | $171,045 | $0 | $0 |
| Perkins V Grant |  | General | $37,102 | $37,102 | $0 | $0 |
| Foundation Grants |  | General | $6,000 | $8,300 | $2,300 | $0 |
| Rest. Donations/Pledges - Recd | General | $49,468 | $49,468 | $0 | 0 |
| Rest. Donations/Pledges | General | $0 | $0 | $0 | 0 |
| **TOTAL RESTRICTED FUNDS RAISED** | $378,897 | $381,452 | $2,855 | $0 |
| **TOTAL FUNDS RECEIVED** |  | $743,621 | $777,972 | $34,351 | $500,000 |
|  |  |  |  |  |  |   |  |
| **TOTAL EXPENSES TO DATE:** |  |  |  |   |  |
| Bacio Design |  |  |  | $3,600 |  | $5,100 |
| L.A. Press Printing |  |  |  | $5,000 |  | $6,900 |
| American Direct Mail |  |  |  | $5,026 |  | $5,000 |
| Postage |  |  |  |  | $621 |  | $1,000 |
| Subscriptions |  |  |  | $5,086 |  | $10,000 |
| SafeSave service fees |  |  |  | $7,664 |  | $6,232 |
| Salaries & Benefits (Campus Unification/Development Dir) | $162,184 |  | $176,928 |
| Office supplies |  |  |  | $703 |  | $200 |
| Videography |  |  |  | $1,020 |  | $1,500 |
| Family Donor Banners |  |  |  | $675 |  | $190 |
| Career Day & Fair Breakfast/Lunch |  | $0 |  | $0 |
| Donor Bricks |  |  |  | $2,050 |  | $500 |
| Best of Palisades Magazine Ad |  |  | $495 |  | $0 |
| Donor Reception |  |  |  | $0 |  | $1,500 |
| Chamber Expo |  |  |  | $0 |  | $200 |
| New Parent Welcome Breakfast |  |  | $1,400 |  | $1,162 |
| **TOTAL EXPENSES FOR UNRESTRICTED FUNDS** | $195,524 |  | $216,412 |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| **TOTAL NET FUNDS** |  |  |  | **$582,448** |  | **$283,588** |

**CTE Incentive Grant Budget to Date:**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  |  | **Budget** | **Actual** | **Balance** |
| CTEIG Funds received: |  |  | $172,705.00 |  |
|  |  |  |  |  |  |
| Mercer Upgrade |  | $37,500.00 | $35,919.68 | $1,580.32 |
| VEI/DECA Registration Fees | $18,095.00 | $18,335.00 | -$240.00 |
| VEI Color Printer |  | $400.00 | $423.80 | -$23.80 |
| VEI Class/Trade Show Supplies | $4,000.00 | $3,707.26 | $292.74 |
| MakerSpace Lab |  | $23,150.00 | $10,136.84 | $13,013.16 |
| MakerSpace IMA |  | $2,500.00 | $1,913.71 | $586.29 |
| Gilbert Hall Lighting Upgrade | $4,440.19 | $0.00 | $4,440.19 |
| Music Dept. Apple Cart | $77,521.03 | $61,508.33 | $16,012.70 |
| VEI Additional Classes |  | $9,100.00 | $0.00 | $9,100.00 |
|  |  |  | $176,706.22 | $131,944.62 | $44,761.60 |
|  |  |  |  |  |  |
| Budget included $4,000 from Perkins Grant for DECA |  |

**Comments and Action Steps:**

1. PCHS Fund is up 121% over the same period last year ($175,609)
2. Total unrestricted funds of $396,520 is 79% of our goal for the year.
3. Current participation is 462/2718 families (17%). Total families over the same period last year was 188.
4. PCHS Fund is up 78% over the combination of the PCHS Fund and the Pali GO Fund ($217,966 – 362 total families)
5. Thank you email to all donors were sent to all families on 4/30/20 a A fond discuss the good works during the pandemic and the current needs.
6. Student led Thank You video was sent out on 4/30/20 and nearly $3,000 was raised that evening.
7. State of the School Video Address by Dr. Magee to go to all families around mid May or thereafter.
8. FEMA-DR-4482-CA-COVID-19 funding is awaiting approval from FEMA as a new agency requesting support. Once approved, we will begin our application and submit our claims.
9. #GivingTuesdayNOW Campaign brought in $31,503.85. A follow up mailing will be sent to 1,190 families from selected zip codes who have not given to the PCHS Fund or Booster Club this year. This will take place after the State of the School address from Dr. Magee. Senior parents have been eliminated from this mailing and a separate appeal will be going to these families.

10.)CTEIG allocation for 2020-21 was approved and submitted. The amount will be

 $173,107.

**Grant Report to Date:**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Grants Submitted:** |  |  |  |  |  |  | **Submitted** |
| **Steinmetz Foundation** | **$5,000** | **Campus Unification & Academic Equity** | **12/9/2019** |
| **Cathay Bank Foundation** | **$5,000** | **ELL Program** |  |  | **11/19/2019** |
| **FEMA-DR-4482**  |  | **?** | **Claim for COVID related expenses** | **4/1/2020** |
| **Dorrance Family Foundation** | **$5,000** | **Submitting LOI's for qualification** | **5/19/2020** |
| **VAH Foundation** |  | **$10,000** | **Submitting LOI's for qualification** | **5/19/2020** |
|  |  | **$25,000** |  |  |  |  |  |
| **Grants Received:** |  |  |  |  |  |  | **Received:** |
| **Lewis A. Kingsley Foundation** | **$10,000** | **Program Support** |  |  | **7/30/2019** |
| **Target Foundation** |  | **$1,000** | **Soccer equipment** |  |   | **12/27/2019** |
| **Mara W. Breech Foundation** | **$5,000** | **Teacher professional development** | **1/7/2020** |
| **American Legion Post 283** | **$1,500** | **Academic Decathlon** |  |   | **2/24/2020** |
| **PPWC Foundation** |  | **$800** | **Repair mosiac in quad** |  | **3/3/2020** |
| **CTE Incentive Grant** |  | **$173,107** | **CTE Grant for 2020-21 school year** | **Pending** |
| **Perkins V Grant** |  | **$34,746** | **CTE Grant for 2020-21 school year** | **Pending** |
|  |  | **$226,153** |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| **Grants to be Submitted:** |  |  |  |  |  | **Deadline** |
| **J.P. Morgan Foundation** | **$5,000** | **Entrepreneurship**  |  |  | **TBD** |
| **U.S. Bank Foundation** |  | **$5,000** | **Entrepreneurship** |  |  | **TBD** |
| **MUFG Union Bank Foundation** | **$5,000** | **Special Population Support** |  | **TBD** |
| **Georgia-Pacific Foundation** | **$5,000** | **Entrepreneurship** |  |  | **TBD** |
| **Marc & Evan Stern Foundation** | **$5,000** | **Performing Arts** |  |  | **TBD** |
| **Hugh & Hazel Darling Foundation** | **$2,500** | **Academic Equity/Pali->START** |  | **TBD** |
| **Braitmayer Foundation** | **$5,000** | **Academic Equity/Pali->START** |  | **TBD** |
| **Sydney Stern Trust** |  | **$5,000** | **Academic Equity/Pali->START** |  | **TBD** |
| **Joseph Stanley Leeds** |  | **$10,000** | **Pali->START/Video Production** |  | **TBD** |
| **Cognizant USA Foundation** | **$25,000** | **MakerSpace Grant** |  |  | **TBD** |
|  |  | **$72,500** |  |  |  |  |  |
| **Grants Denied:** |  |  |  |  |  |  |  |
| **Amgen Foundation** |  | **$15,000** | **Looking for nationwide impact programs** |  |
| **Wells Fargo Foundation** | **$1,000** | **Must be invited** |  |  |  |
| **Non Profit Security Grant** | **$100,000** | **356 awardees nationally.** |  |  |
| **America Honda Foundation** | **$25,000** | **Looking for nationwide impact programs** |  |
| **Dart Foundation** |  | **$4,500** | **Only gives within 20 mile radius of Foundation** |
| **Toyota USA Foundation** | **$5,000** | **Must be invited by one of their companies (Torrance N/A)** |
| **Ella Fitzgerald Charitable Found.** | **$500** | **Funds selected projects** |  |  |
| **Willametta Day Fdn.** |  | **$5,000** | **No unsolicited proposals accepted** |  |
| **K12SWP Grant** |  | **$20,000** | **Only districts received money; only 2 LEAs granted** |  |
| **Ahmanson Foundation** | **$59,720** | **Digital Classroom Renovation** |  |  |
| **Best Buy Community Grants** | **$5,000** | **Not Accepting Requests at this time** |  |
| **Roth Family Foundation** | **$5,000** | **No longer accepting applications** |  |  |
| **Semel Charitable Fdn** |  | **$5,000** | **Only Supports Higher Education** |  |  |
| **Mazda Foundation** |  | **$10,000** | **Only gives to areas where they have offices** |  |
| **Joseph Drown Foundation** | **$25,000** | **More requests than funds available** |  |
| **William C. Bannerman** | **$7,000** | **Focused on COVID-19 Emergency Services** |  |
| **Motorola Solutions** |  | **$30,000** | **Only gives to areas where they have offices** |  |
| **Alaska Airlines Foundation** | **$10,000** | **Does not support public schools** |  |  |
| **Ralph M. Parsons Foundation** | **$30,000** | **Pali->START science project - not enough funds** |  |