



PALISADES

CHARTER HIGH SCHOOL

Development Report Board of Trustees Meeting April 20, 2021

| TOTAL FUNDS RAISED TO DATE: | Fund | Prior Report | YTD | Inc/Dec. | Budget |
|--|-------------|---------------------|------------------|-----------------|------------------|
| The PCHS Fund | General | \$340,442 | \$354,406 | \$13,964 | \$500,000 |
| Pali Alumni Fund | General | \$253 | \$253 | \$0 | |
| TOTAL UNRESTRICTED FUNDS RAISED | | \$340,695 | \$354,659 | \$13,964 | \$500,000 |
| CTE Incentive Grant | General | \$173,107 | \$173,107 | \$0 | \$0 |
| Perkins V Grant | General | \$34,746 | \$34,746 | \$0 | \$0 |
| Foundation Grants | General | \$0 | \$0 | \$0 | \$0 |
| Rest. Donations/Pledges - Recd | General | \$35,607 | \$35,607 | \$0 | 0 |
| Rest. Donations/Pledges | General | \$0 | \$0 | \$0 | 0 |
| TOTAL RESTRICTED FUNDS RAISED | | \$243,460 | \$243,460 | \$0 | \$0 |
| TOTAL FUNDS RECEIVED | | \$584,155 | \$598,119 | \$13,964 | \$500,000 |

TOTAL EXPENSES TO DATE:

| | | |
|--|------------------|------------------|
| Bacio Design | \$3,530 | \$5,000 |
| L.A. Press Printing | \$3,049 | \$5,500 |
| American Direct Mail | \$3,216 | \$6,900 |
| Postage | \$1,728 | \$3,800 |
| Subscriptions | \$8,129 | \$6,000 |
| SafeSave service fees | \$5,030 | \$7,500 |
| Salaries & Benefits (Campus Unification/Development Dir) | \$132,700 | \$159,235 |
| Office supplies | \$0 | \$200 |
| Videography | \$0 | \$1,500 |
| Family Donor Banners | \$709 | \$675 |
| Career Day & Fair Breakfast/Lunch | \$0 | \$0 |
| Donor Bricks | \$3,586 | \$1,500 |
| Donor Reception | \$0 | \$0 |
| Chamber Expo | \$0 | \$0 |
| Pali High Booster Club (split donation) | \$1,053 | |
| New Parent Welcome Breakfast | \$0 | \$0 |
| TOTAL EXPENSES FOR UNRESTRICTED FUNDS | \$162,730 | \$197,810 |



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TOTAL NET FUNDS **\$435,389** **\$302,190**

GIVING SUMMARY BY DESIGNATION:

| | # of Donors | Ave. Amt. | Total Amt. |
|-----------------------------------|--------------------|------------------|-------------------|
| Campus Safety - COVID-19 | 13 | \$780 | \$10,137 |
| Classroom Instructional Materials | 46 | \$706 | \$32,459 |
| Faculty & Staff Development | 11 | \$833 | \$9,159 |
| College Center | 11 | \$384 | \$4,224 |
| Greatest Need | 256 | \$993 | \$254,331 |
| Math Aides and Tutors | 7 | \$244 | \$1,711 |
| Technology and Innovation | 16 | \$769 | \$12,300 |
| Transportation Assistance | 3 | \$96 | \$1,375 |
| Visual an Performing Arts | 13 | \$884 | \$11,497 |

CTE Incentive Grant Budget to Date:

| | Budget | Actual | Balance |
|---|---------------------|--------------------|---------------------|
| CTEIG Funds received | | \$173,107.00 | |
| CTEIG Funds rolled over from 2019-20 | | \$63,893.00 | \$237,000.00 |
| Jakus - Film/Media | \$50,000.00 | \$29,999.91 | \$20,000.09 |
| Kolavo - Entrepreneurship/VEI/Sports Management | \$50,000.00 | \$5,450.00 | \$44,550.00 |
| Stoyanovich - Music | \$32,330.00 | \$20,792.99 | \$11,537.01 |
| Steil - Photography | \$32,330.00 | \$5,572.39 | \$26,757.61 |
| Fracchiolla - Drama | \$32,330.00 | \$18,875.73 | \$13,454.27 |
| Kuper - Computer Programming | \$10,010.00 | \$1,647.49 | \$8,362.51 |
| Set aside | \$30,000.00 | \$0.00 | \$30,000.00 |
| | <u>\$237,000.00</u> | <u>\$82,338.51</u> | <u>\$154,661.49</u> |

Comments and Campaigns initiated to date:

- 1.) Joint Appeal with Booster Club sent 8/6/20
- 2.) New Parent Welcome Webinar was heavily attended on 8/17/20 but had major technical difficulties
- 3.) PCHS Fund comparison: \$354,406 this year/\$362,510 last year
- 4.) PCHS Fund donor comparison: 359 this year/379 last year
- 5.) Follow-up Email blast to all families sent 10/9 (\$6,287.50)
- 6.) Working on Virtual Major Donor Reception for the first week of January
- 7.) Working on funding campaign for Pali TV and creating a broadcasting pathway with SMC



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- 8.) A fundraising committee of students and parents was formed to create a fundraising plan for teams and all extra-curriculars using the school approved fundraising platforms.
- 9.) Working on #GivingTuesday Campaign (Tuesday, Dec. 1st). Board members will be involved in this peer-to-peer campaign.
- 10.) Year-end campaign to take place during the last week of December
- 11.) Received a gift of \$30,607 from Debbie Williams to support Special Ed
- 12.) #Giving Tuesday campaign brought in \$45,124.40. Goal was \$25,000
- 13.) A mailing to 1,700 families who gave last year but not this year will be sent Dec. 9th
- 14.) Holiday Mailing brought in \$19,333.00.
- 15.) Year End Campaign brought in \$27,450. Last year brought in \$28,546. Goal was \$30,000.
- 16.) Donor Appreciation Video to be produced and set out to all constituents (TBD).
- 17.) Students to send Thank You note cards to all donors.
- 18.) Letter/email campaign to major donors who have not given to the PCHS Fund this year.
- 19.) End of the year campaign to reach goal will take place first week of June.

Grants Submitted to date:

| Grantor: | Amount | Purpose | Date Submit |
|--|---------------------|---|-------------------|
| Steinmetz Foundation | \$5,000.00 | Academic Equity | 12/9/2019 |
| Hugh & Hazel Darling Foundation | \$2,500.00 | Vernier Science proves | 3/13/2020 |
| CTE Incentive Grant | \$173,107.00 | CTE Funds for 2020-21 | 11/15/2020 |
| Perkins V Grant | \$34,747.00 | 21 | 7/15/2020 |
| FEMA 4482 DR | \$71,315.00 | FEMA Disaster Relief Fund | 4/1/2020 |
| Lewis A. Kingsley Foundation | \$10,000.00 | Program Support | 8/11/2020 |
| William C. Bannerman Found. | \$7,000.00 | Albert.IO | 10/6/2020 |
| Mara W. Breech Foundation | \$10,000.00 | Teacher Professional Development | 10/12/2020 |
| Calif. Com. Schools Partnership | \$100,000.00 | Expand strategies during Coronavirus | 12/4/2020 |
| Calif. Dept. of Ed. Mini-Grant | \$25,000.00 | Improving academic achievement | 1/8/2021 |
| Mara W. Breech Foundation | \$10,000.00 | Teacher Professional Development | 10/12/2020 |
| GRAMMY Museum Grant | \$10,000.00 | Storage Unit for musical instruments | 10/29/2020 |
| Calif. Com. Schools Partnership | \$100,000.00 | Expand strategies during Coronavirus | 12/4/2020 |
| <i>Calif. Dept. of Ed. Mini-Grant</i> | <i>\$25,000.00</i> | <i>Improving academic achievement</i> | <i>1/8/2021</i> |
| <i>Ahmanson Foundation</i> | <i>\$25,000.00</i> | <i>Disruptive Innovations</i> | <i>2/17/2021</i> |



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| | | | |
|---|---------------------|------------------------------------|------------------|
| Ronald W. Burkle Foundation | \$25,000.00 | Disruptive Innovations | 2/17/2021 |
| Dorrance Family Foundation | \$25,000.00 | Disruptive Innovations | 2/17/2021 |
| Van Konynenburg Foundation | \$25,000.00 | Disruptive Innovations | 2/17/2021 |
| Eli & Edythe Broad Foundation | \$25,000.00 | Disruptive Innovations | 2/17/2021 |
| <i>Eisner Foundation</i> | <i>\$25,000.00</i> | <i>Disruptive Innovations</i> | <i>2/17/2021</i> |
| M.B. Seretean Foundation | \$25,000.00 | Disruptive Innovations | 2/17/2021 |
| Lawrence Foundation | \$5,000.00 | Disruptive Innovations | 2/17/2021 |
| <i>Carol & James Collins Foundation</i> | <i>\$10,000.00</i> | <i>Disruptive Innovations</i> | <i>2/17/2021</i> |
| Joseph Stanley Leeds Foundation | \$10,000.00 | Sony FX6 Camera for live streaming | 4/16/2021 |
| | <u>\$783,669.00</u> | | |

*Red italic represents grant was not approved

Grants Received to date:

| Grantor: | Amount | Purpose | Date Rec'd |
|---------------------------------|---------------------|----------------------------------|-------------------|
| CTE Incentive Grant | \$173,107.00 | CTE Funds for 2020-21 | 6/30/2020 |
| Perkins V Grant | \$34,747.00 | Perkins Funds for 2020-21 | 9/15/2020 |
| Lewis A. Kingsley Foundation | \$10,000.00 | Program Support | 8/18/2020 |
| Mara W. Breech Foudnation | \$5,000.00 | Teacher Professional Development | 1/8/2021 |
| Hugh & Hazel Darling Foundation | \$2,500.00 | Vernier Science proves | 3/13/2020 |
| | <u>\$225,354.00</u> | | |