

Board of Trustees Meeting  
Development Report

Report date: 4/13/2023

<b>TOTAL FUNDS RAISED TO DATE:</b>	<b>Fund</b>	<b>Prior Report</b>	<b>YTD</b>	<b>Inc/Dec.</b>	<b>Budget</b>
The PCHS Fund	General	\$378,911	\$385,088	\$6,177	\$450,000
Pali Alumni Fund	General	\$2,032	\$2,032	\$0	
<b>TOTAL UNRESTRICTED FUNDS RAISED</b>		<b>\$380,943</b>	<b>\$387,120</b>	<b>\$6,177</b>	<b>\$450,000</b>
CTE Incentive Grant	General	\$270,372	\$270,372	\$0	\$0
Perkins V Grant	General	\$0	\$0	\$0	\$0
Rest. Donations/Pledges - Recd	General	\$24,493	\$24,493	\$0	0
Donation/Pledges Outstanding	General	\$7,620	\$5,676	-\$1,944	0
<b>TOTAL RESTRICTED FUNDS RAISED</b>		<b>\$302,485</b>	<b>\$300,541</b>	<b>-\$1,944</b>	<b>\$0</b>
<b>TOTAL FUNDS RECEIVED</b>		<b>\$683,428</b>	<b>\$687,661</b>	<b>\$4,233</b>	<b>\$500,000</b>

**TOTAL EXPENSES TO DATE:**

Bacio Design	\$3,330	\$3,500
American Direct Mail	\$2,449	\$6,900
Postage	\$400	\$1,800
Subscriptions *	\$22,287	\$7,800
SafeSave service fees	\$3,518	\$7,500
Salaries & Benefits (Campus Unification/Development Dir)	\$64,177	\$77,000
Justice League Banner	\$300	\$200
Videography	\$750	\$1,500
Family Donor Banners	\$795	\$700
Reunion Picnic (Class of 2002)	\$1,147	\$0
Donor Bricks/Dedication Plaques/Awards	\$3,917	\$1,500
Donor Reception	\$0	\$0
Donor Refund	\$0	\$0
Pali High Booster Club (split donation)	\$0	\$0
New Parent Welcome Breakfast	\$2,325	\$0
<b>TOTAL EXPENSES FOR UNRESTRICTED FUNDS</b>	<b>\$105,394</b>	<b>\$108,400</b>

<b>TOTAL NET FUNDS</b>	<b>\$582,267</b>	<b>\$391,600</b>
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**Comments and Campaigns initiated to date:**

- 1.) Joint Appeal with Booster Club sent 8//8/22
- 2.) New Parent Welcome Breakfast scheduled for 8/20/22
- 3.) PCHS Fund comparison: **\$385,088** this year/**\$367,761** last year. Best YTD was **\$367,761**
- 4.) PCHS Fund donor comparison: **310** this year/312 last year
- 5.) Follow-up email to all Parents on 10/4
- 6.) Back-to-School Night Campaign brought in **\$20,277**

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- 7.) Driveway Days Campaign are back 10/19 - 10/21
- 8.) Driveway Days Campaign brought in **\$8,227**
- 9.) #Giving Tuesday Campaign will begin 11/15 through 11/25
- 10.) #Giving Tuesday 2022 brought in **\$28,362**
- 11.) Year End 2022 Campaign begins December 28th.
- 12.) Year End Campaign 2022 brought in **\$44,289**
- 13.) Student PCHS Fund Phon-a-Thon scheduled for 3/20 - 3/22
- 14.) Student Phon-a-Thon brought in **\$3,733**

**Grants Submitted to date:**

<b>Grantor:</b>	<b>Amount</b>	<b>Purpose</b>	<b>Date Submit</b>
<b>CTE Incentive Grant</b>	<b>\$270,372.00</b>	<b>CTE Funds for 2022-213</b>	<b>1/15/2021</b>
LA Scholars Investment Fund	\$146,600	Pali Bridge Project - College Center	5/3/2022
<b>Pacific Palisades Women's Club</b>	<b>\$600.00</b>	<b>Mosaic repair</b>	<b>5/30/2022</b>
<b>Lewis A. Kingsley Foundation</b>	<b>\$10,000.00</b>	<b>Program Support</b>	<b>8/10/2022</b>
<b>Mara W. Breech Foundation</b>	<b>\$10,000.00</b>	<b>Teacher Professional Development</b>	<b>11/30/2022</b>
	<b>\$437,572.00</b>		

\*Red italic represents grant was not approved and deducted from the total outstanding grant requests

**Grants Received to date:**

<b>Grantor:</b>	<b>Amount</b>	<b>Purpose</b>	<b>Date Rec'd</b>
CTE Incentive Grant	\$270,372.00	CTE Funds for 2020-21	7/1/2022
Pacific Palisades Women's Club	\$600.00	Mosaic repair	7/27/2022
Lewis A. Kingsley Foundation	\$10,000.00	General support	7/10/2022
Mara W. Breech Foundation	\$5,000.00	Teacher Professional Development	12/30/2022
	<b>\$285,972.00</b>		

**Grant Applications not approved:**

NRA Safe Shield Program	\$81,375.00	Permanent Perimeter fencing	8/30/2022
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\* Subscriptions increased with the conversion from DonorPerfect to Virtuous. Virtuous will eliminate the cost of Almbase app (\$7,500) when contract expires next year, DonorPerfect (\$6,228) and DonorSearch (\$1,750). Annual cost of Virtuous is \$9,500.