



MARIN MONTESSORI SCHOOL

THE RELIEF & ANNUAL FUND: FREQUENTLY ASKED QUESTIONS

- 1. What is the Relief & Annual Fund program and why is it important for parents to contribute to it?**
 - a. The Annual Fund is our yearly fund drive to support the school's annual operating budget. The fund contributes to all aspects of the school's operations, including ensuring the highest level of AMI Montessori education for students in every classroom, the maintenance of our beautiful indoor and outdoor learning environments, faculty and staff professional development, and our Tuition Assistance Program. All MMS students benefit from the Annual Fund each day.

- 2. What is the relationship between tuition and the Annual Fund?**
 - a. As is typical of all independent schools, our budget must balance the ever-rising costs of providing a world-class Montessori education and maintaining tuition at the lowest possible level in order to encourage the widest range of applicants. At MMS, tuition covers only about 90 percent of the school budget. Annual giving contributes a critically needed portion of the remainder. This intentional, budgeted fundraising gap forms the Annual Fund goal. It enables the school to keep tuition as affordable as possible.
 - b. Over 30 percent of our students rely on Tuition Assistance to attend MMS. The delta between what it costs to educate a child and a student paying full tuition is \$3,800. The Annual Fund supports Tuition Assistance as well as helps to fill in the tuition gap for all of our families.

- 3. What's new for the 2022-2023 Annual Fund?**
 - a. This year, the Annual Fund is being combined with Tuition Assistance as we seek to meet the full gap in our operational expenses. All donations to the Annual Fund will support MMS' 2022-2023 operating budget. This year,

donors have the option to direct their gift to one of the following budget areas:

- i. Extend Access & Affordability
- ii. Enrich Academic Programs
- iii. Beautify & Expand Campuses & Classrooms
- iv. Retain & Elevate World Class Faculty

4. Why not just cut expenses?

- a. Under the expert guidance of our Finance Committee and the Board of Trustees, MMS is run as “lean” and nimble as possible.’ We do a great deal with relatively modest resources. Although tuition increases do occur, they do not equate to increases in the cost of doing business. MMS relies on philanthropy to provide the exceptional education that is fundamental to our mission. To learn more about our incredibly talented and experienced board, please read their [bios here](#).

5. What is this year's fundraising goal for the Annual Fund?

- a. The Annual Fund goal is \$425,000. In addition, we are seeking to raise over \$225,000 to support the Tuition Assistance Program. The combined goal for the 2022-2023 school year is \$650,000.

6. Why is participation so important?

- a. First and foremost, 100 percent participation communicates to our students, faculty, staff, and parents that we are committed to supporting the mission and education of all our students. In addition, it allows us to show strong parent support and engagement when we approach outside sources for contributions. Corporate and outside donors invariably want to know if the parents, alumni, and grandparents support the school. Participation in the Annual Fund demonstrates to others that we support our mission and goals. Every gift, no matter the amount, is greatly appreciated and important to our success.

7. Are families receiving tuition assistance asked to participate?

- a. Yes. Gifts commensurate with each family's financial means are welcome and honored.

8. What is employee "gift matching?"

- a. Employee matching gift programs are corporate giving programs in which a company matches donations made by employees to eligible nonprofit organizations. It's an easy way to double your contribution to MMS!
- b. Requesting a matching gift only takes a few minutes but must be initiated by the donor. You can do this by filling out and submitting a matching gift form provided by your employer.

2022-2023 Annual Fund Giving at a Glance

- Average Gift in 21-22: \$2,850
- Median: \$1000
- Tuition Gap: \$3,800
- Range: \$5-\$100,000

How can I give?

Marin Montessori School is a 501(c)(3) non-profit organization (#94-1567656) and gifts are tax-deductible to the extent allowed by law.

How to make your gift/pledge:

- Make your [pledge or gift online](#).
- By mail: Development Office, Marin Montessori School, 5200 Paradise Drive, Corte Madera, CA 94925
- By phone or email: Please contact the Development office at 415-924-5388 x 331 or sstarkman@marinmontessori.org to make your gift or pledge. Your pledge payments can be completed by check or via your MMS account as a one-time payment or installment plan.
- Securities: Gifts of appreciated securities are gladly accepted. Please contact the Development office for information.
- Matching gifts: Many employers have matching gift programs that allow employee gifts to be matched, often 1:1. Please ask your employer(s) about their program guidelines and inform the school that your gift will be matched at the time of your donation.
- Bequests: For more information about including Marin Montessori in your estate plans, please contact the Development office.

Every gift, whether large or small, has an important impact on the operations, health, and spirit of our school. The Development office is pleased to answer any questions you may have about the Annual Fund or to assist you in making a donation.

Contact:

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