



## Q4 FY 2016-17 NARRATIVE FINANCIAL ANALYSIS (April 1, 2017 – June 30, 2017)

### FUND 26 - FRIENDS OF PEAK TO PEAK CHARTER SCHOOL

#### REVENUES

##### Major Gifts Revenues

- Donations to the Peak Scholarship Fund were \$35K in Q4, or 46% of budget. YTD, donations were \$63K, or 84%. When previously committed scholarship fund donations of \$20K and \$85K are included, the total is \$168K in total donations.
- The scholarship fund had realized gains of \$7K, and unrealized gains of \$33K in Q4. YTD, realized gains were \$30K, and unrealized gains were \$111K.
- Other major gift donations were \$12K in Q4, or 25% of budget. YTD, other major gifts were \$26K, or 52% of budget. When the Google grant of \$32K is included in major gifts donations, total donations were \$58K, or 116% of budget.
- Total major gifts revenues were \$47K in Q4, or 37% of budget. YTD, they were \$109K, or 87%. When the Google grant and previously committed scholarship donations are added, total donations were \$226K.

##### Events and Other Fundraising Revenues

- Annual gift donations were \$20K in Q4, or 13% of budget. YTD, AG donations were 173K, or 110% of budget.
- Auction and gala revenues were \$100K in Q4, or 77% of budget. YTD, revenues were \$130K, or 100% of budget.
- Innovation fund donations were \$43K in Q4, which were unbudgeted.
- Run for the Peak donations were \$28K, or 92% of budget. YTD, they were \$30K or 98% of budget.
- Ongoing fundraising (gift cards, spirit wear, calendars, etc.) revenues were \$8K in Q4, or 13% of budget. YTD, they were \$42K, or 70% of budget.
- Athletics & activities fundraising (golf outing, concessions, banners, etc.) revenues were \$0K in Q4. YTD, A&A fundraising was at \$33K, or 111% of budget.
- Total events and other fundraising revenues were \$199K in Q4, or 49% of budget. YTD, they were \$450K, or 110% of budget.

##### Total Revenues

- Total fundraising revenues in Q4 were \$286K (including realized & unrealized gains), or 51% of budget. YTD, total fundraising revenues were \$701K, or 126% of budget.

#### EXPENSES

##### Major Gifts Expenses

- Major gifts operating expenses were \$805 in Q4, or 13% of budget. YTD, they were \$1.5K, or 23% of budget.
- Awarded scholarships totaled \$875 in Q4, or 2%. YTD, they were \$46K, or 87% of budget.
- Scholarship fund investment management fees were \$3K in Q4, or 25% of budget. YTD, they were \$11K, or 97%.
- Total major gifts expenses in Q4 were \$5K (including indirect costs), or 6% of budget. YTD, they were \$58K, or 83%.

##### Events and Other Fundraising Expenses

- Annual gift expenses were \$0 in Q4. YTD, expenses were \$320, or 11% of budget.
- Annual auction expenses were \$46K in Q4, or 115% of budget. YTD, expenses were \$56K, or 140% of budget.
- Run for The Peak expenses were \$1.8K in Q4, or 176% of budget. YTD, expenses were \$2.1K, or 212% of budget.
- Ongoing fundraising expenses were \$3.5K in Q4, or 14% of budget. YTD, they were \$23K, or 93% of budget.
- Athletics & activities fundraising expenses were \$81 in Q4, or 1% of budget. YTD, they were \$13K, or 63%.
- Other fundraising expenses were \$7K in Q4, or 62% of budget. YTD, they were \$13K, or 115% of budget.
- Total events and other fundraising expenses were \$58K in Q4, or 58% of budget. YTD, they were \$107K, or 107%.

##### Total Expenses

- Total fundraising expenses in Q4 were \$63K (including indirect costs), or 37% of budget. YTD, they were \$166K, or 97%.

#### FUND BALANCE

##### Friends of P2P Fund Balance

- The Q4 total ending fund balance for Friends of Peak to Peak was \$1,429,912, of which \$1,339,509 was attributable to the scholarship fund.

PEAK TO PEAK CHARTER SCHOOL

Q4 2016-17 FRIENDS OF PEAK TO PEAK FINANCIAL REPORT (April 1 - June 30, 2017)	2015-16 Q4	% of Budget	2015-16 YTD	% of Budget	2015-16 BUDGET	2016-17 Q4	% of Budget	2016-17 YTD	% of Budget	2016-17 BUDGET	Explanatory Notes
<b>REVENUES</b>											
<b>Major Gifts Revenues</b>											
Peak Scholarship Fund Donations	\$ 26,609		\$ 88,006			\$ 34,564	46.1%	\$ 63,305	84.4%	\$ 75,000	Designated donations to scholarship fund
Previously Committed Scholarship Fund Donations						\$ -	0.0%	\$ 20,000	51.9%	\$ 38,500	Designated gifts for 2015 scholarship award recipients
Other Major Gifts Donations			\$ 3,650			\$ 12,297	24.6%	\$ 25,892	51.8%	\$ 50,000	Other major gift donations, memorial gifts
<b>Total Major Gifts Revenues</b>	<b>\$ 26,609</b>		<b>\$ 91,656</b>			<b>\$ 46,861</b>	<b>28.7%</b>	<b>\$ 109,197</b>	<b>66.8%</b>	<b>\$ 163,500</b>	
<b>Events and Other Fundraising Revenues</b>											
Annual Gift Donations	\$ 20,081	11.8%	\$ 137,996	81.2%	\$ 170,000	\$ 20,480	13.0%	\$ 173,143	109.6%	\$ 158,000	Annual gift campaign donations
Annual Auction and Gala Revenues	\$ 146,091	143.2%	\$ 184,622	181.0%	\$ 102,000	\$ 100,419	77.2%	\$ 129,939	100.0%	\$ 130,000	Annual auction & gala revenues, donations and sponsorships
Innovation Fund Donations						\$ 42,740		\$ 42,740			Innovation fund donations
Run for the Peak Revenues	\$ 36,328	121.1%	\$ 39,560	131.9%	\$ 30,000	\$ 27,626	92.1%	\$ 29,509	98.4%	\$ 30,000	Run for the Peak donations and sponsorships
Ongoing Fundraising Revenues	\$ 8,373	12.7%	\$ 34,787	52.7%	\$ 66,000	\$ 8,018	13.4%	\$ 41,855	69.8%	\$ 60,000	Revenues from gift cards, spirit wear, calendars, other fundraising
Athletics & Activities Fundraising Revenues	\$ 3,122	9.5%	\$ 39,809	120.6%	\$ 33,000	\$ -	0.0%	\$ 33,177	110.6%	\$ 30,000	Revenues from athletics concessions, banner sponsorships, golf outing
<b>Total Events and Other Fundraising Revenues</b>	<b>\$ 213,994</b>	<b>53.4%</b>	<b>\$ 436,773</b>	<b>108.9%</b>	<b>\$ 401,000</b>	<b>\$ 199,283</b>	<b>48.8%</b>	<b>\$ 450,364</b>	<b>110.4%</b>	<b>\$ 408,000</b>	
<b>Indirect Revenues</b>											
Realized Gains (Losses)	\$ 9,992		\$ 46,122			\$ 6,812		\$ 30,436		\$ 23,363	Realized gains or losses on scholarship fund and AP fund
Unrealized Gains (Losses)	\$ 26,911		\$ (59,950)			\$ 32,750		\$ 111,055			Unrealized gains or losses on scholarship fund and AP fund
<b>Total Other Revenues</b>	<b>\$ 36,903</b>		<b>\$ (13,828)</b>			<b>\$ 39,562</b>		<b>\$ 141,492</b>		<b>\$ 23,363</b>	
<b>GRAND TOTAL FUNDRAISING REVENUES</b>	<b>\$ 277,506</b>	<b>69.2%</b>	<b>\$ 514,602</b>	<b>128.3%</b>	<b>\$ 401,000</b>	<b>\$285,706.03</b>	<b>48.0%</b>	<b>\$ 701,052</b>	<b>117.9%</b>	<b>\$ 594,863</b>	
<b>EXPENSES</b>											
<b>Major Gifts Expenses</b>											
Scholarship Fund Expenses	\$ -		\$ -			\$ 281	6.1%	\$ 488	10.6%	\$ 4,625	Expenses to solicit scholarship fund donations and credit card fees
Other Major Gifts Expenses	\$ -		\$ 3,038			\$ 524	30.0%	\$ 1,007	57.6%	\$ 1,750	Expenses to solicit other major gifts donations and credit card fees
<b>Total Major Gifts Expenses</b>						<b>\$ 804.97</b>	<b>12.6%</b>	<b>\$ 1,496</b>	<b>23.5%</b>	<b>\$ 6,375</b>	
<b>Events and Other Fundraising Expenses</b>											
Annual Gift Expenses	\$ 1,044	34.8%	\$ 1,093	36.4%	\$ 3,000	\$ -	0.0%	\$ 320	10.7%	\$ 3,000	Expenses incurred with promoting annual gift campaign
Annual Auction and Gala Expenses	\$ 6,616	26.5%	\$ 59,104	236.4%	\$ 25,000	\$ 45,996	115.0%	\$ 55,813	139.5%	\$ 40,000	Expenses associated with annual auction and gala
Run for the Peak Expenses	\$ 2,207	220.7%	\$ 2,261	226.1%	\$ 1,000	\$ 1,764	176.4%	\$ 2,121	212.1%	\$ 1,000	Expenses associated with Run for the Peak event
Ongoing Fundraising Expenses	\$ 3,266	10.9%	\$ 19,496	65.0%	\$ 30,000	\$ 3,545	14.2%	\$ 23,169	92.7%	\$ 25,000	Expenses associated with gift cards, spirit wear, calendars, other fundraising
Athletics & Activities Fundraising Expenses	\$ 576	2.9%	\$ 16,615	83.1%	\$ 20,000	\$ 81	0.4%	\$ 12,570	62.8%	\$ 20,000	Expenses associated with concessions, banner sponsorships, golf outing
Other Fundraising Expenses	\$ 7,672	51.1%	\$ 14,314	95.4%	\$ 15,000	\$ 7,068	61.9%	\$ 13,152	115.1%	\$ 11,424	General admin expenses and credit card fees
<b>Total Events and Other Fundraising Expenses</b>	<b>\$ 21,381</b>	<b>22.7%</b>	<b>\$ 112,882</b>	<b>120.1%</b>	<b>\$ 94,000</b>	<b>\$ 58,453</b>	<b>58.2%</b>	<b>\$ 107,144</b>	<b>106.7%</b>	<b>\$ 100,424</b>	
<b>Indirect Expenses</b>											
Awarded Scholarships	\$ -		\$ 17,500			\$ 875	1.7%	\$ 45,600	86.9%	\$ 52,500	Scholarships awarded to selected P2P students
CFF Investment Management Fees	\$ 5,121		\$ 10,436			\$ 2,937	25.1%	\$ 11,335	97.0%	\$ 11,682	Community First Foundation investment management fees
<b>Total Other Expenses</b>	<b>\$ 5,121</b>		<b>\$ 27,936</b>		<b>\$ -</b>	<b>\$ 3,812</b>		<b>\$ 56,935</b>		<b>\$ 64,182</b>	
<b>GRAND TOTAL FUNDRAISING EXPENSES</b>	<b>\$ 26,502</b>	<b>28.2%</b>	<b>\$ 140,819</b>	<b>149.8%</b>	<b>\$ 94,000</b>	<b>\$ 63,070.68</b>	<b>36.9%</b>	<b>\$ 165,575</b>	<b>96.8%</b>	<b>\$ 170,981</b>	
<b>TOTAL NET FUNDRAISING REVENUE</b>	<b>\$ 251,004</b>		<b>\$ 373,783</b>		<b>\$ 307,000</b>	<b>\$ 222,635</b>		<b>\$ 535,477</b>		<b>\$ 423,882</b>	
<b>Transfer to P2P Operating Budget</b>	<b>\$ 327,870</b>		<b>\$ 337,810</b>		<b>\$ 307,000</b>	<b>\$298,769.34</b>	<b>84.0%</b>	<b>\$ 329,672</b>	<b>92.6%</b>	<b>\$ 355,826</b>	Fundraised monies transferred to P2P operating budget
<b>INCREASE (DECREASE) IN FUND BALANCE</b>	<b>\$ (76,866)</b>		<b>\$ 35,973</b>		<b>\$ -</b>	<b>\$ (76,134)</b>		<b>\$ 205,805</b>		<b>\$ 68,056</b>	
<b>TOTAL BEGINNING FRIENDS FUND BALANCE</b>	<b>\$1,300,973</b>		<b>\$1,188,135</b>		<b>\$1,188,135</b>	<b>\$ 1,506,046</b>		<b>\$1,224,107</b>		<b>\$1,224,107</b>	Friends beginning fund balance
Total Scholarship Fund Ending Balance											Scholarship fund ending balance
<b>TOTAL ENDING FRIENDS FUND BALANCE</b>	<b>\$1,224,107</b>		<b>\$1,224,107</b>		<b>\$1,224,107</b>	<b>\$ 1,429,912</b>		<b>\$1,429,912</b>		<b>\$1,292,163</b>	Friends ending fund balance

<b>MAJOR GIFTS</b>
Total Revenues
Donations Posted to P2P
Direct Expenses
Surplus/(Deficit)

<b>2016-17</b>					
Q1	Q2	Q3	Q4	YTD	BUDGET
\$ 516	\$ 52,770	\$ 9,050	\$ 46,861	\$ 109,197	\$ 163,500
\$ 50,000	\$ -	\$ 31,857	\$ 35,000	\$ 116,857	
\$ 259	\$ 115	\$ 317	\$ 805	\$ 1,496	\$ 6,375
\$ 50,257	\$ 52,655	\$ 40,590	\$ 81,056	\$ 224,558	\$ 157,125

<b>2015-16</b>					
Q1	Q2	Q3	Q4	YTD	BUDGET
\$ 15,000	\$ 38,450	\$ 11,597	\$ 26,609	\$ 91,656	\$ -
\$ 17,500	\$ -	\$ 25,000	\$ -	\$ 42,500	
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$ 32,500	\$ 38,450	\$ 36,597	\$ 26,609	\$ 134,156	\$ -

<b>FUNDRAISING</b>
Total Revenues
Direct Expenses
Surplus/(Deficit)

<b>2016-17</b>					
Q1	Q2	Q3	Q4	YTD	BUDGET
\$ 34,155	\$ 118,307	\$ 98,619	\$ 199,283	\$ 450,364	\$ 408,000
\$ 7,609	\$ 37,179	\$ 3,903	\$ 58,453	\$ 107,144	\$ 100,424
\$ 26,546	\$ 81,127	\$ 94,717	\$ 140,829	\$ 343,219	\$ 307,576

<b>2015-16</b>					
Q1	Q2	Q3	Q4	YTD	BUDGET
\$ 32,605	\$ 116,165	\$ 74,009	\$ 213,994	\$ 436,773	\$ 401,000
\$ 10,959	\$ 29,266	\$ 51,276	\$ 21,381	\$ 112,882	\$ 94,000
\$ 21,646	\$ 86,899	\$ 22,733	\$ 192,612	\$ 323,890	\$ 307,000