

Q1 FY 2018-19 NARRATIVE FINANCIAL ANALYSIS FUND 26 – FRIENDS OF PEAK TO PEAK (July 1, 2018 – September 30, 2018)

REVENUES

Major Gifts Revenues

- Previously committed scholarship fund revenues in Q1 were \$16,000, or 42% of budget.
- > Other major gifts donations in Q1 were \$4,791, or 7% of budget.
- Total major gifts revenues were \$20,791 in Q1, or 10% of budget. Revenues are typically low in Q1 as fundraising efforts are just getting underway for the year.

Events and Other Fundraising Revenues

> Total events and other fundraising revenues in Q1 were \$22,731, or 5% of budget. As already stated, Q1 revenues tend to be low.

Indirect Revenues

> Indirect revenues (realized gains in the scholarship fund) in Q1 were \$36,498, or 140% of budget.

Total Revenues

> Total Fund 26 revenues in Q1 were \$80,020, or 12% of budget. Fundraising revenues in Q1 tend to be low, but the realized gains on the scholarship fund are very positive.

EXPENSES

Major Gifts Expenses

Major gifts expenses in Q1 were \$281, or 4% of budget.

Events and Other Fundraising Expenses

> Events and other fundraising expenses in Q1 were \$21,233, or 19% of budget.

Indirect Expenses

> Indirect expenses in Q1 were \$34,060, or 35%. First semester scholarships of \$31K were awarded in Q1.

Total Expenses

Total fundraising expenses in Q1 were \$55,574, or 26% of budget. Scholarship awards drove this number higher in Q1.

FUND BALANCES

Fund 26 Fund Balance

The 2018-19 beginning fund balance in Friends was \$1,455,695. The ending fund balance at the end of Q1 was \$1,480,141, of which \$1,434,465 is attributed to the Peak Scholarship Fund.

	017-18 Q1	% of Budget			% of Budget	2017-18 BUDGET	2		% of Budget	-		% of Budget			Explanatory Notes
	,		·	,		. ,	\$	16,000	41.6%				\$ 38	8,500	scholarship fund Donations Designated gifts for 2015 scholarship awards Other major qift donations, memorial gifts
_							ę.			Ψ				•	Other major girt donations, memorial girts
\$	5,237 1,500	3.2% 4.8%	\$	5,237 1,500	3.2% 4.8%	\$ 163,000 \$ 135,000 \$ 31,000	\$	2,030 2,500	1.2% 1.8%	\$	2,030 2,500	1.2% 1.8%	\$ 168 \$ 140 \$ 32	8,000 0,000 2,000	Annual fund campaign donations Auction & gala revenues, sponsorships, innovation fund donations Run for the Peak donations and sponsorships panner sponsorships, gine outs, gon outing revenues and designated
	,			,							- ,			,	donations
				,			\$	•		•	•				Gift cards, spirit wear, calendars, other designated and fundraising revenues
\$	20,943 21,127	84.7%	\$ 2 ¹ \$ 2	20,943	84.7%	\$ 24,724	\$	36,498	140.4%	\$;	36,498	140.4%	\$ 2	5,992	Realized gains or losses on scholarship fund and AP fund Unrealized gains or losses on scholarship fund and AP fund
_						. ,	<u> </u>								
\$	92,292	14.6%	\$ 9	2,292	14.6%	\$ 630,224	\$	80,020	12.0%	\$	80,020	12.0%	\$ 66	5,492	
\$ \$	167 167	7.9% 2.4%	\$ \$	167 167	7.9% 2.4%	\$ 4,975 \$ 2,100 \$ 7,075	\$ \$	281 281	11.5% 3.6%	\$	281 281	11.5% 3.6%	\$ 2	2,450	Expenses to solicit scholarship fund donations and credit card fees Expenses to solicit other major gifts donations and credit card fees
\$ \$ \$	6,600 8,405 5,382 20,387	15.3% 41.0% 13.9% 19.1%	\$	8,405 5,382	15.3% 41.0% 13.9% 19.1%	\$ 3,000 \$ 43,000 \$ 1,500 \$ 20,500 \$ 38,816 \$ 106,816	\$ \$ \$ \$	7,500 1,332 1,004 9,593 1,805 21,233	16.3% 66.6% 4.8% 34.3% 14.8%	\$ \$ \$	7,500 1,332 1,004 9,593 1,805 21,233	66.6% 4.8% 34.3%	\$ 40 \$ 2 \$ 25 \$ 12	6,000 2,000 1,000 8,000 2,208	Expenses incurred with promoting annual fund campaign Expenses associated with annual auction and gala Expenses associated with Run for the Peak event Expenses associated with banner sponsorships, golf outing Expenses associated with gift cards, spirit wear, calendars, etc General admin expenses and credit card fees
\$	26,381 3,085 29,466	39.1% 25.0% 36.9%	\$	3,085	39.1% 25.0% 36.9%	\$ 67,500 \$ 12,362 \$ 79,862	\$ \$	30,838 3,223 34,060	36.9% 24.8% 35.3%	\$	3,223	24.8%	\$ 12	2,996	Scholarships awarded to selected P2P students Community First Foundation investment management fees
\$	50,020	25.8%	\$ 5	0,020	25.8%	\$ 193,753	\$	55,574	25.7%	\$	55,574	25.7%	\$ 210	6,479	
\$	42,272	9.7%	\$ 4	2,272	9.7%	\$ 436,471	\$	24,446	5.4%	\$	24,446	5.4%	\$ 449	9,013	
	<u>, </u>			, -		\$ 373,084									Fundraised monies transferred to P2P operating budget
\$	42,272		\$ 4	2,272		\$ 63,387	\$	24,446		\$	24,446		\$ 5	7,671	
\$1,4	429,912		\$1,42	9,912		\$1,429,912	\$ 1.	,455,695		\$1,4	55,695		\$1,45	5,695	Friends beginning fund balance
	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	\$ 15,135 \$ 2,883 \$ 18,018 \$ 5,237 \$ 1,500 \$ 15,918 \$ 9,549 \$ 32,204 \$ 20,943 \$ 21,127 \$ 42,070 \$ 92,292 \$ 167 \$ 6,600 \$ 8,405 \$ 5,382 \$ 20,387 \$ 26,381 \$ 3,085 \$ 29,466 \$ 50,020 \$ 42,272	\$ 15,135 12.3% \$ 2,883 4.8% \$ 18,018 9.8% \$ 15,918 51.3% \$ 15,918 51.3% \$ 9,549 15.4% \$ 32,204 7.6% \$ 20,943 84.7% \$ 21,127 \$ 42,070 170.2% \$ 92,292 14.6% \$ 92,292 14.6% \$ 167 7.9% \$ 167 2.4% \$ 6,600 15.3% \$ 8,405 41.0% \$ 5,382 13.9% \$ 20,387 19.1% \$ 26,381 39.1% \$ 29,466 36.9% \$ 50,020 25.8% \$ 42,272 9.7%	\$ 15,135 12.3% \$ 1 \$ 2,883 4.8% \$ \$ 18,018 9.8% \$ 1 \$ 15,918 51.3% \$ 15,918 51.3% \$ 15,918 51.3% \$ 32,204 7.6% \$ 3 \$ 22,1127 \$ 42,070 170.2% \$ 4 \$ 3 \$ 22,222 14.6% \$ \$ \$ \$ 167 7.9% \$ \$ 167 2.4% \$ \$ 167 2.4% \$ \$ \$ 20,387 19.1% \$ 2 \$ 2 \$ 2 \$ 2 \$ 2 \$ 3,085 25.0% \$ \$ 2 9,466 36.9% \$ 2 \$ 2 \$ 2 \$ 2 \$ 42,272 9.7% \$ 4 \$ 42,272 \$ 42,272 \$ 42,272 \$ 42,272 \$ 42,272 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MAJOR GIFTS
Total Revenues
Donations Posted to P2P
Direct Expenses
Surplus/(Deficit)

2018-19												
Q1		Q2		Q3		Q4		YTD	Е	BUDGET		
\$ 20,791	\$	-	\$	-	\$	-	\$	20,791	\$	203,500		
\$ 50,000							\$	50,000				
\$ 281	\$	-	\$	-	\$	-	\$	281	\$	7,775		
\$ 70,510	\$	-	\$	-	\$	-	\$	70,510	\$	195,725		

2017-18													
Q1 Q2			Q3 Q4					YTD	BUDGET				
\$ 18,018	\$	18,478	\$	19,043	\$	6,000	\$	61,540	\$	183,500			
\$ 50,000	\$	•	\$	31,857	\$	35,000	\$	116,857					
\$ 167	\$	397	\$	-	\$	174	\$	737	\$	7,075			
\$ 67,851	\$	18,081	\$	50,900	\$	40,826	\$	177,659	\$	176,425			

FUNDRAISING								
Total Revenues								
Direct Expenses								
Surplus/(Deficit)								

	2017-18												
Q1		Q2 Q3		Q3	Q4			YTD	BUDGET				
\$	22,731	\$	-	\$	-	\$	•	\$	22,731	\$	436,000		
\$	21,233	\$	-	\$	-	\$	•	\$	21,233	\$	112,208		
\$	1,498	\$	-	\$	-	\$	•	\$	1,498	\$	323,792		

2016-17												
Q1 Q2				Q3		Q4		YTD	BUDGET			
\$ 32,204	\$	117,978	\$	211,098	\$	59,798	\$	421,079	\$	422,000		
\$ 20,387	\$	23,324	\$	45,896	\$	12,355	\$	101,963	\$	106,816		
\$ 11,817	\$	94,654	\$	165,202	\$	47,443	\$	319,116	\$	315,184		