

Sheet1
New Franklin PTO, Inc.
P&L (Budget vs Actuals)

	2016 – 2017				2017 – 2018				2018 – 2019
	Actual Total	Budget Total	Variance	% of Income (Actual)	Actual Total	Budget Total	Variance	% of Income (Actual)	Budget Total
Revenue									
Corporate Donations									
Corporate Sponsorships	0.00	0.00	0.00	0.00%	850.00	2000.00	-1150.00	2.40%	3500.00
Corporate Sponsorships (Healthy Try-It)	0.00	0.00	0.00	0.00%	1000.00	0.00	1000.00	2.82%	
Outdoor Classroom (Garden Club)	0.00	0.00	0.00	0.00%	380.00	0.00	380.00	1.07%	
Outdoor Classroom (Parents)	0.00	0.00	0.00	0.00%	2291.00	0.00	2291.00	6.47%	
Amazon Smiles Revenue	66.14	0.00	66.14	0.27%	115.33	0.00	115.33	0.33%	
Hannaford Helps	128.00	0.00	128.00	0.52%	0.00	0.00	0.00	0.00%	
Newburyport Bank Scholarship	100.00	0.00	100.00	0.41%	0.00	0.00	0.00	0.00%	
Total Donations from Companies	\$294.14	\$0.00	\$294.14	1.20%	\$4,636.33	\$2,000.00	\$2,636.33	13.09%	\$3,500.00
Other Donations									
Donations from Staff Luncheon	20.00	0.00	20.00	0.08%	55.00	0.00	55.00	0.16%	0.00
Total Parent Donations	2751.01	2000.00	751.01	11.23%	2495.71	2500.00	-4.29	7.04%	2500.00
Total Other Donations	\$2,771.01	\$2,000.00	\$771.01	11.31%	\$2,550.71	\$2,500.00	\$50.71	7.20%	\$2,500.00
Total Donations	\$3,065.15	\$2,000.00	\$1,065.15	12.51%	\$7,187.04	\$4,500.00	\$2,687.04	20.29%	\$6,000.00
Fundraising Revenue									
Holiday Concert Cash Raffle	227.00	200.00	27.00	0.93%	160.00	200.00	-40.00	0.45%	200.00
Parents Night Out	0.00	0.00	0.00	0.00%	206.00	0.00	206.00	0.58%	0.00
Total Coffee	49.00	0.00	49.00	0.20%	0.00	0.00	0.00	0.00%	0.00
Total Directory	2231.40	1200.00	1031.40	9.11%	1615.00	1750.00	-135.00	4.56%	1500.00
Total Election Day Bake Sale	1686.20	1500.00	186.20	6.88%	423.75	250.00	173.75	1.20%	500.00
Total Fairy House Tour	1573.50	3000.00	-1426.50	6.42%	2694.00	1500.00	1194.00	7.60%	1000.00
Total Close Buy & Genevieves	1912.40	1500.00	412.40	7.80%	1684.80	1500.00	184.80	4.76%	1500.00
Total Halloween Party	475.75	200.00	275.75	1.94%	480.55	500.00	-19.45	1.36%	0.00

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Total Cash Raffle	0.00	2000.00	-2000.00	0.00%	1842.65	2500.00	-657.35	5.20%	2500.00
Total Ice Cream Social	736.30	450.00	286.30	3.00%	405.55	550.00	-144.45	1.14%	400.00
Total Lawn Fete	6576.58	5000.00	1576.58	26.84%	4886.54	5500.00	-613.46	13.79%	5000.00
Total Restaurant Fundraisers	376.79	500.00	-123.21	1.54%	611.44	1000.00	-388.56	1.73%	500.00
Total Movie Night	-26.35	650.00	-676.35	-0.11%	-75.75	250.00	-325.75	-0.21%	0.00
Total NFS Promotional Item	-1993.58	100.00	-2093.58	-8.13%	845.80	0.00	845.80	2.39%	400.00
Total Original ArtWork	991.95	0.00	991.95	4.05%	709.75	500.00	209.75	2.00%	500.00
The Wizards	2428.21	2000.00	428.21	9.91%	0.00	0.00	0.00	0.00%	0.00
Total Seacoast Half Marathon Water Stop	500.00	450.00	50.00	2.04%	500.00	450.00	50.00	1.41%	450.00
Shanty Fundraiser	0.00	0.00	0.00	0.00%	250.00	0.00	250.00	0.71%	0.00
Total Spaghetti Dinner	1532.02	1000.00	532.02	6.25%	1527.14	1100.00	427.14	4.31%	1000.00
Total Talent show	526.73	200.00	326.73	2.15%	307.00	400.00	-93.00	0.87%	0.00
Total Valentine Kisses	388.50	200.00	188.50	1.59%	324.00	350.00	-26.00	0.91%	350.00
Total Wallis Sands Water Stop	600.00	300.00	300.00	2.45%	300.00	300.00	0.00	0.85%	300.00
Total Yankee Candle	648.92	500.00	148.92	2.65%	1220.33	500.00	720.33	3.44%	1000.00
Unidentified Fundraising Revenue	0.00	0.00	0.00	0.00%	0.00	0.00	0.00	0.00%	5140.00
Total Fundraising Revenue	\$23,224.05	\$21,950.00	\$1,274.05	94.77%	\$22,559.55	\$19,100.00	\$3,459.55	63.68%	\$28,240.00
E-School									
Corporate Sponsorships	0.00	0.00	0.00	0.00%	4250.00	0.00	4250.00	12.00%	
5 th Grade Craft Fair	0.00	0.00	0.00	0.00%	224.00	0.00	224.00	0.63%	
Dance-a-Thon	0.00	0.00	0.00	0.00%	1872.00	0.00	1872.00	5.28%	
Margaritas Fundrasier	0.00	0.00	0.00	0.00%	349.13	0.00	349.13	0.99%	
Parents Night Out	0.00	0.00	0.00	0.00%	360.00	0.00	360.00	1.02%	
Slime Sisters	0.00	0.00	0.00	0.00%	264.61	0.00	264.61	0.75%	
Total E-School Revenue	\$0.00	\$0.00	\$0.00	0.00%	\$7,319.74	\$0.00	\$7,319.74	20.66%	\$0.00
Total Revenue	\$24,506.47	\$22,950.00	\$1,556.47	100.00%	\$35,425.33	\$23,600.00	\$11,825.33	100.00%	\$28,240.00

Expenses

Awards and Appreciation Expenses									
Back to School Celebration	16.58	0.00	16.58	0.07%	0.00	25.00	25.00	0.00%	75.00
Grade 4 & 5 Awards	200.00	225.00	-25.00	0.88%	200.00	200.00	0.00	1.13%	200.00
New Parent's Party	125.00	0.00	125.00	0.55%	116.28	125.00	8.72	0.65%	125.00
PTO Appreciation	0.00	50.00	-50.00	0.00%	0.00	50.00	50.00	0.00%	50.00
Staff Appreciation	966.44	800.00	166.44	4.26%	475.85	500.00	24.15	2.68%	500.00
Student Celebrations	294.38	300.00	-5.62	1.30%	136.76	400.00	263.24	0.77%	400.00
Total Awards and Appreciation Expenses	1602.40	1375.00	227.40	7.06%	928.89	1300.00	371.11	5.23%	1350.00
Office/General Administrative Expenses									
Babysitter Expense	220.00	200.00	20.00	0.97%	190.00	250.00	60.00	1.07%	300.00
Charitable Contributions	150.00	0.00	150.00	0.66%	225.00	200.00	-25.00	1.27%	200.00
College Scholarship	500.00	500.00	0.00	2.20%	0.00	500.00	500.00	0.00%	500.00
Contingency	0.00	150.00	-150.00	0.00%	78.65	150.00	71.35	0.44%	150.00
Custodial Gifts	200.00	200.00	0.00	0.88%	0.00	200.00	200.00	0.00%	200.00
Garden & OC Maintenance	1000.00	1500.00	-500.00	4.40%	69.87	500.00	430.13	0.39%	500.00
Insurance	805.00	900.00	-95.00	3.55%	719.00	850.00	131.00	4.05%	850.00
Newsletter Expenses	40.00	200.00	-160.00	0.18%	0.00	100.00	100.00	0.00%	0.00
School Nurse Supplies	146.22	250.00	-103.78	0.64%	0.00	150.00	150.00	0.00%	150.00
Office Expenses	64.80	100.00	-35.20	0.29%	14.94	100.00	85.06	0.08%	100.00
Uniforms	0.00	150.00	-150.00	0.00%	0.00	150.00	150.00	0.00%	150.00
Quickbook Annual Fee	0.00	150.00	-150.00	0.00%	160.00	150.00	-10.00	0.90%	215.00
Website Fees (for 5 years until 4/4/2022)	112.31	100.00	12.31	0.49%	120.00	0.00	-120.00	0.68%	0.00
Total Office/General Admin Expenses	\$3,238.33	\$4,400.00	-\$1,161.67	14.26%	\$1,577.46	\$3,300.00	\$1,722.54	8.88%	\$3,315.00
Enrichment Expenses									
Artist in Residence & Activities	1000.00	1000.00	0.00	4.40%	1000.00	2000.00	1000.00	5.63%	1500.00
BrainPop Subscription	1975.00	2000.00	-25.00	8.70%	1975.00	2000.00	25.00	11.12%	2000.00
Planetarium	1180.00	1000.00	180.00	5.20%	0.00	0.00	0.00	0.00%	0.00
Parent Enrichment	400.00	0.00	400.00	1.76%	0.00	300.00	300.00	0.00%	300.00
Field Trips	10000.00	10000.00	0.00	44.05%	6000.00	11750.00	5750.00	33.77%	10000.00
Teacher Grants	2098.94	2300.00	-201.06	9.25%	1229.63	2000.00	770.37	6.92%	2000.00
Total Enrichment Costs	\$16,653.94	\$16,300.00	\$555.00	73.36%	\$8,975.00	\$16,050.00	\$7,075.00	50.52%	\$15,800.00

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Other Expenses									
E-School	0.00	3000.00	-3000.00	0.00%	3490.00	3000.00	-490.00	19.64%	3000.00
Outdoor Classroom Phase I	0.00	0.00	0.00	0.00%	1600.03	0.00	-1600.03	9.01%	0.00
Outdoor Classroom Phase II	0.00	0.00	0.00	0.00%	0.00	0.00	0.00	0.00%	2000.00
Healthy Try It and Try It day	631.99	900.00	-268.01	2.78%	489.42	900.00	410.58	2.75%	700.00
Fresh Fruit Fridays	0.00	0.00	0.00	0.00%	129.65	0.00	-129.65	0.73%	1500.00
Library Books	500.00	500.00	0.00	2.20%	500.00	500.00	0.00	2.81%	500.00
Taxes & Licenses	75.00	75.00	0.00	0.33%	75.00	75.00	0.00	0.42%	75.00
Total Other Expenses	\$1,206.99	\$4,475.00	-\$3,268.01	5.32%	\$6,284.10	\$4,475.00	-\$1,809.10	35.37%	\$7,775.00
Total Expenses	\$22,701.66	\$26,550.00	-\$3,647.28	100.00%	\$17,765.45	\$25,125.00	\$7,359.55	100.00%	\$28,240.00
Net Operating Income	1804.81	-3600.00	5203.75		17659.88	-1525.00	4465.78		0.00