

# Blue Valley Southwest PTO

## BUDGET VS. ACTUALS: ANNUAL BUDGET 2017/18 - FY18 P&L

July 2017 - June 2018

		TOTAL		
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
Bank Interest Earned	2.92		2.92	
Discounts/Refunds Given		70.00	-70.00	
<b>Sales</b>				
Concessions Consumables	26,435.54	32,790.00	-6,354.46	80.62 %
PE Uniforms	3,703.00	5,500.00	-1,797.00	67.33 %
Yard Sign Income	4,975.00	4,695.00	280.00	105.96 %
<b>Total Sales</b>	<b>35,113.54</b>	<b>42,985.00</b>	<b>-7,871.46</b>	<b>81.69 %</b>
Services	140.00		140.00	
<b>Total Income</b>	<b>\$35,256.46</b>	<b>\$43,055.00</b>	<b>\$ -7,798.54</b>	<b>81.89 %</b>
<b>Cost of Goods Sold</b>				
Cost of Concessions Consumables	16,490.09	20,635.79	-4,145.70	79.91 %
Cost of Incoming Freshmen Dinnr	59.94		59.94	
Cost of PE Uniforms	1,267.50	1,978.80	-711.30	64.05 %
Cost of Yard Signs	3,786.00	3,618.00	168.00	104.64 %
<b>Total Cost of Goods Sold</b>	<b>\$21,603.53</b>	<b>\$26,232.59</b>	<b>\$ -4,629.06</b>	<b>82.35 %</b>
<b>GROSS PROFIT</b>	<b>\$13,652.93</b>	<b>\$16,822.41</b>	<b>\$ -3,169.48</b>	<b>81.16 %</b>
<b>Expenses</b>				
Accounting Fees		300.00	-300.00	
After-prom Expenses	1,250.00		1,250.00	
After Prom - party	1,855.00	5,500.00	-3,645.00	33.73 %
After Prom - Prizes		2,500.00	-2,500.00	
<b>Total After-prom Expenses</b>	<b>3,105.00</b>	<b>8,000.00</b>	<b>-4,895.00</b>	<b>38.81 %</b>
<b>Bank/Finance Charges</b>				
<b>Credit Card Fees</b>				
Credit Card Fee Square	327.62	500.00	-172.38	65.52 %
Credit Card Fees - Propay	0.70		0.70	
Credit Card Fees BVSD	336.51	380.29	-43.78	88.49 %
<b>Total Credit Card Fees</b>	<b>664.83</b>	<b>880.29</b>	<b>-215.46</b>	<b>75.52 %</b>
<b>Total Bank/Finance Charges</b>	<b>664.83</b>	<b>880.29</b>	<b>-215.46</b>	<b>75.52 %</b>
<b>Business Expenses</b>				
Business Registration Fees	40.00	40.00	0.00	100.00 %
Insurance - Liability, D and O		486.00	-486.00	
<b>Total Business Expenses</b>	<b>40.00</b>	<b>526.00</b>	<b>-486.00</b>	<b>7.60 %</b>
Class T-shirts	3,027.50	3,000.00	27.50	100.92 %
Community Breakfast Sponsorship	1,000.00	1,000.00	0.00	100.00 %
<b>Contract Services</b>				
Accounting Fees	295.00		295.00	
<b>Total Contract Services</b>	<b>295.00</b>		<b>295.00</b>	
Grants to school	7,500.00	15,000.00	-7,500.00	50.00 %
Principal's Discretionary Use		500.00	-500.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total Grants to school</b>	<b>7,500.00</b>	<b>15,500.00</b>	<b>-8,000.00</b>	<b>48.39 %</b>
Hospitality	115.98		115.98	
Academic Hospitality		400.00	-400.00	
Athletic Hospitality		300.00	-300.00	
<b>Total Hospitality</b>	<b>115.98</b>	<b>700.00</b>	<b>-584.02</b>	<b>16.57 %</b>
Operations				
Concession Stand Supplies	58.32	400.00	-341.68	14.58 %
Discount Club Membership Fees		100.00	-100.00	
Office Supplies	42.61	50.00	-7.39	85.22 %
Postage, Mailing Service	17.00	135.00	-118.00	12.59 %
Printing and Copying		620.00	-620.00	
<b>Total Operations</b>	<b>117.93</b>	<b>1,305.00</b>	<b>-1,187.07</b>	<b>9.04 %</b>
Other Expense	518.29	409.12	109.17	126.68 %
President's Discretionary		100.00	-100.00	
PTO Program Exp		1,000.00	-1,000.00	
Scholarships		1,500.00	-1,500.00	
Senior Activities		4,215.00	-4,215.00	
Staff Appreciation	1,016.83	3,725.00	-2,708.17	27.30 %
Excellence Ed Bkft	500.00	500.00	0.00	100.00 %
<b>Total Staff Appreciation</b>	<b>1,516.83</b>	<b>4,225.00</b>	<b>-2,708.17</b>	<b>35.90 %</b>
Volunteer Appreciation		150.00	-150.00	
<b>Total Expenses</b>	<b>\$17,901.36</b>	<b>\$42,810.41</b>	<b>\$ -24,909.05</b>	<b>41.82 %</b>
NET OPERATING INCOME	<b>\$ -4,248.43</b>	<b>\$ -25,988.00</b>	<b>\$21,739.57</b>	<b>16.35 %</b>
Other Income				
Directory Ads	2,850.00	3,500.00	-650.00	81.43 %
Donations				
After-prom family donation	2,150.00	3,410.00	-1,260.00	63.05 %
Annual Membership Contribution				
PTO Membership Dues	11,825.00	12,440.00	-615.00	95.06 %
Staff PTO Membership	180.00	250.00	-70.00	72.00 %
<b>Total Annual Membership Contribution</b>	<b>12,005.00</b>	<b>12,690.00</b>	<b>-685.00</b>	<b>94.60 %</b>
Invest in Southwest	4,603.78	6,388.00	-1,784.22	72.07 %
<b>Total Donations</b>	<b>18,758.78</b>	<b>22,488.00</b>	<b>-3,729.22</b>	<b>83.42 %</b>
<b>Total Other Income</b>	<b>\$21,608.78</b>	<b>\$25,988.00</b>	<b>\$ -4,379.22</b>	<b>83.15 %</b>
NET OTHER INCOME	<b>\$21,608.78</b>	<b>\$25,988.00</b>	<b>\$ -4,379.22</b>	<b>83.15 %</b>
NET INCOME	<b>\$17,360.35</b>	<b>\$0.00</b>	<b>\$17,360.35</b>	<b>0.00%</b>