

# 2016/17 Financial Meeting

**A Special Thanks To Our Generous Corporate Sponsors:**



**Sea View Pediatrics**



**FRIENDS  
OF MIP**

*supporting CUSD  
mandarin immersion program*

# Agenda



- **What is Friends of MIP?**
- **Why We Fundraise?**
- **Fundraising & Spending – the basics**
- **How are We Fundraising?**
- **Direct Giving Participation & Funding Status**
- **How are We Spending?**
- **Fundraising Next Year**
- ***Events & Opportunities***
- ***MIPAC Middle/High School Content Course Recommendation***

# What is Friends of MIP?

2015/16 Executive Board



**Wade Shepherd**  
*President*



**Joey Liu**  
*Vice-President*



**Juintow Lin**  
*Treasurer*



**Joseph Munoz**  
*Financial Controller*



**Sue Hoeft**  
*Secretary*



**Ami Barrett**  
*Parliamentarian*



**Michelle Lee**  
*Community Liaison*



**Karen Wu**  
*Outreach Director*



**Erich List**  
*Public Relations /  
Communications  
Director*



**Greg Hauser**  
*Principal*



**Jie Gao**  
*Curriculum Specialist*

# What is Friends of MIP?

## Purpose and Goals



Advocate  
For and  
Support MIP



Increase  
Communication



Raise  
Needed  
Funds



Create a Strong  
Parent  
Community



Spend Funds  
Effectively



Embrace the  
Chinese  
Language and  
Culture

# What is Friends of MIP?

Tonight We'll Focus on Financials



# Why We Fundraise?



## Why Fundraising is Needed

The Mandarin Immersion Program (MIP) is a voluntary program within the public school district.

Funds must be raised to fund any MIP specific items that are not covered by the school district – Parents must raise these funds.

## Items Not Funded by the School District

Curriculum  
Development

Curriculum  
Materials

Teacher's  
Aides

Professional  
Development

Technology

Cultural  
Education

Library  
Books

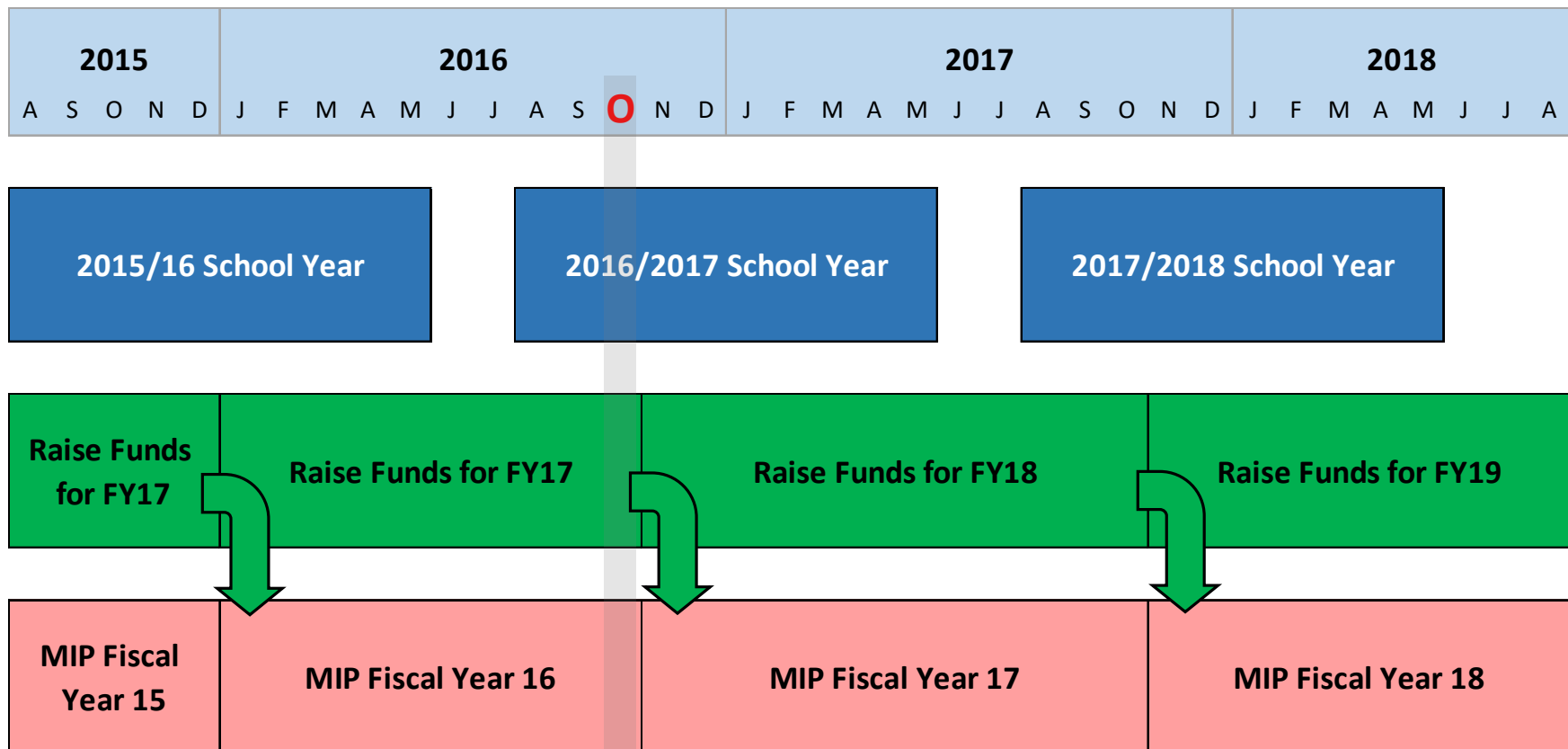
Operational  
Expenses

## FofMIP's Goal

*To ensure every dollar raised goes directly into the program*

# Fundraising and Spending

Raise funds for next year's spending

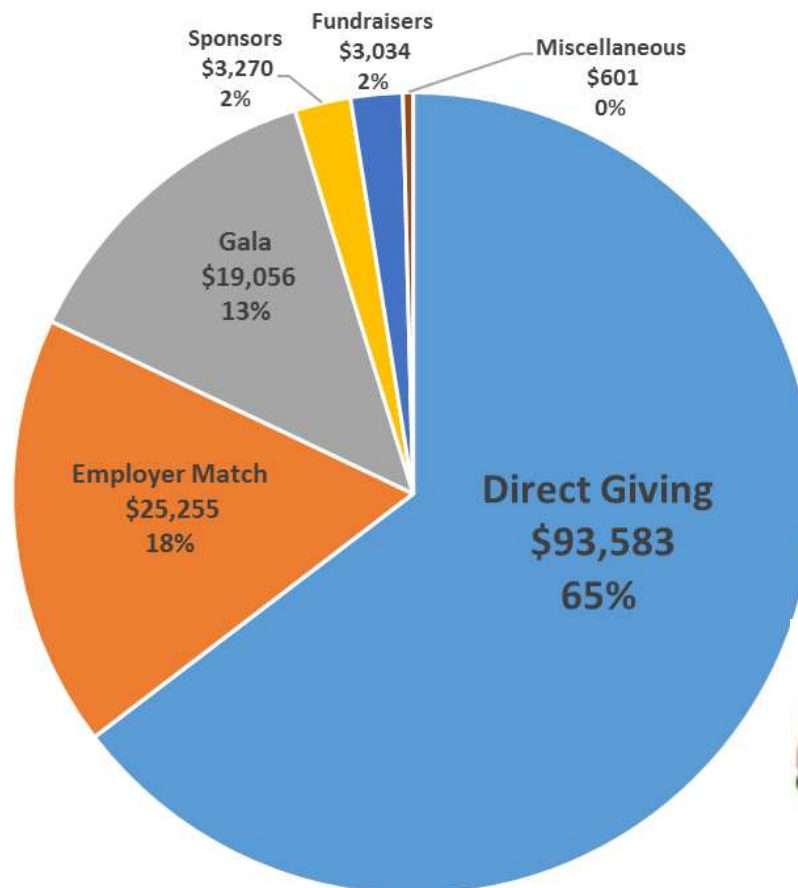


# How Do We Fundraise?

Direct Giving is the majority of funding



Funds Raised during FY15 (11/1/15 – 10/31/16)  
for spending in FY16 (11/1/16 – 10/31/17)



Thanks  
for your  
donation!



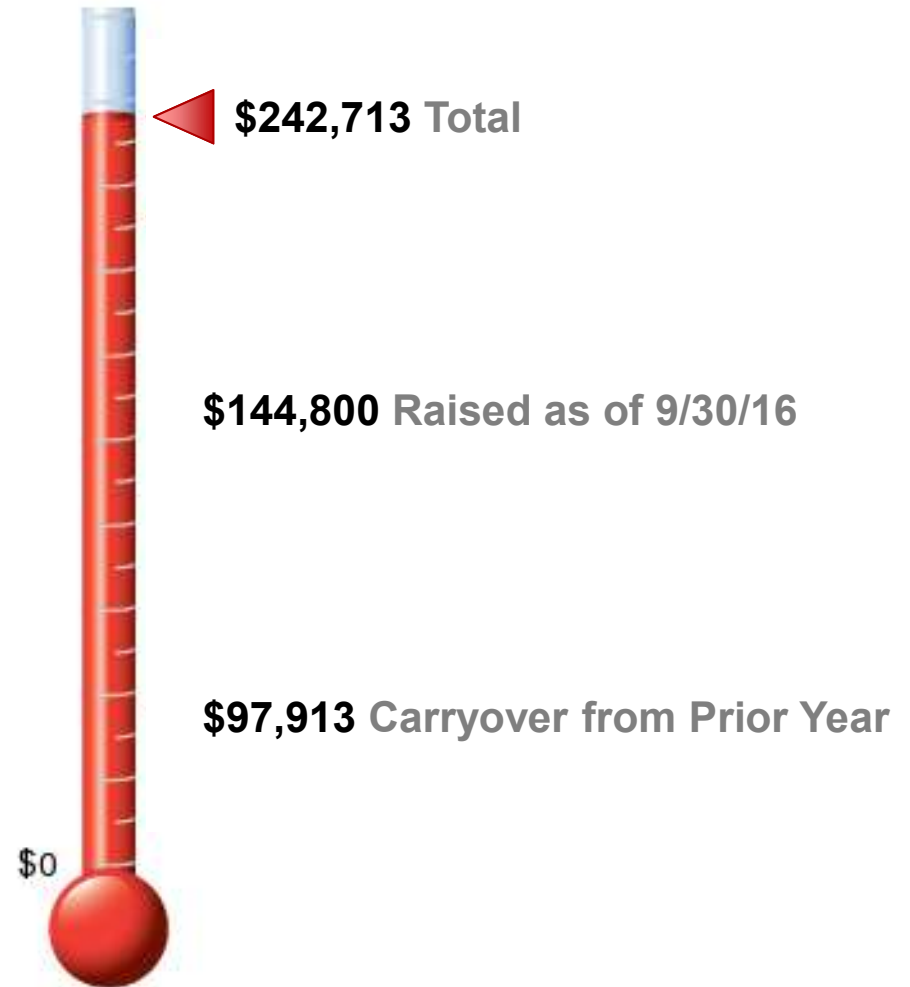
# Direct Giving Participation & Funding Status



\$256,700 Goal

## Participation Rates By School Year:

2013/14 **61 %**  
2014/15 **46 %**  
2015/16 **65 %**  
2016/17 **42 %**



# 2015/16 (FY16) Anticipated Expenses



Budget Item	Itemized	Sub-cost	Budget	Forecasted Actual	Forecasted Total	Variance	Comments
<b>Mandarin Curriculum</b>	Full-Time Curriculum Specialist	\$100,000	\$120,000	\$102,595	\$110,379	\$2,595	\$102,595 is prepay for 2016/2017 School Year.
	Curriculum Materials	\$20,000		\$7,784		(\$12,216)	District paid for bulk of Mandarin Curriculum for 15/16.
<b>Instructional Assistants</b>	3 Assistants at \$13,000/year	\$39,000	\$39,000	\$60,212	\$60,212	\$21,212	Teachers' Aides increased from 3 to 5 for 16/17 based on MIPAC assesment of teacher's needs.
<b>Singapore Math</b>	Materials	\$27,000	\$31,000	\$0	\$3,136	(\$27,000)	District paid for Math Expressions for 2016/17 as well as paid for Singapore Math for 2015/16.
	Teacher Training & Subs	\$4,000		\$3,136		(\$864)	
<b>Professional Development</b>	Teacher conferences and training cost(\$1k/teacher)	\$9,000	\$9,000	\$5,666	\$5,666	(\$3,334)	
<b>Technology</b>	33 Chromebooks + Cart	\$10,500	\$12,800	\$0	\$1,833	(\$10,500)	Chromebooks prepaid in 14/15 fiscal year. (2) Document Cameras and (2) Short Throw Projectors purchased 09/14/2016
	2 Document Cameras	\$1,200		\$1,633		\$433	
	Teacher Training & Subs	\$1,100		\$200		(\$900)	
<b>Mandarin Culture &amp; Enrichment</b>	On-Campus Cultural & Enrichment Opportunities	\$0	\$0	\$374	\$374	\$374	
<b>Library</b>	Mandarin Language Books	\$1,000	\$1,000	\$594	\$594	(\$406)	
<b>Operational Expenses</b>	Financial fees, website, insurance, etc.	\$9,500	\$9,500	\$4,434	\$4,434	(\$5,066)	
<b>TOTAL</b>			\$222,300	\$186,628	\$186,628	(\$35,672)	

# Overall Fiscal Status for FY16



## Overall Fiscal Status - FY16

<b>Funds Raised as of 10/31/15 (less Fundraising Expenses)</b>	<b>\$201,372</b>
<b>Available Funds Carried Over from 2015 Fiscal Year</b>	<b><u>\$97,913</u></b>
<b>Total Funds Available FY16</b>	<b>\$299,285</b>
Forecasted Spending (10/6/16)	<b>(\$186,628)</b>
By-Laws Required Reserve	<b>(\$10,000)</b>
<b>Anticipated Carry Over to FY17</b>	<b>\$102,657</b>

# 2016/17 (FY17) Proposed Budget

(approved 9/29/16)



Budget Item	Itemized	Budget	% Total	FY16 Projected Expenses	FY17 Proposed Budget	Difference	Notes
<b>Mandarin Curriculum</b>	Full-Time Curriculum Specialist	<b>\$113,000</b>	<b>54%</b>	\$102,595	<b>\$105,000</b>	\$2,405	
	Curriculum Materials			\$7,784	<b>\$8,000</b>	\$216	District paid for bulk of Mandarin Curriculum for 15/16.
<b>Instructional Assistants</b>	5 Assistants at \$13,000/year	<b>\$65,000</b>	<b>31%</b>	\$60,212	<b>\$65,000</b>	\$4,788	5 aides x \$13,000 per aide per year. 16/17 school year had 3 aides hired after beginning of school year.
<b>Singapore Math</b>	Materials	<b>\$0</b>	<b>0%</b>	\$0	<b>\$0</b>	\$0	District pays for Math Expressions, which replaced Singapore Math and complies with Common Core Curriculum mandated by California, so no more need to raise funds for math.
	Teacher Training & Subs			\$3,136	<b>\$0</b>	(\$3,136)	
<b>Professional Development</b>	Teacher conferences and training cost(\$1k/teacher)	<b>\$11,000</b>	<b>5%</b>	\$5,666	<b>\$11,000</b>	\$5,334	11 teachers & classes total in 16/17
<b>Technology</b>	Chromebook Repairs/Replacement (As Needed - 3rd Grade Only)	<b>\$6,800</b>	<b>3%</b>	\$0	<b>\$2,500</b>	\$2,500	
	2 Document Cameras			\$1,633	<b>\$1,700</b>	\$67	
	Smartboard Repairs (as needed)			\$0	<b>\$1,500</b>	\$1,500	
	Teacher Training & Subs			\$200	<b>\$1,100</b>	\$900	
<b>Mandarin Culture &amp; Enrichment</b>	On-Campus Cultural & Enrichment Opportunities	<b>\$2,500</b>	<b>1%</b>	\$374	<b>\$2,500</b>	\$2,126	
<b>Library</b>	Mandarin Language Books	<b>\$1,000</b>	<b>0%</b>	\$594	<b>\$1,000</b>	\$406	
<b>Operational Expenses</b>	Financial fees, website, insurance, etc.	<b>\$9,000</b>	<b>4%</b>	\$4,434	<b>\$9,000</b>	\$4,566	
<b>TOTAL</b>		<b>\$208,300</b>	<b>100%</b>	<b>\$186,628</b>	<b>\$208,300</b>	<b>\$21,672</b>	

# Overall Fiscal Status for FY17



## Overall Fiscal Status - FY17

Funds Raised as of 9/30/16 (less Fundraising Expenses)	\$144,800
Available Funds Carried Over from 2016 Fiscal Year	<u>\$102,657</u>
<b>Total Funds Available FY17</b>	<b>\$247,457</b>
Forecasted Spending FY17	<b>(\$208,300)</b>
Reserve Required in By-Laws	<b>(\$10,000)</b>
<b>Anticipated Carry Over to FY18</b>	<b>\$29,157</b>

We've raised enough to cover FY17's expenses from  
11/1/16 – 10/31/17.

Great job Parents, Family, Friends & Sponsors!!!

# Fundraising Next Year

Starting 11/1/16 – for FY18 (2017/18)



## We always need to be thinking ahead

Starting November 1<sup>st</sup> we need to start raising funds to cover anticipated expenses the following year in 2017/18.

## So how much do we need to raise?

That depends on how much we anticipate on spending which is determined by the needs of the program.

The School District is covering much of the curriculum materials costs, which is great, but we still need:

- Curriculum Specialist
- Teachers' Aides
- Teacher Training
- Maintain technology / adding for new classes next year
- More Library Books
- Etc.

## Lets take a look at FY18 Proposed Budget

# 2017/18 (FY18) Proposed Budget

(approved 9/29/16)



Budget Item	Itemized	Budget	% Total	FY16 Projected Expenses	FY18 Proposed Budget	Difference	Notes
<b>Mandarin Curriculum</b>	Full-Time Curriculum Specialist	<b>\$113,000</b>	<b>54%</b>	\$102,595	<b>\$105,000</b>	\$2,405	
	Curriculum Materials			\$7,784	<b>\$8,000</b>	\$216	District paid for bulk of Mandarin Curriculum for 15/16.
<b>Instructional Assistants</b>	5 Assistants at \$13,000/year	<b>\$65,000</b>	<b>31%</b>	\$60,212	<b>\$65,000</b>	\$4,788	5 aides x \$13,000 per aide per year. 16/17 school year had 3 aides hired after beginning of school year.
<b>Professional Development</b>	Teacher conferences and training cost(\$1k/teacher)	<b>\$13,000</b>	<b>6%</b>	\$5,666	<b>\$13,000</b>	\$7,334	12 teachers & classes in elementary + 1 teacher & class in middle school in 17/18.
<b>Technology</b>	Chromebook Repairs/Replacement (As Needed - 3rd Grade Only)	<b>\$6,800</b>	<b>3%</b>	\$0	<b>\$2,500</b>	\$2,500	
	2 Document Cameras			\$1,633	<b>\$1,700</b>	\$67	
	Smartboard Repairs (as needed)			\$0	<b>\$1,500</b>	\$1,500	
	Teacher Training & Subs			\$200	<b>\$1,100</b>	\$900	
<b>Mandarin Culture &amp; Enrichment</b>	On-Campus Cultural & Enrichment Opportunities	<b>\$2,500</b>	<b>1%</b>	\$374	<b>\$2,500</b>	\$2,126	
<b>Library</b>	Mandarin Language Books	<b>\$1,000</b>	<b>0%</b>	\$594	<b>\$1,000</b>	\$406	
<b>Operational Expenses</b>	Financial fees, website, insurance, etc.	<b>\$9,000</b>	<b>4%</b>	\$4,434	<b>\$9,000</b>	\$4,566	
<b>TOTAL</b>		<b>\$210,300</b>	<b>100%</b>	<b>\$186,628</b>	<b>\$210,300</b>	<b>\$23,672</b>	<b>\$600 Suggested Donation per Student</b>

# 2016/17 Fundraising Goal

\$600/Student Suggested Donation



## Direct Giving – Goal of 100% Participation

### Overall Fiscal Status - FY18

Anticipated Carry Over from 2017 Fiscal Year	\$29,157
Budgeted Expense FY18	(\$210,300)
Reserve Required in By-Laws	(\$10,000)
<b>Total Funds Needed FY18</b>	<b>(\$191,143)</b>
Number of MIP Students in 2016/17	324
Funds needed per Student Enrolled:	(\$589.95)

**Suggested Donation per Student** **\$600**

- Less than \$50/month or \$2/day
- Participation & helping out is also needed

## What if we don't reach our fundraising goal?

Sacrifices would have to be made – what could we live without?

- Mandarin Curriculum Specialist?
- Fewer Instructional Assistants?
- Less Program Support?



# Mentoring Program

## Veteran Parents Needed



### **Purpose**

Provide newer MIP parents a resource to help navigate the MIP program and Bergeson Elementary by connecting newer MIP parents with veteran MIP parents.

### **How Does It Work?**

Simple! Sign up on the website or email [Outreach@FriendsofMIP.com](mailto:Outreach@FriendsofMIP.com). Our Outreach Director will connect newer and veteran MIP parents to share phone numbers & emails.

### ***We need more Veteran Parent Mentors — PLEASE sign up!!!***

We had quite a few newer parents sign up, but not enough veteran parents. If your child has been in the program for 2+ years, you are a veteran MIP parent and can help.

Simply be willing to answer their questions. You probably already know the answers. If not, contact a Board Member and we'll get the answers for you.

Sign up online or email [Outreach@FriendsofMIP.com](mailto:Outreach@FriendsofMIP.com).

# Events & Volunteer Opportunities

## Veteran Parents Needed



- **Upcoming events**

- Dads of MIP *October 7*
- MIP Coffee Talk *October 27 @ 8am*
- FofMIP Board Meeting *November 3 @ 6pm*
- Annual Gala *March 4, 2016*



- **Volunteer Opportunities**

- Mentor Program
- MIP Class Reps
- + plenty of other ways to help



Visit <http://www.friendsofmip.com/opportunities.html>

# MIPAC Middle/High School Content Course Recommendation



## **Middle School**

- 6th – Mandarin Language Arts (MLA), Social Studies (in Mandarin)
- 7th – MLA, Social Studies (in Mandarin)
- 8th – MLA, TBD (Requested recommendations from Hanover)

## **High School**

- 9th - MLA, Content course taught in Mandarin (9th or 10th)
- 10th - MLA, Content course taught in Mandarin (9th or 10th)
- 11th - Mandarin class offering TBD
- 12th - Mandarin class offering TBD

## **Other Recommendations to Hanover:**

- Explore possibility of offering a third Mandarin content class in 6th grade
- Explore options for student extracurricular activities –  
    ex. Mandarin Culture Club
- Explore additional High School content course offering options for 11th/12th grades