

Saint Brigid Scrip Update for PTO

Meeting date: 21Oct19 (report prepared 19Oct19)

Profit fiscal YTD vs. previous year

Period	2019-20 scrip year				2018-19 scrip year			
	PTO	TRP	GASF	Total	PTO	TRP	GASF	Total
Q1	\$1,656	\$726	\$0	\$2,382	\$1,883	\$666	\$0	\$2,549
Q2 to date	\$1,560	\$1,006	\$0	\$2,567	\$2,136	\$2,607	\$0	\$4,743
Q3					\$1,716	\$1,971	\$23	\$3,709
Q4					\$1,324	\$2,393	\$37	\$3,754
Total	\$3,216	\$1,732	\$0	\$4,949	\$7,059	\$7,636	\$60	\$14,755

Participation current fiscal year

Number of families who have achieved \$100 minimum profit for PTO: 12

Period	School family	Friend or relative	School or parish staff	Parishioner	Other	Total
2018-19	59	7	29	21	1	117
Q1	23	1	10	4	1	39
Q2 to date	39	6	4	7	2	58
Q3						
Q4						

Total sales fiscal YTD vs. previous year

Period	2019-20 scrip year			2018-19 scrip year		
	PrestoPay & credit card	Total	% PrestoPay & credit card	PrestoPay & credit card	Total	% PrestoPay & credit card
Q1	\$53,865	\$59,986	90%	\$50,145	\$62,220	81%
Q2 to date	\$37,765	\$66,915	56%	\$73,575	\$102,813	72%
Q3				\$56,200	\$87,698	64%
Q4				\$57,005	\$81,509	70%
Total	\$91,630	\$126,901	72%	\$236,925	\$334,240	71%

2019-20 goals

Goal	Current status
>=5% increase in funds to PTO vs. 2018-19	6% higher year to date, but one very large order has had a significant impact.
>= 70% of new families signed up and using scrip	9 of 17 new families have bought scrip already (53%)
>= 50% of all families signed up and using scrip	39 of 75 families (52%)
>=50% of school staff signed up and using scrip (beyond redeeming gift certificates)	5 of 17 staff (52%)

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≥50% of school family participants signed up for PrestoPay	37 of 79 family accounts (47%)
Identify and train new scrip coordinator, back up coordinator, & newsletter editor	Julia Sessions is being trained as coordinator. Still need to identify volunteers for back up coordinator and newsletter editor

Potential ideas to meet goals

- Contests
 - Back to school promotion in progress. Seven “new to scrip” families received a \$5 Great Lakes Ice Cream gift certificate for buying at least \$100 in scrip in September. Total cost of promotion \$26.25 as we get 25% discount on Great Lakes Ice Cream gift certificates. The seven families bought a total of \$4940 in scrip!
 - Holiday sales contest proposal (similar to last year)
 - External scrip sales – send order form and information letter home with students on Thursday, November 21. Orders accepted Nov. 22 – Dec. 6 with delivery on Dec. 13.
 - Contest will run November 22 – December 31.
 - Class with the highest total order \$/student will win free dress day.
 - All orders \$100 and over will be put in a drawing for two \$25 scrip gift certificates.
 - Not planning any bonus entries or separate prizes for new families, staff, and/or PrestoPay orders
 - End of the year contest proposal to be submitted at April 2020 PTO meeting.
- Scrip school – have held three scrip school sessions with two total attendees. Plan to hold three more in October.
- Additional sales opportunities
 - Sunday sales – continue to sell during the pancake breakfasts. Will also sell at coffee and donuts in December.
 - Was not able to sell at the school open house on October 7 due to lack of volunteers.
 - Not planning to sell at the holiday open house as sales in previous years has been minimal.
 - TRP to offertory donation for parishioners – waiting for Jeannine/Father Andy to put pilot on parish council agenda.

Financial update

- Scrip account balance: \$6,341.92.
- Inventory balance: \$8,630
- Scrip account reconciliation issues: none through July. August and September submitted to Jeannine. Confirmation of reconciliation requested but not yet received.
- Inventory adjustments: 7 x \$5 Great Lakes Ice Cream certificates for new to scrip families
- Q1 TRP transfer is pending. Have requested transfer now that scrip account balance has increased and stabilized enough to make the transfer without impacting cash flow needed for weekly purchase orders.
- Unusual or one-off charges or income: none