**Executive Director Report May 15, 2019**

Financial:

* Still looking good in April. Unfortunately enrollment is down for the upcoming year. When we looked at it in March it had looked better at that point in time than the previous year, but it has not changed since then and we are much lower than the current year. We are focusing on getting these enrollment numbers up, but will make the necessary changes to account for the low enrollment such as adjusting staffing. Spread the word CASTLE has openings!
* The 2019/2020 Budget has been prepared and will be discussed at the meeting.

Fundraising/Events/Grants:

Annual Campaign:

* We finished the 4 weeks of prizes for the Annual Campaign kickoff. At this time we have raised $2,042. We continue to take donations throughout the year, so it is never too late to donate.
* The appeal letter and marketing brochure were mailed out to 454 former CASTLE families on Wednesday May 1st. So far we have received 53 return to sender due to families moving and 0 donations.

Trivia Night:

* Doing a little better with our ticket sales we have about 6 tables so far, but still hoping to sell out.

Lion’s Grant

* Jess and I attended the Lions Night of Giving on Wednesday May 8th. We received $600 to go towards our shade structure.

Five Below Fundraiser

* We received a check for $212. This is something that we can do four times a year and can choose different locations.

Scrip:

* ShopWithScrip is an organization that helps schools and organizations raise money with gift card fundraising. Families could purchase gift cards for everyday things they spend money on already such as groceries, gas, etc. Then a rebate would go to CASTLE and potentially to them as well.

This is something that we are looking into rolling out in July. There is a lot going on right now and we want to be able to get all the details and get the message out that it is not an additional cost to families, but a win win for all. Look for more information as we start thinking of going back to school.