

Friends of Hartsfield School Association

Charity number: 291302

Treasurer Report: year ended 31st July 2026

I'm delighted to share that we raised £27,476 this year, our best year yet. Two years ago we raised around £12,000, in line with previous years. Last year that rose to £20,800, nearly £9,000 up, and this year we have gone further again. We are now raising over £15,000 a year more than we were just two years ago. That is thanks in no small part to your support, your help and the many, many hours you have so generously volunteered.

In the accounts, that is event profits of £27,476, plus £549 of interest and donations received, less £807 of costs, giving a surplus of £27,218, up £6,545 on last year.

We donated £41,251 to the school during the year, which includes the £14,866 air conditioning in the hall, the £12,500 EYFS playground renovation, and the final £10,000 for the artificial grass agreed in YE25. That gives a net loss for the year of £14,034, which is exactly what we intended: the money was raised in order to be spent.

Bank and cash balances total £16,896 and we have net assets of £18,094, down from £32,128.

The addition of Fireworks and the return of the Tea Towel project contributed an extra £5,690. The Winter Fair and Camp Out both had record years.

Accounts summary

	2026	2025
Camp Out	6,012.71	4,250.50
Winter Fair	5,225.82	4,412.35
Fireworks	4,305.32	-
Ice Cream Friday	2,104.33	1,223.93
Hartsfield Lottery	1,607.15	2,137.68
Tea Towels	1,384.81	-
Wrap A Present	871.83	953.83
Hot Dog Friday	781.61	649.56
Wreath making	771.12	433.29
Spooky Disco	607.33	623.57
Christmas Cards	567.88	435.05
Uniform sales	526.78	525.98
Bake Offs	497.74	898.67
Colour Run	432.00	632.56
Quiz	430.70	600.22
Legoland	384.02	1,469.03
Wonka bars	371.13	425.18
Easyfundraising	276.74	-
Bingo	241.83	286.30
Cashback and referrals	75.03	-
Sports Day Raffle	-	755.82
Asda Cashpot	-	114.81
Net funds raised	27,475.88	20,828.33
Interest receivable	98.62	161.73

	2026	2025
Donations received	450.00	200.00
Administration costs	(806.86)	(517.00)
Fundraising surplus	27,217.64	20,673.06
Donations to school	(41,251.38)	(1,921.32)
Net profit/(loss)	(14,033.76)	18,751.74
Net assets at 31 July	18,093.93	32,127.67

NB. 2025 figures are taken from last year's final accounts, so some differ slightly from last year's report.

Ice Cream Friday

	2026	2025	2024
Week 1	157.21	69.50	162.25
Week 2	198.25	158.85	79.65
Week 3	204.51	138.05	20.00
Week 4	291.83	54.30	134.93
Week 5	168.48	81.20	107.30
Week 6	143.65	128.63	136.11
Week 7	162.05	169.00	113.94
Week 8	178.21	95.60	-
Week 9	152.00	77.60	-
Week 10	157.50	165.70	-
Week 11	145.46	85.50	-
Week 12	144.86	-	-
Total	2,104.01	1,223.93	754.18
Adjustments in the accounts	0.32	-	-
Event profit	2,104.33	1,223.93	754.18

- £2,104 of profit, up 72% on last year, over twelve weeks rather than eleven.
- Costs were nil because all the ice creams were kindly donated by a Year 6 parent. Expect a lower profit figure next year on the same sales.
- We took card payments for the first time this year and they account for half of takings (£1,047 of £2,122). Card fees of £17.69 are the only cost this year.
- Week 4 (Colour Run) was the best single week we have recorded at £292 – will definitely repeat.
- Year 6 parents run this and the sales fund the yearbook. A main point of contact is needed each year to organise volunteers.

	2026	2025
Ice Cream Friday profit	2,104.33	1,223.93
Yearbook cost	(1,592.10)	(1,654.85)
Surplus / (deficit)	512.23	(430.92)

- This year's sales covered the £1,592 yearbook with £512 to spare, against a £431 shortfall last year.

Camp Out

	2026	2025	2024
Paid tickets	3,345.00	2,190.00	1,947.00
Cash	1,551.95	1,898.10	1,762.53
Card	5,545.71	3,871.20	2,318.70
Bouncy castle contribution	-	-	100.00
Total revenue	10,442.66	7,959.30	6,128.23
Total costs	(4,429.95)	(3,708.80)	(2,386.33)
Event profit	6,012.71	4,250.50	3,741.90
Profit margin	57.6%	53.4%	61.1%
Attendance	582	479	-

- A record £6,013, up 41%. Almost all of the increase came from the two decisions: raising ticket prices and increasing capacity. Paid tickets rose 53% on a 21% rise in attendance with no resistance at the gate.
- The event ran smoothly and was well received. The late night football screening was a real success and should be repeated.
- Increase in profit did not come from running the event more cheaply. Costs rose 19%, and around £1k of that was avoidable – profit could have been £7k. We can look at this in more detail at another time, but in short: £410 over fair value on the bouncy castle package, £106 of unnecessary premium on wine and prosecco, £231 of fresh food wasted, and £308 of stock bought but not sold. That includes around £70 of ice creams, which didn't work well: they got crushed and the freezers couldn't keep them cold enough.
- The BBQ was outstanding: £2,091 of revenue at a 79% margin on what was sold (63.5% once unsold stock is written off). The bar returned 58%. The bouncy castle lost £445 and is the only loss making activity we run.
- The bouncy castle package had problems. We paid over the odds, including for a generator bigger than we needed. The soft play we ordered didn't work on the field, and the hire company has since said some of it is missing; we are waiting to see whether they will charge us. Two garden games we already own were ordered and paid for, but not delivered.
- This was the first year we had full itemised sales on every station, so we know exactly what sold. We can order much more precisely next year, especially for the BBQ, and cut waste.
- A big thank you to Helen and Kevin for all their work over the weekend and for making the effort to return £450 of unsold stock afterwards.
- For next year: a spend approval threshold (£250 for all FHSA events), no soft play, ordering to the volumes in the Camp Out order guide, and double checking what is already in the cupboard so we don't over-order (e.g. merch). Suggest to raise ticket price but include bouncy castle rather than selling tickets.

Fireworks

A new event for FHSA. We ran the bar and the merchandise stall.

	Bar	Merchandise	Total
Sales	4,192.00	3,753.00	7,945.00
Takings not itemised	-	-	78.29
Stock, net of transfers	(1,112.42)	(2,384.02)	(3,496.44)
Gross profit	3,079.58	1,368.98	4,526.85
Gross margin	73%	36%	56%
Card fees	-	-	(106.53)
Banners	-	-	(115.00)
Event profit	-	-	4,305.32

- £4,305 from a standing start, our third largest event. Excellent first outing.
- Glow merchandise made a 36% margin: £3,753 of sales on £2,384 of stock. Spinners were the best seller (177 sold, £1,062), followed by the 3 for £15 bundles (69 sold, £1,035) and light sabers (82 sold). Foam sticks were the slowest line.
- The bar made a 73% margin. It sold 451 beers, 176 large wines, 112 proseccos and 249 soft drinks. Beer, the G&T and cocktail cans and the fruit shoots all sold out.
- Takings not itemised is the £78.29 more we banked than the tills recorded: £48.29 more cash was counted than was rung up, and SumUp paid in £30 more than the card sales on the sheet. The bar stock is net of £182 of leftover stock passed on to Camp Out and £64.57 received from the Quiz.

Winter Fair

	2026	2025	2024
Games	1,757.48	1,733.80	1,395.41
Refreshments	1,706.42	1,332.89	647.97
Grand draw	1,402.31	1,151.22	1,289.90
Santa's Grotto	195.27	194.88	80.46
Craft stalls	232.50	180.00	150.00
Gingerbread and badges	57.25	41.43	83.25
Flashies	115.00	-	-
Other and sundry costs	(169.70)	(216.08)	(69.26)
Adjustments in the accounts	(70.71)	(5.79)	-
Event profit	5,225.82	4,412.35	3,577.73

- Another record, up £813. Refreshments were the biggest single driver, up £374, with the BBQ and hot dogs up £278.
- The chocolate tombola took £916, up £216 - as predicted because we used 300 leftover Wonka bars for it.
- Rudolph coin and hook a bauble did not run this year and the spinner took £47 less, costing us about £188 of games income between them.
- The adjustment is costs that reached the accounts after the event: £130 for banners, £31.66 for the Father Christmas outfit and £17 of Lego for next year's prizes, less a £90 donation of stall proceeds and a few small items.
- A big thank you to Maisie and Bella for donating their £90 stall proceeds!

- For next year: order around 20% more for the BBQ (only 10 burgers and a few sausages were left from 130 of each, on a wet day), but buy little else. We have 69 lucky dip prizes left (demand is steady at about 200, so we need around 130 new), plenty of small prizes. Mulled wine sold out, but wine by the glass isn't worth doing: we sold one glass and wasted a bottle. Sending £10 of raffle tickets home instead of £5 made no difference to advance sales, so go back to £5.

Tea Towels

	2026
Zeffy sales	2,485.00
SumUp trial fees	(3.04)
Countryside Art	(1,091.45)
Postage of artwork	(5.70)
Profit	1,384.81

- A welcome return at £1,385 and a 56% margin, against £2,758 when we last ran it in 2023.
- We tend to repeat this every 3 years, but always open to similar ideas that we could run more frequently.

Wrap A Present

	2026	2025	2024
Arbor income	1,840.00	1,772.50	1,458.00
Pop up sales	-	32.00	48.00
Cost of presents	(894.65)	(814.67)	(694.49)
Labels and paper	(51.17)	(12.21)	(14.47)
Finance costs	(22.35)	(23.29)	(15.26)
Adjustments in the accounts	-	(0.50)	-
Event profit	871.83	953.83	781.78
Gifts sold	736	709	753

- 736 gifts sold, up from 709, but profit down £82, mainly because present costs rose £80 and paper and labels rose £39.
- At £2.50 a present we are making £1.18 each, down from £1.35. Look to increase price to £3 this year or next. We do have 500 presents in stock, so could use that buffer to keep costs low and raise next year.

Christmas Cards

- Commission of £567.88. 215 of 420 families ordered cards (51%), up from 33% last year.
- Creating designs in school time worked well and should be repeated.

Wreath making

	Dec 2025	Dec 2024
Ticket sales at £35	1,310.00	833.00
Wreath supplies	(440.63)	(360.92)
Mulled wine and Shloer	(45.00)	(25.80)
Mince pies and biscuits	(20.25)	-
TENS	(21.00)	(21.00)
Total costs	(526.88)	(407.72)
Adjustments in the accounts	(12.00)	8.01
Profit	771.12	433.29
Profit margin	59%	52%
Attendees	39	24

- We ran two evenings as suggested last year and it worked: 39 attendees against 24, profit up £338 and the margin up from 52% to 59%.
- Late TENS application meant one night had to be BYOB with refunds given.
- The mulled wine urn was bought this year at £109.20 and is on the asset register, so future years carry only the ingredients.
- Two evenings again next year.

Spooky Disco

	Oct 2025	Oct 2024
Arbor ticket sales	900.00	912.50
Arbor charges	(10.83)	(9.13)
Refreshments	(21.84)	(18.98)
Disco hire	(260.00)	(250.00)
Adjustments in the accounts	-	(10.82)
Profit	607.33	623.57
Attendees	360	365

- Steady at £607, down £16 on last year, mainly because disco hire rose £10.
- Attendance was 360, against 365 last year. Tickets are £2.50; worth considering £3.

Rock n Roll Bingo

	2026 (17 @ £8)	2025 (29 @ £8)	2024 (30 @ £13)
Ticket sales	136.00	232.00	390.00
Game packs and food	(35.88)	(78.78)	(232.76)
Ticket profits	100.12	153.22	157.24
Drink sales	191.00	352.44	285.50
Drink costs and card fees	(127.29)	(235.60)	(165.09)
Drink profits	63.71	116.84	120.41
Adjustments in the accounts	78.00	16.24	-
Total profit	241.83	286.30	277.65

- Attendance fell from 29 to 17. Spend per head held up well at £11.24, the highest we have recorded, so the people who came spent freely. The problem is purely numbers through the door.
- The £78 adjustment is the wine and prosecco, which came from stock paid for at earlier events.
- Either it needs a different date and a proper promotion push, or we should consider retiring it and putting the effort into the Quiz.

Hot Dog Friday

	Sales	Rolls	Hot dogs	Ketchup	Profit
Week 1	103.50	25.11	44.00	-	34.39
Week 2	126.30	22.77	27.50	2.70	73.33
Week 3	145.20	23.76	33.00	7.20	81.24
Week 4	141.79	25.20	32.29	-	84.30
Week 5	151.35	19.71	22.00	3.90	105.74
Week 6	159.23	19.64	33.00	-	106.59
Week 7	152.70	22.77	35.75	2.60	91.58
Week 8	145.01	11.68	14.00	-	119.33
Week 9	131.84	20.79	27.60	1.30	82.15
Total	1,256.92	191.43	269.14	17.70	778.65
Adjustments in the accounts					2.96
Event profit					781.61

- £782 across nine weeks, up £132 on last year, helped by an extra week and by taking card from week 4 onwards.
- The hot dog machine is fully depreciated and has now raised around £5,249 across its life. It keeps going, but we should plan for a replacement.
- Profit used to be around £900. We raised the price to £1.30 in week 4 this year, but ingredient costs keep rising, so a further rise should be considered.

Wonka bars

	2026	2025
Sales	1,559.99	1,708.80
Chocolate	(892.62)	(952.59)
Prizes	(170.46)	(135.00)
Wrappers and tickets	(91.00)	(114.00)
Decor and allergy bars	(34.78)	(59.61)
Adjustments in the accounts	-	(22.42)
Profit	371.13	425.18
Bars sold	627	684

- 627 bars against 684, and profit down £54. The chocolate costs about £1.42 of every £2.50 bar. Chocolate prices continue to rise, so we need to keep a close eye on costs against the price.
- Pre-orders this year were only taken from Great Group, the after-school club: 121 of the 627 bars. That will run the same way next year.
- Have started up a rolling Costco sponsorship of the event, so profit should be £200 higher next year.

Bake Offs

	KS1 2026	KS2 2026	2026 total	2025 whole school
Sales	345.00	232.00	577.00	954.68
Costs and prizes	(48.92)	(48.92)	(97.84)	(70.70)
Card fees	(2.04)	(2.29)	(4.33)	(4.39)
Adjustments in the accounts	-	-	22.91	19.08
Profit	294.04	180.79	497.74	898.67

- We split by Key Stage this year, after last year's whole-school sale and drop-off became unmanageable. It worked well: both events ran smoothly and together made a healthy £498.
- Profit was lower than last year's £899, the trade-off for a calmer, more manageable event.
- Trophies were a nice addition to add some excitement.

Colour Run

	2026 (252 @ £6)	2025 (238 @ £8)
Ticket sales	1,512.00	1,904.00
Arbor fees	-	(24.00)
Colour and medals	(1,080.00)	(864.54)
T shirts	-	(396.00)
Eye washes and wipes	-	(7.65)
Ticket profits	432.00	611.81
Drink profits	-	37.38
Adjustments in the accounts	-	(16.63)
Total profit	432.00	632.56

- A very popular event: 252 runners, 14 more than last year. Dropping the t-shirts and cutting the price to £6 simplified things without hurting profit, and selling through Zeffy meant no fees.
- Profit was £432, down £201, almost entirely because we bought far more colour than we needed: £1,080 on colour and medals, £4.29 per runner, leaving only £1.71 from each £6 ticket.
- Ordering to numbers would have made about £393 more (about £2.73 per runner). Next year we'll close sales a week ahead and buy colour and medals to match.
- 280 medals were taken against 252 paid runners, about £34 of medals given away. Next year, hand medals out unwrapped, only to children with wristbands, at a clear finish point, with a photo backdrop to make it a moment.

Quiz

	2026	2025	2024
Ticket sales	574.00	672.00	550.00
Cost of food	(342.00)	(385.27)	(387.45)
Ticket profits	232.00	286.73	162.55
Drink profits	198.70	313.82	157.96
Adjustments in the accounts	-	(0.33)	-
Total profit	430.70	600.22	320.51
Tickets	41	48	44
Profit per person	10.50	12.50	7.28

- Down £170 on 7 fewer tickets. Average drinks spend fell from £11.18 to £9.26, which accounts for most of it.
- Still a reliable £400 plus for one evening.

Legoland

- £384 profit from 72 tickets, against £1,469 from 256 last year, when it was new. We make about £6 a ticket, so it is a good return for very little effort.
- A nice opportunity to offer families, and feedback this year was of a better day with shorter queues.
- Not many entrants to the competition, but it is still a nice offering and we will run it again.
- Generally popular with EYFS year group, perhaps a nice option now we have no KS1 school trips.

Uniform sales

	2025-26	2024-25	2023-24
Sale 1	-	119.10	176.00
Sale 2	-	38.00	212.00
Sale 3	-	105.00	45.00
Office sales	529.52	270.50	37.00
Total sales	529.52	532.60	470.00
Card charges	(7.72)	(6.78)	(5.27)
Clothes rail	-	-	(33.32)
Adjustments in the accounts	4.98	0.16	-
Net profit	526.78	525.98	431.41

- Another great £527. Uniform is now always available through the office, so most sales happen there. We still sell at parents' evenings and EYFS Stay and Plays, which keeps it visible to families, but most sales now come through the office.
- Payment split is 86% card, 14% cash.

Hartsfield Lottery

- £1,607 received over the year, down £531 on last year.
- Ticket receipts averaged about £129 a month (£105 to £167). Three prize donations of £56 in total came back to us.
- We noted last year that sign ups double when the lottery features in an email, but only for that week. Eg. as at 29/09/26 tickets sit at 61 – last week was 104.
- A fixed monthly mention would be worth trying, as the trend is currently downwards. Perhaps a printed poster on the noticeboard?

Easyfundraising, cashback and referrals

- £276.74 from Easyfundraising and £75.03 from cashback and referrals, £352 in total, for no effort beyond promotion.
- £45 of that was a referral fee from a Barracudas holiday camps, shared in Whatsapp groups.
- We also received £450 of donations through CAF from a kind parent, on top of his £200 last year. A huge thank you for his continued support.

Donations to Hartsfield

	£
Air conditioning in the hall	14,866.00
EYFS playground renovation	12,500.00
Artificial grass (agreed YE25)	10,000.00
Yearbook	1,592.10
YE25 items on the October 2025 invoice	935.00
Gladiator visit	661.00
Pantomime	475.00
Year 6 play refreshments and sports day ice creams	142.50
Mrs Smith's leaving afternoon tea	79.78
Total per the accounts	41,251.38

- A very large year, and the reason net assets have fallen. Three big ticket items account for £37,366 of the £41,251.
- The £10,000 artificial grass balance agreed in YE25 was paid in October 2025, on the same invoice as £935 of YE25 items (last year's pantomime, bouncy castles and ice cream van).
- In addition, we purchased walkie talkies (£362) and outdoor lighting (£133) – these are coded as FHSA equipment on our asset register, so are not donations.
- This year's leavers disco ice cream van (£160) and bouncy castles (£624) were not invoiced by 31 July, so fall into YE27.
- About £4,400 of regular items is pencilled in for YE27 (pantomime, yearbook, bouncy castles and the summer treats) so far.
- Have agreed pantomime increase to £1,600 for a much more professional show.

	YE27 £
Yearbook	1,700.00
Pantomime	1,600.00
Bouncy castles (this year's, not yet invoiced)	624.00
Leavers disco ice cream vans (this year's and next)	320.00
Year 6 play refreshments	120.00
Sports day ice creams	35.00
Stage lighting	to be confirmed
Total	4,399.00

Administration costs

	2026	2025
Depreciation	462.59	268.03
Parentkind including insurance	171.00	162.00
Bank charges	130.82	-
Thank you gifts and meeting refreshments	22.45	66.97
NHDC gambling licence	20.00	20.00
Total	806.86	517.00

- Up £290, of which £195 is depreciation on the new equipment and £131 is the Lloyds fees we are now being charged (and Equals – now moved to Wise). Considering moving accounts, but currently no better options worth the effort.

Balance Sheet

Cash

	2026	2025
Lloyds Current Account	167.39	3,401.13
Lloyds Savings Account	16,430.80	23,968.34
Cash	134.98	120.69
Wise account	163.06	-
Equals Money account	-	261.78
Accrued income	200.00	5,938.23
Total	17,096.23	33,690.17

- Balances are down £16,594, as 2 years of donations were paid in this FY.
- We moved from Equals Money to Wise during the year to avoid fees. Wise holds £163 of prepaid card balance.
- Savings interest fell to £98.62 from £161.73, mainly because the balance dropped after the February donation to school.
- Accrued income of £200 is the Costco cheque – now received (Sept 26). There are no accruals this year.
- The £1,753 of Camp Out costs were paid on 27 July, before the year end, and school settled the Wrap A Present and Spooky Disco Arbor income in February by netting it off the donation invoice. Both were points raised by the independent examiner last year. We should make sure the final bouncy castle and ice cream van costs are paid in the same financial year moving forwards.
- Total funds available - £17,096. We told the independent examiner that £5,000, enough to float a term of events, is as low as we would comfortably go. On that basis about £12,100 is available, or around £7,700 after the items already pencilled in for YE27. We propose a reserve threshold of £5,000 for the committee to agree at this meeting, so it can be minuted as the independent examiner recommended.

Fixed assets

Asset	Cost	Dep'n	NBV
4 x SumUp terminals	345.87	86.47	259.40
Walkie talkies	362.00	90.50	271.50
Outside lighting (fireworks)	133.32	33.33	99.99
Mulled wine urn	109.20	27.30	81.90
Gazebo	254.96	191.22	63.74
Popcorn machine	230.32	172.74	57.58
Fencing pins	39.99	10.00	29.99
25 x secateurs	54.08	27.04	27.04
Card reader and docking station	96.99	72.75	24.24
25 x wire cutters	47.20	23.60	23.60
32mm badge die and supplies	44.16	22.08	22.08
2 x flag poles	37.90	18.95	18.95
Cash tins x 5	17.96	4.49	13.47
Cash tin	3.95	0.99	2.96
Mini cash tin	2.50	1.25	1.25

Asset	Cost	Dep'n	NBV
Fully depreciated assets	655.79	655.79	-
Total	2,436.19	1,438.49	997.70

Depreciation policy: straight line over 4 years.

- £1,012 of additions this year, the largest being the walkie talkies at £362 and the four SumUp terminals at £346.
- The hot dog machine, freezer, badge maker and original card reader are now fully depreciated but still in use.