

# January 2020 Financials

PREPARED FEBRUARY 2020 BY



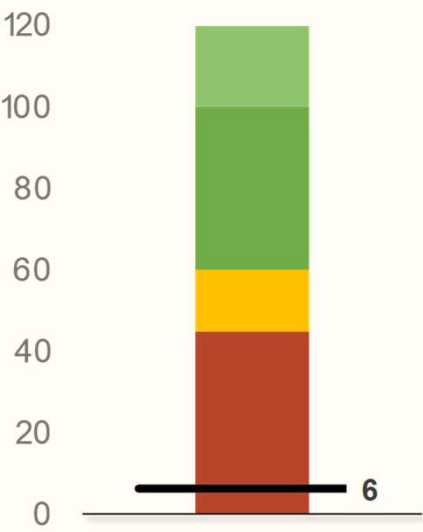
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# Key Performance Indicators



## Days of Cash

Cash balance at year-end divided by average daily expenses

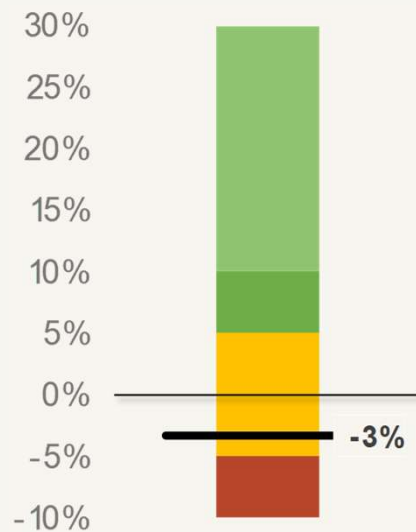


### 6 DAYS OF CASH AT YEAR'S END

The school will end the year with 6 days of cash. This is below the recommended 60 days

## Gross Margin

Revenue less expenses, divided by revenue



### -3% GROSS MARGIN

The forecasted net income is -\$183k, which is \$274k below the budget. It yields a -3% gross margin.

# Cash Flow Forecast



## 6 Days of Cash at year's end

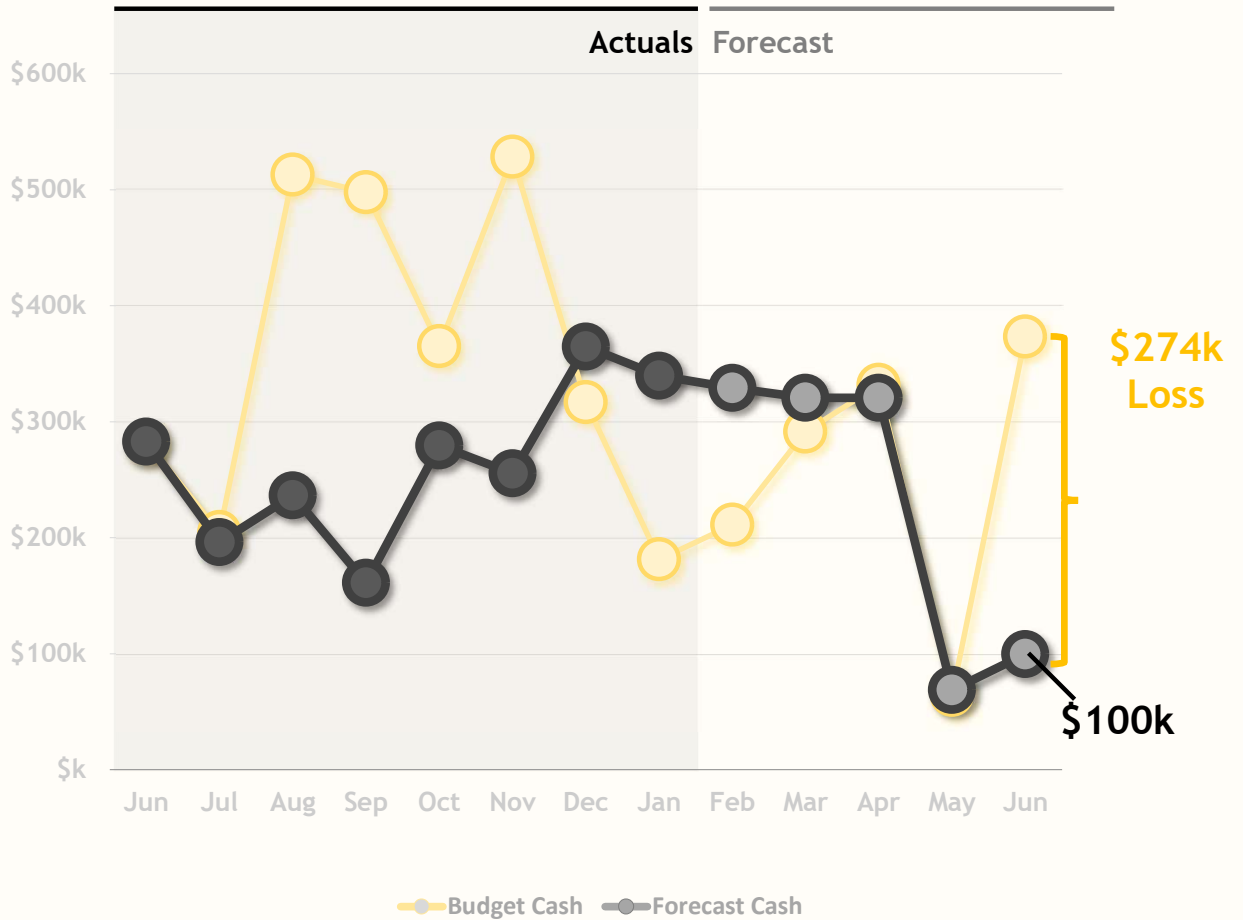
We forecast the school's year ending cash balance as **\$100k**, **\$274k** below budget.

As we prepare for the final home stretch, there are several reasons to be encouraged:

Enrollment is currently higher than number used to make state revenue projection

Balance in donation line is as close to being accounted for as it has been all year

School currently operating a ytd surplus



# Forecast Overview



	Forecast	Budget	Variance	Variance Graphic	Comments
Revenue	\$5.6m	\$5.8m	-\$228k		Budget has been impacted by lower than expected enrollment all year - however, enrollment now steady, and if trend holds, there is upside
Expenses	\$5.8m	\$5.7m	-\$45k		Expense management typically a strength of school/EdOps partnership. School has actively integrated feedback from prior months discussions to keep expense side at near balance
Net Income	-\$183k	\$91k	-\$274k		School currently operating at a surplus ytd, so the main challenge is how to cover obligations outside of the operating budget. Ideally, school will end year below a 150K loss to meet fund balance compliance requirement and enter another growth year with momentum financially
Cash Flow Adjustments	-0	0	-0		
Change in Cash	-\$183k	\$91k	-\$274k		Variance in change in cash is as low as it has been in prior 6 months, so there is reason to be encouraged, particularly if we can keep momentum going

	Year-To-Date			Annual Forecast			Remaining
	Actual	Budget	Variance	Forecast	Budget	Variance	
<b>Revenue</b>							
Local Revenue	804,734	881,094	(76,361)	1,419,193	1,471,045	(51,852)	614,459
State Revenue	2,088,529	2,040,819	47,710	3,755,042	3,909,066	(154,024)	1,666,513
Federal Revenue	208,616	215,860	(7,244)	411,221	433,792	(22,571)	202,605
<b>Total Revenue</b>	<b>3,101,879</b>	<b>3,137,774</b>	<b>(35,895)</b>	<b>5,585,456</b>	<b>5,813,904</b>	<b>(228,447)</b>	<b>2,483,577</b>
<b>Expenses</b>							
Salaries	1,477,640	1,463,410	(14,230)	2,530,530	2,508,702	(21,828)	1,052,891
Benefits and Taxes	379,079	399,719	20,640	673,263	685,233	11,970	294,184
Staff-Related Costs	16,137	12,368	(3,768)	21,203	21,203	(0)	5,066
Rent	291,812	308,627	16,815	512,262	529,074	16,812	220,450
Occupancy Service	245,885	212,042	(33,843)	411,869	363,500	(48,368)	165,983
Student Expense, Direct	324,093	282,294	(41,798)	548,106	483,933	(64,173)	224,014
Student Expense, Indirect	98,573	139,096	40,524	201,402	272,708	71,306	102,829
Office & Business Expense	166,890	239,053	72,163	374,481	373,348	(1,133)	207,591
Transportation	67,571	54,645	(12,925)	120,617	107,692	(12,925)	53,047
Total Ordinary Expenses	3,067,678	3,111,254	43,576	5,393,733	5,345,393	(48,340)	2,326,056
Net Operating Income	34,201	26,520	7,681	191,723	468,510	(276,788)	157,522
<b>Extraordinary Expenses</b>							
Interest	-	127,975	127,975	375,000	377,975	2,975	375,000
Total Extraordinary Expenses	-	127,975	127,975	375,000	377,975	2,975	375,000
<b>Total Expenses</b>	<b>3,067,678</b>	<b>3,239,229</b>	<b>171,551</b>	<b>5,768,733</b>	<b>5,723,368</b>	<b>(45,366)</b>	<b>2,701,056</b>
<b>Net Income</b>	<b>34,201</b>	<b>(101,455)</b>	<b>135,656</b>	<b>(183,277)</b>	<b>90,536</b>	<b>(273,813)</b>	<b>(217,478)</b>
Cash Flow Adjustments	22,593	-	22,593	(0)	-	(0)	(22,593)
<b>Change in Cash</b>	<b>56,794</b>	<b>(101,455)</b>	<b>158,249</b>	<b>(183,277)</b>	<b>90,536</b>	<b>(273,813)</b>	<b>(240,071)</b>

	<i>Previous Year End</i>	<i>Current</i>
	<i>6/30/2019</i>	<i>1/31/2020</i>
<b>Assets</b>		
Current Assets		
Cash	282,864	339,657
Intercompany Transfers	0	0
<b>Total Current Assets</b>	<b>282,864</b>	<b>339,657</b>
<b>Total Assets</b>	<b>282,864</b>	<b>339,657</b>
<b>Liabilities and Equity</b>		
Liabilities		
Current Liabilities		
Other Current Liabilities	4,210	26,803
Accounts Payable	500,000	500,000
<b>Total Current Liabilities</b>	<b>504,210</b>	<b>526,803</b>
Total Long-Term Liabilities	0	0
<b>Total Liabilities</b>	<b>504,210</b>	<b>526,803</b>
Equity		
Unrestricted Net Assets	-221,346	-221,346
Net Income	0	34,201
<b>Total Equity</b>	<b>-221,346</b>	<b>-187,146</b>