



August 2019 Financials

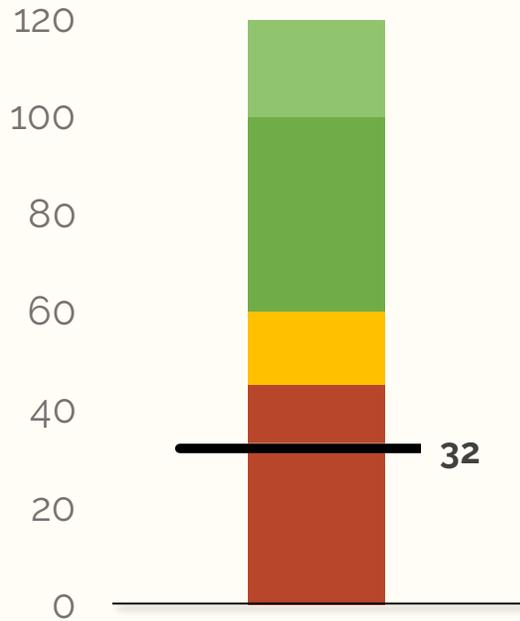
PREPARED SEPTEMBER 2019 BY



- **Key Performance Indicators**
- **Forecast Overview**
- **Cash Forecast**
- **Forecast History**
- **Key Forecast Changes This Month**
- **Notable Forecast Variances**
- **Appendix: Financials**

Days of Cash

Cash balance at year-end divided by average daily expenses

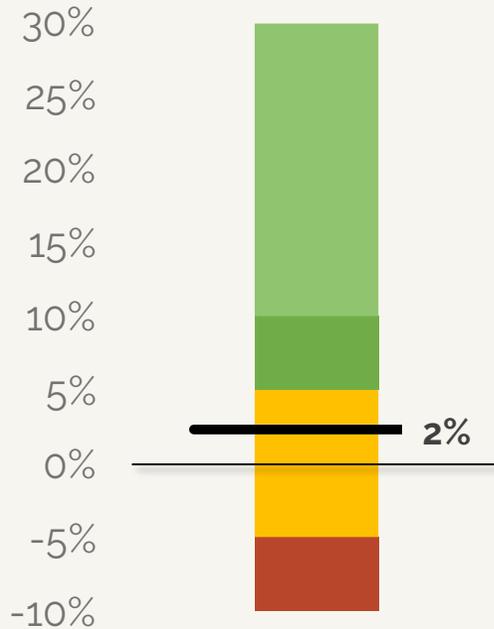


32 DAYS OF CASH AT YEAR'S END

The school will end the year with 32 days of cash. This is below the recommended 60 days but remains in an upward trend.

Gross Margin

Revenue less expenses, divided by revenue



2% GROSS MARGIN

The forecasted net income is \$309k, which is \$116k above the budget. It yields a 2% gross margin.

Forecast Overview

	Forecast	Budget	Variance	Variance Graphic	Comments
Revenue	12,996,263	12,674,453	321,810	+322k	Added is the SSKC Grant, Kauffman Grant, Upper Room, Title I increase (FER).
Expenses	12,687,226	12,481,509	-205,717	-206k	Salaries now include CFO and Executive Admin Position. Salaries may increase depending on the number of open positions available that are not currently filled
Net Income	309,037	192,944	116,093	116k	We continue to believe there will be upside in the budget based on enrollment and more admin capacity to tie budget allocations to strategic priorities
Cash Flow Adjustments	-106	0	-106	-0k	...
Change in Cash	308,931	192,944	115,987	116k	

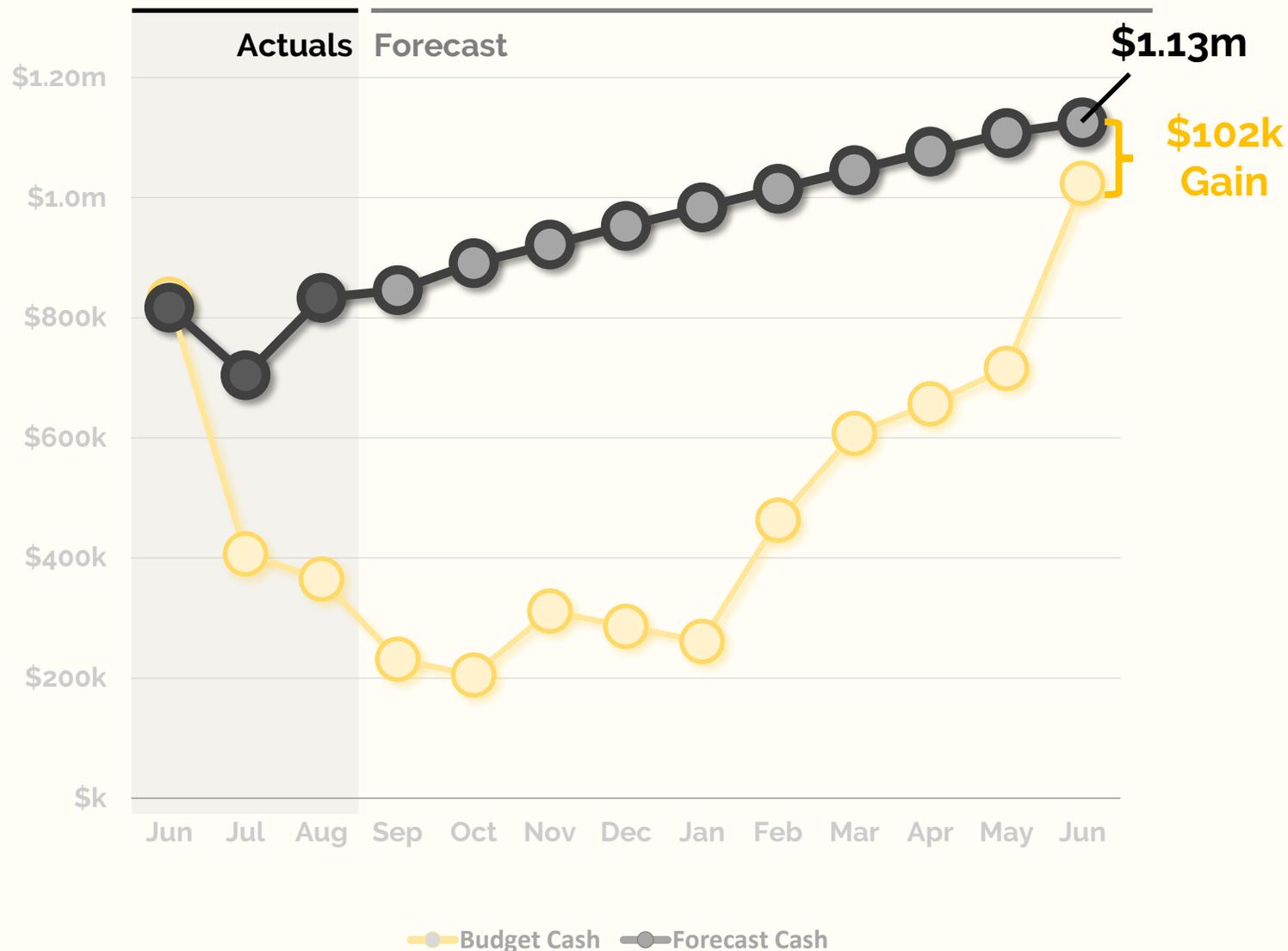
32 Days of Cash at year's end

We forecast the school's year ending cash balance as **\$1.13m**, **\$102k** above budget.

The current forecast integrates the Kauffman and SSKC grants – both revenue and expenditures.

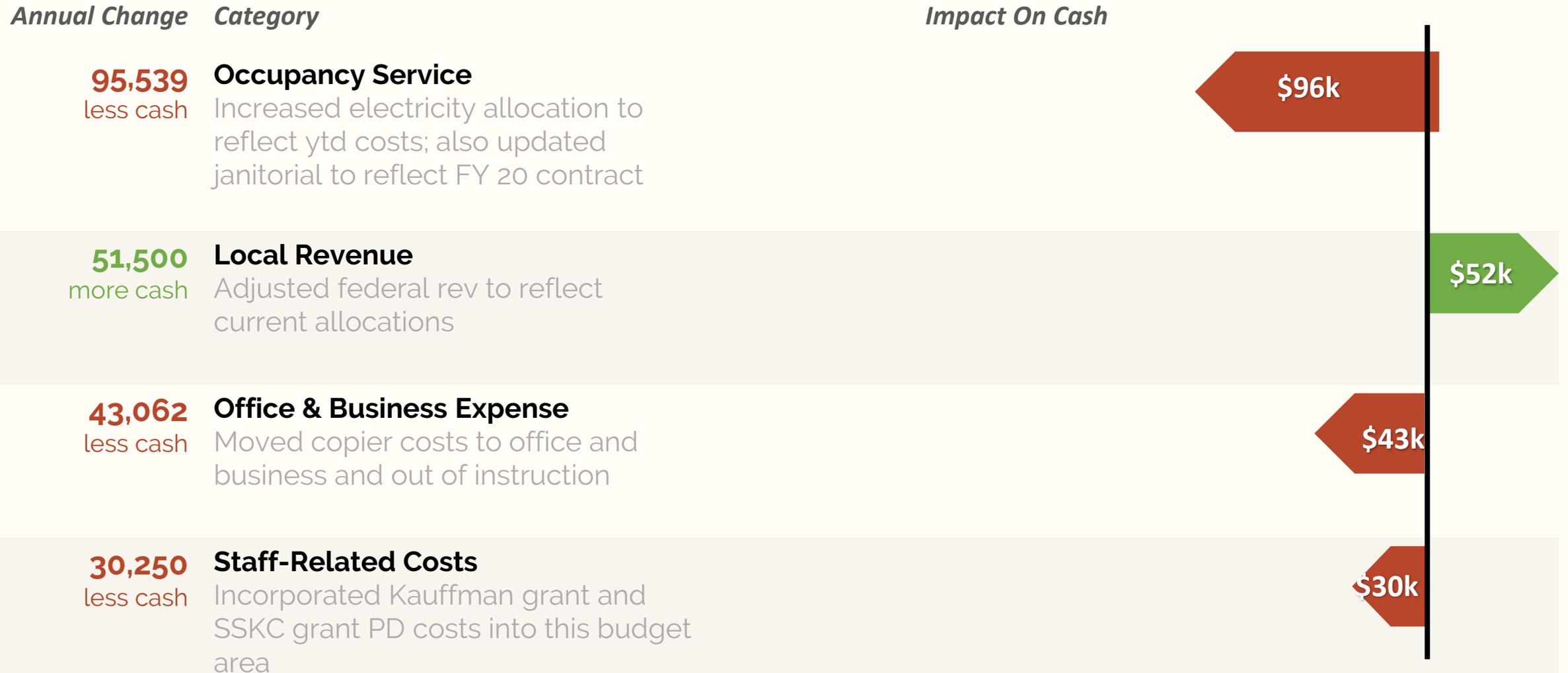
We are waiting update salaries and benefits until all positions have been filled. Facilities are already costing more than last year, so have updated some lines there to reflect ytd spending. There exists great upside on revenue if current enrollment holds.

Also worth noting here is that the full MKC renovation has been integrated into forecast as well, a 150K increase from budget.



Key Forecast Changes This Month

The August forecast **decreased** the year-end cash expectation by **-\$117k**. Key changes:



Annotated Financials

	Year-To-Date			Annual Forecast			
	<i>Actual</i>	<i>Budget</i>	<i>Variance</i>	<i>Forecast</i>	<i>Budget</i>	<i>Variance</i>	<i>Remaining</i>
Revenue							
Local Revenue	298,958	189,803	109,155	1,676,567	1,405,056	271,512	1,377,609
State Revenue	1,668,868	1,297,219	371,649	9,147,013	9,147,012	0	7,478,145
Federal Revenue	11,375	127,344	(115,969)	2,172,683	2,122,385	50,298	2,161,308
Total Revenue	1,979,202	1,614,366	364,835	12,996,263	12,674,453	321,810	11,017,061
Expenses							
Salaries	981,916	1,011,044	29,128	5,877,357	6,066,264	188,908	4,895,440
Benefits and Taxes	228,817	244,767	15,950	1,470,253	1,468,601	(1,652)	1,241,436
Staff-Related Costs	1,869	19,508	17,639	120,500	117,048	(3,452)	118,631
Rent	3,000	2,000	(1,000)	12,000	12,000	-	9,000
Occupancy Service	168,020	169,617	1,598	1,113,242	1,017,703	(95,539)	945,222
Student Expense, Direct	134,757	182,822	48,064	1,185,947	1,096,930	(89,017)	1,051,190
Student Expense, Indirect	8,781	132,091	123,310	798,108	792,546	(5,562)	789,328
Office & Business Expense	271,620	98,805	(172,815)	642,232	592,829	(49,402)	370,611
Transportation	29,314	146,979	117,665	881,872	881,872	0	852,558
Total Ordinary Expenses	1,828,094	2,007,632	179,538	12,101,511	12,045,794	(55,717)	10,273,417
Net Operating Income	151,107	(393,266)	544,373	894,752	628,660	266,092	743,645
Extraordinary Expenses							
Interest	92,646	72,619	(20,027)	585,715	435,715	(150,000)	493,069
Total Extraordinary Expenses	92,646	72,619	(20,027)	585,715	435,715	(150,000)	493,069
Total Expenses	1,920,740	2,080,251	159,512	12,687,226	12,481,509	(205,717)	10,766,486
Net Income	58,462	(465,885)	524,347	309,037	192,944	116,093	250,575
Cash Flow Adjustments	(41,749)	-	(41,749)	(106)	-	(106)	41,644
Change in Cash	16,712	(465,885)	482,597	308,931	192,944	115,987	292,219