

9/16/24 Operations Report

Finance Committee

AGENDA:

Enrollment & Attendance

HR and Facilities update

24/25 Enrollment

Campus	Capacity	Leads	Pending Offers	Registration in Progress	Registration Complete	Open Seats	Current Enrollment SY24-25 <i>(includes registration complete)</i>	MINIMUM ENROLLMENT Budgeted Enrollment	% of Budgeted Enrollment Confirmed	Enrollment Goal	% of Enrollment Goal Confirmed
TGS	264		3	1	61	11	243	225	108.00%	253	96.05%
FP	220		2	1	53	61	116	153	75.82%	172	67.44%
TGE	219		3	1	55	11	170	165	103.03%	185	91.89%
GP	244		0	0	35	5	98	115	85.22%	130	75.38%
REGIONAL		6	8	3	204	88	627	658	95.29%	740	84.73%

Response

- Continue to convert leads online and walk ins
- Focus on community activities in each community by Boosting enrollment- Events & Activities
-Back to School -STL Navigate, Table at the local library- during their family and meal program.
- Conquering, and *It's Not Too Late* ads on all social media platforms
- Diving into 25-26 Strategy work in October

BOY Dis-enroll & No Show

Year	Total Disenroll	Moved out of the City	Momentum Experience - School Fit Concern	Transport	Other
24-25	93	11.83%	41.94%	11.83%	34.41%
23-24 Compare	176	23.30%	13.64%	14.77%	91 (52%) responding

YOY Comparison - 52.8% Decrease

- 24-25 No Show = 93
- 23-24 No Show = 176

MA: GP Transfer Scholars	Transfer Campus	# of GP Transfer Scholars	# of NO SHOW or Disenroll GP Transfer Scholars	Percent NO SHOW or Disenroll
	TGS	9	3	33%
	FP	12	5	42%
	TGE	9	3	33%
	REGIONAL	30	11	37%

Attendance

	ADA - Sep 6	Present
TGS	222.68	94.83%
FP	94.32	89.23%
TGE	144.30	93.34%
GP	80.65	88.76%
TOTAL	541.96	92.5%

92.5% - Meeting our goal

- **TGS** - all classes are tracking above 93%!
- **TGE** - 7th grade has the highest ADA at 97.3%
 - 2nd grade trailing close behind at 96.9%!
- **GP** - 5th grade tracking at 96.4%
 - 3rd grade is at 95.5%!
- **FP** - 3rd and 8th grade classes for exceeding 94%

HR Updates

- Prioritizing: Nurse, Aftercare, Teachers, TAs for TGS
- Mid-year recruitment planning is in progress for semester hires

# of Vacancies	
School Vacancies	16
<i>Teacher Vacancies (inc support teachers)</i>	8
<i>Grade level vacancies</i>	5
<i>Instructional Support Vacancies</i>	8
<i>Leader / Administrative Vacancies</i>	0
Regional Vacancies	1
Total Vacancies	17

Facilities

- Cold weather preparation is underway
 - Focus on heavy rain and leak mitigation, and heating at Gravois Park
- Rent Study Notes:
 - \$12.00-15.00/SF *NNN Base rent would be a fair number
 - Current lease payment by sq ft

	Sq footage	Amt per sq ft annual		
TGS	16,500	\$17.54	\$6.46	44,830 sq ft
FP	24,665	\$13.31		
TGE	24,315	\$7.36		
GP	38,197	\$10.08		

*Tenant holds operating and utilities cost

Facilities

Rent Study

Face Rent Analysis Report

		DIRECT SPACES				SUBLET SPACES				TOTAL
		# Spaces	Min	Avg	Max	# Spaces	Min	Avg	Max	Avg
Flex	Negotiable	1	-	-	-	0	-	-	-	-
	Triple Net	3	\$3.00	\$5.12	\$7.00	0	-	-	-	\$5.12
Industrial	Full Service Gross	2	\$3.50	\$3.80	\$5.00	0	-	-	-	\$3.80
	Modified Gross	4	\$1.50	\$3.49	\$4.25	1	\$6.00	\$6.00	\$6.00	\$4.01
	Negotiable	2	-	-	-	0	-	-	-	-
	Net	1	\$11.64	\$11.64	\$11.64	0	-	-	-	\$11.64
	TBD	2	-	-	-	0	-	-	-	-
	Triple Net	11	\$2.00	\$4.59	\$7.00	1	\$6.50	\$6.50	\$6.50	\$4.67
Off/Ret	Negotiable	2	-	-	-	0	-	-	-	-
Office	Full Service Gross	98	\$11.95	\$20.21	\$28.50	2	\$15.00	\$15.00	\$15.00	\$20.11
	Modified Gross	7	\$10.00	\$10.00	\$10.00	1	\$9.50	\$9.50	\$9.50	\$9.86
	Negotiable	18	-	-	-	1	-	-	-	-
	Plus Electric	5	\$24.50	\$24.50	\$24.50	0	-	-	-	\$24.50
	TBD	3	-	-	-	1	-	-	-	-
	Triple Net	9	\$25.00	\$28.66	\$29.00	0	-	-	-	\$28.66
Retail	Full Service Gross	3	\$18.00	\$18.00	\$18.00	0	-	-	-	\$18.00
	Negotiable	1	-	-	-	0	-	-	-	-
	TBD	3	-	-	-	0	-	-	-	-
	Triple Net	3	\$8.00	\$10.94	\$29.00	0	-	-	-	\$10.94

Financial Report Notes

Areas monitoring:

- Salary / Contracted Services forecasted about \$69k over
 - **leading contributors:** Admin support, SPED Services, Subs
- Transportation anticipated at about \$80k over
 - **leading contributors:** SPED

Expense Mitigation

- Decrease in office rent costs: \$17k FY25, and \$14k in FY26 (*\$31k total*)
- MOCAL Grant for aftercare: up to \$400k (*offsets \$200k in budgeted costs*)
- McKinney Vento Grant: offset \$51k in transportation costs from FY24
- Salary costs decrease for vacant positions to offset 75%+ contracted costs

Long Term

- Org structure planning
- Enrollment strategic planning, focus on OK opportunities

Financial Report Notes

Areas monitoring:

- Unsubstantiated claim of discrimination, request for approval of \$8k settlement agreement

Budgeting FY 24/25

March Update

- Contingency planning for Impact of enrollment on budget and staffing
- Recommended timeline for determination based on enrollment Jun 30, 2024

Enrollment Shortfall Range	Cost / Lost Revenue	Recommended Shifts	Net
61-80+ scholars	\$730 - \$960k	All below: 716k +1 Combo: 63k +2 Regional: 148k Additional expense reduction: 67k	+34k
41-60 scholars	\$492 - \$720k	All below: 393k Additional Support Staff: 141k Admin Reduction: 90k +1 Regional: 92k	-4k
20-40	\$240 - \$480k	Reduction in expenses: 50k Support Staff: 80k ½ extra Support Staff: 40k 1 Combo class: 63k 2 Regional: 160k	-87k