

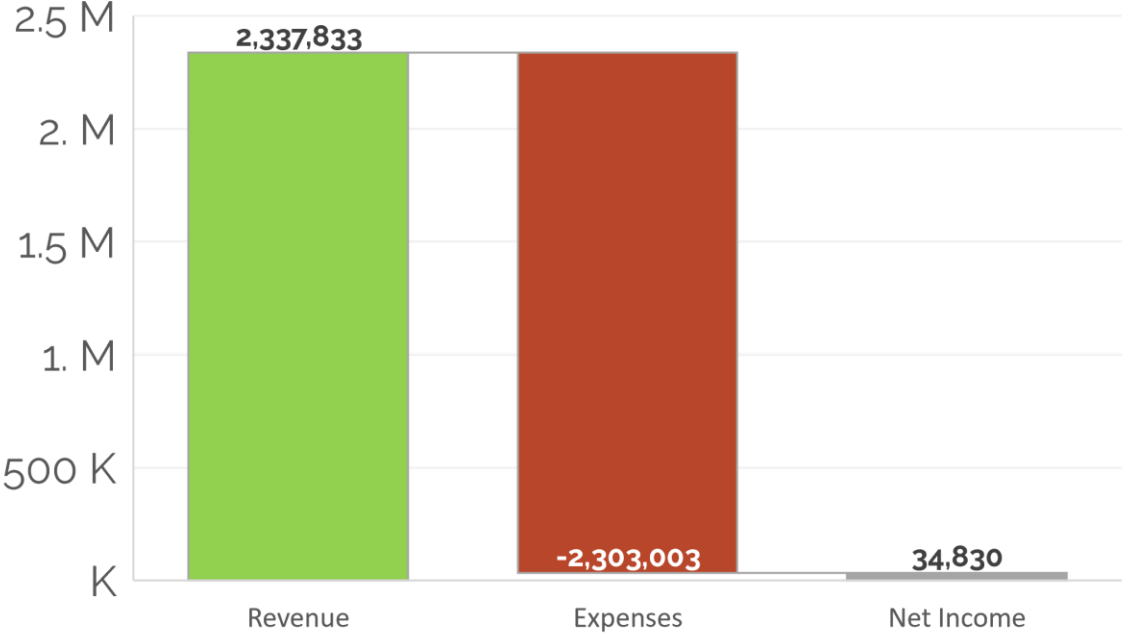


# SY20-21 Budget

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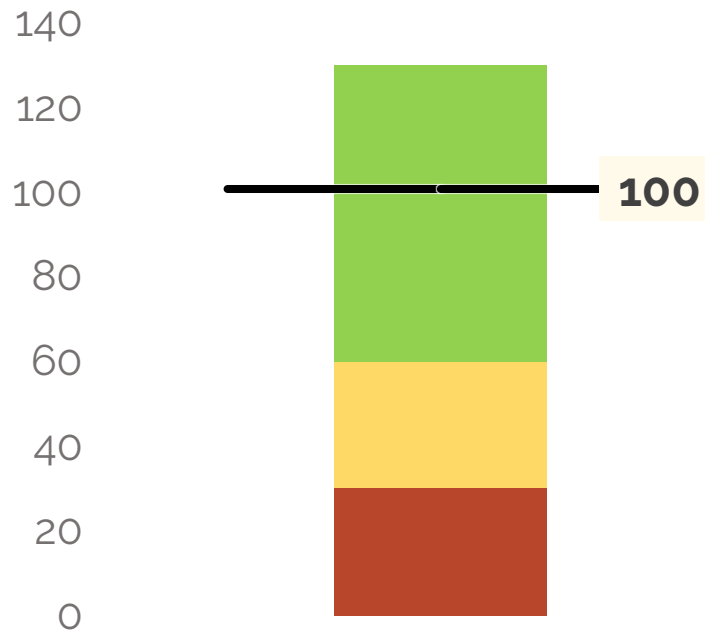
# Budget Summary | Net Income



Revenue	2,337,833
Expenses	2,303,003
<b>Net Income</b>	<b>34,830</b>

# Key Performance Indicators

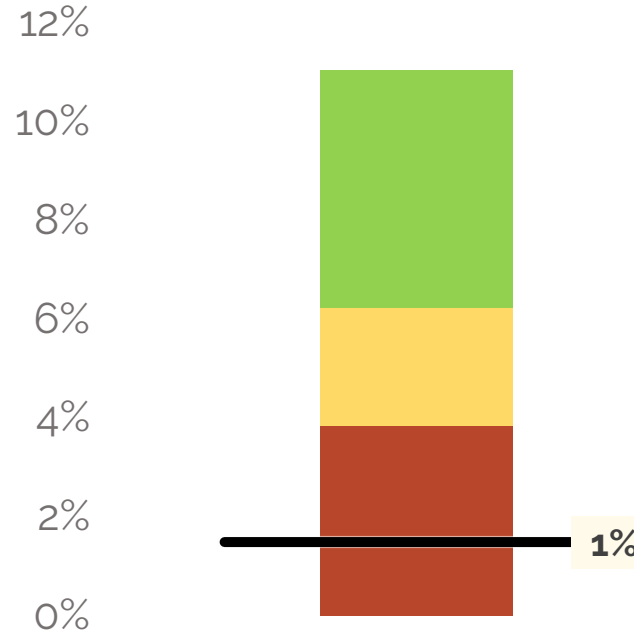
## Days of Cash



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

The school's 100 days of cash is above the EdOps recommended 60 days of cash.

## Gross Margin



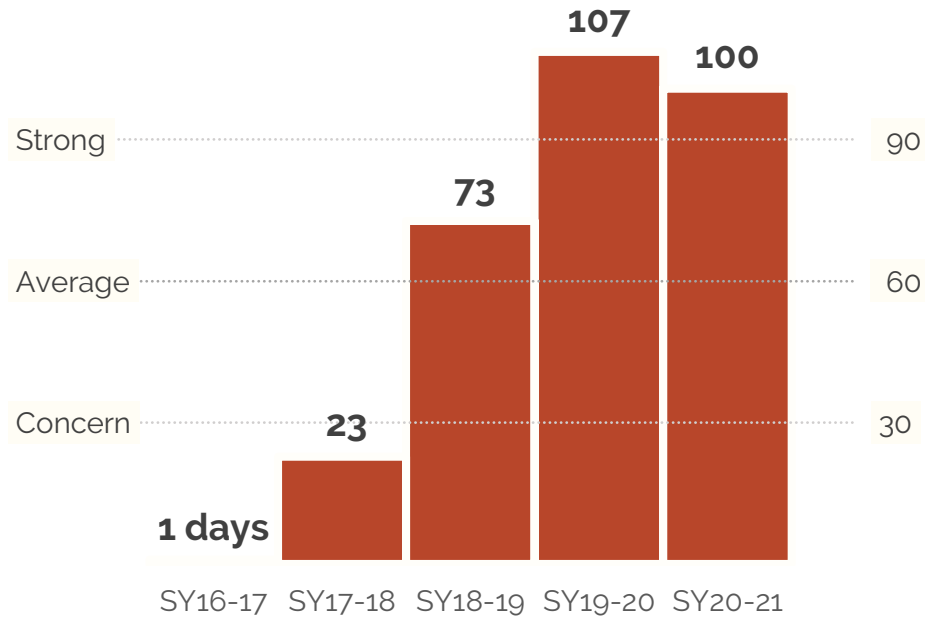
### 1% GROSS MARGIN

The forecasted net income is \$35K with \$2m in revenue. It yields a 1% gross margin

Starting Cash	603,629
Net Income	34,830
Ending Cash	638,460

# Key Performance Indicators | In Context

## Historical Context: Days of Cash



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

The budget expects that DeLaSalle will end the year with 100 days of cash, which is 8 days below the cash forecast for 6/30/20.

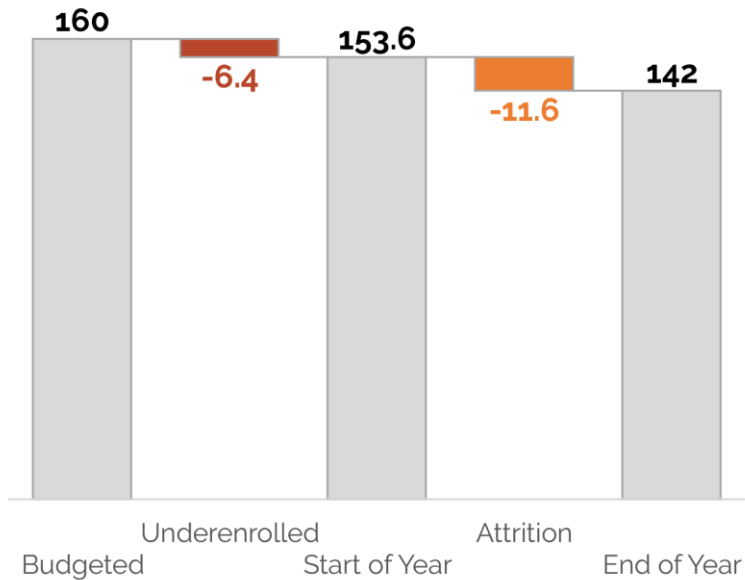
## STRONG PERFORMER

FY21 budget predicts an ending cash balance that will provide 100 days of cash. Building on last years strong performance DLS maintains 90+ days of cash on hand.

DeLaSalle has built a sustainable path forward, that demonstrates a financial strategy tied to an academic vision.

# Enrollment Assumptions: Underenrollment & Attrition

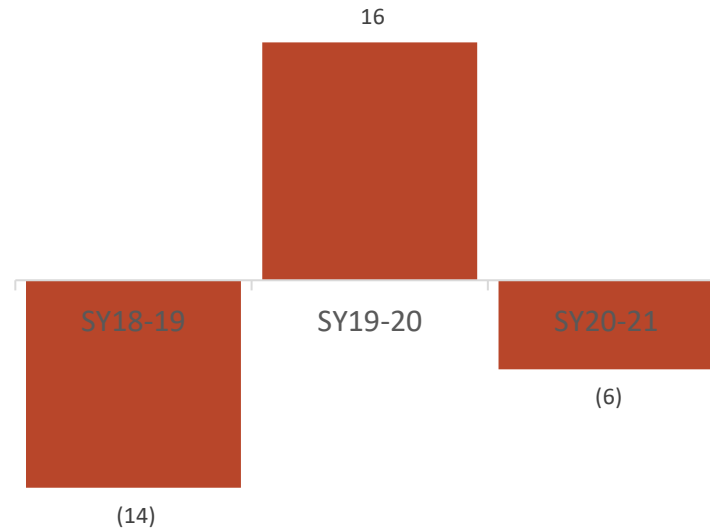
## SY20-21 Student Adjustments



### Underenrollment and Attrition Is Significant

FY 21 Budget incorporates PY data related to underenrollment and attrition.

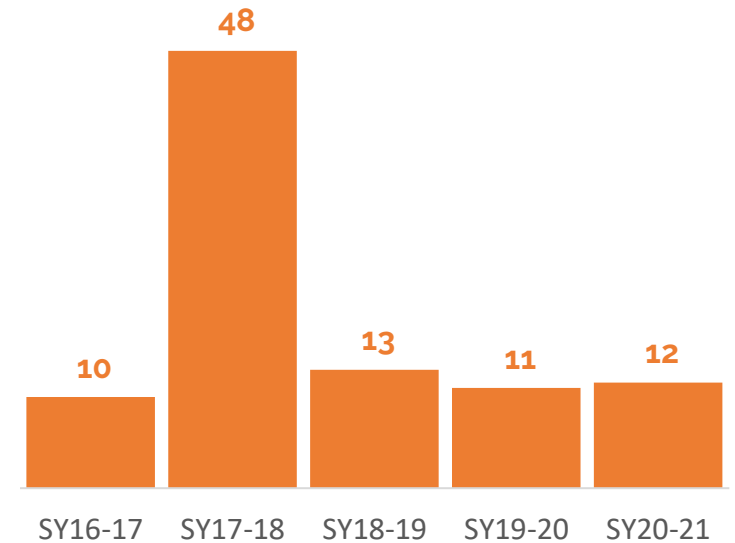
## Impact of Underenrollment



### Impact of Underenrollment

Last year DeLaSalle over-enrolled and surpassed the enrollment target by 16.

## Historic Attrition

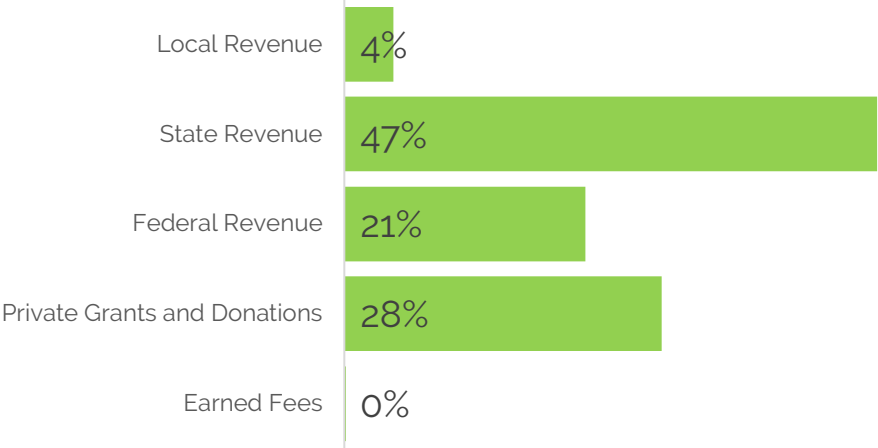


### Average of 19 Students Lost To Attrition

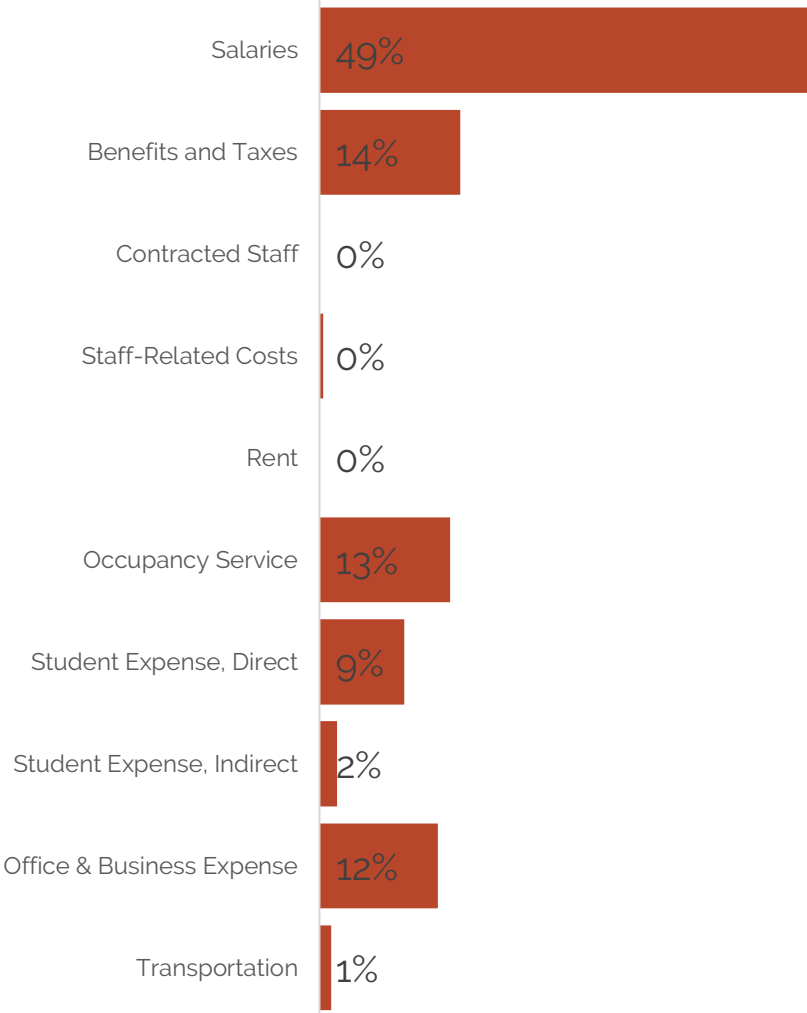
Attrition has been over 10% during the last several years.

# Revenue And Expenses

## Categories of Revenue



## Categories of Expense



# Revenue | Key Assumptions

- State Budget reflects cuts to per WADA payment of \$8,067
- Projected ADA is 116. Student enrollment target is 160, projected 142 at year end.
- Federal Revenue
  - CARES funding \$97,400
  - Title I funds include \$148,500 School Improvement
- Local Funds
  - \$650k local donations based on fundraising plan
  - KCPS MOU is not included



# Expenses | Key Assumptions

- FY21 Staff increased from 16 to 20 staff:
  - 9 teachers and new Principal position
  - SPED services are in-house, with a SPED Director and two SPED teaching staff
  - 63% of Expenses in Salary and Benefits
- Key resources for academic and staff support:
  - 11% to provide student supplies and services
  - 25% in Office and Building expense

# 3 Year Budget

- 3 Year budget plan outlines a sustainable path forward. Student count increases, while supporting an educational experience in line with the school vision.
- FY22 includes 1 additional teaching position, FY23 2 additional teachers.
- Expenses increase on a per student bases
- While revenue resources are declining, the net income is sustainable over the next 3 years.

Student Count	125	142	187	209
	SY19-20	SY20-21	SY21-22	SY22-23
<b>Revenue</b>				
Local Revenue	83,735	100,034	123,555	169,702
State Revenue	877,361	1,091,185	1,502,931	1,759,148
Federal Revenue	353,359	493,614	246,491	281,000
Private Grants and Donations	675,573	650,000	600,000	600,000
Earned Fees	229,820	3,000	4,030	4,594
<b>Revenue Total</b>	<b>2,219,847</b>	<b>2,337,833</b>	<b>2,477,007</b>	<b>2,814,444</b>
<b>Expenses</b>				
Salaries	885,957	1,129,179	1,181,342	1,252,929
Benefits and Taxes	217,918	325,704	348,965	369,438
Staff-Related Costs	1,584	8,000	10,746	12,250
Rent	-	-	-	-
Occupancy Service	245,343	302,050	308,091	314,253
Student Expense, Direct	283,277	196,620	264,108	301,083
Student Expense, Indirect	33,945	41,050	55,140	62,860
Office & Business Expense	340,057	273,300	367,107	418,502
Transportation	20,392	27,100	36,402	41,498
<b>Expenses Total</b>	<b>2,028,474</b>	<b>2,303,003</b>	<b>2,571,901</b>	<b>2,772,813</b>
<b>NET ORDINARY INCOME</b>	<b>191,374</b>	<b>34,830</b>	<b>(94,895)</b>	<b>41,631</b>



# QUESTIONS?

Please contact your EdOps Finance Specialist:

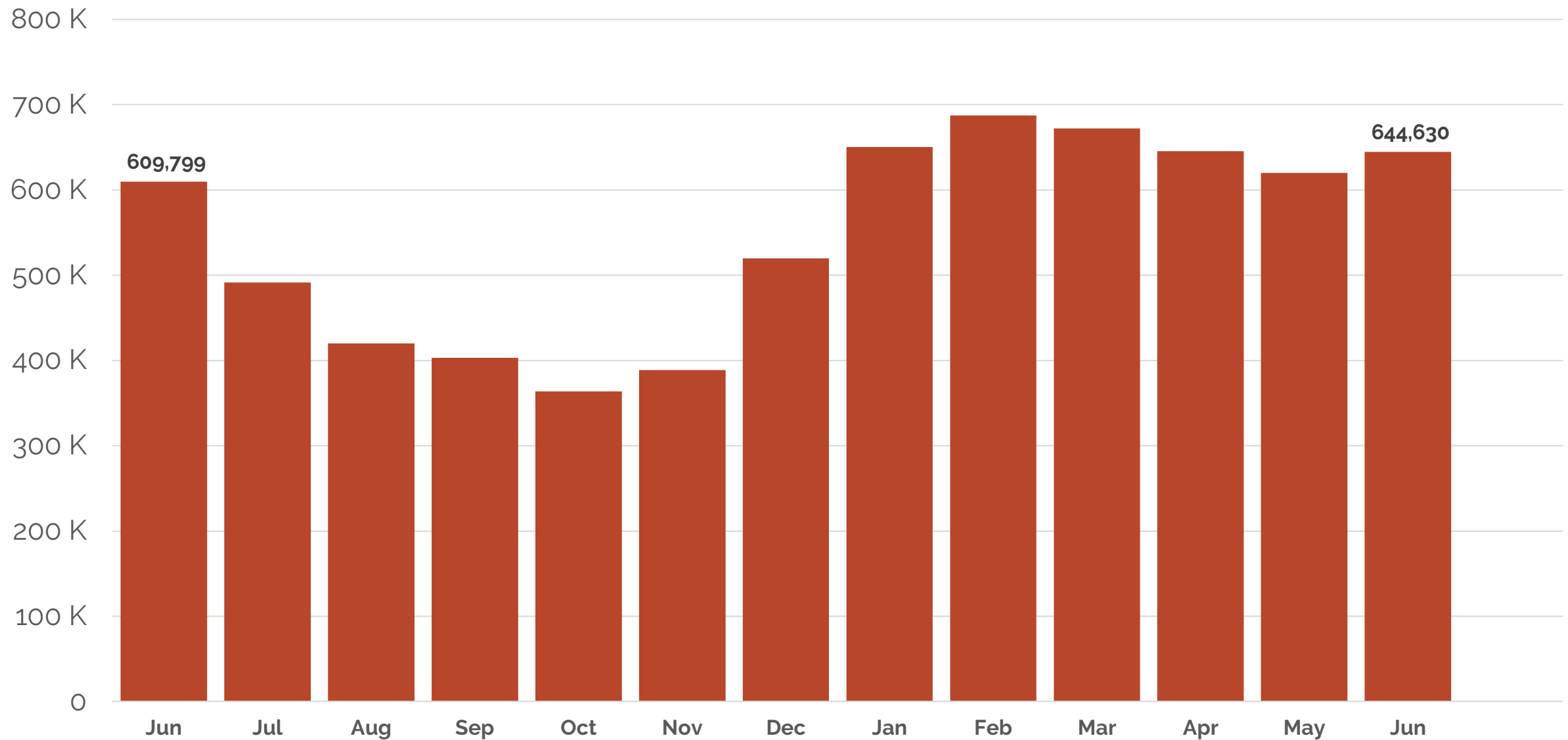
Anne Nichols

[anichols@ed-ops.com](mailto:anichols@ed-ops.com)

# Appendix | Profit and Loss Changes

Income Statement	SY19-20	SY20-21	Difference	Changes
Revenue				
Local Revenue	83,735	100,034	16,299	
State Revenue	877,361	1,091,185	213,824	
Federal Revenue	353,359	493,614	140,255	
Private Grants and Donations	675,573	650,000	(25,573)	
Earned Fees	229,820	3,000	(226,820)	
Donated Revenue	-	-	-	
<b>Total Revenue</b>	<b>2,219,847</b>	<b>2,337,833</b>	<b>117,985</b>	
Operating Expense				
Salaries	885,957	1,129,179	243,222	
Benefits and Taxes	217,918	325,704	107,786	
Contracted Staff	-	-	-	
Staff-Related Costs	1,584	8,000	6,416	
Rent	-	-	-	
Occupancy Service	245,343	302,050	56,707	
Student Expense, Direct	283,277	196,620	(86,657)	SPED services no longer outsourced.
Student Expense, Indirect	33,945	41,050	7,105	
Office & Business Expense	340,057	273,300	(66,757)	SPED services no longer outsourced.
Transportation	20,392	27,100	6,708	
Donated Expense	-	-	-	
Contingency	-	-	-	
Depreciation and Amortization	-	-	-	
Interest	-	-	-	
Facility Improvements	-	-	-	
<b>Total Expenses</b>	<b>2,028,474</b>	<b>2,303,003</b>	<b>274,529</b>	
<b>Net Income</b>	<b>191,374</b>	<b>34,830</b>	<b>(156,543)</b>	

# Appendix | Monthly Cash



# Key Performance Indicators | Calculation

## Calculating Days of Cash

Total Expenses	2,303,003
Day of Year	360
<b>Daily Expenses</b>	<b>6,397</b>
Ending Cash Balance	638,460
<b>Days of Cash*</b>	<b>100</b>

## Calculating Gross Margin

Revenue	2,337,833
Expenses	2,303,003
<b>Net Income</b>	<b>34,830</b>
Revenue	2,337,833
<b>Gross Margin*</b>	<b>1%</b>