



# **SY21-22 Budget**

PREPARED **June 2021** BY



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# Budget Summary | Goals and Net Income

## Budget Goals

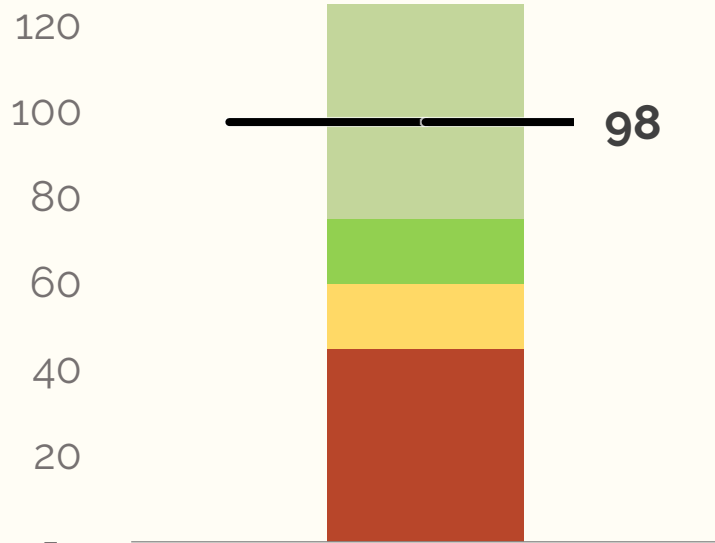
- Utilize targeted strategies and interventions for students to support a full return to school
- Ensure COVID related funding is dedicated to instructional supports within a sustainable model
- Increase student transportation with an additional school bus

### FY22 Budget Summary

Revenue	<b>2,961,728</b>
Expenses	<b>2,953,718</b>
<b>Net Income</b>	<b>8,010</b>

# Key Performance Indicators

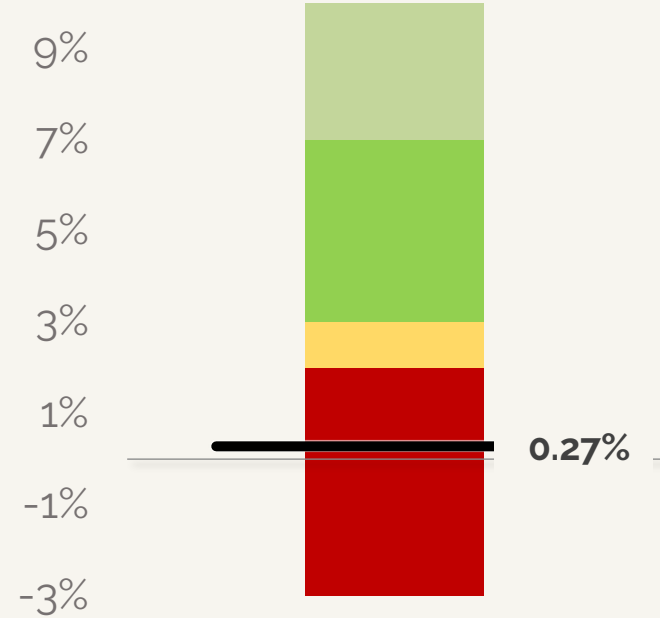
## Days of Cash



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

The school's 98 days of cash is above the recommended 60 days of cash.

## Gross Margin



### .27% GROSS MARGIN

The forecasted net income is \$0.0m on \$3.0 in revenue. This yields a .27% gross margin.

<b>Starting Cash</b>	<b>782,653</b>
Net Income	8,010
<b>Net Annual Cash Increase</b>	<b>8,010</b>
<b>Ending Cash</b>	<b>790,663</b>

# Key Revenue and Expense Assumptions

## Revenue

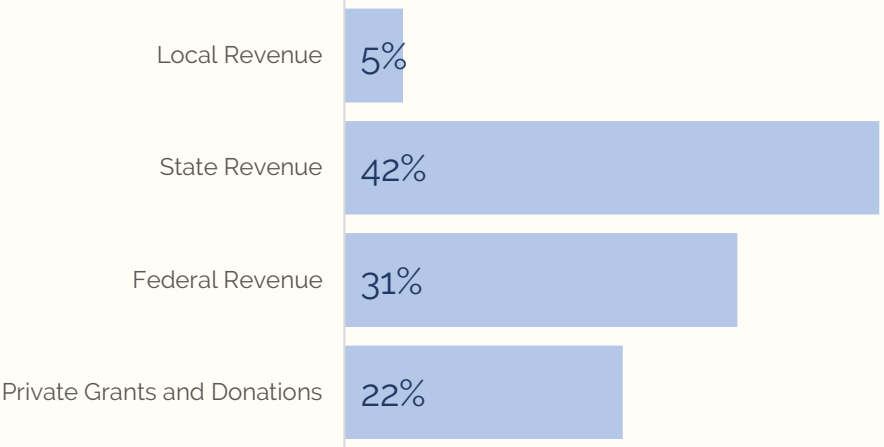
- Enrollment
  - Target of 175 students at BOY
  - 8% attrition, 78% attendance=ADA 131
  - Increase of 7 WADA from FY22
- Federal Revenue
  - FY22 budget includes \$395k ESSER funds, which is a portion of overall \$2M COVID funding through 09/30/24
    - FY21 \$125k
    - FY23 \$1.27M
    - FY24 \$250k
  - Draws are flexible based on actual spending
  - Title I includes \$148k in School Improvement funds

## Expense

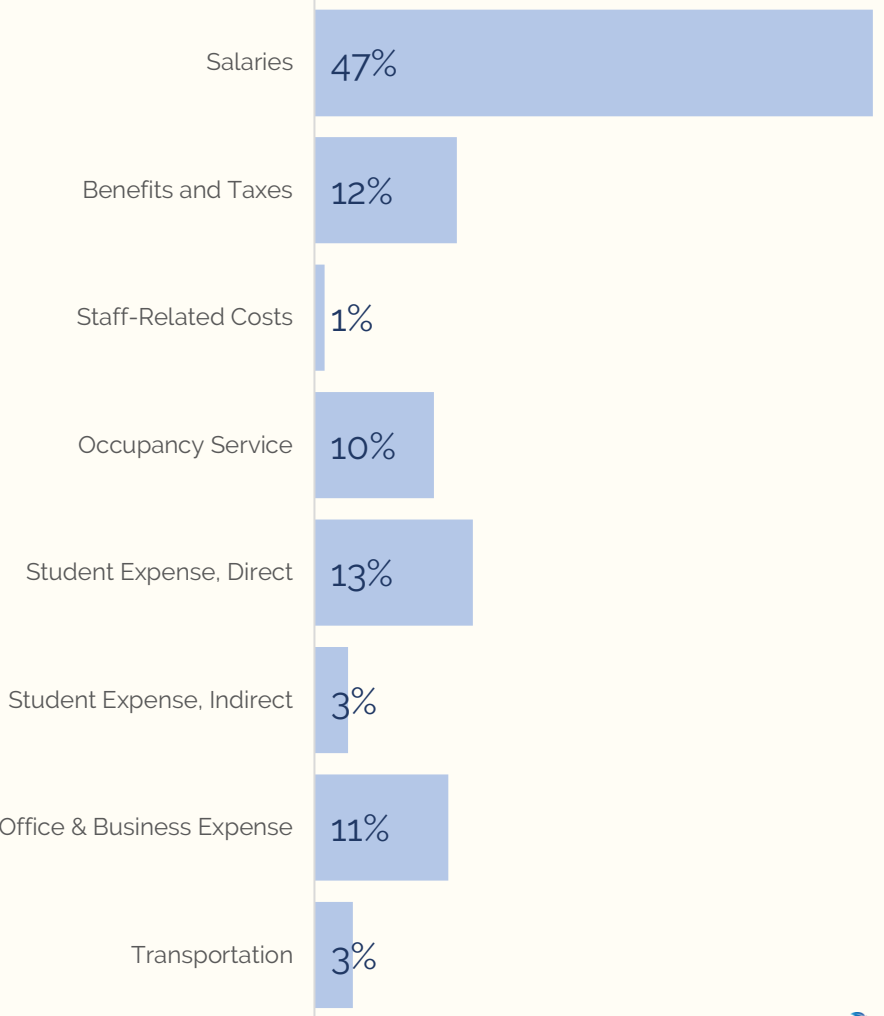
- Staffing
  - Staff increased from 22 to 24 staff
  - Adding support instructional staff
  - Add instructional supplemental pay
- 44% increase in student expense for technology, tutors and curriculum
- 1 additional bus with school logo to expand student transportation
- Expenses return to pre-COVID rates for occupancy and food service.

# Revenue And Expenses

## Categories of Revenue



## Categories of Expense



# Profit and Loss Changes

Income Statement	SY20-21	SY21-22	Difference	Changes
Revenue				
Local Revenue	117,214	137,045	19,831	Prop C Local Revenue increase based on student enrollment
State Revenue	1,202,267	1,248,939	46,672	Increase WADA by 7, with a similar DESE reimbursement rate
Federal Revenue	485,031	917,753	432,722	\$270k additional COVID funds, \$91k in Title funds, \$70k food
Private Grants and Donations	650,000	650,000	(0)	Continue with current fundraising model
Earned Fees	123,921	7,992	(115,929)	Assume \$40k reimburse to KCPS SY21 and assume MOU will continue
<b>Total Revenue</b>	<b>2,578,432</b>	<b>2,961,728</b>	<b>383,296</b>	Income increase driven by federal COVID funding and student enrollment
Operating Expense				
Salaries	1,147,958	1,380,845	(232,887)	2 additional instructional/support staff, supplemental pay and staff annual increases
Benefits and Taxes	280,843	351,973	(71,130)	Adjusted for inflation
Staff-Related Costs	21,347	24,950	(3,603)	Staff PD expense over \$1k per staff annually
Occupancy Service	253,162	295,860	(42,698)	Facility expense at pre-Covid rates, including Security coverage
Student Expense, Direct	272,919	391,902	(118,983)	Investing in Technology, curriculum and returning to athletics
Student Expense, Indirect	10,339	82,630	(72,291)	Food Services continue
Office & Business Expense	307,756	330,558	(22,802)	Standard adjustments for inflation
Transportation	20,782	95,000	(74,218)	Purchase bus, additional gas and driver
<b>Total Expenses</b>	<b>2,315,106</b>	<b>2,953,718</b>	<b>(638,612)</b>	Additional expenses related to increased staffing and supports to return to school
<b>Net Income</b>	<b>263,325</b>	<b>8,010</b>	<b>(255,316)</b>	Assume a break even budget, with flexibility to adjust with available COVID funds

# 3 Year Budget

	SY20-21	SY21-22	SY22-23	SY23-24
<b>Student and Staffing Plan</b>				
Students	142	161	184	202
Employees				
Instructional	12	13	14	15
Support	3	4	4	5
Admin	7	7	8	8
<b>Total Employees</b>	<b>22</b>	<b>24</b>	<b>26</b>	<b>28</b>
<b>DeLaSalle FY22 Budget</b>				
<b>Revenue</b>				
Local Revenue	117,214	137,045	154,613	177,165
State Revenue	1,202,267	1,248,939	1,431,114	1,648,305
Federal Revenue	485,031	917,753	1,841,132	888,345
Private Grants and Donations	650,000	650,000	653,200	656,500
Earned Fees	123,921	7,992	55,200	62,418
<b>Total Revenue</b>	<b>2,578,432</b>	<b>2,961,728</b>	<b>4,135,259</b>	<b>3,432,733</b>
<b>Operating Expense</b>				
Salaries	1,147,958	1,380,845	1,521,330	1,621,970
Benefits and Taxes	280,843	351,973	386,337	410,522
Staff-Related Costs	21,347	24,950	29,370	33,210
Occupancy Service	253,162	295,860	304,736	313,878
Student Expense, Direct	272,919	391,902	461,325	521,648
Student Expense, Indirect	10,339	82,630	97,267	109,986
Office & Business Expense	307,756	330,558	381,645	426,281
Transportation	20,782	95,000	102,971	59,898
<b>Total Operating Expense</b>	<b>2,315,106</b>	<b>2,953,718</b>	<b>3,284,981</b>	<b>3,497,393</b>
<b>Net Operating Income</b>	<b>263,325</b>	<b>8,010</b>	<b>850,278</b>	<b>(64,660)</b>
<b>Ending Cash Balance</b>	<b>782,653</b>	<b>790,663</b>	<b>1,640,941</b>	<b>1,576,281</b>

- The 3 Year Budget outlines a strong cash position and sustainable model
- Staff increase 2 per year
- Significant cash is available from federal ESSER funds to address learning loss
- It will be critical to outline spending plans with restricted funding. Flexibility will be key in addressing unknown needs
- Key question for SY25 and beyond: How will our model remain sustainable once federal dollars are spent?





# QUESTIONS?

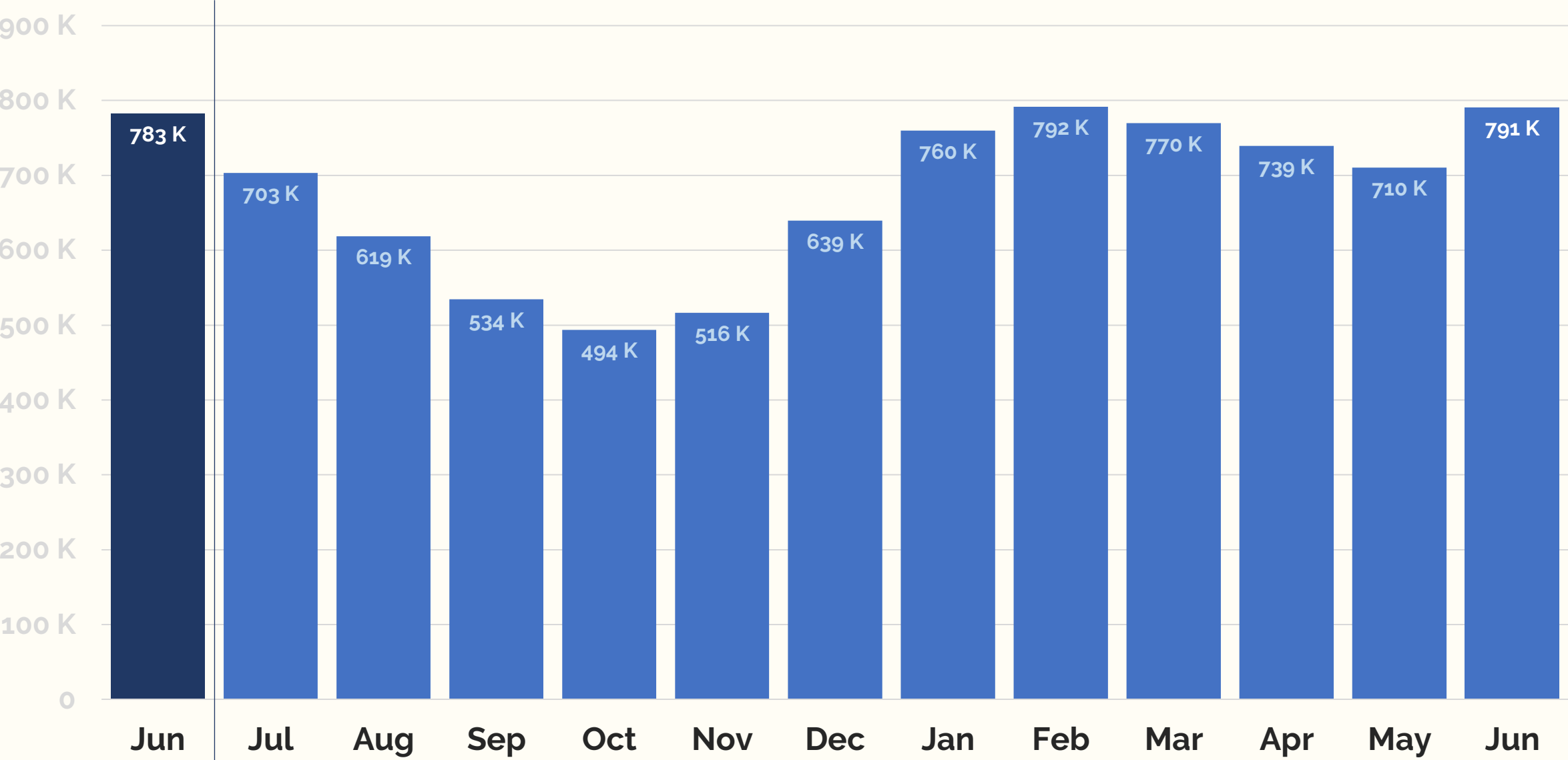
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# Appendix | Monthly Cash



# Appendix | KPI Calculation

## Calculating Days of Cash

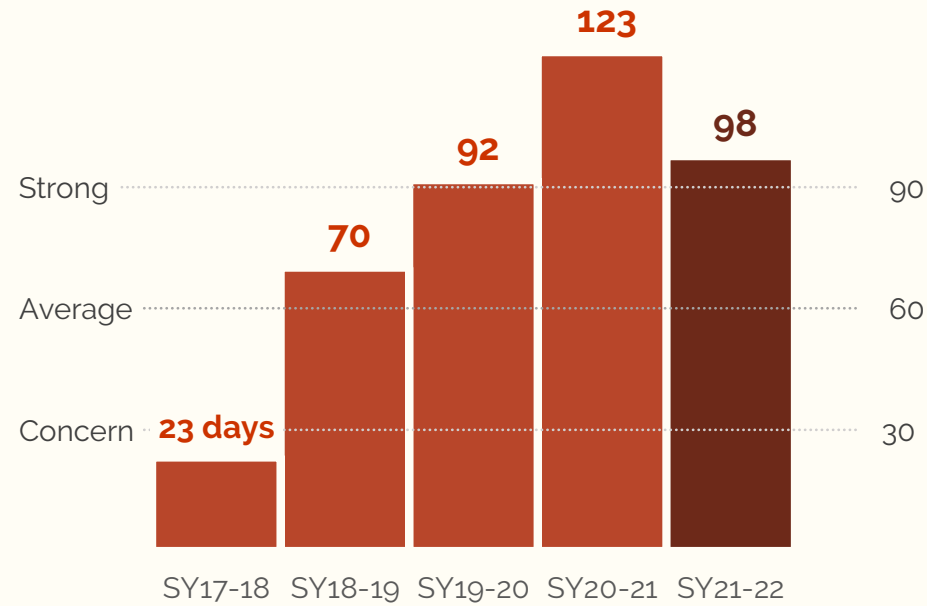
Non-Depr Expenses	2,953,718
Day of Year	365
<b>Daily Expenses</b>	<b>8,092</b>
Ending Cash Balance	790,663
<b>Days of Cash</b>	<b>98</b>

## Calculating Gross Margin

Revenue	2,961,728
Expenses	2,953,718
<b>Net Income</b>	<b>8,010</b>
Revenue	2,961,728
<b>Gross Margin</b>	<b>0%</b>

# Key Performance Indicators | In Context

## Historical Context: Days of Cash



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

The budget predicts that we will end the year with 98 days of cash, which is 26 days worse than the cash forecast for 6/30/21.

### STRONG CASH POSITION

DeLaSalle has demonstrated a sustainable path while continuously growing a strong academic vision.

The FY22 budget predicts an ending cash balance that will provide 98 days of cash