

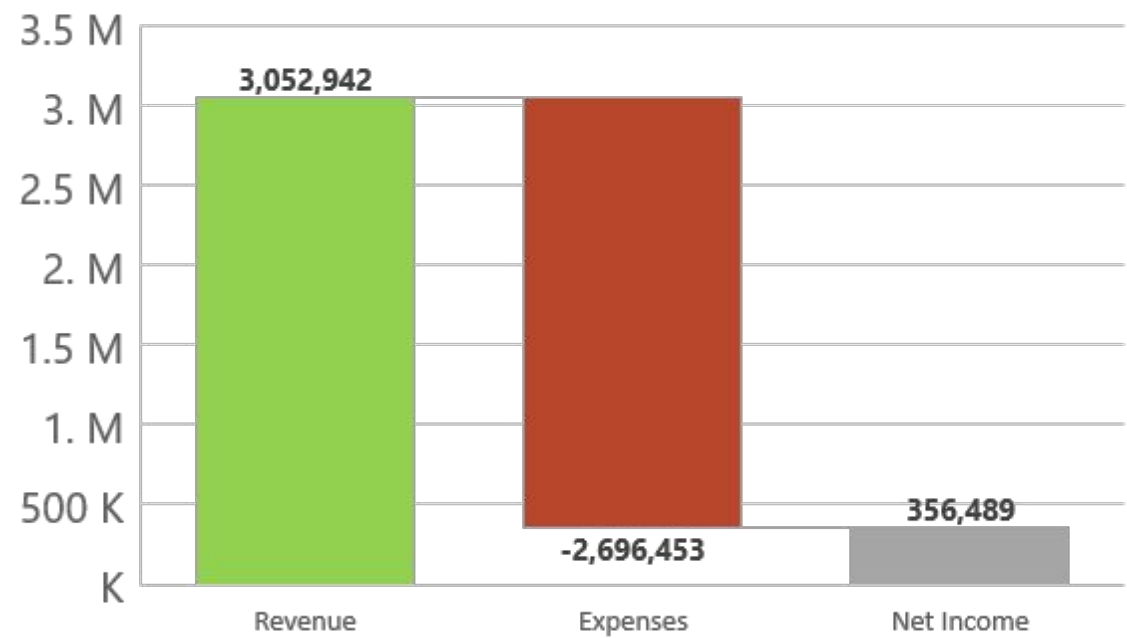


**SY20-21
Budget**

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- **Budget Summary**
- **Key Performance Indicators**
- **Enrollment Assumptions**
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Budget Summary | Net Income



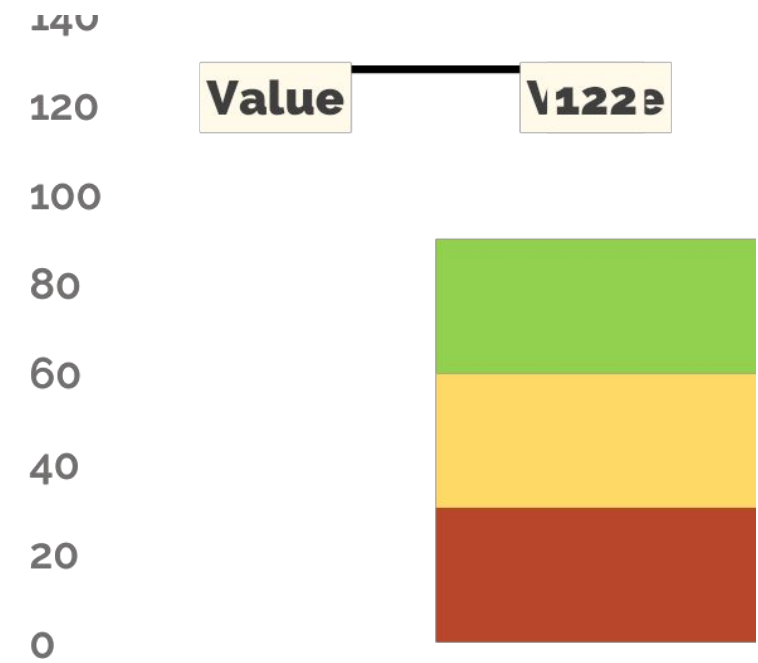
Revenue	3,052,942
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Expenses	2,696,453
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Net Income	356,489
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Key Performance Indicators

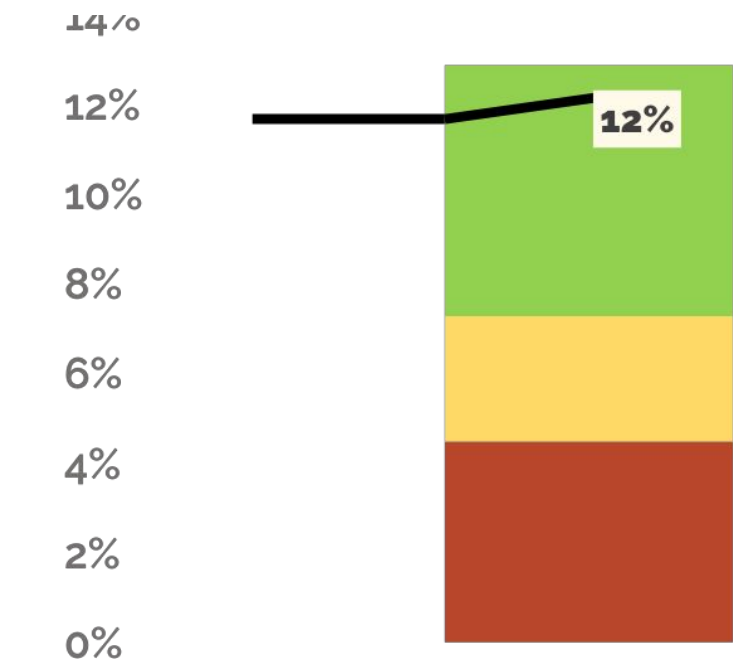
Days of Cash



62 DAYS OF CASH AT YEAR'S END

The school's 122 days of cash is above the recommended 60 days of cash.

Gross Margin

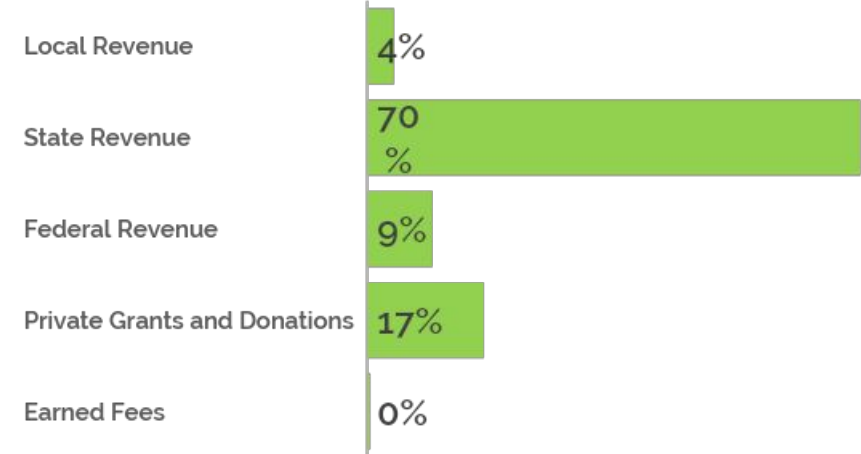


12% GROSS MARGIN

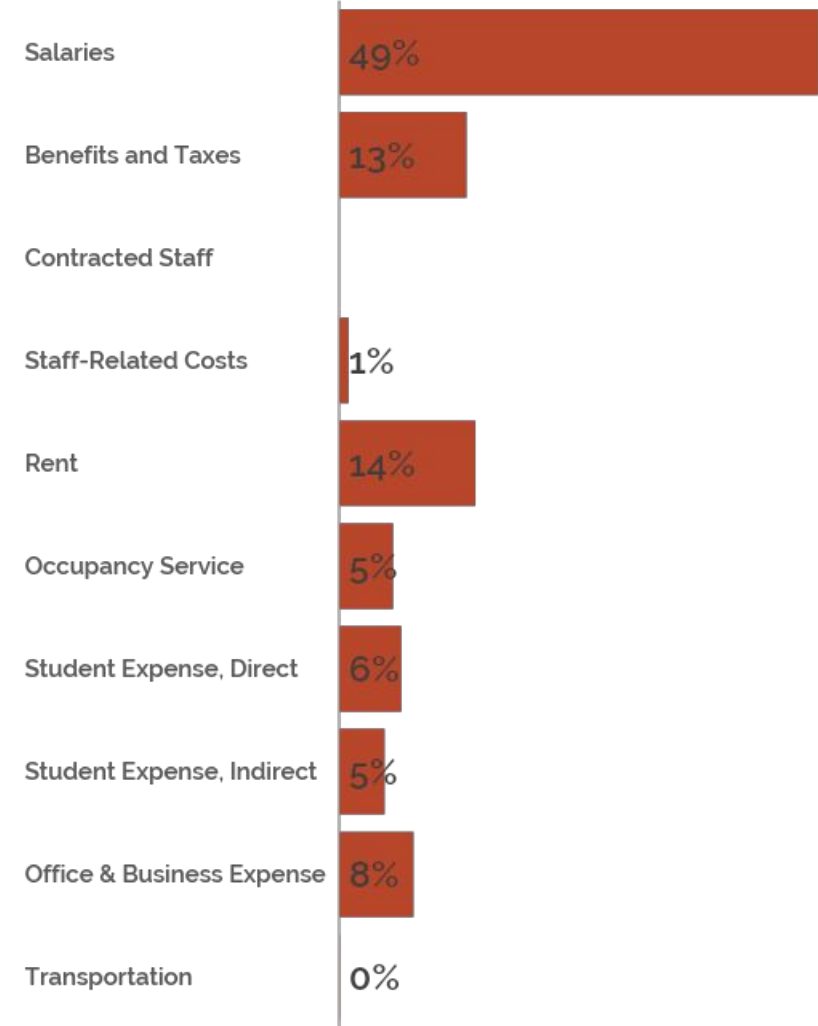
The forecasted net income is \$356K with \$3M in revenue. It yields a 12% gross margin.

Revenue And Expenses

Categories of Revenue

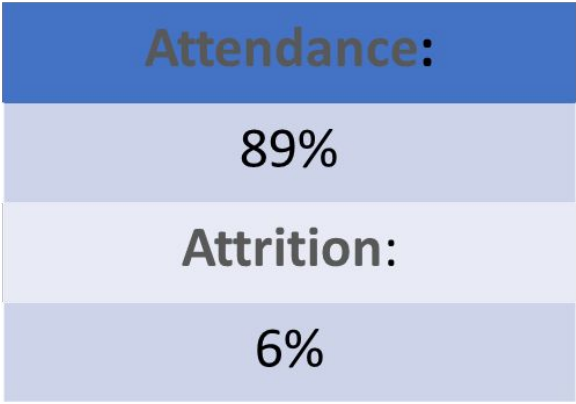
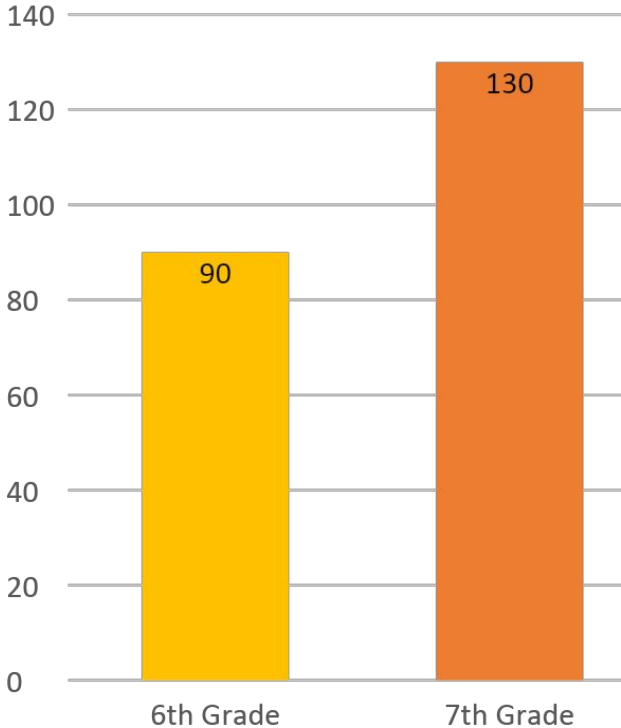


Categories of Expense

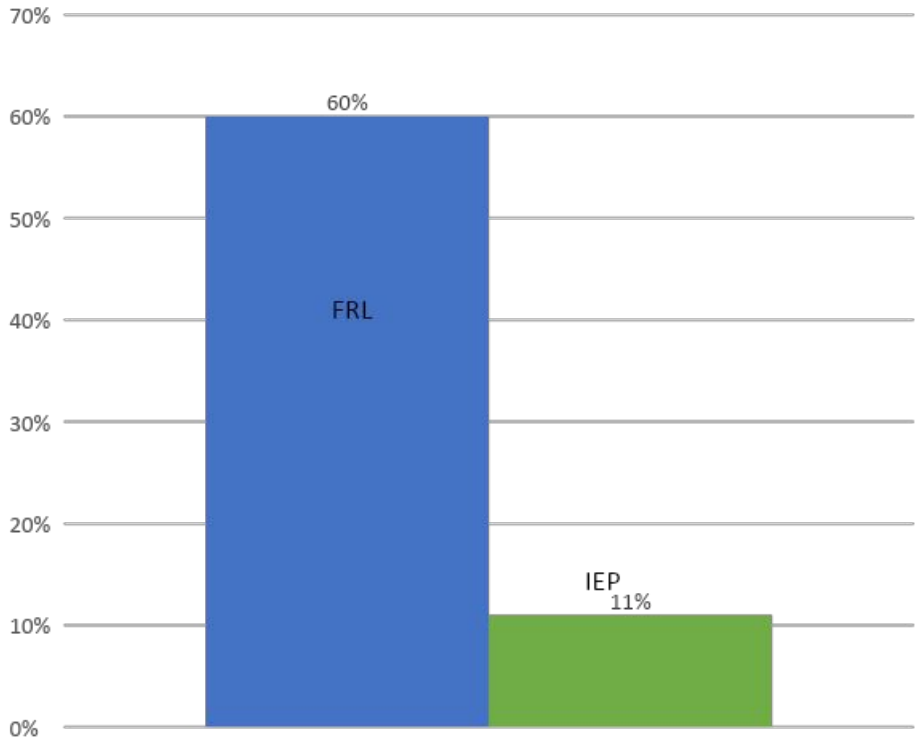


Revenue | Major Drivers

Enrollment



Population



Expenses | Major Drivers

- **SALARIES + Benefits: \$1.6M**

- FTE: 25

- **RENT: \$371.3K**

- 5th floor: \$285K
- 2nd floor: \$86.3K

- **OFFICE EXPENSES: \$212K**

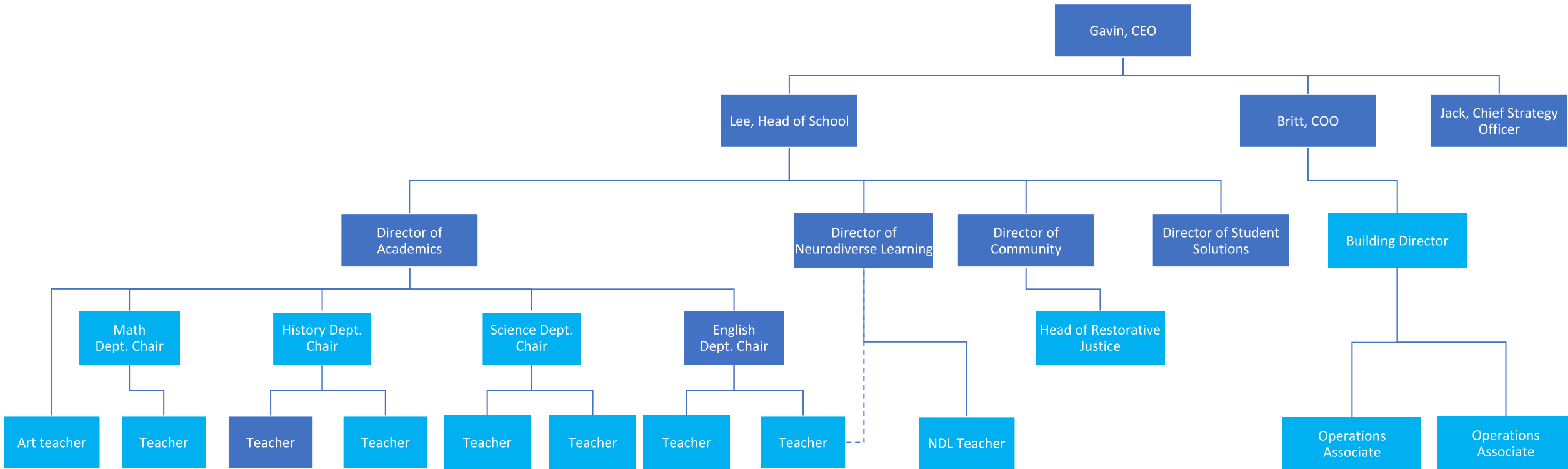
- Vendor spend: \$127K
- Building tech: \$24.5K

- **STUDENT EXPENSES DIRECT: \$169K**

- Professional services¹: \$90K
- Tech spend: \$46.5K

(1) Includes Art teachers, club contractors, and digital learning platforms
Kairos Academies | SY20-21 Budget

Expenses | Key Assumptions



- New Staff
- Returning Staff

Key Performance Indicators | Calculation

Calculating Days of Cash

Total Expenses	2,696,453
Day of Year	360
Daily Expenses	7,490
Ending Cash Balance	910,516
Days of Cash*	122

Calculating Gross Margin

Revenue	3,052,942
Expenses	2,696,453
Net Income	356,489
Revenue	3,052,942
Gross Margin*	12%

Alternative Scenario Assumptions | Low

Income Statement	SY19-20	SY20-21
Event	-	-
Students	113	207
Revenue		
Local Revenue	692	116,242
State Revenue	1,082,414	2,136,638
Federal Revenue	123,672	282,355
Private Grants and Donations	542,084	505,000
Earned Fees	113,953	12,708
Donated Revenue	-	-
Total Revenue	1,862,814	3,052,942
Operating Expense		
Salaries	421,754	1,308,319
Benefits and Taxes	135,540	347,492
Staff-Related Costs	8,497	25,355
Rent	296,875	371,295
Occupancy Service	74,079	146,898
Student Expense, Direct	139,285	169,269
Student Expense, Indirect	42,515	123,707
Office & Business Expense	443,161	202,618
Transportation	2,223	1,500
Donated Expense	-	-
Contingency	-	-
Total Operating Expense	1,563,930	2,696,453
Total Expenses	1,563,930	2,696,453
Net Income	298,885	356,489

Alternative Scenario Assumptions | Low

Analysis	SY19-20	SY20-21
Beginning Cash Balance	270,640	554,027
Net cash increase	283,387	356,489
Ending Cash Balance	554,027	910,516
Available for Debt Service		
Net Income	298,885	356,489
+ Deprecation and Amortization	-	-
+ Interest	-	-
Total Available for Debt Service	298,885	356,489
Debt Service		
Interest	-	-
Principal	-	-
Total Debt Service	-	-
Debt Service Coverage Ratio (DSCR)	N/A	N/A
Daily Expense	4,344	7,490
Days of Cash	128	122
Gross Margin	16%	12%



QUESTIONS?

Please contact your EdOps Finance Specialist:

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