



PNEDG – Early Childhood Education Center

20 años | Camino Nuevo Charter Academy



October 2021

Historical Revenue for the ECE:

- 2004-2005 ECE opens with 2 main sources of revenue
 - State Preschool revenue
 - LAUP revenue
 - Donors
- 2015-2016 LAUP revenue ends – focus on Head Start
 - State Preschool revenue and reserves
 - Donors
- 2020-21
 - Last year of cash on hand and positive net income due to COVID funding.
 - Donors & COVID funding- \$121,925

2021- 22

- State Preschool revenue
- Donors
- 5% cash reserves (18 days)

Budget Summary

	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22 Forecast	2022-23	2023-24	2024-25	2025-26
Total Enrollment			120	120	80	80	80	80	80	80
ADA					76.00	76.00	76.00	76.00	76.00	76.00
% Free and Reduced			98%	98%	98%	98%	98%	98%	98%	98%
% English Language Learners			0%	0%	0%	0%	0%	0%	0%	0%
% Unduplicated Low Income, EL, Foster Youth			98%	98%	98%	98%	98%	98%	98%	98%
INCOME										
8011-8098 - Local Control Funding Formula Sources	-	-	-	-	-	-	-	-	-	-
8100-8299 - Federal Revenue	7,298	-	-	-	-	-	13,347	13,347	13,347	13,347
8300-8399 - Other State Revenue	494,184	557,053	587,058	578,100	583,979	432,026	384,942	384,942	384,942	384,942
8600-8799 - Other Local Revenue	33,998	53,342	29,930	33,917	19,924	103,037	90,368	91,403	92,472	93,369
Grants/Fundraising	46,000	153,521	149,443	100,200	121,925	51,366	-	-	-	-
8999 - Other Prior Year Adjustment	1	(3,125)	-	-	(42,423)	-	-	-	-	-
TOTAL INCOME	581,482	760,791	766,431	714,217	683,405	586,429	488,657	489,694	490,761	491,858
EXPENSE										
1000 - Certificated Salaries	162,896	162,885	163,309	172,155	133,588	154,636	154,046	157,127	160,269	163,474
2000 - Classified Salaries	173,856	182,925	204,157	200,790	141,895	181,490	182,548	186,199	189,923	193,721
3000 - Employee Benefits	64,837	66,548	73,209	78,110	47,492	58,895	72,718	75,376	78,186	81,158
4000 - Supplies	38,256	49,392	33,166	28,521	26,531	29,956	29,085	29,655	30,240	30,842
5000 - Operating Services	207,272	255,289	303,341	305,425	280,957	299,801	294,608	297,548	302,522	303,696
6000 - Capital Outlay	3,357	5,471	5,282	5,466	7,374	8,143	6,988	6,671	6,658	4,356
7000 - Other Outgo	-	-	-	-	-	-	-	-	-	-
TOTAL EXPENSE	650,475	722,511	782,464	790,467	637,838	732,921	739,992	752,575	767,797	777,247
NET INCOME	(68,993)	38,281	(16,034)	(76,250)	45,567	(146,492)	(251,335)	(262,882)	(277,037)	(285,389)
Ending Cash Balance	178,257	224,940	0	22,526	118,941	(49,509)	(417,750)	(676,447)	(949,379)	(1,233,037)
Month with Lowest Ending Cash Balance					Jul: \$	Oct: (\$ 52,630)	Jun: (\$ 418,539)	Jun: (\$ 752,927)	Jun: (\$ 1,026,599)	Jun: (\$ 1,311,019)
5% Reserve Goal	32,524	36,126	39,123	39,523	31,892	36,646	37,000	37,629	38,390	38,862

Next Steps – SHORT TERM:

- Apply for 2 grants for ECE funding - \$35,000
 - Dr. Seuss Foundation
 - Adams-Mastrovich Foundation
- Donor commitment - \$25,000
- CEO/Development Director fundraising

Next Steps – LONG TERM:

Exploring Transitional Kindergarten requirements*:

	Enrollment Requirement	Class Size
Current:	5th birthday between September 2 and December 2*	N/A
2022–23	5th birthday between September 2 and February 2	one adult for every 12 pupils
2023-24	5th birthday between September 2 and April 2	one adult for every 10 pupils
2024-25	5th birthday between September 2 and June 2	one adult for every 10 pupils
2025-26	4th birthday by September 1	one adult for every 10 pupils

*Parent can opt their child into TK instead of Kindergarten if the CNCA Board establishes a criteria to allow for parent choice.

Next Steps - LONG TERM (continued):

- 21-22 TK funding approximate \$100,000 per school – planning (credentialing, program adjustments, facility improvements etc)
- LEA funding - \$14,000 per student compared to about \$5,000 per student for State preschool funding.
- Student Recruitment – What we know
 - 18 current ECE students that qualify for TK
 - 68 current ECE students qualify for K
 - BUR receives 26-29 TK applications annually.

Next Steps - LONG TERM (continued):

- Student Recruitment efforts:
 - Our parents are our best recruiters. We need to target current families and families who have been interested in CNCA in the past.
 - Most of our families in the ECE or BUR live less than a mile (maybe two) from the school. We need to target our recruitment efforts to the neighborhood.
 - Connect with area organizations like pediatric dentists and doctors, parent ed workshops or resources (like WIC), and online parenting groups.
 - Lastly, launch an online social media marketing campaign using our current core messages and emphasize the full-day, bilingual TK program.

Next Steps - LONG TERM (continued):

- Additional impacts:
 - Increased enrollment for BUR – additional leader needed
 - Consider raising rent at the ECE facility to fair market value given the revenue/affordability
 - ECE Staff retention – meeting with HR to match employees to open positions.
- Questions Pending:
 - Can we increase TK at Burlington without a material revision?
 - BUR can successful survive a MR because of their positive standing.