



## Navigator Schools

### Finance Committee Meeting

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#### Date and Time

Thursday June 13, 2024 at 6:00 PM PDT

#### Location

[Join Zoom Meeting](#)

ID: 97158085324

Passcode: 044034

[\(US\) +1 346-248-7799](#)

Passcode: 044034

Meeting host: [ami.ortiz@navigatorschools.org](mailto:ami.ortiz@navigatorschools.org)

Join Zoom Meeting:

<https://navigatorschools.zoom.us/j/97158085324?pwd=Awuf3Q97XXwdGFCv5H2POee9E03yDm.1>

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This meeting will be held in compliance with modified Brown Act requirements as outlined in Executive Order [N-25-20](#).

Individuals in need of a disability-related accommodation, modification, or auxiliary aid/service, should direct requests [via e-mail](#) to Ami Ortiz, Director of Business & Finance

ID: 97158085324

Passcode: 044034

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#### Agenda

	Purpose	Presenter	Time
<b>I. Opening Items</b>			<b>6:00 PM</b>
Opening Items			
<b>A.</b>	Call the Meeting to Order	JP Anderson	1 m
	JP Anderson, committee member and member of the board, will call the meeting to order.		
<b>B.</b>	Record Attendance and Guests	JP Anderson	1 m
	JP Anderson, committee member and member of the board, will identify guests and hold a roll-call vote to take attendance.		
<b>C.</b>	Approve Minutes from Previous Meeting	Approve Minutes JP Anderson	1 m
	Committee members will participate in a roll-call vote on the approval of prior minutes.		
	Approve minutes for Finance Committee Meeting on December 11, 2023		
<b>D.</b>	Public Comments	JP Anderson	1 m
	JP Anderson, committee member and member of the board, will review requests for public comments (if any).		
<b>II. Business and Finance</b>			<b>6:04 PM</b>
<b>A.</b>	3rd Quarter Financial Update	Discuss Noël Russell-Unterburger	35 m
	Noël Russell Unterburger, Chief Financial & Operating Officer, will present a 3rd Quarter Financial Update.		
<b>B.</b>	Financial Policies	Vote Noël Russell-Unterburger	35 m
	Noël Russell Unterburger, Chief Financial & Operating Officer, will present the financial policies for committee approval.		
<b>C.</b>	2024-25 Budget	Vote Noël Russell-Unterburger	40 m
	Noël Russell Unterburger, Chief Financial & Operating Officer, will present the 2024-25 budget for committee approval.		
<b>III. Closing Items</b>			<b>7:54 PM</b>

	Purpose	Presenter	Time
<b>A.</b> Schedule Next Committee Meeting	Discuss	JP Anderson	5 m
The committee will confirm the date and time of its next meeting.			
<b>B.</b> Adjourn Meeting	Vote	JP Anderson	1 m
Members will vote on the approval of meeting adjournment.			

# Coversheet

## Approve Minutes from Previous Meeting

<b>Section:</b>	I. Opening Items
<b>Item:</b>	C. Approve Minutes from Previous Meeting
<b>Purpose:</b>	Approve Minutes
<b>Submitted by:</b>	
<b>Related Material:</b>	Minutes for Finance Committee Meeting on December 11, 2023



# Finance Committee Meeting

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- +1 669 900 6833 US (San Jose)
- +1 689 278 1000 US
- +1 719 359 4580 US
- +1 253 205 0468 US
- +1 253 215 8782 US (Tacoma)
- +1 346 248 7799 US (Houston)
- +1 360 209 5623 US
- +1 386 347 5053 US
- +1 507 473 4847 US

Meeting ID: 975 4597 0637

Passcode: 445473

Find your local number: <https://navigatorschools.zoom.us/j/97545970637>

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This meeting will be held in compliance with the Brown Act.

Individuals in need of a disability-related accommodation, modification, or auxiliary aid/service, should direct requests to Tom Peraic, General Counsel, at [tom.peraic@navigatorschools.org](mailto:tom.peraic@navigatorschools.org)

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#### **Committee Members Present**

Ian Connell (remote), Jaime Quiroga (remote)

#### **Committee Members Absent**

JP Anderson

#### **Guests Present**

Ami Ortiz (remote), Caprice Young (remote), Christopher Copus (remote), Lili Huang (remote), Noël Russell-Unterburger (remote), Tom Peraic (remote)

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### **I. Opening Items**

#### **A. Record Attendance and Guests**

#### **B. Call the Meeting to Order**

Ian Connell called a meeting of the Finance Committee of Navigator Schools to order on Monday Dec 11, 2023 at 3:02 PM.

#### **C. Public Comments**

There were no public comments.

#### **D. Approve Minutes from Previous Meeting**

Ian Connell made a motion to approve the minutes from Finance Committee on 06-12-23.  
Jaime Quiroga seconded the motion.  
The committee **VOTED** unanimously to approve the motion.

**Roll Call**

Ian Connell     Aye  
Jaime Quiroga   Aye  
JP Anderson     Absent

**II. Business and Finance**

**A. Opening Remarks**

Noël Russell-Unterburger expressed appreciation to the Board Members Ian Connell and Jaime Quiroga for their attendance.

**B. 22-23 Draft Audited Financial Reports**

Noël Russell-Unterburger led the discussion of the draft audited financial reports. As of 12/01/23 Navigator has a net income positive. We have hired additional staff and there has been alignment between SGI wages and fair market value to reduce attrition and improve hiring success. Guest Lili Huang led a discussion concerning audit issues and updates. Extension is in place until 03/31/24 and will be discussed further at an upcoming Board meeting.

**C. YTD Actuals through October October 31, 2023**

Noël Russell-Unterburger led the discussion and shared this data with the committee.

**D. Investment Policy Implementation**

Noël Russell-Unterburger led the discussion and shared that we have a good investment policy but we need to create an Investment Committee. Goals are short term investment strategies and investment grade bonds.

**E. Cash Flow forecasting without Elementary and Secondary School Emergency Relief (ESSER) Fund**

Noël Russell-Unterburger led the discussion. She shared specifically around ESSR that she is identifying additional expenditures and identifying funding streams. ESSR 09/24.

**III. Closing Items**

**A. Adjourn Meeting**

Jaime Quiroga made a motion to Adjourn.  
Ian Connell seconded the motion.  
The committee **VOTED** unanimously to approve the motion.

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 4:00 PM.

Respectfully Submitted,  
Tom Peraic



# Coversheet

## 3rd Quarter Financial Update

<b>Section:</b>	II. Business and Finance
<b>Item:</b>	A. 3rd Quarter Financial Update
<b>Purpose:</b>	Discuss
<b>Submitted by:</b>	
<b>Related Material:</b>	NS 2023-24 April 2024 Financial Update 6.13.24.pdf



Date: June 13, 2024

To: Finance Committee

From: Noël Russell-Unterburger, Chief Financial & Operating Officer

Subject: 2023-24 Budget vs. Actuals as of April 30, 2024

The enclosed financial report presents Navigator Schools' financial performance for the 2023-24 fiscal year, covering the year-to-date Budget vs. Actuals through April 30, 2024, including year end projections. This narrative provides a comprehensive analysis of the organization's revenue, expenditures, and overall financial position.

In 2023-24, we embarked on a transformative journey, focusing on key strategic objectives to drive our mission of providing high-quality education and ensuring the long-term success of our scholars. We focused on key initiatives to support and prioritize student success and well-being, organizational development and equity, and financial stability and growth. These areas represent the core pillars of our approach to foster a supportive and equitable environment for staff and students, and ensure the long-term financial viability of the organization, setting the stage for future growth and success.

While these strategic investments and initiatives contributed to higher-than-expected expenses in the 2023-24 fiscal year, they were essential for Navigator Schools to adapt to the evolving educational landscape, address critical challenges, and position itself for growth and long-term success. The following financial report provides a detailed analysis of the organization's revenue, expenditures, and overall financial position during this transformative year.

#### Enrollment and ADA:

The expected enrollment for the 2023-24 academic year is projected to be 1,763 students, exceeding the board-approved budget by 22 students. However, the Average Daily Attendance (ADA) is currently at 1,622 students, which is 52 students below the budgeted figure of 1,674. The Approved Budget assumed an ADA rate of 96% and it is coming in at 94%, representing a 2% decrease.

#### Revenue Analysis:

The projected total revenue for the 2023-24 fiscal year is \$31,963,446, which is \$110,644 higher than the Approved Budget of \$31,852,802.

- The most significant variance is in LCFF Revenue, which is projected to be \$601,702 lower than budgeted, primarily due to the lower-than-expected ADA.
- Federal Revenue and Other Local Revenue are trending on budget.

- Other State Revenue and Donations & Grants are projected to exceed the Approved Budget by \$522,713 and \$189,633, respectively, offsetting the LCFF Revenue shortfall.

### Expenditure Analysis:

Total projected expenditures for the 2023-24 fiscal year are \$33,359,733, exceeding the Approved Budget by \$1,427,346 or 4.5%. The main contributors to this overspend are:

1. Salaries: Projected to be \$331,667 over budget due to adjustments in pay rates for staff that addressed compensation equity and competitiveness issues with hourly and director positions.
2. Benefits & Taxes: Projected to be \$331,933 over budget, aligning with the increase in staff salaries.
3. Services & Other Operating Expenses: Projected to be \$1,419,129 over the Approved Budget. The overrun is attributed to the investments in operational enhancement that include the following:
  - Increasing our media and communications reach - \$90k (cost was not included in the Approved Budget)
  - Grant writing for growth, replication and expansion planning - \$135k even though the cost was not included in the Approved Budget this investment has increased our grant revenue with a \$1.2M Community Schools grant award.
  - Establishing a baseline DEIA Audit to inform our long-term strategy and planning - \$52k (cost was not included in the Approved Budget)
  - Investments in leadership Professional Development \$70k (\$50k over budget)
  - Specialized legal services needed for material revision, facility/SB740, general HR and employment compliance \$222k (\$121k over budget)
  - Revenue support, LCAP development, interim and financial reporting review \$40k (cost was not included in the Approved Budget)
  - Tech, software and subscriptions \$107k (\$56k over budget). Includes new budget management software.
  - Accounting fees are \$140k (\$100k over budget). The cost included additional reconciliation work for 2023 audit.
  - Travel \$196k (\$149k over budget). Travel is higher due to several out-of-state charter and professional training conferences (especially CSGF, CSDC and Valor), it also includes various staff training for school and support office leadership.
4. Books & Supplies: Projected to be \$420,883 under the Approved Budget, resulting in moderate cost savings. The reduced expenditure in this area was largely due to minimal spending in the Arts & Music category.

### Net Operating Position and Capital Expenditures:

Navigator Schools is projecting a net operating deficit of \$1,396,287 which is \$1,316,702 higher than the budgeted deficit of \$79,585. This is primarily attributed to the higher-than-expected expenses in Salaries, Benefits & Taxes, and Services & Other Operating Expenses, which outweigh the savings from Books & Supplies and additional revenue from Other State Revenue and Donations & Grants.

Capital Outlay is projected to be \$234,500 below budget, indicating adjustments in planned capital projects.

Financial Position and Future Outlook:

The ending net assets for the 2023-24 fiscal year are projected to be \$10,171,879, a decrease of \$1,285,053 from the beginning net assets of \$11,456,932.

We made substantial financial investments in 2023-24 to enhance our high-quality instructional model, elevate our professional services and create a more efficacious operational environment. The implementation of these initiatives was essential to adapt to the evolving educational landscape, address critical challenges and position itself for long term sustainability and growth.

To address the future implications of the 2023-24 financial deficit, we consider the inherent risks with deficit spending, analyze the ROI on investments, and develop contingencies for the unknown and unseen circumstances for the upcoming 2024-25 year.

We have developed a conservative outlook for 2024-25 that includes changes to our financial picture including adjustments required due to expiring ESSER funding, conservatively forecast our ADA% to an attainable level, proactively planned and implemented cost control measures, operational efficiency initiatives, and resource optimization strategies. These measures aim to align actual expenses with budget projections and prevent overruns in the future. Additionally, periodic reviews of revenue projections, particularly LCFF revenue, will be conducted in partnership with EdTec to validate enrollment and attendance assumptions and account for potential changes in funding rates.

Navigator Schools remains committed to being responsible stewards of public funds while delivering an excellent academic model for its students. Our team values the governance and guidance provided by the Board of Directors and seeks their insights and recommendations to effectively shape its future growth strategy.

**Navigator Schools**  
**Statement of Activities**  
**Budget vs. Actual**  
**As of April 30, 2024**

**Consolidated**

	2023-24 Board Approved Budget	2023-24 YTD Actuals (Enrollment data is based on P2 reports)	2023-24 Projected Actuals	2023-24 \$ Variance (Projection v. Budget) (under) / + over
Enrollment	1741	1763	1763	22
ADA	1674	1622	1622	-52
ADA %	96%	94%	94%	-2%

**REVENUE:**

LCFF Revenue	\$ 21,115,186	\$ 15,250,788	\$ 20,513,484	\$ (601,702)
Federal Revenue	2,810,272	628,734	2,810,272	-
Other State Revenue	4,309,919	3,860,143	4,832,631	522,713
Donations & Grants	567,000	757,517	756,633	189,633
Other Local Revenue	94,300	46,933	94,300	-
CMO Management Fees	2,956,126	2,217,142	2,956,126	-
Total Revenue	31,852,802	22,761,257	31,963,446	110,644

**EXPENDITURES:**

Salaries	\$ 16,832,998	\$ 14,138,975	\$ 17,164,665	\$ 331,667
Benefits & Taxes	4,571,516	4,114,519	4,903,449	331,933
Books & Supplies	1,977,292	1,390,057	1,556,409	(420,883)
Services & Other Operating Expense	5,248,721	5,877,618	6,667,850	1,419,129
CMO Management Fees	2,956,126	2,217,142	2,956,126	-
Capital Outlay	345,734	55	111,234	(234,500)
Total Expenditures	31,932,387	27,738,366	33,359,733	1,427,346

**Revenue Less Expenditures**

<b>\$ (79,585)</b>	<b>\$ (4,977,109)</b>	<b>\$ (1,396,287)</b>	<b>\$ (1,316,702)</b>
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GAAP Adjustments:

Revenue Less Expenditures	\$ (79,585)	\$ (4,977,109)	\$ (1,396,287)
Add back Capital Outlay to Net income	345,734	55	111,234
Subtract Depreciation Expense	-	-	-
Net Income /(Loss)	\$ 266,149	\$ (4,977,054)	\$ (1,285,053)

Beginning Net Assets	11,352,638	11,456,932
Net Income /(Loss)	266,149	(1,285,053)
Ending Net Assets*	\$ 11,618,787	\$ 10,171,879
Net Assets Target (25% of Projected Expenses)		8,339,933

LCFF Analysis	Budget	Projection	Variance
Gen Purpose	\$ 15,587,734	\$ 14,235,770	\$ (1,351,964)
EPA	\$ 1,157,110	\$ 984,290	\$ (172,820)
ILPT	\$ 4,370,342	\$ 5,293,424	\$ 923,082
Variance	\$ 21,115,186	\$ 20,513,484	\$ (601,702)

**Navigator Schools**  
**Statement of Activities**  
**Budget vs. Actual**  
**As of April 30, 2024**

**Gilroy Prep**

	2023-24 Board Approved Budget	2023-24 YTD Actuals (Enrollment data is based on P2 reports)	2023-24 Projected Actuals	2023-24 \$ Variance (Projection v. Budget) (under) / + over
Enrollment	540	547	547	7
ADA	524	512	512	-12
ADA %	97%	95%	95%	-2%

**REVENUE:**

LCFF Revenue	\$ 6,089,066	\$ 4,674,796	\$ 5,948,446	\$ (140,620)
Federal Revenue	850,802	353,894	850,802	-
Other State Revenue	1,091,413	782,866	1,091,413	-
Donations & Grants	7,500	5,044	7,500	-
Other Local Revenue	20,000	20,851	20,000	-
CMO Management Fees	-	-	-	-
Total Revenue	8,058,781	5,837,451	7,918,161	(140,620)

**EXPENDITURES:**

Salaries	\$ 4,244,656	\$ 3,569,130	\$ 4,454,570	\$ 209,914
Benefits & Taxes	1,204,412	1,052,189	1,253,373	48,961
Books & Supplies	514,244	408,593	490,575	(23,669)
Services & Other Operating Expense	1,223,339	1,083,790	1,289,876	66,537
CMO Management Fees	852,469	639,352	852,469	-
Capital Outlay	111,234	-	111,234	-
Total Expenditures	8,150,354	6,753,054	8,452,097	301,743

**Revenue Less Expenditures**

<b>\$ (91,573)</b>	<b>\$ (915,603)</b>	<b>\$ (533,936)</b>	<b>\$ (442,363)</b>
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GAAP Adjustments:

Revenue Less Expenditures	\$ (91,573)	\$ (915,603)	\$ (533,936)
Add back Capital Outlay to Net income	111,234	-	111,234
Subtract Depreciation Expense	-	-	-
Net Income /(Loss)	<u>\$ 19,661</u>	<u>\$ (915,603)</u>	<u>\$ (422,702)</u>

Beginning Net Assets	2,523,207	3,063,451
Net Income /(Loss)	19,661	(422,702)
Ending Net Assets*	<u>\$ 2,542,868</u>	<u>\$ 2,640,749</u>
Net Assets Target (25% of Projected E		2,113,024

LCFF Analysis	Budget	Projection	Variance
Gen Purpose	\$ 2,944,116	\$ 2,447,302	\$ (496,814)
EPA	\$ 926,000	\$ 762,420	\$ (163,580)
ILPT	\$ 2,218,950	\$ 2,738,724	\$ 519,774
Variance	\$ 6,089,066	\$ 5,948,446	\$ (140,620)

**Navigator Schools**  
**Statement of Activities**  
**Budget vs. Actual**  
**As of April 30, 2024**

**Hollister Prep**

	2023-24 Board Approved Budget	2023-24 YTD Actuals (Enrollment data is based on P2 reports)	2023-24 Projected Actuals	2023-24 \$ Variance (Projection v. Budget) (under) / + over
Enrollment	540	543	543	3
ADA	524	507	507	-17
ADA %	97%	95%	95%	-2%

**REVENUE:**

LCFF Revenue	\$ 6,350,849	\$ 4,249,438	\$ 6,091,674	\$ (259,175)
Federal Revenue	669,006	1,846	669,006	-
Other State Revenue	1,091,705	1,070,793	1,091,705	-
Donations & Grants	7,500	12,190	7,500	-
Other Local Revenue	20,000	10,408	20,000	-
CMO Management Fees				-
Total Revenue	8,139,060	5,344,675	7,879,885	(259,175)

**EXPENDITURES:**

Salaries	\$ 4,306,298	\$ 3,435,172	\$ 4,088,996	\$ (217,302)
Benefits & Taxes	1,187,798	1,085,882	1,296,306	108,508
Books & Supplies	359,805	123,727	137,701	(222,104)
Services & Other Operating Expense	1,318,437	1,147,233	1,268,707	(49,730)
CMO Management Fees	889,119	666,839	889,119	-
Capital Outlay	45,000	55		(45,000)
Total Expenditures	8,106,458	6,458,908	7,680,829	(425,629)

**Revenue Less Expenditures**

<b>\$ 32,603</b>	<b>\$ (1,114,233)</b>	<b>\$ 199,057</b>	<b>\$ 166,454</b>
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GAAP Adjustments:

Revenue Less Expenditures	\$ 32,603	\$ (1,114,233)	\$ 199,057
Add back Capital Outlay to Net income	45,000	55	-
Subtract Depreciation Expense	-	-	-
Net Income /(Loss)	<u>\$ 77,603</u>	<u>\$ (1,114,178)</u>	<u>\$ 199,057</u>

Beginning Net Assets	2,612,729	2,949,630
Net Income /(Loss)	77,603	199,057
Ending Net Assets*	<u>\$ 2,690,332</u>	<u>\$ 3,148,687</u>
Net Assets Target (25% of Projected E		1,920,207

LCFF Analysis	Budget	Projection	Variance
Gen Purpose	\$ 4,753,078	\$ 4,220,693	\$ (532,385)
EPA	\$ 104,760	\$ 101,420	\$ (3,340)
ILPT	\$ 1,493,011	\$ 1,769,561	\$ 276,550
Variance	\$ 6,350,849	\$ 6,091,674	\$ (259,175)

**Navigator Schools**  
**Statement of Activities**  
**Budget vs. Actual**  
**As of April 30, 2024**

**Watsonville Prep**

	2023-24 Board Approved Budget	2023-24 YTD Actuals (Enrollment data is based on P2 reports)	2023-24 Projected Actuals	2023-24 \$ Variance (Projection v. Budget) (under) / + over
Enrollment	460	461	461	1
ADA	437	417	417	-20
ADA %	95%	93%	93%	-2%

**REVENUE:**

LCFF Revenue	\$ 6,097,286	\$ 4,701,734	\$ 6,095,053	\$ (2,233)
Federal Revenue	957,910	169,482	957,910	-
Other State Revenue	1,471,168	1,389,325	1,798,261	327,093
Donations & Grants	1,500	150	1,500	-
Other Local Revenue	7,300	9,433	7,300	-
CMO Management Fees				-
Total Revenue	8,535,164	6,270,124	8,860,024	324,860

**EXPENDITURES:**

Salaries	\$ 3,628,039	\$ 3,170,621	\$ 3,745,228	\$ 117,189
Benefits & Taxes	1,032,457	922,462	1,101,382	68,925
Books & Supplies	612,576	437,094	494,554	(118,022)
Services & Other Operating Expense	1,676,556	1,690,365	1,897,443	220,887
CMO Management Fees	853,620	640,215	853,620	-
Capital Outlay	25,000	-		(25,000)
Total Expenditures	7,828,248	6,860,757	8,092,227	263,979

**Revenue Less Expenditures**

<b>\$ 706,916</b>	<b>\$ (590,633)</b>	<b>\$ 767,797</b>	<b>\$ 60,881</b>
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GAAP Adjustments:

Revenue Less Expenditures	\$ 706,916	\$ (590,633)	\$ 767,797
Add back Capital Outlay to Net income	25,000	-	-
Subtract Depreciation Expense	-	-	-
Net Income /(Loss)	<u>\$ 731,916</u>	<u>\$ (590,633)</u>	<u>\$ 767,797</u>

Beginning Net Assets	1,694,212	1,194,682
Net Income /(Loss)	731,916	767,797
Ending Net Assets*	<u>\$ 2,426,128</u>	<u>\$ 1,962,479</u>
Net Assets Target (25% of Projected E		2,023,057

LCFF Analysis	Budget	Projection	Variance
Gen Purpose	\$ 6,009,886	\$ 6,011,589	\$ 1,703
EPA	\$ 87,400	\$ 83,464	\$ (3,936)
ILPT	\$ -	\$ -	\$ -
Variance	\$ 6,097,286	\$ 6,095,053	\$ (2,233)



**Navigator Schools**  
**Statement of Activities**  
**Budget vs. Actual**  
**As of April 30, 2024**

**Hayward Collegiate**

	2023-24 Board Approved Budget	2023-24 YTD Actuals (Enrollment data is based on P2 reports)	2023-24 Projected Actuals	2023-24 \$ Variance (Projection v. Budget) (under) / + over
Enrollment	201	212	212	11
ADA	189	185	185	-4
ADA %	94%	95%	95%	1%

**REVENUE:**

LCFF Revenue	\$ 2,577,985	\$ 1,624,820	\$ 2,378,311	\$ (199,674)
Federal Revenue	332,553	103,512	332,553	-
Other State Revenue	655,633	471,276	851,252	195,620
Donations & Grants	50,500	180,120	180,120	129,620
Other Local Revenue	2,000	1,517	2,000	-
CMO Management Fees				-
Total Revenue	3,618,671	2,381,245	3,744,236	125,566

**EXPENDITURES:**

Salaries	\$ 2,030,826	\$ 1,663,349	\$ 1,998,416	\$ (32,410)
Benefits & Taxes	427,571	462,919	552,475	124,904
Books & Supplies	444,517	327,594	332,620	(111,897)
Services & Other Operating Expense	544,047	609,043	683,953	139,906
CMO Management Fees	360,918	270,736	360,918	-
Capital Outlay	164,500	-		(164,500)
Total Expenditures	3,972,379	3,333,641	3,928,382	(43,997)

**Revenue Less Expenditures**

<b>\$ (353,708)</b>	<b>\$ (952,396)</b>	<b>\$ (184,146)</b>	<b>\$ 169,563</b>
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GAAP Adjustments:

Revenue Less Expenditures	\$ (353,708)	\$ (952,396)	\$ (184,146)
Add back Capital Outlay to Net income	164,500	-	-
Subtract Depreciation Expense	-	-	-
Net Income /(Loss)	<u>\$ (189,208)</u>	<u>\$ (952,396)</u>	<u>\$ (184,146)</u>

Beginning Net Assets	2,009,910	1,487,913
Net Income /(Loss)	(189,208)	(184,146)
Ending Net Assets*	<u>\$ 1,820,702</u>	<u>\$ 1,303,767</u>
Net Assets Target (25% of Projected E		982,095

LCFF Analysis	Budget	Projection	Variance
Gen Purpose	\$ 1,880,654	\$ 1,556,186	\$ (324,468)
EPA	\$ 38,950	\$ 36,986	\$ (1,964)
ILPT	\$ 658,381	\$ 785,139	\$ 126,758
Variance	\$ 2,577,985	\$ 2,378,311	\$ (199,674)

**Navigator Schools**  
**Statement of Activities**  
**Budget vs. Actual**  
**As of April 30, 2024**

**CMO**

	2023-24 Board Approved Budget	2023-24 YTD Actuals	2023-24 Projected Actuals	2023-24 \$ Variance (Projection v. Budget) (under) / + over
Enrollment				
ADA				
ADA %				
<b>REVENUE:</b>				
LCFF Revenue	\$ -	\$ -	\$ -	\$ -
Federal Revenue	-	-	-	-
Other State Revenue	-	145,883	-	-
Donations & Grants	500,000	560,013	560,013	60,013
Other Local Revenue	45,000	4,724	45,000	-
CMO Management Fees	2,956,126	2,217,142	2,956,126	-
Total Revenue	3,501,126	2,927,762	3,561,139	60,013
<b>EXPENDITURES:</b>				
Salaries	\$ 2,623,179	\$ 2,300,703	\$ 2,877,455	\$ 254,276
Benefits & Taxes	719,278	591,067	699,913	(19,365)
Books & Supplies	46,150	93,049	100,959	54,809
Services & Other Operating Expense	486,342	1,347,187	1,527,871	1,041,529
CMO Management Fees	-	-	-	-
Capital Outlay	-	-	-	-
Total Expenditures	3,874,949	4,332,006	5,206,198	1,331,249
<b>Revenue Less Expenditures</b>	<b>\$ (373,823)</b>	<b>\$ (1,404,244)</b>	<b>\$ (1,645,059)</b>	<b>\$ (1,271,236)</b>
<u>GAAP Adjustments:</u>				
Revenue Less Expenditures	\$ (373,823)	\$ (1,404,244)	\$ (1,645,059)	
Add back Capital Outlay to Net incom	-	-	-	
Subtract Depreciation Expense	-	-	-	
Net Income /(Loss)	<u>\$ (373,823)</u>	<u>\$ (1,404,244)</u>	<u>\$ (1,645,059)</u>	
Beginning Net Assets	2,512,580		2,761,256	
Net Income /(Loss)	(373,823)		(1,645,059)	
Ending Net Assets*	<u>\$ 2,138,757</u>		<u>\$ 1,116,197</u>	
Net Assets Target (25% of Projected E			1,301,550	

# Coversheet

## 2024-25 Budget

<b>Section:</b>	II. Business and Finance
<b>Item:</b>	C. 2024-25 Budget
<b>Purpose:</b>	Vote
<b>Submitted by:</b>	
<b>Related Material:</b>	NS 2024-25 Proposed Budget-6.13.24.pdf Proposed Budget 2024-25nru.pptx.pdf NS 2024-25 Proposed Budget summary-6.13.24.pdf NS 2024-25 Growth plan summary budget.pdf

**Navigator Schools**  
**Statement of Activities**  
**Proposed Budget**  
**2024-25**

**Consolidated**

	2023-24 Board Approved Budget	2023-24 Projected Actuals (Enrollment data is based on P2 reports)	2024-25 Proposed Budget	Net \$ Change (2024-25 Proposed Budget vs. 2023-24 Approved)
Enrollment	1741	1763	1920	179
ADA	1674	1622	1811	137
ADA %	96%	92%	94%	-2%

**REVENUE:**

LCFF Revenue	\$ 21,115,186	\$ 20,513,484	\$ 23,514,681	\$ 2,399,495
Federal Revenue	2,810,272	2,810,272	2,031,621	(778,651)
Other State Revenue	4,309,919	4,832,631	6,947,634	2,637,715
Donations & Grants	567,000	756,633	542,000	(25,000)
Local Revenue	94,300	94,300	249,300	155,000
CMO Management Fees	2,956,126	2,956,126	3,757,921	801,795
Total Revenue	31,852,802	31,963,446	37,043,157	5,190,355

**EXPENDITURES:**

Salaries	\$ 16,832,998	\$ 17,164,665	\$ 20,760,645	\$ 3,927,647
Benefits & Taxes	4,571,516	4,903,449	5,048,985	477,469
Books & Supplies	1,977,292	1,556,409	1,928,870	(48,422)
Services & Other Operating Expense	5,248,721	6,667,850	4,537,383	(711,338)
CMO Management Fees	2,956,126	2,956,126	3,757,921	801,795
Capital Outlay	345,734	111,234	830,114	484,380
Total Expenditures	31,932,387	33,359,733	36,863,918	4,931,531

**Revenue Less Expenditures**

<b>\$ (79,585)</b>	<b>\$ (1,396,287)</b>	<b>\$ 179,239</b>	<b>\$ 258,824</b>
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GAAP Adjustments:

Revenue Less Expenditures	\$ (79,585)	\$ (1,396,287)	\$ 179,239
Add back Capital Outlay to Net income	345,734	111,234	830,114
Subtract Depreciation Expense	-	-	-
Net Income /(Loss)	<u>\$ 266,149</u>	<u>\$ (1,285,053)</u>	<u>\$ 1,009,353</u>

Beginning Net Asset Balance	11,352,638	11,456,932	10,171,879
Net Income /(Loss)	266,149	(1,285,053)	1,009,353
Ending Net Asset Balance	<u>\$ 11,618,787</u>	<u>\$ 10,171,879</u>	<u>\$ 11,181,232</u>

Net Asset Target (25% of 2024-25 Proposed Budget Expenses)	9,215,980
Net Asset Balance before adjustment (% of 2024-25 Proposed Budget Expenses)	30%

Board Designated Net Assets

*Board Designated Reserve for growth strategy planning	(589,011)
% of Net Assets to be used for growth strategy planning	-5.27%
*2024-25 Proposed Ending Fund Balance	<u>\$ 10,592,221</u>
*2024-25 Proposed Net Asset Balance after 2024-25 growth expenses	29%

**Navigator Schools**  
**Statement of Activities**  
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**2024-25**

<b>Gilroy Prep</b>				
	2023-24 Board Approved Budget	2023-24 Projected Actuals (Enrollment data is based on P2 reports)	2024-25 Proposed Budget	Net \$ Change (2024-25 Proposed Budget vs. 2023-24 Approved)
Enrollment	540	547	588	48
ADA	524	512	559	35
ADA %	97%	95%	95%	-2%
<b>REVENUE:</b>				
LCFF Revenue	\$ 6,089,066	\$ 5,948,446	\$ 6,764,264	\$ 675,198
Federal Revenue	850,802	850,802	560,629	(290,173)
Other State Revenue	1,091,413	1,091,413	1,601,677	510,264
Donations & Grants	7,500	7,500	7,500	-
Local Revenue	20,000	20,000	20,000	-
CMO Management Fees	-	-	-	-
Total Revenue	8,058,781	7,918,161	8,954,070	895,289
<b>EXPENDITURES:</b>				
Salaries	\$ 4,244,656	\$ 4,454,570	\$ 5,131,815	\$ 887,159
Benefits & Taxes	1,204,412	1,253,373	1,367,950	163,538
Books & Supplies	514,244	490,575	494,354	(19,890)
Services & Other Operating Expense	1,223,339	1,289,876	563,857	(659,482)
CMO Management Fees	852,469	852,469	982,973	130,504
Capital Outlay	111,234	111,234	335,624	224,390
Total Expenditures	8,150,354	8,452,097	8,876,573	726,219
				-
<b>Revenue Less Expenditures</b>	<b>\$ (91,573)</b>	<b>\$ (533,936)</b>	<b>\$ 77,497</b>	<b>\$ 169,070</b>
<b>GAAP Adjustments:</b>				
Revenue Less Expenditures	\$ (91,573)	\$ (533,936)	\$ 77,497	
Add back Capital Outlay to Net income	111,234	111,234	335,624	
Subtract Depreciation Expense	-	-	-	
Net Income /(Loss)	<b>\$ 19,661</b>	<b>\$ (422,702)</b>	<b>\$ 413,121</b>	
Beginning Net Asset Balance	2,523,207	3,063,451	2,640,749	
Net Income /(Loss)	19,661	(422,702)	413,121	
Ending Net Asset Balance	<b>\$ 2,542,868</b>	<b>\$ 2,640,749</b>	<b>\$ 3,053,870</b>	
Net Asset Target (25% of 2024-25 Proposed Budget Expenses)			2,219,143	
Net Asset Balance before adjustment (% of 2024-25 Proposed Budget Expenses)				34%
<b>Board Designated Net Assets</b>				
*Board Designated Reserve for growth strategy planning				-
% of Net Assets to be used for growth strategy planning				
*2024-25 Proposed Ending Fund Balance			<b>\$ 3,053,870</b>	
*2024-25 Proposed Net Asset Balance after 2024-25 growth e				

**Navigator Schools**  
**Statement of Activities**  
**Proposed Budget**  
**2024-25**

**Hollister Prep**

	2023-24 Board Approved Budget	2023-24 Projected Actuals (Enrollment data is based on P2 reports)	2024-25 Proposed Budget	Net \$ Change (2024-25 Proposed Budget vs. 2023-24 Approved)
Enrollment	540	543	540	0
ADA	524	507	513	-11
ADA %	97%	95%	95%	-2%

**REVENUE:**

LCFF Revenue	\$ 6,350,849	\$ 6,091,674	\$ 6,282,860	\$ (67,989)
Federal Revenue	669,006	669,006	480,118	(188,888)
Other State Revenue	1,091,705	1,091,705	1,420,032	328,327
Donations & Grants	7,500	7,500	7,500	-
Local Revenue	20,000	20,000	20,000	-
CMO Management Fees			-	-
Total Revenue	8,139,060	7,879,885	8,210,510	71,450

**EXPENDITURES:**

Salaries	\$ 4,306,298	\$ 4,088,996	\$ 4,858,590	\$ 552,292
Benefits & Taxes	1,187,798	1,296,306	1,333,144	145,346
Books & Supplies	359,805	137,701	160,666	(199,139)
Services & Other Operating Expense	1,318,437	1,268,707	815,214	(503,223)
CMO Management Fees	889,119	889,119	1,018,731	129,612
Capital Outlay	45,000	-	-	(45,000)
Total Expenditures	8,106,458	7,680,829	8,186,345	79,887

**Revenue Less Expenditures**

<b>\$ 32,603</b>	<b>\$ 199,057</b>	<b>\$ 24,165</b>	<b>\$ (8,438)</b>
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GAAP Adjustments:

Revenue Less Expenditures	\$ 32,603	\$ 199,057	\$ 24,165
Add back Capital Outlay to Net income	45,000	-	-
Subtract Depreciation Expense	-	-	-
Net Income /(Loss)	<u>\$ 77,603</u>	<u>\$ 199,057</u>	<u>\$ 24,165</u>

Beginning Net Asset Balance	2,612,729	2,949,630	3,148,687
Net Income /(Loss)	77,603	199,057	24,165
Ending Net Asset Balance	<u>\$ 2,690,332</u>	<u>\$ 3,148,687</u>	<u>\$ 3,172,852</u>

Net Asset Target (25% of 2024-25 Proposed Budget Expenses)		2,046,586
Net Asset Balance before adjustment (% of 2024-25 Proposed Budget Expenses)		39%

Board Designated Net Assets

*Board Designated Reserve for growth strategy planning		-
% of Net Assets to be used for growth strategy planning		
*2024-25 Proposed Ending Fund Balance		<u>\$ 3,172,852</u>
*2024-25 Proposed Net Asset Balance after 2024-25 growth e		

**Navigator Schools**  
**Statement of Activities**  
**Proposed Budget**  
**2024-25**

**Watsonville Prep**

	2023-24 Board Approved Budget	2023-24 Projected Actuals (Enrollment data is based on P2 reports)	2024-25 Proposed Budget	Net \$ Change (2024-25 Proposed Budget vs. 2023-24 Approved)
Enrollment	460	461	528	68
ADA	437	417	488	51
ADA %	95%	93%	92%	-3%

**REVENUE:**

LCFF Revenue	\$ 6,097,286	\$ 6,095,053	\$ 7,260,847	\$ 1,163,561
Federal Revenue	957,910	957,910	749,337	(208,573)
Other State Revenue	1,471,168	1,798,261	2,811,492	1,340,324
Donations & Grants	1,500	1,500	1,500	-
Local Revenue	7,300	7,300	7,300	-
CMO Management Fees		-	-	-
Total Revenue	8,535,164	8,860,024	10,830,476	2,295,312

**EXPENDITURES:**

Salaries	\$ 3,628,039	\$ 3,745,228	\$ 5,170,394	\$ 1,542,355
Benefits & Taxes	1,032,457	1,101,382	1,402,863	370,406
Books & Supplies	612,576	494,554	643,171	30,595
Services & Other Operating Expense	1,676,556	1,897,443	1,995,224	318,668
CMO Management Fees	853,620	853,620	1,228,883	375,263
Capital Outlay	25,000	-	350,000	325,000
Total Expenditures	7,828,248	8,092,227	10,790,535	2,962,287

**Revenue Less Expenditures**

<b>\$ 706,916</b>	<b>\$ 767,797</b>	<b>\$ 39,941</b>	<b>\$ (666,975)</b>
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GAAP Adjustments:

Revenue Less Expenditures	\$ 706,916	\$ 767,797	\$ 39,941
Add back Capital Outlay to Net income	25,000	-	350,000
Subtract Depreciation Expense	-	-	-
Net Income /(Loss)	<u>\$ 731,916</u>	<u>\$ 767,797</u>	<u>\$ 389,941</u>

Beginning Net Asset Balance	1,694,212	1,194,682	1,962,479
Net Income /(Loss)	731,916	767,797	389,941
Ending Net Asset Balance	<u>\$ 2,426,128</u>	<u>\$ 1,962,479</u>	<u>\$ 2,352,420</u>

Net Asset Target (25% of 2024-25 Proposed Budget Expenses)	2,697,634
Net Asset Balance before adjustment (% of 2024-25 Proposed Budget Expenses)	22%

Board Designated Net Assets

*Board Designated Reserve for growth strategy planning	-
% of Net Assets to be used for growth strategy planning	
*2024-25 Proposed Ending Fund Balance	<u>\$ 2,352,420</u>
*2024-25 Proposed Net Asset Balance after 2024-25 growth e	

**Navigator Schools**  
**Statement of Activities**  
**Proposed Budget**  
**2024-25**

**Hayward Collegiate**

	2023-24 Board Approved Budget	2023-24 Projected Actuals (Enrollment data is based on P2 reports)	2024-25 Proposed Budget	Net \$ Change (2024-25 Proposed Budget vs. 2023-24 Approved)
Enrollment	201	212	264	63
ADA	189	185	252	63
ADA %	94%	95%	95%	1%

**REVENUE:**

LCFF Revenue	\$ 2,577,985	\$ 2,378,311	\$ 3,206,710	\$ 628,725
Federal Revenue	332,553	332,553	241,537	(91,016)
Other State Revenue	655,633	851,252	1,114,433	458,801
Donations & Grants	50,500	180,120	125,500	75,000
Local Revenue	2,000	2,000	2,000	-
CMO Management Fees		-	-	-
Total Revenue	3,618,671	3,744,236	4,690,180	1,071,509

**EXPENDITURES:**

Salaries	\$ 2,030,826	\$ 1,998,416	\$ 2,385,420	\$ 354,594
Benefits & Taxes	427,571	552,475	613,218	185,647
Books & Supplies	444,517	332,620	566,790	122,273
Services & Other Operating Expense	544,047	683,953	438,932	(105,115)
CMO Management Fees	360,918	360,918	527,334	166,416
Capital Outlay	164,500	-	144,490	(20,010)
Total Expenditures	3,972,379	3,928,382	4,676,184	703,805

**Revenue Less Expenditures**

<b>\$ (353,708)</b>	<b>\$ (184,146)</b>	<b>\$ 13,996</b>	<b>\$ 367,704</b>
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GAAP Adjustments:

Revenue Less Expenditures	\$ (353,708)	\$ (184,146)	\$ 13,996
Add back Capital Outlay to Net income	164,500	-	144,490
Subtract Depreciation Expense	-	-	-
Net Income /(Loss)	<u>\$ (189,208)</u>	<u>\$ (184,146)</u>	<u>\$ 158,486</u>

Beginning Net Asset Balance	2,009,910	1,487,913	1,303,767
Net Income /(Loss)	(189,208)	(184,146)	158,486
Ending Net Asset Balance	<u>\$ 1,820,702</u>	<u>\$ 1,303,767</u>	<u>\$ 1,462,253</u>

Net Asset Target (25% of 2024-25 Proposed Budget Expenses)		1,169,046
Net Asset Balance before adjustment (% of 2024-25 Proposed Budget Expenses)		31%

Board Designated Net Assets

*Board Designated Reserve for growth strategy planning	-
% of Net Assets to be used for growth strategy planning	
*2024-25 Proposed Ending Fund Balance	<u>\$ 1,462,253</u>
*2024-25 Proposed Net Asset Balance after 2024-25 growth e	



**Navigator Schools**  
**Statement of Activities**  
**Proposed Budget**  
**2024-25**

	<b>CMO</b>			
	2023-24 Board Approved Budget	2023-24 Projected Actuals	2024-25 Proposed Budget	Net \$ Change (2024-25 Proposed Budget vs. 2023-24 Approved)
Enrollment				
ADA				
ADA %				
<b>REVENUE:</b>				
LCFF Revenue	\$ -	\$ -	\$ -	\$ -
Federal Revenue	-	-	-	-
Other State Revenue	-	-	-	-
Donations & Grants	500,000	560,013	400,000	(100,000)
Local Revenue	45,000	45,000	200,000	155,000
CMO Management Fees	2,956,126	2,956,126	3,757,921	801,795
Total Revenue	3,501,126	3,561,139	4,357,921	856,795
<b>EXPENDITURES:</b>				
Salaries	\$ 2,623,179	\$ 2,877,455	\$ 3,214,426	\$ 591,247
Benefits & Taxes	719,278	699,913	331,810	(387,468)
Books & Supplies	46,150	100,959	63,889	17,739
Services & Other Operating Expense	486,342	1,527,871	724,156	237,814
CMO Management Fees	-	-	-	-
Capital Outlay	-	-	-	-
Total Expenditures	3,874,949	5,206,198	4,334,281	459,332
<b>Revenue Less Expenditures</b>	<b>\$ (373,823)</b>	<b>\$ (1,645,059)</b>	<b>\$ 23,640</b>	<b>\$ 397,463</b>
<u>GAAP Adjustments:</u>				
Revenue Less Expenditures	\$ (373,823)	\$ (1,645,059)	\$ 23,640	
Add back Capital Outlay to Net income	-	-	-	
Subtract Depreciation Expense	-	-	-	
Net Income /(Loss)	<u>\$ (373,823)</u>	<u>\$ (1,645,059)</u>	<u>\$ 23,640</u>	
Beginning Net Asset Balance	2,512,580	2,761,256	1,116,197	
Net Income /(Loss)	(373,823)	(1,645,059)	23,640	
Ending Net Asset Balance	<u>\$ 2,138,757</u>	<u>\$ 1,116,197</u>	<u>\$ 1,139,837</u>	
Net Asset Target (25% of 2024-25 Proposed Budget Expenses)			1,083,570	
Net Asset Balance before adjustment (% of 2024-25 Proposed Budget Expenses)			26%	
<u>Board Designated Net Assets</u>				
*Board Designated Reserve for growth strategy planning			(589,011)	
% of Net Assets to be used for growth strategy planning				
*2024-25 Proposed Ending Fund Balance			\$ 550,826	
*2024-25 Proposed Net Asset Balance after 2024-25 growth e				



# 2024-25 Proposed Budget

June 17, 2024, Board Meeting

# Executive Summary

- ❖ 2023-24 was a year of transition and investment
- ❖ The 2024-25 budget includes conservative assumptions based on changes in the financial picture
- ❖ We have established a separate growth initiative to ensure existing schools receive ongoing focus
- ❖ Our Wildly Important Goal (WIG) for 2024-25 will be the success of Multilingual Learners
- ❖ At the same time, we will continue to make progress on goals established during 2023-24
- ❖ We have established a separate growth initiative to ensure existing schools receive ongoing focus
- ❖ Budget Overview Slides



# 2023-24 was a year of transition and investment

- Wildly Important School Site Goals for 2023-24: *Data-Driven Instruction, Intervention for All in Need, and Strong Student Culture.*
- Strategic financial investments:
  - Win approval of a Material Revision to expand Hayward Collegiate through 7<sup>th</sup> and 8<sup>th</sup> grade and to return to the originally approved enrollment at all grade levels
  - ✓ Reduce chronic absenteeism by hiring attendance counselors
  - ✓ Accelerate learning outcomes with particular emphasis on math
  - ✓ Deepen our full-inclusion special education professional development and processes
  - ✓ Continue our implementation of Valor and Second Step to increase SEL
  - ✓ Address compensation equity and competitiveness issues among hourly staff and directors
  - ✓ Establish a comprehensive safety strategy
  - ✓ Restructure family engagement
  - ✓ Increase media and communications reach
  - ✓ Increase grant and philanthropy revenue
  - ✓ Move facilities projects forward on time
  - ✓ Created a higher level of efficacy in the finance department, including reorganization of duties
  - ✓ Fully participate in peer-to-peer job alike resources from CSGF
  - ✓ Establish a baseline DEIA audit to inform our long-term strategy
  - ✓ Develop a more advanced data partnership to improve student insights at the school and classroom level



## The 2024-25 budget includes conservative assumptions based on changes in the financial picture

- ESSER funding ends (\$1.6 million annual decrease in federal funding)
- Community Schools Planning grants replaced by Watsonville-specific CS grant
- No more RTAC funding for Navi Impact; \$200k in earned revenue
- State COLA of only 1.07%
- 3% COLA for 2024-25 for all employees
- Inflation impacts of 10% on benefits costs
- Reduce our projected ADA % from 96% to 94% because our 2023-24 ADA % came in lower than was projected in the 2023-24 budget even though we significantly decreased our chronic absenteeism rates
- Recover from 2022-23 FRL undercount
- \$750k in foundation grant revenue (50% higher than 2023-24)
- Invest in our co-founder's sabbatical



# Our Wildly Important Goal (WIG) for 2024-25 will be the success of Multilingual Learners

## WIG:

Achieve Blue on the MLL CA Dashboard by increasing the percent of Multilingual Learners growing a level or maintaining Level 4 on the ELPAC from \_\_% to \_\_%.

- GPS 39% to 55%
- HPS 44% to 55%
- WPS 53% to 63%
- HC 62% to 65%

English Learner Progress Indicator

Performance Level	Declined Significantly From Prior Year (by 10.1% p.ppts or more)	Declined From Prior Year (by 2.0 p.ppts to 10 p.ppts)	Maintained From Prior Year (declined or increased by 1.9 p.ppts or fewer)	Increased From Prior Year (by 2.0 p.ppts to 9.9 p.ppts)	Increased Significantly From Prior Year (by 10.0 p.ppts or more)
Very High 85.0% or greater in Current Year	Yellow	Green	Blue	Blue	Blue
High 65.0% to 84.9% in Current Year	Orange	Yellow	Green	Green	Blue
Medium 45.0% to 64.9% in Current Year	Orange	Orange	Yellow	Green	Green
Low 35.0% to 44.9% in Current Year	Red	Orange	Orange	Yellow	Yellow
Very Low 34.9% or less than in Current Year	Red	Red	Red	Orange	Yellow

HC > 3%

GPS +16%  
HPS +11%  
WPS +10%

# At the same time, we will continue to make progress on goals established during 2023-24

1. Reduce chronic absenteeism to pre-pandemic levels
2. Increase academic achievement to pre-pandemic levels
3. Pilot and select new ELA and science curricula
4. Increase the quality of ELO-P (afterschool) programs
5. Implement a DEIA strategy based on the DEIA Audit
6. Implement our academic data strategy
7. Identify and begin work on a new facility for HPS and expansion building for WPS
8. Increase family and community engagement to increase the % of historically disadvantaged students enrolled and build civic capacity
9. Develop and implement a philanthropy strategy
10. Grow the reach of our media efforts
11. Increase our impact through Navi Impact fee-for-service



# We have established a separate growth initiative to ensure existing schools receive ongoing focus

- Build out alumni articulation and support strategies for existing schools
- Win major growth grants from the US Department of Education and Foundations
- Develop strong community partnerships and support for new schools in nearby communities
- Win approval of two new TK-12 charters to open by 2026-27
- Identify and begin the development of facilities for the two new schools





# Budget Overview: Projected Enrollment and ADA

	Gilroy Prep			Hollister Prep			Watsonville Prep			Hayward Collegiate		
	Enrollment	ADA	ADA%	Enrollment	ADA	ADA%	Enrollment	ADA	ADA%	Enrollment	ADA	ADA%
2020-21	550	528	95%	546	532	94%						
2021-22	536	509	95%	538	506	94%	335	280	92%		133	
2022-23	551	498	93%	547	495	93%	419	350	92%	151	141	94%
2023-24	547	512	95%	543	507	95%	461	417	93%	212	185	95%
2024-25 (projected)	588	559	95%	540	513	95%	528	488	92%	264	252	95%



# Budget Overview: Consolidated

	Consolidated			Net \$ Change
	2023-24	2023-24	2024-25	(2024-25
	Board Approved	Projected Actuals	Proposed	Proposed Budget
	Budget	(Enrollment data is based on P2 reports)	Budget	vs. 2023-24 Approved)
Enrollment	1741	1763	1920	179
ADA	1674	1622	1811	137
ADA %	96%	92%	94%	-2%

## REVENUE:

LCFF Revenue	\$ 21,115,186	\$ 20,513,484	\$ 23,514,681	\$ 2,399,495
Federal Revenue	2,810,272	2,810,272	2,031,621	(778,651)
Other State Revenue	4,309,919	4,832,631	6,947,634	2,637,715
Donations & Grants	567,000	756,633	542,000	(25,000)
Local Revenue	94,300	94,300	249,300	155,000
CMO Management Fees	2,956,126	2,956,126	3,757,921	801,795
Total Revenue	31,852,802	31,963,446	37,043,157	5,190,355

## EXPENDITURES:

Salaries	\$ 16,832,998	\$ 17,164,665	\$ 20,760,645	\$ 3,927,647
Benefits & Taxes	4,571,516	4,903,449	5,048,985	477,469
Books & Supplies	1,977,292	1,556,409	1,928,870	(48,422)
Services & Other Operating Expense	5,248,721	6,667,850	4,537,383	(711,338)
CMO Management Fees	2,956,126	2,956,126	3,757,921	801,795
Capital Outlay	345,734	111,234	830,114	484,380
Total Expenditures	31,932,387	33,359,733	36,863,918	4,931,531

Revenue Less Expenditures	\$ (79,585)	\$ (1,396,287)	\$ 179,239	\$ 258,824
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## GAAP Adjustments:

Revenue Less Expenditures	\$ (79,585)	\$ (1,396,287)	\$ 179,239	
Add back Capital Outlay to Net income	345,734	111,234	830,114	
Subtract Depreciation Expense	-	-	-	
Net Income /(Loss)	\$ 266,149	\$ (1,285,053)	\$ 1,009,353	

Beginning Net Asset Balance	11,352,638	11,456,932	10,171,879	
Net Income /(Loss)	266,149	(1,285,053)	1,009,353	
Ending Net Asset Balance	\$ 11,618,787	\$ 10,171,879	\$ 11,181,232	



# Budget Overview: Gilroy Prep

	Gilroy Prep			
	2023-24 Board Approved Budget	2023-24 Projected Actuals (Enrollment data is based on P2 reports)	2024-25 Proposed Budget	Net \$ Change (2024-25 Proposed Budget vs. 2023-24 Approved)
Enrollment	540	547	588	48
ADA	524	512	559	35
ADA %	97%	95%	95%	-2%

**REVENUE:**

LCFF Revenue	\$ 6,089,066	\$ 5,948,446	\$ 6,764,264	\$ 675,198
Federal Revenue	850,802	850,802	560,629	(290,173)
Other State Revenue	1,091,413	1,091,413	1,601,677	510,264
Donations & Grants	7,500	7,500	7,500	-
Local Revenue	20,000	20,000	20,000	-
CMO Management Fees	-	-	-	-
Total Revenue	8,058,781	7,918,161	8,954,070	895,289

**EXPENDITURES:**

Salaries	\$ 4,244,656	\$ 4,454,570	\$ 5,131,815	\$ 887,159
Benefits & Taxes	1,204,412	1,253,373	1,367,950	163,538
Books & Supplies	514,244	490,575	494,354	(19,890)
Services & Other Operating Expense	1,223,339	1,289,876	563,857	(659,482)
CMO Management Fees	852,469	852,469	982,973	130,504
Capital Outlay	111,234	111,234	335,624	224,390
Total Expenditures	8,150,354	8,452,097	8,876,573	726,219

**Revenue Less Expenditures**

<b>\$ (91,573)</b>	<b>\$ (533,936)</b>	<b>\$ 77,497</b>	<b>\$ 169,070</b>
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GAAP Adjustments:

Revenue Less Expenditures	\$ (91,573)	\$ (533,936)	\$ 77,497
Add back Capital Outlay to Net income	111,234	111,234	335,624
Subtract Depreciation Expense	-	-	-
Net Income /(Loss)	<b>\$ 19,661</b>	<b>\$ (422,702)</b>	<b>\$ 413,121</b>

Beginning Net Asset Balance	2,523,207	3,063,451	2,640,749
Net Income /(Loss)	19,661	(422,702)	413,121
Ending Net Asset Balance	<b>\$ 2,542,868</b>	<b>\$ 2,640,749</b>	<b>\$ 3,053,870</b>



# Budget Overview: Hayward Collegiate

	Hayward Collegiate			
	2023-24 Board Approved Budget	2023-24 Projected Actuals (Enrollment data is based on P2 reports)	2024-25 Proposed Budget	Net \$ Change (2024-25 Proposed Budget vs. 2023-24 Approved)
Enrollment	201	212	264	63
ADA	189	185	252	63
ADA %	94%	95%	95%	1%

<b>REVENUE:</b>				
LCFF Revenue	\$ 2,577,985	\$ 2,378,311	\$ 3,206,710	\$ 628,725
Federal Revenue	332,553	332,553	241,537	(91,016)
Other State Revenue	655,633	851,252	1,114,433	458,801
Donations & Grants	50,500	180,120	125,500	75,000
Local Revenue	2,000	2,000	2,000	-
CMO Management Fees		-	-	-
Total Revenue	3,618,671	3,744,236	4,690,180	1,071,509

<b>EXPENDITURES:</b>				
Salaries	\$ 2,030,826	\$ 1,998,416	\$ 2,385,420	\$ 354,594
Benefits & Taxes	427,571	552,475	613,218	185,647
Books & Supplies	444,517	332,620	566,790	122,273
Services & Other Operating Expense	544,047	683,953	438,932	(105,115)
CMO Management Fees	360,918	360,918	527,334	166,416
Capital Outlay	164,500	-	144,490	(20,010)
Total Expenditures	3,972,379	3,928,382	4,676,184	703,805

Revenue Less Expenditures	\$ (353,708)	\$ (184,146)	\$ 13,996	\$ 367,704
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GAAP Adjustments:

Revenue Less Expenditures	\$ (353,708)	\$ (184,146)	\$ 13,996
Add back Capital Outlay to Net income	164,500	-	144,490
Subtract Depreciation Expense	-	-	-
Net Income /(Loss)	\$ (189,208)	\$ (184,146)	\$ 158,486

Beginning Net Asset Balance	2,009,910	1,487,913	1,303,767
Net Income /(Loss)	(189,208)	(184,146)	158,486
Ending Net Asset Balance	\$ 1,820,702	\$ 1,303,767	\$ 1,462,253

# Budget Overview: Hollister Prep

	Hollister Prep			
	2023-24 Board Approved Budget	2023-24 Projected Actuals (Enrollment data is based on P2 reports)	2024-25 Proposed Budget	Net \$ Change (2024-25 Proposed Budget vs. 2023-24 Approved)
Enrollment	540	543	540	0
ADA	524	507	513	-11
ADA %	97%	95%	95%	-2%

## REVENUE:

LCFF Revenue	\$ 6,350,849	\$ 6,091,674	\$ 6,282,860	\$ (67,989)
Federal Revenue	669,006	669,006	480,118	(188,888)
Other State Revenue	1,091,705	1,091,705	1,420,032	328,327
Donations & Grants	7,500	7,500	7,500	-
Local Revenue	20,000	20,000	20,000	-
CMO Management Fees			-	-
Total Revenue	8,139,060	7,879,885	8,210,510	71,450

## EXPENDITURES:

Salaries	\$ 4,306,298	\$ 4,088,996	\$ 4,858,590	\$ 552,292
Benefits & Taxes	1,187,798	1,296,306	1,333,144	145,346
Books & Supplies	359,805	137,701	160,666	(199,139)
Services & Other Operating Expense	1,318,437	1,268,707	815,214	(503,223)
CMO Management Fees	889,119	889,119	1,018,731	129,612
Capital Outlay	45,000	-	-	(45,000)
Total Expenditures	8,106,458	7,680,829	8,186,345	79,887

## Revenue Less Expenditures

\$ 32,603	\$ 199,057	\$ 24,165	\$ (8,438)
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## GAAP Adjustments:

Revenue Less Expenditures	\$ 32,603	\$ 199,057	\$ 24,165
Add back Capital Outlay to Net income	45,000	-	-
Subtract Depreciation Expense	-	-	-
Net Income /(Loss)	\$ 77,603	\$ 199,057	\$ 24,165

Beginning Net Asset Balance	2,612,729	2,949,630	3,148,687
Net Income /(Loss)	77,603	199,057	24,165
Ending Net Asset Balance	\$ 2,690,332	\$ 3,148,687	\$ 3,172,852



# Budget Overview: Watsonville Prep

	Watsonville Prep			
	2023-24 Board Approved Budget	2023-24 Projected Actuals (Enrollment data is based on P2 reports)	2024-25 Proposed Budget	Net \$ Change (2024-25 Proposed Budget vs. 2023-24 Approved)
Enrollment	460	461	528	68
ADA	437	417	488	51
ADA %	95%	93%	92%	-3%
<b>REVENUE:</b>				
LCFF Revenue	\$ 6,097,286	\$ 6,095,053	\$ 7,260,847	\$ 1,163,561
Federal Revenue	957,910	957,910	749,337	(208,573)
Other State Revenue	1,471,168	1,798,261	2,811,492	1,340,324
Donations & Grants	1,500	1,500	1,500	-
Local Revenue	7,300	7,300	7,300	-
CMO Management Fees	-	-	-	-
Total Revenue	8,535,164	8,860,024	10,830,476	2,295,312
<b>EXPENDITURES:</b>				
Salaries	\$ 3,628,039	\$ 3,745,228	\$ 5,170,394	\$ 1,542,355
Benefits & Taxes	1,032,457	1,101,382	1,402,863	370,406
Books & Supplies	612,576	494,554	643,171	30,595
Services & Other Operating Expense	1,676,556	1,897,443	1,995,224	318,668
CMO Management Fees	853,620	853,620	1,228,883	375,263
Capital Outlay	25,000	-	350,000	325,000
Total Expenditures	7,828,248	8,092,227	10,790,535	2,962,287
Revenue Less Expenditures	<u>\$ 706,916</u>	<u>\$ 767,797</u>	<u>\$ 39,941</u>	<u>\$ (666,975)</u>
<b>GAAP Adjustments:</b>				
Revenue Less Expenditures	\$ 706,916	\$ 767,797	39,941	
Add back Capital Outlay to Net income	25,000	-	350,000	
Subtract Depreciation Expense	-	-	-	
Net Income /(Loss)	<u>\$ 731,916</u>	<u>\$ 767,797</u>	<u>\$ 389,941</u>	
Beginning Net Asset Balance	1,694,212	1,194,682	1,962,479	
Net Income /(Loss)	731,916	767,797	389,941	
Ending Net Asset Balance	<u>\$ 2,426,128</u>	<u>\$ 1,962,479</u>	<u>\$ 2,352,420</u>	





# Budget Overview: Support Office

	CMO			Net \$ Change (2024-25 Proposed Budget vs. 2023-24 Approved)
	2023-24 Board Approved Budget	2023-24 Projected Actuals	2024-25 Proposed Budget	
Enrollment				
ADA				
ADA %				
<b>REVENUE:</b>				
LCFF Revenue	\$ -	\$ -	\$ -	\$ -
Federal Revenue	-	-	-	-
Other State Revenue	-	-	-	-
Donations & Grants	500,000	560,013	400,000	(100,000)
Local Revenue	45,000	45,000	200,000	155,000
CMO Management Fees	2,956,126	2,956,126	3,757,921	801,795
Total Revenue	3,501,126	3,561,139	4,357,921	856,795
<b>EXPENDITURES:</b>				
Salaries	\$ 2,623,179	\$ 2,877,455	\$ 3,214,426	\$ 591,247
Benefits & Taxes	719,278	699,913	331,810	(387,468)
Books & Supplies	46,150	100,959	63,889	17,739
Services & Other Operating Expense	486,342	1,527,871	724,156	237,814
CMO Management Fees	-	-	-	-
Capital Outlay	-	-	-	-
Total Expenditures	3,874,949	5,206,198	4,334,281	459,332
<b>Revenue Less Expenditures</b>	<b>\$ (373,823)</b>	<b>\$ (1,645,059)</b>	<b>\$ 23,640</b>	<b>\$ 397,463</b>
<b>GAAP Adjustments:</b>				
Revenue Less Expenditures	\$ (373,823)	\$ (1,645,059)	\$ 23,640	
Add back Capital Outlay to Net income	-	-	-	
Subtract Depreciation Expense	-	-	-	
Net Income /(Loss)	<b>\$ (373,823)</b>	<b>\$ (1,645,059)</b>	<b>\$ 23,640</b>	
Beginning Net Asset Balance	2,512,580	2,761,256	1,116,197	
Net Income /(Loss)	(373,823)	(1,645,059)	23,640	
Ending Net Asset Balance	<b>\$ 2,138,757</b>	<b>\$ 1,116,197</b>	<b>\$ 1,139,837</b>	



Budget Overview:  
 Board Designated  
 Reserve for  
 Growth Initiative

	Consolidated			
	2023-24 Board Approved Budget	2023-24 Projected Actuals (Enrollment data is based on P2 reports)	2024-25 Proposed Budget	Net \$ Change (2024-25 Proposed Budget vs. 2023-24 Approved)
Total Revenue	31,852,802	31,963,446	37,043,157	5,190,355
Total Expenditures	31,932,387	33,359,733	36,863,918	4,931,531
Revenue Less Expenditures	\$ (79,585)	\$ (1,396,287)	\$ 179,239	\$ 258,824
Net Assets				
GAAP Adjustments:				
Revenue Less Expenditures	\$ (79,585)	\$ (1,396,287)	\$ 179,239	
Add back Capital Outlay to Net income	345,734	111,234	830,114	
Subtract Depreciation Expense	-	-	-	
Net Income /(Loss)	\$ 266,149	\$ (1,285,053)	\$ 1,009,353	
Beginning Net Asset Balance	11,352,638	11,456,932	10,171,879	
Net Income /(Loss)	266,149	(1,285,053)	1,009,353	
Ending Net Asset Balance	\$ 11,618,787	\$ 10,171,879	\$ 11,181,232	
Net Asset Target (25% of 2024-25 Proposed Budget Expenses)			9,215,980	
Net Asset Balance before adjustment (% of 2024-25 Proposed Budget Expenses)			30%	
Board Designated Net Assets				
*Board Designated Reserve for growth strategy planning			(589,027)	
% of Net Assets to be used for growth strategy planning			-5.27%	
*2024-25 Proposed Ending Fund Balance			\$ 10,592,205	
*2024-25 Proposed Net Asset Balance after 2024-25 growth expenses			29%	

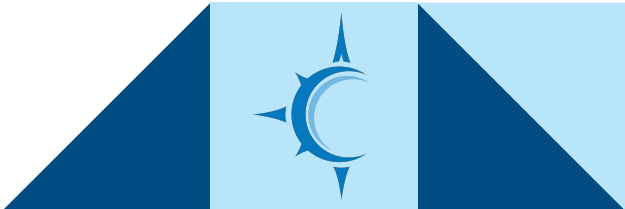




# Budget Overview: Growth Initiative

	Year -1 / Year 0	
	2024-25	
	Proposed Budget *funded with CMO reserve balance	
<hr/>		
<b>REVENUE:</b>		
Donations & Grants	\$	350,000
Total Revenue		350,000
<hr/>		
<b>EXPENDITURES:</b>		
Salaries & Wages	\$	574,672
Benefits & Taxes		93,355
Professional Fees		
Growth strategy planning and grant writing		80,000
Growth community engagement		104,000
Legal counsel for new school charter development		45,000
Growth political strategy for new school communities		42,000
Total Expenditures		939,027
<hr/>		
Revenue Less Expenditures	\$	(589,027)
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<b>Board Designated Net Assets</b>		
*Board Designated Reserve for 2024-25 growth initiative	\$	589,027

\*Includes investment in co-founder's sabbatical



# Budget Overview: Summation

	Consolidated			
	2023-24 Board Approved Budget	2023-24 Projected Actuals (Enrollment data is based on P2 reports)	2024-25 Proposed Budget	Net \$ Change (2024-25 Proposed Budget vs. 2023-24 Approved)
Total Revenue	31,852,802	31,963,446	37,043,157	5,190,355
Total Expenditures	31,932,387	33,359,733	36,863,918	4,931,531
Revenue Less Expenditures	\$ (79,585)	\$ (1,396,287)	\$ 179,239	\$ 258,824
Net Assets				
GAAP Adjustments:				
Revenue Less Expenditures	\$ (79,585)	\$ (1,396,287)	\$ 179,239	
Add back Capital Outlay to Net income	345,734	111,234	830,114	
Subtract Depreciation Expense	-	-	-	
Net Income /(Loss)	\$ 266,149	\$ (1,285,053)	\$ 1,009,353	
Beginning Net Asset Balance	11,352,638	11,456,932	10,171,879	
Net Income /(Loss)	266,149	(1,285,053)	1,009,353	
Ending Net Asset Balance	\$ 11,618,787	\$ 10,171,879	\$ 11,181,232	
Net Asset Target (25% of 2024-25 Proposed Budget Expenses)			9,215,980	
Net Asset Balance before adjustment (% of 2024-25 Proposed Budget Expenses)			30%	
Board Designated Net Assets				
*Board Designated Reserve for growth strategy planning			(589,027)	
% of Net Assets to be used for growth strategy planning			-5.27%	
*2024-25 Proposed Ending Fund Balance			\$ 10,592,205	
*2024-25 Proposed Net Asset Balance after 2024-25 growth expenses			2.9%	







**Navigator Schools**  
**Statement of Activities**  
**Proposed Budget - Summary**  
**2024-25**

**Consolidated**

	2023-24 Board Approved Budget	2023-24 Projected Actuals (Enrollment data is based on P2 reports)	2024-25 Proposed Budget	Net \$ Change (2024-25 Proposed Budget vs. 2023-24 Approved)
Total Revenue	31,852,802	31,963,446	37,043,157	5,190,355
Total Expenditures	31,932,387	33,359,733	36,863,918	4,931,531
<b>Revenue Less Expenditures</b>	<b>\$ (79,585)</b>	<b>\$ (1,396,287)</b>	<b>\$ 179,239</b>	<b>\$ 258,824</b>

**Net Assets**

GAAP Adjustments:

Revenue Less Expenditures	\$ (79,585)	\$ (1,396,287)	\$ 179,239
Add back Capital Outlay to Net income	345,734	111,234	830,114
Subtract Depreciation Expense	-	-	-
<b>Net Income /(Loss)</b>	<b>\$ 266,149</b>	<b>\$ (1,285,053)</b>	<b>\$ 1,009,353</b>

Beginning Net Asset Balance	11,352,638	11,456,932	10,171,879
Net Income /(Loss)	266,149	(1,285,053)	1,009,353
<b>Ending Net Asset Balance</b>	<b>\$ 11,618,787</b>	<b>\$ 10,171,879</b>	<b>\$ 11,181,232</b>

Net Asset Target (25% of 2024-25 Proposed Budget Expenses)	9,215,980
Net Asset Balance before adjustment (% of 2024-25 Proposed Budget Expenses)	30%

Board Designated Net Assets

*Board Designated Reserve for growth strategy planning	(589,027)
% of Net Assets to be used for growth strategy planning	-5.27%
*2024-25 Proposed Ending Fund Balance	\$ 10,592,205
*2024-25 Proposed Net Asset Balance after 2024-25 growth expenses	29%

**Navigator Schools**  
**Statement of Activities**  
**Proposed Budget - Summary**  
**2024-25**

**CMO**

	2023-24 Board Approved Budget	2023-24 Projected Actuals	2024-25 Proposed Budget
Total Revenue	3,501,126	3,561,139	4,357,921
Total Expenditures	3,874,949	5,206,198	4,334,281
<b>Revenue Less Expenditures</b>	<b>\$ (373,823)</b>	<b>\$ (1,645,059)</b>	<b>\$ 23,640</b>
<b>Net Assets</b>			
<u>GAAP Adjustments:</u>			
Revenue Less Expenditures	\$ (373,823)	\$ (1,645,059)	\$ 23,640
Add back Capital Outlay to Net income	-	-	-
Subtract Depreciation Expense	-	-	-
Net Income /(Loss)	<u>\$ (373,823)</u>	<u>\$ (1,645,059)</u>	<u>\$ 23,640</u>
Beginning Net Asset Balance	2,512,580	2,761,256	1,116,197
Net Income /(Loss)	(373,823)	(1,645,059)	23,640
Ending Net Asset Balance	<u>\$ 2,138,757</u>	<u>\$ 1,116,197</u>	<u>\$ 1,139,837</u>
Net Asset Target (25% of 2024-25 Proposed Budget Expenses			1,083,570
Net Asset Balance before adjustment (% of 2024-25 Proposed Budget Expenses)			26%
<u>Board Designated Net Assets</u>			
*Board Designated Reserve for growth strategy planning			(589,027)
% of Net Assets to be used for growth strategy planning			
*2024-25 Proposed Ending Fund Balance			\$ 550,810
*2024-25 Proposed Net Asset Balance after 2024-25 growth e			

## Navigator Schools

### Proposed Growth Initiative Budget

### 2024-25

#### Year -1 / Year 0

2024-25

Proposed Budget \*funded  
with CMO reserve balance

#### REVENUE:

Donations & Grants	\$	350,000
Total Revenue		350,000

#### EXPENDITURES:

Salaries & Wages	\$	574,672
Benefits & Taxes		93,355
Professional Fees		
Growth strategy planning and grant writing		80,000
Growth community engagement		104,000
Legal counsel for new school charter development		45,000
Growth political strategy for new school communities		42,000
Total Expenditures		939,027

#### Revenue Less Expenditures

**\$ (589,027)**

#### Board Designated Net Assets

*Board Designated Reserve for 2024-25 growth initiative	\$	589,027
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\*Includes investment in co-founder's sabbatical