



2018-19 Financial Report Narrative  
 June 2019 Board Meeting  
 Financials through April 30, 2019

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2018-19 Net Income

	<u>Current Projection</u>	<u>BOD Approved Budget</u>
CMO	-\$170k	\$19k
Gilroy Prep	\$375k	\$215k
Hollister Prep	\$229k	\$255k
Watsonville Prep	<u>\$134k</u>	<u>\$326k</u>
Total	\$567k	\$815k

- Charter Management Office (CMO) projected net income variance highlights
  - \$60k favorable variance in revenue from Watsonville Prep School management fee not originally budgeted.
  - \$63k favorable variance in consulting Revenue that was not in the Board approved budget
  - \$285k unfavorable variance in fundraising due to the CMO not meeting its fundraising goal
  - \$30k unfavorable variance in Services, including legal fees and technology.
  
- Gilroy Prep School (GPS) projected net income variance highlights
  - \$109k favorable variance in salaries due to GPS being understaffed for most of the school year
  - \$60k favorable variance in benefits which is a reflection of the favorable variance in salaries
  
- Hollister Prep School (HPS) projected net income variance highlights
  - There are no significant variances.
  
- Watsonville Prep School (WPS) projected net income variance highlights
  - \$275k unfavorable variance due to fundraising totals projected to be lower than originally budgeted.
  - \$120k favorable variance from rent not expended through April 30, 2019.
  - \$32k unfavorable variance in non-instructional consulting due to WPS contracting a TK consultant, a political consultant, and a real estate broker that were not originally budgeted.

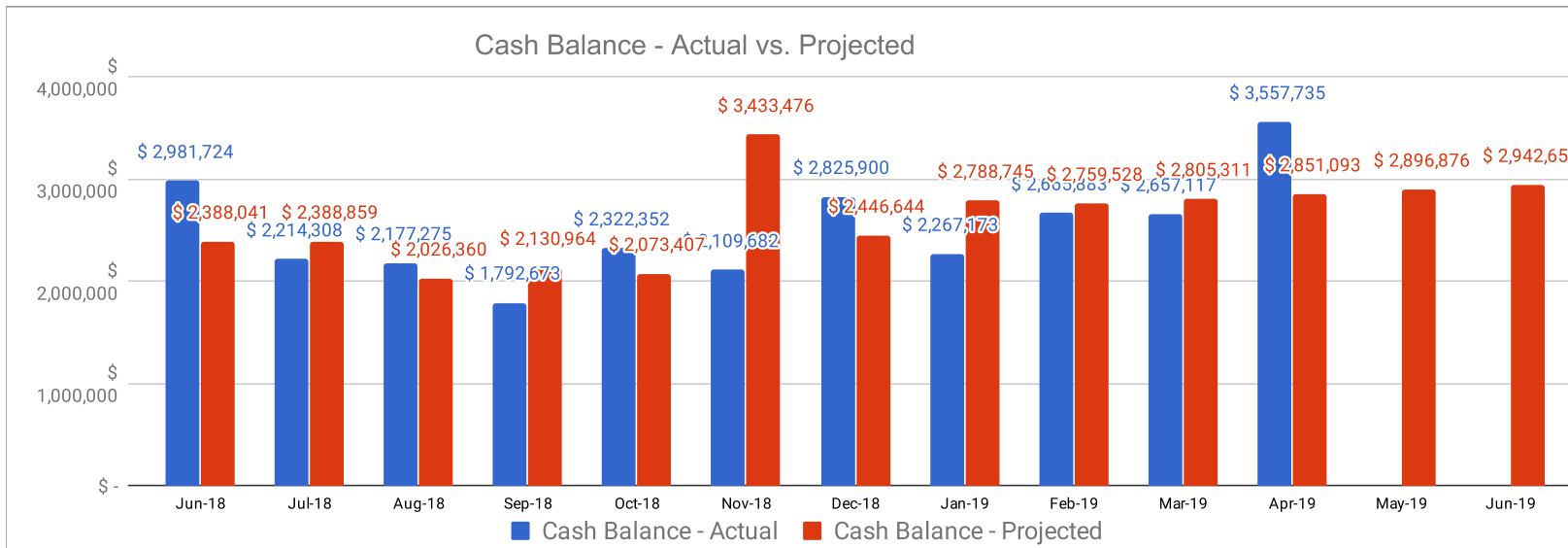
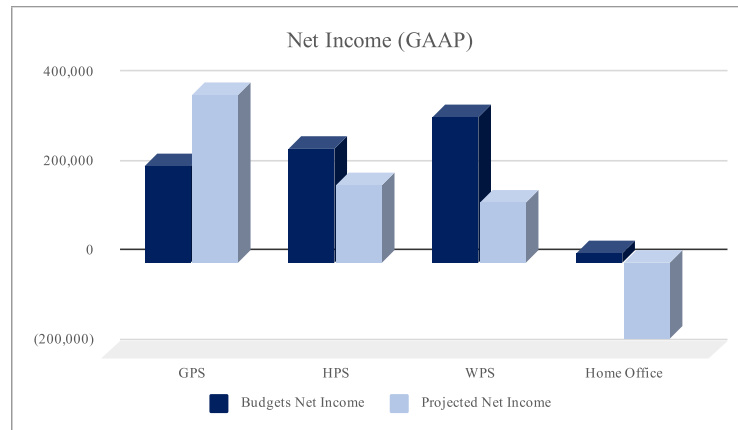
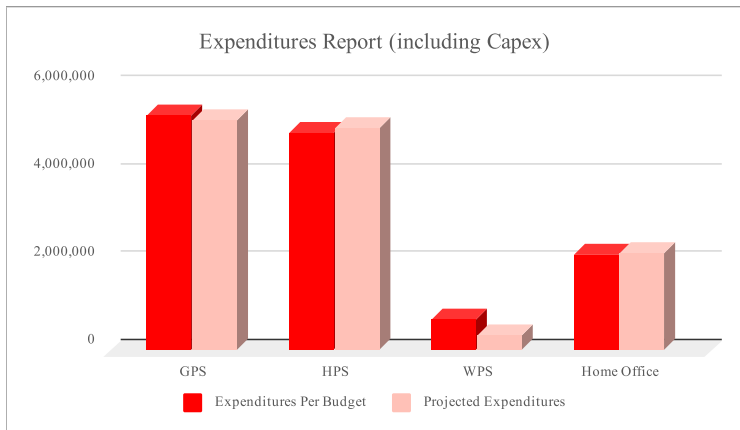
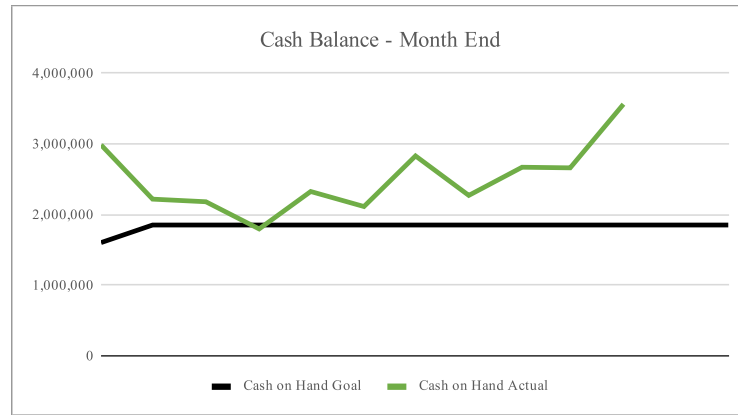
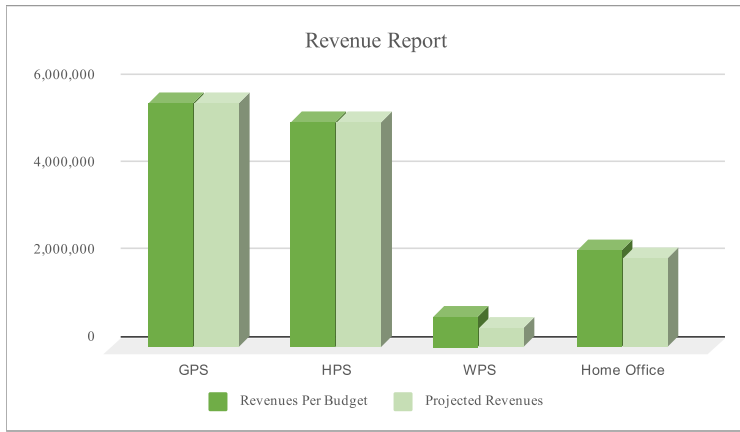
Navigator Schools  
 Consolidated Balance Sheet Comparison  
 Actuals through April 30, 2019

	Actual <u>4/30/2019</u>	Actual <u>6/30/2018</u>	Actual <u>6/30/2017</u>
Cash	3,557,736	2,981,724	2,008,555
Accounts Receivable	13,462	776,899	1,126,497
Prepaid Expense	42,103	221,301	209,415
Fixed Assets, net of depreciation	447,357	324,446	312,895
Other Assets	4,763	2,915	
<b>Total Assets</b>	<b>4,065,421</b>	<b>4,307,284</b>	<b>3,657,361</b>
Accrued Liabilities	227,173	845,666	657,592
CDE Loan Payable	0	0	62,500
<b>Total Liabilities</b>	<b>227,173</b>	<b>845,666</b>	<b>720,092</b>
Beginning Fund Balance	3,461,617	2,937,269	2,469,528
Net Income	376,631	524,348	467,741
Ending Fund Balance	3,838,249	3,461,617	2,937,269
<b>Total Liabilities &amp; Fund Balance</b>	<b>4,065,421</b>	<b>4,307,284</b>	<b>3,657,361</b>

Navigator Schools - 2018-19 Budget vs. Projection

Actuals through April 30, 2019

	Total	TOTAL	Total	GPS	GPS	GPS	HPS	HPS	HPS	WPS	WPS	WPS	CMO	CMO	CMO
	2018-19	2018-19	2018-19	2018-19	2018-19	2018-19	2018-19	2018-19	2018-19	2018-19	2018-19	2018-19	2018-19	2018-19	2018-19
	BOD Approved	YTD	Current	Revised	YTD	Current	Revised	YTD	Current	Original	YTD	Current	Original	YTD	Current
	<u>Budget</u>	<u>Actuals</u>	<u>Projection</u>	<u>Budget</u>	<u>Actuals</u>	<u>Projection</u>	<u>Budget</u>	<u>Actuals</u>	<u>Projection</u>	<u>Budget</u>	<u>Actuals</u>	<u>Projection</u>	<u>Budget</u>	<u>Actuals</u>	<u>Projection</u>
<i>Enrollment Projection</i>	1020	1019	1020	540	539	540	480	480	480	0	0	0	0	0	0
<b>REVENUE:</b>															
LCFF Revenue	8,998,732	7,291,607	9,059,403	4,633,098	3,704,129	4,633,098	4,365,634	3,587,478	4,426,305	0	0	0	0	0	0
Federal Revenue	462,392	232,558	549,650	306,080	171,696	316,080	156,312	60,862	233,570	0	0	0	0	0	0
Other State Revenue	983,529	654,926	954,918	507,503	375,392	505,723	476,026	279,534	449,195	0	0	0	0	0	0
Donations & Grants	1,440,885	815,008	818,847	12,885	6,439	10,278	63,000	3,439	3,439	700,000	425,000	425,000	665,000	380,130	380,130
Other Revenue	187,811	156,797	215,431	115,954	77,169	105,954	71,557	29,230	46,098	0	0	0	300	50,398	63,379
CMO Management Fees	1,529,785	1,334,330	1,589,285									0	1,529,785	1,334,330	1,589,285
<b>REVENUE</b>	<b>13,603,134</b>	<b>10,485,226</b>	<b>13,187,534</b>	<b>5,575,520</b>	<b>4,334,825</b>	<b>5,571,133</b>	<b>5,132,529</b>	<b>3,960,543</b>	<b>5,158,607</b>	<b>700,000</b>	<b>425,000</b>	<b>425,000</b>	<b>2,195,085</b>	<b>1,764,858</b>	<b>2,032,794</b>
<b>EXPENDITURES:</b>															
Salaries	6,756,620	5,337,761	6,613,216	2,787,031	2,127,778	2,677,654	2,364,209	1,917,493	2,384,802	153,000	70,714	96,845	1,452,380	1,221,776	1,453,915
Benefits & Taxes	1,850,520	1,378,342	1,726,892	767,446	557,583	707,446	661,032	502,950	618,231	38,258	15,963	26,405	383,784	301,846	374,810
Books & Supplies	860,440	817,804	918,304	407,362	342,463	391,173	377,588	414,348	452,760	28,790	18,121	24,912	46,700	42,872	49,459
Services & Other Operating Expense	1,738,395	1,956,118	1,720,538	576,064	1,159,488	596,555	715,088	377,234	715,104	153,935	131,397	83,674	293,308	287,999	325,205
CMO Management Fees	1,529,785	618,570	1,589,285	787,627	100	787,627	742,158	618,470	742,158	0	0	59,500			
Capital Outlay	375,000	0	170,533	0	0	80,533	75,000	0	75,000	300,000	0	15,000	0	0	0
<b>EXPENDITURES</b>	<b>13,110,760</b>	<b>10,108,595</b>	<b>12,738,768</b>	<b>5,325,530</b>	<b>4,187,412</b>	<b>5,240,988</b>	<b>4,935,075</b>	<b>3,830,495</b>	<b>4,988,055</b>	<b>673,983</b>	<b>236,195</b>	<b>306,336</b>	<b>2,176,172</b>	<b>1,854,493</b>	<b>2,203,389</b>
<b>REVENUE LESS EXPENDITURES</b>	<b>492,374</b>	<b>376,631</b>	<b>448,766</b>	<b>249,990</b>	<b>147,413</b>	<b>330,145</b>	<b>197,454</b>	<b>130,048</b>	<b>170,552</b>	<b>26,017</b>	<b>188,805</b>	<b>118,664</b>	<b>18,913</b>	<b>(89,635)</b>	<b>(170,595)</b>
<b>GAAP Adjustments:</b>															
Revenue Less Expenditures	492,374	376,631	448,766	249,990	147,413	330,145	197,454	130,048	170,552	26,017	188,805	118,664	18,913	(89,635)	(170,595)
Add back Capita Outlay to Net income	375,000	0	170,533	0	0	80,533	75,000	0	75,000	300,000	0	15,000	0	0	0
Subtract Depreciation Expense	(52,000)	0	(52,000)	(35,000)	0	(35,000)	(17,000)	0	(17,000)	0	0	0	0	0	0
<b>Net Income - GAAP Basis 2018-19</b>	<b>815,374</b>	<b>376,631</b>	<b>567,299</b>	<b>214,990</b>	<b>147,413</b>	<b>375,678</b>	<b>255,454</b>	<b>130,048</b>	<b>228,552</b>	<b>326,017</b>	<b>188,805</b>	<b>133,664</b>	<b>18,913</b>	<b>(89,635)</b>	<b>(170,595)</b>
Beginning Net Assets @ 6/30/18	3,461,617	3,461,617	3,461,617	1,528,118	1,528,118	1,528,118	1,639,883	1,639,883	1,639,883	0	0	0	293,616	293,616	293,616
Net Income - GAAP Basis 2018-19	<b>815,374</b>	<b>376,631</b>	<b>567,299</b>	<b>214,990</b>	<b>147,413</b>	<b>375,678</b>	<b>255,454</b>	<b>130,048</b>	<b>228,552</b>	<b>326,017</b>	<b>188,805</b>	<b>133,664</b>	<b>18,913</b>	<b>(89,635)</b>	<b>(170,595)</b>
Ending Net Assets @ 6/30/19	4,276,991	3,838,248	4,028,916	1,743,108	1,675,531	1,903,796	1,895,337	1,769,931	1,868,435	326,017	188,805	133,664	312,529	203,981	123,021



Navigator Schools - 2018-19 Unaudited Actuals Comparison to 2017-18 Actuals  
Actuals through April 30, 2019

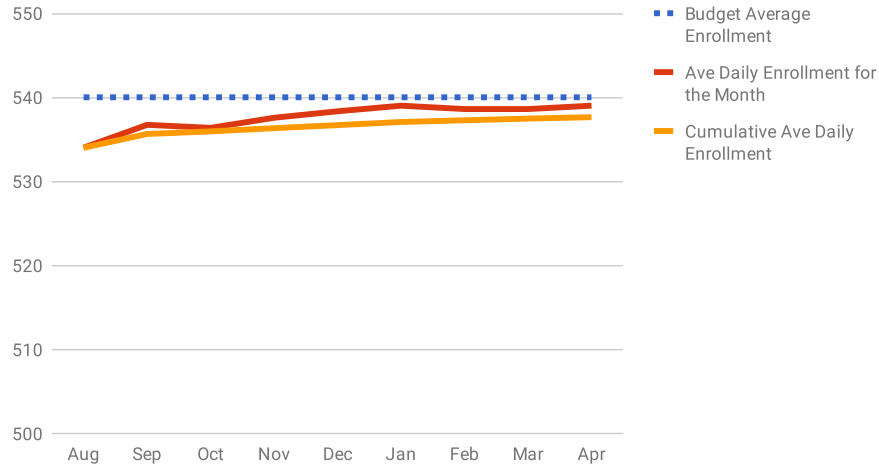
Income Statement - Combined <i>CMO/GPS/HPS/WPS</i>	2018-19 Original Budget	2018-19 Latest Projection	2017-18 Original Budget	2017-18 Audited Actuals
Revenue	12,073,349	11,598,249	10,991,368	10,119,291
Expenses	11,257,975	11,087,783	10,420,391	9,594,946
<b>Net Income - GAAP basis (audit)</b>	815,374	510,466	570,977	524,345
Less Capital Outlay	(375,000)	(170,533)	(157,550)	(64,814)
Revenue less expenses & capital outlay	440,374	339,933	413,427	459,531

	2018-19 Original Budget	2018-19 Latest Projection	2017-18 Original Budget	2017-18 Audited Actuals
Beginning Fund Balance	1,639,883	1,639,883	2,937,272	2,937,272
<b>Net Income - GAAP basis (audit)</b>	815,374	510,466	570,977	524,345
Ending Fund Balance	2,455,257	2,150,349	3,508,249	3,461,617

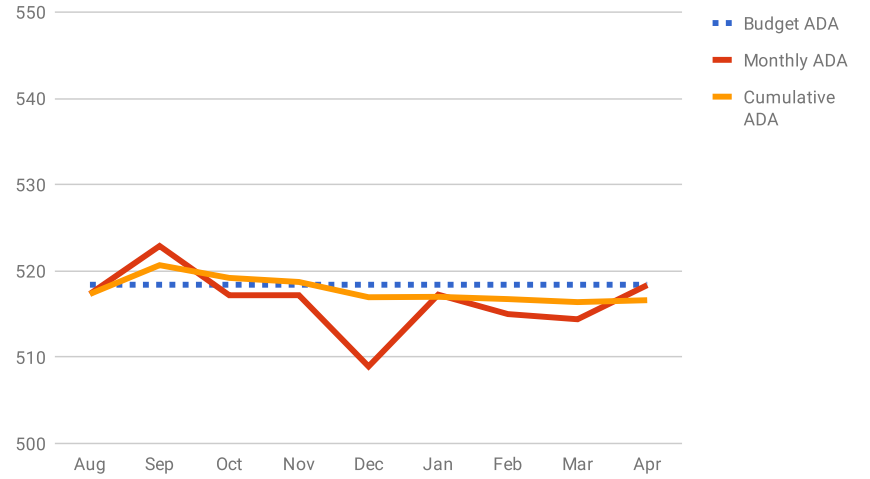
Revenues/Student *	11,837	11,371	91,595	10,541
Expenses/Student *	11,037	10,870	86,837	9,995
Fund Balance/Student at Year End	2,407	2,108	29,235	3,606

\* Revenues and Expenses do not include CMO Management Fee Revenue/Expense because that is an intercompany charge.

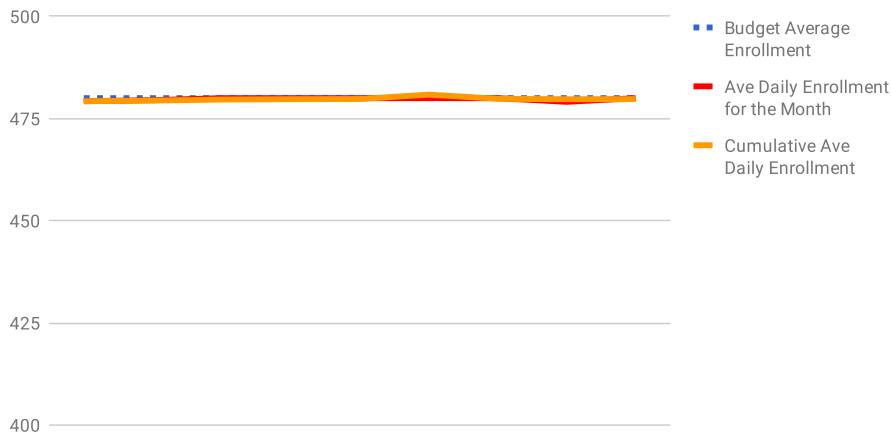
### GPS Enrollment



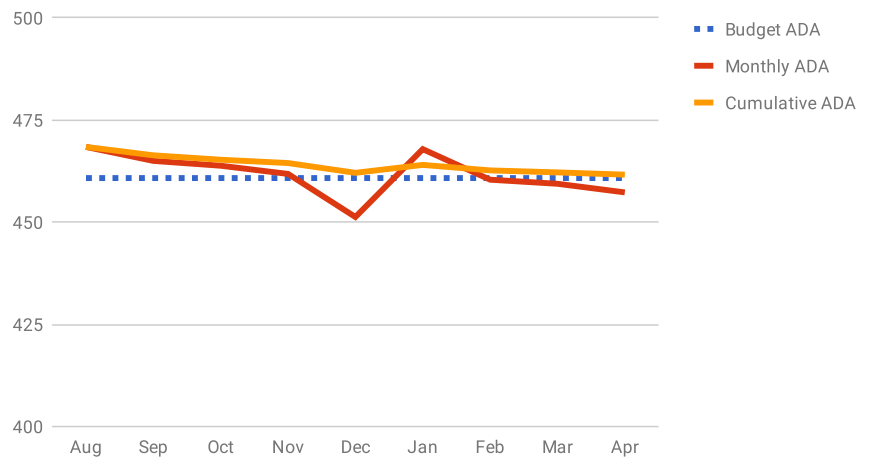
### GPS ADA



### HPS Enrollment



### HPS ADA



Navigator Schools - Financial Data  
Actuals through April 30, 2019

<u>Attendance and Enrollment Data</u>	<u>Total</u>	<u>GPS</u>	<u>HPS</u>
2018-19 ADA - Approved Budget	979.2	518.4	460.8
2018-19 ADA thru 4/30/19	978.2	516.6	461.6
2018-19 ADA % thru 4/30/19	96.2%	96.1%	96.2%
2018-19 Enrollment - Approved Budget	1020.0	540.0	480.0
2018-19 Ave Enrollment thru 4/30/19	1017.3	537.6	479.7
Enrollment as of 4/30/19	1019.0	539.0	480.0

\*Budgeted ADA is at 96%

	<u>Actual</u>
Cash balance as of 4/30/19	3,557,736
Annual Expenditures (not including CMO Mgmt Fees)	11,206,316
Number of Months Cash on Hand	3.81