



2022-23 Financial Narrative  
December 31, 2022

---

2022-23 Net Income

	BOD Approved Budget Oct 25, 2022 Net Income	Projected June 30, 2023 Net Income
Charter Management Organization (CMO)	-228K	-164K
Gilroy Prep School (GPS)	467K	618K
Hollister Prep School (HPS)	600K	668K
Watsonville Prep School (WPS)	996K	999K
Hayward Collegiate	423K	619K
<b>Total</b>	<b>2.1M</b>	<b>2.5M</b>

- Charter Management Organization (CMO)
  - 64K favorable variance in salaries and benefits due to the CAO working .50 FTE as HC's Principal
- Gilroy Prep School
  - \$19,500 favorable variance in donations/grants coming in higher than what was budgeted primarily due to site-based fundraising \$119,139K favorable variance salaries and benefits due to open positions that have not been filled by midyear
- Hollister Prep School
  - \$10,000 favorable variance in donations/grants coming in higher than what was budgeted mostly due to fundraising at the site level (candy sales, cookie sales, science camp, etc)
  - \$46,348K favorable variance salaries and benefits due to open positions that have not been filled by midyear
- Watsonville Prep School
  - \$65k favorable variance in salaries and benefits due to open positions that have not been filled by midyear
  - \$170K unfavorable variance in LCFF funding due to 17 TK students under the age to qualify towards our ADA revenue



- Hayward Collegiate Charter
  - \$125K favorable variance in donations and grants due to receiving a grant that was not budgeted for
  - \$53K favorable variance in salaries and benefits due to 1 FTE transitioning to a site based position midyear

## Navigator Schools Balance Sheet

As of Date:

December 31, 2022

### NAVIGATOR

### 407 MAIN ST LLC

Year To Date  
12/31/2022

Year To Date  
12/31/2022

	Current Year Balance	Current Year Balance
<b>Assets</b>		
Current Assets		
Cash and Cash Equivalents	4,912,558	295,060
Accounts Receivable, Net	2,110,003	-
Other Current Assets	40,722	-
<b>Total Current Assets</b>	<b>7,063,283</b>	<b>295,060</b>
Long-term Assets		
Property & Equipment	448,936	8,450,961
Other Long-term Assets	4,763	-
<b>Total Long-term Assets</b>	<b>453,699</b>	<b>8,450,961</b>
<b>Total Assets</b>	<b>7,516,982</b>	<b>8,746,021</b>
<b>Liabilities and Net Assets</b>		
Liabilities		
Short-term Liabilities		
Accounts Payable	649,177	80,124
Other Short-term Liabilities	-441,204	1,377,265
<b>Total Short-term Liabilities</b>	<b>207,973</b>	<b>1,457,389</b>
Long Term Liabilities		
Other Long-term Liabilities	390,209	9,552,300
<b>Total Long Term Liabilities</b>	<b>390,209</b>	<b>9,552,300</b>
<b>Total Liabilities</b>	<b>598,181</b>	<b>11,009,689</b>
Net Assets	6,918,801	-2,263,668
<b>Total Liabilities and Net Assets</b>	<b>7,516,982</b>	<b>8,746,021</b>

#### \*\*Loans Payable-Navigator Schools

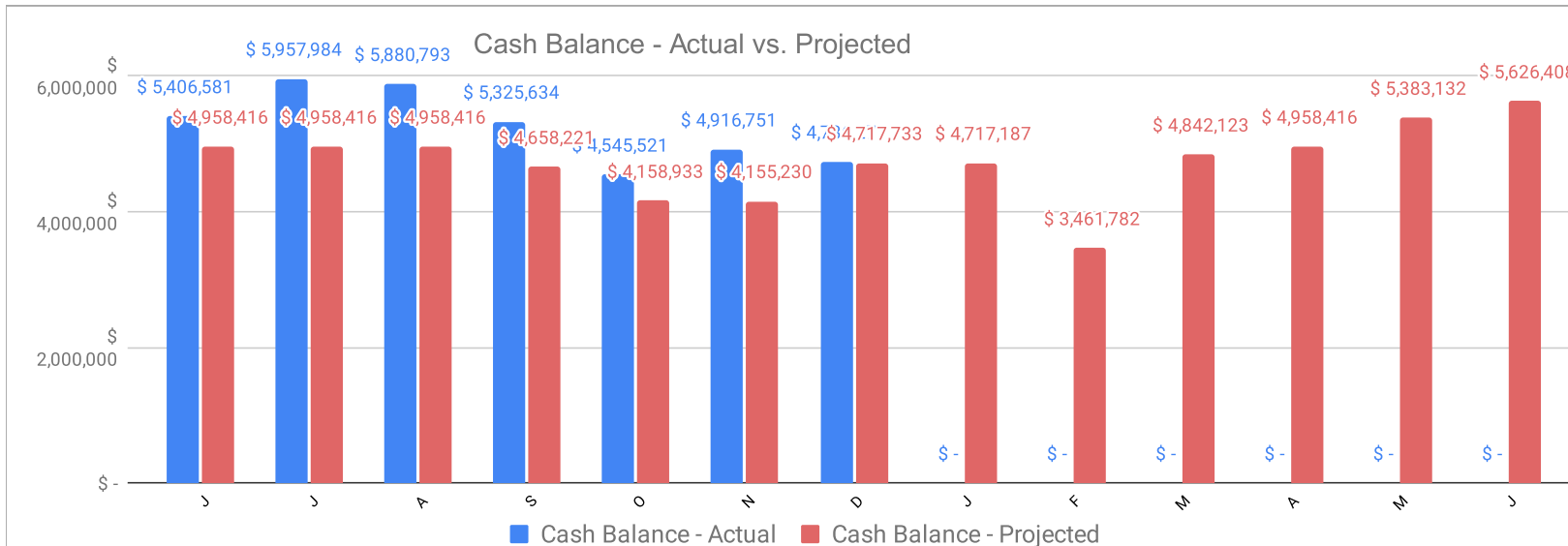
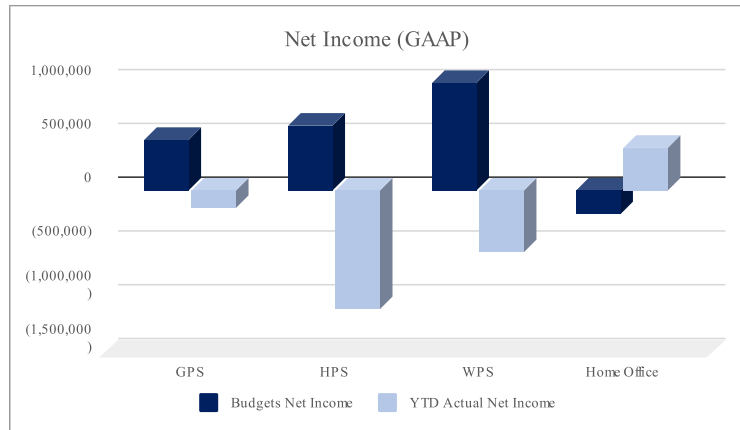
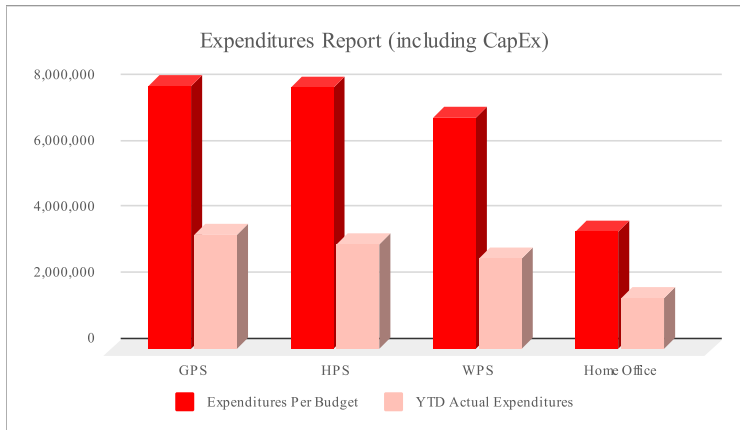
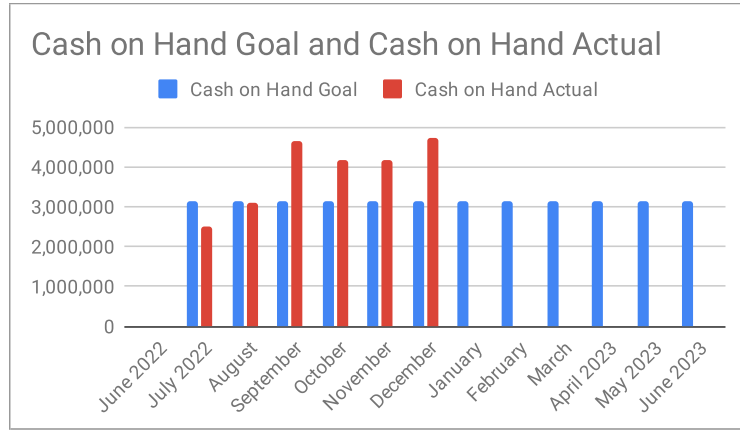
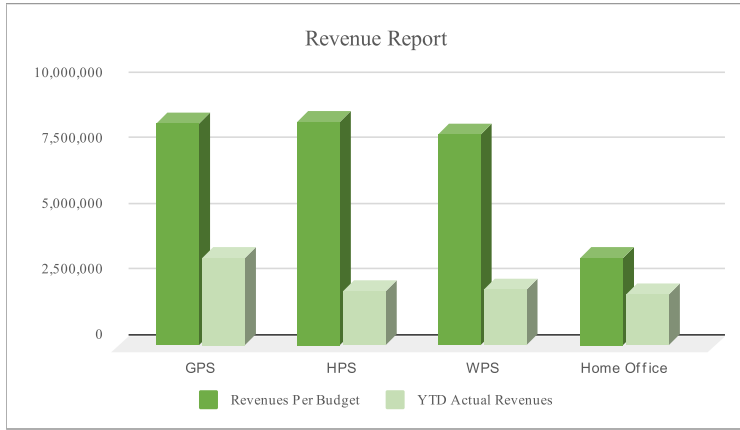
Watsonville Prep School	\$159,420	CDE
Watsonville Prep School	\$230,789	PCSD

#### \*\* Loans Payable - 407 Main St

\$5,880,000	Civic Builders
\$1,545,758	LIIF
\$1,169,211	PCSD

#### \*\*Other Long Term Liability-407 Main St

\$957,330	Deferred Rent 407
-----------	-------------------



Navigator Schools - 2022-23 Budget vs. Projection  
December 31, 2022

	Total				GPS				HPS				WPS				HC				CMO			
	2022-23		2022-23		2022-23		2022-23		2022-23		2022-23		2022-23		2022-23		2022-23		2022-23		2022-23		2022-23	
	BOD Approved Budget 10/22	Actuals	Projection	Variance to Budget	BOD Approved Budget 10/22	Actuals	Projection	Variance to Budget	BOD Approved Budget 10/22	Actuals	Projection	Variance to Budget	BOD Approved Budget 10/22	Actuals	Projection	Variance to Budget	BOD Approved Budget 10/22	Actuals	Projection	Variance to Budget	BOD Approved Budget 10/22	Actuals	Projection	Variance to Budget
<b>REVENUE:</b>																								
Enrollment	1476	1477	1480																					
LCFF Revenue	18,295,682	5,762,199	18,125,682	170,000	5,502,502	2,424,206	5,502,502	0	5,720,680	1,815,472	5,720,680	0	4,978,046	1,364,399	4,808,046	(170,000)	2,094,454	158,122	2,094,454	0	0	0	0	0
Federal Revenue	3,062,475	226,839	3,062,475	0	1,098,323	85,277	1,098,323	0	947,605	7,682	947,605	0	792,944	108,346	792,944	0	223,603	25,533	223,603	0	0	0	0	0
Other State Revenue	6,847,668	1,723,101	6,847,668	0	1,809,142	782,216	1,809,142	0	1,821,765	224,277	1,821,765	0	2,241,625	660,353	2,241,625	0	975,136	56,255	975,136	0	0	0	0	0
Donations & Grants	765,500	818,713	911,000	145,500	7,500	16,013	27,000	19,500	7,500	2,200	7,500	0	0	500	1,000	1,000	500	125,000	125,500	125,000	750,000	675,000	750,000	0
Other Revenue	71,000	54,181	99,750	28,750	20,000	10,006	20,000	0	20,000	27,292	30,000	10,000	2,000	1,373	2,750	750	2,000	15,510	20,000	18,000	27,000	0	27,000	0
CMO Management Fees	2,561,395	1,280,698	2,561,395	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2,561,395	1,280,698	2,561,395	0
REVENUE	31,603,720	9,865,730	31,607,970	4,250	8,437,467	3,317,718	8,456,967	19,500	8,517,550	2,076,923	8,527,550	10,000	8,014,615	2,134,971	7,846,365	(168,250)	3,295,693	380,421	3,438,693	143,000	3,338,395	1,955,698	3,338,395	0
<b>EXPENDITURES:</b>																								
Salaries	16,252,345	6,279,394	16,013,568	238,777	4,442,911	1,773,431	4,365,062	77,849	4,478,615	1,999,233	4,435,000	43,615	3,517,999	1,344,568	3,478,900	39,099	1,504,914	600,103	1,484,651	20,263	2,307,906	962,058	2,249,955	57,951
Benefits & Taxes	4,202,037	1,904,840	4,096,444	107,593	1,180,290	528,312	1,139,000	41,290	1,152,733	554,423	1,150,000	2,733	927,798	406,884	903,400	24,398	336,762	156,360	303,540	33,222	604,444	258,861	598,504	5,940
Books & Supplies	1,741,162	1,070,297	1,679,787	61,375	610,575	372,786	598,500	12,075	276,894	159,377	276,894	0	549,300	314,028	500,000	49,300	247,175	179,722	247,175	0	57,218	44,384	57,218	0
Services & Other Operating Expense	4,588,990	1,763,796	4,518,430	70,560	966,441	421,287	966,441	0	1,208,233	473,473	1,196,580	11,653	1,326,797	306,314	1,267,890	58,907	490,556	268,923	490,556	0	596,963	293,800	596,963	0
CMO Management Fees	2,561,395	1,280,717	2,561,395	0	770,350	385,194	770,350	0	800,895	400,448	800,895	0	696,926	348,463	696,926	0	293,224	146,612	293,224	0	0	0	0	0
Capital Outlay	150,000	120,463	150,000	0	0	0	0	0	0	0	0	0	0	0	0	0	150,000	120,463	150,000	0	0	0	0	0
EXPENDITURES	29,495,919	12,419,507	29,017,624	478,295	7,970,567	3,481,010	7,839,353	131,214	7,917,370	3,186,954	7,859,369	58,001	7,018,820	2,720,257	6,847,116	171,704	3,022,631	1,472,183	2,969,146	53,485	3,566,531	1,559,103	3,502,640	63,891
<b>REVENUE LESS EXPENDITURES</b>	2,107,801	(2,553,777)	2,590,346	482,545	466,900	(163,292)	617,614	150,714	600,180	(1,110,031)	668,181	68,001	995,795	(585,286)	999,249	3,454	273,062	(1,091,763)	469,547	196,485	(228,136)	396,594	(164,245)	(63,891)
<b>GAAP Adjustments:</b>																								
Revenue Less Expenditures	2,107,801	(2,553,777)	2,590,346	482,545	466,900	(163,292)	617,614	150,714	600,180	(1,110,031)	668,181	68,001	995,795	(585,286)	999,249	3,454	273,062	(1,091,763)	469,547	196,485	(228,136)	396,594	(164,245)	(63,891)
Add back Capital Outlay to Net Income	150,000	0	150,000	0	0	0	0	0	0	0	0	0	0	0	0	0	150,000	120,463	150,000	0	0	0	0	0
Subtract Depreciation Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Income - GAAP Basis 2022/23	2,257,801	(2,433,314)	2,740,346	482,545	466,900	(163,292)	617,614	150,714	600,180	(1,110,031)	668,181	68,001	995,795	(585,286)	999,249	3,454	423,062	(971,300)	619,547	196,485	(228,136)	396,594	(164,245)	(63,891)
Beginning Net Assets @ 12/31/2022	9,304,837	9,304,837	9,304,837	0	2,056,307	2,056,307	2,056,307	0	2,012,549	2,012,549	2,012,549	0	698,417	698,417	698,417	0	1,736,848	1,736,848	1,736,848	0	2,800,716	2,800,716	2,800,716	0
Net Income - GAAP Basis 2022-23	2,257,801	(2,433,314)	2,740,346	482,545	466,900	(163,292)	617,614	150,714	600,180	(1,110,031)	668,181	68,001	995,795	(585,286)	999,249	3,454	423,062	(971,300)	619,547	196,485	(228,136)	396,594	(164,245)	(63,891)
Ending Net Assets @ 12/31/2023	11,562,638	6,871,523	12,045,183	473,545	2,523,207	1,893,015	2,673,921	301,428	2,612,729	902,518	2,680,730	136,001	1,694,212	113,131	1,697,666	3,908	2,159,910	765,548	2,156,395	402,947	2,572,580	3,197,310	2,636,471	53,769

Navigator Schools - Financial Data  
P-1

<u>Attendance and Enrollment Data</u>	<u>Total</u>	<u>GPS</u>	<u>HPS</u>	<u>WPS</u>	<u>HC</u>
2022-23 ADA - Approved Budget	1391.2	507.6	507.6	376	142.5
2022-23 ADA	1357.5	503.2	500.0	354.30	141
2022-23 ADA %- Approved Budget	85.6%	94%	94.0%	94%	95%
2022-23 ADA %	83.4%	93.18%	92.94%	88.80%	94.00%
2022-23 Enrollment - Approved Budget	1626.0	538.0	538.0	400	150
2022-23 Enrollment	1627.0	540.0	538.0	399	150



	<u>Actual</u>
Cash balance as of 12/31/22	4,912,558
Annual Expenditures (not including CMO Mgmt Fees)	26,456,229
Number of Months Cash on Hand	2.23