



2017-18 Financial Report Narrative
 May 15, 2018
 Board of Directors Meeting

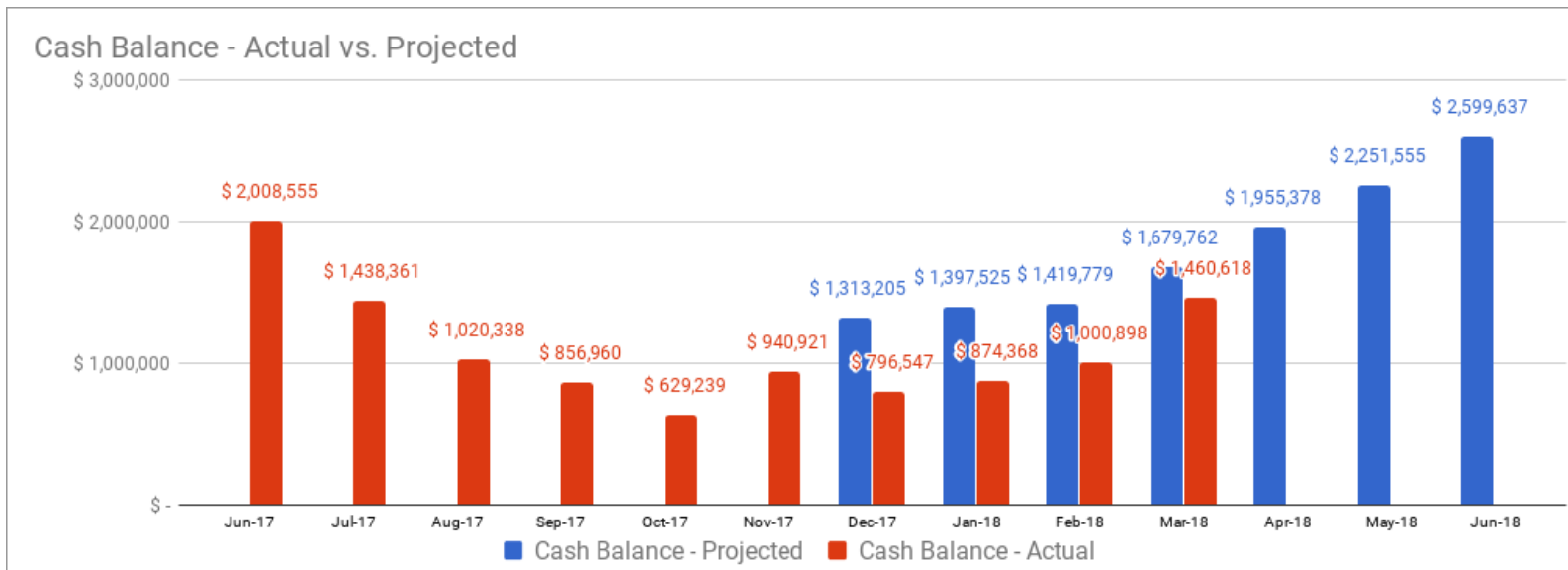
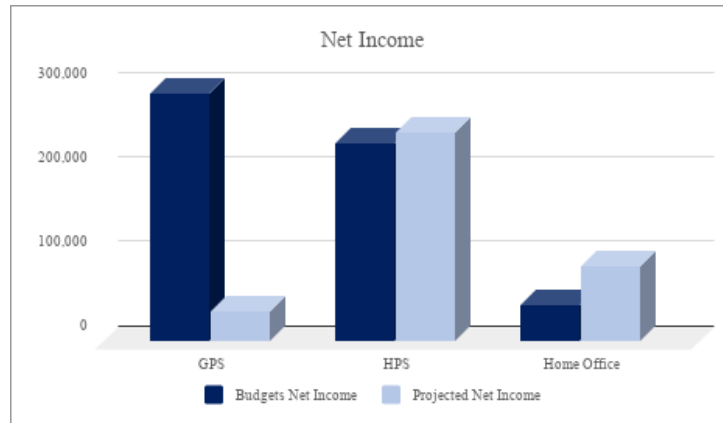
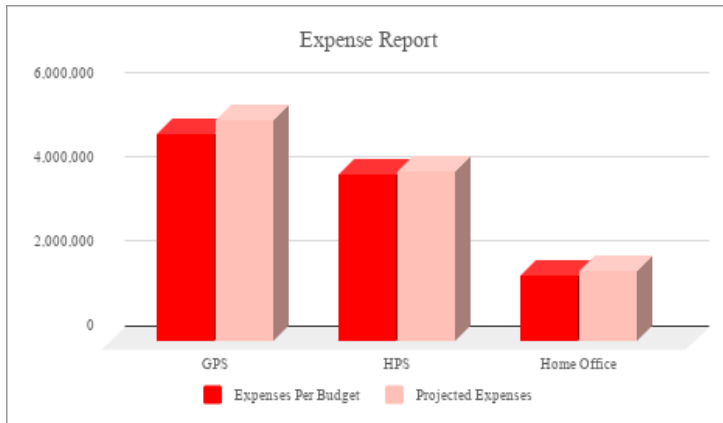
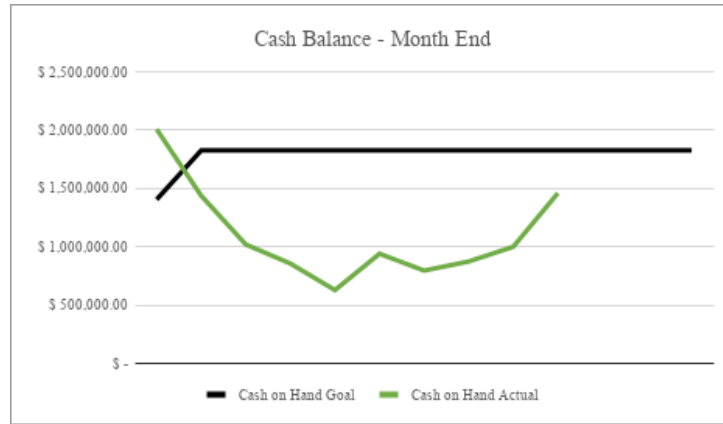
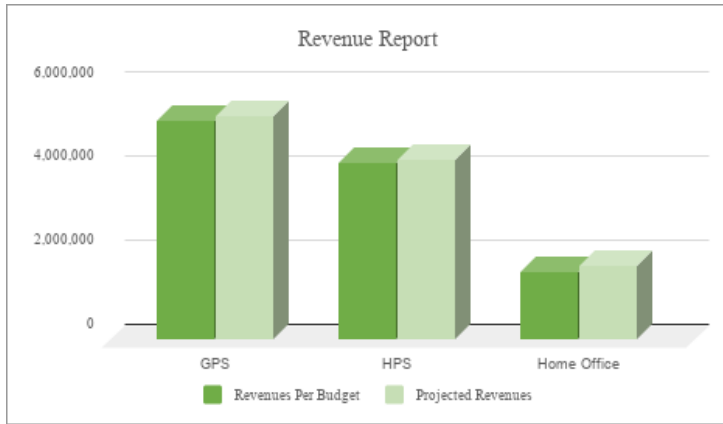
2017-18 Net Income

	<u>Current Projection</u>	<u>Orig Bd Rpt</u>	<u>Previous Projection</u>
CMO	\$89k	\$42k	26K
Gilroy Prep	\$36k	\$294k	34K
Hollister Prep	<u>\$247k</u>	<u>\$235k</u>	<u>\$290k</u>
Total	\$372k	\$571k	350k

- CMO projected net income variance highlights
 - \$170k favorable variance from adding to the private fundraising total. The fundraising total changed from \$70k last board report to \$170k to reflect the CSGF grant amount.
 - \$45k unfavorable variance from additional staff hired.
 - \$64k unfavorable variance from benefits and taxes being under budgeted.
 - \$15k unfavorable variance from professional development going over budget.

- Gilroy Prep projected net income variance highlights
 - \$68k favorable variance from one-time mandated cost not budgeted.
 - \$100k favorable variance for elimination of contingency expenses due to the process that has begun to prioritize needs that were not budgeted for.
 - \$267k unfavorable variance in salaries from staffing needs for additional staff to meet the needs of SPED students and staff on leave.
 - \$77k unfavorable variance in benefits & taxes from the additional staff added and from being under budgeted.
 - \$79k unfavorable variance for Books & Supplies from anticipated technology expenses that were budgeted for the 2016-17 year but, due to late arrival of product, had to be recorded in 2017-18 and for technology needs for the additional staff not originally budgeted for.

- Hollister Prep projected net income variance highlights
 - \$51k favorable variance from one-time mandated cost not budgeted.
 - \$50k favorable variance for elimination of contingency expenses due to the process that has begun to prioritize needs that were not budgeted for.
 - \$85k unfavorable variance in salaries from staffing needs for additional Teachers in Training to meet staffing needs to cover multiple Teacher maternity leaves.



Navigator Schools
Balance Sheet Comparison

	Actual <u>6/30/2016</u>	Actual <u>6/30/2017</u>	Actual <u>3/31/2018</u>
Cash	1,884,454	2,008,555	1,460,618
Accounts Receivable	767,909	1,126,497	0
Prepaid Expense	72,379	209,415	33,045
Fixed Assets, net of depreciation	188,935	312,895	335,009
Total Assets	2,913,677	3,657,361	1,828,672
Accrued Liabilities	319,149	657,592	429,990
CDE Loan Payable	125,000	62,500	10,321
Total Liabilities	444,149	720,092	440,311
Beginning Fund Balance	1,790,843	2,469,528	2,937,269
Net Income	678,685	467,741	(1,548,908)
Ending Fund Balance	2,469,528	2,937,269	1,388,361
Total Liabilities & Fund Balance	2,913,677	3,657,361	1,828,672

Navigator Schools - 2017-18 Latest Projection Comparison to 2016-17 Actuals
As of March 2018

Income Statement - Combined <i>CMO/GPS/HPS</i>	2017-18 Original Budget	2017-18 Latest Projection	2016-17 Audited Actuals
Revenue	10,991,368	11,335,437	9,860,508
Expenses	10,420,391	10,963,689	9,392,768
Net Income - GAAP basis (audit)	570,977	371,748	467,740
Less Capital Outlay	(157,550)	(31,713)	(190,113)
Revenue less expenses & capital out	413,427	340,035	277,627

	<u>2017-18</u>	<u>2017-18</u>	<u>2016-17</u>
Beginning Fund Balance	3,136,443	2,937,268	2,469,528
Net Income - GAAP basis (audit)	570,977	371,748	467,740
Ending Fund Balance	<u>3,707,420</u>	<u>3,309,016</u>	<u>2,937,268</u>

Revenues/Student *	9,939	10,295	10,254
Expenses/Student *	9,344	9,908	9,697
Fund Balance/Student at Year End	3,862	3,447	3,497

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

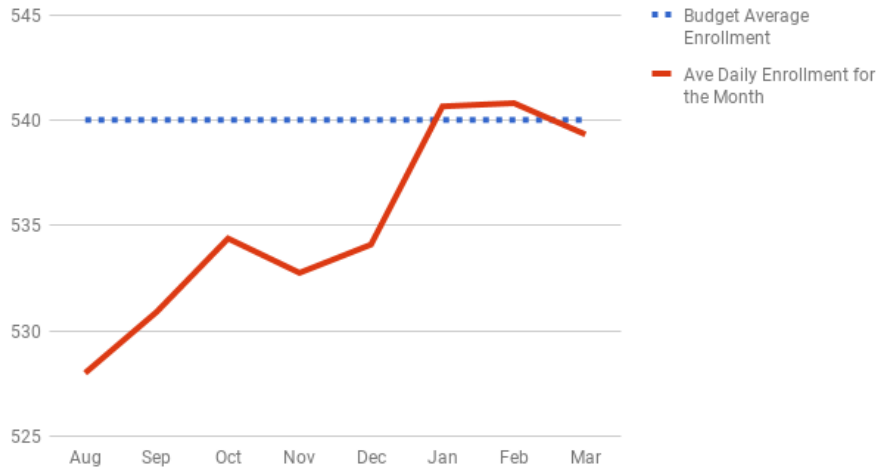
Navigator Schools - 2017-18 Budget vs. Projection

As of March 2018

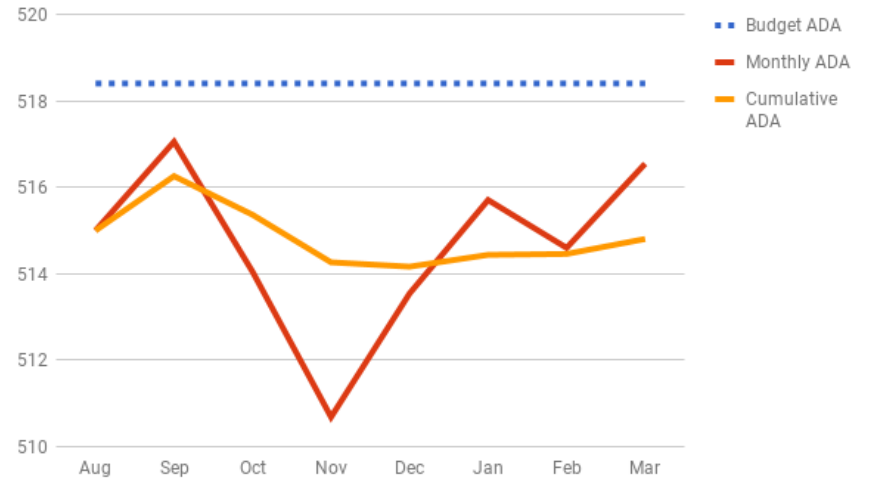
Summary Level

	Total 2017-18 Original Budget	Total 2017-18 Current Projection	GPS 2017-18 Original Budget	GPS 2017-18 Current Projection	HPS 2017-18 Original Budget	HPS 2017-18 Current Projection	CMO 2017-18 Original Budget	CMO 2017-18 Current Projection
<i>Enrollment Projection</i>	960	960	540	540	420	420		
REVENUE:								
LCFF Revenue	8,055,232	8,068,943	4,377,511	4,381,372	3,677,721	3,687,571	0	0
Federal Revenue	403,203	438,721	270,757	302,050	132,446	136,671	0	0
Other State Revenue	771,475	883,045	441,906	478,150	329,569	404,895	0	0
Donations & Grants	156,885	319,885	16,885	16,885	10,000	3,000	130,000	300,000
Other Revenue	154,631	172,433	104,744	115,729	49,887	56,427	0	277
CMO Management Fees	1,449,942	1,452,410					1,449,942	1,452,410
REVENUE	10,991,368	11,335,437	5,211,803	5,294,186	4,199,623	4,288,564	1,579,942	1,752,687
EXPENDITURES:								
Salaries	5,166,066	5,587,930	2,301,008	2,567,693	1,831,375	1,940,702	1,033,683	1,079,535
Benefits & Taxes	1,368,284	1,529,025	639,244	736,352	529,291	529,291	199,749	263,382
Books & Supplies	829,728	924,386	485,740	551,085	290,216	306,174	53,772	67,127
Services & Other Operating Expense	1,380,571	1,417,938	553,777	579,472	576,515	584,866	250,279	253,600
CMO Management Fees	1,449,942	1,452,410	787,952	788,647	661,990	663,763		
Contingency Expenses	150,000	0	100,000	0	50,000	0	0	0
Capital Outlay	157,550	31,713	101,025	21,713	56,525	10,000	0	0
EXPENDITURES	10,502,141	10,943,402	4,968,746	5,244,962	3,995,912	4,034,796	1,537,483	1,663,644
REVENUE LESS EXPENDITURES	489,227	392,035	243,057	49,224	203,711	253,768	42,459	89,043
GAAP Adjustments:								
Revenue Less Expenditures	489,227	392,035	243,057	49,224	203,711	253,768	42,459	89,043
Add back Capita Outlay to Net income	157,550	31,713	101,025	21,713	56,525	10,000	0	0
Subtract Depreciation Expense	(75,800)	(52,000)	(50,362)	(35,000)	(25,438)	(17,000)	0	0
Net Income - GAAP Basis 2017-18	570,977	371,748	293,720	35,937	234,798	246,768	42,459	89,043
Beginning Net Assets @ 6/30/17 (latest projecti	3,136,443	2,937,269	1,642,303	1,478,654	1,324,788	1,306,504	169,352	152,111
Net Income - GAAP Basis 2017-18	570,977	371,748	293,720	35,937	234,798	246,768	42,459	89,043
Ending Net Assets @ 6/30/18	3,707,420	3,309,017	1,936,023	1,514,591	1,559,586	1,553,272	211,811	241,154

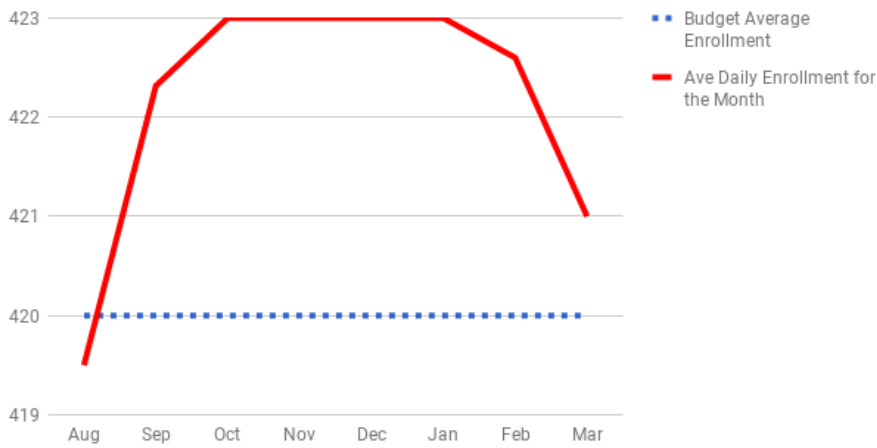
GPS Enrollment



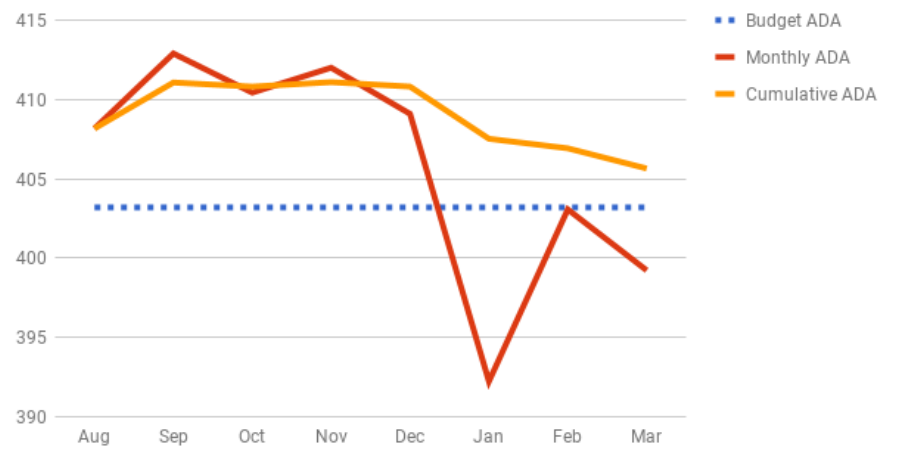
GPS ADA



HPS Enrollment




HPS ADA



Navigator Schools - Financial Data

<u>Attendance and Enrollment Data</u>	<u>Total</u>	<u>GPS</u>	<u>HPS</u>
2017-18 ADA - Approved Budget	921.6	518.4	403.2
2017-18 ADA thru 3/31/18	920.5	514.8	405.6
2017-18 ADA % thru 3/31/18	96.1%	96.2%	96.1%
2017-18 Enrollment - Approved Budget	960.0	540.0	420.0
2017-18 Ave Enrollment thru 3/31/18	957.6	535.4	422.2
Enrollment as of 3/31/18	959.0	538.0	421.0



	<u>Actual</u>	<u>Goal</u>
Cash balance as of 3/31/18	1,460,618	1,508,700
Annual Budgeted Expenditures (not including CMO Mgmt Fees)	9,052,199	9,052,199
Number of Months Cash on Hand	1.94	2.00