



2017-18 Financial Report Narrative
 Unaudited Actuals as of September 2018
 Board of Directors Meeting

2017-18 Net Income

	<u>Unaudited Actuals</u>	<u>Orig Bd Rpt</u>
CMO	\$143K	\$42k
Gilroy Prep	\$56k	\$294k
Hollister Prep	<u>\$334k</u>	<u>\$235k</u>
Total	\$532k	\$571k

- CMO projected net income variance highlights
 - \$270k favorable variance from adding to the private fundraising total.
 - \$22k favorable variance for CMO fees charged to HPS and GPS.
 - \$91k unfavorable variance from unbudgeted additional staff salaries.
 - \$41k unfavorable variance from benefits and taxes being under budgeted.
 - \$31k unfavorable variance from various supplies
 - \$24k unfavorable variance for travel and professional development
 - \$9k unfavorable variance from legal fees going over budget due to WPS petition and appeal.

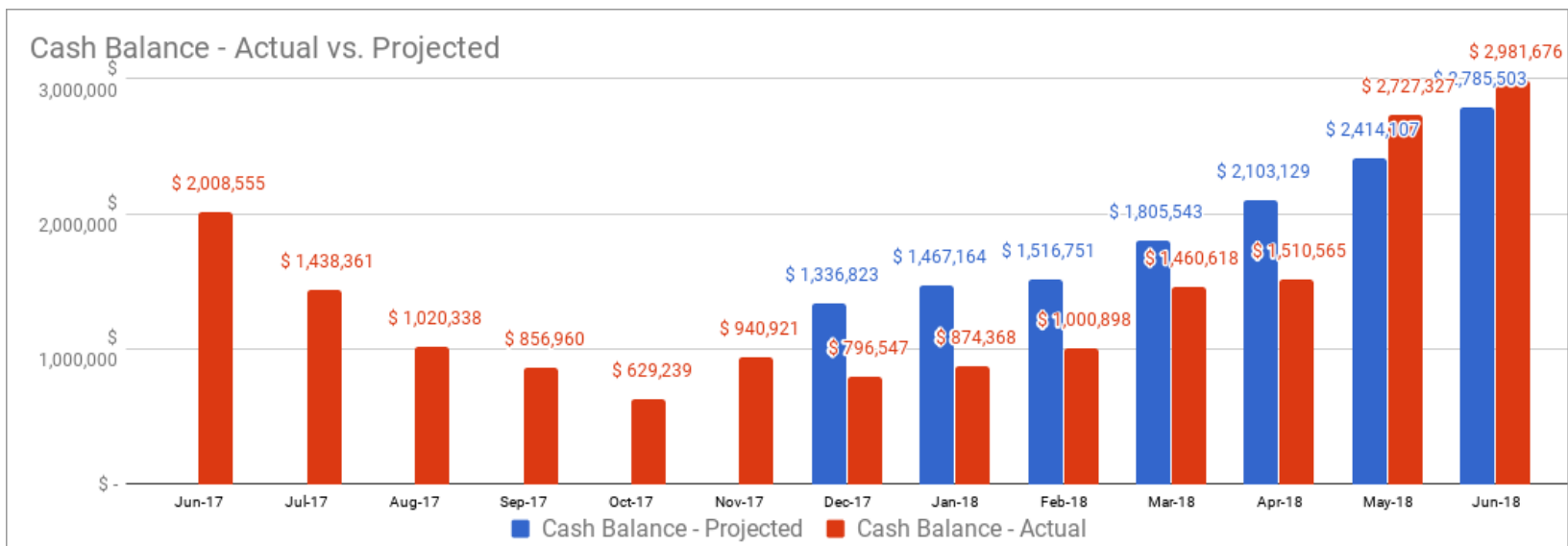
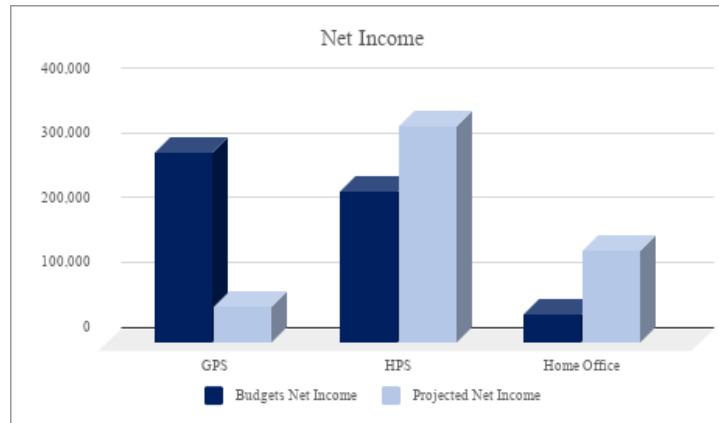
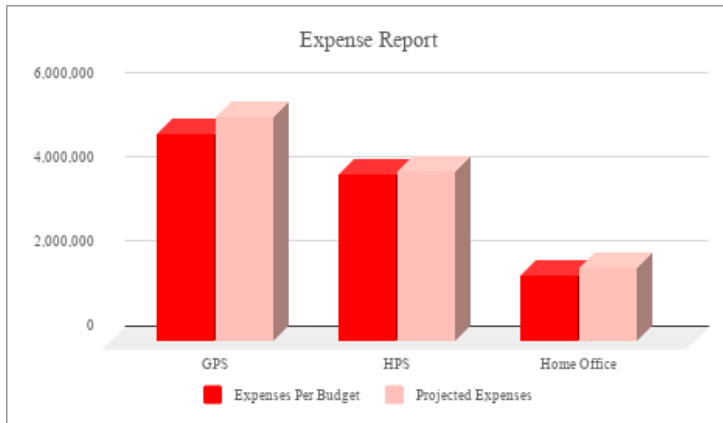
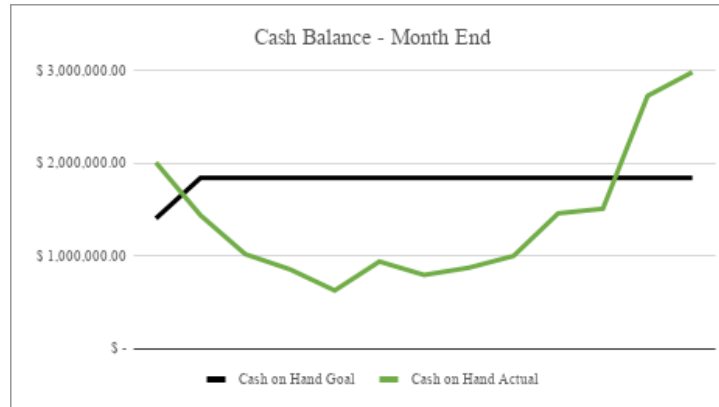
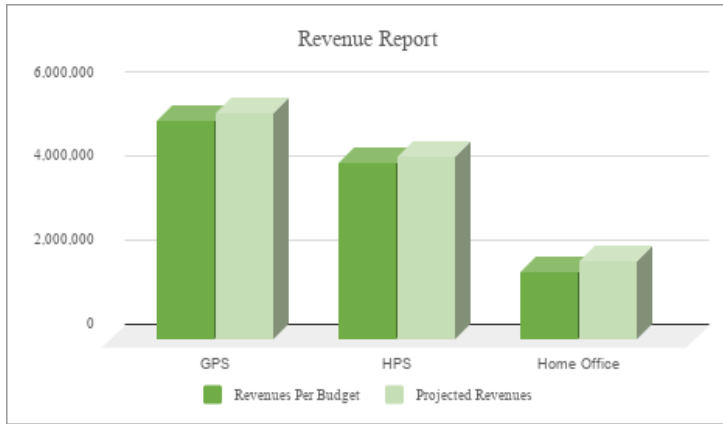
- Gilroy Prep projected net income variance highlights
 - \$62k favorable variance from one-time mandated cost revenue not budgeted.
 - \$100k favorable variance for elimination of contingency expenses due to the process that has begun to prioritize needs that were not budgeted for.
 - \$283k unfavorable variance in salaries from being under-budgeted in original budget and staffing needs for additional staff to meet the needs of SPED students.
 - \$57k unfavorable variance in benefits & taxes from the additional staff added.
 - \$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.
 - \$39k unfavorable variance in repair and maintenance due to GPS needing various unplanned repairs.
 - \$13k unfavorable variance for professional development.
 - \$15k unfavorable variance for special education consultants due to having to contract out counseling to cover staff that was on leave.
 - \$13k unfavorable variance in sports due to new athletic equipment and uniforms being purchased and paying stipends to coaches.

- \$16k unfavorable variance for communications-internet due to moving from a coax connection to a fiber connection which was not originally budgeted.

- Hollister Prep projected net income variance highlights
 - \$17k favorable variance in LCFF entitlement due to slight changes in the per ADA revenue and a small favorable variance in the ADA percentage (attendance rate).
 - \$20k favorable variance for Federal revenue coming in higher than budgeted.
 - \$46k favorable variance from one-time mandated cost revenue not budgeted.
 - \$13k favorable variance for State lottery revenue coming higher than budgeted.
 - \$24k favorable variance for additional fundraising.
 - \$24k favorable variance for professional development being lower than what was budgeted.
 - \$31k favorable variance for utilities billed from HUSD coming in lower than what was budgeted.
 - \$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.
 - \$98k unfavorable variance in salaries and benefits largely due to the addition of Teachers in Training to cover multiple teacher maternity leaves.
 - \$12k unfavorable variance in repairs and maintenance due to unplanned repairs.
 - \$15k unfavorable variance for special education consultants due to having to contract out counseling to cover staff that was on leave.
 - \$12k unfavorable variance for communications-internet due to moving from a coax connection to a fiber connection which was not originally budgeted.

Navigator Schools
 Consolidated Balance Sheet Comparison
 As of September 2018

	Actual	Actual	Actual
	<u>6/30/2016</u>	<u>6/30/2017</u>	<u>6/30/2018</u>
Cash	1,884,454	2,008,555	2,981,676
Accounts Receivable	767,909	1,126,497	778,897
Prepaid Expense	72,379	209,415	212,443
Fixed Assets, net of depreciation	188,935	312,895	324,446
Other Assets			2,915
Total Assets	2,913,677	3,657,361	4,300,377
Accrued Liabilities	319,149	657,592	830,880
CDE Loan Payable	125,000	62,500	0
Total Liabilities	444,149	720,092	830,880
Beginning Fund Balance	1,790,843	2,469,528	2,937,269
Net Income	678,685	467,741	532,228
Ending Fund Balance	2,469,528	2,937,269	3,469,497
Total Liabilities & Fund Balance	2,913,677	3,657,361	4,300,377



Navigator Schools - 2017-18 Unaudited Actuals Comparison to 2016-17 Actuals
As of September 2018

Income Statement - Combined <i>CMO/GPS/HPS</i>	2017-18 Original <u>Budget</u>	2017-18 Unaudited Actuals	2016-17 Audited <u>Actuals</u>
Revenue	10,991,368	11,593,988	9,860,508
Expenses	10,420,391	11,061,760	9,392,768
Net Income - GAAP basis (audit)	570,977	532,228	467,740
Less Capital Outlay	(157,550)	(64,816)	(190,113)
Revenue less expenses & capital outlay	413,427	467,412	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	532,228	467,740
Ending Fund Balance	<u>3,707,420</u>	<u>3,469,496</u>	<u>2,937,268</u>

Revenues/Student *	9,939	10,544	10,254
Expenses/Student *	9,344	9,989	9,697
Fund Balance/Student at Year End	3,862	3,614	3,497

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

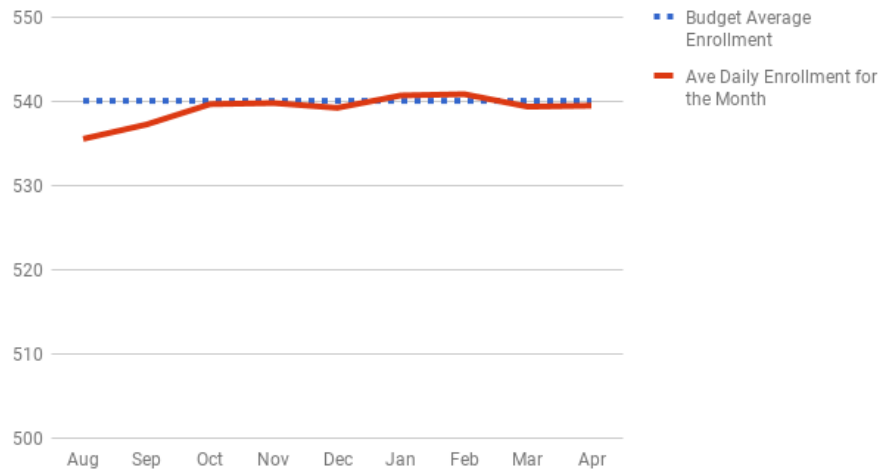
Navigator Schools - 2017-18 Budget vs. Unaudited Actuals

As of September 2018

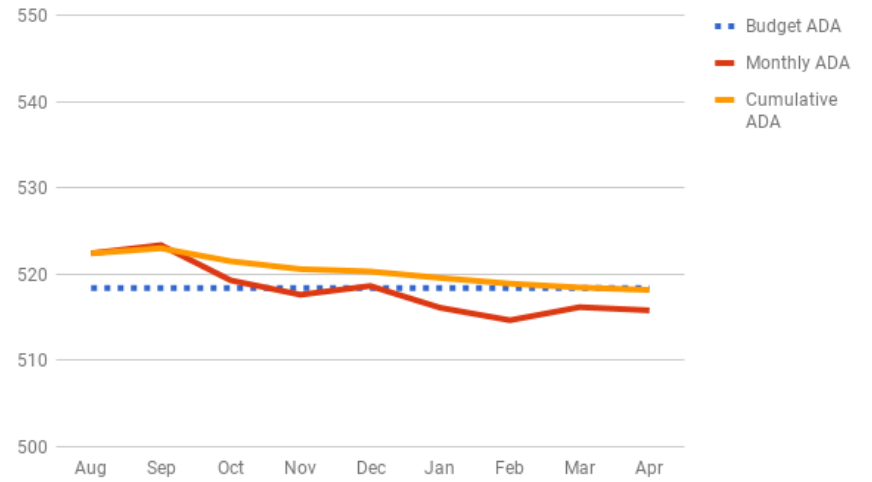
Summary Level

	Total				GPS				HPS				CMO			
	2017-18		2017-18		2017-18		2017-18		2017-18		2017-18		2017-18		2017-18	
	Original	Unaudited	Variance	Variance	Original	Unaudited	Variance	Variance	Original	Unaudited	Variance	Variance	Original	Unaudited	Variance	Variance
<i>Enrollment</i>	<u>Budget</u>	<u>Actuals</u>	<u>Budget vs Actual</u>	<u>as a %</u>	<u>Budget</u>	<u>Actuals</u>	<u>udget vs Actu</u>	<u>as a %</u>	<u>Budget</u>	<u>Actuals</u>	<u>Budget vs Actual</u>	<u>as a %</u>	<u>Budget</u>	<u>Actuals</u>	<u>Budget vs Actual</u>	<u>as a %</u>
REVENUE:																
LCFF Revenue	8,055,232	8,077,624	22,392	0.28%	4,377,511	4,382,709	5,198	0.12%	3,677,721	3,694,915	17,194	0.47%	0	0	0	
Federal Revenue	403,203	463,188	59,985	14.88%	270,757	295,457	24,700	9.12%	132,446	167,731	35,285	26.64%	0	0	0	
Other State Revenue	771,475	974,565	203,090	26.32%	441,906	571,037	129,131	29.22%	329,569	403,528	73,959	22.44%	0	0	0	
Donations & Grants	156,885	471,025	314,140	200.24%	16,885	36,966	20,081	118.93%	10,000	33,963	23,963	239.63%	130,000	400,096	270,096	207.77%
Other Revenue	154,631	135,613	(19,018)	-12.30%	104,744	88,084	(16,660)	-15.91%	49,887	45,746	(4,141)	-8.30%	0	1,783	1,783	
CMO Management Fees	1,449,942	1,471,973	22,031	1.52%									1,449,942	1,471,973	22,031	1.52%
REVENUE	10,991,368	11,593,988	602,620	5.48%	5,211,803	5,374,253	162,450	3.12%	4,199,623	4,345,883	146,260	3.48%	1,579,942	1,873,852	293,910	18.60%
EXPENDITURES:																
Salaries	5,166,066	5,705,884	539,818	10.45%	2,301,008	2,583,805	282,797	12.29%	1,831,375	1,997,012	165,637	9.04%	1,033,683	1,125,067	91,384	8.84%
Benefits & Taxes	1,368,284	1,397,777	29,493	2.16%	639,244	696,218	56,974	8.91%	529,291	461,261	(68,030)	-12.85%	199,749	240,298	40,549	20.30%
Books & Supplies	829,728	967,834	138,106	16.64%	485,740	583,590	97,850	20.14%	290,216	299,799	9,583	3.30%	53,772	84,445	30,673	57.04%
Services & Other Operating Expense	1,380,571	1,465,027	84,456	6.12%	553,777	629,114	75,337	13.60%	576,515	554,377	(22,138)	-3.84%	250,279	281,536	31,257	12.49%
CMO Management Fees	1,449,942	1,471,973	22,031	1.52%	787,952	788,888	936	0.12%	661,990	683,085	21,095	3.19%				
Contingency Expenses	150,000	0	(150,000)	-100.00%	100,000	0	(100,000)	-100.00%	50,000	0	(50,000)	-100.00%	0	0	0	
Capital Outlay	157,550	64,816	(92,734)	-58.86%	101,025	64,816	(36,209)	-35.84%	56,525	0	(56,525)	-100.00%	0	0	0	
EXPENDITURES	10,502,141	11,073,311	571,170	5.44%	4,968,746	5,346,431	377,685	7.60%	3,995,912	3,995,534	(378)	-0.01%	1,537,483	1,731,346	193,863	12.61%
REVENUE LESS EXPENDITURES	489,227	520,677	31,450	6.43%	243,057	27,822	(215,235)	-88.55%	203,711	350,349	146,638	71.98%	42,459	142,506	100,047	235.63%
GAAP Adjustments:																
Revenue Less Expenditures	489,227	520,677	31,450	6.43%	243,057	27,822	(215,235)	-88.55%	203,711	350,349	146,638	71.98%	42,459	142,506	100,047	235.63%
Add back Capita Outlay to Net income	157,550	64,816	(92,734)	-58.86%	101,025	64,816	(36,209)	-35.84%	56,525	0	(56,525)	-100.00%	0	0	0	
Subtract Depreciation Expense	(75,800)	(53,265)	22,535	-29.73%	(50,362)	(37,112)	13,250	-26.31%	(25,438)	(16,153)	9,285	-36.50%	0	0	0	
Net Income - GAAP Basis 2017-18	570,977	532,228	(38,749)	-6.79%	293,720	55,526	(238,194)	-81.10%	234,798	334,196	99,398	42.33%	42,459	142,506	100,047	235.63%
Beginning Net Assets @ 6/30/17 (latest projecti	3,136,443	2,937,269	(199,174)	-6.35%	1,642,303	1,478,654	(163,649)	-9.96%	1,324,788	1,306,504	(18,284)	-1.38%	169,352	152,111	(17,241)	-10.18%
Net Income - GAAP Basis 2017-18	570,977	532,228	(38,749)	-6.79%	293,720	55,526	(238,194)	-81.10%	234,798	334,196	99,398	42.33%	42,459	142,506	100,047	235.63%
Ending Net Assets @ 6/30/18	3,707,420	3,469,497	(237,923)	-6.42%	1,936,023	1,534,180	(401,842)	-20.76%	1,559,586	1,640,700	81,114	5.20%	211,811	294,617	82,806	39.09%

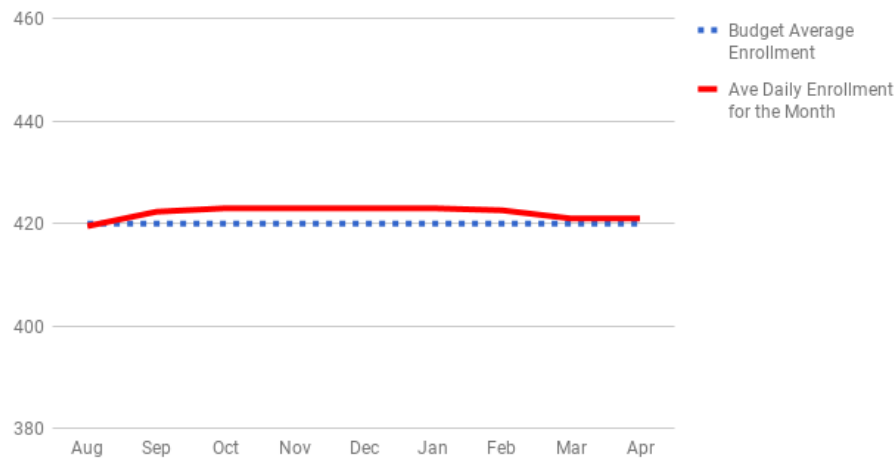
GPS Enrollment



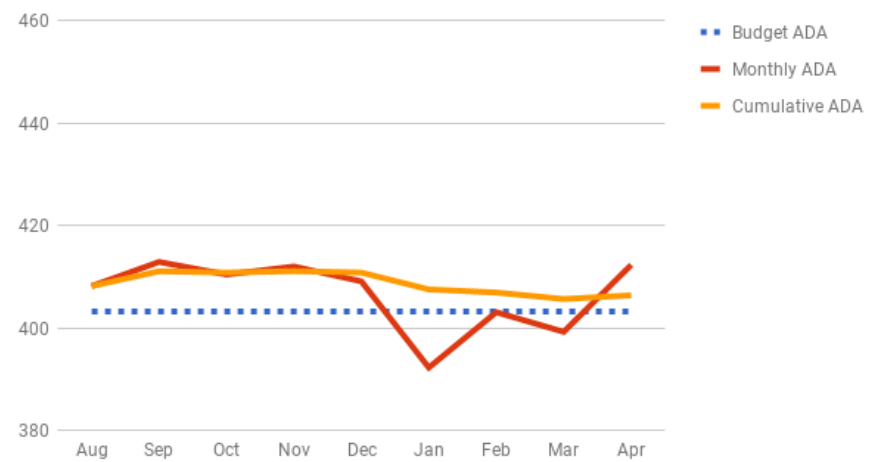
GPS ADA



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 6/30/2018	925.0	518.4	406.6
2017-18 ADA % thru 6/30/2018	96.2%	96.1%	96.4%
2017-18 Enrollment - Approved Budget	960.0	540.0	420.0
2017-18 Ave Enrollment thru 6/30/2018	961.1	539.2	421.9
Enrollment as of 6/30/2018	960.0	539.0	421.0



	<u>Actual</u>
Cash balance as of 6/30/2018	2,981,676
Annual Budgeted Expenditures (not including CMO Mgmt Fees)	9,052,199
Number of Months Cash on Hand	3.95