



2018-19 Financial Report Narrative
 December 2018 Board Meeting
 Financials through October 31, 2018

2018-19 Net Income

	<u>Current Projection</u>	<u>Orig Bd Rpt</u>
CMO	\$52k	\$19k
Gilroy Prep	\$270k	\$299k
Hollister Prep	\$333k	\$505k
Watsonville Prep	<u>\$362k</u>	<u>\$326k</u>
Total	\$1M	\$1.1M

- CMO projected net income variance highlights
 - \$52k favorable variance for consulting income that was not included in original budget.
 - \$10k unfavorable variance for office furniture purchased for additional CMO staff.
 - 10k unfavorable variance for additional legal fees.

- Gilroy Prep projected net income variance highlights
 - \$35k favorable variance for State and Federal SPED entitlement expected to come in higher than originally stated.
 - \$60k unfavorable variance in salaries from staffing needs for additional staff to meet the needs of SPED students and 1 extra TNT needed for subbing purposes.

- Hollister Prep projected net income variance highlights
 - \$13k favorable variance for State and Federal SPED entitlement expected to come in higher than originally stated.
 - \$60k favorable variance from PCSGP Expansion Grant not in original budget. This will go towards the technology for middle school (see below).
 - \$89k unfavorable variance for new, upgraded middle school Apple TV's, Monitors, and 30 MacBooks that were not in original budget. The \$60k PCSGP grant revenue will reimburse % of this cost.
 - \$140k unfavorable variance in salaries from staffing needs for additional staff hired for 1:1 SPED students, additional counseling hours and a proposed additional SPED paraprofessional. In addition, 5 open positions came in with salaries higher than what was budgeted for.
 - \$10k unfavorable variance for classroom furniture and supplies for additional activity tables for SGI's.

- Watsonville Prep projected net income variance highlights
 - \$38k favorable variance in salaries due to a reduction in expected staff.

Navigator Schools
 Consolidated Balance Sheet Comparison
 Actuals through October 31, 2018

	Actual <u>10/31/2018</u>	Actual <u>6/30/2018</u>	Actual <u>6/30/2017</u>	Actual <u>6/30/2016</u>
Cash	2,322,352	2,981,724	2,008,555	1,884,454
Accounts Receivable	48,945	776,899	1,126,497	767,909
Prepaid Expense	15,439	221,301	209,415	72,379
Fixed Assets, net of depreciation	360,789	324,446	312,895	188,935
Other Assets	2,915	2,915		
Total Assets	2,750,440	4,307,284	3,657,361	2,913,677
Accrued Liabilities	212,121	845,666	657,592	319,149
CDE Loan Payable	0	0	62,500	125,000
Total Liabilities	212,121	845,666	720,092	444,149
Beginning Fund Balance	3,461,617	2,937,269	2,469,528	1,790,843
Net Income	-923,298	524,348	467,741	678,685
Ending Fund Balance	2,538,319	3,461,617	2,937,269	2,469,528
Total Liabilities & Fund Balance	2,750,440	4,307,284	3,657,361	2,913,677

Navigator Schools - 2018-19 Unaudited Actuals Comparison to 2017-18 Actuals
Actuals through October 31, 2018

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	2016-17 Audited Actuals
Revenue	11,960,637	12,130,551	10,991,368	10,119,291	8,613,345 *
Expenses	10,811,447	11,114,759	10,420,391	9,594,946	8,145,605 *
Net Income - GAAP basis (audit)	1,149,190	1,015,792	570,977	524,345	467,740
Less Capital Outlay	(375,000)	(375,000)	(157,550)	(64,814)	(190,113)
Revenue less expenses & capital outlay	774,190	640,792	413,427	459,531	277,627

	2018-19 Original Budget	2018-19 Latest Projection	2017-18 Original Budget	2017-18 Audited Actuals	2016-17 Audited Actuals
Beginning Fund Balance	3,461,617	3,461,617	2,937,272	2,937,272	2,469,532
Net Income - GAAP basis (audit)	1,149,190	1,015,792	570,977	524,345	467,740
Ending Fund Balance	4,610,807	4,477,409	3,508,249	3,461,617	2,937,272

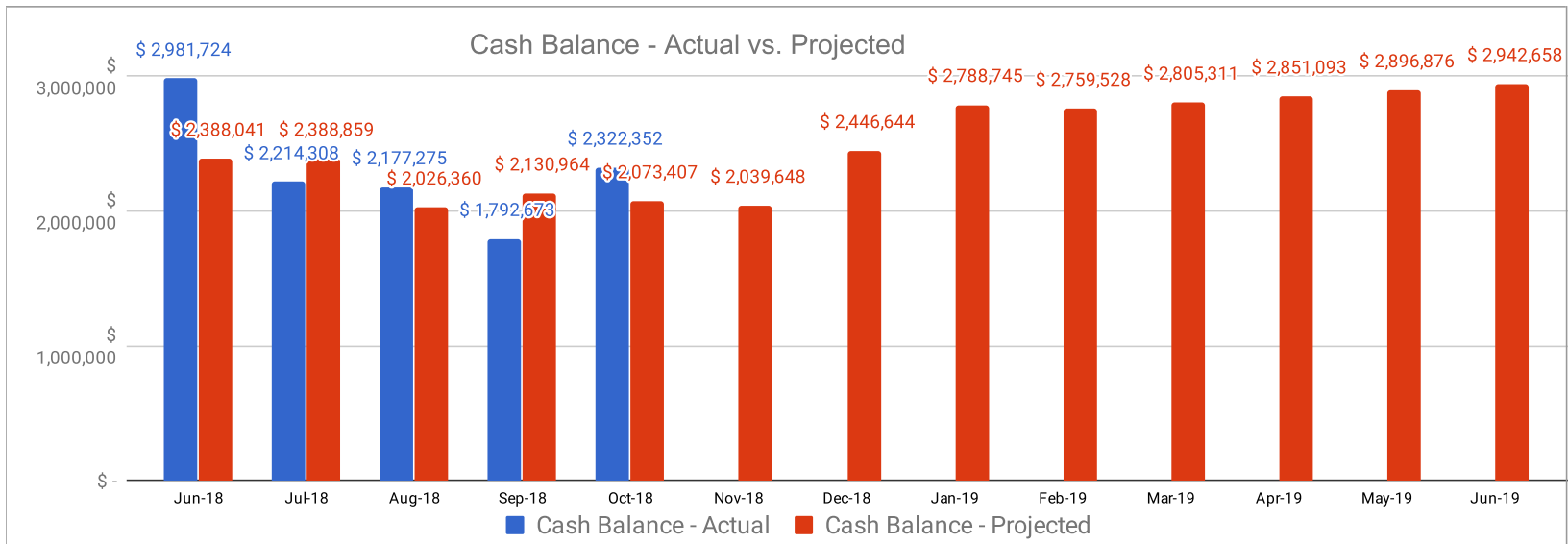
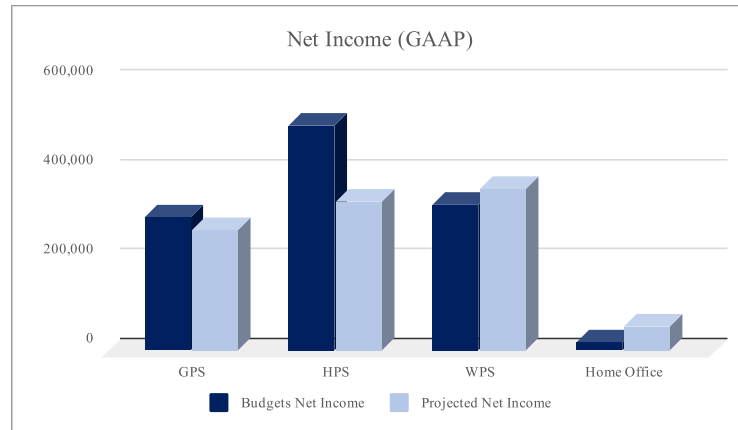
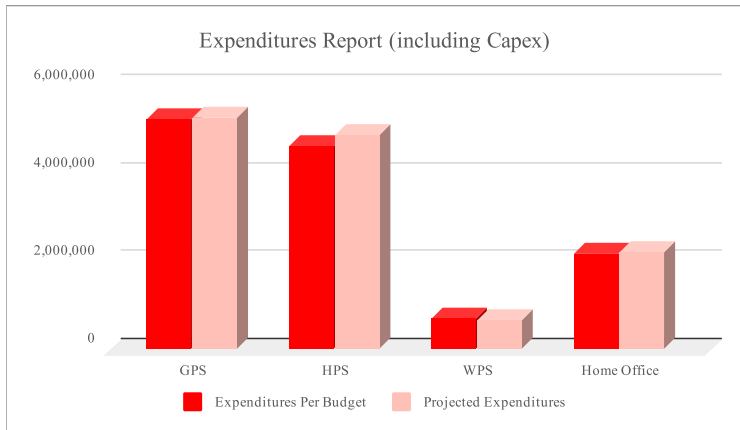
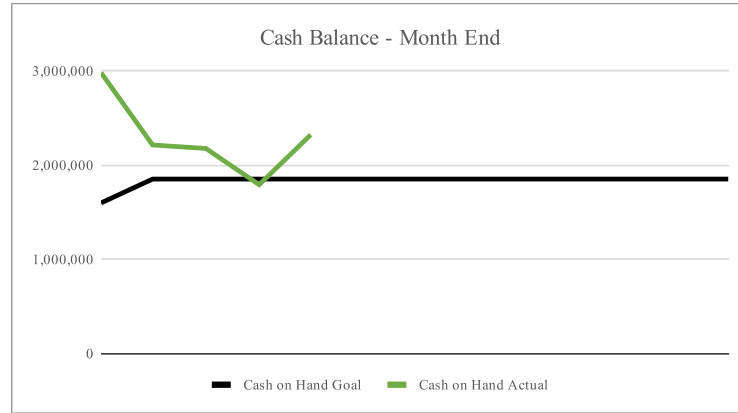
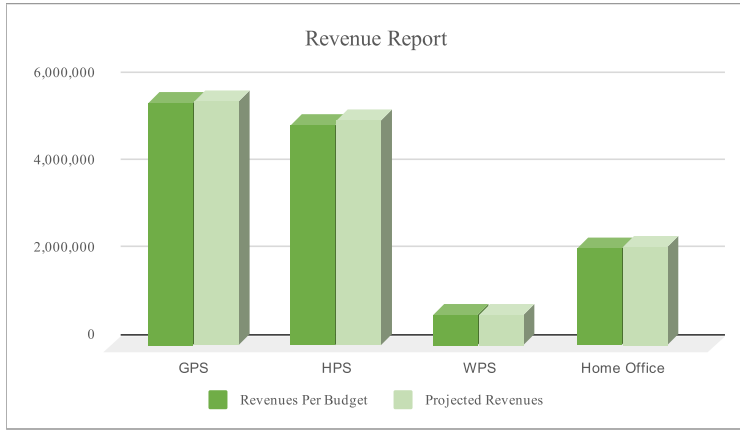
Revenues/Student *	11,726	11,893	11,449	10,541	10,254
Expenses/Student *	10,599	10,897	10,855	9,995	9,697
Fund Balance/Student at Year End	4,520	4,390	3,654	3,606	3,497

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

Navigator Schools - 2018-19 Budget vs. Projection

Actuals through October 31, 2018

	Total	TOTAL	Total	GPS	GPS	GPS	HPS	HPS	HPS	CMO	CMO	CMO	WPS	WPS	WPS
	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
<u>Summary Level</u>	Original	YTD	Current	Original	YTD	Current	Original	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>
Enrollment Projection	1020	1017	1020	540	537	540	480	480	480	0	0	0	0	0	0
REVENUE:															
LCFF Revenue	8,998,732	1,976,953	8,998,732	4,633,098	1,235,974	4,633,098	4,365,634	740,979	4,365,634	0	0	0	0	0	0
Federal Revenue	458,362	1,103	462,392	302,050	1,103	306,080	156,312	0	156,312	0	0	0	0	0	0
Other State Revenue	940,887	128,338	983,529	478,150	90,117	507,503	462,737	38,221	476,026	0	0	0	0	0	0
Donations & Grants	1,380,885	351,211	1,496,885	12,885	1,401	12,885	3,000	3,180	63,000	665,000	21,630	718,000	700,000	325,000	703,000
Other Revenue	181,771	73,431	189,013	115,954	51,275	115,954	65,517	21,164	71,557	300	992	1,502	0	0	0
CMO Management Fees	1,529,785	509,932	1,529,785							1,529,785	509,932	1,529,785			0
REVENUE	13,490,422	3,040,968	13,660,336	5,542,137	1,379,870	5,575,520	5,053,200	803,544	5,132,529	2,195,085	532,554	2,249,287	700,000	325,000	703,000
EXPENDITURES:															
Salaries	6,446,956	1,943,261	6,624,322	2,683,792	762,303	2,747,031	2,157,784	662,568	2,304,209	1,452,380	489,223	1,458,082	153,000	29,167	115,000
Benefits & Taxes	1,818,881	496,342	1,814,548	753,234	199,178	753,234	643,605	171,078	643,605	383,784	119,638	379,451	38,258	6,448	38,258
Books & Supplies	747,907	468,919	870,060	394,245	185,719	407,362	278,172	251,276	377,588	46,700	29,445	55,066	28,790	2,479	30,044
Services & Other Operating Expense	1,745,703	545,813	1,753,829	589,147	215,743	576,064	709,313	189,853	715,088	293,308	136,015	304,687	153,935	4,202	157,990
CMO Management Fees	1,529,785	509,932	1,529,785	787,627	262,544	787,627	742,158	247,388	742,158						
Capital Outlay	375,000	0	375,000	0	0	0	75,000	0	75,000	0	0	0	300,000	0	300,000
EXPENDITURES	12,664,232	3,964,266	12,967,544	5,208,045	1,625,487	5,271,318	4,606,032	1,522,163	4,857,648	2,176,172	774,320	2,197,286	673,983	42,296	641,292
REVENUE LESS EXPENDITURES	826,190	(923,298)	692,792	334,092	(245,617)	304,202	447,168	(718,619)	274,881	18,913	(241,766)	52,001	26,017	282,704	61,708
GAAP Adjustments:															
Revenue Less Expenditures	826,190	(923,298)	692,792	334,092	(245,617)	304,202	447,168	(718,619)	274,881	18,913	(241,766)	52,001	26,017	282,704	61,708
Add back Capita Outlay to Net income	375,000	0	375,000	0	0	0	75,000	0	75,000	0	0	0	300,000	0	300,000
Subtract Depreciation Expense	(52,000)	0	(52,000)	(35,000)	0	(35,000)	(17,000)	0	(17,000)	0	0	0	0	0	0
Net Income - GAAP Basis 2018-19	1,149,190	(923,298)	1,015,792	299,092	(245,617)	269,202	505,168	(718,619)	332,881	18,913	(241,766)	52,001	326,017	282,704	361,708
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	293,616	293,616	293,616	0	0	0
Net Income - GAAP Basis 2018-19	1,149,190	(923,298)	1,015,792	299,092	(245,617)	269,202	505,168	(718,619)	332,881	18,913	(241,766)	52,001	326,017	282,704	361,708
Ending Net Assets @ 6/30/19	4,610,807	2,538,319	4,477,409	1,827,210	1,282,501	1,797,320	2,145,051	921,264	1,972,764	312,529	51,850	345,617	326,017	282,704	361,708



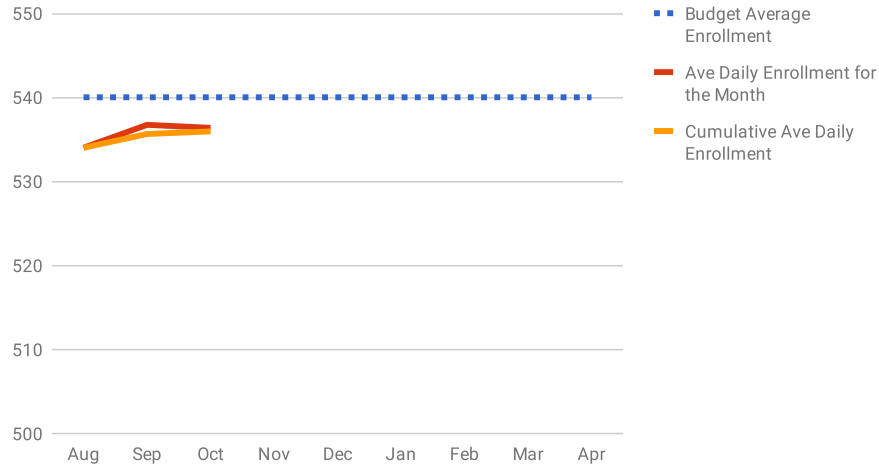
Navigator Schools - Financial Data
 Actuals through October 31, 2018

<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 10/31/2018	983.0	519.2	463.8
2018-19 ADA % thru 10/31/2018	96.8%	96.9%	96.7%
2018-19 Enrollment - Approved Budget	1020.0	540.0	480.0
2018-19 Ave Enrollment thru 10/31/2018	1015.6	535.9	479.7
Enrollment as of 10/31/2018	1017.0	537.0	480.0

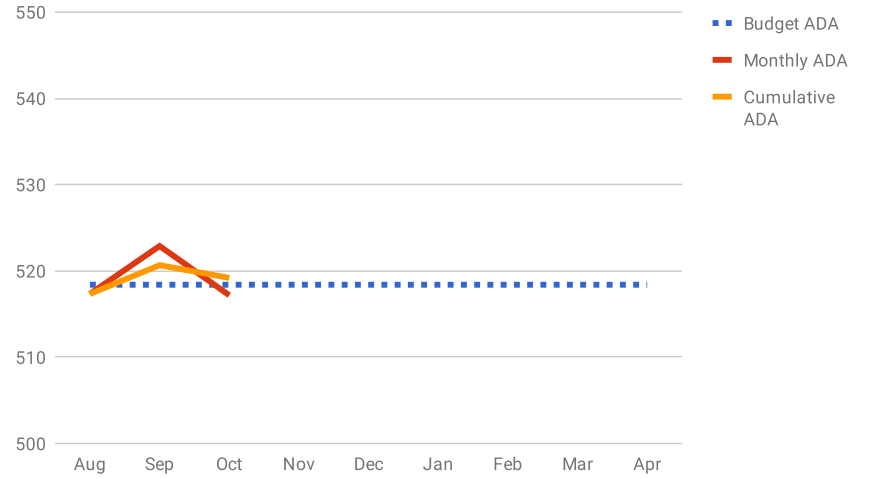
*Budgeted ADA is at 96%

	<u>Actual</u>
Cash balance as of 10/31/2018	2,322,352
Annual Expenditures (not including CMO Mgmt Fees)	11,437,759
Number of Months Cash on Hand	2.44

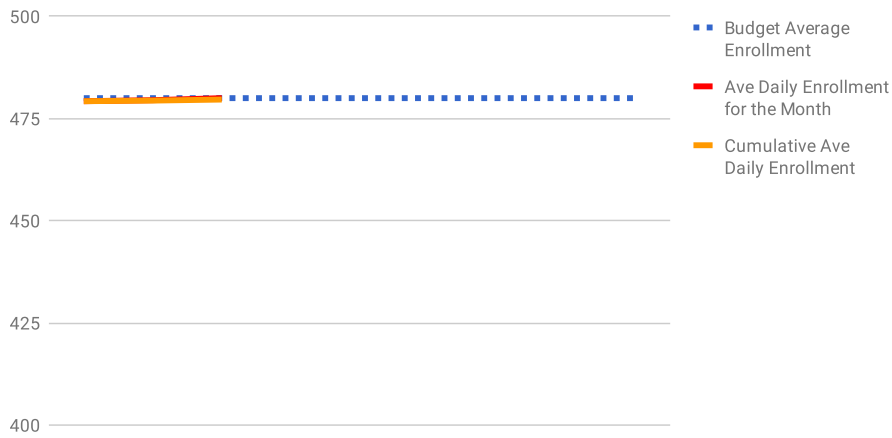
GPS Enrollment



GPS ADA



HPS Enrollment



HPS ADA

