



# Esperanza Financial Summary

As of 2/28/21



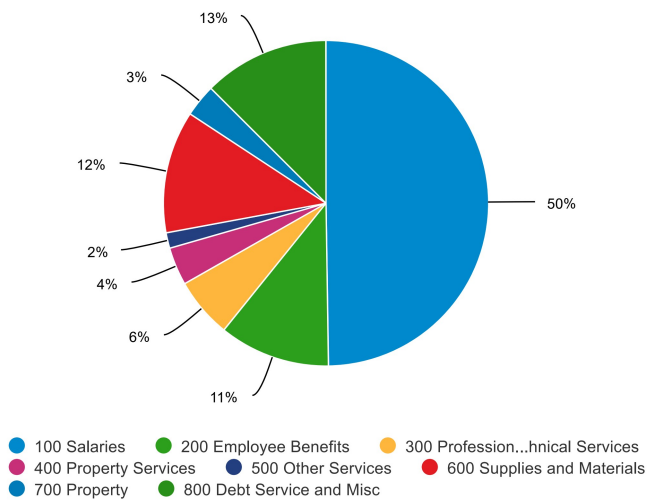
## Financial Summary

|                                      | Category                                | YTD Amount          | Total Budget        | Total Forecast      | % Target | % Forecast |
|--------------------------------------|---|---------------------|---------------------|---------------------|----------|------------|
| <b>Revenue (3 School categories)</b> |   |                     |                     |                     |          |            |
|                                      | 1000 Local Revenue                      | \$12,592            | \$56,742            | \$34,638            | 19.3%    | 36.4%      |
|                                      | 3000 State Revenue                      | \$2,810,425         | \$3,978,425         | \$4,138,850         | 68.5%    | 67.9%      |
|                                      | 4000 Federal Revenue                    | \$290,989           | \$648,650           | \$926,366           | 28.8%    | 31.4%      |
| <b>TOT</b>                           |   | <b>\$3,114,006</b>  | <b>\$4,683,817</b>  | <b>\$5,099,854</b>  |          |            |
| <b>Expense (8 School categories)</b> |   |                     |                     |                     |          |            |
|                                      | 100 Salaries                            | -\$1,459,989        | -\$2,206,545        | -\$2,295,925        | 67.0%    | 63.6%      |
|                                      | 200 Employee Benefits                   | -\$356,998          | -\$500,098          | -\$510,098          | 67.1%    | 70.0%      |
|                                      | 300 Professional and Technical Services | -\$181,417          | -\$267,523          | -\$274,803          | 69.0%    | 66.0%      |
|                                      | 400 Property Services                   | -\$97,361           | -\$174,500          | -\$174,500          | 67.0%    | 55.8%      |
|                                      | 500 Other Services                      | -\$20,004           | -\$70,985           | -\$70,985           | 66.6%    | 28.2%      |
|                                      | 600 Supplies and Materials              | -\$364,554          | -\$533,346          | -\$561,117          | 69.4%    | 65.0%      |
|                                      | 700 Property                            | -\$108,374          | -\$124,000          | -\$149,022          | 73.9%    | 72.7%      |
|                                      | 800 Debt Service and Misc               | -\$343,232          | -\$577,516          | -\$577,516          | 67.0%    | 59.4%      |
| <b>TOT</b>                           |   | <b>-\$2,931,929</b> | <b>-\$4,454,513</b> | <b>-\$4,613,966</b> |          |            |
| <b>TOT</b>                           |   | <b>\$182,077</b>    | <b>\$229,304</b>    | <b>\$485,888</b>    |          |            |

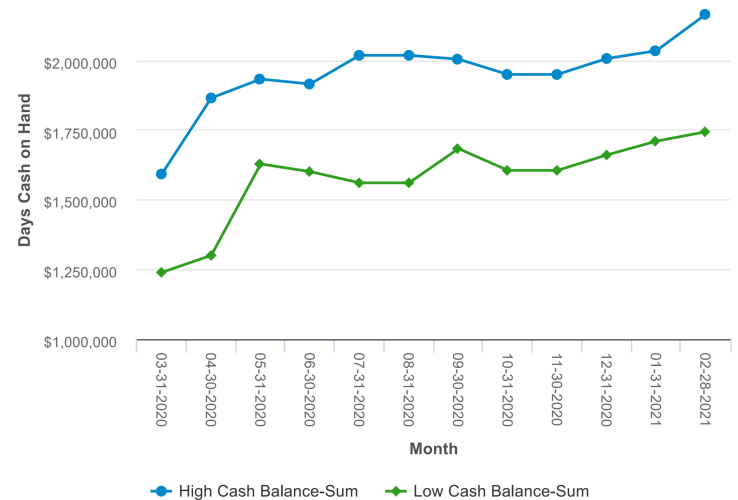
## Financial Metrics

|  | Financial Metric       | Covenant | Target  | Forecast |
|--|------------------------|----------|---------|----------|
|  | Net Income             |          | 275,000 | 485,888  |
|  | Operating Margin       |          | 7.2%    | 9.53     |
|  | Debt Service Ratio     | >1.10    | 1.30    | 1.89     |
|  | % Building             |          | 20%     | 10.7     |
|  | Unrestricted Days Cash | >35 Days | 134     | 200      |

## Expense Distribution



## Cash Balance



## Revenue vs Expenses



## Enrollment Trend

