



Esperanza Financial Summary

As of 3/31/21



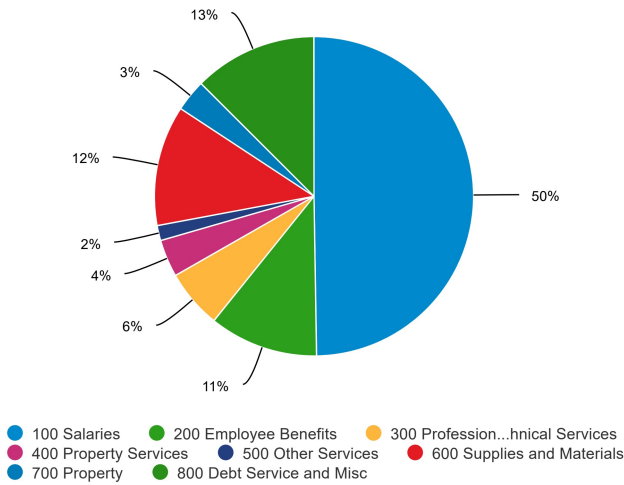
Financial Summary

| | Category | YTD Amount | Total Budget | Total Forecast | % Target | % Forecast |
|--------------------------------------|-----------------------------------------|---------------------|---------------------|---------------------|----------|------------|
| Revenue (3 School categories) | | | | | | |
| | 1000 Local Revenue | \$15,419 | \$56,742 | \$35,988 | 20.8% | 42.8% |
| | 3000 State Revenue | \$3,136,585 | \$3,978,425 | \$4,099,663 | 75.4% | 76.5% |
| | 4000 Federal Revenue | \$377,641 | \$648,650 | \$963,668 | 37.7% | 39.2% |
| TOT | | \$3,529,645 | \$4,683,817 | \$5,099,319 | | |
| Expense (8 School categories) | | | | | | |
| | 100 Salaries | -\$1,731,581 | -\$2,206,545 | -\$2,295,925 | 75.0% | 75.4% |
| | 200 Employee Benefits | -\$386,062 | -\$500,098 | -\$510,098 | 75.0% | 75.7% |
| | 300 Professional and Technical Services | -\$204,451 | -\$267,523 | -\$274,803 | 76.5% | 74.4% |
| | 400 Property Services | -\$107,765 | -\$174,500 | -\$174,500 | 75.0% | 61.8% |
| | 500 Other Services | -\$21,420 | -\$70,985 | -\$70,985 | 74.5% | 30.2% |
| | 600 Supplies and Materials | -\$424,053 | -\$533,346 | -\$562,548 | 77.8% | 75.4% |
| | 700 Property | -\$113,697 | -\$124,000 | -\$149,022 | 78.8% | 76.3% |
| | 800 Debt Service and Misc | -\$434,276 | -\$577,516 | -\$577,516 | 75.0% | 75.2% |
| TOT | | -\$3,423,306 | -\$4,454,513 | -\$4,615,397 | | |
| TOT | | \$106,339 | \$229,304 | \$483,922 | | |

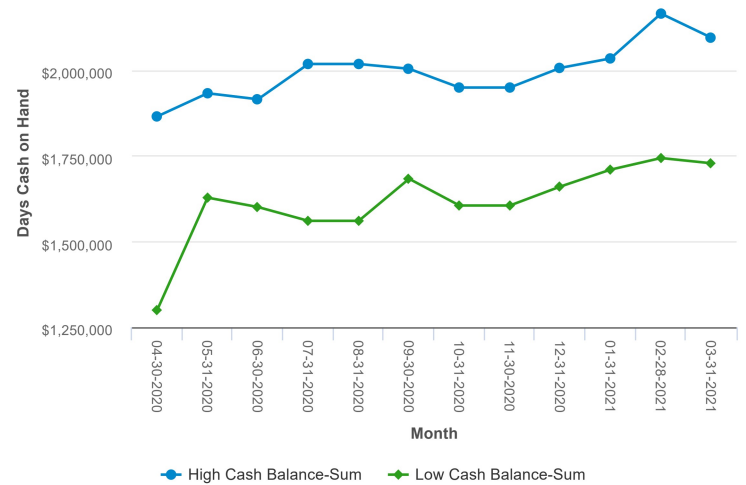
Financial Metrics

| | Financial Metric | Covenant | Target | Forecast |
|--|------------------------|----------|---------|----------|
| | Net Income | | 275,000 | 483,922 |
| | Operating Margin | | 7.2% | 9.49 |
| | Debt Service Ratio | >1.10 | 1.30 | 1.89 |
| | % Building | | 20% | 10.7 |
| | Unrestricted Days Cash | >35 Days | 134 | 194 |

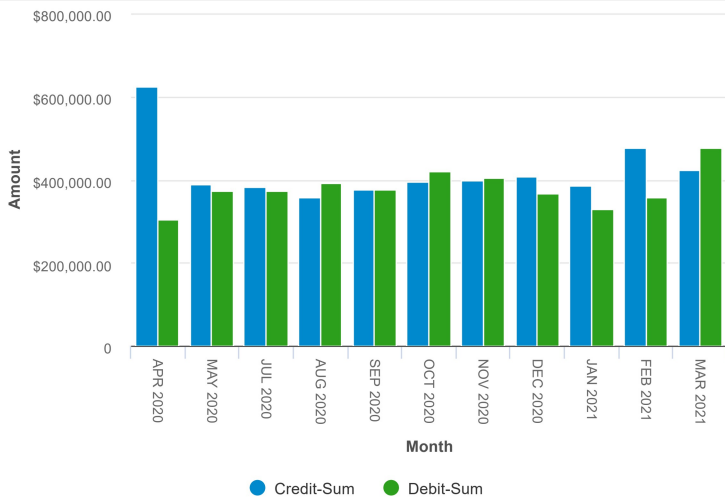
Expense Distribution



Cash Balance



Revenue vs Expenses



Enrollment Trend

