



Esperanza Financial Summary

As of 10/31/20



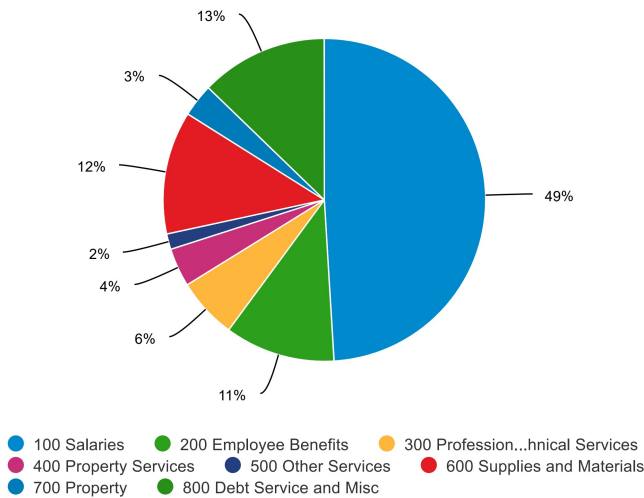
Financial Summary

| | Category | YTD Amount | Total Budget | Total Forecast | % Target | % Forecast |
|--------------------------------------|---|---------------------|---------------------|---------------------|----------|------------|
| Revenue (3 School categories) | | | | | | |
| | 1000 Local Revenue | \$10,021 | \$56,742 | \$33,393 | 0.0% | 30.0% |
| | 3000 State Revenue | \$2,047,035 | \$3,978,425 | \$4,028,483 | 51.0% | 50.8% |
| | 4000 Federal Revenue | \$215,524 | \$648,650 | \$926,366 | 20.7% | 23.3% |
| TOT | | \$2,272,580 | \$4,683,817 | \$4,988,242 | | |
| Expense (8 School categories) | | | | | | |
| | 100 Salaries | -\$1,109,182 | -\$2,206,545 | -\$2,218,205 | 50.0% | 50.0% |
| | 200 Employee Benefits | -\$252,306 | -\$500,098 | -\$500,098 | 50.3% | 50.5% |
| | 300 Professional and Technical Services | -\$130,088 | -\$267,523 | -\$274,803 | 53.7% | 47.3% |
| | 400 Property Services | -\$79,949 | -\$174,500 | -\$174,500 | 50.0% | 45.8% |
| | 500 Other Services | -\$13,522 | -\$70,985 | -\$70,985 | 50.0% | 19.0% |
| | 600 Supplies and Materials | -\$291,500 | -\$533,346 | -\$556,659 | 55.4% | 52.4% |
| | 700 Property | -\$106,765 | -\$124,000 | -\$149,022 | 76.1% | 71.6% |
| | 800 Debt Service and Misc | -\$296,728 | -\$577,516 | -\$577,516 | 50.0% | 51.4% |
| TOT | | -\$2,280,040 | -\$4,454,513 | -\$4,521,788 | | |
| TOT | | -\$7,459 | \$229,304 | \$466,454 | | |

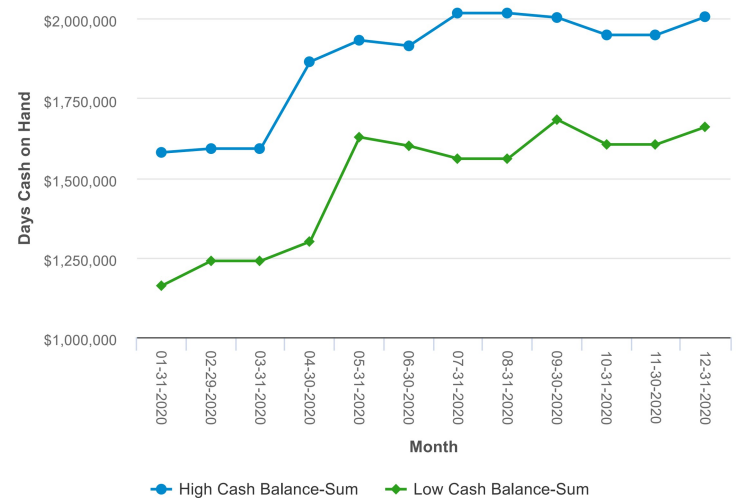
Financial Metrics

| | Financial Metric | Covenant | Target | Forecast |
|--|------------------------|----------|---------|----------|
| | Net Income | | 275,000 | 466,454 |
| | Operating Margin | | 7.2% | 9.35 |
| | Debt Service Ratio | >1.10 | 1.30 | 1.85 |
| | % Building | | 20% | 11 |
| | Unrestricted Days Cash | >35 Days | 134 | 187 |

Expense Distribution



Cash Balance



Revenue vs Expenses



Enrollment Trend

