

## Girls Athletic Leadership School Las Vegas Budget Narrative

March 11, 2021

### Revenue

- Per pupil revenue assumption is \$7,287 per pupil which is very similar to that received in 2021-2022 SY. Enrollment for Year 2 is currently budgeted at 160 students with out-years reflecting our full enrollment projection of 405 students by Year 4.
- DSA Sponsorship fee is 1.3% of per pupil revenues.
- Inflation adjusts downward by 3% each year.
- Special Education funding is \$3458 for a population of 12% SPED students.
- Title I funding is \$325 per student. Title II is \$65 per student. Title III is \$100 per student. These are estimates from the SPCSA.
- CSP start up funds are \$225,000 in year 1, \$300,000 in year 2 and 100,000 in Year 3. GALs was awarded higher amounts but to budget conservatively and properly match revenue to expenses a lesser amount was considered.
- GALs has repaid 45,500 in Revolving loan funds and has no other debts to consider.
- Private fundraising was 10,000 year to date and is estimated to end the year at \$13,000. Conservatively, GALs projects 10,000 per year to at least continue.
- GALs also received 25,000 in additional grants from outside sources in the first year as reflected in the budget for 2021-2022. GALs does not know if it will be possible to secure similar grants in the future and did not incorporate this into the estimate.

### General Operating Expenses

#### Salaries and benefits

- GALs has set the Executive Director and Head of School salary at approximately \$82,000. This is in the midrange of the CCSD Administrative Salary Schedule range which goes from \$59,000 on the low end to \$130,000 on the high end.
- Other Administrative Salaries for Director of Operations, Director of Admin and Finance, Asst. Head of School and Assoc. Director of Community Partners and Enrollment will be set between \$32,000 and \$65,000 based on average market rates for similar positions.
- Teacher salaries range between \$45,000 and \$50,000 depending on their experience levels, if they assume a lead role in the school or serve as the Dean of Special Education.
- Employees also receive \$375 of medical insurance paid for by the school. The estimates are actuals of current coverage.
- Other paraprofessional and staff level salary is \$22,500 a year based on market rates currently experiencing.
- Retirement benefits were determined based on the Nevada State PERS contribution of 15.25% for the employee/employer match. If an employee chooses the employer only contribution plan their salary would be adjusted downward by the state provided adjustment factor.
- Bonuses may occur but will be based on financial ability and projections at the time.

#### Banking, Audit and Legal fees

- The estimate is \$6,000 for legal services and \$10,000 for an annual audit. Banking fees are nominal as GALs is setup under a non-profit account with essentially no fees.

#### Other

- Professional Development is estimated at 7,500 in year 2021-2022 and grow slightly as more staff are added.
- Marketing and recruitment costs average up to \$12,000- \$14,000 per year based on the current contract GALS has for PR services.
- The GALS accounting system fee is \$2500 per year and up to \$8500 is budgeted to provide for additional bookkeeping services as well.
- Psychology consultant and SPED consulting are estimated at \$2000 per SPED student based on current year experience. GALS is committed to grow a reserve of \$75,000 beginning in Year 3 that will be set aside for at-risk populations and allows 4 years to achieve that level.
- Curriculum is budgeted at \$200 per student based on current curriculum used. GALS Las Vegas will leverage curriculum from the GALS Network and will ensure Nevada Common Core Standards are met. GALS Las Vegas will also ensure there are adequate teacher resources per student.
- 100% of GALS Students are free and reduced lunch and GALS is able to operate food services at break even so no costs are reflected in the budget.
- GALS Network administers a 5% of student revenues fee for a whole host of services described in the draft Master Service Agreement included at the end of this attachment.

## Facilities, Technology and Equipment Assumptions

### Facilities

Cost estimates for facilities are summarized below:

	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
Rentable Sq feet	11,999	12,922	17,736	27,021	27,021
# of students	160	325	405	405	405
# of classrooms	10	11	14	21	21
# of sq feet per student	75	40	44	66	66
Rental Rate per sq foot	13.80	14.40	15.50	16.08	16.08
Escalation	None	None	None	Caps at 3% of any increases GALS would receive from DSA or Title I grants.	Caps at 3% of any increases GALS would receive from DSA or Title I grants.
Total payment due	165,600	187,077	274,908 est	434,498 est	431,188 est

During operations, insurance is budgeted at \$20,000 which is slightly over the quote provided by Distinctive Insurance, again to be conservative.

A Contingency for the budget has been added in the summary as Other contingency at 40,000 per year. This contingency is for possible budget estimate errors.

### Technology

GALS LV will acquire technology in 2021-2022 and 2023-2024 primarily using CSP and a Broadband Grant awarded this year. Chromebooks will be purchased using CSP and the Broadband grant will fund all the

necessary technology (firewall, wiring and Wireless Access points) for the schools internet service. GALS has also received an e-rate grant award for Internet service which will be reduce by 85%. Classroom technology will be funded using the CSP as well. All furniture will be acquired using the CSP.

## Summary

The GALS LV Budget shows a fund balance surplus year over year with built-in conservative estimates and contingency. There is a risk that revenues could be lower than anticipated based on enrollment. To address this GALS has put in place a number of provisions to lower costs:

- 1) Employment contracts for the Executive Director and Head of School include provisions to lower salaries to as low as \$50,000 per year if enrollment does not meet planned amounts.
- 2) Bonuses would not be paid.
- 3) The GALS Inc. management fee decreases as it is based on a % of total per pupil revenue.
- 4) GALS LV will work with vendors including GALS Inc. to defer or re-negotiate products and services anticipated in the budget. GALS LV will routinely evaluate buying used over new.
- 5) GALS LV will maximize the use of grants in the start- up period to create the strongest start up financial position possible.