

Approve interim 2011-12
Partnership budget

Budget topics for today

- Review status of 2010-11 fiscal year budget
- Review process for 2011-12 fiscal year budget development
- Review interim 2011-12 fiscal year budget

Update on the Partnership financials through 4/30/10

- The Partnership's current financial position is okay
 - Total cash in our bank account as of 4/30/10 was \$1.4 mm
 - Net income through April was \$375,000
 - Fundraising was lower than anticipated but this has been off-set by reductions in expenditures (see below for details)
- We are actively fundraising to support next year's budget (see detail on following pages)
- Through April 30, 2011, with only 17% of the year remaining, major remaining balances were as follows:
 - **Salaries, benefits and consultants** - ~23% of budget remaining, or \$900,000. Funds from staff were reallocated to pay for consultants while vacancies were filled.
 - **Materials and supplies** - ~39% of budget remaining, or \$335,000 due to delayed purchases and cost cutting in several areas
 - **Small schools** - ~77% remaining, or \$200,000 due to delayed implementation
 - **Targeted school site spending** - ~67%, or \$500,000 due to slower school site implementation
 - **Family and community engagement** - Negative ~90%, or \$120,000 due to increased program needs and faster implementation of some programs

High level cash position

- On our current trajectory, without additional fundraising, the Partnership would finish the year approximately \$300k below its year end cash target and \$100k less than was anticipated in the Board approved budget for 2010-2011
 - Main reason for current position is that fundraising is lower than anticipated
 - Additionally some of the funds raised to date have been restricted to areas not in the original budget
- The Partnership has made adjustments to ensure that services to schools are not impacted and we begin the next fiscal year in a sound financial position
 - We have over \$200k in contracts for the current fiscal year that we are not required to pay until next fiscal year (beginning July 1, 2011)
 - We have \$500k in funds allocated to school sites that are unspent in our budget and will “roll over” into next year
 - Significant cash infusion in July from committed sources
 - Partnership has several active grant proposals that are targeted for the upcoming fiscal year

Fundraising projections for 2011-12 (1/2)

- We need to fundraise a minimum of \$1.2MM to meet our SY11-12 budget goals
- Current Proposals: we have 8 outstanding proposals that if all come through will generate an estimated \$1MM.
 - 2 individuals, 3 foundations and 3 corporations
 - We have received a \$250K matching grant from OneWest Bank to support the Technology for Teachers program. We need to identify a \$250K match in order for the funds to be released. This \$250K is not included in the \$1MM potential revenue referenced above.
- The \$1.2MM is a base estimate. We feel confident that with the strategy we are developing, we will be able to raise more funds.

Fundraising projections for 2011-12 (2/2)

- Fundraising Strategy for SY11-12
 - Close outstanding grants (referenced on last page)
 - Secure re-grants from individuals, foundations and corporations who have supported us in the past
 - There are 7 accounts that are potential re-grants.
 - Approach new foundations, corporations
 - We have identified 20+ foundations we will begin approaching this year.
 - Approach new individuals
 - We are working with a new consultant to help us develop and execute on an aggressive individual campaign strategy.
 - We've identified 35+ individuals who we will approach this summer.
 - Host several fundraising events, combination of intimate dinners at the Mayor's house to low dollar, low cost events to build a base of donors
 - Launch an on-line donation campaign

Partnership balance sheet as of 4/30/11

Partnership for Los Angeles Schools Balance Sheet as of April 2011

Assets		Liabilities	
Current Assets		Current Liabilities	
Cash		Accounts Payable	
Cash in Bank-Operating	1,360,677	Accounts Payable (Current Liabilities)	82,926
Total Cash	1,360,677	Wells Fargo Card Payable	17,129
Accounts Receivable		Total Accounts Payable	100,055
Accounts Receivable	3,828,398	Total Current Liabilities	100,055
Due From Others	1,918	Other Current Liabilities	
Total Accounts Receivable	3,830,316	Other Current Liabilities	
Other Current Assets		Accrued Payables	224,205
Prepaid Expenditures (Expenses)	58,351	District Staff on Loan	342,285
Earned Salary Advance	10,674	Current Loans	3,750,000
Total Other Current Assets	69,025	Total Other Current Liabilities	4,316,491
Total Current Assets	5,260,018	Total Other Current Liabilities	4,316,491
Fixed Assets		Long Term Liabilities	
Buildings	17,744	Compensated Absences Payable	
Accumulated Depreciation-	(2,810)	Total Long Term Liabilities	
Buildings		Total Long Term Liabilities	
Computer / Equipment	68,587	Total Liabilities	
Accumulated Depreciation-	(33,579)	Total Liabilities	
Computer /Equipment		Equity	
Furniture	1,454	Fund Balance Reserved	
Total Fixed Assets	51,396	Temporarily Restricted Fund	
Total Assets	5,311,414	Total Fund Balance Reserved	
		Fund Balance Unreserved	
		Beginning Fund Balance	
		Total Fund Balance Unreserved	
		Change in Net Assets	
		Total Equity	
		Total Equity	
		Total Liabilities & Equity	
		Total Liabilities & Equity	

Note: financials are unaudited and subject to change

Partnership budget vs. actual, 7/1/10 – 4/30/11 (1/7)

The Partnership for Los Angeles Schools
 FY 2010-11 budget vs. actual expenditures through April 30, 2011

	(A) 2010-11 FY budget	(B) Actuals thru 4/30/11	(C) Remaining Balance	(D) Percent of budget
✓(1) REVENUES				
✓(2) Non-regranting committed	\$6,233,000	\$6,208,469	(\$24,531)	0%
✓(3) Regranting committed	0	0	0	n/a
✓(4) Other potential revenues	1,100,000	0	(1,100,000)	-100%
✓(5) Total Revenues	\$7,333,000	\$6,208,469	(\$1,124,531)	-15%
✓(6) EXPENDITURES				
✓(7) PARTNERSHIP SUPPORT TEAM				
✓(8) Salaries and bonuses	\$2,976,685	\$2,220,263	\$756,422	25%
✓(8) Employee benefits	684,638	473,131	211,507	31%
✓(10) Consultants	186,600	252,182	(65,582)	-35%
✓(11) Total Partnership Support Team	\$3,847,923	\$2,945,576	\$902,347	23%

Partnership budget vs. actual, 7/1/10 – 4/30/11 (2/7)

	(A) 2010-11 FY budget	(B) Actuals thru 4/30/11	(C) Remaining Balance	(D) Percent of budget
(12) PARTNERSHIP SUPPORT OFFICE				
Materials and Supplies				
Books and Reference Materials	\$0	\$968	(\$968)	n/a
Office Supplies	54,000	25,980	28,020	52%
Software and Financial Systems	25,629	1,465	24,164	94%
Computer Hardware	30,000	0	30,000	100%
Other supplies	4,000	3,823	177	4%
Noncapitalized Equipment	21,968	1,687	20,281	92%
Food and Food Supplies	0	7,658	(7,658)	n/a
Travel and Conferences	43,936	28,192	15,744	36%
Mileage	36,613	25,248	11,365	31%
Parking	60,000	34,426	25,574	43%
Dues and Membership	1,831	600	1,231	67%
General Insurance	72,000	13,122	58,878	82%
Operation / Housekeeping	12,000	278	11,722	98%
Building Rent	143,051	118,520	24,531	17%
Equipment Lease	30,000	19,986	10,014	33%
Vendor Repairs	3,000	0	3,000	100%
Legal / Audit Fees	116,000	37,423	78,577	68%
Advertisement / Recruitment	28,000	113,992	(85,992)	-307%

Partnership budget vs. actual, 7/1/10 – 4/30/11 (3/7)

	(A) 2010-11 FY budget	(B) Actuals thru 4/30/11	(C) Remaining Balance	(D) Percent of budget
Training and Development	18,000	5,332	12,668	70%
Other Fees / Bank Charges /Credit Card Fees	41,007	3,516	37,491	91%
LAUSD On-Loan Employees Service Fee	0	19,734	(19,734)	n/a
Telephone	72,000	41,478	30,522	42%
Internet	36,000	20,291	15,709	44%
Postage Expense / UPS / FEDEX	18,000	7,167	10,833	60%
<i>Materials and Supplies - Total</i>	867,035	530,886	336,149	39%
(13) Fundraising	\$35,000	\$12,462	\$22,538	64%
<i>Fundraising - Total</i>	35,000	12,462	22,538	64%
(14) Communications	\$67,100	\$50,908	\$16,192	24%
<i>Communications - Total</i>	67,100	50,908	16,192	24%
(15) SUBTOTAL - PART. SUPPORT	\$4,817,058	\$3,539,832	\$1,277,226	27%

Partnership budget vs. actual, 7/1/10 – 4/30/11 (4/7)

	(A) 2010-11 FY budget	(B) Actuals thru 4/30/11	(C) Remaining Balance	(D) Percent of budget
(16) SCHOOL AND COMMUNITY PLANNING				
(17) School site support				
(18) Professional development				
(19) Overall	\$0	\$23,749	(\$23,749)	n/a
(20) Principal conferences	50,000	15,624	34,376	69%
(21) Summer institute	200,000	195,355	4,645	2%
(22) Capturing Kids Hearts	124,800	117,812	6,988	6%
(23) Operations trainings	2,750	0	2,750	100%
(24) School visits	35,000	46,329	(11,329)	-32%
(25) Adaptive schools	0	0	0	n/a
(26) Professional development - total	412,550	398,869	13,681	3%
(27) Intervention programs				
(28) Overall	\$0	\$20,761	(\$20,761)	n/a
(29) APEX program	26,000	0	26,000	100%
(30) AVID	75,000	83,586	(8,586)	-11%
(31) Balanced literacy	260,000	211,186	48,814	19%
(32) Math initiative	10,000	6,472	3,528	35%
(33) ELAC partnership (Wright)	10,486	7,838	2,648	25%
(34) College aw areness	150,000	87,338	62,662	42%
(35) Intervention programs - total	531,486	417,181	114,305	22%

Partnership budget vs. actual, 7/1/10 – 4/30/11 (5/7)

	(A) 2010-11 FY budget	(B) Actuals thru 4/30/11	(C) Remaining Balance	(D) Percent of budget
(36) Small schools				
(37) Roosevelt	\$44,105	\$49,176	(\$5,071)	-11%
(38) Santee - traditional track	65,200	6,817	58,383	90%
(39) Santee - linked learning	155,910	2,449	153,461	98%
(40) Mendez	12,250	6,459	5,791	47%
(41) Small schools - total	277,465	64,901	212,564	77%
(42) Transition team planning				
(43) Joyner	\$35,000	\$38,153	(\$3,153)	-9%
(44) Carver	30,000	15,439	14,561	49%
(45) Huerta	21,000	5,585	15,415	73%
(46) Transition team planning - total	86,000	59,177	26,823	31%
(47) Targeted school site funding	717,467	235,443	482,024	67%
(48) Technology programs				
(49) School2Home	\$343,350	\$337,469	\$5,881	2%
(50) Other technology	133,780	19,170	114,610	86%
(51) Microsoft grant - Mendez	0	29,635	(29,635)	n/a
(52) Teacher laptop program	0	0	0	n/a
(53) Technology programs- total	477,130	386,274	90,856	19%
(54) School staffing support	24,700	11,156	13,544	55%
(55) School site staff salaries				
(56) Principal stipends	\$282,843	\$245,904	\$36,939	13%
(57) School site staff salaries	240,000	217,928	22,072	9%
(58) School site staff salaries - total	522,843	463,832	59,011	11%
(59) Total School Site Planning	\$3,049,640	\$2,036,834	\$1,012,806	33%

Partnership budget vs. actual, 7/1/10 – 4/30/11 (6/7)

	(A) 2010-11 FY budget	(B) Actuals thru 4/30/11	(C) Remaining Balance	(D) Percent of budget
(60) Family and community engagement				
(61) Overall	\$0	\$20,796	(\$20,796)	n/a
(62) Summer engagement	10,000	10,812	(812)	-8%
(63) Kick-off celebrations	26,500	28,437	(1,937)	-7%
(64) Parent training programs	6,600	83,698	(77,098)	-1168%
(65) Parent center renovations	20,000	17,638	2,362	12%
(66) Math initiative	5,000	2,450	2,550	51%
(67) Youth leadership council	4,700	10,380	(5,680)	-121%
(68) Student lunchtime activities	1,000	339	661	66%
(69) Text message program	2,450	118	2,332	95%
(70) Parent leadership	30,000	0	30,000	100%
(71) Community rep series	4,000	2,848	1,152	29%
(72) Parent executive committee	1,400	2,477	(1,077)	-77%
(73) Family Action Team grants	15,000	42,812	(27,812)	-185%
(75) Staff engagement activities	8,000	12,484	(4,484)	-56%
(76) FAT training	0	3,157	(3,157)	n/a
(77) School site culture	0	3,640	(3,640)	n/a
(78) Community Partners/Engagement	0	2,064	(2,064)	n/a
(79) Teacher mini-grants	0	2,516	(2,516)	n/a
(80) New school outreach	0	8,567	(8,567)	n/a
(81) Total FACE	\$134,650	\$255,233	(\$120,583)	-90%
(82) SUBTOTAL - SCH & COMM. PLNG	\$3,184,290	\$2,292,066	\$892,224	28%

Note: financials are unaudited and subject to change

Partnership budget vs. actual, 7/1/10 – 4/30/11 (7/7)

	(A) 2010-11 FY budget	(B) Actuals thru 4/30/11	(C) Remaining Balance	(D) Percent of budget
☑(83) REGRANTING				
☑(84) Teach for America	\$0	\$0	\$0	n/a
☑(85) Fiscal sponsor	0	\$0	\$0	n/a
☑(86) SUBTOTAL - REGRANTING	\$0	\$0	\$0	n/a
☑(87) TOTAL EXPENDITURES	\$8,001,348	\$5,831,898	\$2,169,450	27%
☑(88) TOTAL EXPEND. - EXCL. REGRANT.	\$8,001,348	\$5,831,898	\$2,169,450	27%
☑(89) NET INCOME	(\$668,348)	\$376,571		
☑(90) CAPITAL EXPENDITURES (cash)	\$0	(\$1,358)		
☑(91) BEGINNING CASH	\$470,182	\$448,707		
☑(92) ENDING UNENCUMBERED CASH	(\$198,166)			
☑(93) ACCRUED EXPENSES*	\$204,115			
☑(94) ENDING CASH	\$5,949			

* Payables that are accrued at the end of the fiscal year

Recommended 2011-12 budget development process

Date	Key action
▪ May 2 – June 28	▪ Partnership staff develop interim 2011-12 budget before strategic plan is finalized
▪ June 28	▪ Board approve interim 2011-12 budget (pending revisions in the summer)
▪ May 2 – August 15	▪ Partnership staff complete strategic plan
▪ July 1 – August 15	▪ Partnership staff refine budget based on current revenue projections and decisions from strategic plan
▪ Late August	▪ Board approve revisions, if any, to 2011-12 budget

Summary of 2011-12 budget

- Today's budget proposal includes a budget proposal for
 - Expenditures required to start in the summer of 2011
 - Costs for the staff we anticipate hiring for the 2011-12 school year
 - Other costs required to run the Partnership home office (office expenses, etc.)
 - Expenditures that are committed (e.g., a contract) or restricted (e.g., from a donor)

- We plan to return to the Board in August 2011 with a revised budget reflecting all expenditures for the year after our strategic planning process is completed
 - We will allocate additional programmatic costs once we raise additional funds
 - We have also excluded some cost-neutral grants (for example: School-to-Home and One West Bank) in this budget proposal until the specific arrangements are completed. We will return in August with these estimated expenditures.
 - We do not anticipate major increases in budget requests without additional fundraising secured

- The proposed budget estimates \$1.2 million in additional fundraising required, and leaves an unencumbered cash balance of approximately \$10,000 at the end of the year

Draft 2011-12 fiscal year budget (1/7)

The Partnership for Los Angeles Schools FY 2011-12 budget

		(A)	(B)	(C)	(D)
		2010-11 FY budget	Draft 2011-12 FY budget	Difference	
				Dollar	Percent
❏(1)	REVENUES				
❏(2)	Non-regranting committed	\$6,233,000	\$5,621,987	(\$611,013)	-10%
❏(3)	Regranting committed	0	0	0	n/a
❏(4)	Expected fundraising	1,100,000	1,200,000	100,000	9%
❏(5)	Total Revenues	\$7,333,000	\$6,821,987	(\$511,013)	-7%
❏(6)	EXPENDITURES				
❏(7)	PARTNERSHIP SUPPORT TEAM				
❏(8)	Salaries and bonuses	\$2,976,685	\$3,501,072	\$524,387	18%
❏(9)	Employee benefits	684,638	815,247	130,609	19%
❏(10)	Consultants	186,600	213,000	26,400	14%
❏(11)	Total Partnership Support Team	\$3,847,923	\$4,529,318	\$681,396	18%

Draft 2011-12 fiscal year budget (2/7)

	(A)	(B)	(C)	(D)
	2010-11 FY budget	Draft 2011-12 FY budget	Difference	
			Dollar	Percent
(12) PARTNERSHIP SUPPORT OFFICE				
Materials and Supplies				
Books and Reference Materials	\$0	\$1,200	\$1,200	n/a
Office Supplies	54,000	54,000	0	0%
Software and Financial Systems	25,629	8,753	(16,877)	-66%
Computer Hardware	30,000	24,000	(6,000)	-20%
Other supplies	4,000	6,000	2,000	50%
Noncapitalized Equipment	21,968	2,400	(19,568)	-89%
Food and Food Supplies	0	6,000	6,000	n/a
Travel and Conferences	43,936	52,516	8,580	20%
Mileage	36,613	35,011	(1,603)	-4%
Parking	60,000	48,000	(12,000)	-20%
Dues and Membership	1,831	1,751	(80)	-4%
General Insurance	72,000	72,000	0	0%
Operation / Housekeeping	12,000	3,000	(9,000)	-75%
Building Rent	143,051	176,943	33,892	24%
Equipment Lease	30,000	30,000	0	0%
Vendor Repairs	3,000	0	(3,000)	-100%
Legal / Audit Fees	116,000	86,000	(30,000)	-26%
Advertisement / Recruitment	28,000	30,000	2,000	7%
Training and Development	18,000	12,000	(6,000)	-33%
Other Fees / Bank Charges /Credit Card Fees	41,007	4,800	(36,207)	-88%
LAUSD On-Loan Employees Service Fee	0	43,763	43,763	n/a
Telephone	72,000	72,000	0	0%
Internet	36,000	36,600	600	2%
Postage Expense / UPS / FEDEX	18,000	18,000	0	0%
<i>Materials and Supplies - Total</i>	867,035	824,737	(42,298)	-5%

Draft 2011-12 fiscal year budget (3/7)

	(A)	(B)	(C)	(D)
	2010-11 FY	Draft	Difference	
	budget	2011-12 FY	Dollar	Percent
	budget	budget		
(13) Fundraising	\$35,000	\$0	(\$35,000)	-100%
<i>Fundraising - Total</i>	35,000	0	(35,000)	-100%
(14) Communications	\$67,100	\$40,000	(\$27,100)	-40%
<i>Communications - Total</i>	67,100	40,000	(27,100)	-40%
(15) SUBTOTAL - PART. SUPPORT	\$4,817,058	\$5,394,055	\$576,997	12%
(16) SCHOOL AND COMMUNITY PLANNING				
(17) School site support				
(18) Professional development				
(19) Overall	\$0	\$50,000	\$50,000	n/a
(20) Principal conferences	50,000	0	(50,000)	-100%
(21) Summer institute	200,000	144,571	(55,429)	-28%
(22) Capturing Kids Hearts	124,800	0	(124,800)	-100%
(23) Operations trainings	2,750	0	(2,750)	-100%
(24) School visits	35,000	0	(35,000)	-100%
(25) Adaptive schools	0	0	0	n/a
(26) Professional development - total	412,550	194,571	(217,979)	-53%

Draft 2011-12 fiscal year budget (4/7)

	(A)	(B)	(C)	(D)
	2010-11 FY	Draft	Difference	
	budget	2011-12 FY	Dollar	Percent
		budget		
(27) Intervention programs				
(28) Overall	\$0	\$20,000	\$20,000	n/a
(29) APEX program	26,000	0	(26,000)	-100%
(30) AVID	75,000	0	(75,000)	-100%
(31) Balanced literacy	260,000	0	(260,000)	-100%
(32) Math initiative	10,000	0	(10,000)	-100%
(33) ELAC partnership (Wright)	10,486	0	(10,486)	-100%
(34) College awareness	150,000	0	(150,000)	-100%
(35) Intervention programs - total	531,486	20,000	(511,486)	-96%
(36) Small schools				
(37) Roosevelt	\$44,105	\$50,000	\$5,895	13%
(38) Santee - traditional track	65,200	0	(65,200)	-100%
(39) Santee - linked learning	155,910	205,500	49,590	32%
(40) Mendez	12,250	0	(12,250)	-100%
(41) Small schools - total	277,465	255,500	(21,965)	-8%

Draft 2011-12 fiscal year budget (5/7)

	(A)	(B)	(C)	(D)
	2010-11 FY	Draft	Difference	
	budget	2011-12 FY	Dollar	Percent
	budget	budget		
(42) Transition team planning	86,000	0	(86,000)	-100%
(43) Targeted school site funding	717,467	425,637	(291,830)	-41%
(44) Technology programs				
(45) School2Home	\$343,350	\$0	(\$343,350)	-100%
(46) Other technology	133,780	0	(133,780)	-100%
(47) Microsoft grant - Mendez	0	20,345	20,345	n/a
(48) Teacher laptop program	0	0	0	n/a
(49) Technology programs- total	477,130	20,345	(456,785)	-96%
(50) School staffing support	24,700	70,000	45,300	183%
(51) School site staff salaries				
(52) Principal stipends	\$282,843	\$348,149	\$65,306	23%
(53) School site staff salaries	240,000	111,487	(128,513)	-54%
(54) School site staff salaries - total	522,843	459,636	(63,206)	-12%
(55) Total School Site Planning	\$3,049,640	\$1,445,689	(\$1,603,951)	-53%

Draft 2011-12 fiscal year budget (6/7)

	(A)	(B)	(C)	(D)
	2010-11 FY	Draft	Difference	
	budget	2011-12 FY	Dollar	Percent
	budget	budget		
7(56) Family and community engagement				
7(57) Overall	\$0	\$30,000	\$30,000	n/a
7(58) Summer engagement	10,000	0	(10,000)	-100%
7(59) Kick-off celebrations	26,500	0	(26,500)	-100%
7(60) Parent training programs	6,600	0	(6,600)	-100%
7(61) Parent center renovations	20,000	0	(20,000)	-100%
7(62) Math initiative	5,000	0	(5,000)	-100%
7(63) Youth leadership council	4,700	0	(4,700)	-100%
7(64) Student lunchtime activities	1,000	0	(1,000)	-100%
7(65) Text message program	2,450	0	(2,450)	-100%
7(66) Parent leadership	30,000	0	(30,000)	-100%
7(67) Community rep series	4,000	0	(4,000)	-100%
7(68) Parent executive committee	1,400	0	(1,400)	-100%
7(69) Family Action Team grants	15,000	45,000	30,000	200%
7(70) Staff engagement activities	8,000	0	(8,000)	-100%
7(71) FAT training	0	0	0	n/a
7(72) School site culture	0	0	0	n/a
7(73) Community Partners/Engagement	0	0	0	n/a
7(74) Teacher mini-grants	0	0	0	n/a
7(75) New school outreach	0	0	0	n/a
7(76) Total FACE	\$134,650	\$75,000	(\$59,650)	-44%

Draft 2011-12 fiscal year budget (7/7)

	2010-11 FY budget	Draft 2011-12 FY budget	Difference	
			Dollar	Percent
(77) SUBTOTAL - SCH & COMM. PLNG	\$3,184,290	\$1,520,689	(\$1,663,601)	-52%
(78) REGRANTING				
(79) Teach for America	\$0	\$0	\$0	n/a
(80) Fiscal sponosor	\$0	\$0	\$0	n/a
(81) SUBTOTAL - REGRANTING	\$0	\$0	\$0	n/a
(82) TOTAL EXPENDITURES	\$8,001,348	\$6,914,744	(\$1,086,604)	-14%
(83) TOTAL EXPEND. - EXCL. REGRANT.	\$8,001,348	\$6,914,744	(\$1,086,604)	-14%
(84) NET INCOME	(\$668,348)	(\$92,757)	\$575,591	-86%
(85) CAPITAL EXPENDITURES (cash)	\$0	\$0	\$0	n/a
(86) BEGINNING CASH	\$470,182	\$100,000	(\$370,182)	-79%
(87) ENDING UNENCUMBERED CASH	(\$198,166)	\$7,243	\$205,409	-104%
(88) ACCRUED EXPENSES*	\$204,115	\$0	(\$204,115)	-100%
(89) ENDING CASH	\$5,949	\$7,243	\$1,294	22%

* Payables that are accrued at the end of the fiscal year

Draft 2011-12 budget narrative (1/5)

	Description	Assumptions
REVENUES		
Non-regranting committed	<ul style="list-style-type: none"> Funds that have already been collected by or committed to the Partnership that will not be “passed through” to another organization 	<ul style="list-style-type: none"> \$5 million by Melanie and Richard Lundquist \$620,000 from other foundations and individuals
Regranting committed	<ul style="list-style-type: none"> Funds that have been committed to the Partnership but are required to be regranted to other organizations 	<ul style="list-style-type: none"> None
Other potential revenues	<ul style="list-style-type: none"> Funds expected to be raised by the Partnership management team 	<ul style="list-style-type: none"> \$1.2 million in projections based on funding strategy
EXPENDITURES		
Salaries	<ul style="list-style-type: none"> Compensation for full-time staff of the Partnership 	<ul style="list-style-type: none"> Includes 38 full-time employees and 2 part-time employees <ul style="list-style-type: none"> – CEO’s office: 2 – Instruction: 15 – Operations: 9 – Family and community engagement: 7 – Development and partnerships: 7 Includes assumption for a 3% Cost of Living Allowance (COLA) and some modest funds allocated for pay raises and promotions for a small number of people based on performance Pay increases have not been announced and will be determined by the August Board meeting

Draft 2011-12 budget narrative (2/5)

	Description	Assumptions
Employee benefits	<ul style="list-style-type: none"> Estimated fringe benefits for Partnership staff 	<ul style="list-style-type: none"> Assumes weighted average of 23% Includes 5 employees who are “on loan” from the Los Angeles Unified School District. We are currently seeking to add more individuals to be “on loan” and will return in August with a final assessment
Consultants	<ul style="list-style-type: none"> Stipends of short-term or part-time consultants working with the Partnership 	<ul style="list-style-type: none"> Includes consultants focused on <ul style="list-style-type: none"> Accounting & financial management Strategic planning Information technology for the Partnership office Translation/audio services Stipends for temporary employees or interns
Home office expenses	<ul style="list-style-type: none"> Includes all operating expenses for the Partnership’s “home office,” such as: materials and supplies; postage; financial systems; computer hardware; travel; training; insurance; legal expenses; space rental; etc. 	<ul style="list-style-type: none"> Costs are estimated based on historical expenditures, estimated future expenditures, or as a percentage of salaries Includes additional costs for rent because the Partnership lease payments increase beginning August 1, 2011

Draft 2011-12 budget narrative (3/5)

	Description	Assumptions
Fundraising	<ul style="list-style-type: none"> Costs for fundraising activities 	<ul style="list-style-type: none"> Any costs incurred will be off-set by revenues generated. Assumed to be \$0 for now until specific fundraising activities are identified.
Communications	<ul style="list-style-type: none"> Costs for the Partnership’s communications and marketing efforts, including collateral, videos, press releases, etc. 	<ul style="list-style-type: none"> Starting budget of \$40,000 provided for marketing materials, collateral, press management and other issues. Expect to increase budget as additional dollars are raised.
Professional development	<ul style="list-style-type: none"> Additional professional development opportunities for teachers, administrators and classified staff at each school site Key initiatives include: <ul style="list-style-type: none"> Principal leadership conferences 2-week summer institute training program for teachers 	<ul style="list-style-type: none"> \$145,000 for summer institute to run the costs of the training program \$50,000 for principal leadership conferences for the summer months and other training programs for teachers and administrators
Student interventions	<ul style="list-style-type: none"> Includes funding already committed by a funder for student opportunities (Stevenson MS arts programs, an art event for students and teacher innovation grants) 	<ul style="list-style-type: none"> \$20,000 grant received

Draft 2011-12 budget narrative (4/5)

	Description	Assumptions
Small schools	<ul style="list-style-type: none"> Costs to support the roll-out and implementation of small schools at our high schools 	<ul style="list-style-type: none"> \$50,000 for Roosevelt High School’s Environment and Social Policy (ESP) school in order to support bus transportation to the school. Without this funding, the school would have difficulty attracting sufficient students and this is seen as temporary funding support until the community moves to a “zone of choice” \$205,500 for Santee’s linked learning initiative to support students working on integrating careers into their high school experience
Targeted school site funding	<ul style="list-style-type: none"> Remaining balance from funds that were allocated to schools but have not yet been spent 	<ul style="list-style-type: none"> Remaining balance from allocated funds at the end of the 2010-11 fiscal year is estimated to be approximately \$425,000
Technology and data system investments	<ul style="list-style-type: none"> Large restricted grant to Mendez Learning Complex 	<ul style="list-style-type: none"> \$20,000 in carryover funds from a grant to support the implementation of technology at Mendez Learning Center
School staffing support	<ul style="list-style-type: none"> Costs to provide staffing support to school sites for hiring teachers and administrators 	<ul style="list-style-type: none"> Cost of providing a recruitment incentive for teachers to join Jordan High School in 2011-12

Draft 2011-12 budget narrative (5/5)

Description	Assumptions	
School site staff salaries	<ul style="list-style-type: none"> • Additional stipends paid to 21 principals for additional work, including bringing them from E-basis (traditional calendar) to A-basis (year-round calendar) salary • Funding for 1 grant-funded school site position at Santee Education Complex to support the linked learning program 	<ul style="list-style-type: none"> • Principal costs based on current agreements and estimated costs from the LAUSD salary schedule • Funding for school site positions based on current salary of employee
Family and community engagement	<ul style="list-style-type: none"> • Includes costs for a variety of activities during the summer, including <ul style="list-style-type: none"> – Family Action Team grants to school sites to support activities to support family and community engagement (currently funds all elementary schools and Santee Education Complex; additional funds being sought through fundraising activities) – \$30,000 to support a variety of activities in the summer, including outreach to school sites, kick-off at Jordan High School, initiation of the Parent College, engagement of Partnership staff and other programs 	<ul style="list-style-type: none"> • Costs estimated based on historical costs of these programs and available funds