

Approve revised 2010-11
Partnership budget

Recommended 2010-11 Budget Development Process

Date	Key action
▪ May 6 – June 24	▪ Partnership staff finalize proposed budget development before strategic plan is finalized
▪ June 24	▪ Board approve 2010-11 budget (pending revisions in the summer)
▪ July 1 – Sept 16	▪ Partnership staff refine budget based on current revenue projections, data from our schools and decisions from strategic plan
▪ September 16	▪ Board approve revisions to 2010-11 budget

Summary of revised 2010-11 budget

- Today's budget proposal includes revisions based on
 - Additions and changes based on our strategic planning process
 - Revisions to our expenditure and revenue projections

- Since our last Board meeting, we have raised an additional \$195,000 in funds from
 - Target (\$150,000) to support college field trips
 - Direct TV (\$45,000) to support the renovation and support of our parent centers

- We **reduced** major expenditures such as
 - \$215,000 for a major fundraiser
 - \$55,000 in funding for substitute teacher coverage for Capturing Kids Hearts (covered in SIG)
 - \$350,000 in a grant expenditure that was included in the 2009-10 fiscal year

- We **increased** major expenditures such as
 - \$35,000 to communications
 - Some instructional initiatives including leadership conferences (\$40,000), study tours (\$35,000), balanced literacy (\$110,000), and College awareness (\$150,000, funded by Target)
 - \$250,000 for an Irvine Foundation grant to support linked learning at Santee
 - \$350,000 to support a program to give every incoming 6th grader a laptop at Stevenson
 - \$100,000 to support the beginning roll-out of a teacher laptop program

- The proposed budget estimates \$1.1 million in additional fundraising required (down from \$2 million at our June meeting)

Draft 2010-11 fiscal year budget (1/6)

The Partnership for Los Angeles Schools FY 2010-11 budget

	(A) 2009-10 FY projected	(B) 2010-11 FY Budget (June)	(C) 2010-11 FY Budget (revised)	(C) - (B) Difference
(1) REVENUES				
(2) Non-regranting committed	\$5,588,711	\$5,628,511	\$6,233,000	\$604,489
(3) Regranting committed	1,010,622	0	0	0
(4) Other potential revenues	0	2,000,000	1,100,000	(900,000)
(5) Total Revenues	\$6,599,333	\$7,628,511	\$7,333,000	(\$295,511)
(6) EXPENDITURES				
(7) PARTNERSHIP SUPPORT TEAM				
(8) Salaries and bonuses	\$2,458,416	\$2,703,000	\$2,976,685	\$273,685
(8) Employee benefits	515,529	621,690	684,638	62,948
(10) Consultants	304,763	194,600	186,600	(8,000)
(11) Total Partnership Support Team	\$3,278,708	\$3,519,290	\$3,847,923	\$328,633

Draft 2010-11 fiscal year budget (2/6)

	(A) 2009-10 FY projected	(B) 2010-11 FY Budget (June)	(C) 2010-11 FY Budget (revised)	(C) - (B) Difference
(12) PARTNERSHIP SUPPORT OFFICE				
Office Supplies	\$49,603	\$54,000	\$54,000	\$0
Software and Financial Systems	20,416	23,273	25,629	2,356
Computer Hardware	0	30,000	30,000	0
Other supplies (food)	0	12,000	4,000	(8,000)
Noncapitalized Equipment	11,246	19,948	21,968	2,020
Travel and Conferences	18,942	39,896	43,936	4,040
Mileage	19,034	21,610	36,613	15,003
Parking	51,239	72,000	60,000	(12,000)
Dues and Membership	611	1,662	1,831	168
General Insurance	36,389	72,000	72,000	0
Operation / Housekeeping	0	12,000	12,000	0
Electricity	0	0	0	0
Building Rent	92,438	143,051	143,051	0
Equipment Lease	19,282	30,000	30,000	0
Vendor Repairs	694	3,000	3,000	0
Legal / Audit Fees	101,066	116,000	116,000	0
Advertisement / Recruitment	6,320	28,000	28,000	0
Training and Development	13,231	18,000	18,000	0
Other Fees / Bank Charges /Credit Card Fees	24,471	37,237	41,007	3,770
Fundraising Cost	21,599	250,000	35,000	(215,000)
Telephone	43,093	72,000	72,000	0
Internet	28,439	30,000	36,000	6,000
Postage Expense / UPS / FEDEX	11,726	18,000	18,000	0
Printing and copying	6,484	0	0	0
Communications	67,757	31,150	67,100	35,950
<i>Services and Operating - Total</i>	644,080	1,134,828	969,135	(165,693)
(13) SUBTOTAL - PART. SUPPORT	\$3,922,788	\$4,654,118	\$4,817,058	\$162,940

Draft 2010-11 fiscal year budget (3/6)

	(A) 2009-10 FY projected	(B) 2010-11 FY Budget (June)	(C) 2010-11 FY Budget (revised)	(C) - (B) Difference
(14) SCHOOL AND COMMUNITY PLANNING				
(15) School site support				
(16) Professional development				
(17) Principal conferences		10,000	50,000	40,000
(18) Summer institute		200,000	200,000	0
(19) Capturing Kids Hearts		181,600	124,800	(56,800)
(20) Operations trainings		6,950	2,750	(4,200)
(21) School visits		0	35,000	35,000
(22) Adaptive schools		2,000	0	(2,000)
(23) Professional development - total	458,705	400,550	412,550	12,000
(24) Intervention programs				
(25) APEX program		26,000	26,000	0
(26) AVID		75,000	75,000	0
(27) Balanced literacy		151,947	260,000	108,053
(28) Math initiative		0	10,000	10,000
(29) ELAC partnership (Wright)		0	10,486	10,486
(30) College aw areness		0	150,000	150,000
(31) Intervention programs- total	410,380	252,947	531,486	278,539
(32) Small schools	0	121,555	277,465	155,910
(33) Transition team planning	7,984	78,000	86,000	8,000
(34) Targeted school site funding	779,131	627,354	717,467	90,113

Draft 2010-11 fiscal year budget (4/6)

	(A) 2009-10 FY projected	(B) 2010-11 FY Budget (June)	(C) 2010-11 FY Budget (revised)	(C) - (B) Difference
(35) Technology programs				
(36) Mendez grant expenditures		352,367	0	(352,367)
(37) School2Home		0	343,350	343,350
(38) Other technology		53,780	133,780	80,000
(39) Technology programs- total	287,200	406,147	477,130	70,983
(40) School staffing support	32,319	8,380	24,700	16,320
(41) School site staff salaries				
(42) Principal stipends		284,921	282,843	(2,079)
(43) School site staff salaries		240,000	240,000	0
(44) School site staff salaries - total	586,419	524,921	522,843	(2,079)
(45) Miscellaneous/other*	473,914	0	0	0
(46) Total School Site Planning	\$3,036,052	\$2,419,853	\$3,049,640	\$629,787

* Account codes are changing for the 2010-11 fiscal year, so some were placed in "other" for comparison purposes. The "other" category includes \$83,527 in data and surveys, \$365,460 in building culture at schools, \$11,900 in uniforms, \$9,672 in facilities, and \$3,355 in transportation for field trips.

Draft 2010-11 fiscal year budget (5/6)

	(A) 2009-10 FY projected	(B) 2010-11 FY Budget (June)	(C) 2010-11 FY Budget (revised)	(C) - (B) Difference
(48) Family and community engagement				
(49) Summer engagement		\$22,000	\$10,000	(\$12,000)
(50) Kick-off celebrations		21,500	26,500	5,000
(51) Parent training programs		7,600	6,600	(1,000)
(52) Parent center renovations		16,000	20,000	4,000
(53) Math initiative			5,000	5,000
(54) Youth leadership council			4,700	4,700
(55) Student lunchtime activities			1,000	1,000
(56) Text message program			2,450	2,450
(57) Parent leadership			30,000	30,000
(58) Community rep series			4,000	4,000
(59) Parent executive committee			1,400	1,400
(60) FAT grants			15,000	15,000
(61) Staff engagement activities		2,000	8,000	6,000
(62) Other		0	0	0
(63) New school outreach	84,582	0	0	0
(64) Total Connecting communities	\$317,067	\$69,100	\$134,650	\$65,550
(65) SUBTOTAL - SCH & COMM. PLNG	\$3,353,118	\$2,488,953	\$3,184,290	\$695,337

Draft 2010-11 fiscal year budget (6/6)

	(A) 2009-10 FY projected	(B) 2010-11 FY Budget (June)	(C) 2010-11 FY Budget (revised)	(C) - (B) Difference
(66) HOLD FOR AFTER PLANNING	\$0	\$984,000	\$0	(\$984,000)
(67) REGRANTING				
(68) Teach for America	\$1,000,000	\$0	\$0	\$0
(69) Fiscal sponsor	9,645	0	0	0
(70) SUBTOTAL - REGRANTING	\$1,009,645	\$0	\$0	\$0
(71) TOTAL EXPENDITURES	\$8,285,552	\$8,127,071	\$8,001,348	(\$125,723)
(72) TOTAL EXPEND. - EXCL. REGRANT.	\$7,275,907	\$8,127,071	\$8,001,348	(\$125,723)
(73) NET INCOME	(\$1,686,218)	(\$498,560)	(\$668,348)	(\$169,788)
(74) CAPITAL EXPENDITURES (cash)	\$10,317	\$0	\$0	\$0
(75) BEGINNING CASH	\$2,166,718	\$521,657	\$470,182	(\$51,475)
(76) ACCRUED EXPENSES**			\$204,115	\$204,115
(61) ENDING UNENCUMBERED CASH	\$470,182	\$23,096	\$5,949	(\$17,148)

** Confirmed payables that are accrued at the end of the fiscal year

Fundraising projections for 2010-11

- We need to raise \$1.1 million for 2010-11
- We believe this goal is in line with the revenue we have been able to generate for the past two years
- Our projections include:
 - Re-granting from current donors: \$400K
 - 1-2 small fundraisers to generate \$150K
 - New grants (foundations/corporations): \$450K
 - Individual donations: \$100K

Fundraising status in June 2010

- We are in conversations with 7 new foundations
- We have 2 active proposals
- We will begin re-granting conversations with 2 current funders very soon
- We have flexibility in our budget so we can make financial adjustments if we are unable to raise the necessary funding
- We hope to raise more than \$1.1 million

Draft 2010-11 budget narrative (1/6)

	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 \$1,233,000 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 regranting 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"> Projections based on funding strategy: <ul style="list-style-type: none"> \$400,000 from re-granting \$150,000 from 1-2 fundraisers \$450,000 from new grants \$100,000 from individual donations
EXPENDITURES		
Salaries	<ul style="list-style-type: none"> Compensation for full-time staff of the Partnership 	<ul style="list-style-type: none"> Includes 32 full-time employees and 3 part-time employees <ul style="list-style-type: none"> CEO office: 2 Curriculum and instruction: 15 Operations: 8 Family and community engagement: 5 Development and partnerships: 5 Includes no base pay raises

Draft 2010-11 budget narrative (2/6)

	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
Consultants	<ul style="list-style-type: none"> Stipends of short-term or part-time non-instructional 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 required rent payments to begin on August 1, 2010

Draft 2010-11 budget narrative (3/6)

Description	Assumptions
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 – Capturing Kids Hearts training for our new schools – Operations trainings – School tours with school site staff (administrators and teachers)
Student interventions	<ul style="list-style-type: none"> • Includes funding already committed by funders <ul style="list-style-type: none"> - APEX on-line credit recovery program at Mendez Learning Center - AVID implementation • Also includes <ul style="list-style-type: none"> • Balanced literacy program • Math initiative • Partnership program for Mendez • College awareness program funded by Target

Draft 2010-11 budget narrative (4/6)

	Description	Assumptions
Small schools	<ul style="list-style-type: none"> Costs to support the roll-out and implementation of small schools and linked learning at our high schools during the summer months 	<ul style="list-style-type: none"> \$44,105 for Roosevelt High School's transition to 7 small schools \$65,200 for Santee's conversion to a traditional school calendar in 2010-11 and beginning small school planning \$12,250 to support Mendez's addition of 12th graders and on-going small schools implementation \$155,910 to support linked learning implementation at Santee (funded by Irvine); excludes another \$108,240, which is included in the salaries line item
Transition team planning	<ul style="list-style-type: none"> Start-up costs for the Partnership's new schools 	<ul style="list-style-type: none"> \$30,000 for Carver Middle School \$35,000 for Joyner Elementary School \$21,000 for CRES #18 Amounts were determined based on need and size of the school site
Targeted school site funding	<ul style="list-style-type: none"> Estimated 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 2009-10 fiscal year is estimated to be approximately \$717,000 (out of \$1,840,000 originally committed)

Draft 2010-11 budget narrative (5/6)

	Description	Assumptions
Technology and data system investments	<ul style="list-style-type: none"> Multi-year lease of a new state-of-the-art Mac lab at Santee high school (approved by the Board on April 2, 2009) Hardware, coaching support, and other expenses to support the roll-out of the School-to-Home initiative at Stevenson Middle School (will fund a laptop for all incoming 6th graders) Funds to start the roll-out of a program to provide laptops for Partnership teachers 	<ul style="list-style-type: none"> \$34,000 to support the Santee Mac lab lease (payments of \$2,815 per month) \$343,000 to support the School-to-Home program \$100,000 to support the start of the teacher laptop program
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"> Major costs are to place ads to recruit, hold hiring committee trainings and host hiring fairs
School site staff and consultants	<ul style="list-style-type: none"> Additional stipends paid to our principals for additional work and incentives, including bringing them from E-basis (traditional calendar) to A-basis (year-round calendar) salary Funding for 2 school site positions (1 at Mendez and 1 at Roosevelt) 	<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 LAUSD salary scale

Draft 2010-11 budget narrative (6/6)

	Description	Assumptions
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">– \$10,000 for door-to-door campaign to welcome all new families in the new schools and Markham to the Partnership– \$26,500 for kick-off celebrations at new Partnership schools– \$6,600 for on-going training programs for parent leaders– \$20,000 for parent center renovations at Carver MS and Joyner ES, and additional supplies at CRES 18 and Mendez– \$5,000 to train parents on supporting their child’s math instruction– \$4,700 to support Youth Leadership Council activities– \$1,000 for a student lunchtime initiative– \$2,450 to launch a parent text message program– \$30,000 to support the parent leadership program– \$4,000 for a community representative PD program– \$1,400 for the parent leadership council– \$15,000 for “Family Action Team” grants– \$8,000 for engagement activities for Partnership school site staff	<ul style="list-style-type: none">• Costs estimated based on historical costs of these programs or similar programs