

**SARASOTA MILITARY ACADEMY
BOARD OF DIRECTORS
MEETING AGENDA
Tuesday May 11, 2021**

- Call to Order
- Special Guest
 - 2021-2022 Eagle Regimental Commander
- Approval of the Minutes
 - April 13, 2021
- Executive Director of Schools' Report
 - HR Report
 - Community Outreach Director Report
 - Technology and Data Impact Report
 - Head of School Report - SMA Prep
 - Athletic Director Report
 - Instructional Design and Curriculum Report
 - Faculty Representative
 - PTCC Committee Report
 - Head of School Report – SMA High
 - Athletic Director Report
 - IB Report
 - Faculty Representative
 - PTCC Committee Report
- SAI/Commandant's Report
- Treasurer's Report
 - Monthly Financial Report
- SMA Foundation, Inc. Report
- Committee Reports
 - Strategic Planning Committee
- Chairperson's Report
- Old Business
- New Business
- Public Comment
- Meeting Adjournment

Sarasota Military Academy

BOARD OF DIRECTORS

MEETING MINUTES (VIRTUAL)

13 APRIL, 2021

Board of Director Members' Attendance

Present:

Mr. Herb Jones, Chairman
Thomas J. McElheny, EdD, Vice Chairman
Ben Knisely, COL USA (Ret), Secretary
F. Steven Herb, Esquire
Mr. Warren P. Hudson
Ms. Linda Long
Mr. Pete Skokos
Ms. Tessa Suplee, Lt Col, AF (Ret)

Howard G. Crowell, Jr., LTG USA (Ret), Chairman, SMA Foundation Inc.
Mr. Anthony Baade, Trustee, SMA Foundation Inc.
Mr. Rafael Robles, Executive Director, SMA Foundation Inc.

Absent: Mr. Kimball Bobbitt, Treasurer; SMA-LTC Lisa Currie, Assistant Head of School, Middle School Campus

SMA Administrative Staff in Attendance:

SMA-COL Christina Bowman, Chief Executive Officer
LTC Ben Weiss, Commandant of Cadets
SMA-MAJ Steve Kok, Director of Finance
SMA-MAJ Dr. Todd Brown, Director of Community Outreach
SMA-COL Frederick Fout, Head of School, High School Campus
SMA-COL Tom Vara, Head of School, Middle School Campus
MAJ Becky Morris, Assistant Head of School, Middle School Campus
SMA-MAJ Leslie Smith, Athletic Director, Middle School Campus

Guests in Attendance: SMA-CPT Hellen Harvey, High School Faculty Representative

Location: Virtual

The chairman called the meeting to order at 2:30 pm.

Motion to Approve the 09 March, 2021 Minutes:

Mr. Warren Hudson motioned to approve the 09 March, 2021 minutes; Ms. Linda Long seconded the motion and the board unanimously approved.

Executive Director of Schools Report: SMA-COL Christina Bowman provided a read-ahead report. She discussed the open positions on both campuses and detailed the process of posting internally first prior to posting externally through Indeed, website and Facebook. SMA-COL Bowman stated she is finalizing the ESSER Funds along with Titles I, II and IV in preparation for next year. She mentioned awaiting on Sarasota County to determine how school district will participate in school grades based upon Governor DeSantis' executive order.

SMA-COL Bowman discussed enrollment numbers for next year and is very confident in reaching the projected total enrollment. She mentioned Mr. Rafael Robles creating a postcard specifically for incoming sixth graders to be mailed out to specific zip codes within Manatee County. SMA-COL Bowman discussed the current waiting list for ninth grade and the number registered are above the projected enrollment for ninth grade. Dr. Thomas McElheny inquired as to the reasons for the increase in which SMA-COL Bowman replied that the personalization of the number of times the families are contacted such as the weekly Q&A sessions has made a huge impact. Dr. McElheny agreed and is pleased to incorporate into the marketing strategies for next year.

Community Outreach Director Report: SMA-MAJ Dr. Todd Brown provided a read-ahead report. He discussed the secured speakers for Diversity Day in June as well as implementing a new version of Operation Outbreak for next year.

Technology and Data Impact Report: MAJ Becky Morris provided a read-ahead report. She discussed the priority of internal and external cybersecurity and practices with creating policies and procedures along with review of prevention strategies and will provide a more detailed report at next meeting.

SMA Prep Head of School Report: SMA-COL Tom Vara provided a read-ahead report. He commended SMA-CPT Jackie Sharkey-Trecartin and MSG Johnny Browning for a successful Raiders 5k Run that continues to grow each year as a community wide event of over 400 registrants. SMA-COL Vara discussed strategies implemented to assist in the increase of sixth grade enrollment as well as ongoing staffing and scheduling for next school year.

SMA Prep Athletics Report: SMA-MAJ Leslie Smith provided a read-ahead report. She stated girls and boys basketball are doing well with the hopes of the boys earning a spot in the championships for the first time. SMA-MAJ Smith mentioned the lacrosse season did well but had a tough season due to contact tracing and players quarantined.

Instructional Design & Curriculum: N/A

SMA Head of School Report: SMA-COL Fred Fout provided a read-ahead report. He discussed FSA testing is underway following with EOCs and LEOCs. SMA-COL Fout stated SATs were administered today to the entire junior class at no cost that can be reportable to colleges. He explained in more detail about the enrollment numbers for next year and announced we are showing 113 more students registered than currently have in county system.

SMA HS Athletics Report: N/A

IB Report: SMA-CPT Hellen Harvey provided a read-ahead report. She stated a list of college acceptances is included in the read-ahead.

SAI/Commandant's Report: LTC Ben Weiss provided a read-ahead report. He announced one junior accepted into the summer program at the Naval Academy along with two applications open for West Point. LTC Weiss expressed enthusiasm for next year's leadership and increase of applicants to service academies. He commended the Rifle team for all shooters shooting their best record and awaiting the team's results in the CNP level competition in Alabama. LTC Weiss thanked COL Ben Knisely for continuing to spread the great word of SMA and the Color Guard.

Staff Representatives: SMA-MAJ Smith stated quite a few concerns regarding salary and suggested offering bonus payments as incentives. Chairman Jones replied that salary concerns will be addressed as increases will be implemented for next year. SMA-CPT Harvey stated that a few concerns on salary were mentioned and addressed by administration with the confirmation of salary increases next school year. She mentioned the continual testing always presents a problem and anxiety within teachers and students and hopes testing will be reduced in the future.

Media Report: N/A

Treasurer's Report: SMA-MAJ Steve Kok provided a read-ahead report and balance sheets per campus. He discussed the current financials thru March 31st with a YTD Profit and Loss per campus. SMA-MAJ Steve Kok stated the need for replacing two air conditioning units as well as upgrading our technology firewall. Mr. Warren Hudson inquired as to the PPP loan and if it has been forgiven in which SMA-MAJ Kok replied that it was still pending.

Chairman Jones inquired as to the funds needed to bring salaries up to county level in which SMA-MAJ Kok provided the breakdown of funds needed.

Chairman Jones stated the need to increase salaries to the district level for next school year. Mr. Hudson suggested a contingency on having the PPP loan forgiven in which Chairman Jones stated that he is confident new salaries can be delivered due to FTE increase along with the success of SMA Foundation. Mr. Hudson agreed and withdrew his amendment of salary increases contingent of the PPP loan forgiven. LTG Howard Crowell stated that a leap of faith is necessary and will work to make this happen.

Chairman Jones motioned to approve the decision of increasing salaries to meet district standards; Dr. McElheny seconded the motion and the board unanimously approved.

Ms. Long inquired as to the number of part and full time dual enrollment students in which SMA-COL Bowman replied that she will provide numbers at next meeting.

PTCC Report: SMA-COL Fout stated that teacher appreciation week is the week of 3 May.

Committee Reports: Mr. Hudson stated that the three sub-committees are compiling a final report to be presented to the board for approval. LTG Crowell suggested also providing a report that can be marketed to parents and donors in which Mr. Hudson agreed and will provide one to also market.

Foundation: Mr. Rafael Robles provided a read-ahead report. He provided a three year plan detailing economic growth with increase in planned giving and stated the ability to now accept donations in stock options.

Marketing and Communications Report: N/A

Chairman: Chairman Jones stated that he is very confident in the path SMA is going forward.

Old Business: Mr. Robles thanks the board for a successful one year anniversary and looks forward to continuing his journey.

New Business: N/A

Public Comments: Prep parent, Ms. Bonnie Benjamin, commended the staff for a successful year of her three children attending the prep.

The next virtual board meeting will be on 11 May, 2021 at 2:30pm.

The chairman adjourned the meeting at 3:30 pm.

Mr. Herb Jones, Chairman

Date

COL Ben Knisely, Secretary

Date

Executive Director of Schools Report

April 13, 2021

2021-2022 Enrollment:

6th Grade (215 Goal); 123 In SIS/190 Accepted

7th Grade (215 Goal); 197 In SIS/30 Accepted/ Wait: 19

8th Grade (215 Goal); 202 In SIS/ 20 Accepted/ Wait: 25

9th Grade (200 Goal); 212 In SIS/237 Accepted

- Accepted; 237 (121 Prep/59%) Wait: 21

10th Grade (180 Goal); 173 In SIS/24 Accepted

11th Grade (180 Goal); 189 In SIS/19 Accepted

12th Grade (180 Goal); 166 in SIS/4 Accepted

Goal: 1385

HR:

- Prep: 6 Instructional Positions 4 Staff
 - 4 Instructional Hired 1 Staff Hired
- HS: 6 Instructional 3 Staff
 - 5 Instructional Hired 2 Staff Hired
- Post all positions on Indeed and Careers site on SMA webpage

Communication:

- Meetings with Strategic Planning Committees
 - Academy CCC
 - HS CCC
 - Prep CCC
 - CDL
 - Resources
- 2021-2022 ESSER II Funds (CARE Act) Submission Date TBD
 - \$897,767 (Estimated)
- 2020-2021 Classified and Instructional Staff Annual Survey
 - April 12, 2021-April 22, 2021
 - Results pending
- 2020-2021 Parent Survey and Student Survey
 - Dates TBD
- Weekly Meetings with Academy Admin Team

- Weekly "Friday COVID-19 Briefings" continue
- Please join us in the Celebration of Life Ceremony for long time instructor SMA-CPT Sharon Mitchell on May 15, 2021 at 6:00 PM in the high school gymnasium.
- "Good News" Report;
- Next Remote Board Meeting: June 8, 2021 2:30 pm
 - Request to move annual meeting due to:
 - Prep Promotion June 8, 2021 @ 6:00
 - Last day for teachers June 15, 2021/Luncheon

Read Ahead: May '21: Todd Brown

- SMA in the news
 - Chris Berdik of the Hechinger Report publishing in the next week (probably in the Atlantic)
 - Broad Institute publication
- Accepted to present at the 10th Annual - 2021 Science, Technology, Engineering, Arts, Math & Education Conference in Honolulu, Hawaii (virtual)
- Accepted to Present at the Twenty-eighth International Conference on Learning, in Krakow, Poland (virtual)
- Modified Operation Outbreak at Prep on June 9th
- Diversity Day on June 2nd with multiple activities and scheduled eight guests

Head of School Report for

April, 2021

Enrollment

Grade 6: 199

Grade 7: 205

Grade 8: 203

Total: 607

Campus Life/Events

- 4/8-Teacher PD and no cadets on campus
- 4/9-No School
- 4/13-Board Meeting Virtual- 2:30 pm
- 4/16-Prep drumline performed at formation
- 4/21-Blood drive on Prep campus
- 4/22-Dress Down Day for blood drive
- 4/23-Fire drill at the end of period 3
- 4/26-Campus book fair hosted by the PTCC
- 4/30-Campus lockdown drill period 5

Cadet Highlights

-Cadets of the Month for **April:**

	On-Campus	Distance Learners
English:	Dayra Ramirez	Celeste Briles
-	Nicholas Foeller	Nicholas Comegys
Theatre:	Lillian Brown	
-	Elijah Zuchelli	
Lacrosse:	Liam Fernandez	
Girls Basketball:	Nyah Andrews	
Boys Basketball:	Branden Toledo	

Academy Meetings

- 4/1-Best Practices for Inclusion Education (BPIE)
- 4/1-Strategic Planning
- 4/6-Academy Administration
- 4/7-Threat Assessment
- 4/21-Cadet Handbook Review
- 4/22-Strategic Planning
- 4/28-Prep Summer Projects with Steve and Kevin

Parent and Community Highlights

-Prep has conducted many campus tours recently to increase the 6th grade enrollment (Currently at 190) in small groups.

Attention Items:

Staffing:

The Prep administration has been working diligently in making appropriate staffing decisions for the next school year based on proposed enrollment, teacher effectiveness, and retirement. Through this process, we began to post and interview for open positions on the Prep campus. The positions available are: (2) Science, (2) Design, Social Studies, English, ESE Liaison, Office Manager, and Registrar.

The interview team began to review resumes, conduct phone and face-to-face interviews to find the very best candidates. The interview team consists of the head of school, the assistant heads of school, and the subject area department chair.

We have currently filled five positions with quality educators and are actively working to fill the remaining positions. The positions already filled: (2) Science, Office Manager, ESE Liaison, and Design.

SMA Prep Sports Roundup May 2021

4/15 - The girls basketball team took the win in their game this past Thursday against Imagine with a final score of 29-6. Nyah Andrews scored 16, Sarah Van scored 4, Analicia Vasquez scored 4, Ani'yah Mccray scored 3 and Tessa Alexander scored 2. Great teamwork, glad to have everyone back! Go eagles!

4/15 – The Lacrosse team lost to Berkley Prep 8-2 today. The team gave it their all for their final game of the season. Coach Fite was very impressed with how far this team has come this season.

4/20 – The girls basketball team suffered a tough loss to Student Leadership Academy. They will need to rally and win their last 2 games if they are going to make the playoffs. Go Eagles get those wins!

4/20 - The SMA Boys basketball team earned a tremendous team win at Student Leadership Academy 46-30 Tuesday night. The Eagles used a suffocating press defense to ignite an early lead and cruised from there. SMA was led by Max Hunter with 14 points, and Devaun Grable with 13. The Boys have a huge home contest vs the undefeated SSAS squad Thursday. Wish the team luck!! Go Eagles!!

4/22 – The Girls Basketball team lost a close game to SSAS 32-25. Nyah Andrews led the team with 13 points. The ladies will close out their regular season vs Suncoast Academy and will then need a little help to make the playoffs but are staying positive!

4/22 - The boys basketball team came up short in an epic game vs undefeated SSAS, losing 40-39. After being down by 10 points at numerous times in the game, the Eagles battled back in the 4th quarter to take a 3 point lead, but couldn't hold on in the final minute of the contest. The team was led by Max Hunter with 6 points, Jordan Banks with 6 points, Dayton Snelling with 8 points, and Max Wilkins with 7 points. Thank you to all the fans and staff who attended the game, your presence did not go unnoticed. Come cheer on the Eagles teams Tuesday vs Suncoast Academy as the boys try to lock up a playoff spot! Coach Smith is proud of you all!

4/23 – The Prep Lacrosse players teamed up with the SMA high school seniors to take on the SMA freshmen, sophomores and juniors Friday, April 23rd. The Blue team (fr, soph, jun) defeated the Gold team 6-1. 7th grader, Liam Fernandez, was the lone score for the Gold. A great time was had by all!



4/28 - The boys basketball team were victorious last night vs Suncoast Academy 29-26. The Eagles were led by Devaun Grable with 11 points, with 7 other players chipping in as well. The win earned SMA a home game vs Suncoast Academy again tomorrow night at 5:00pm in the semi-finals of the playoffs. Congratulate the team if you see them and cheer them on Thursday if you can!

4/28 – The girls Basketball season came to a close by losing to Suncoast Academy 16-23. The team was led by Nyah Andrews with 10 points. Coach Reyes said that these girls played their hearts out and left it all on the floor, just coming up short. Great season ladies!

5/4 - The 2021 season for the SMA Prep boys basketball team was a wild ride from beginning to end. From dealing with constant COVID issues and players playing multiple sports for the majority of the season, the team had some obstacles to overcome along the way. And overcome they did - from winning 1 game just a year ago to finishing this season with a 7-3 record and earning a trip to SMA Prep's first-ever championship game, this team took their game to the next level. The 2021 Eagles had a healthy mix of 6th, 7th, and 8th graders, totalling 21 players in all. Players from all grade levels contributed to the success of this team, in practice and in league contests. The dedication and the family atmosphere cultivated by this group of young men was special, and have laid the foundation for the teams that follow them. The future of SMA Prep boys basketball is as bright as ever! Go Eagles! (SSAS 32 – SMA Prep 25 – FSCL Championship game)

To: Governing Board, Sarasota Military Academy
Through: SMA-COL Bowman, Christina, Executive Director
801 North Orange Avenue
Sarasota, Florida 34236

From: SMA-COL Fout, Frederick T., Head of School
Sarasota Military Academy
801 North Orange Avenue
Sarasota, Florida 34236
fred.fout@oursma.org



Date: 06 May 2021

Re.: Board Report for Regular Sarasota Military Academy Board Meeting on
Tuesday, 11 May 2021 (V)

High School Enrollment 2020/2021 (as of 05/06/2021):

			+/- change		+/- change
• Freshmen	-	168	(-0)	22R	(-7)
• Sophomores	-	183	(-4)	30R	(-11)
• Juniors	-	167	(-1)	28R	(-7)
• Seniors	-	122	(-3)	36R	(-0)
• Total:	-	640	(-8)	116R (18%)	(-25)

High School Enrollment for 2021/2022 (as of 04/05/2021)

- 237 currently accepted for 9th grade - (21 on wait list, 212 showing in SIS) (+ 2 from last month)
- 24 additional accepted for 10th grade - (+6 from last month) (172 showing in SIS)
- 18 additional accepted for 11th grade - (+3 from last month) (189 showing in SIS)
- 4 additional accepted for 12th grade - (+2 from last month) (166 showing in SIS)
- (740 showing in SIS for grades 9-12 - THIS IS A FLUID NUMBER)

RECOGNITIONS:

- Thank you to our PTCC and many parents and families that

Accomplishments:

- Met with HS Administrative Team daily to address the following concerns:
 - At-Risk students
 - Faculty and Staff social and emotional wellness and morale
 - Faculty and Staff retention and recruitment
 - Administrative staffing
 - Faculty staffing
 - Covid Updates and School Safety
 - 2021/2022 Master Scheduling

- Multiple evaluation observations and walk-throughs
 - Multiple interviews for various positions
 - Met with Instructional Leadership Team
 - School Scheduling conflicts for 2021/2022
 - Faculty and Staff retention and recruitment
 - Met with full Faculty and Staff on Tuesday, April 27th
 - Monthly Recognition of Faculty and Staff
 - Covid Updates
 - Enrollment Updates
 - Upcoming Testing for FSA and EOC/LEOC/Certifications
 - Administrative Expectations for SY 2021/2022
 - Met with Faculty Representative
 - Discussed supports for ELL students
 - Discussed concerns regarding diversity acknowledgement among students, staff and faculty, and diversity of the Board
 - Discussed some concerns regarding technology equipment utilized by Faculty
 - Discussed behavioral expectations and concerns from Faculty
- Met with standing committees:
- School Wide Support Team (SWST)
 - Positive Behavior Intervention Supports (PBIS)
 - Advisory/SEL Committee
 - School Safety Team
- Met with HS Strategic Planning Committee for Preparing for College, Career and Citizenship Curriculum
 - Development of strategic goals to align 6-12
 - Prepared reports and documents, meeting the requirements for updated
 - Charter Links submissions
 - School Safety monthly reports
 - Developed and delivered
 - Weekly live, online, Q&A sessions with prospective and incoming students and parents
 - Multiple parent contacts regarding Covid-19 protocols, quarantine, continued access to course content and return to school plans
 - Multiple meetings with individual Teachers, Parents, and Cadets regarding issues related to cadet success at SMA
 - Instructed an Intensive Language Arts course for 9-10th grade students, daily

On-Going Projects:

- Contact Tracing - internal - reported to District for dashboard - posted weekly by Executive Director through Constant Contact, Social Media and on the website
- Classroom walkthroughs to reinforce expectations for in-person and e-learning modalities, Covid-19 safety protocols, the mask mandate and Military Bearing and how that applies in the Covid-19 world
- Classroom observations for Evaluation

Upcoming Events:

- May 3rd-13 - FSA ELA Reading
- May 11th - SMA Board of Directors Meeting (V), 2:30
- May 11th - PTCC Meeting (V), 6pm
- May 13th-17th - US History EOC
- May 14th - JROTC Award Ceremony (Tentative), 6pm
- May 17th-27st - FSA Writing Make-Ups
- May 18th-20th - Biology EOC
- May 20th - SMA Foundation Board of Directors Meeting, 2:30pm
- May 24th-26th - Geometry EOC
- May 26th-28th - FSA Algebra 1
- May 28th-June 2nd - LEOCs
- May 31st - MEMORIAL DAY - NO SCHOOL
- **June 4th - Graduation, @ Bayside Community Church, East, 6pm**
- June 8th - SMA Board of Directors Meeting (V), 2:30pm
- June 10th & 11th - Early Release - Finals
- June 11th - LAST DAY OF SCHOOL

**SARASOTA MILITARY ACADEMY
BOARD MEETING - TUESDAY May 11 , 2021**

IB and EE Coordinator - HELLEN HARVEY - FILM TEACHER & MEDIA SPECIALIST

Our IB Banquet was held on Sat. May 1 at Palm aire Country Club

It was a memorable and poignant evening.

Congratulations to our graduates and our wonderful teachers.



College acceptances for the IB class:

GABRIELLA RYAN

University of Florida

University of South Florida,

EMILY WATROBSKY

University of Central Florida

MONTERRAT VAZQUEZ ROSAS

University of Tampa

MARIANA BATISTA RIVERA

University of South Florida

ALEX SVETCOS

Purdue University

DAVID CASAS

University of South Florida

ALEX ROUSE

Florida State University

LILY YINGLING

University of South Florida

WILL MARTIN

State College of Florida

CONNOR CHALUPA

**SARASOTA MILITARY ACADEMY
BOARD MEETING - Tuesday May 11, 2021**

FACULTY REPRESENTATIVE - HELLEN HARVEY - FILM TEACHER & MEDIA SPECIALIST

1. Staff reiterated concerns about what this schools represents and the status of academics - college preparatory vs. skills and career based

From the Media Center

Two grants awarded from the Education Foundation

- \$250 were given to support books about disabilities
- \$500 were give to support SEL initiatives
- 2 teachers Cpt. Ferradino and Cpt. Scott had their students participate in the selection of the books
- \$2000 have been donated to the Media Center and Film Program through the Flanzer Trust with matching fund

JSA Talent Show

Raised close to \$1,000 for JSA. Here are all of the winners:

Please express a special thank-you from me to Herb Jones, Fred Fout, and Christina Bowman for supporting our efforts.

Chance Drawings

Platinum - Kim Hartzell
Gold - Johnny Browning
Silver - Vanessa Pugliese
Bronze - Lara Stutzman

Virtual Talent Show

1st - Daniel Delzer and Lilly Reinhardt
2nd - Sylvia Gillotte
3rd - Barbara Sheldon, Erin Roberts, Mason Alberts
4th - Amanda Luka

From SMA FILM classes



SARASOTA MILITARY ACADEMY

Commandant

801 North Orange Avenue

Sarasota, Florida 34236

11 May 2021

MEMORANDUM FOR GOVERNING BOARD, SARASOTA MILITARY ACADEMY

THROUGH EXECUTIVE DIRECTOR OF SCHOOLS

SUBJECT: Significant Activities Report

Significant activities past thirty days:

- Freshmen Lock-in 16 April @ SMA
- Raider Beach Day 23 April
- JROTC State Marksmanship 23-24 April
- Marksmanship State Junior Olympics 28 Apr – 01 May
- Raider Rappel Day 28 April
- Honor Guard @ Sarasota Yacht Club, 07, May
- Junior Raider Competition @ Prep, 08 May

Significant activities next thirty days:

- National Junior Olympics, 11-17 May @ Hillsborough College, Hillsborough Michigan
- JROTC Awards Ceremony, 14 May (1230-1400) @ SMA
- Color Guard for Military Officers Association of Sarasota, 15 May @ Bird Key Yacht Club
- United States Naval Academy Picnic, , 16 May @ Picnic Island Park, Tampa
- Color Guard for Sarasota City Council, 17 May @ Downtown Sarasota Council Chambers
- Raider Campout, 22-23 May @ Camp Shannon, Myakka
- Raider Awards, 28 May @ SMA
- CMP Small bore camp @ Hollywood Rifle and Pistol Club
- Color Guard for Memorial Day, 31 May @ Downtown Sarasota
- Color Guard for Sarasota County School Board, 01 June
- JROTC Cadet Leadership Camp (JCLC), 14-16 June

"One School, Two Campuses"!

Respectfully,

Ben Weiss

Ben Weiss

Lieutenant Colonel (Retired), Special Forces

Commandant

Sarasota Military Academy
Balance Sheet- By Campus
As of March 31, 2021

	HS	Prep	Total
ASSETS			
Current Assets			
Bank Accounts			
1110 Cash and cash equivalents			
1109 Petty Cash	400	400	800
1111 WF Operating Account	72,255		72,255
1113 SMA PTCC Account	17,587		17,587
1117 WF Credit Card Machine	8,818		8,818
1118 WF Business Market Savings	1,768,258		1,768,258
1119 SMA Prep Checking		74,262	74,262
1120 Athletics Account	59,664		59,664
1121 Prep PTCC Account		32,011	32,011
1123 Prep CC Machine		24,614	24,614
1124 SMA Wreaths	23,925		23,925
Total 1110 Cash and cash equivalents	\$ 1,950,905	\$ 131,286	\$ 2,082,192
8-1111 Sport Team Bank Accounts	68,992		68,992
Total Bank Accounts	\$ 2,019,897	\$ 131,286	\$ 2,151,184
Other Current Assets			
1130 Accounts Receivable	1,275		1,275
1210 Deposits	5,289		5,289
1220 Due from Other Governments			
1221 A/R ROTC	24,878		24,878
1222 A/R Due from District	107,914	76,513	184,427
Total 1220 Due from Other Governments	\$ 132,791	\$ 76,513	\$ 209,305
Total Other Current Assets	\$ 139,355	\$ 76,513	\$ 215,869
Total Current Assets	\$ 2,159,253	\$ 207,800	\$ 2,367,053
Fixed Assets			
1300 Fixed Assets			
1310 Land	973,750	7,424,550	8,398,300
1320 Land Improvements	73,227	42,750	115,978
1330 Building & Improvements	11,656,758	2,021,340	13,678,098
1340 Furniture, Fixtures & Equipment	1,657,970	409,561	2,067,531
1350 Motor Vehicles	535,364	232,835	768,199
1370 Capital Lease Equipment	53,300		53,300
1380 Audio-visual Material & Softwar			
1381 Audio-visual Materials	1,504		1,504
1382 Computer Software		97,334	97,334
Total 1380 Audio-visual Material & Softwar	\$ 1,504	\$ 97,334	\$ 98,838
1390 Computer Equipment	240,158	529,068	769,225
Total 1300 Fixed Assets	\$ 15,192,031	\$ 10,757,438	\$ 25,949,469
1550 Accumulated Depreciation			

Sarasota Military Academy
Balance Sheet- By Campus
As of March 31, 2021

	HS	Prep	Total
1329 AD- Land Improvements	(50,557)	(21,823)	(72,380)
1339 AD- Buildings & Improvements	(3,437,565)	(320,610)	(3,758,175)
1349 AD- Furniture, Fixtures & Equip	(1,476,199)	(309,127)	(1,785,326)
1359 AD- Motor Vehicles	(381,248)	(148,644)	(529,891)
1379 AD- Capital Lease Property	(53,300)		(53,300)
1388 AD- Audio-visual Materials	(902)		(902)
1389 AD- Computer Software	(94,951)	(490,826)	(585,777)
Total 1550 Accumulated Depreciation	\$ (5,494,721)	\$ (1,291,031)	\$ (6,785,752)
Total Fixed Assets	\$ 9,697,310	\$ 9,466,407	\$ 19,163,718
Other Assets			
1625 Due From SMA Prep - Long-term	2,409,024	(2,409,024)	0
1626 Due from Foundation	151,779		151,779
Total Other Assets	\$ 2,560,803	\$ (2,409,024)	\$ 151,779
TOTAL ASSETS	\$ 14,417,366	\$ 7,265,183	\$ 21,682,549
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2120 Accounts Payable	22,654	21,449	44,103
Total Accounts Payable	\$ 22,654	\$ 21,449	\$ 44,103
Credit Cards			
2150 Wells Fargo Visa CC			
2151 Carmen Diaz	48		48
2152 Stephen Kok	23,837		23,837
2153 Monika Chenkus	140		140
2155 Kevin Nasby	818		818
2156 Christina Bowman	920		920
2163 Amy Mazner	2,650		2,650
Total 2150 Wells Fargo Visa CC	\$ 28,413	\$ -	\$ 28,413
2180 Wells Fargo SMA Prep Visa CC			
2183 Stephen Kok		23,306	23,306
2185 Rebecca Morris		28	28
2186 Betty Bultemeier		717	717
2193 Beth Harris		78	78
Total 2180 Wells Fargo SMA Prep Visa CC	\$ -	\$ 24,129	\$ 24,129
Total Credit Cards	\$ 28,413	\$ 24,129	\$ 52,541
Other Current Liabilities			
2110 Accrued Payroll			
2112 Accrued Payroll	227,860	192,571	420,432
Total 2110 Accrued Payroll	\$ 227,860	\$ 192,571	\$ 420,432
2170 Accrued Payroll Liabilities	8,610	6,878	15,488

Sarasota Military Academy Balance Sheet- By Campus

As of March 31, 2021

	HS	Prep	Total
2200 Other Current Liabilities			
2211 Accrued Liabilities	22,950		22,950
2230 Current Portion of LTD	895,038	368,321	1,263,359
Total 2200 Other Current Liabilities	\$ 917,988	\$ 368,321	\$ 1,286,309
8-2290 Funds Held on Behalf of Others	68,992		68,992
Total Other Current Liabilities	\$ 1,223,450	\$ 567,771	\$ 1,791,221
Total Current Liabilities	\$ 1,274,517	\$ 613,349	\$ 1,887,866
Long-Term Liabilities			
2320 Bonds Payable			
2323 Educational Bond - 2012	4,190,000		4,190,000
2326 Prep Bond Payable - \$7.5M		5,750,830	5,750,830
2327 Prep Bond Payable - \$1M		776,391	776,391
Total 2320 Bonds Payable	\$ 4,190,000	\$ 6,527,222	\$ 10,717,222
2330 Accrued Vacation	18,307		18,307
2340 SBA Loan	1,166,054		1,166,054
2380 Interest Rate Swap	725,679		725,679
Total Long-Term Liabilities	\$ 6,100,040	\$ 6,527,222	\$ 12,627,262
Total Liabilities	\$ 7,374,557	\$ 7,140,570	\$ 14,515,128
Equity			
3010 Invested In Capital Assets, Net	2,805,092	2,354,626	5,159,718
3020 Temporarily Restricted Net Asse	62,234	17,552	79,786
3030 Unrestricted Net Assets	4,372,134	(2,393,599)	1,978,535
Net Income	(196,652)	146,035	(50,617)
Total Equity	\$ 7,042,809	\$ 124,613	\$ 7,167,421
TOTAL LIABILITIES AND EQUITY	\$ 14,417,366	\$ 7,265,183	\$ 21,682,549

Tuesday, Apr 27, 2021 10:33:30 AM GMT-7 - Accrual Basis

Sarasota Military Academy
Profit and Loss - Monthly - By Campus
March 2021

	HS	Prep	Total
Income			
3100 Federal Direct	24,878		24,878
3300 Revenue from State Sources	383,721	334,481	718,202
3400 Revenue from Local Sources	188,153	128,442	316,594
Total Income	\$ 596,752	\$ 462,922	\$ 1,059,674
Gross Profit	\$ 596,752	\$ 462,922	\$ 1,059,674
Expenses			
4100 Salaries	348,567	278,100	626,667
4200 Employee Benefits	90,961	79,116	170,077
4300 Purchased Services	73,064	56,699	129,762
4400 Energy Services	7,555	10,627	18,183
4500 Materials & Supplies	9,652	6,263	15,914
4600 Capital Outlay	4,364	2,366	6,731
4700 Other Expenses	61,374	37,415	98,789
Total Expenses	\$ 595,537	\$ 470,586	\$ 1,066,123
Net Operating Income	\$ 1,215	\$ (7,664)	\$ (6,449)
Net Income	\$ 1,215	\$ (7,664)	\$ (6,449)

Sarasota Military Academy
Profit and Loss - YTD - By Campus
July 2020 - March 2021

	HS	Prep	Total
Income			
3100 Federal Direct	213,113		213,113
3200 Federal Through State & Local	22,733	20,159	42,892
3300 Revenue from State Sources	3,546,021	3,111,949	6,657,969
3400 Revenue from Local Sources	1,564,485	1,209,773	2,774,258
Total Income	\$ 5,346,352	\$ 4,341,880	\$ 9,688,232
Gross Profit	\$ 5,346,352	\$ 4,341,880	\$ 9,688,232
Expenses			
4100 Salaries	3,110,589	2,386,488	5,497,077
4200 Employee Benefits	783,859	680,764	1,464,622
4300 Purchased Services	717,837	511,554	1,229,392
4400 Energy Services	71,437	82,099	153,537
4500 Materials & Supplies	127,823	75,147	202,970
4600 Capital Outlay	104,035	136,263	240,298
4700 Other Expenses	627,423	323,530	950,953
Total Expenses	\$ 5,543,003	\$ 4,195,846	\$ 9,738,849
Net Operating Income	\$ (196,652)	\$ 146,035	\$ (50,617)
Net Income	\$ (196,652)	\$ 146,035	\$ (50,617)

Cash Statement of Operations- Monthly (03-2021)

Monthly March	Total	Operating	Capital
3191 · ROTC	24,878	24,878	0
3226 · Title II \$	0	0	0
3227 · Title IV \$	0	0	0
3230 · IDEA Revenue	0	0	0
3310 · Florida Ed. Fin. Program (FTE)	518,810	518,810	0
3320 · Proration to Appropriation	0	0	0
3330 · State Categorical Instructional	8,413	8,413	0
3344 · Discretionary Lottery	0	0	0
3361 · School Recognition Funds	0	0	0
3368 · Safe Schools Allocation	6,768	6,768	0
3373 · Reading Programs	4,472	4,472	0
3374 · Supplemental Academic Inst	22,273	22,273	0
3376 · Digital Classroom Allocation	273	273	0
3396 · Classroom for Kids	98,406	98,406	0
3397 · Charter School Capital Outlay	51,646	0	51,646
3399 · Other Misc State Revenue	7,141	7,141	0
3411 · District Schools Taxes	248,744	248,744	0
3413 · District 1.5 Millage	28,586	0	28,586
3430 · Interest Inc. (Invest. & Accts)	15	15	0
3440 · Gifts, Grants & Bequests	3,798	3,798	0
3455 · Vending Revenue	146	146	0
3490 · Misc Local Sources	35,306	35,306	0
3741 · Insurance Loss Recovery	0	0	0
Total Income	1,059,675	979,443	80,232
4100 · Salaries (plus stipends)	534,123	534,123	0
4110 · Admin Salaries	60,998	60,998	0
4140 · Adjunct Faculty & Subs	31,547	31,547	0
4210 · Retirement Benefits	60,270	60,270	0
4220 · SS & Medicare	44,992	44,992	0
4230 · Employee Insurance	56,050	56,050	0
4240 · Worker's Compensation	3,606	3,606	0
4250 · Unemployment Compensation	1,665	1,665	0
4291 · Employee Medical Reimburse.	4,650	4,650	0
4292 · Employee Training & Seminars	-1,736	-1,736	0
4293 · Other Employee Benefits	580	580	0
4310 · Professional & Technical Serv.	66,372	66,372	0
4320 · Insurance	20,266	20,266	0
4330 · Travel	0	0	0
4350 · Repairs & Maintenance	5,330	5,330	0
4360 · Lease Costs	18,355	18,355	0
4370 · Comm. (Postage, Phone)	7,101	7,101	0
4380 · Water & Sewer	3,653	3,653	0
4390 · Other Purchased Services	8,686	8,686	0
4392 · Dual Enrollment Fees	0	0	0
4430 · Electricity	11,872	11,872	0
4450 · Fuel (Gasoline)	154	154	0
4460 · Fuel (Diesel)	6,157	6,157	0
4510 · Supplies - Classroom	7,370	7,370	0
4520 · Textbooks	174	174	0
4521 · Textbooks - Dual Enrollment	149	149	0
4530 · Periodicals	0	0	0
4570 · Food	722	722	0
4590 · Other Materials & Supplies	7,500	7,500	0
4610 · Library Books	396	396	0
4622 · Non Capitalized A/V Materials	0	0	0
4642 · Non Capitalized FFE	698	698	0
4644 · Non Capitalized PC (Hardware)	747	747	0
4651 · Buses (Trip Charges)	2,257	2,257	0
4692 · Non Capitalized Software	2,632	2,632	0
4720 · Interest	30,896	30,896	0
4730 · Taxes, Dues & Fees	6,523	6,523	0
4740 · Legal Fees/Settlements	0	0	0
4760 · Sports & Recreation	7,012	7,012	0
4765 · Donations to Foundation	0	0	0
Capital Purchases	0	0	0
4780 · Depreciation Expenses	0	0	0
Debt Service	45,897	0	45,897
4810 · Loss on Disposition of Assets	0	0	0
4890 · Amortization of bond Discount	0	0	0
4790 · Misc Expenses	0	0	0
Total Expenses	1,057,664	1,011,767	45,897
Total	2,011	-32,324	34,335

Cash Statement of Operations- YTD (PE 03-31-21)

YTD Through March	Total	Operating	Capital
3191 • ROTC	213,113	213,113	0
3226 • Title II \$	0	0	0
3227 • Title IV \$	0	0	0
3230 • IDEA Revenue	42,892	42,892	0
3310 • Florida Ed. Fin. Program (FTE)	4,669,282	4,669,282	0
3320 • Proration to Appropriation		0	0
3330 • State Categorical Instructional	75,714	75,714	0
3344 • Discretionary Lottery		0	0
3361 • School Recognition Funds		0	0
3368 • Safe Schools Allocation		60,910	0
3373 • Reading Programs	40,249	40,249	0
3374 • Supplemental Academic Inst	200,459	200,459	0
3376 • Digital Classroom Allocation	2,460	2,460	0
3396 • Classroom for Kids	885,652	885,652	0
3397 • Charter School Capital Outlay	515,708		515,708
3399 • Other Misc State Revenue	207,535	207,535	0
3411 • District Schools Taxes	2,238,697	2,238,697	0
3413 • District 1.5 Millage	208,207		208,207
3430 • Interest Inc. (Invest. & Accts)	147	147	0
3440 • Gifts, Grants & Bequests	47,928	47,928	0
3455 • Vending Revenue	705	705	0
3490 • Misc Local Sources	278,575	278,575	0
3741 • Insurance Loss Recovery			0
Total Income	9,688,233	8,964,318	723,915
4100 • Salaries (plus stipends)	4,775,545	4,775,545	0
4110 • Admin Salaries	544,365	544,365	0
4140 • Adjunct Faculty & Subs	177,166	177,166	0
4210 • Retirement Benefits	491,128	491,128	0
4220 • SS & Medicare	355,756	355,756	0
4230 • Employee Insurance	513,454	513,454	0
4240 • Worker's Compensation	25,677	25,677	0
4250 • Unemployment Compensation	22,521	22,521	0
4291 • Employee Medical Reimburse.	43,329	43,329	0
4292 • Employee Training & Seminars	9,477	9,477	0
4293 • Other Employee Benefits	3,280	3,280	0
4310 • Professional & Technical Serv.	553,706	553,706	0
4320 • Insurance	222,459	222,459	0
4330 • Travel	117	117	0
4350 • Repairs & Maintenance	37,988	37,988	0
4360 • Lease Costs	179,744	179,744	0
4370 • Comm. (Postage, Phone)	66,735	66,735	0
4380 • Water & Sewer	36,559	36,559	0
4390 • Other Purchased Services	78,170	78,170	0
4392 • Dual Enrollment Fees	53,913	53,913	0
4430 • Electricity	115,611	115,611	0
4450 • Fuel (Gasoline)	1,021	1,021	0
4460 • Fuel (Diesel)	36,905	36,905	0
4510 • Supplies - Classroom	63,867	63,867	0
4520 • Textbooks	17,965	17,965	0
4521 • Textbooks - Dual Enrollment	15,334	15,334	0
4530 • Periodicals	1,717	1,717	0
4570 • Food	14,260	14,260	0
4590 • Other Materials & Supplies	89,827	89,827	0
4610 • Library Books	1,739	1,739	0
4622 • Non Capitalized A/V Materials	5,821	5,821	0
4642 • Non Capitalized FFE	7,333	7,333	0
4644 • Non Capitalized PC (Hardware)	113,997	113,997	0
4651 • Buses (Trip Charges)	12,598	12,598	0
4692 • Non Capitalized Software	98,811	98,811	0
4720 • Interest	295,741	295,741	0
4730 • Taxes, Dues & Fees	74,157	74,157	0
4740 • Legal Fees/Settlements		0	0
4760 • Sports & Recreation	96,037	96,037	0
4765 • Donations to Foundation		0	0
Capital Purchases	182,329		182,329
4780 • Depreciation Expenses		0	0
Debt Service	424,140		424,140
4810 • Loss on Disposition of Assets		0	0
4890 • Amortization of bond Discount		0	0
4790 • Misc Expenses		0	0
Total Expenses	9,860,299	9,253,830	606,469
	-172,066	-289,512	117,446

Sarasota Military Academy

Budget vs. Actuals: FY21- Board Approved Budget - FY21 P&L

July 2020 - March 2021

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
Income			
3100 Federal Direct			
3191 R.O.T.C.	213,113.16	290,191.00	73.44 %
Total 3100 Federal Direct	213,113.16	290,191.00	73.44 %
3200 Federal Through State & Local			
3226 Title II \$		32,114.00	
3227 Title IV \$		16,814.00	
3230 IDEA Revenue	42,891.68	63,562.00	67.48 %
3299 Miscellaneous Federal		1,893,092.00	
Total 3200 Federal Through State & Local	42,891.68	2,005,582.00	2.14 %
3300 Revenue from State Sources			
3310 FL Education Finance Prog- FEFP	4,669,282.00	6,404,331.00	72.91 %
3320 Proration to Appropriation	0.00		
3330 State Categorical Instructional	75,714.00	104,397.00	72.53 %
3368 Safe Schools Allocation	60,910.00	83,738.00	72.74 %
3373 Reading Programs	40,249.00	56,244.00	71.56 %
3374 Supplemental Academic Inst	200,459.00	272,869.00	73.46 %
3376 Digital Classroom Allocation	2,460.00	8,553.00	28.76 %
3396 Classroom for Kids	885,652.00	1,209,760.00	73.21 %
3397 Charter School Capital Outlay	515,708.00	674,847.00	76.42 %
3399 Other Miscellaneous State Reven	207,535.31	208,936.00	99.33 %
Total 3300 Revenue from State Sources	6,657,969.31	9,023,675.00	73.78 %
3400 Revenue from Local Sources			
3410 Taxes			
3411 District Schools Taxes	2,238,697.00	2,993,576.00	74.78 %
3413 1.5 Millage Capital \$	208,206.74	333,750.00	62.38 %
Total 3410 Taxes	2,446,903.74	3,327,326.00	73.54 %
3430 Interest, Including Invest Prof			
3435 Interest on Checking	147.36	338.00	43.60 %
Total 3430 Interest, Including Invest Prof	147.36	338.00	43.60 %
3440 Gifts, Grants & Bequests		136,269.00	
3441 Donations			
3442 Unrestricted	585.57		
3443 Temporarily Restricted	4,484.15		
3444 Unrestricted Donations from Foundation	35,190.00		
3445 Temporarily Restricted Donations from Foundation	7,667.88		
Total 3441 Donations	47,927.60		
Total 3440 Gifts, Grants & Bequests	47,927.60	136,269.00	35.17 %
3455 Vending Revenue	704.56	1,592.00	44.26 %
3490 Miscellaneous Local Sources		564,866.00	
3495 Other Misc Local Sources			
3495A School Activity & Program Reven	168,973.02		

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
3495B Reimbursement from Foundation	77,151.28		
3495C Other Misc. Local Sources	25,726.50		
3495D Credit Card Rebate	6,723.85		
Total 3495 Other Misc Local Sources	278,574.65		
Total 3490 Miscellaneous Local Sources	278,574.65	564,866.00	49.32 %
Total 3400 Revenue from Local Sources	2,774,257.91	4,030,391.00	68.83 %
Total Income	\$9,688,232.06	\$15,349,839.00	63.12 %
GROSS PROFIT	\$9,688,232.06	\$15,349,839.00	63.12 %
Expenses			
4100 Salaries		6,554,748.00	
4110 Administrator	544,365.36	733,784.00	74.19 %
4120 Classroom Teacher	3,450,321.25		
4130 Other Certified	469,208.02		
4140 Substitute Teacher	177,165.74	260,000.00	68.14 %
4160 Other Support Personnel	856,016.14		
Total 4100 Salaries	5,497,076.51	7,548,532.00	72.82 %
4200 Employee Benefits			
4210 Retirement	491,128.25	728,853.00	67.38 %
4220 FICA	355,756.47	577,463.00	61.61 %
4230 Group Insurance	513,454.38	683,445.00	75.13 %
4240 Worker's Compensation	25,677.00	44,592.00	57.58 %
4250 Unemployment Compensation	22,521.05	3,459.00	651.09 %
4290 Other Employee Benefits			
4291 Employee Medical Reimbursement	43,328.60	69,319.00	62.51 %
4292 Employee Training & Seminars	9,476.70	8,210.00	115.43 %
4293 Other Employee Benefits	3,280.00	64,360.00	5.10 %
Total 4290 Other Employee Benefits	56,085.30	141,889.00	39.53 %
Total 4200 Employee Benefits	1,464,622.45	2,179,701.00	67.19 %
4300 Purchased Services			
4310 Professional & Technical Serv	553,706.19	770,228.00	71.89 %
4320 Insurance and Bond Premiums	222,459.44	258,985.00	85.90 %
4330 Travel	117.30	3,240.00	3.62 %
4350 Repairs & Maintenance	37,987.61	99,760.00	38.08 %
4360 Rentals	179,744.38	230,101.00	78.12 %
4370 Communications	66,735.17	93,832.00	71.12 %
4380 Public Utility Services	36,558.65	53,102.00	68.85 %
4390 Other Purchased Services	78,170.00	102,186.00	76.50 %
4392 Dual Enrollment Charge	53,913.02	92,725.00	58.14 %
Total 4390 Other Purchased Services	132,083.02	194,911.00	67.77 %
Total 4300 Purchased Services	1,229,391.76	1,704,159.00	72.14 %
4400 Energy Services			
4430 Electricity	115,610.82	193,514.00	59.74 %
4450 Gasoline	1,021.00	2,446.00	41.74 %
4460 Diesel Fuel	36,904.84	59,510.00	62.01 %
Total 4400 Energy Services	153,536.66	255,470.00	60.10 %
4500 Materials & Supplies			
4510 Supplies	63,867.13	131,575.00	48.54 %

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
4520 Textbooks	17,965.35	28,454.00	63.14 %
4521 DE Textbooks	15,334.01	17,261.00	88.84 %
Total 4520 Textbooks	33,299.36	45,715.00	72.84 %
4530 Periodicals	1,717.01	1,967.00	87.29 %
4570 Food	14,259.88	19,076.00	74.75 %
4590 Other Materials & Supplies	89,826.80	130,742.00	68.71 %
Total 4500 Materials & Supplies	202,970.18	329,075.00	61.68 %
4600 Capital Outlay			
4610 Library Books	1,738.77	3,111.00	55.89 %
4620 Audio-visual (AV) Materials			
4622 Noncapitalized AV Materials	5,820.70	4,812.00	120.96 %
Total 4620 Audio-visual (AV) Materials	5,820.70	4,812.00	120.96 %
4640 Furniture, Fixtures & Equipment			
4642 Noncapitalized F,F & Equipment	7,332.57	17,554.00	41.77 %
4644 Noncapitalized Computer Hardwar	113,997.34	147,111.00	77.49 %
Total 4640 Furniture, Fixtures & Equipment	121,329.91	164,665.00	73.68 %
4650 Motor Vehicles			
4651 Buses	12,597.87	20,752.00	60.71 %
Total 4650 Motor Vehicles	12,597.87	20,752.00	60.71 %
4690 Computer Software			
4692 Noncapitalized Software	98,811.08	104,196.00	94.83 %
Total 4690 Computer Software	98,811.08	104,196.00	94.83 %
Total 4600 Capital Outlay	240,298.33	297,536.00	80.76 %
4700 Other Expenses			
4720 Interest	295,740.59	424,928.00	69.60 %
4730 Taxes, Dues and Fees	74,157.40	93,757.00	79.10 %
4760 Sports and Recreation	96,036.80	193,893.00	49.53 %
4780 Depreciation Expense	485,018.34	643,884.00	75.33 %
Total 4700 Other Expenses	950,953.13	1,356,462.00	70.11 %
Total Expenses	\$9,738,849.02	\$13,670,935.00	71.24 %
NET OPERATING INCOME	\$ -50,616.96	\$1,678,904.00	-3.01 %
NET INCOME	\$ -50,616.96	\$1,678,904.00	-3.01 %



FOUNDATION DASHBOARD FY '21



July 1, 2020 - April 30, 2021

Metrics Analysis with Foundation Performance

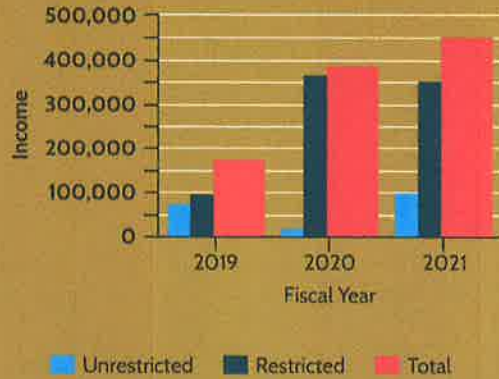
NET CASH Balance

This is the amount of money on-hand in the Foundation's account. It is a current asset on the Balance Sheet and includes all receipts minus disbursements including the initial deposit at the start of the fiscal year to the present date of this report.

\$456,283

Includes Restricted & Unrestricted Funds

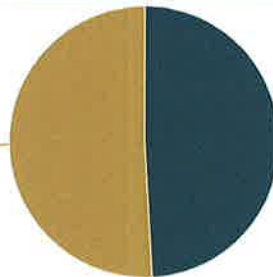
Donations with Restrictions... \$354,773
 Donations without Restrictions..\$101,511



GIFT REVENUE

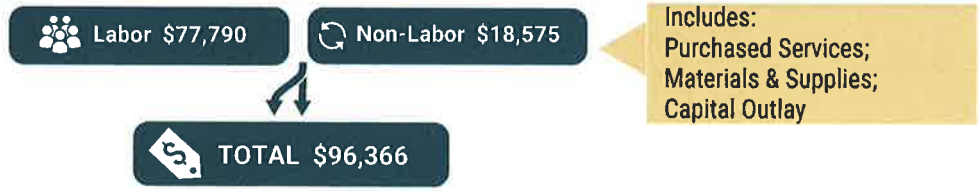
Gross Revenue... \$196,346
 Expenses... \$96,366
 NET Revenue... \$99,980

NET: 50.9 %



Expenses: 49.1%

EXPENSES



PERFORMANCE EVALUATION

	2019	2020	2021
Return on Investment (ROI) Revenue/Expenses	\$0.72	\$9.34	\$2.04
Cost To Raise a Dollar (CTRD) Expenses/Revenue	\$1.39	\$0.10	\$0.49

DONOR EVALUATION

Retained Donors Giving More **Donor Retention Rate... 44%** **64%...Revenue Retention Rate** How many donors continue to donate to SMA. High DRR=long-term supporters