

# California Online Public Schools

## California Online Public Schools (CalOPS) Board Meeting

Published on November 2, 2023 at 2:52 PM PDT

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### Date and Time

Tuesday November 7, 2023 at 3:30 PM PST

### Location

CalCA NorCal: 580 N. Wilma Avenue, Suite G, Ripon, CA 95366  
CalCA SoCal: 33272 Valle Road, San Juan Capistrano, CA 92675  
23091 Arden Street, Lake Forest, CA 92630  
1201 Cara Road, Dinuba, CA 93618  
8422 Madison Avenue, Fair Oaks, CA 95628  
3753 W. Norberry Street, Lancaster, CA 93536  
32946 Calle San Marcos San Juan Capistrano, 92675  
9423 Reseda Blvd. Apt#230, Northridge, CA 91324  
1608 Lake Street, Calistoga, CA 94515

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### Join Zoom Meeting

<https://zoom.us/j/93762840563>

Meeting ID: 937 6284 0563

Dial In:

+1 (669) 444-9171 ext. 93762840563# US

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This meeting is open to the public in person and via teleconference. For information about this meeting or for members of the public who require special accommodations to attend, contact the school offices: Bernie Jamero at (209) 253-1208 or Eva McGahey at (714) 248-6179 at least 24 hours prior to the meeting. The Board packet can be made available for public review by contacting the school offices prior to the Board meeting in compliance with California open meeting law.

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### Agenda

	Purpose	Presenter	Time
<b>I. Opening Items</b>			<b>3:30 PM</b>
<b>A.</b>	Call the Meeting to Order	Diana Rivas	
<b>B.</b>	Roll Call	Diana Rivas	
<b>C.</b>	Approval of Agenda	Vote	Diana Rivas

**II. Public Comment**

The Board welcomes participation by the members of the public telephonically. To address an item on the agenda, before the scheduled start of the meeting, an individual must write their name and a short description of the agenda item on which they wish to comment on the card provided and submit this to the Chair, along with any materials they want to have distributed to Board. Individuals who wish to address the Board telephonically must contact the School Leader by phone or by email at least twenty four (24) hours before the scheduled start of the Board meeting. If the individual wants to provide any written materials to the Board, these should be emailed to the School Leader at least twenty-four (24) hours before the scheduled start of the meeting.

The total time for any individual to present, either in person or via telephone, on an item on the agenda shall not exceed three (3) minutes, or six (6) minutes if the individual requesting to comment is a non English speaker and requires a translator, unless the Board grants additional time. However, in compliance with Board policy and the Brown Act, the Board is not permitted to discuss or take action on non-agenda items.

Individuals desiring to make a formal presentation to the Board on an item not on the agenda but desiring it be placed on the agenda must provide notice and written submissions detailing the subject of the presentation to the School Leader at least fourteen (14) days prior to the meeting. Any such presentations shall not exceed fifteen (15) minutes in duration, unless otherwise permitted by the Chair.

To view the Board Public Comment Policy, visit the school’s “Governance” page at [https://www.connectionsacademy.com/california online-school/about/school-board](https://www.connectionsacademy.com/california-online-school/about/school-board).

**III. Oral Reports**

- |           |                         |     |                |
|-----------|-------------------------|-----|----------------|
| <b>A.</b> | Superintendent's Report | FYI | Richard Savage |
|-----------|-------------------------|-----|----------------|
- 1. General School Updates
  - 2. Authorizing District Updates
  - 3. 2023-2024 Enrollment and Staffing Updates

	Purpose	Presenter	Time
<b>B. Principals' Report (attached)</b>	FYI		
1. Elementary School - Marcus White			
2. Middle School - Heather Tamayo			
3. High School - Kara Mannix			
<b>C. Charter Impact Financial Report for CalOPS (to follow)</b>	FYI	Matthew Percin	
<b>D. Policy, Compliance, and State Accountability Report</b>	FYI	Dan Hertzler	
1. Policy, Compliance, and State Accountability Report (attached)			
2. Federal Program Review Update			

#### IV. Consent Items

<b>A. Approval of Minutes from the October 03, 2023 Board Meeting (attached)</b>	Vote		
<b>B. Approval of Staffing Report (attached)</b>	Vote	Stephen Ford	
<b>C. Approval of Expenditures over \$20k (attached)</b>	Vote	LaChelle Carter	
<b>D. Approval of Check Registry (to follow)</b>	Vote	Matthew Percin	
<b>E. Approval of CalCA North Bay 2023-24 LCAP CSI Plan (attached)</b>	Vote	Leslie Dombek	

#### V. Action Items

<b>A. Approval of Chase Line of Credit (attached)</b>	Vote	LaChelle Carter	
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#### VI. Information Items

<b>A. Pearson Virtual Schools Update</b>	FYI	Laura Johnson / Chandre Sanchez	
1. School Success Partner (SSP) Update			
2. Academic Success Partner (ASP) Update			

	Purpose	Presenter	Time
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**VII. Closing Items**

- |           |  |      |             |
|-----------|--|------|-------------|
| <b>A.</b> | Adjourn Meeting  | Vote | Diana Rivas |
|           | Adjournment and Confirmation of the Next Meeting - December 05, 2023 at 3:30 pm PT |      |             |



# Coversheet

## Principals' Report (attached)

<b>Section:</b>	III. Oral Reports
<b>Item:</b>	B. Principals' Report (attached)
<b>Purpose:</b>	FYI
<b>Submitted by:</b>	
<b>Related Material:</b>	CalOPS Principals' Report 11.07.23.pdf



# **Principals' Report California Online Public Schools 2023-24**

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## **SITE REPORTS**

### **Northern Region:**

#### **Kara Mannix, High School Principal**

**Site Administrator for Monterey Bay, North Bay, and Northern California**

We are well into the semester- wrapping up the first quarter of Project Success, meeting with many families through our, "Progress Monitoring Meeting" processes, and working hard to ensure every student will have a successful outcome this semester. This time of year can get quite busy as we approach various vacations, so our staff is working diligently to stay ahead of everything. We had great success with our fall festivals, and it is always wonderful to see our families in person.

### **Central Region:**

#### **Marcus White, Elementary Principal**

**Site Administrator for Central Valley and Central Coast**

Greetings From Elementary,

This is an exciting time. We are settling in and really focusing on helping our students find success. We have gathered our initial student data. Our teams have analyzed the data and are now utilizing it to drive student achievement. Our focus has been on consistently providing meaningful LiveClass lessons. Our teams continue to dialogue about what is working effectively and how to leverage these techniques. Everyone is excited about our upcoming Fall Break.



## Southern Region:

### Heather Tamayo, Middle School Principal

#### Site Administrator of Southern California

As October wraps up, we reflect on the relationships that we have built and our drive to understand the students that we serve. Our attention has shifted toward the work that we must do to support our struggling students, and those that would benefit from additional practice. Our middle school staff has recently been trained on a resource that is new to us- IXL. We believe this to be an outstanding resource for all levels of support that are needed, and look forward to bringing this tool to our students. Not only does this address math and language arts, but science and social studies as well.

## Enrollment Update

### Month for Report: October

DATA as of October 30, 2023							
	SoCal	NorCal	Central Valley	North Bay	Central Coast	Monterey Bay	All CalCA
Enrolled	5338	1894	898	179	153	621	9083
Approved	100	31	25	4	5	14	179
Pre-Approved	666	252	162	44	15	73	1212
Applicant	1319	482	299	71	71	131	2374



## Engagement Activities

### Total Attendance\* for Recent Activities:

\*Includes students, staff, adults, and non-CA students

### Recent Field Trips

#### Northern Region - Monterey Bay, North Bay and NorCal

- Fall Festival - Wednesday, October 11th  
Alameda County Fairgrounds (4501 Pleasanton Ave, Pleasanton, CA 94566)  
Attendance: 231 CalOPS students, 99 non-CalOPS students, 212 adults, and 62 staff  
(total: 604)

#### Central Region - Central Valley and Central Coast

- Fall Festival - Thursday, October 12th  
John's Incredible Pizza (3709 Rosedale Hwy, Bakersfield, CA 93308)  
Attendance: 147 CalOPS students, 32 non-CalOPS students, 127 adults, and 42 staff  
(total: 348)

#### Southern Region - SoCal

- Walking tour of Julian, CA - Tuesday, October 24th (9:30am - 12pm)  
2129 Main St., Julian, CA  
Attendance: 10 CalOPS students, 2 non-CalOPS students, 9 adults, 5 staff (total: 26)
- Fleet Science Center - Friday, October 27th (9am - 12pm)  
1875 El Prado, San Diego, CA 92101  
Attendance: 39 CalOPS students, 27 adults, 3 staff (total: 69)



## Upcoming Field Trips

### Northern Region - Monterey Bay, North Bay and NorCal

- Lawrence Livermore National Laboratory - Friday, December 8th (9:30am - 12:30pm)  
7000 East Ave, Livermore, CA 94550  
This trip is open to students in 8th grade and high school. Space is limited due to strict regulations by the lab.

### Central Region - Central Valley and Central Coast

- Our new field trip procedures were just launched last week. Several more trips are in the works, and we hope to have more to share in next month's report. Our new [student activities site](#) is also live, which will showcase upcoming field trips and more.

### Southern Region - SoCal

- Our new field trip procedures were just launched last week. Several more trips are in the works, and we hope to have more to share in next month's report. Our new [student activities site](#) is also live, which will showcase upcoming field trips and more.

## Outreach Update

We are so proud that our very own Meena Duguay, has appeared on a segment of San Bernardino's KVCR PBS public TV show, [Learn with Me!](#) Meena is an esteemed 12th grade high school English teacher and also supports English Learners. The first part of the segment is in English (Meena's portion) and the second is in Spanish.

We are excitedly working to prepare for the launch of our [CaliforniaOPS.org](#) website as well as all other elements involved with CalOPS prospective family outreach.

Webinars: our school marketing team continues to host 2023 webinars for CalCA prospective families and is winding down in light of the upcoming holiday season.

Upcoming sessions include: Tuesday, November 14th at 5:00 pm and Tuesday, December 5th at 5:00 pm.

Our Learning Coach Mentor team is looking forward to hosting our annual "Fall Frolic" Learning Coach social on Thursday, November 2 from noon to 12:30. This is an optional event designed for fun for all California parents/Learning Coaches with interactive fall themed activities and games.

# Coversheet

## Charter Impact Financial Report for CalOPS (to follow)

**Section:** III. Oral Reports  
**Item:** C. Charter Impact Financial Report for CalOPS (to follow)  
**Purpose:** FYI  
**Submitted by:**  
**Related Material:**  
CalOps\_SoCal\_ Monthly Board Presentation - September 2023.pdf  
CalOps\_NorthBay\_ Monthly Board Presentation - September 2023.pdf  
CalOps\_NorCal\_ Monthly Board Presentation - September 2023.pdf  
CalOps\_MontereyBay\_ Monthly Board Presentation - September 2023.pdf  
CalOps\_CValley\_ Monthly Board Presentation - September 2023.pdf  
CalOps\_CCoast\_ Monthly Board Presentation - September 2023.pdf



# California Online Public Schools - SoCal

Monthly Financial Presentation – September 2023

# Highlights

- Enrollment forecasted at 5,149 students
- Attendance forecasted at 5,046 (98%)
- Revenue forecasted at \$74M; in line with budget
- Expenses forecasted at \$66.5M; in line with budget
- **Surplus forecasted at \$7.5M** with an ending fund balance forecasted at \$25.2M.
- September cash balance of \$28M
- Cash projected at \$30M by fiscal year end.

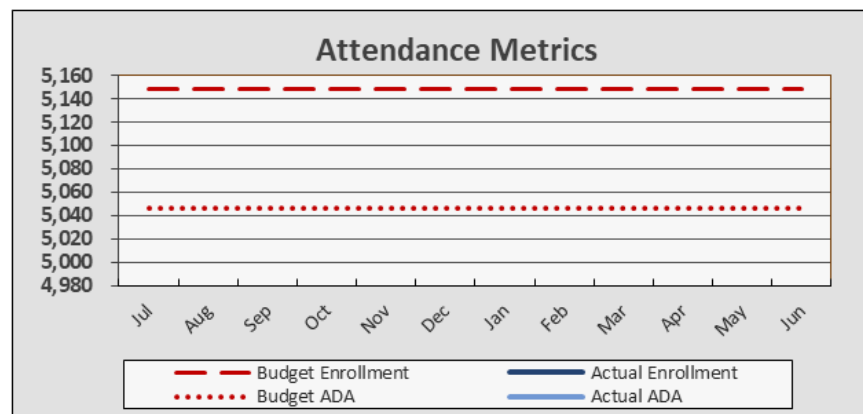




# Attendance Data and Metrics

- Enrollment forecasted at 5,149 students; *trending positively*
- ADA forecasted at 5,046; *gathering real attendance*
- Unduplicated rate of 51%

<b>Enrollment &amp; Per Pupil Data</b>			
	<b><u>Actual</u></b>	<b><u>Forecast</u></b>	<b><u>Budget</u></b>
Average Enrollment	n/a	5149	5149
ADA	n/a	5046	5046
Attendance Rate	n/a	98.0%	98.0%
Unduplicated %	51.0%	51.0%	51.0%
Revenue per ADA		\$14,673	\$14,707
Expenses per ADA		\$13,380	\$13,426



# Revenue

- FY24 annual revenues forecasted at \$74M:
  - No significant variance in plan since budget inception
  - *Updates coming based on real ADA*

## Revenue

Year-to-Date		
Actual	Budget	Fav/(Unf)
State Aid-Rev Limit	\$ 6,438,236	\$ 9,378,130 \$ (2,939,894)
Federal Revenue	-	291,823 (291,823)
Other State Revenue	840,821	453,830 386,991
Other Local Revenue	10,686	- 10,686
<b>Total Revenue</b>	<b>\$ 7,289,743</b>	<b>\$ 10,123,783 \$ (2,834,041)</b>

Annual/Full Year		
Forecast	Budget	Fav/(Unf)
\$ 63,140,460	\$ 63,140,460	\$ -
4,634,849	4,877,546	(242,697)
6,249,779	6,187,889	61,891
10,686	-	10,686
<b>\$ 74,035,774</b>	<b>\$ 74,205,895</b>	<b>\$ (170,121)</b>

# Expenses



- FY24 annual expenses forecasted at \$67M
  - \$2M increase in salaries & benefits; 50 additional positions added and raises
  - Minor savings across other categories

	Year-to-Date			Annual/Full Year		
	Actual	Budget	Fav/(Unf)	Forecast	Budget	Fav/(Unf)
<b>Expenses</b>						
Certificated Salaries	\$ 5,876,225	\$ 4,765,980	\$ (1,110,245)	\$ 24,713,520	\$ 22,876,704	\$ (1,836,816)
Classified Salaries	141,181	111,916	(29,266)	592,587	537,195	(55,392)
Benefits	163,431	2,128,269	1,964,839	8,275,193	8,599,883	324,690
Books and Supplies	1,482,947	4,201,734	2,718,787	15,525,166	16,806,936	1,281,770
Subagreement Services	148,195	2,513,126	2,364,931	9,600,173	10,052,503	452,330
Operations	72,504	286,553	214,049	932,163	1,146,212	214,049
Facilities	45,609	78,502	32,893	281,116	314,009	32,893
Professional Services	348,173	1,744,496	1,396,324	6,563,742	7,406,486	842,744
Depreciation	542	775	233	2,867	3,100	233
Interest	-	-	-	-	-	-
<b>Total Expenses</b>	<b>\$ 8,278,807</b>	<b>\$ 15,831,351</b>	<b>\$ 7,552,545</b>	<b>\$ 66,486,527</b>	<b>\$ 67,743,028</b>	<b>\$ 1,256,501</b>

# Fund Balance

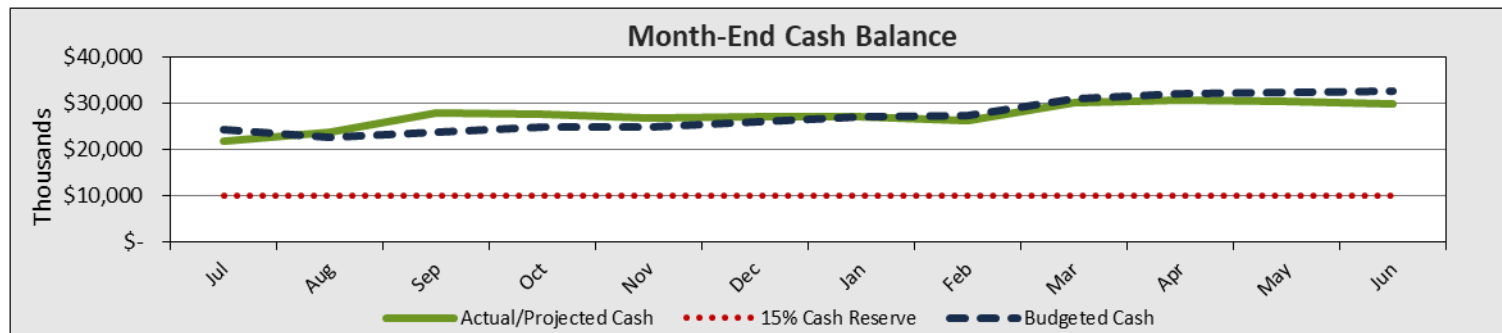
- Annual surplus forecasted at \$7.5M
- Ending fund balance forecasted at \$25.2M (*38% of total expenses*)

	Year-to-Date			Annual/Full Year		
	Actual	Budget	Fav/(Unf)	Forecast	Budget	Fav/(Unf)
Total Surplus(Deficit)	\$ (989,064)	\$ (5,707,568)	\$ 4,718,504	\$ 7,549,247	\$ 6,462,867	\$ 1,086,380
Beginning Fund Balance	<u>17,718,071</u>	<u>17,718,071</u>		<u>17,718,071</u>	<u>17,718,071</u>	
Ending Fund Balance	<u><b>\$ 16,729,007</b></u>	<u><b>\$ 12,010,503</b></u>		<u><b>\$ 25,267,318</b></u>	<u><b>\$ 24,180,938</b></u>	
<i>As a % of Annual Expenses</i>	25.2%	17.7%		38.0%	35.7%	

# Cash Balance



- **Current cash balance of \$23.6M (150 days)**
- **Cash projected at \$30M by fiscal year end**



# Compliance Reporting



Area	Due Date	Description	Completed By	Board Must Approve	Signature Required	Additional Information
DATA TEAM	Oct-04	<b>California Basic Educational Data System (CBEDS) Information Day</b> - The first Wed in Oct is CBEDS Information Day, used to collect information on student and staff demographics. Schools must complete the School Information Form (SIF). The SIF is used to report the count of classified staff, kindergarten program type, educational calendars, work visa applications, multilingual instructional programs, and languages of instruction. Data is due to CDE on <b>October 31th</b> .	CalOps	No	No	<a href="http://www.cde.ca.gov/ds/dc/cb/">http://www.cde.ca.gov/ds/dc/cb/</a>
FINANCE	Oct-13	<b>Federal Stimulus Reporting</b> - Local educational agencies (LEAs) are required to report to the California Department of Education (CDE) on funds received through the CARES Act, the CRRSA Act, and the ARP, including ESSER I, GEER I, ESSER II, ESSER III and ELO-G. Reporting for the preceding quarter (July 1 - Sep 30).	Charter Impact	No	No	<a href="https://www.cde.ca.gov/fg/cr/reporting.asp">https://www.cde.ca.gov/fg/cr/reporting.asp</a>
FINANCE	Oct-20	<b>ADA Report #1</b> - EDCOE SELPA requires the reporting of Enrollment/ADA 3 times a year for their planning and to better assist their charter members.	Charter Impact	No	No	<a href="http://charterselpa.org/fiscal/">http://charterselpa.org/fiscal/</a>
DATA TEAM	Oct-31	<b>CBEDS-ORA</b> - Collection of FTE of classified staff, estimated teacher hires, Kindergarten program types, H-1B work visa application, education calendar, multilingual instructional programs, languages of instruction and district of choice transfer requests and transportation data.	CalOps	No	No	<a href="https://www.cde.ca.gov/ds/dc/cb/">https://www.cde.ca.gov/ds/dc/cb/</a>
FINANCE	Oct-31	<b>Federal Cash Management - Period 2</b> - Charter schools that are awarded a grant under any of these programs: <b>Title I, Part A; Title I, Part D, Subpart 2; Title II, Part A; Title III LEP; and Title III Immigrant programs</b> must submit the CMDC report for a particular quarter in order to receive an apportionment for that quarter; CDE will apportion funds to LEAs whose cash balance is below a certain threshold.	Charter Impact	No	No	<a href="http://www.cde.ca.gov/fg/aa/cm/">http://www.cde.ca.gov/fg/aa/cm/</a>
DATA TEAM	Oct-31	<b>Complete 20-Day Attendance Report</b> - Charter schools in their first year of operation that begin instruction by September 30th, and continuing charter schools that are expanding by adding one or more grade levels, may apply for a special advance on their funding for LCFF State Aid and EPA State Aid. The special advance is based on actual ADA and pupil demographic data for the first 20 days of student instruction.	CalOps	No	Yes	<a href="https://www.cde.ca.gov/fg/aa/pa/csfunding.asp?tabsection=2">https://www.cde.ca.gov/fg/aa/pa/csfunding.asp?tabsection=2</a>
FINANCE	Oct-31	<b>Reporting Interest Earned on Federal Funds</b> CDE federal program grantees are required to report and remit interest earned on advances to the CDE at least quarterly. Although grantees are allowed to keep interest amounts up to \$500 per year for administrative purposes, the \$500 is in total for all federal programs, not for each federal program.	Charter Impact with CalOps support	No	No	<a href="https://www.cde.ca.gov/fg/ac/co/intfedfunds-calculating.asp">https://www.cde.ca.gov/fg/ac/co/intfedfunds-calculating.asp</a>
DATA TEAM	Oct-31	<b>Collect Alternative Income Forms from Families</b> Alternative income forms can be used in place of, or in conjunction with, federal meal applications to determine students whose household income meets FRPM eligibility levels. Determination is required to calculate UPC (Unduplicated Pupil Count) for Supplemental and Concentration funding, as well as other state grants.	CalOps	No	No	<a href="https://www.cde.ca.gov/fg/aa/pa/altincomeforms.asp">https://www.cde.ca.gov/fg/aa/pa/altincomeforms.asp</a>
FINANCE	Nov-15	<b>Review and/or Update Non-Profit IRS Form 990 Policies</b> - although not required, it is recommended to review these policies annually. The IRS Form 990 is the annual information return filed by most non-profit charter schools. The IRS Form 990 includes a Governance, Management and Disclosure section. Charter Schools are required to disclose the following policies: Conflict of Interest Policy, Whistleblower Policy, Document Retention and Destruction Policy, Expense Reimbursement Policy, Gift Receiving Policy, and Compensation Approval Policy. A Form 990 must be filed by the 15th day of the 5th month after the close of the NPO's fiscal year. <b>Most schools extend this deadline to the following May 15th.</b>	CalOps	Yes	No	<a href="http://www.publiccounsel.org/useful_materials?id=0025">http://www.publiccounsel.org/useful_materials?id=0025</a>
FINANCE	Nov-30	<b>Universal PreKindergarten (UPK) Planning and Implementation Program Reports</b> - The CDE is collecting answers to the updated 2022-23 UPK Planning and Implementation Grant questions found in the updated LEA Template. These surveys must be completed by November 30, 2023.	CalOps	No	No	<a href="https://surveys3.cde.ca.gov/go/upk-program-rpt2-lea.asp">https://surveys3.cde.ca.gov/go/upk-program-rpt2-lea.asp</a>
FINANCE	Set by Authorizer (by Dec 13)	<b>1st Interim Financial Report</b> - Local educational agencies (LEAs) are required to file two reports during a fiscal year (interim reports) on the status of the LEA's financial health. The first interim report for the period ending October 31 is due by the date set by the charter authorizer (no later than December 15th).	Charter Impact	Yes	Yes	<a href="https://www.cde.ca.gov/fg/fi/ir/interimstatus.asp">https://www.cde.ca.gov/fg/fi/ir/interimstatus.asp</a>

# Appendix

- Monthly Cash Flow / Forecast 23/24
- Budget vs. Actual
- Statement of Financial Position
- Statement of Cash Flows
- Monthly Check Register
- AP Aging

## FY23-24 CalOps Southern California

### Monthly Cash Flow/Forecast FY23-24

Revised 10/24/23

Actuals Through: 9/30/2023

**ADA = 5045.66**

ADA = 5045.66			Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Year-End Accruals	Annual Forecast	Original Budget Total	Favorable / (Unfav.)
Revenues																ADA = 5045.66		
State Aid - Revenue Limit																		
8011	LCFF State Aid		961,502	-	2,692,205	1,776,909	1,776,909	1,776,909	1,776,909	1,776,909	1,617,465	1,617,465	1,617,465	1,617,465	1,617,466	20,625,581	20,625,581	-
8012	Education Protection Account		-	-	241,493	-	-	252,283	-	-	252,283	-	-	-	263,073	1,009,132	1,009,132	-
8096	In Lieu of Property Taxes		-	2,543,036	-	3,178,446	3,178,446	3,178,446	3,178,446	3,178,446	7,690,160	3,845,080	3,845,080	3,845,080	3,845,080	41,505,746	41,505,746	-
			961,502	2,543,036	2,933,698	4,955,355	4,955,355	5,207,638	4,955,355	4,955,355	9,559,909	5,462,545	5,462,545	5,462,545	5,725,619	63,140,460	63,140,460	-
Federal Revenue																		
8181	Special Education - Entitlement		-	-	-	54,336	54,336	54,336	54,336	54,336	71,806	71,806	71,806	71,806	71,806	630,707	630,707	-
8290	Title I, Part A - Basic Low Income		-	-	-	-	-	596,725	-	-	-	-	-	-	198,908	795,633	795,633	-
8291	Title II, Part A - Teacher Quality		-	-	-	-	-	97,625	-	-	-	-	-	-	32,542	130,167	130,167	-
8290	Title IV - Part A		-	-	-	-	-	-	-	-	-	-	-	-	56,105	56,105	56,105	-
8296	Other Federal Revenue		-	-	-	741,533	-	-	741,533	-	-	741,533	-	-	797,638	3,022,237	3,264,934	(242,697)
			-	-	-	795,869	54,336	748,686	795,869	54,336	71,806	813,339	71,806	71,806	1,156,999	4,634,849	4,877,546	(242,697)
Other State Revenue																		
8311	State Special Education		206,870	206,870	372,367	385,742	385,742	385,742	385,742	385,742	352,541	352,541	352,541	352,541	352,541	4,477,518	4,477,518	-
8550	Mandated Cost		-	-	-	-	-	173,851	-	-	-	-	-	-	-	173,851	172,508	1,343
8560	State Lottery		-	-	-	-	-	-	300,659	-	-	300,659	-	-	655,052	1,256,369	1,195,821	60,548
8599	Other State Revenue		-	-	54,714	45,145	22,705	22,705	45,145	22,705	22,705	45,145	22,705	22,705	15,659	342,041	342,041	-
			206,870	206,870	427,081	430,887	408,447	582,298	731,545	408,447	375,246	698,344	375,246	375,246	1,023,252	6,249,779	6,187,889	61,891
Other Local Revenue																		
8660	Interest Revenue		-	-	10,686	-	-	-	-	-	-	-	-	-	-	10,686	-	10,686
			-	-	10,686	-	-	-	-	-	-	-	-	-	-	10,686	-	10,686
Total Revenue			1,168,372	2,749,906	3,371,465	6,182,111	5,418,138	6,538,622	6,482,770	5,418,138	10,006,960	6,974,228	5,909,597	5,909,597	7,905,870	74,035,774	74,205,895	(170,121)
Expenses																		
Certificated Salaries																		
1100	Teachers' Salaries		1,336,153	2,116,459	1,438,756	1,484,100	1,484,100	1,484,100	1,484,100	1,484,100	1,484,100	1,484,100	1,484,100	1,484,100	1,780,920	20,029,191	18,991,275	(1,037,916)
1175	Teachers' Extra Duty/Stipends		-	-	-	515	515	515	515	515	515	515	515	515	618	5,253	7,416	2,163
1200	Pupil Support Salaries		145,224	119,000	122,644	153,705	153,705	153,705	153,705	153,705	153,705	153,705	153,705	153,705	184,446	1,954,655	1,462,827	(491,828)
1300	Administrators' Salaries		262,048	170,018	165,924	208,474	208,474	208,474	208,474	208,474	208,474	208,474	208,474	208,474	250,168	2,724,421	2,415,186	(309,235)
			1,743,425	2,405,476	1,727,324	1,846,794	1,846,794	1,846,794	1,846,794	1,846,794	1,846,794	1,846,794	1,846,794	1,846,794	2,216,152	24,713,520	22,876,704	(1,836,816)
Classified Salaries																		
2100	Instructional Salaries		3,082	4,996	3,484	3,585	3,585	3,585	3,585	3,585	3,585	3,585	3,585	3,585	4,302	48,131	46,934	(1,197)
2200	Support Salaries		8,439	5,251	5,251	5,743	5,743	5,743	5,743	5,743	5,743	5,743	5,743	5,743	6,892	77,522	75,184	(2,338)
2300	Classified Administrators' Salaries		40,063	25,534	26,242	26,269	26,269	26,269	26,269	26,269	26,269	26,269	26,269	26,269	31,523	359,787	351,828	(7,959)
2400	Clerical and Office Staff Salaries		7,214	4,551	7,075	8,658	8,658	8,658	8,658	8,658	8,658	8,658	8,658	8,658	10,389	107,147	63,250	(43,897)
			58,798	40,333	42,051	44,255	44,255	44,255	44,255	44,255	44,255	44,255	44,255	44,255	53,107	592,587	537,195	(55,392)
Benefits																		
3101	STRS		-	-	-	316,313	316,313	316,313	316,313	316,313	316,313	316,313	316,313	316,313		2,846,815	3,034,341	187,526
3301	OASDI		11,997	7,990	8,447	2,459	2,459	2,459	2,459	2,459	2,459	2,459	2,459	2,459	-	50,565	23,129	(27,436)
3311	Medicare		24,620	34,209	24,118	24,588	24,588	24,588	24,588	24,588	24,588	24,588	24,588	24,588	-	304,242	235,765	(68,477)
3401	Health and Welfare		-	-	-	512,600	512,600	512,600	512,600	512,600	512,600	512,600	512,600	512,600	-	4,613,400	4,862,000	248,600
3501	State Unemployment		1,478	1,893	2,002	11,439	11,439	11,439	57,193	45,755	22,877	11,439	11,439	11,439	-	199,830	217,013	17,182
3601	Workers' Compensation		-	-	46,676	23,740	23,740	23,740	23,740	23,740	23,740	23,740	23,740	23,740	-	260,340	227,635	(32,705)
			38,096	44,092	81,243	891,139	891,139	891,139	936,894	925,455	902,578	891,139	891,139	891,139	-	8,275,193	8,599,883	324,690
Books and Supplies																		
4100	Textbooks and Core Materials		-	-	2,966	28,708	28,708	28,708	28,708	28,708	28,708	28,708	28,708	28,708	-	261,341	344,500	83,159
4200	Books and Reference Materials		-	-	-	691,482	691,482	691,482	691,482	691,482	691,482	691,482	691,482	691,482	-	6,223,341	6,914,823	691,482
4302	School Supplies		-	21,692	34,530	416,502	416,502	416,502	416,502	416,502	416,502	416,502	416,502	416,502	-	3,804,737	3,804,737	-
4305	Software		-	127,690	210,366	262,407	262,407	262,407	262,407	262,407	262,407	262,407	262,407	262,407	-	2,699,719	3,148,884	449,165
4310	Office Expense		4,917	402	9,441	11,323	11,323	11,323	11,323	11,323	11,323	11,323	11,323	11,323	-	116,668	135,877	19,209
4311	Business Meals		-	-	-	12,919	12,919	12,919	12,919	12,919	12,919	12,919	12,919	12,919	-	116,267	155,022	38,756
4400	Noncapitalized Equipment		-	771,325	299,618	136,906	136,906	136,906	136,906	136,906	136,906	136,906	136,906	136,906	-	2,303,093	2,303,093	-
			4,917	921,108	556,922	1,560,247	1,560,247	1,560,247	1,560,247	1,560,247	1,560,247	1,560,247	1,560,247	1,560,247	-	15,525,166	16,806,936	1,281,770
Subagreement Services																		
5102	Special Education		-	23,552	105,734	507,260	507,260	507,260	507,260	507,260	507,260	507,260	507,260	507,260	-	4,694,627	5,072,600	377,973
5106	Other Educational Consultants		-	18,908	-	468,603	468,603	468,603	468,603	468,603	468,603	468,603	468,603	468,603	-	4,236,338	4,236,338	-
5107	Instructional Services		-	-	-	74,357	74,357	74,357	74,357	74,357	74,357	74,357	74,357	74,357	-	669,209	743,565	74,357
			-	42,460	105,734	1,050,220	1,050,220	1,050,220	1,050,220	1,050,220	1,050,220	1,050,220	1,050,220	1,050,220	-	9,600,173	10,052,503	452,330
Operations and Housekeeping																		
5201	Auto and Travel		20,998	1,559	5,123	24,801	24,801	24,801	24,801	24,801	24,801	24,801	24,801	24,801	-	250,890	297,612	46,722
5300	Dues & Memberships		-	23,739	-	6,733	6,733	6,733	6,733	6,733	6,733	6,733	6,733	6,733	-	84,339	80,800	(3,539)
5400	Insurance		-	-	7,019	583	583	583	583	583	583	583	583	583	-	12,269	7,000	(5,269)
5501	Utilities		-	106	217	2,116	2,116	2,116	2,116	2,116	2,116	2,116	2,116	2,116	-	19,366	25,392	6,026
5502	Janitorial Services		-	4,960	2,640	1,609	1,609	1,609	1,609	1,609	1,609	1,609	1,609	1,609	-	22,081	19,308	(2,773)
5900	Communications		-	2,136	3,979	57,724	57,724	57,724	57,724	57,724	57,724	57,724	57,724	57,724	-	525,630	692,688	167,058
5901	Postage and Shipping		-	29	-	1,951	1,951	1,951	1,951	1,951	1,951	1,951	1,951	1,951	-	17,588	23,412	5,824
			20,998	32,529	18,977	95,518	95,518	95,518	95,518	95,518	95,518	95,518	95,518	95,518	-	932,163	1,146,212	214,049
Facilities, Repairs and Other Leases																		
5601	Rent		36,975	-	4,160	23,403	23,403	23,403	23,403	23,403	23,403	23,403	23,403	23,403	-	251,759	280,832	29,073
5602	Additional Rent		-	-	-	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	-	11,882	15,842	3,961
5603	Equipment Leases		-	-	2,077	1,445	1,445	1,445	1,445	1,445	1,445	1,445	1,445	1,445	-	15,078	17,335	2,257
5610	Repairs and Maintenance		-	-	2,397	-	-	-	-	-	-	-	-	-	-	2,397	-	(2,397)
			36,975	-	8,634	26,167	26,167	26,167	26,167	26,167	26,167	26,167	26,167	26,167	-	281,116	314,009	32,893
Professional/Consulting Services																		
5801	IT		-	43,543	13,000	79,490	79,490	79,490	79,490	79,490	79,490	79,490	79,490	79,490	-	771,952	953,879	181,927



FY23-24 CalOps Southern California

Monthly Cash Flow/Forecast FY23-24

Revised 10/24/23

Actuals Through: 9/30/2023

ADA = 5045.66



		Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Year-End Accruals	Annual Forecast	Original Budget Total	Favorable / (Unfav.)
5802	Audit & Taxes	-	-	292	57,407	57,407	57,407	-	-	-	-	-	-	-	172,513	172,221	(292)
5803	Legal	-	9,960	2,988	19,906	19,906	19,906	19,906	19,906	19,906	19,906	19,906	19,906	-	192,100	238,869	46,769
5804	Professional Development	-	-	26,172	55,228	55,228	55,228	55,228	55,228	55,228	55,228	55,228	55,228	-	523,224	662,735	139,511
5805	General Consulting	-	48	17,845	357,847	357,847	357,847	357,847	357,847	357,847	357,847	357,847	357,847	-	3,238,515	3,578,469	339,954
5807	Bank Charges	135	155	226	917	917	917	917	917	917	917	917	917	-	8,766	11,000	2,234
5809	Other taxes and fees	85	3,260	376	10,852	10,852	10,852	10,852	10,852	10,852	10,852	10,852	10,852	-	101,387	130,221	28,834
5811	Management Fee	-	56,650	28,325	28,325	28,325	28,325	28,325	28,325	28,325	28,325	28,325	28,325	-	339,899	339,900	1
5812	District Oversight Fee	-	-	-	49,554	49,554	52,076	49,554	49,554	95,599	54,625	54,625	54,625	121,639	631,405	631,405	-
5815	Public Relations/Recruitment	-	37,549	30,591	57,316	57,316	57,316	57,316	57,316	57,316	57,316	57,316	57,316	-	583,980	687,787	103,807
		68,240	154,184	125,749	709,562	709,562	712,085	652,155	652,155	698,201	657,227	657,227	657,227	110,167	6,563,742	7,406,486	842,744
Depreciation																	
6900	Depreciation Expense	-	-	542	258	258	258	258	258	258	258	258	258	-	2,867	3,100	233
		-	-	542	258	258	258	258	258	258	258	258	258	-	2,867	3,100	233
Interest																	
		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Expenses		1,971,448	3,640,183	2,667,176	6,224,160	6,224,160	6,226,683	6,212,508	6,201,069	6,224,238	6,171,825	6,171,825	6,171,825	2,379,425	66,486,527	67,743,028	1,256,501
Monthly Surplus (Deficit)		(803,076)	(890,277)	704,289	(42,050)	(806,022)	311,939	270,262	(782,931)	3,782,723	802,403	(262,228)	(262,228)	5,526,444	7,549,247	6,462,867	1,086,380
Cash Flow Adjustments															10.2%		
Monthly Surplus (Deficit)		(803,076)	(890,277)	704,289	(42,050)	(806,022)	311,939	270,262	(782,931)	3,782,723	802,403	(262,228)	(262,228)	5,526,444	7,549,247		
Cash flows from operating activities																	
Depreciation/Amortization		-	-	542	258	258	258	258	258	258	258	258	258	-	2,867		
Public Funding Receivables		265,964	5,101,936	-	-	-	-	-	-	-	-	-	-	(7,905,870)	(2,537,970)		
Grants and Contributions Rec.		-	-	5,658,756	-	-	-	-	-	-	-	-	-	-	5,658,756		
Due To/From Related Parties		(211,896)	(1,963,032)	(2,283,052)	-	-	-	-	-	-	-	-	-	-	(4,457,980)		
Prepaid Expenses		127,890	(27,548)	-	-	-	-	-	-	-	-	-	-	-	100,342		
Other Assets		-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Accounts Payable		-	(111,991)	(2,391,184)	-	-	-	-	-	-	-	-	-	2,379,425	(123,750)		
Accrued Expenses		(478,501)	(370,442)	2,510,256	-	-	-	-	-	-	-	-	-	-	1,661,314		
Other Liabilities		-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Cash flows from investing activities																	
Purchases of Prop. And Equip.		-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Notes Receivable		-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Cash flows from financing activities																	
Proceeds from Factoring		-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Payments on Factoring		-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Proceeds(Payments) on Debt		-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Total Change in Cash		(1,099,618)	1,738,647	4,199,606	(41,791)	(805,764)	312,197	270,520	(782,673)	3,782,981	802,661	(261,970)	(261,970)				
Cash, Beginning of Month		23,046,829	21,947,211	23,685,858	27,885,464	27,843,673	27,037,909	27,350,106	27,620,626	26,837,953	30,620,934	31,423,596	31,161,626				
Cash, End of Month		21,947,211	23,685,858	27,885,464	27,843,673	27,037,909	27,350,106	27,620,626	26,837,953	30,620,934	31,423,596	31,161,626	30,899,656				

# *California Online Public Schools*

## **Financial Package** **September 30, 2023**

*Presented by:*



**California Online Public Schools Southern California****Budget vs Actual**

For the period ended September 30, 2023

	Current Period Actual	Current Period Budget	Current Period Variance	Current Year Actual	YTD Budget	YTD Budget Variance	Total Budget
<b>Revenues</b>							
State Aid - Revenue Limit							
LCFF State Aid	\$ 2,692,205	\$ 987,172	\$ 1,705,033	\$ 3,653,707	\$ 1,974,344	\$ 1,679,363	\$ 20,625,581
Education Protection Account	241,493	252,283	(10,790)	241,493	252,283	(10,790)	1,009,132
In Lieu of Property Taxes	-	4,767,669	(4,767,669)	2,543,036	7,151,503	(4,608,467)	41,505,746
Total State Aid - Revenue Limit	2,933,698	6,007,124	(3,073,426)	6,438,236	9,378,130	(2,939,894)	63,140,460
Federal Revenue							
Special Education - Entitlement	-	30,187	(30,187)	-	60,373	(60,373)	630,707
Title I, Part A - Basic Low Income	-	198,908	(198,908)	-	198,908	(198,908)	851,738
Title II, Part A - Teacher Quality	-	32,542	(32,542)	-	32,542	(32,542)	130,167
Other Federal Revenue	-	-	-	-	-	-	3,264,934
Total Federal Revenue	-	261,637	(261,637)	-	291,823	(291,823)	4,877,546
Other State Revenue							
State Special Education	372,367	214,301	158,066	786,107	428,602	357,505	4,477,518
Mandated Cost	-	-	-	-	-	-	172,508
State Lottery	-	-	-	-	-	-	1,195,821
Other State Revenue	54,714	12,614	42,100	54,714	25,228	29,486	342,041
Total Other State Revenue	427,081	226,915	200,166	840,821	453,830	386,991	6,187,889
Other Local Revenue							
Interest Revenue	10,686	-	10,686	10,686	-	10,686	-
Total Other Local Revenue	10,686	-	10,686	10,686	-	10,686	-
<b>Total Revenues</b>	<b>3,371,465</b>	<b>6,495,675</b>	<b>(3,124,211)</b>	<b>7,289,743</b>	<b>10,123,783</b>	<b>(2,834,041)</b>	<b>74,205,895</b>
<b>Expenses</b>							
Certificated Salaries							
Teachers' Salaries	1,438,756	1,318,839	(119,918)	4,891,368	3,956,516	(934,853)	18,991,275
Teachers' Extra Duty/Stipends	-	515	515	-	1,545	1,545	7,416
Pupil Support Salaries	122,644	101,585	(21,058)	386,867	304,756	(82,111)	1,462,827
Administrators' Salaries	165,924	167,721	1,797	597,990	503,164	(94,826)	2,415,186
Total Certificated Salaries	1,727,324	1,588,660	(138,664)	5,876,225	4,765,980	(1,110,245)	22,876,704
Classified Salaries							
Instructional Salaries	3,484	3,259	(224)	11,562	9,778	(1,784)	46,934
Support Salaries	5,251	5,221	(30)	18,941	15,663	(3,278)	75,184
Supervisors' and Administrators' Salaries	26,242	24,432	(1,809)	91,839	73,297	(18,541)	351,828
Clerical and Office Staff Salaries	7,075	4,392	(2,682)	18,840	13,177	(5,663)	63,250
Total Classified Salaries	42,051	37,305	(4,746)	141,181	111,916	(29,266)	537,195
Benefits							
State Teachers' Retirement System, certificated positions	-	252,862	252,862	-	758,585	758,585	3,034,341
OASDI/Medicare/Alternative, certificated positions	8,447	1,927	(6,519)	28,434	5,782	(22,652)	23,129
Medicare/Alternative, certificated positions	24,118	19,647	(4,470)	82,947	58,941	(24,006)	235,765
Health and Welfare Benefits, certificated positions	-	405,167	405,167	-	1,215,500	1,215,500	4,862,000
State Unemployment Insurance, certificated positions	2,002	10,851	8,849	5,373	32,552	27,178	217,013
Workers' Compensation Insurance, certificated positions	46,676	18,970	(27,706)	46,676	56,909	10,233	227,635
Total Benefits	81,243	709,423	628,181	163,431	2,128,269	1,964,839	8,599,883
Books & Supplies							
Textbooks and Core Materials	2,966	28,708	25,742	2,966	86,125	83,159	344,500
Books and Reference Materials	-	576,235	576,235	-	1,728,706	1,728,706	6,914,823
School Supplies	34,530	317,061	282,531	56,222	951,184	894,962	3,804,737
Software	210,366	262,407	52,041	338,056	787,221	449,165	3,148,884
Office Expense	9,441	11,323	1,882	14,760	33,969	19,209	135,877
Business Meals	-	12,919	12,919	-	38,756	38,756	155,022
Noncapitalized Equipment	299,618	191,924	(107,693)	1,070,942	575,773	(495,169)	2,303,093
Total Books & Supplies	556,922	1,400,578	843,656	1,482,947	4,201,734	2,718,787	16,806,936
Subagreement Services							
Special Education	105,734	422,717	316,982	129,287	1,268,150	1,138,863	5,072,600
Other Educational Consultants	-	353,028	353,028	18,908	1,059,085	1,040,177	4,236,338
Instructional Services	-	61,964	61,964	-	185,891	185,891	743,565
Total Subagreement Services	105,734	837,709	731,974	148,195	2,513,126	2,364,931	10,052,503
Operations & Housekeeping							
Auto and Travel	5,123	24,801	19,678	27,681	74,403	46,722	297,612
Dues & Memberships	-	6,733	6,733	23,739	20,200	(3,539)	80,800
Insurance	7,019	583	(6,435)	7,019	1,750	(5,269)	7,000
Utilities	217	2,116	1,899	322	6,348	6,026	25,392
Janitorial Services	2,640	1,609	(1,031)	7,600	4,827	(2,773)	19,308
Communications	3,979	57,724	53,745	6,114	173,172	167,058	692,688
Postage and Shipping	-	1,951	1,951	29	5,853	5,824	23,412

**California Online Public Schools Southern California*****Budget vs Actual***

For the period ended September 30, 2023

	Current Period Actual	Current Period Budget	Current Period Variance	Current Year Actual	YTD Budget	YTD Budget Variance	Total Budget
Total Operations & Housekeeping	18,977	95,518	76,541	72,504	286,553	214,049	1,146,212
Facilities, Repairs & Other Leases							
Rent	4,160	23,403	19,243	41,135	70,208	29,073	280,832
Additional Rent	-	1,320	1,320	-	3,961	3,961	15,842
Equipment Leases	2,077	1,445	(633)	2,077	4,334	2,257	17,335
Repairs and Maintenance	2,397	-	(2,397)	2,397	-	(2,397)	-
Total Facilities, Repairs & Other Leases	8,634	26,167	17,533	45,609	78,502	32,893	314,009
Professional/Consulting Services							
IT	13,000	79,490	66,490	56,543	238,470	181,927	953,879
Audit & Taxes	292	-	(292)	292	-	(292)	172,221
Legal	2,988	19,906	16,917	12,948	59,717	46,769	238,869
Professional Development	26,172	55,228	29,056	26,172	165,684	139,511	662,735
General Consulting	17,845	298,206	280,361	17,893	894,617	876,724	3,578,469
Special Activities/Field Trips	500	-	(500)	65,500	-	(65,500)	-
Bank Charges	226	917	690	516	2,750	2,234	11,000
Other Taxes and Fees	376	10,852	10,476	3,721	32,555	28,834	130,221
Management Fee	28,325	28,325	0	84,974	84,975	1	339,900
District Oversight Fee	-	60,071	60,071	-	93,781	93,781	631,405
SPED Encroachment	5,434	-	(5,434)	11,472	-	(11,472)	-
Public Relations/Recruitment	30,591	57,316	26,725	68,140	171,947	103,807	687,787
Total Professional/Consulting Services	125,749	610,310	484,560	348,173	1,744,496	1,396,324	7,406,486
Depreciation							
Depreciation Expense	542	258	(284)	542	775	233	3,100
Total Depreciation	542	258	(284)	542	775	233	3,100
<b>Total Expenses</b>	<b>2,667,176</b>	<b>5,305,928</b>	<b>2,638,752</b>	<b>8,278,807</b>	<b>15,831,351</b>	<b>7,552,545</b>	<b>67,743,028</b>
<b>Change in Net Assets</b>	<b>704,289</b>	<b>1,189,747</b>	<b>(485,459)</b>	<b>(989,064)</b>	<b>(5,707,568)</b>	<b>4,718,504</b>	<b>6,462,867</b>
Net Assets, Beginning of Period	14,922,432			16,615,785			
<b>Net Assets, End of Period</b>	<b>\$ 15,626,721</b>			<b>\$ 15,626,721</b>			

## California Online Public Schools

### Statement of Financial Position

September 30, 2023

	California Online Public Schools Southern California	California Online Public Schools Academy Central Valley	California Online Public Schools Northern California	California Online Public Schools Academy North Bay	California Online Public Schools Monterey Bay	California Online Public Schools Central Coast	Combined
<b>Assets</b>							
<b>Current Assets</b>							
Cash & Cash Equivalents	\$ 27,885,464	\$ 7,018,048	\$ 15,194,548	\$ 1,597,913	\$ 2,798,591	\$ 1,447,106	\$ 55,941,670
Accounts Receivable	(11,701,115)	(1,006,492)	3,795,557	203,861	(344,508)	(169,628)	(9,222,326)
Public Funding Receivables	-	-	-	-	-	32,202	32,202
Due To/From Related Parties	13,325,530	(1,949,737)	(8,609,148)	(444,172)	(1,426,702)	(895,771)	0
Prepaid Expenses	289,961	8,290	19,615	1,501	117	-	319,484
<b>Total Current Assets</b>	<b>29,799,840</b>	<b>4,070,109</b>	<b>10,400,572</b>	<b>1,359,103</b>	<b>1,027,498</b>	<b>413,909</b>	<b>47,071,030</b>
				1,359,103			
<b>Long-Term Assets</b>							
Property & Equipment, Net	21,500	-	144,783	-	-	-	166,283
Deposits	20,287	100	-	-	-	-	20,387
<b>Total Long Term Assets</b>	<b>41,788</b>	<b>100</b>	<b>144,783</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>186,671</b>
<b>Total Assets</b>	<b>\$ 29,841,628</b>	<b>\$ 4,070,209</b>	<b>\$ 10,545,355</b>	<b>\$ 1,359,103</b>	<b>\$ 1,027,498</b>	<b>\$ 413,909</b>	<b>\$ 47,257,701</b>
<b>Liabilities</b>							
<b>Current Liabilities</b>							
Accrued Liabilities	5,487,132	(438,891)	1,447,698	226,839	422,265	105,850	7,250,894
Deferred Revenue	8,702,169	1,411,900	2,601,399	338,673	547,313	187,176	13,788,629
Deferred Rent, Current Portion	25,606	3,517	8,658	1,245	2,327	487	41,840
<b>Total Current Liabilities</b>	<b>14,214,907</b>	<b>976,526</b>	<b>4,057,755</b>	<b>566,757</b>	<b>971,905</b>	<b>293,512</b>	<b>21,081,363</b>
<b>Long-Term Liabilities</b>							
<b>Total Liabilities</b>	<b>14,214,907</b>	<b>976,526</b>	<b>4,057,755</b>	<b>566,757</b>	<b>971,905</b>	<b>293,512</b>	<b>21,081,363</b>
<b>Total Net Assets</b>	<b>15,626,721</b>	<b>3,093,683</b>	<b>6,487,600</b>	<b>792,346</b>	<b>55,592</b>	<b>120,396</b>	<b>26,176,338</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 29,841,628</b>	<b>\$ 4,070,209</b>	<b>\$ 10,545,355</b>	<b>\$ 1,359,103</b>	<b>\$ 1,027,498</b>	<b>\$ 413,909</b>	<b>\$ 47,257,701</b>

California Online Public Schools

Statement of Cash Flows

For the period ended September 30, 2023

	California Online Public Schools Southern California	California Online Public Schools Academy Central Valley	California Online Public Schools Northern California	California Online Public Schools Academy North Bay	California Online Public Schools Monterey Bay	California Online Public Schools Central Coast	Month Ended 09/30/23
<b>Cash Flows from Operating Activities</b>							
Change in Net Assets	\$ 704,289	\$ (2,957)	\$ 1,180,246	\$ 37,217	\$ (65,838)	\$ (12,416)	\$ 1,840,540
Adjustments to reconcile change in net assets to net cash flows from operating activities:							
Depreciation	-	-	629,013	58,041	-	(32,202)	654,852
Decrease/(Increase) in Operating Assets:							
Public Funding Receivables	542	-	-	-	-	-	542
Grants, Contributions & Pledges Receivable	5,658,756	61,552	274,440	47,925	7,617	1,829	6,052,119
Due from Related Parties	(2,283,052)	322,754	882,645	69,453	955,089	53,111	-
Prepaid Expenses	-	159	464	-	-	-	623
Accounts Payable	(2,391,184)	(381,802)	(1,060,623)	(161,639)	(212,504)	(50,030)	(4,257,783)
Accrued Expenses	2,510,256	301,472	1,045,077	161,431	210,614	48,681	4,277,531
<b>Total Cash Flows from Operating Activities</b>	<b>4,199,606</b>	<b>301,178</b>	<b>2,951,261</b>	<b>212,427</b>	<b>894,978</b>	<b>8,973</b>	<b>8,568,423</b>
Change in Cash & Cash Equivalents	4,199,606	301,178	2,951,261	212,427	894,978	8,973	8,568,423
Cash & Cash Equivalents, Beginning of Period	23,685,858	6,716,870	12,243,287	1,385,485	1,903,613	1,438,133	47,373,247
<b>Cash and Cash Equivalents, End of Period</b>	<b>\$ 27,885,464</b>	<b>\$ 7,018,048</b>	<b>\$ 15,194,548</b>	<b>\$ 1,597,913</b>	<b>\$ 2,798,591</b>	<b>\$ 1,447,106</b>	<b>\$ 55,941,670</b>



## California Online Public Schools Southern California

### Check Register

For the period ended September 30, 2023

Check Number	Vendor Name	Transaction Description	Check Date	Check Amount
Cash Account Chase x 7900				
ACH		Fedwire Tax Services	9/1/2023	\$ 31.97
ACH		Fedwire Tax Services	9/1/2023	511.80
ACH		Fedwire Tax Services	9/14/2023	185,591.77
ACH		Fedwire Tax Services	9/28/2023	204,683.34
Cash Account Chase x 7959				
10063	WASC - Accrediting Commission for Schools	Membership Fee - Annual 2023 - 2024	9/1/2023	\$ 1,190.00
10064	Brandastic, Inc.	Marketing - WordPress Website - 50% Billing & Marketing - 09/23	9/1/2023	55,500.00
10065	California Department of Tax and Fee Administration	Environmental Fee - 01/01/22 - 12/31/22	9/1/2023	3,093.86
10066	Charter Impact, Inc.	Business Mgmt Svcs - 09/23	9/1/2023	45,833.00
10067	MT Corporate Certificates	Certificate Fee - 12/20/23	9/1/2023	77.50
10068	Netrix	Professional Svcs	9/1/2023	5,546.75
10069	PC Connection Sales Corp	Computers (17) Smart Zbook, Office Supplies, etc.	9/1/2023	44,452.34
10070	Silver Springs Drinking Water	Drinking Water - 08/23	9/1/2023	60.00
10071	Streamable Learning Inc	Streaming Svcs - FY23/24	9/1/2023	1,000.00
10072	TTC4SUCCESS	SpEd Svcs - 08/23	9/1/2023	8,330.49
10073	Wonder Workshop	Enrichment Svcs - 1 Year	9/1/2023	2,277.88
10074	Effectual Educational Consulting Services	SpEd Svcs - 04/23 - 05/23	9/8/2023	33,924.00
10075	PC Connection Sales Corp	VIP-E ABPor DC, 11 Ipad, Kybrd, & Applecare	9/8/2023	10,771.49
10076	Dustin Thompson Photography	Graduation Photographer	9/8/2023	500.00
10077	T-Mobile	Communication Svcs - 07/21/23 - 08/20/23	9/8/2023	696.83
10078	T-Mobile	Communication Svcs - 07/21/23 - 08/20/23	9/8/2023	1,275.35
10079	Total Education Solutions dba TES Therapy	SpEd Svcs - 09/22 - 12/22	9/8/2023	6,086.25
10080	Branche Jones	Consulting Svcs - 08/23	9/15/2023	2,000.00
10081	Brandastic, Inc.	Marketing - 09/23 - Fall Festival Event	9/15/2023	4,250.00
10082	Capturing Kids Hearts	Professional Development - 08/30/23 - 08/31/23	9/15/2023	42,000.00
10083	Cox Business	Communication Svcs - 09/01/23 - 09/30/23	9/15/2023	1,154.79
10084	Crown Facility Solutions Inc	Janitorial Svcs - 09/23	9/15/2023	1,296.00
10085	Effectual Educational Consulting Services	SpEd Svcs - 06/23	9/15/2023	21,653.20
10086	El Paseo Childrens Center Inc.	SpEd Svcs - 06/23 - 07/23	9/15/2023	30,082.48
10087	Joshua Kunnath Educational Consulting	Professional Development - Staff Grading Workshop	9/15/2023	350.00
10088	NCS Pearson, Inc.	Textbooks	9/15/2023	4,800.00
10089	Orange County Dept of Education	STRS - 04/23 - 06/23 - V9419727 & V9417494 - 94GN - 2223	9/15/2023	12,272.43
10090	Oxford Consulting Services Inc.	SpEd Svcs - 07/23	9/15/2023	1,509.50
10091	Pathways 2 Speech	SpEd Svcs - 04/23 - 6/23	9/15/2023	1,500.00
10092	PC Connection Sales Corp	State Environmental Fee	9/15/2023	122.14
10093	Pearson Virtual Schools USA	SpEd Svcs - 08/23	9/15/2023	95.00
10094	Professional Tutors of America Inc.	SpEd Svcs - 05/23	9/15/2023	810.00
10095	Specialized Therapy Services Inc	SpEd Svcs - 07/23	9/15/2023	181.25
10096	AT&T	Communication Svcs - 08/07/23 - 09/06/23	9/22/2023	1,074.31
10097	AT&T	Communication Svcs - 08/07/23 - 09/06/23	9/22/2023	530.70
10098	CliftonLarsonAllen LLP	Audit Svcs - 09/02/23	9/22/2023	472.50
10099	Corodata Records Management Inc.	Document Storage Mgmt - 08/23	9/22/2023	1,292.64
10100	Crown Facility Solutions Inc	Janitorial Svcs - 05/23	9/22/2023	1,444.01
10101	Curriculum Associates, LLC	School Supplies	9/22/2023	49,540.00
10102	Day And Nite Doors Inc.	Repairs - Concealed Closer Kit Front Double Glass Doors	9/22/2023	2,397.00
10103	DeltaMath Solutions Inc.	School Supplies	9/22/2023	6,300.00
10104	Department of Justice	Fingerprinting Svcs - 08/23	9/22/2023	599.00
10105	Effectual Educational Consulting Services	SpEd Svcs - 06/23 - 07/23	9/22/2023	7,036.30
10106	Every Special Child LLC	SpEd Svcs - 08/23	9/22/2023	62.50
10107	Pearson Virtual Schools USA	SpEd Supplies	9/22/2023	47.50
10108	Brandastic, Inc.	Marketing Svcs - 10/23	9/29/2023	16,750.00
10109	Corodata Shredding Inc.	Shredding Svcs - 08/23	9/29/2023	39.00
10110	Indoff, Inc.	Office Supplies	9/29/2023	911.91
10111	Jostens	School Supplies	9/29/2023	34.00
10112	Law Offices of Young, Minney & Corr LLP	Legal Svcs - 08/23	9/29/2023	4,835.50
10113	Netrix	Networking Svcs	9/29/2023	13,000.00
10114	Neuron Fuel Inc.	License (4225) - 09/15/23 - 09/15/24	9/29/2023	45,630.00
10115	PC Connection Sales Corp	Office Supplies	9/29/2023	13,487.60
10116	Pediatric Therapy Associates	SpEd Svcs - 04/23 - 06/23	9/29/2023	1,976.05

California Online Public Schools Southern California

Check Register

For the period ended September 30, 2023

Check Number	Vendor Name	Transaction Description	Check Date	Check Amount
10117	Regents UC	Facility Rental - 05/13/24 - 05/17/24	9/29/2023	6,731.00
10118	Santa Margarita Water District	Water Svcs - 08/08/23 - 09/05/23	9/29/2023	216.59
10119	School Services of California Inc.	Consulting Svcs - 08/23	9/29/2023	325.00
10120	US Bank Equipment Finance	Equipment Rental - 09/08/23 - 10/08/23	9/29/2023	1,050.53
1971	ParentSquare, Inc.	Engage 2023/Community Groups/Secure Docs - 7/1/23-6/30/24	9/1/2023	37,500.00
1972	Instructure, Inc.	Canvas	9/1/2023	7,500.00
1973	Instructure, Inc.	Canvas/Training Portal/Connect Online - 7/1/23 - 6/30/24	9/1/2023	158,860.00
2014	Rebecca Brown	Reimb - Mileage - SpEd	9/1/2023	5,123.10
2016	Care Solace, Inc.	Online Subscription - 7/1/23 - 6/30/24	9/1/2023	31,980.00
2018	Brandastic, Inc.	Marketing - July	9/1/2023	21,000.00
2022	Brandastic, Inc.	Website Development - Phase 2	9/1/2023	7,500.00
2024	Netrix	IT Racks (5)	9/1/2023	4,294.65
2026	PC Connection Sales Corp	Staff Laptops	9/1/2023	462,765.86
2027	Elevation Solutions	Consulting Svcs	9/1/2023	9,000.00
2028	Elevation Solutions	Consulting Svcs - Salesforce Marketing Engagement Project	9/1/2023	17,550.00
2029	Salesforce, Inc.	Force.com - 8/1/23-7/31/24	9/1/2023	26,832.00
2030	Salesforce, Inc.	Education Cloud - 8/1/23 - 7/31/24	9/1/2023	30,000.00
ACH	Newfront Insurance Services	D&O Primary Ins - 7/1/23-7/1/24	9/1/2023	11,357.00
ACH	The Hartford	Workers Compensation Ins - 7/1/23-7/1/24	9/1/2023	75,527.60
ACH	US Bank Equipment Finance	Equipment Lease - 08/08/23 - 09/08/23	9/11/2023	1,026.64
				<u><u>1,819,111.90</u></u>



California Online Public Schools Southern California

Accounts Payable Aging

September 30, 2023

Vendor Name	Invoice/Credit Number	Invoice Date	Date Due	Current	1 - 30 Days Past Due	31 - 60 Days Past Due	61 - 90 Days Past Due	Over 90 Days Past Due	Total
				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Outstanding Invoices				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -



# California Online Public Schools – North Bay

Monthly Financial Presentation – September 2023

# Highlights

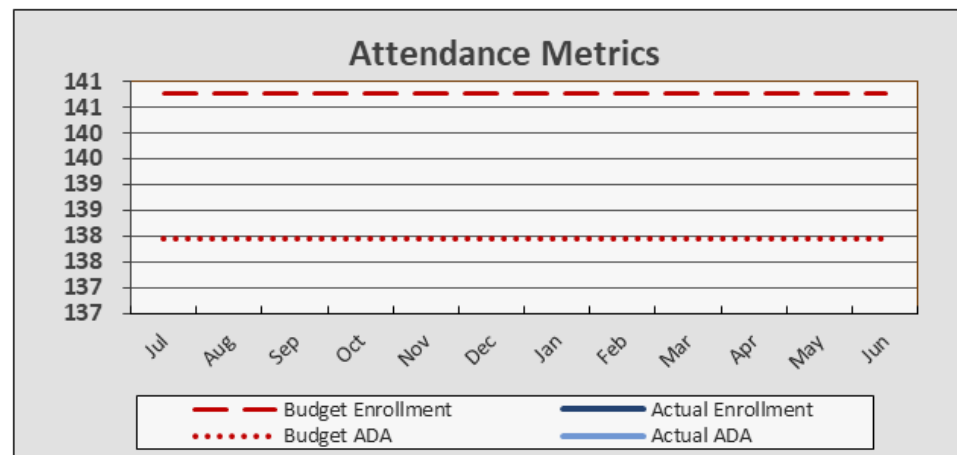
- Enrollment forecasted at 141 students
- Attendance forecasted at 139 (98%)
- Revenue forecasted at \$2M; in line with budget
- Expenses forecasted at \$1.9M; in line with budget
- **Surplus forecasted at \$225K** with an ending fund balance forecasted at \$880K
- September cash balance of \$1.6M
- Cash projected at \$1.6M by fiscal year end



# Attendance Data and Metrics

- Enrollment forecasted at 141 students; *trending well*
- ADA forecasted at 139; *updated with actuals next month*
- Unduplicated rate of 57%

<b>Enrollment &amp; Per Pupil Data</b>			
	<b><u>Actual</u></b>	<b><u>Forecast</u></b>	<b><u>Budget</u></b>
Average Enrollment	n/a	141	141
ADA	n/a	139	139
Attendance Rate	n/a	98.0%	98.0%
Unduplicated %	56.8%	56.8%	56.8%
Revenue per ADA		\$15,099	\$14,978
Expenses per ADA		\$13,481	\$13,809



# Revenue

- FY24 annual revenues forecasted at \$2.1M:
  - No significant variance in plan since budget inception
  - Updated actual ADA will impact numbers (+/-)

## Revenue

Year-to-Date		
Actual	Budget	Fav/(Unf)
\$ 151,209	\$ 231,310	\$ (80,101)
-	10,327	(10,327)
30,692	13,229	17,463
18	-	18
<b>\$ 181,919</b>	<b>\$ 254,866</b>	<b>\$ (72,948)</b>

Annual/Full Year		
Forecast	Budget	Fav/(Unf)
\$ 1,759,868	\$ 1,759,868	\$ -
167,988	152,953	15,035
170,055	168,350	1,705
18	-	18
<b>\$ 2,097,930</b>	<b>\$ 2,081,172</b>	<b>\$ 16,758</b>

# Expenses



- FY24 annual expenses forecasted at \$1.9M
  - No significant variances in plan since budget inception
  - Salaries increased due to additional hires and raises

	Year-to-Date			Annual/Full Year		
	Actual	Budget	Fav/(Unf)	Forecast	Budget	Fav/(Unf)
<b>Expenses</b>						
Certificated Salaries	\$ 161,644	\$ 131,103	\$ (30,541)	\$ 679,822	\$ 629,294	\$ (50,527)
Classified Salaries	3,884	3,079	(805)	16,301	14,777	(1,524)
Benefits	4,496	69,297	64,802	282,247	292,217	9,970
Books and Supplies	17,049	111,168	94,119	418,480	444,673	26,194
Subagreement Services	519	61,015	60,496	221,976	244,059	22,083
Operations	1,855	10,538	8,683	33,469	42,152	8,683
Facilities	114	3,675	3,561	11,139	14,700	3,561
Professional Services	5,800	56,835	51,035	209,738	236,850	27,112
Depreciation	-	-	-	-	-	-
Interest	-	-	-	-	-	-
<b>Total Expenses</b>	<b>\$ 195,360</b>	<b>\$ 446,710</b>	<b>\$ 251,350</b>	<b>\$ 1,873,171</b>	<b>\$ 1,918,724</b>	<b>\$ 45,553</b>

# Fund Balance

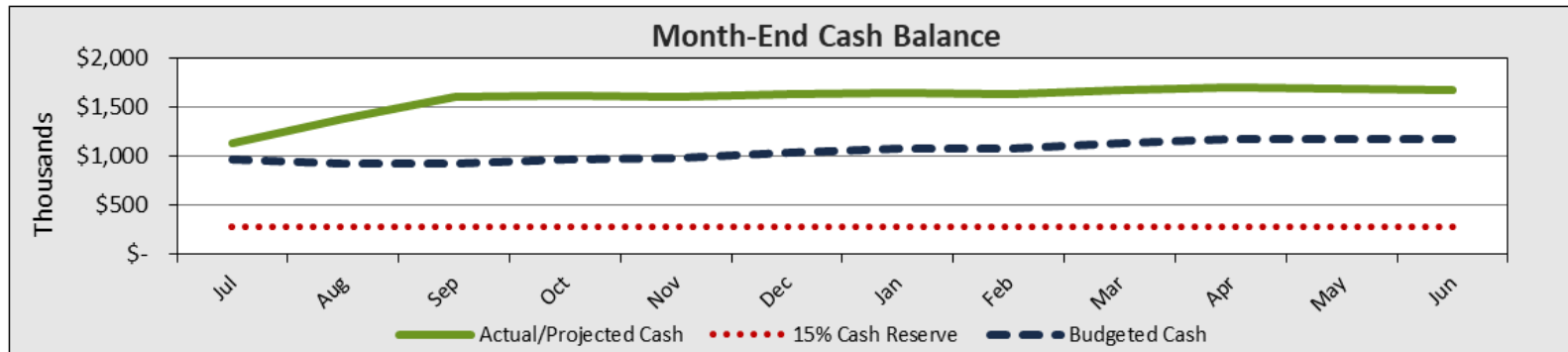
- Annual surplus forecasted at \$225K
- Ending fund balance forecasted at \$880K (*47% of total expenses*)

	Year-to-Date			Annual/Full Year		
	Actual	Budget	Fav/(Unf)	Forecast	Budget	Fav/(Unf)
Total Surplus(Deficit)	\$ (13,441)	\$ (191,844)	\$ 178,402	\$ 224,759	\$ 162,448	\$ 62,311
Beginning Fund Balance	659,124	659,124		659,124	659,124	
Ending Fund Balance	<u>\$ 645,683</u>	<u>\$ 467,280</u>		<u>\$ 883,883</u>	<u>\$ 821,572</u>	
<i>As a % of Annual Expenses</i>	34.5%	24.4%		47.2%	42.8%	

# Cash Balance

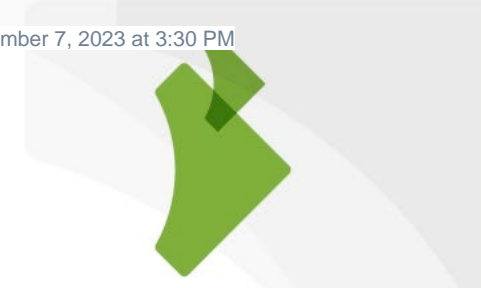


- **Current cash balance of \$1.6M (300 days)**
- **Cash projected at \$1.6M by fiscal year end**





# Compliance Reporting



Area	Due Date	Description	Completed By	Board Must Approve	Signature Required	Additional Information
DATA TEAM	Oct-04	<b>California Basic Educational Data System (CBEDS) Information Day</b> - The first Wed in Oct is CBEDS Information Day, used to collect information on student and staff demographics. Schools must complete the School Information Form (SIF). The SIF is used to report the count of classified staff, kindergarten program type, educational calendars, work visa applications, multilingual instructional programs, and languages of instruction. Data is due to CDE on <b>October 31th</b> .	CalOps	No	No	<a href="http://www.cde.ca.gov/ds/dc/cb/">http://www.cde.ca.gov/ds/dc/cb/</a>
FINANCE	Oct-13	<b>Federal Stimulus Reporting</b> - Local educational agencies (LEAs) are required to report to the California Department of Education (CDE) on funds received through the CARES Act, the CRRSA Act, and the ARP, including ESSER I, GEER I, ESSER II, ESSER III and ELO-G. Reporting for the preceding quarter (July 1 - Sep 30).	Charter Impact	No	No	<a href="https://www.cde.ca.gov/fg/cr/reporting.asp">https://www.cde.ca.gov/fg/cr/reporting.asp</a>
FINANCE	Oct-20	<b>ADA Report #1</b> - EDCOE SELPA requires the reporting of Enrollment/ADA 3 times a year for their planning and to better assist their charter members.	Charter Impact	No	No	<a href="http://charterselpa.org/fiscal/">http://charterselpa.org/fiscal/</a>
DATA TEAM	Oct-31	<b>CBEDS-ORA</b> - Collection of FTE of classified staff, estimated teacher hires, Kindergarten program types, H-1B work visa application, education calendar, multilingual instructional programs, languages of instruction and district of choice transfer requests and transportation data.	CalOps	No	No	<a href="https://www.cde.ca.gov/ds/dc/cb/">https://www.cde.ca.gov/ds/dc/cb/</a>
FINANCE	Oct-31	<b>Federal Cash Management - Period 2</b> - Charter schools that are awarded a grant under any of these programs: <b>Title I, Part A; Title I, Part D, Subpart 2; Title II, Part A; Title III LEP; and Title III Immigrant programs</b> must submit the CMDC report for a particular quarter in order to receive an apportionment for that quarter; CDE will apportion funds to LEAs whose cash balance is below a certain threshold.	Charter Impact	No	No	<a href="http://www.cde.ca.gov/fg/aa/cm/">http://www.cde.ca.gov/fg/aa/cm/</a>
DATA TEAM	Oct-31	<b>Complete 20-Day Attendance Report</b> - Charter schools in their first year of operation that begin instruction by September 30th, and continuing charter schools that are expanding by adding one or more grade levels, may apply for a special advance on their funding for LCFF State Aid and EPA State Aid. The special advance is based on actual ADA and pupil demographic data for the first 20 days of student instruction.	CalOps	No	Yes	<a href="https://www.cde.ca.gov/fg/aa/pa/csfunding.asp?tabsection=2">https://www.cde.ca.gov/fg/aa/pa/csfunding.asp?tabsection=2</a>
FINANCE	Oct-31	<b>Reporting Interest Earned on Federal Funds</b> CDE federal program grantees are required to report and remit interest earned on advances to the CDE at least quarterly. Although grantees are allowed to keep interest amounts up to \$500 per year for administrative purposes, the \$500 is in total for all federal programs, not for each federal program.	Charter Impact with CalOps support	No	No	<a href="https://www.cde.ca.gov/fg/ac/co/intfedfunds-calculating.asp">https://www.cde.ca.gov/fg/ac/co/intfedfunds-calculating.asp</a>
DATA TEAM	Oct-31	<b>Collect Alternative Income Forms from Families</b> Alternative income forms can be used in place of, or in conjunction with, federal meal applications to determine students whose household income meets FRPM eligibility levels. Determination is required to calculate UPC (Unduplicated Pupil Count) for Supplemental and Concentration funding, as well as other state grants.	CalOps	No	No	<a href="https://www.cde.ca.gov/fg/aa/pa/altincomeforms.asp">https://www.cde.ca.gov/fg/aa/pa/altincomeforms.asp</a>
FINANCE	Nov-15	<b>Review and/or Update Non-Profit IRS Form 990 Policies</b> - although not required, it is recommended to review these policies annually. The IRS Form 990 is the annual information return filed by most non-profit charter schools. The IRS Form 990 includes a Governance, Management and Disclosure section. Charter Schools are required to disclose the following policies: Conflict of Interest Policy, Whistleblower Policy, Document Retention and Destruction Policy, Expense Reimbursement Policy, Gift Receiving Policy, and Compensation Approval Policy. A Form 990 must be filed by the 15th day of the 5th month after the close of the NPO's fiscal year. <b>Most schools extend this deadline to the following May 15th.</b>	CalOps	Yes	No	<a href="http://www.publiccounsel.org/useful_materials?id=0025">http://www.publiccounsel.org/useful_materials?id=0025</a>
FINANCE	Nov-30	<b>Universal PreKindergarten (UPK) Planning and Implementation Program Reports</b> - The CDE is collecting answers to the updated 2022-23 UPK Planning and Implementation Grant questions found in the updated LEA Template. These surveys must be completed by November 30, 2023.	CalOps	No	No	<a href="https://surveys3.cde.ca.gov/go/upk-program-rpt2-lea.asp">https://surveys3.cde.ca.gov/go/upk-program-rpt2-lea.asp</a>
FINANCE	Set by Authorizer (by Dec 13)	<b>1st Interim Financial Report</b> - Local educational agencies (LEAs) are required to file two reports during a fiscal year (interim reports) on the status of the LEA's financial health. The first interim report for the period ending October 31 is due by the date set by the charter authorizer (no later than December 15th).	Charter Impact	Yes	Yes	<a href="https://www.cde.ca.gov/fg/ir/ir/interimstatus.asp">https://www.cde.ca.gov/fg/ir/ir/interimstatus.asp</a>

# Appendix

- Monthly Cash Flow / Forecast 23/24
- Budget vs. Actual
- Statement of Financial Position
- Statement of Cash Flows
- Monthly Check Register
- AP Aging

FY23-24 CalOps North Bay

Monthly Cash Flow/Forecast FY23-24

Revised 10/24/23

Actuals Through: 9/30/2023

ADA = 138.94



Revenues

State Aid - Revenue Limit

8011	LCFF State Aid
8012	Education Protection Account
8096	In Lieu of Property Taxes

Federal Revenue

8181	Special Education - Entitlement
8290	Title I, Part A - Basic Low Income
8290	Title IV, Part A
8296	Other Federal Revenue

Other State Revenue

8311	State Special Education
8550	Mandated Cost
8560	State Lottery
8599	Other State Revenue

Other Local Revenue

8660	Interest Revenue
------	------------------

Total Revenue

Expenses

Certificated Salaries

1100	Teachers' Salaries
1175	Teachers' Extra Duty/Stipends
1200	Pupil Support Salaries
1300	Administrators' Salaries

Classified Salaries

2100	Instructional Salaries
2200	Support Salaries
2300	Classified Administrators' Salaries
2400	Clerical and Office Staff Salaries

Benefits

3101	STRS
3301	OASDI
3311	Medicare
3401	Health and Welfare
3501	State Unemployment
3601	Workers' Compensation

Books and Supplies

4100	Textbooks and Core Materials
4200	Books and Reference Materials
4302	School Supplies
4305	Software
4310	Office Expense
4400	Noncapitalized Equipment

Subagreement Services

5102	Special Education
5106	Other Educational Consultants
5107	Instructional Services

Operations and Housekeeping

5201	Auto and Travel
5300	Dues & Memberships
5400	Insurance
5502	Janitorial Services
5900	Communications
5901	Postage and Shipping

Facilities, Repairs and Other Leases

5601	Rent
5602	Additional Rent

Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Year-End Accruals	Annual Forecast	Original Budget Total	Favorable / (Unfav.)	
														ADA = 138.94		
-	58,041	56,897	104,157	104,157	104,157	104,157	104,157	100,538	100,538	100,538	100,538	100,539	1,138,416	1,138,416	-	
-	-	-	6,947	-	6,947	-	-	6,947	-	-	-	6,947	27,789	27,789	-	
-	-	36,271	48,281	48,281	48,281	48,281	48,281	105,329	52,664	52,664	52,664	52,664	593,664	593,664	-	
-	58,041	93,168	159,386	152,439	159,386	152,439	152,439	212,814	153,202	153,202	153,202	160,151	1,759,868	1,759,868	-	
-	-	-	1,589	1,589	1,589	1,589	1,589	1,885	1,885	1,885	1,885	1,885	17,368	17,368	-	
-	-	-	-	-	25,684	-	-	-	-	-	-	8,561	34,245	34,245	-	
-	-	-	-	-	-	-	-	-	-	-	-	10,000	10,000	10,000	-	
-	-	-	26,594	-	-	26,594	-	-	26,594	-	-	26,594	106,375	91,340	15,035	
-	-	-	28,183	1,589	27,273	28,183	1,589	1,885	28,478	1,885	1,885	47,040	167,988	152,953	15,035	
7,776	7,776	13,996	11,281	11,281	11,281	11,281	11,281	7,469	7,469	7,469	7,469	7,469	123,299	123,299	-	
-	-	-	-	-	5,212	-	-	-	-	-	-	-	5,212	5,174	38	
-	-	-	-	-	-	8,793	-	-	8,793	-	-	17,012	34,597	32,930	1,667	
-	-	1,144	625	625	625	625	625	625	625	625	625	176	6,947	6,947	-	
7,776	7,776	15,140	11,906	11,906	17,118	20,699	11,906	8,094	16,887	8,094	8,094	24,657	170,055	168,350	1,705	
4	6	7	-	-	-	-	-	-	-	-	-	-	18	-	18	
4	6	7	-	-	-	-	-	-	-	-	-	-	18	-	18	
7,780	65,823	108,315	199,475	165,934	203,777	201,321	165,934	222,793	198,568	163,181	163,181	231,847	2,097,930	2,081,172	16,758	
36,755	58,220	39,577	40,825	40,825	40,825	40,825	40,825	40,825	40,825	40,825	40,825	48,990	550,965	522,414	(28,551)	
-	-	-	14	14	14	14	14	14	14	14	14	17	145	204	60	
3,995	3,273	3,374	4,228	4,228	4,228	4,228	4,228	4,228	4,228	4,228	4,228	5,074	53,769	40,240	(13,529)	
7,208	4,677	4,564	5,735	5,735	5,735	5,735	5,735	5,735	5,735	5,735	5,735	6,882	74,944	66,437	(8,506)	
47,958	66,170	47,515	50,802	50,802	50,802	50,802	50,802	50,802	50,802	50,802	50,802	60,962	679,822	629,294	(50,527)	
85	137	96	99	99	99	99	99	99	99	99	99	118	1,324	1,291	(33)	
232	144	144	158	158	158	158	158	158	158	158	158	190	2,132	2,068	(64)	
1,102	702	722	723	723	723	723	723	723	723	723	723	867	9,897	9,678	(219)	
198	125	195	238	238	238	238	238	238	238	238	238	286	2,947	1,740	(1,208)	
1,617	1,109	1,157	1,217	1,217	1,217	1,217	1,217	1,217	1,217	1,217	1,217	1,461	16,301	14,777	(1,524)	
-	-	-	8,701	8,701	8,701	8,701	8,701	8,701	8,701	8,701	8,701	-	78,310	83,469	5,158	
330	220	232	68	68	68	68	68	68	68	68	68	-	1,391	636	(755)	
677	941	663	676	676	676	676	676	676	676	676	676	-	8,369	6,485	(1,884)	
-	-	-	16,636	16,636	16,636	16,636	16,636	16,636	16,636	16,636	16,636	-	149,726	157,794	8,068	
41	52	55	2,185	2,185	2,185	10,924	8,739	4,370	2,185	2,185	2,185	-	37,289	37,571	281	
-	-	1,284	653	653	653	653	653	653	653	653	653	-	7,161	6,262	(900)	
1,048	1,213	2,235	28,919	28,919	28,919	37,658	35,474	31,104	28,919	28,919	28,919	-	282,247	292,217	9,970	
-	-	82	775	775	775	775	775	775	775	775	775	-	7,057	9,300	2,243	
-	-	-	20,533	20,533	20,533	20,533	20,533	20,533	20,533	20,533	20,533	-	184,796	205,329	20,533	
-	597	950	8,428	8,428	8,428	8,428	8,428	8,428	8,428	8,428	8,428	-	77,396	77,396	-	
-	637	5,751	9,241	9,241	9,241	9,241	9,241	9,241	9,241	9,241	9,241	-	89,558	92,411	2,853	
-	8	232	268	268	268	268	268	268	268	268	268	-	2,652	3,216	564	
-	743	8,050	5,359	5,359	5,359	5,359	5,359	5,359	5,359	5,359	5,359	-	57,022	57,022	-	
-	1,985	15,065	44,603	44,603	44,603	44,603	44,603	44,603	44,603	44,603	44,603	-	418,480	444,673	26,194	
-	-	480	13,830	13,830	13,830	13,830	13,830	13,830	13,830	13,830	13,830	-	124,950	138,300	13,350	
-	39	-	7,865	7,865	7,865	7,865	7,865	7,865	7,865	7,865	7,865	-	70,825	70,825	-	
-	-	-	2,911	2,911	2,911	2,911	2,911	2,911	2,911	2,911	2,911	-	26,201	34,934	8,734	
-	39	480	24,606	24,606	24,606	24,606	24,606	24,606	24,606	24,606	24,606	-	221,976	244,059	22,084	
-	-	-	1,308	1,308	1,308	1,308	1,308	1,308	1,308	1,308	1,308	-	11,775	15,700	3,925	
-	438	1,190	300	300	300	300	300	300	300	300	300	-	4,328	3,600	(728)	
-	-	193	17	17	17	17	17	17	17	17	17	-	343	200	(143)	
-	-	-	125	125	125	125	125	125	125	125	125	-	1,125	1,500	375	
-	-	34	1,708	1,708	1,708	1,708	1,708	1,708	1,708	1,708	1,708	-	15,409	20,500	5,091	
-	-	-	54	54	54	54	54	54	54	54	54	-	489	652	163	
-	438	1,417	3,513	3,513	3,513	3,513	3,513	3,513	3,513	3,513	3,513	-	33,469	42,152	8,683	
-	-	-	1,148	1,148	1,148	1,148	1,148	1,148	1,148	1,148	1,148	-	10,333	13,777	3,444	
-	-	114	37	37	37	37	37	37	37	37	37	-	445	441	(4)	

FY23-24 CalOps North Bay

Monthly Cash Flow/Forecast FY23-24

Revised 10/24/23

Actuals Through: 9/30/2023

ADA = 138.94



5603 Equipment Leases

Professional/Consulting Services

5801 IT  
5802 Audit & Taxes  
5803 Legal  
5804 Professional Development  
5805 General Consulting  
5807 Bank Charges  
5809 Other taxes and fees  
5811 Management Fee  
5812 District Oversight Fee  
5815 Public Relations/Recruitment

Depreciation

Interest

Total Expenses

Monthly Surplus (Deficit)

Cash Flow Adjustments

Monthly Surplus (Deficit)  
Cash flows from operating activities  
    Depreciation/Amortization  
    Public Funding Receivables  
    Grants and Contributions Rec.  
    Due To/From Related Parties  
    Prepaid Expenses  
    Other Assets  
    Accounts Payable  
    Accrued Expenses  
    Other Liabilities  
Cash flows from investing activities  
    Purchases of Prop. And Equip.  
    Notes Receivable  
Cash flows from financing activities  
    Proceeds from Factoring  
    Payments on Factoring  
    Proceeds(Payments) on Debt

Total Change in Cash

Cash, Beginning of Month

Cash, End of Month

	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Year-End Accruals	Annual Forecast	Original Budget Total	Favorable / (Unfav.)
5603 Equipment Leases	-	-	-	40	40	40	40	40	40	40	40	40	-	362	482	121
	-	-	114	1,225	1,225	1,225	1,225	1,225	1,225	1,225	1,225	1,225	-	11,139	14,700	3,561
Professional/Consulting Services																
5801 IT	-	-	-	667	667	667	667	667	667	667	667	667	-	6,000	8,000	2,000
5802 Audit & Taxes	-	-	8	388	388	388	-	-	-	-	-	-	-	1,173	1,165	(8)
5803 Legal	-	-	82	554	554	554	554	554	554	554	554	554	-	5,068	6,648	1,580
5804 Professional Development	-	-	720	1,537	1,537	1,537	1,537	1,537	1,537	1,537	1,537	1,537	-	14,554	18,445	3,891
5805 General Consulting	-	1	491	14,630	14,630	14,630	14,630	14,630	14,630	14,630	14,630	14,630	-	132,159	146,296	14,137
5807 Bank Charges	-	-	25	83	83	83	83	83	83	83	83	83	-	775	1,000	225
5809 Other taxes and fees	-	5	10	717	717	717	717	717	717	717	717	717	-	6,465	8,600	2,135
5811 Management Fee	-	1,558	779	779	779	779	779	779	779	779	779	779	-	9,350	9,350	0
5812 District Oversight Fee	-	-	-	1,594	1,524	1,594	1,524	1,524	2,128	1,532	1,532	1,532	3,114	17,599	17,599	-
5815 Public Relations/Recruitment	-	944	842	1,646	1,646	1,646	1,646	1,646	1,646	1,646	1,646	1,646	-	16,595	19,747	3,152
	88	2,596	3,116	22,594	22,525	22,594	22,137	22,137	22,740	22,144	22,144	22,144	2,779	209,738	236,850	27,112
Depreciation																
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest																
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Expenses	50,712	73,549	71,099	177,480	177,411	177,480	185,762	183,577	179,811	177,030	177,030	177,030	65,202	1,873,171	1,918,724	45,553
Monthly Surplus (Deficit)	(42,931)	(7,726)	37,217	21,995	(11,477)	26,297	15,559	(17,643)	42,982	21,538	(13,849)	(13,849)	166,645	224,758	162,448	62,311
Cash Flow Adjustments														10.7%		
Monthly Surplus (Deficit)	(42,931)	(7,726)	37,217	21,995	(11,477)	26,297	15,559	(17,643)	42,982	21,538	(13,849)	(13,849)	166,645	224,758		
Cash flows from operating activities																
Depreciation/Amortization	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Public Funding Receivables	-	(58,041)	58,041	-	-	-	-	-	-	-	-	-	(231,847)	(231,847)		
Grants and Contributions Rec.	-	255,370	47,925	-	-	-	-	-	-	-	-	-	-	303,295		
Due To/From Related Parties	(17,716)	81,969	69,453	-	-	-	-	-	-	-	-	-	-	133,706		
Prepaid Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Other Assets	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Accounts Payable	-	(170)	(161,639)	-	-	-	-	-	-	-	-	-	65,202	(96,608)		
Accrued Expenses	-	(18,435)	161,431	-	-	-	-	-	-	-	-	-	-	142,996		
Other Liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Cash flows from investing activities																
Purchases of Prop. And Equip.	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Notes Receivable	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Cash flows from financing activities																
Proceeds from Factoring	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Payments on Factoring	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Proceeds(Payments) on Debt	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Total Change in Cash	(60,647)	252,967	212,427	21,995	(11,477)	26,297	15,559	(17,643)	42,982	21,538	(13,849)	(13,849)				
Cash, Beginning of Month	1,193,166	1,132,519	1,385,485	1,597,913	1,619,908	1,608,431	1,634,728	1,650,287	1,632,644	1,675,626	1,697,164	1,683,316				
Cash, End of Month	1,132,519	1,385,485	1,597,913	1,619,908	1,608,431	1,634,728	1,650,287	1,632,644	1,675,626	1,697,164	1,683,316	1,669,467				

# *California Online Public Schools*

## **Financial Package** **September 30, 2023**

*Presented by:*



**California Online Public Schools Academy North Bay****Budget vs Actual**

For the period ended September 30, 2023

	Current Period Actual	Current Period Budget	Current Period Variance	Current Year Actual	YTD Budget	YTD Budget Variance	Total Budget
<b>Revenues</b>							
State Aid - Revenue Limit							
LCFF State Aid	\$ 56,897	\$ 57,865	\$ (968)	\$ 114,938	\$ 115,731	\$ (793)	\$ 1,138,416
Education Protection Account	-	6,947	(6,947)	-	6,947	(6,947)	27,789
In Lieu of Property Taxes	36,271	72,422	(36,151)	36,271	108,633	(72,362)	593,664
Total State Aid - Revenue Limit	93,168	137,234	(44,066)	151,209	231,310	(80,101)	1,759,868
Federal Revenue							
Special Education - Entitlement	-	883	(883)	-	1,766	(1,766)	17,368
Title I, Part A - Basic Low Income	-	8,561	(8,561)	-	8,561	(8,561)	44,245
Other Federal Revenue	-	-	-	-	-	-	91,340
Total Federal Revenue	-	9,444	(9,444)	-	10,327	(10,327)	152,953
Other State Revenue							
State Special Education	13,996	6,267	7,729	29,548	12,535	17,013	123,299
Mandated Cost	-	-	-	-	-	-	5,174
State Lottery	-	-	-	-	-	-	32,930
Other State Revenue	1,144	347	797	1,144	695	449	6,947
Total Other State Revenue	15,140	6,615	8,525	30,692	13,229	17,463	168,350
Other Local Revenue							
Interest Revenue	7	-	7	18	-	18	-
Total Other Local Revenue	7	-	7	18	-	18	-
<b>Total Revenues</b>	<b>108,315</b>	<b>153,293</b>	<b>(44,978)</b>	<b>181,919</b>	<b>254,866</b>	<b>(72,948)</b>	<b>2,081,171</b>
<b>Expenses</b>							
Certificated Salaries							
Teachers' Salaries	39,577	36,279	(3,299)	134,552	108,836	(25,716)	522,414
Teachers' Extra Duty/Stipends	-	14	14	-	43	43	204
Pupil Support Salaries	3,374	2,794	(579)	10,642	8,383	(2,259)	40,240
Administrators' Salaries	4,564	4,614	49	16,450	13,841	(2,609)	66,437
Total Certificated Salaries	47,515	43,701	(3,814)	161,644	131,103	(30,541)	629,294
Classified Salaries							
Instructional Salaries	96	90	(6)	318	269	(49)	1,291
Support Salaries	144	144	(1)	521	431	(90)	2,068
Supervisors' and Administrators' Salaries	722	672	(50)	2,526	2,016	(510)	9,678
Clerical and Office Staff Salaries	195	121	(74)	518	362	(156)	1,740
Total Classified Salaries	1,157	1,026	(131)	3,884	3,079	(805)	14,777
Benefits							
State Teachers' Retirement System, certificated positions	-	6,956	6,956	-	20,867	20,867	83,469
OASDI/Medicare/Alternative, certificated positions	232	53	(179)	782	159	(623)	636
Medicare/Alternative, certificated positions	663	540	(123)	2,282	1,621	(660)	6,485
Health and Welfare Benefits, certificated positions	-	13,150	13,150	-	39,449	39,449	157,794
State Unemployment Insurance, certificated positions	55	1,879	1,823	148	5,636	5,488	37,571
Workers' Compensation Insurance, certificated positions	1,284	522	(762)	1,284	1,565	281	6,262
Total Benefits	2,235	23,099	20,864	4,496	69,297	64,802	292,217
Books & Supplies							
Textbooks and Core Materials	82	775	693	82	2,325	2,243	9,300
Books and Reference Materials	-	17,111	17,111	-	51,332	51,332	205,329
School Supplies	950	6,450	5,500	1,547	19,349	17,802	77,396
Software	5,751	7,701	1,950	6,388	23,103	16,715	92,411
Office Expense	232	268	36	240	804	564	3,216
Noncapitalized Equipment	8,050	4,752	(3,298)	8,794	14,255	5,462	57,021
Total Books & Supplies	15,065	37,056	21,991	17,049	111,168	94,119	444,673
Subagreement Services							
Special Education	480	11,525	11,045	480	34,575	34,095	138,300
Other Educational Consultants	-	5,902	5,902	39	17,706	17,668	70,825
Instructional Services	-	2,911	2,911	-	8,734	8,734	34,934
Total Subagreement Services	480	20,338	19,858	519	61,015	60,496	244,059
Operations & Housekeeping							
Auto and Travel	-	1,308	1,308	-	3,925	3,925	15,700
Dues & Memberships	1,190	300	(890)	1,628	900	(728)	3,600
Insurance	193	17	(176)	193	50	(143)	200

California Online Public Schools Academy North Bay

Budget vs Actual

For the period ended September 30, 2023

	Current Period Actual	Current Period Budget	Current Period Variance	Current Year Actual	YTD Budget	YTD Budget Variance	Total Budget
Janitorial Services	-	125	125	-	375	375	1,500
Communications	34	1,708	1,675	34	5,125	5,091	20,500
Postage and Shipping	-	54	54	-	163	163	652
Total Operations & Housekeeping	1,417	3,513	2,096	1,855	10,538	8,683	42,152
Facilities, Repairs & Other Leases							
Rent	-	1,148	1,148	-	3,444	3,444	13,777
Additional Rent	114	37	(78)	114	110	(4)	441
Equipment Leases	-	40	40	-	121	121	482
Total Facilities, Repairs & Other Leases	114	1,225	1,111	114	3,675	3,561	14,700
Professional/Consulting Services							
IT	-	667	667	-	2,000	2,000	8,000
Audit & Taxes	8	-	(8)	8	-	(8)	1,165
Legal	82	554	472	82	1,662	1,580	6,648
Professional Development	720	1,537	817	720	4,611	3,891	18,445
General Consulting	491	12,191	11,700	492	36,574	36,082	146,296
Bank Charges	25	83	58	25	250	225	1,000
Other Taxes and Fees	10	717	706	15	2,150	2,135	8,600
Management Fee	779	779	0	2,337	2,338	0	9,350
District Oversight Fee	-	1,372	1,372	-	2,313	2,313	17,599
SPED Encroachment	159	-	(159)	335	-	(335)	-
Public Relations/Recruitment	842	1,646	804	1,785	4,937	3,152	19,747
Total Professional/Consulting Services	3,116	19,546	16,430	5,800	56,835	51,035	236,850
Total Expenses	71,099	149,505	78,406	195,360	446,710	251,350	1,918,724
Change in Net Assets	37,217	3,788	33,428	(13,441)	(191,843)	178,402	162,448
Net Assets, Beginning of Period	755,129			805,787			
Net Assets, End of Period	\$ 792,346			\$ 792,346			



## California Online Public Schools

### Statement of Financial Position

September 30, 2023

	California Online Public Schools Southern California	California Online Public Schools Academy Central Valley	California Online Public Schools Northern California	California Online Public Schools Academy North Bay	California Online Public Schools Monterey Bay	California Online Public Schools Central Coast	Combined
<b>Assets</b>							
<b>Current Assets</b>							
Cash & Cash Equivalents	\$ 27,885,464	\$ 7,018,048	\$ 15,194,548	\$ 1,597,913	\$ 2,798,591	\$ 1,447,106	\$ 55,941,670
Accounts Receivable	(11,701,115)	(1,006,492)	3,795,557	203,861	(344,508)	(169,628)	(9,222,326)
Public Funding Receivables	-	-	-	-	-	32,202	32,202
Due To/From Related Parties	13,325,530	(1,949,737)	(8,609,148)	(444,172)	(1,426,702)	(895,771)	0
Prepaid Expenses	289,961	8,290	19,615	1,501	117	-	319,484
<b>Total Current Assets</b>	<b>29,799,840</b>	<b>4,070,109</b>	<b>10,400,572</b>	<b>1,359,103</b>	<b>1,027,498</b>	<b>413,909</b>	<b>47,071,030</b>
				1,359,103			
<b>Long-Term Assets</b>							
Property & Equipment, Net	21,500	-	144,783	-	-	-	166,283
Deposits	20,287	100	-	-	-	-	20,387
<b>Total Long Term Assets</b>	<b>41,788</b>	<b>100</b>	<b>144,783</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>186,671</b>
<b>Total Assets</b>	<b>\$ 29,841,628</b>	<b>\$ 4,070,209</b>	<b>\$ 10,545,355</b>	<b>\$ 1,359,103</b>	<b>\$ 1,027,498</b>	<b>\$ 413,909</b>	<b>\$ 47,257,701</b>
<b>Liabilities</b>							
<b>Current Liabilities</b>							
Accrued Liabilities	5,487,132	(438,891)	1,447,698	226,839	422,265	105,850	7,250,894
Deferred Revenue	8,702,169	1,411,900	2,601,399	338,673	547,313	187,176	13,788,629
Deferred Rent, Current Portion	25,606	3,517	8,658	1,245	2,327	487	41,840
<b>Total Current Liabilities</b>	<b>14,214,907</b>	<b>976,526</b>	<b>4,057,755</b>	<b>566,757</b>	<b>971,905</b>	<b>293,512</b>	<b>21,081,363</b>
<b>Long-Term Liabilities</b>							
<b>Total Liabilities</b>	<b>14,214,907</b>	<b>976,526</b>	<b>4,057,755</b>	<b>566,757</b>	<b>971,905</b>	<b>293,512</b>	<b>21,081,363</b>
<b>Total Net Assets</b>	<b>15,626,721</b>	<b>3,093,683</b>	<b>6,487,600</b>	<b>792,346</b>	<b>55,592</b>	<b>120,396</b>	<b>26,176,338</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 29,841,628</b>	<b>\$ 4,070,209</b>	<b>\$ 10,545,355</b>	<b>\$ 1,359,103</b>	<b>\$ 1,027,498</b>	<b>\$ 413,909</b>	<b>\$ 47,257,701</b>



California Online Public Schools

Statement of Cash Flows

For the period ended September 30, 2023

	California Online Public Schools Southern California	California Online Public Schools Academy Central Valley	California Online Public Schools Northern California	California Online Public Schools Academy North Bay	California Online Public Schools Monterey Bay	California Online Public Schools Central Coast	Month Ended 09/30/23
<b>Cash Flows from Operating Activities</b>							
Change in Net Assets	\$ 704,289	\$ (2,957)	\$ 1,180,246	\$ 37,217	\$ (65,838)	\$ (12,416)	\$ 1,840,540
Adjustments to reconcile change in net assets to net cash flows from operating activities:							
Depreciation	-	-	629,013	58,041	-	(32,202)	654,852
Decrease/(Increase) in Operating Assets:							
Public Funding Receivables	542	-	-	-	-	-	542
Grants, Contributions & Pledges Receivable	5,658,756	61,552	274,440	47,925	7,617	1,829	6,052,119
Due from Related Parties	(2,283,052)	322,754	882,645	69,453	955,089	53,111	-
Prepaid Expenses	-	159	464	-	-	-	623
Accounts Payable	(2,391,184)	(381,802)	(1,060,623)	(161,639)	(212,504)	(50,030)	(4,257,783)
Accrued Expenses	2,510,256	301,472	1,045,077	161,431	210,614	48,681	4,277,531
<b>Total Cash Flows from Operating Activities</b>	<b>4,199,606</b>	<b>301,178</b>	<b>2,951,261</b>	<b>212,427</b>	<b>894,978</b>	<b>8,973</b>	<b>8,568,423</b>
Change in Cash & Cash Equivalents	4,199,606	301,178	2,951,261	212,427	894,978	8,973	8,568,423
Cash & Cash Equivalents, Beginning of Period	23,685,858	6,716,870	12,243,287	1,385,485	1,903,613	1,438,133	47,373,247
<b>Cash and Cash Equivalents, End of Period</b>	<b>\$ 27,885,464</b>	<b>\$ 7,018,048</b>	<b>\$ 15,194,548</b>	<b>\$ 1,597,913</b>	<b>\$ 2,798,591</b>	<b>\$ 1,447,106</b>	<b>\$ 55,941,670</b>

California Online Public Schools Academy North Bay

Check Register

For the period ended September 30, 2023

Check Number	Vendor Name	Transaction Description	Check Date	Check Amount
30004	El Paseo Childrens Center Inc.	SpEd Svcs - 07/23	9/15/2023	\$ 220.00
30005	Oxford Consulting Services Inc.	SpEd Svcs - 07/23	9/15/2023	260.00
30006	WASC - Accrediting Commission for Schools	Membership Fee - Annual 2023 - 2024	9/22/2023	1,190.00
ACH	Chase Bank	Bank Fee - 08/23	9/6/2023	<u>25.00</u>
Total Disbursements Issued in September				<u>\$ 1,695.00</u>

California Online Public Schools Academy North Bay

Accounts Payable Aging

September 30, 2023

Vendor Name	Invoice/Credit Number	Invoice Date	Date Due	Current	1 - 30 Days Past Due	31 - 60 Days Past Due	61 - 90 Days Past Due	Over 90 Days Past Due	Total
				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Outstanding Invoices				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -



# California Online Public Schools – NorCal

Monthly Financial Presentation – September 2023

# Highlights

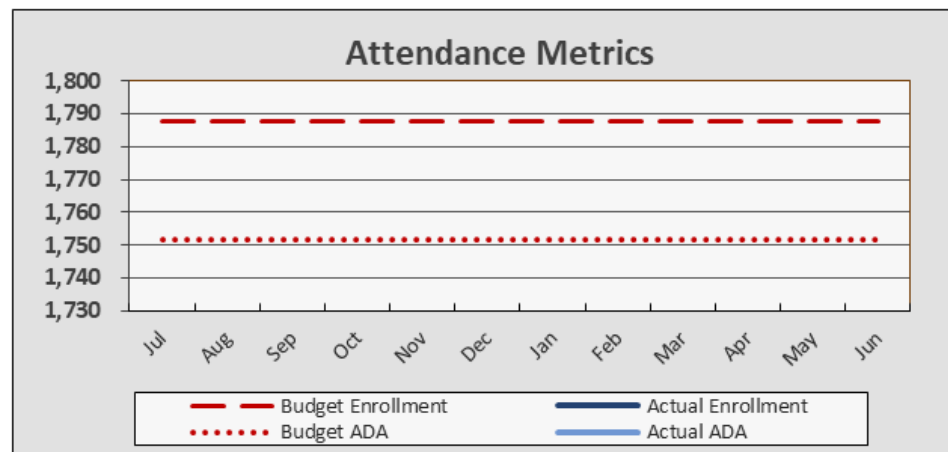
- Enrollment forecasted at 1,788 students
- Attendance forecasted at 1,766 (98%)
- Revenue forecasted at \$25M; in line with budget
- Expenses forecasted at \$23.5M; in line with budget
- **Surplus forecasted at \$1.5M** with an ending fund balance forecasted at \$6M
- September cash balance of \$12.2M
- Cash projected at \$15M by fiscal year end



# Attendance Data and Metrics

- Enrollment forecasted at 1,788 students; *tracking well*
- ADA forecasted at 1,766; *updated with actual ADA next month*
- Unduplicated rate of 49%

<b>Enrollment &amp; Per Pupil Data</b>			
	<b><u>Actual</u></b>	<b><u>Forecast</u></b>	<b><u>Budget</u></b>
Average Enrollment	n/a	1788	1788
ADA	n/a	1766	1766
Attendance Rate	n/a	98.0%	98.0%
Unduplicated %	49.1%	49.1%	49.1%
Revenue per ADA		\$14,166	\$13,944
Expenses per ADA		\$13,300	\$13,517



# Revenue

- FY24 annual revenues forecasted at \$25M:
  - No significant variance in plan since budget inception
  - *Updates to come based on actual ADA reports + other changes*

## Revenue

	Year-to-Date		
	Actual	Budget	Fav/(Unf)
State Aid-Rev Limit	\$ 2,643,815	\$ 3,112,388	\$ (468,573)
Federal Revenue	-	91,598	(91,598)
Other State Revenue	270,819	153,824	116,995
Other Local Revenue	-	-	-
<b>Total Revenue</b>	<b>\$ 2,914,634</b>	<b>\$ 3,357,809</b>	<b>\$ (443,175)</b>

Annual/Full Year		
Forecast	Budget	Fav/(Unf)
\$ 21,974,932	\$ 21,974,932	\$ -
892,747	522,118	370,629
2,153,686	2,132,029	21,658
-	-	-
<b>\$ 25,021,365</b>	<b>\$ 24,629,078</b>	<b>\$ 392,287</b>

# Expenses



- FY24 annual expenses forecasted at \$9.2M
  - No significant variances in plan since budget inception
  - Increase in Salaries due to raises and newly added positions

## Expenses

	Year-to-Date		
	Actual	Budget	Fav/(Unf)
Certificated Salaries	\$ 2,053,826	\$ 1,665,779	\$ (388,047)
Classified Salaries	49,345	39,116	(10,229)
Benefits	59,772	745,915	686,142
Books and Supplies	218,817	1,497,633	1,278,816
Subagreement Services	53,706	874,884	821,177
Operations	11,464	99,100	87,636
Facilities	4,854	38,514	33,660
Professional Services	108,490	617,599	509,109
Depreciation	-	-	-
Interest	-	-	-
<b>Total Expenses</b>	<b>\$ 2,560,275</b>	<b>\$ 5,578,540</b>	<b>\$ 3,018,265</b>

Annual/Full Year		
Forecast	Budget	Fav/(Unf)
\$ 8,663,334	\$ 7,995,741	\$ (667,593)
193,478	187,758	(5,720)
2,960,114	3,070,351	110,236
5,659,682	5,990,534	330,852
3,322,539	3,499,534	176,996
308,764	396,400	87,636
120,395	154,055	33,660
2,263,305	2,580,445	317,140
-	-	-
-	-	-
<b>\$ 23,491,611</b>	<b>\$ 23,874,817</b>	<b>\$ 383,206</b>



# Fund Balance

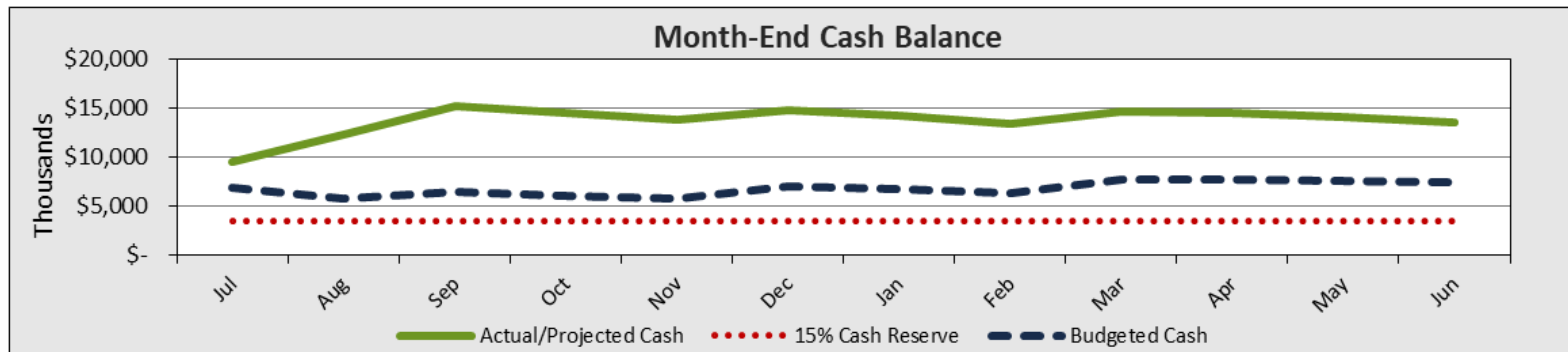
- Annual surplus forecasted at \$1.5M
- Ending fund balance forecasted at \$6M (*26% of total expenses*)

	Year-to-Date			Annual/Full Year		
	Actual	Budget	Fav/(Unf)	Forecast	Budget	Fav/(Unf)
<b>Total Surplus(Deficit)</b>	\$ 354,359	\$ (2,220,731)	\$ 2,575,090	\$ 1,529,754	\$ 754,261	\$ 775,492
Beginning Fund Balance	<u>4,634,118</u>	<u>4,634,118</u>		<u>4,634,118</u>	<u>4,634,118</u>	
<b>Ending Fund Balance</b>	<b><u>\$ 4,988,477</u></b>	<b><u>\$ 2,413,387</u></b>		<b><u>\$ 6,163,872</u></b>	<b><u>\$ 5,388,379</u></b>	
<i>As a % of Annual Expenses</i>	21.2%	10.1%		26.2%	22.6%	

# Cash Balance



- **Current cash balance of \$15M (230 days)**
- **Cash projected at \$14M by fiscal year end**



# Compliance Reporting

Area	Due Date	Description	Completed By	Board Must Approve	Signature Required	Additional Information
DATA TEAM	Oct-04	<b>California Basic Educational Data System (CBEDS) Information Day</b> - The first Wed in Oct is CBEDS Information Day, used to collect information on student and staff demographics. Schools must complete the School Information Form (SIF). The SIF is used to report the count of classified staff, kindergarten program type, educational calendars, work visa applications, multilingual instructional programs, and languages of instruction. Data is due to CDE on <b>October 31th</b> .	CalOps	No	No	<a href="http://www.cde.ca.gov/ds/dc/cb/">http://www.cde.ca.gov/ds/dc/cb/</a>
FINANCE	Oct-13	<b>Federal Stimulus Reporting</b> - Local educational agencies (LEAs) are required to report to the California Department of Education (CDE) on funds received through the CARES Act, the CRRSA Act, and the ARP, including ESSER I, GEER I, ESSER II, ESSER III and ELO-G. Reporting for the preceding quarter (July 1 - Sep 30).	Charter Impact	No	No	<a href="https://www.cde.ca.gov/fg/cr/reporting.asp">https://www.cde.ca.gov/fg/cr/reporting.asp</a>
FINANCE	Oct-20	<b>ADA Report #1</b> - EDCOE SELPA requires the reporting of Enrollment/ADA 3 times a year for their planning and to better assist their charter members.	Charter Impact	No	No	<a href="http://charterselpa.org/fiscal/">http://charterselpa.org/fiscal/</a>
DATA TEAM	Oct-31	<b>CBEDS-ORA</b> - Collection of FTE of classified staff, estimated teacher hires, Kindergarten program types, H-1B work visa application, education calendar, multilingual instructional programs, languages of instruction and district of choice transfer requests and transportation data.	CalOps	No	No	<a href="https://www.cde.ca.gov/ds/dc/cb/">https://www.cde.ca.gov/ds/dc/cb/</a>
FINANCE	Oct-31	<b>Federal Cash Management - Period 2</b> - Charter schools that are awarded a grant under any of these programs: <b>Title I, Part A; Title I, Part D, Subpart 2; Title II, Part A; Title III LEP; and Title III Immigrant programs</b> must submit the CMDC report for a particular quarter in order to receive an apportionment for that quarter; CDE will apportion funds to LEAs whose cash balance is below a certain threshold.	Charter Impact	No	No	<a href="http://www.cde.ca.gov/fg/aa/cm/">http://www.cde.ca.gov/fg/aa/cm/</a>
DATA TEAM	Oct-31	<b>Complete 20-Day Attendance Report</b> - Charter schools in their first year of operation that begin instruction by September 30th, and continuing charter schools that are expanding by adding one or more grade levels, may apply for a special advance on their funding for LCFF State Aid and EPA State Aid. The special advance is based on actual ADA and pupil demographic data for the first 20 days of student instruction.	CalOps	No	Yes	<a href="https://www.cde.ca.gov/fg/aa/pa/csfunding.asp?tabsection=2">https://www.cde.ca.gov/fg/aa/pa/csfunding.asp?tabsection=2</a>
FINANCE	Oct-31	<b>Reporting Interest Earned on Federal Funds</b> CDE federal program grantees are required to report and remit interest earned on advances to the CDE at least quarterly. Although grantees are allowed to keep interest amounts up to \$500 per year for administrative purposes, the \$500 is in total for all federal programs, not for each federal program.	Charter Impact with CalOps support	No	No	<a href="https://www.cde.ca.gov/fg/ac/co/intfedfunds-calculating.asp">https://www.cde.ca.gov/fg/ac/co/intfedfunds-calculating.asp</a>
DATA TEAM	Oct-31	<b>Collect Alternative Income Forms from Families</b> Alternative income forms can be used in place of, or in conjunction with, federal meal applications to determine students whose household income meets FRPM eligibility levels. Determination is required to calculate UPC (Unduplicated Pupil Count) for Supplemental and Concentration funding, as well as other state grants.	CalOps	No	No	<a href="https://www.cde.ca.gov/fg/aa/pa/altincomeforms.asp">https://www.cde.ca.gov/fg/aa/pa/altincomeforms.asp</a>
FINANCE	Nov-15	<b>Review and/or Update Non-Profit IRS Form 990 Policies</b> - although not required, it is recommended to review these policies annually. The IRS Form 990 is the annual information return filed by most non-profit charter schools. The IRS Form 990 includes a Governance, Management and Disclosure section. Charter Schools are required to disclose the following policies: Conflict of Interest Policy, Whistleblower Policy, Document Retention and Destruction Policy, Expense Reimbursement Policy, Gift Receiving Policy, and Compensation Approval Policy. A Form 990 must be filed by the 15th day of the 5th month after the close of the NPO's fiscal year. <b>Most schools extend this deadline to the following May 15th.</b>	CalOps	Yes	No	<a href="http://www.publiccounsel.org/useful_materials?id=0025">http://www.publiccounsel.org/useful_materials?id=0025</a>
FINANCE	Nov-30	<b>Universal PreKindergarten (UPK) Planning and Implementation Program Reports</b> - The CDE is collecting answers to the updated 2022-23 UPK Planning and Implementation Grant questions found in the updated LEA Template. These surveys must be completed by November 30, 2023.	CalOps	No	No	<a href="https://surveys3.cde.ca.gov/go/upk-program-2022-23-leva.asp">https://surveys3.cde.ca.gov/go/upk-program-2022-leva.asp</a>
FINANCE	Set by Authorizer (by Dec 13)	<b>1st Interim Financial Report</b> - Local educational agencies (LEAs) are required to file two reports during a fiscal year (interim reports) on the status of the LEA's financial health. The first interim report for the period ending October 31 is due by the date set by the charter authorizer (no later than December 15th).	Charter Impact	Yes	Yes	<a href="https://www.cde.ca.gov/fg/fi/ir/interimstatus.asp">https://www.cde.ca.gov/fg/fi/ir/interimstatus.asp</a>

# Appendix

- Monthly Cash Flow / Forecast 23/24
- Budget vs. Actual
- Statement of Financial Position
- Statement of Cash Flows
- Monthly Check Register
- AP Aging

FY23-24 CalOps NorCal

Monthly Cash Flow/Forecast FY23-24

Revised 10/24/23

Actuals Through: 9/30/2023

ADA = 1766.29



Revenues

State Aid - Revenue Limit

8011	LCFF State Aid
8012	Education Protection Account
8096	In Lieu of Property Taxes

Federal Revenue

8181	Special Education - Entitlement
8290	Title I, Part A - Basic Low Income
8291	Title II, Part A - Teacher Quality
8290	Title IV, Part A
8296	Other Federal Revenue

Other State Revenue

8311	State Special Education
8550	Mandated Cost
8560	State Lottery
8599	Other State Revenue

Other Local Revenue

Total Revenue

Expenses

Certificated Salaries

1100	Teachers' Salaries
1175	Teachers' Extra Duty/Stipends
1200	Pupil Support Salaries
1300	Administrators' Salaries

Classified Salaries

2100	Instructional Salaries
2200	Support Salaries
2300	Classified Administrators' Salaries
2400	Clerical and Office Staff Salaries

Benefits

3101	STRS
3301	OASDI
3311	Medicare
3401	Health and Welfare
3501	State Unemployment
3601	Workers' Compensation

Books and Supplies

4100	Textbooks and Core Materials
4200	Books and Reference Materials
4302	School Supplies
4305	Software
4310	Office Expense
4311	Business Meals
4400	Noncapitalized Equipment

		Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Year-End Accruals	Annual Forecast	Original Budget Total	Favorable / (Unfav.)
Revenues																ADA = 1766.29	
State Aid - Revenue Limit																	
	8011 LCFF State Aid	-	629,013	629,013	1,138,390	1,138,390	1,138,390	1,138,390	1,138,390	1,344,744	1,344,744	1,344,744	1,344,744	1,344,745	13,673,696	13,673,696	-
	8012 Education Protection Account	-	-	1,385,789	-	-	1,393,211	-	-	1,393,211	-	-	-	1,400,632	5,572,843	5,572,843	-
	8096 In Lieu of Property Taxes	-	-	-	201,911	201,911	201,911	201,911	201,911	572,946	286,473	286,473	286,473	286,473	2,728,393	2,728,393	-
		-	629,013	2,014,802	1,340,301	1,340,301	2,733,511	1,340,301	1,340,301	3,310,901	1,631,217	1,631,217	1,631,217	3,031,850	21,974,932	21,974,932	-
Federal Revenue																	
	8181 Special Education - Entitlement	-	-	-	18,381	18,381	18,381	18,381	18,381	25,776	25,776	25,776	25,776	25,776	220,787	220,787	-
	8290 Title I, Part A - Basic Low Income	-	-	-	-	-	182,968	-	-	-	-	-	-	60,989	243,957	243,957	-
	8291 Title II, Part A - Teacher Quality	-	-	-	-	-	30,554	-	-	-	-	-	-	10,185	40,739	40,739	-
	8290 Title IV, Part A	-	-	-	-	-	-	-	-	-	-	-	-	16,635	16,635	16,635	-
	8296 Other Federal Revenue	-	-	-	92,657	-	-	92,657	-	-	92,657	-	-	92,657	370,629	-	370,629
		-	-	-	111,039	18,381	231,903	111,039	18,381	25,776	118,433	25,776	25,776	206,242	892,747	522,118	370,629
Other State Revenue																	
	8311 State Special Education	71,268	71,268	128,283	130,493	130,493	130,493	130,493	130,493	128,825	128,825	128,825	128,825	128,825	1,567,409	1,567,409	-
	8550 Mandated Cost	-	-	-	-	-	58,156	-	-	-	-	-	-	-	58,156	57,694	462
	8560 State Lottery	-	-	-	-	-	-	101,710	-	-	101,710	-	-	236,386	439,807	418,611	21,196
	8599 Other State Revenue	-	-	-	7,948	7,948	7,948	7,948	7,948	7,948	7,948	7,948	7,948	16,780	88,315	88,315	-
		71,268	71,268	128,283	138,441	138,441	196,597	240,152	138,441	136,773	238,483	136,773	136,773	381,991	2,153,686	2,132,029	21,658
Other Local Revenue																	
		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue		71,268	700,281	2,143,085	1,589,781	1,497,124	3,162,012	1,691,491	1,497,124	3,473,450	1,988,134	1,793,766	1,793,766	3,620,084	25,021,365	24,629,078	392,287
Expenses																	
Certificated Salaries																	
	1100 Teachers' Salaries	467,005	739,733	502,866	521,224	521,224	521,224	521,224	521,224	521,224	521,224	521,224	521,224	625,469	7,026,093	6,637,727	(388,366)
	1175 Teachers' Extra Duty/Stipends	-	-	-	180	180	180	180	180	180	180	180	180	216	1,836	2,592	756
	1200 Pupil Support Salaries	50,758	41,592	42,866	53,722	53,722	53,722	53,722	53,722	53,722	53,722	53,722	53,722	64,466	683,180	511,279	(171,901)
	1300 Administrators' Salaries	91,590	59,424	57,993	72,865	72,865	72,865	72,865	72,865	72,865	72,865	72,865	72,865	87,437	952,225	844,143	(108,082)
		609,352	840,749	603,725	647,991	647,991	647,991	647,991	647,991	647,991	647,991	647,991	647,991	777,589	8,663,334	7,995,741	(667,593)
Classified Salaries																	
	2100 Instructional Salaries	1,077	1,746	1,218	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,504	16,822	16,404	(418)
	2200 Support Salaries	2,949	1,835	1,835	2,007	2,007	2,007	2,007	2,007	2,007	2,007	2,007	2,007	2,409	27,095	26,278	(817)
	2300 Classified Administrators' Salaries	14,003	8,924	9,172	9,182	9,182	9,182	9,182	9,182	9,182	9,182	9,182	9,182	11,018	125,751	122,969	(2,782)
	2400 Clerical and Office Staff Salaries	2,521	1,591	2,473	1,689	1,689	1,689	1,689	1,689	1,689	1,689	1,689	1,689	2,026	23,810	22,107	(1,703)
		20,551	14,097	14,698	14,131	14,131	14,131	14,131	14,131	14,131	14,131	14,131	14,131	16,957	193,478	187,758	(5,720)
Benefits																	
	3101 STRS	-	-	2,651	111,088	111,088	111,088	111,088	111,088	111,088	111,088	111,088	111,088	-	1,002,444	1,060,546	58,103
	3301 OASDI	4,193	2,793	2,952	768	768	768	768	768	768	768	768	768	-	16,849	8,084	(8,765)
	3311 Medicare	8,605	11,957	8,429	8,613	8,613	8,613	8,613	8,613	8,613	8,613	8,613	8,613	-	106,507	82,403	(24,104)
	3401 Health and Welfare	-	-	-	171,850	171,850	171,850	171,850	171,850	171,850	171,850	171,850	171,850	-	1,546,646	1,623,024	76,378
	3501 State Unemployment	517	662	700	11,449	11,449	11,449	57,245	45,796	22,898	11,449	11,449	11,449	-	196,512	216,731	20,219
	3601 Workers' Compensation	-	-	16,314	8,316	8,316	8,316	8,316	8,316	8,316	8,316	8,316	8,316	-	91,157	79,562	(11,595)
		13,315	15,411	31,046	312,083	312,083	312,083	357,880	346,430	323,532	312,083	312,083	312,083	-	2,960,114	3,070,351	110,236
Books and Supplies																	
	4100 Textbooks and Core Materials	-	-	1,037	10,208	10,208	10,208	10,208	10,208	10,208	10,208	10,208	10,208	-	92,912	122,500	29,588
	4200 Books and Reference Materials	-	-	-	261,830	261,830	261,830	261,830	261,830	261,830	261,830	261,830	261,830	-	2,356,470	2,618,300	261,830
	4302 School Supplies	-	7,802	2,423	136,401	136,401	136,401	136,401	136,401	136,401	136,401	136,401	136,401	-	1,237,836	1,237,836	-
	4305 Software	-	8,090	83,774	111,341	111,341	111,341	111,341	111,341	111,341	111,341	111,341	111,341	-	1,093,931	1,113,408	19,477
	4310 Office Expense	-	886	3,075	3,405	3,405	3,405	3,405	3,405	3,405	3,405	3,405	3,405	-	34,602	40,855	6,253
	4311 Business Meals	-	-	-	4,568	4,568	4,568	4,568	4,568	4,568	4,568	4,568	4,568	-	41,111	54,814	13,704
	4400 Noncapitalized Equipment	-	9,446	102,284	76,788	76,788	76,788	76,788	76,788	76,788	76,788	76,788	76,788	-	802,821	802,821	-

FY23-24 CalOps NorCal

Monthly Cash Flow/Forecast FY23-24

Revised 10/24/23

Actuals Through: 9/30/2023

ADA = 1766.29



Subagreement Services

5102	Special Education
5106	Other Educational Consultants
5107	Instructional Services

Operations and Housekeeping

5201	Auto and Travel
5300	Dues & Memberships
5400	Insurance
5501	Utilities
5502	Janitorial Services
5900	Communications
5901	Postage and Shipping

Facilities, Repairs and Other Leases

5601	Rent
5602	Additional Rent
5603	Equipment Leases
5610	Repairs and Maintenance

Professional/Consulting Services

5801	IT
5802	Audit & Taxes
5803	Legal
5804	Professional Development
5805	General Consulting
5807	Bank Charges
5809	Other taxes and fees
5811	Management Fee
5812	District Oversight Fee
5815	Public Relations/Recruitment

Depreciation

Interest

Total Expenses

Monthly Surplus (Deficit)

Cash Flow Adjustments

Monthly Surplus (Deficit)	(573,200)	(252,687)	1,180,246	(630,177)	(722,834)	928,123	(569,331)	(752,249)	1,227,269	(229,801)	(424,169)	(424,169)	2,772,733	1,529,753	754,261	775,492
Cash flows from operating activities																
Depreciation/Amortization	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Public Funding Receivables	-	(629,013)	629,013	-	-	-	-	-	-	-	-	-	(3,620,084)	(3,620,084)		
Grants and Contributions Rec.	-	3,221,974	274,440	-	-	-	-	-	-	-	-	-	-	3,496,414		
Due To/From Related Parties	1,034,982	1,103,337	882,645	-	-	-	-	-	-	-	-	-	-	3,020,963		
Prepaid Expenses	-	(464)	464	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Assets	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Accounts Payable	-	14,967	(1,060,623)	-	-	-	-	-	-	-	-	-	847,351	(198,306)		
Accrued Expenses	-	(681,258)	1,045,077	-	-	-	-	-	-	-	-	-	-	363,819		
Other Liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cash flows from investing activities																
Purchases of Prop. And Equip.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Notes Receivable	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cash flows from financing activities																
Proceeds from Factoring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Year-End Accruals	Annual Forecast	Original Budget Total	Favorable / (Unfav.)	
-	26,225	192,592	604,541	604,541	604,541	604,541	604,541	604,541	604,541	604,541	604,541	-	5,659,682	5,990,534	330,852	
Subagreement Services																
5102	Special Education	-	10,419	42,795	175,770	175,770	175,770	175,770	175,770	175,770	175,770	-	1,635,144	1,757,700	122,556	
5106	Other Educational Consultants	-	492	-	169,287	169,287	169,287	169,287	169,287	169,287	169,287	-	1,524,074	1,524,074	-	
5107	Instructional Services	-	-	-	18,147	18,147	18,147	18,147	18,147	18,147	18,147	-	163,320	217,760	54,440	
-	10,911	42,795	363,204	363,204	363,204	363,204	363,204	363,204	363,204	363,204	363,204	-	3,322,539	3,499,534	176,996	
Operations and Housekeeping																
5201	Auto and Travel	-	-	-	7,600	7,600	7,600	7,600	7,600	7,600	7,600	-	68,400	91,200	22,800	
5300	Dues & Memberships	-	5,104	1,654	3,042	3,042	3,042	3,042	3,042	3,042	3,042	-	34,133	36,500	2,367	
5400	Insurance	-	-	2,453	217	217	217	217	217	217	217	-	4,403	2,600	(1,803)	
5501	Utilities	-	482	295	-	-	-	-	-	-	-	-	777	-	(777)	
5502	Janitorial Services	-	850	-	1,367	1,367	1,367	1,367	1,367	1,367	1,367	-	13,150	16,400	3,250	
5900	Communications	-	-	626	20,119	20,119	20,119	20,119	20,119	20,119	20,119	-	181,692	241,422	59,730	
5901	Postage and Shipping	-	-	-	690	690	690	690	690	690	690	-	6,209	8,278	2,070	
-	6,436	5,028	33,033	33,033	33,033	33,033	33,033	33,033	33,033	33,033	33,033	-	308,764	396,400	87,636	
Facilities, Repairs and Other Leases																
5601	Rent	-	-	-	10,542	10,542	10,542	10,542	10,542	10,542	10,542	-	94,875	126,500	31,625	
5602	Additional Rent	-	-	1,454	467	467	467	467	467	467	467	-	5,655	5,602	(53)	
5603	Equipment Leases	-	-	-	511	511	511	511	511	511	511	-	4,598	6,130	1,533	
5610	Repairs and Maintenance	-	3,400	-	1,319	1,319	1,319	1,319	1,319	1,319	1,319	-	15,267	15,823	556	
-	3,400	1,454	12,838	12,838	12,838	12,838	12,838	12,838	12,838	12,838	12,838	-	120,395	154,055	33,660	
Professional/Consulting Services																
5801	IT	-	1,547	-	28,107	28,107	28,107	28,107	28,107	28,107	28,107	-	254,507	337,280	82,773	
5802	Audit & Taxes	-	-	102	4,932	4,932	4,932	-	-	-	-	-	14,897	14,795	(102)	
5803	Legal	-	1,098	13,055	7,038	7,038	7,038	7,038	7,038	7,038	7,038	-	77,499	84,461	6,962	
5804	Professional Development	-	-	9,148	19,528	19,528	19,528	19,528	19,528	19,528	19,528	-	184,899	234,335	49,436	
5805	General Consulting	-	17	6,737	123,090	123,090	123,090	123,090	123,090	123,090	123,090	-	1,114,568	1,230,905	116,337	
5807	Bank Charges	210	192	28	417	417	417	417	417	417	417	-	4,179	5,000	821	
5809	Other taxes and fees	-	58	129	8,943	8,943	8,943	8,943	8,943	8,943	8,943	-	80,677	107,319	26,642	
5811	Management Fee	-	19,800	9,900	9,900	9,900	9,900	9,900	9,900	9,900	9,900	-	118,800	118,800	0	
5812	District Oversight Fee	-	-	-	13,403	13,403	27,335	13,403	13,403	33,109	16,312	56,757	219,749	219,749	-	
5815	Public Relations/Recruitment	-	11,988	10,692	18,983	18,983	18,983	18,983	18,983	18,983	18,983	-	193,531	227,801	34,270	
1,250	35,740	71,501	232,137	232,137	246,069	227,206	227,206	246,912	230,115	230,115	230,115	52,805	2,263,305	2,580,445	317,140	
Depreciation																
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Interest																
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Total Expenses			644,468	952,968	962,839	2,219,958	2,219,958	2,233,890	2,260,822	2,249,373	2,246,181	2,217,935	2,217,935	2,217,935	23,874,817	383,206
Monthly Surplus (Deficit)			(573,200)	(252,687)	1,180,246	(630,177)	(722,834)	928,123	(569,331)	(752,249)	1,227,269	(229,801)	(424,169)	(424,169)	754,261	775,492
Cash Flow Adjustments																
Monthly Surplus (Deficit)			(573,200)	(252,687)	1,180,246	(630,177)	(722,834)	928,123	(569,331)	(752,249)	1,227,269	(229,801)	(424,169)	(424,169)	754,261	775,492
Cash flows from operating activities																
Depreciation/Amortization			-	-	-	-	-	-	-	-	-	-	-	-	-	-
Public Funding Receivables			-	(629,013)	629,013	-	-	-	-	-	-	-	-	(3,620,084)	(3,620,084)	
Grants and Contributions Rec.			-	3,221,974	274,440	-	-	-	-	-	-	-	-	3,496,414		
Due To/From Related Parties			1,034,982	1,103,337	882,645	-	-	-	-	-	-	-	-	3,020,963		
Prepaid Expenses			-	(464)	464	-	-	-	-	-	-	-	-	-	-	-
Other Assets			-	-	-	-	-	-	-	-	-	-	-	-	-	-
Accounts Payable			-	14,967	(1,060,623)	-	-	-	-	-	-	-	-	847,351	(198,306)	
Accrued Expenses			-	(681,258)	1,045,077	-	-	-	-	-	-	-	-	363,819		
Other Liabilities			-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cash flows from investing activities																
Purchases of Prop. And Equip.			-	-	-	-	-	-	-	-	-	-	-	-	-	-
Notes Receivable			-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cash flows from financing activities																
Proceeds from Factoring			-	-	-	-	-	-	-	-	-	-	-	-	-	-

FY23-24 CalOps NorCal  
Monthly Cash Flow/Forecast FY23-24

Revised 10/24/23

Actuals Through: 9/30/2023

ADA = 1766.29



Payments on Factoring  
Proceeds(Payments) on Debt

Total Change in Cash

Cash, Beginning of Month

Cash, End of Month

Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Year-End Accruals	Annual Forecast	Original Budget Total	Favorable / (Unfav.)
-	-	-	-	-	-	-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-	-	-	-	-	-	-		
461,782	2,776,856	2,951,261	(630,177)	(722,834)	928,123	(569,331)	(752,249)	1,227,269	(229,801)	(424,169)	(424,169)				
9,004,649	9,466,431	12,243,287	15,194,548	14,564,371	13,841,537	14,769,660	14,200,329	13,448,079	14,675,348	14,445,547	14,021,378				
9,466,431	12,243,287	15,194,548	14,564,371	13,841,537	14,769,660	14,200,329	13,448,079	14,675,348	14,445,547	14,021,378	13,597,209				

# *California Online Public Schools*

## **Financial Package** **September 30, 2023**

*Presented by:*





## California Online Public Schools Northern California

### Budget vs Actual

For the period ended September 30, 2023

	Current Period Actual	Current Period Budget	Current Period Variance	Current Year Actual	YTD Budget	YTD Budget Variance	Total Budget
<b>Revenues</b>							
State Aid - Revenue Limit							
LCFF State Aid	\$ 629,013	\$ 632,439	\$ (3,426)	\$ 1,258,026	\$ 1,264,878	\$ (6,852)	\$ 13,673,696
Education Protection Account	1,385,789	1,393,211	(7,422)	1,385,789	1,393,211	(7,422)	5,572,843
In Lieu of Property Taxes	-	302,866	(302,866)	-	454,299	(454,299)	2,728,393
Total State Aid - Revenue Limit	2,014,802	2,328,516	(313,714)	2,643,815	3,112,388	(468,573)	21,974,932
Federal Revenue							
Special Education - Entitlement	-	10,212	(10,212)	-	20,424	(20,424)	220,787
Title I, Part A - Basic Low Income	-	60,989	(60,989)	-	60,989	(60,989)	260,592
Title II, Part A - Teacher Quality	-	10,185	(10,185)	-	10,185	(10,185)	40,739
Total Federal Revenue	-	81,386	(81,386)	-	91,598	(91,598)	522,118
Other State Revenue							
State Special Education	128,283	72,496	55,787	270,819	144,992	125,827	1,567,409
Mandated Cost	-	-	-	-	-	-	57,694
State Lottery	-	-	-	-	-	-	418,612
Other State Revenue	-	4,416	(4,416)	-	8,831	(8,831)	88,315
Total Other State Revenue	128,283	76,912	51,371	270,819	153,824	116,995	2,132,029
<b>Total Revenues</b>	<b>2,143,085</b>	<b>2,486,814</b>	<b>(343,729)</b>	<b>2,914,634</b>	<b>3,357,809</b>	<b>(443,175)</b>	<b>24,629,078</b>
<b>Expenses</b>							
Certificated Salaries							
Teachers' Salaries	502,866	460,953	(41,913)	1,709,604	1,382,860	(326,745)	6,637,727
Teachers' Extra Duty/Stipends	-	180	180	-	540	540	2,592
Pupil Support Salaries	42,866	35,506	(7,360)	135,216	106,517	(28,699)	511,279
Administrators' Salaries	57,993	58,621	628	209,006	175,863	(33,143)	844,143
Total Certificated Salaries	603,725	555,260	(48,465)	2,053,826	1,665,779	(388,047)	7,995,741
Classified Salaries							
Instructional Salaries	1,218	1,139	(78)	4,041	3,418	(624)	16,404
Support Salaries	1,835	1,825	(11)	6,620	5,475	(1,146)	26,278
Supervisors' and Administrators' Salaries	9,172	8,540	(632)	32,099	25,619	(6,480)	122,969
Clerical and Office Staff Salaries	2,473	1,535	(938)	6,585	4,606	(1,979)	22,107
Total Classified Salaries	14,698	13,039	(1,659)	49,345	39,116	(10,229)	187,758
Benefits							
State Teachers' Retirement System, certificated positions	2,651	88,379	85,728	2,651	265,137	262,486	1,060,546
OASDI/Medicare/Alternative, certificated positions	2,952	674	(2,279)	9,938	2,021	(7,917)	8,084
Medicare/Alternative, certificated positions	8,429	6,867	(1,562)	28,991	20,601	(8,390)	82,403
Health and Welfare Benefits, certificated positions	-	135,252	135,252	-	405,756	405,756	1,623,024
State Unemployment Insurance, certificated positions	700	10,837	10,137	1,878	32,510	30,632	216,731
Workers' Compensation Insurance, certificated positions	16,314	6,630	(9,684)	16,314	19,890	3,576	79,562
Total Benefits	31,046	248,638	217,592	59,772	745,915	686,142	3,070,351
Books & Supplies							
Textbooks and Core Materials	1,037	10,208	9,172	1,037	30,625	29,588	122,500
Books and Reference Materials	-	218,192	218,192	-	654,575	654,575	2,618,300
School Supplies	2,423	103,153	100,730	10,225	309,459	299,234	1,237,836
Software	83,774	92,784	9,010	91,863	278,352	186,489	1,113,408
Office Expense	3,075	3,405	330	3,961	10,214	6,253	40,855
Business Meals	-	4,568	4,568	-	13,703	13,703	54,814
Noncapitalized Equipment	102,284	66,902	(35,382)	111,730	200,705	88,975	802,821
Total Books & Supplies	192,592	499,211	306,619	218,817	1,497,633	1,278,816	5,990,534
Subagreement Services							
Special Education	42,795	146,475	103,680	53,214	439,425	386,211	1,757,700
Other Educational Consultants	-	127,006	127,006	492	381,019	380,527	1,524,074
Instructional Services	-	18,147	18,147	-	54,440	54,440	217,760
Total Subagreement Services	42,795	291,628	248,833	53,706	874,884	821,177	3,499,534
Operations & Housekeeping							
Auto and Travel	-	7,600	7,600	-	22,800	22,800	91,200
Dues & Memberships	1,654	3,042	1,388	6,758	9,125	2,367	36,500
Insurance	2,453	217	(2,236)	2,453	650	(1,803)	2,600
Utilities	295	-	(295)	777	-	(777)	-
Janitorial Services	-	1,367	1,367	850	4,100	3,250	16,400
Communications	626	20,119	19,493	626	60,356	59,730	241,422
Postage and Shipping	-	690	690	-	2,069	2,069	8,278
Total Operations & Housekeeping	5,028	33,033	28,005	11,464	99,100	87,636	396,400
Facilities, Repairs & Other Leases							
Rent	-	10,542	10,542	-	31,625	31,625	126,500
Additional Rent	1,454	467	(987)	1,454	1,400	(53)	5,602

California Online Public Schools Northern California

Budget vs Actual

For the period ended September 30, 2023

	Current Period Actual	Current Period Budget	Current Period Variance	Current Year Actual	YTD Budget	YTD Budget Variance	Total Budget
Equipment Leases	-	511	511	-	1,532	1,532	6,130
Repairs and Maintenance	-	1,319	1,319	3,400	3,956	556	15,823
Total Facilities, Repairs & Other Leases	1,454	12,838	11,384	4,854	38,514	33,660	154,055
Professional/Consulting Services							
IT	-	28,107	28,107	1,547	84,320	82,773	337,280
Audit & Taxes	102	-	(102)	102	-	(102)	14,795
Legal	13,055	7,038	(6,017)	14,153	21,115	6,962	84,461
Professional Development	9,148	19,528	10,380	9,148	58,584	49,436	234,335
General Consulting	6,737	102,575	95,838	6,754	307,726	300,972	1,230,905
Special Activities/Field Trips	19,839	-	(19,839)	19,839	-	(19,839)	-
Bank Charges	28	417	389	429	1,250	821	5,000
Other Taxes and Fees	129	8,943	8,814	188	26,830	26,642	107,319
Management Fee	9,900	9,900	0	29,700	29,700	0	118,800
District Oversight Fee	-	23,285	23,285	-	31,124	31,124	219,749
SPED Encroachment	1,872	-	(1,872)	3,952	-	(3,952)	-
Public Relations/Recruitment	10,692	18,983	8,291	22,680	56,950	34,270	227,801
Total Professional/Consulting Services	71,501	218,777	147,276	108,490	617,599	509,109	2,580,445
Total Expenses	962,839	1,872,424	909,584	2,560,275	5,578,540	3,018,265	23,874,817
Change in Net Assets	1,180,246	614,390	565,856	354,359	(2,220,731)	2,575,090	754,261
Net Assets, Beginning of Period	5,307,354			6,133,241			
Net Assets, End of Period	\$ 6,487,600			\$ 6,487,600			

## California Online Public Schools

### Statement of Financial Position

September 30, 2023

	California Online Public Schools Southern California	California Online Public Schools Academy Central Valley	California Online Public Schools Northern California	California Online Public Schools Academy North Bay	California Online Public Schools Monterey Bay	California Online Public Schools Central Coast	Combined
<b>Assets</b>							
<b>Current Assets</b>							
Cash & Cash Equivalents	\$ 27,885,464	\$ 7,018,048	\$ 15,194,548	\$ 1,597,913	\$ 2,798,591	\$ 1,447,106	\$ 55,941,670
Accounts Receivable	(11,701,115)	(1,006,492)	3,795,557	203,861	(344,508)	(169,628)	(9,222,326)
Public Funding Receivables	-	-	-	-	-	32,202	32,202
Due To/From Related Parties	13,325,530	(1,949,737)	(8,609,148)	(444,172)	(1,426,702)	(895,771)	0
Prepaid Expenses	289,961	8,290	19,615	1,501	117	-	319,484
<b>Total Current Assets</b>	<b>29,799,840</b>	<b>4,070,109</b>	<b>10,400,572</b>	<b>1,359,103</b>	<b>1,027,498</b>	<b>413,909</b>	<b>47,071,030</b>
				1,359,103			
<b>Long-Term Assets</b>							
Property & Equipment, Net	21,500	-	144,783	-	-	-	166,283
Deposits	20,287	100	-	-	-	-	20,387
<b>Total Long Term Assets</b>	<b>41,788</b>	<b>100</b>	<b>144,783</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>186,671</b>
<b>Total Assets</b>	<b>\$ 29,841,628</b>	<b>\$ 4,070,209</b>	<b>\$ 10,545,355</b>	<b>\$ 1,359,103</b>	<b>\$ 1,027,498</b>	<b>\$ 413,909</b>	<b>\$ 47,257,701</b>
<b>Liabilities</b>							
<b>Current Liabilities</b>							
Accrued Liabilities	5,487,132	(438,891)	1,447,698	226,839	422,265	105,850	7,250,894
Deferred Revenue	8,702,169	1,411,900	2,601,399	338,673	547,313	187,176	13,788,629
Deferred Rent, Current Portion	25,606	3,517	8,658	1,245	2,327	487	41,840
<b>Total Current Liabilities</b>	<b>14,214,907</b>	<b>976,526</b>	<b>4,057,755</b>	<b>566,757</b>	<b>971,905</b>	<b>293,512</b>	<b>21,081,363</b>
<b>Long-Term Liabilities</b>							
<b>Total Liabilities</b>	<b>14,214,907</b>	<b>976,526</b>	<b>4,057,755</b>	<b>566,757</b>	<b>971,905</b>	<b>293,512</b>	<b>21,081,363</b>
<b>Total Net Assets</b>	<b>15,626,721</b>	<b>3,093,683</b>	<b>6,487,600</b>	<b>792,346</b>	<b>55,592</b>	<b>120,396</b>	<b>26,176,338</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 29,841,628</b>	<b>\$ 4,070,209</b>	<b>\$ 10,545,355</b>	<b>\$ 1,359,103</b>	<b>\$ 1,027,498</b>	<b>\$ 413,909</b>	<b>\$ 47,257,701</b>

California Online Public Schools

Statement of Cash Flows

For the period ended September 30, 2023

	California Online Public Schools Southern California	California Online Public Schools Academy Central Valley	California Online Public Schools Northern California	California Online Public Schools Academy North Bay	California Online Public Schools Monterey Bay	California Online Public Schools Central Coast	Month Ended 09/30/23
<b>Cash Flows from Operating Activities</b>							
Change in Net Assets	\$ 704,289	\$ (2,957)	\$ 1,180,246	\$ 37,217	\$ (65,838)	\$ (12,416)	\$ 1,840,540
Adjustments to reconcile change in net assets to net cash flows from operating activities:							
Depreciation	-	-	629,013	58,041	-	(32,202)	654,852
Decrease/(Increase) in Operating Assets:							
Public Funding Receivables	542	-	-	-	-	-	542
Grants, Contributions & Pledges Receivable	5,658,756	61,552	274,440	47,925	7,617	1,829	6,052,119
Due from Related Parties	(2,283,052)	322,754	882,645	69,453	955,089	53,111	-
Prepaid Expenses	-	159	464	-	-	-	623
Accounts Payable	(2,391,184)	(381,802)	(1,060,623)	(161,639)	(212,504)	(50,030)	(4,257,783)
Accrued Expenses	2,510,256	301,472	1,045,077	161,431	210,614	48,681	4,277,531
<b>Total Cash Flows from Operating Activities</b>	<b>4,199,606</b>	<b>301,178</b>	<b>2,951,261</b>	<b>212,427</b>	<b>894,978</b>	<b>8,973</b>	<b>8,568,423</b>
Change in Cash & Cash Equivalents	4,199,606	301,178	2,951,261	212,427	894,978	8,973	8,568,423
Cash & Cash Equivalents, Beginning of Period	23,685,858	6,716,870	12,243,287	1,385,485	1,903,613	1,438,133	47,373,247
<b>Cash and Cash Equivalents, End of Period</b>	<b>\$ 27,885,464</b>	<b>\$ 7,018,048</b>	<b>\$ 15,194,548</b>	<b>\$ 1,597,913</b>	<b>\$ 2,798,591</b>	<b>\$ 1,447,106</b>	<b>\$ 55,941,670</b>

California Online Public Schools Northern California

Check Register

For the period ended September 30, 2023

Check Number	Vendor Name	Transaction Description	Check Date	Check Amount
60017	Law Offices of Sheila C Bayne Esq.	Legal Fees - 04/23 - 08/23	9/1/2023	\$ 14,000.00
60018	Netrix	Professional Svcs - 3 Years	9/1/2023	1,546.66
60019	WASC - Accrediting Commission for Schools	Membership Fee - Annual 2023 - 2024	9/8/2023	1,190.00
60020	Effectual Educational Consulting Services	SpEd Svcs - 05/23	9/8/2023	24,883.70
60021	Alhambra	Drinking Water - 08/23	9/15/2023	86.43
60022	El Paseo Childrens Center Inc.	SpEd Svcs - 06/23 - 07/23	9/15/2023	4,625.00
60023	Oxford Consulting Services Inc.	SpEd Svcs - 07/23	9/15/2023	1,835.00
60024	Pearson Virtual Schools USA	SpEd Svcs - 08/23	9/15/2023	350.00
60025	Sean and Annette Tisdale	SpEd Svcs - 07/23	9/15/2023	2,105.00
60026	Charter Communications	Communication Svcs - 09/01/23 - 09/30/23	9/22/2023	199.97
60027	Corodata Shredding Inc.	Shredding Svcs - 08/08/23	9/22/2023	39.00
60028	Effectual Educational Consulting Services	SpEd Svcs - 06/23 - 07/23	9/22/2023	2,200.00
60029	Sean and Annette Tisdale	Reimb - SpEd Svcs - 12/22 - 06/23	9/22/2023	867.50
60030	The Balloon Man	Balloons	9/22/2023	1,054.88
60031	Alameda County Fair Association	Student Special Event - 10/11/23	9/29/2023	13,646.00
60032	Alvin Medina	Photography Svcs - Fall Festival Senior Portraits	9/29/2023	500.00
60033	Law Offices of Young, Minney & Corr LLP	Legal Svcs - 08/23	9/29/2023	12,010.50
60034	The Fun and Game Experts	Student Special Event - 10/11/23	9/29/2023	6,192.50
60035	The Phillips Academy	SpEd Svcs - 08/23	9/29/2023	5,750.43
ACH	Modesto Irrigation District	Utilities - 6/13/23-7/13/23	9/8/2023	<u>295.23</u>
Total Disbursements Issued in September				<u>\$ 93,377.80</u>

California Online Public Schools Northern California

Accounts Payable Aging

September 30, 2023

Vendor Name	Invoice/Credit Number	Invoice Date	Date Due	Current	1 - 30 Days Past Due	31 - 60 Days Past Due	61 - 90 Days Past Due	Over 90 Days Past Due	Total
				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Outstanding Invoices				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -



# California Online Public Schools – Monterey Bay

Monthly Financial Presentation – September 2023

# Highlights

- Enrollment forecasted at 471 students
- Attendance forecasted at 462 (98%)
- Revenue forecasted at \$6.3M; in line with budget
- Expenses forecasted at \$5.9M; in line with budget
- **Surplus forecasted at \$380K** with an ending fund balance forecasted at \$600K
- September cash balance is at \$2.8M
- Cash projected at \$3M by fiscal year end

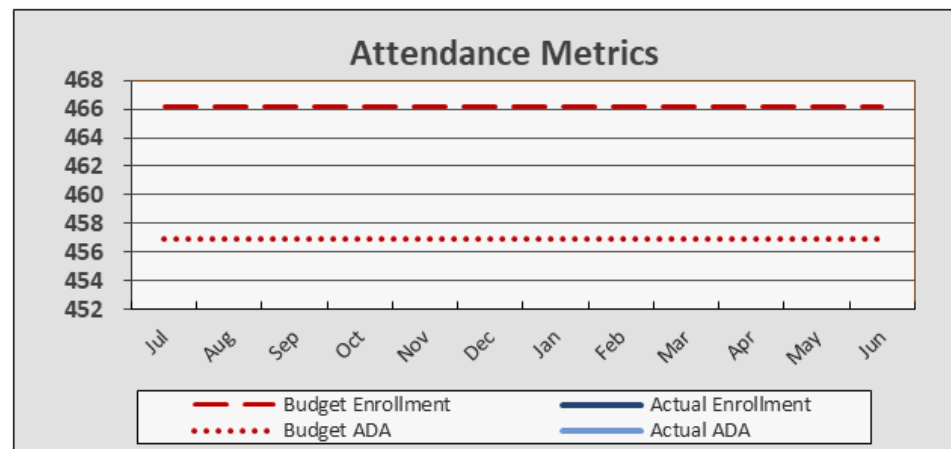




# Attendance Data and Metrics

- Enrollment forecasted at 471 students; *tracking well*
- ADA forecasted at 462; *actual attendance to be reported next month*
- Unduplicated rate of 37%

<b>Enrollment &amp; Per Pupil Data</b>			
	<b><u>Actual</u></b>	<b><u>Forecast</u></b>	<b><u>Budget</u></b>
Average Enrollment	n/a	471	471
ADA	n/a	462	462
Attendance Rate	n/a	98.0%	98.0%
Unduplicated %	37.1%	37.1%	37.1%
Revenue per ADA		\$13,657	\$13,576
Expenses per ADA		\$12,829	\$12,971



# Revenue

- FY24 annual revenues forecasted at \$6.3M:
  - No significant variance in plan since budget inception
  - Updated ADA will impact majority of revenues (+/-)

## Revenue

Year-to-Date		
Actual	Budget	Fav/(Unf)
State Aid-Rev Limit	\$ 284,652	\$ 788,327
Federal Revenue	-	5,728
Other State Revenue	74,587	42,971
Other Local Revenue	659	-
<b>Total Revenue</b>	<b>\$ 359,898</b>	<b>\$ 837,026</b>

Annual/Full Year		
Forecast	Budget	Fav/(Unf)
\$ 5,652,685	\$ 5,652,685	\$ -
88,711	57,727	30,984
564,754	559,089	5,665
659	-	659
<b>\$ 6,306,809</b>	<b>\$ 6,269,501</b>	<b>\$ 37,308</b>

# Expenses



- FY24 annual expenses forecasted at \$6M
- No significant variances in plan since budget inception
- Increase in salaries driven by raises and additional positions added

	Year-to-Date			Annual/Full Year		
	Actual	Budget	Fav/(Unf)	Forecast	Budget	Fav/(Unf)
<b>Expenses</b>						
Certificated Salaries	\$ 541,982	\$ 439,581	\$ (102,401)	\$ 2,279,402	\$ 2,109,987	\$ (169,415)
Classified Salaries	13,022	10,322	(2,699)	54,656	49,547	(5,109)
Benefits	15,074	225,815	210,741	920,316	953,016	32,701
Books and Supplies	57,165	320,754	263,589	1,191,309	1,283,017	91,709
Subagreement Services	11,908	214,717	202,809	830,337	858,869	28,532
Operations	3,231	24,025	20,794	83,532	96,100	12,568
Facilities	384	8,975	8,591	27,309	35,900	8,591
Professional Services	19,326	143,668	124,342	537,541	603,580	66,039
Depreciation	-	-	-	-	-	-
Interest	-	-	-	-	-	-
<b>Total Expenses</b>	<b>\$ 662,092</b>	<b>\$ 1,387,857</b>	<b>\$ 725,765</b>	<b>\$ 5,924,400</b>	<b>\$ 5,990,017</b>	<b>\$ 65,616</b>

# Fund Balance

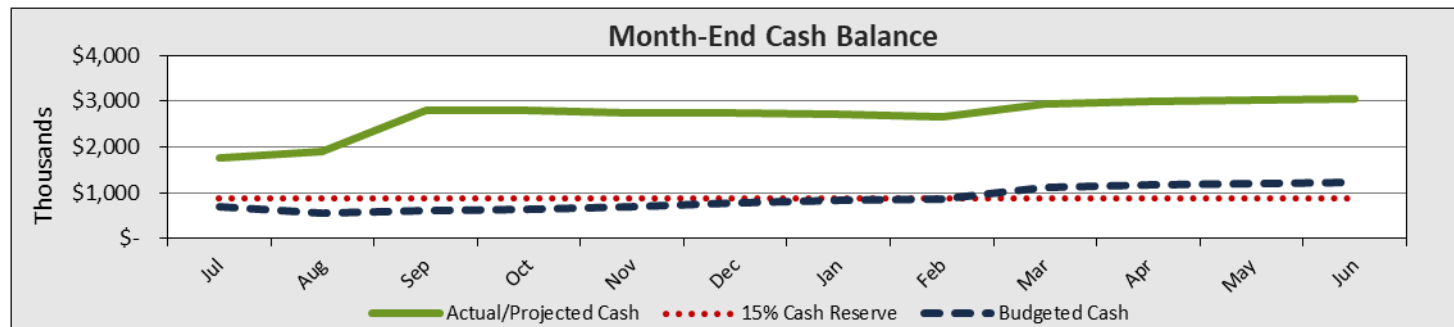
- Annual surplus forecasted at \$380K
- Ending fund balance forecasted at \$613K (*10% of total expenses*)

	Year-to-Date			Annual/Full Year		
	Actual	Budget	Fav/(Unf)	Forecast	Budget	Fav/(Unf)
Total Surplus(Deficit)	\$ (302,194)	\$ (550,831)	\$ 248,638	\$ 382,409	\$ 279,484	\$ 102,924
Beginning Fund Balance	<u>230,726</u>	<u>230,726</u>		<u>230,726</u>	<u>230,726</u>	
Ending Fund Balance	<u>\$ (71,468)</u>	<u>\$ (320,105)</u>		<u>\$ 613,135</u>	<u>\$ 510,210</u>	
<i>As a % of Annual Expenses</i>	-1.2%	-5.3%		10.3%	8.5%	

# Cash Balance



- **Current cash balance of \$2.8M (170 days)**
- **Cash projected at \$3M by fiscal year end**



# Compliance Reporting

Area	Due Date	Description	Completed By	Board Must Approve	Signature Required	Additional Information
DATA TEAM	Oct-04	<b>California Basic Educational Data System (CBEDS) Information Day</b> - The first Wed in Oct is CBEDS Information Day, used to collect information on student and staff demographics. Schools must complete the School Information Form (SIF). The SIF is used to report the count of classified staff, kindergarten program type, educational calendars, work visa applications, multilingual instructional programs, and languages of instruction. Data is due to CDE on <b>October 31th</b> .	CalOps	No	No	<a href="http://www.cde.ca.gov/ds/dc/cb/">http://www.cde.ca.gov/ds/dc/cb/</a>
FINANCE	Oct-13	<b>Federal Stimulus Reporting</b> - Local educational agencies (LEAs) are required to report to the California Department of Education (CDE) on funds received through the CARES Act, the CRRSA Act, and the ARP, including ESSER I, GEER I, ESSER II, ESSER III and ELO-G. Reporting for the preceding quarter (July 1 - Sep 30).	Charter Impact	No	No	<a href="https://www.cde.ca.gov/fg/cr/reporting.asp">https://www.cde.ca.gov/fg/cr/reporting.asp</a>
FINANCE	Oct-20	<b>ADA Report #1</b> - EDCOE SELPA requires the reporting of Enrollment/ADA 3 times a year for their planning and to better assist their charter members.	Charter Impact	No	No	<a href="http://charterselpa.org/fiscal/">http://charterselpa.org/fiscal/</a>
DATA TEAM	Oct-31	<b>CBEDS-ORA</b> - Collection of FTE of classified staff, estimated teacher hires, Kindergarten program types, H-1B work visa application, education calendar, multilingual instructional programs, languages of instruction and district of choice transfer requests and transportation data.	CalOps	No	No	<a href="https://www.cde.ca.gov/ds/dc/cb/">https://www.cde.ca.gov/ds/dc/cb/</a>
FINANCE	Oct-31	<b>Federal Cash Management - Period 2</b> - Charter schools that are awarded a grant under any of these programs: <b>Title I, Part A; Title I, Part D, Subpart 2; Title II, Part A; Title III LEP; and Title III Immigrant programs</b> must submit the CMDC report for a particular quarter in order to receive an apportionment for that quarter; CDE will apportion funds to LEAs whose cash balance is below a certain threshold.	Charter Impact	No	No	<a href="http://www.cde.ca.gov/fg/aa/cm/">http://www.cde.ca.gov/fg/aa/cm/</a>
DATA TEAM	Oct-31	<b>Complete 20-Day Attendance Report</b> - Charter schools in their first year of operation that begin instruction by September 30th, and continuing charter schools that are expanding by adding one or more grade levels, may apply for a special advance on their funding for LCFF State Aid and EPA State Aid. The special advance is based on actual ADA and pupil demographic data for the first 20 days of student instruction.	CalOps	No	Yes	<a href="https://www.cde.ca.gov/fg/aa/pa/csfunding.asp?tabsection=2">https://www.cde.ca.gov/fg/aa/pa/csfunding.asp?tabsection=2</a>
FINANCE	Oct-31	<b>Reporting Interest Earned on Federal Funds</b> CDE federal program grantees are required to report and remit interest earned on advances to the CDE at least quarterly. Although grantees are allowed to keep interest amounts up to \$500 per year for administrative purposes, the \$500 is in total for all federal programs, not for each federal program.	Charter Impact with CalOps support	No	No	<a href="https://www.cde.ca.gov/fg/ac/co/intfedfunds-calculating.asp">https://www.cde.ca.gov/fg/ac/co/intfedfunds-calculating.asp</a>
DATA TEAM	Oct-31	<b>Collect Alternative Income Forms from Families</b> Alternative income forms can be used in place of, or in conjunction with, federal meal applications to determine students whose household income meets FRPM eligibility levels. Determination is required to calculate UPC (Unduplicated Pupil Count) for Supplemental and Concentration funding, as well as other state grants.	CalOps	No	No	<a href="https://www.cde.ca.gov/fg/aa/pa/altincomeforms.asp">https://www.cde.ca.gov/fg/aa/pa/altincomeforms.asp</a>
FINANCE	Nov-15	<b>Review and/or Update Non-Profit IRS Form 990 Policies</b> - although not required, it is recommended to review these policies annually. The IRS Form 990 is the annual information return filed by most non-profit charter schools. The IRS Form 990 includes a Governance, Management and Disclosure section. Charter Schools are required to disclose the following policies: Conflict of Interest Policy, Whistleblower Policy, Document Retention and Destruction Policy, Expense Reimbursement Policy, Gift Receiving Policy, and Compensation Approval Policy. A Form 990 must be filed by the 15th day of the 5th month after the close of the NPO's fiscal year. <b>Most schools extend this deadline to the following May 15th.</b>	CalOps	Yes	No	<a href="http://www.publiccounsel.org/useful_materials?id=0025">http://www.publiccounsel.org/useful_materials?id=0025</a>
FINANCE	Nov-30	<b>Universal PreKindergarten (UPK) Planning and Implementation Program Reports</b> - The CDE is collecting answers to the updated 2022-23 UPK Planning and Implementation Grant questions found in the updated LEA Template. These surveys must be completed by November 30, 2023.	CalOps	No	No	<a href="https://surveys3.cde.ca.gov/go/upk-program-pa2-lea.asp">https://surveys3.cde.ca.gov/go/upk-program-pa2-lea.asp</a>
FINANCE	Set by Authorizer (by Dec 13)	<b>1st Interim Financial Report</b> - Local educational agencies (LEAs) are required to file two reports during a fiscal year (interim reports) on the status of the LEA's financial health. The first interim report for the period ending October 31 is due by the date set by the charter authorizer (no later than December 15th).	Charter Impact	Yes	Yes	<a href="https://www.cde.ca.gov/fg/fi/ir/interimstatus.asp">https://www.cde.ca.gov/fg/fi/ir/interimstatus.asp</a>

# Appendix

- Monthly Cash Flow / Forecast 23/24
- Budget vs. Actual
- Statement of Financial Position
- Statement of Cash Flows
- Monthly Check Register
- AP Aging

FY23-24 CalOps Monterey Bay

Monthly Cash Flow/Budget FY23-24

Revised 10/24/23

Actuals Through: 9/30/2023

ADA = 461.82



		Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Year-End Accruals	Annual Forecast	Original Budget Total	Favorable / (Unfav.)
Revenues																ADA = 461.82	
State Aid - Revenue Limit																	
8011	LCFF State Aid	-	142,326	142,326	256,284	256,284	256,284	256,284	256,284	260,786	260,786	260,786	260,786	260,787	2,870,004	2,870,004	-
8012	Education Protection Account	-	-	-	23,091	-	23,091	-	-	23,091	-	-	-	23,091	92,363	92,363	-
8096	In Lieu of Property Taxes	-	-	-	213,545	213,545	213,545	213,545	213,545	540,864	270,432	270,432	270,432	270,432	2,690,318	2,690,318	-
		-	142,326	142,326	492,920	469,829	492,920	469,829	469,829	824,741	531,218	531,218	531,218	554,310	5,652,685	5,652,685	-
Federal Revenue																	
8181	Special Education - Entitlement	-	-	-	5,155	5,155	5,155	5,155	5,155	6,391	6,391	6,391	6,391	6,391	57,727	57,727	-
8296	Other Federal Revenue	-	-	-	7,746	-	-	7,746	-	-	7,746	-	-	7,746	30,984	-	30,984
		-	-	-	12,901	5,155	5,155	12,901	5,155	6,391	14,137	6,391	6,391	14,137	88,711	57,727	30,984
Other State Revenue																	
8311	State Special Education	19,628	19,628	35,331	36,595	36,595	36,595	36,595	36,595	30,450	30,450	30,450	30,450	30,450	409,815	409,815	-
8550	Mandated Cost	-	-	-	-	-	16,856	-	-	-	-	-	-	-	16,856	16,733	123
8560	State Lottery	-	-	-	-	-	-	28,524	-	-	28,524	-	-	57,945	114,992	109,450	5,542
8599	Other State Revenue	-	-	-	2,078	2,078	2,078	2,078	2,078	2,078	2,078	2,078	2,078	4,387	23,091	23,091	-
		19,628	19,628	35,331	38,674	38,674	55,530	67,197	38,674	32,528	61,052	32,528	32,528	92,782	564,754	559,089	5,665
Other Local Revenue																	
8660	Interest Revenue	-	377	282	-	-	-	-	-	-	-	-	-	-	659	-	659
		-	377	282	-	-	-	-	-	-	-	-	-	-	659	-	659
Total Revenue		19,628	162,331	177,939	544,494	513,658	553,605	549,927	513,658	863,660	606,407	570,137	570,137	661,229	6,306,809	6,269,501	37,308
Expenses																	
Certificated Salaries																	
1100	Teachers' Salaries	123,237	195,207	132,701	136,883	136,883	136,883	136,883	136,883	136,883	136,883	136,883	136,883	164,260	1,847,353	1,751,622	(95,730)
1175	Teachers' Extra Duty/Stipends	-	-	-	48	48	48	48	48	48	48	48	48	57	485	684	200
1200	Pupil Support Salaries	13,394	10,976	11,312	14,177	14,177	14,177	14,177	14,177	14,177	14,177	14,177	14,177	17,012	180,284	134,921	(45,363)
1300	Administrators' Salaries	24,169	15,681	15,304	19,228	19,228	19,228	19,228	19,228	19,228	19,228	19,228	19,228	23,074	251,282	222,760	(28,522)
		160,801	221,864	159,316	170,335	170,335	170,335	170,335	170,335	170,335	170,335	170,335	170,335	204,402	2,279,402	2,109,987	(169,415)
Classified Salaries																	
2100	Instructional Salaries	284	461	321	331	331	331	331	331	331	331	331	331	397	4,439	4,329	(110)
2200	Support Salaries	778	484	484	530	530	530	530	530	530	530	530	530	636	7,150	6,934	(216)
2300	Classified Administrators'	3,695	2,355	2,420	2,423	2,423	2,423	2,423	2,423	2,423	2,423	2,423	2,423	2,907	33,184	32,450	(734)
2400	Clerical and Office Staff Salaries	665	420	653	799	799	799	799	799	799	799	799	799	958	9,883	5,834	(4,049)
		5,423	3,720	3,879	4,082	4,082	4,082	4,082	4,082	4,082	4,082	4,082	4,082	4,898	54,656	49,547	(5,109)
Benefits																	
3101	STRS	-	-	-	29,174	29,174	29,174	29,174	29,174	29,174	29,174	29,174	29,174	-	262,570	279,866	17,296
3301	OASDI	1,107	737	779	227	227	227	227	227	227	227	227	227	-	4,664	2,133	(2,530)
3311	Medicare	2,271	3,155	2,224	2,268	2,268	2,268	2,268	2,268	2,268	2,268	2,268	2,268	-	28,061	21,745	(6,316)
3401	Health and Welfare	-	-	-	53,124	53,124	53,124	53,124	53,124	53,124	53,124	53,124	53,124	-	478,116	503,880	25,764
3501	State Unemployment	136	175	185	7,200	7,200	7,200	35,999	28,799	14,400	7,200	7,200	7,200	-	122,892	124,396	1,504
3601	Workers' Compensation	-	-	4,305	2,190	2,190	2,190	2,190	2,190	2,190	2,190	2,190	2,190	-	24,012	20,995	(3,017)
		3,514	4,067	7,493	94,183	94,183	94,183	122,982	115,782	101,382	94,183	94,183	94,183	-	920,316	953,016	32,701
Books and Supplies																	
4100	Textbooks and Core Materials	-	-	274	2,567	2,567	2,567	2,567	2,567	2,567	2,567	2,567	2,567	-	23,374	30,800	7,426
4200	Books and Reference Materials	-	-	-	69,168	69,168	69,168	69,168	69,168	69,168	69,168	69,168	69,168	-	622,510	691,678	69,168
4302	School Supplies	-	2,001	3,185	5,744	5,744	5,744	5,744	5,744	5,744	5,744	5,744	5,744	-	56,881	56,881	-
4305	Software	-	2,135	19,284	31,010	31,010	31,010	31,010	31,010	31,010	31,010	31,010	31,010	-	300,505	310,096	9,591
4310	Office Expense	-	26	777	901	901	901	901	901	901	901	901	901	-	8,909	10,807	1,898
4311	Business Meals	-	-	-	1,208	1,208	1,208	1,208	1,208	1,208	1,208	1,208	1,208	-	10,874	14,499	3,625
4400	Noncapitalized Equipment	-	2,493	26,992	15,419	15,419	15,419	15,419	15,419	15,419	15,419	15,419	15,419	-	168,256	168,256	-
		-	6,654	50,511	126,016	126,016	126,016	126,016	126,016	126,016	126,016	126,016	126,016	-	1,191,309	1,283,017	91,709
Subagreement Services																	
5102	Special Education	-	690	11,089	40,310	40,310	40,310	40,310	40,310	40,310	40,310	40,310	40,310	-	374,569	403,100	28,532
5106	Other Educational Consultants	-	130	-	50,627	50,627	50,627	50,627	50,627	50,627	50,627	50,627	50,627	-	455,769	455,769	-
		-	820	11,089	90,937	90,937	90,937	90,937	90,937	90,937	90,937	90,937	90,937	-	830,337	858,869	28,532
Operations and Housekeeping																	
5201	Auto and Travel	-	-	-	1,983	1,983	1,983	1,983	1,983	1,983	1,983	1,983	1,983	-	17,850	23,800	5,950
5300	Dues & Memberships	-	2,472	-	625	625	625	625	625	625	625	625	625	-	8,097	7,500	(597)
5400	Insurance	-	-	647	58	58	58	58	58	58	58	58	58	-	1,172	700	(472)
5501	Utilities	-	-	-	198	198	198	198	198	198	198	198	198	-	1,781	2,375	594
5502	Janitorial Services	-	-	-	392	392	392	392	392	392	392	392	392	-	3,525	4,700	1,175
5900	Communications	-	-	112	5,484	5,484	5,484	5,484	5,484	5,484	5,484	5,484	5,484	-	49,464	54,835	5,371
5901	Postage and Shipping	-	-	-	183	183	183	183	183	183	183	183	183	-	1,643	2,190	548
		-	2,472	760	8,922	8,922	8,922	8,922	8,922	8,922	8,922	8,922	8,922	-	83,532	96,100	12,568
Facilities, Repairs and Other Leases																	
5601	Rent	-	-	-	2,868	2,868	2,868	2,868	2,868	2,868	2,868	2,868	2,868	-	25,814	34,418	8,605



**FY23-24 CalOps Monterey Bay****Monthly Cash Flow/Budget FY23-24**

Revised 10/24/23

Actuals Through: 9/30/2023

ADA = 461.82



	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Year-End Accruals	Annual Forecast	Original Budget Total	Favorable / (Unfav.)
5602 Additional Rent	-	-	384	124	124	124	124	124	124	124	124	124	-	1,495	1,482	(13)
	-	-	384	2,992	2,992	2,992	2,992	2,992	2,992	2,992	2,992	2,992	-	27,309	35,900	8,591
<b>Professional/Consulting Services</b>																
5801 IT	-	-	-	7,363	7,363	7,363	7,363	7,363	7,363	7,363	7,363	7,363	-	66,264	73,627	7,363
5802 Audit & Taxes	-	-	27	1,304	1,304	1,304	-	-	-	-	-	-	-	3,940	3,913	(27)
5803 Legal	-	-	276	1,862	1,862	1,862	1,862	1,862	1,862	1,862	1,862	1,862	-	17,031	22,341	5,310
5804 Professional Development	-	-	2,414	5,165	5,165	5,165	5,165	5,165	5,165	5,165	5,165	5,165	-	48,902	61,984	13,082
5805 General Consulting	-	4	1,646	26,975	26,975	26,975	26,975	26,975	26,975	26,975	26,975	26,975	-	244,424	269,748	25,324
5807 Bank Charges	-	-	-	36	36	36	36	36	36	36	36	36	-	323	430	108
5809 Other taxes and fees	-	15	35	2,139	2,139	2,139	2,139	2,139	2,139	2,139	2,139	2,139	-	19,305	25,673	6,368
5811 Management Fee	-	5,225	2,612	2,613	2,613	2,613	2,613	2,613	2,613	2,613	2,613	2,613	-	31,350	31,350	0
5812 District Oversight Fee	-	-	-	4,929	4,698	4,929	4,698	4,698	8,247	5,312	5,312	5,312	8,390	56,527	56,527	-
5815 Public Relations/Recruitment	-	3,164	2,822	4,832	4,832	4,832	4,832	4,832	4,832	4,832	4,832	4,832	-	49,475	57,987	8,512
	286	8,694	10,346	57,218	56,987	57,218	55,683	55,683	59,232	56,297	56,297	56,297	7,303	537,541	603,580	66,039
<b>Depreciation</b>																
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Interest</b>																
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Expenses</b>	<b>170,024</b>	<b>248,291</b>	<b>243,777</b>	<b>554,684</b>	<b>554,453</b>	<b>554,684</b>	<b>581,948</b>	<b>574,748</b>	<b>563,898</b>	<b>553,763</b>	<b>553,763</b>	<b>553,763</b>	<b>216,603</b>	<b>5,924,400</b>	<b>5,990,017</b>	<b>65,616</b>
<b>Monthly Surplus (Deficit)</b>	<b>(150,396)</b>	<b>(85,960)</b>	<b>(65,838)</b>	<b>(10,190)</b>	<b>(40,796)</b>	<b>(1,080)</b>	<b>(32,021)</b>	<b>(61,091)</b>	<b>299,762</b>	<b>52,644</b>	<b>16,374</b>	<b>16,374</b>	<b>444,626</b>	<b>382,409</b>	<b>279,484</b>	<b>102,924</b>
<b>Cash Flow Adjustments</b>														6.1%		
Monthly Surplus (Deficit)	(150,396)	(85,960)	(65,838)	(10,190)	(40,796)	(1,080)	(32,021)	(61,091)	299,762	52,644	16,374	16,374	444,626	382,409		
Cash flows from operating activities																
Depreciation/Amortization	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Public Funding Receivables	-	-	-	-	-	-	-	-	-	-	-	-	(661,229)	(661,229)		
Grants and Contributions Rec.	271,517	23,138	7,617	-	-	-	-	-	-	-	-	-	-	302,272		
Due To/From Related Parties	(775,338)	304,191	955,089	-	-	-	-	-	-	-	-	-	-	483,941		
Prepaid Expenses	-	(117)	-	-	-	-	-	-	-	-	-	-	-	(117)		
Other Assets	-	(13,970)	-	-	-	-	-	-	-	-	-	-	-	(13,970)		
Accounts Payable	-	(81,092)	(212,504)	-	-	-	-	-	-	-	-	-	216,603	(76,993)		
Accrued Expenses	-	-	210,614	-	-	-	-	-	-	-	-	-	-	210,614		
Other Liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Cash flows from investing activities																
Purchases of Prop. And Equip.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Notes Receivable	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cash flows from financing activities																
Proceeds from Factoring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Payments on Factoring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Proceeds(Payments) on Debt	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Change in Cash</b>	<b>(654,217)</b>	<b>146,190</b>	<b>894,978</b>	<b>(10,190)</b>	<b>(40,796)</b>	<b>(1,080)</b>	<b>(32,021)</b>	<b>(61,091)</b>	<b>299,762</b>	<b>52,644</b>	<b>16,374</b>	<b>16,374</b>				
<b>Cash, Beginning of Month</b>	<b>2,411,640</b>	<b>1,757,423</b>	<b>1,903,613</b>	<b>2,798,591</b>	<b>2,788,401</b>	<b>2,747,606</b>	<b>2,746,526</b>	<b>2,714,505</b>	<b>2,653,414</b>	<b>2,953,176</b>	<b>3,005,820</b>	<b>3,022,194</b>				
<b>Cash, End of Month</b>	<b>1,757,423</b>	<b>1,903,613</b>	<b>2,798,591</b>	<b>2,788,401</b>	<b>2,747,606</b>	<b>2,746,526</b>	<b>2,714,505</b>	<b>2,653,414</b>	<b>2,953,176</b>	<b>3,005,820</b>	<b>3,022,194</b>	<b>3,038,568</b>				

# *California Online Public Schools*

## **Financial Package** **September 30, 2023**

*Presented by:*



## California Online Public Schools Monterey Bay

### Budget vs Actual

For the period ended September 30, 2023

	Current Period Actual	Current Period Budget	Current Period Variance	Current Year Actual	YTD Budget	YTD Budget Variance	Total Budget
<b>Revenues</b>							
State Aid - Revenue Limit							
LCFF State Aid	\$ 142,326	\$ 142,380	\$ (54)	\$ 284,652	\$ 284,760	\$ (108)	\$ 2,870,004
Education Protection Account	-	23,091	(23,091)	-	23,091	(23,091)	92,363
In Lieu of Property Taxes	-	320,318	(320,318)	-	480,477	(480,477)	2,690,318
Total State Aid - Revenue Limit	142,326	485,789	(343,463)	284,652	788,327	(503,675)	5,652,685
Federal Revenue							
Special Education - Entitlement	-	2,864	(2,864)	-	5,728	(5,728)	57,727
Total Federal Revenue	-	2,864	(2,864)	-	5,728	(5,728)	57,727
Other State Revenue							
State Special Education	35,331	20,331	15,000	74,587	40,662	33,925	409,815
Mandated Cost	-	-	-	-	-	-	16,733
State Lottery	-	-	-	-	-	-	109,450
Other State Revenue	-	1,155	(1,155)	-	2,309	(2,309)	23,091
Total Other State Revenue	35,331	21,485	13,846	74,587	42,971	31,616	559,089
Other Local Revenue							
Interest Revenue	282	-	282	659	-	659	-
Total Other Local Revenue	282	-	282	659	-	659	-
<b>Total Revenues</b>	<b>177,939</b>	<b>510,138</b>	<b>(332,199)</b>	<b>359,898</b>	<b>837,026</b>	<b>(477,128)</b>	<b>6,269,501</b>
<b>Expenses</b>							
Certificated Salaries							
Teachers' Salaries	132,701	121,640	(11,060)	451,146	364,921	(86,224)	1,751,622
Teachers' Extra Duty/Stipends	-	48	48	-	143	143	684
Pupil Support Salaries	11,312	9,370	(1,942)	35,682	28,109	(7,573)	134,921
Administrators' Salaries	15,304	15,469	166	55,154	46,408	(8,746)	222,760
Total Certificated Salaries	159,316	146,527	(12,789)	541,982	439,581	(102,401)	2,109,987
Classified Salaries							
Instructional Salaries	321	301	(21)	1,066	902	(165)	4,329
Support Salaries	484	482	(3)	1,747	1,445	(302)	6,934
Supervisors' and Administrators' Salaries	2,420	2,253	(167)	8,471	6,760	(1,710)	32,450
Clerical and Office Staff Salaries	653	405	(247)	1,738	1,215	(522)	5,834
Total Classified Salaries	3,879	3,441	(438)	13,022	10,322	(2,699)	49,547
Benefits							
State Teachers' Retirement System, certificated positions	-	23,322	23,322	-	69,967	69,967	279,866
OASDI/Medicare/Alternative, certificated positions	779	178	(601)	2,623	533	(2,089)	2,133
Medicare/Alternative, certificated positions	2,224	1,812	(412)	7,650	5,436	(2,214)	21,745
Health and Welfare Benefits, certificated positions	-	41,990	41,990	-	125,970	125,970	503,880
State Unemployment Insurance, certificated positions	185	6,220	6,035	496	18,659	18,164	124,396
Workers' Compensation Insurance, certificated positions	4,305	1,750	(2,555)	4,305	5,249	944	20,995
Total Benefits	7,493	75,272	67,778	15,074	225,815	210,741	953,016
Books & Supplies							
Textbooks and Core Materials	274	2,567	2,293	274	7,700	7,426	30,800
Books and Reference Materials	-	57,640	57,640	-	172,919	172,919	691,678
School Supplies	3,185	4,740	1,555	5,186	14,220	9,035	56,881
Software	19,284	25,841	6,558	21,418	77,524	56,106	310,096
Office Expense	777	901	123	803	2,702	1,898	10,807
Business Meals	-	1,208	1,208	-	3,625	3,625	14,499
Noncapitalized Equipment	26,992	14,021	(12,970)	29,484	42,064	12,580	168,256
Total Books & Supplies	50,511	106,918	56,407	57,165	320,754	263,589	1,283,017
Subagreement Services							
Special Education	11,089	33,592	22,503	11,779	100,775	88,997	403,100
Other Educational Consultants	-	37,981	37,981	130	113,942	113,812	455,769
Total Subagreement Services	11,089	71,572	60,484	11,908	214,717	202,809	858,869
Operations & Housekeeping							
Auto and Travel	-	1,983	1,983	-	5,950	5,950	23,800
Dues & Memberships	-	625	625	2,472	1,875	(597)	7,500
Insurance	647	58	(589)	647	175	(472)	700
Utilities	-	198	198	-	594	594	2,375
Janitorial Services	-	392	392	-	1,175	1,175	4,700

California Online Public Schools Monterey Bay

Budget vs Actual

For the period ended September 30, 2023

	Current Period Actual	Current Period Budget	Current Period Variance	Current Year Actual	YTD Budget	YTD Budget Variance	Total Budget
Communications	112	4,570	4,457	112	13,709	13,596	54,835
Postage and Shipping	-	183	183	-	548	548	2,190
Total Operations & Housekeeping	760	8,008	7,249	3,231	24,025	20,794	96,100
Facilities, Repairs & Other Leases							
Rent	-	2,868	2,868	-	8,605	8,605	34,418
Additional Rent	384	124	(260)	384	371	(13)	1,482
Total Facilities, Repairs & Other Leases	384	2,992	2,608	384	8,975	8,591	35,900
Professional/Consulting Services							
IT	-	6,136	6,136	-	18,407	18,407	73,627
Audit & Taxes	27	-	(27)	27	-	(27)	3,913
Legal	276	1,862	1,586	276	5,585	5,310	22,341
Professional Development	2,414	5,165	2,751	2,414	15,496	13,082	61,984
General Consulting	1,646	22,479	20,833	1,650	67,437	65,787	269,748
Bank Charges	-	36	36	-	107	107	430
Other Taxes and Fees	35	2,139	2,105	50	6,418	6,368	25,673
Management Fee	2,612	2,613	0	7,837	7,838	0	31,350
District Oversight Fee	-	4,858	4,858	-	7,883	7,883	56,527
SPED Encroachment	515	-	(515)	1,087	-	(1,087)	-
Public Relations/Recruitment	2,822	4,832	2,011	5,985	14,497	8,512	57,987
Total Professional/Consulting Services	10,346	50,120	39,774	19,326	143,668	124,342	603,580
Total Expenses	243,777	464,849	221,072	662,092	1,387,857	725,765	5,990,016
Change in Net Assets	(65,838)	45,288	(111,127)	(302,194)	(550,832)	248,638	279,485
Net Assets, Beginning of Period	121,430			357,786			
Net Assets, End of Period	\$ 55,592			\$ 55,592			

## California Online Public Schools

### Statement of Financial Position

September 30, 2023

	California Online Public Schools Southern California	California Online Public Schools Academy Central Valley	California Online Public Schools Northern California	California Online Public Schools Academy North Bay	California Online Public Schools Monterey Bay	California Online Public Schools Central Coast	Combined
<b>Assets</b>							
<b>Current Assets</b>							
Cash & Cash Equivalents	\$ 27,885,464	\$ 7,018,048	\$ 15,194,548	\$ 1,597,913	\$ 2,798,591	\$ 1,447,106	\$ 55,941,670
Accounts Receivable	(11,701,115)	(1,006,492)	3,795,557	203,861	(344,508)	(169,628)	(9,222,326)
Public Funding Receivables	-	-	-	-	-	32,202	32,202
Due To/From Related Parties	13,325,530	(1,949,737)	(8,609,148)	(444,172)	(1,426,702)	(895,771)	0
Prepaid Expenses	289,961	8,290	19,615	1,501	117	-	319,484
<b>Total Current Assets</b>	<b>29,799,840</b>	<b>4,070,109</b>	<b>10,400,572</b>	<b>1,359,103</b>	<b>1,027,498</b>	<b>413,909</b>	<b>47,071,030</b>
				1,359,103			
<b>Long-Term Assets</b>							
Property & Equipment, Net	21,500	-	144,783	-	-	-	166,283
Deposits	20,287	100	-	-	-	-	20,387
<b>Total Long Term Assets</b>	<b>41,788</b>	<b>100</b>	<b>144,783</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>186,671</b>
<b>Total Assets</b>	<b>\$ 29,841,628</b>	<b>\$ 4,070,209</b>	<b>\$ 10,545,355</b>	<b>\$ 1,359,103</b>	<b>\$ 1,027,498</b>	<b>\$ 413,909</b>	<b>\$ 47,257,701</b>
<b>Liabilities</b>							
<b>Current Liabilities</b>							
Accrued Liabilities	5,487,132	(438,891)	1,447,698	226,839	422,265	105,850	7,250,894
Deferred Revenue	8,702,169	1,411,900	2,601,399	338,673	547,313	187,176	13,788,629
Deferred Rent, Current Portion	25,606	3,517	8,658	1,245	2,327	487	41,840
<b>Total Current Liabilities</b>	<b>14,214,907</b>	<b>976,526</b>	<b>4,057,755</b>	<b>566,757</b>	<b>971,905</b>	<b>293,512</b>	<b>21,081,363</b>
<b>Long-Term Liabilities</b>							
<b>Total Liabilities</b>	<b>14,214,907</b>	<b>976,526</b>	<b>4,057,755</b>	<b>566,757</b>	<b>971,905</b>	<b>293,512</b>	<b>21,081,363</b>
<b>Total Net Assets</b>	<b>15,626,721</b>	<b>3,093,683</b>	<b>6,487,600</b>	<b>792,346</b>	<b>55,592</b>	<b>120,396</b>	<b>26,176,338</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 29,841,628</b>	<b>\$ 4,070,209</b>	<b>\$ 10,545,355</b>	<b>\$ 1,359,103</b>	<b>\$ 1,027,498</b>	<b>\$ 413,909</b>	<b>\$ 47,257,701</b>

California Online Public Schools

Statement of Cash Flows

For the period ended September 30, 2023

	California Online Public Schools Southern California	California Online Public Schools Academy Central Valley	California Online Public Schools Northern California	California Online Public Schools Academy North Bay	California Online Public Schools Monterey Bay	California Online Public Schools Central Coast	Month Ended 09/30/23
<b>Cash Flows from Operating Activities</b>							
Change in Net Assets	\$ 704,289	\$ (2,957)	\$ 1,180,246	\$ 37,217	\$ (65,838)	\$ (12,416)	\$ 1,840,540
Adjustments to reconcile change in net assets to net cash flows from operating activities:							
Depreciation	-	-	629,013	58,041	-	(32,202)	654,852
Decrease/(Increase) in Operating Assets:							
Public Funding Receivables	542	-	-	-	-	-	542
Grants, Contributions & Pledges Receivable	5,658,756	61,552	274,440	47,925	7,617	1,829	6,052,119
Due from Related Parties	(2,283,052)	322,754	882,645	69,453	955,089	53,111	-
Prepaid Expenses	-	159	464	-	-	-	623
Accounts Payable	(2,391,184)	(381,802)	(1,060,623)	(161,639)	(212,504)	(50,030)	(4,257,783)
Accrued Expenses	2,510,256	301,472	1,045,077	161,431	210,614	48,681	4,277,531
<b>Total Cash Flows from Operating Activities</b>	<b>4,199,606</b>	<b>301,178</b>	<b>2,951,261</b>	<b>212,427</b>	<b>894,978</b>	<b>8,973</b>	<b>8,568,423</b>
Change in Cash & Cash Equivalents	4,199,606	301,178	2,951,261	212,427	894,978	8,973	8,568,423
Cash & Cash Equivalents, Beginning of Period	23,685,858	6,716,870	12,243,287	1,385,485	1,903,613	1,438,133	47,373,247
<b>Cash and Cash Equivalents, End of Period</b>	<b>\$ 27,885,464</b>	<b>\$ 7,018,048</b>	<b>\$ 15,194,548</b>	<b>\$ 1,597,913</b>	<b>\$ 2,798,591</b>	<b>\$ 1,447,106</b>	<b>\$ 55,941,670</b>

California Online Public Schools Monterey Bay

Check Register

For the period ended September 30, 2023

Check Number	Vendor Name	Transaction Description	Check Date	Check Amount
20008	WASC - Accrediting Commission for Schools	Membership Fee - Annual 2023 - 2024	9/1/2023	\$ 1,190.00
20009	Effectual Educational Consulting Services	SpEd Svcs - 04/23 - 05/23	9/8/2023	8,350.50
20010	El Paseo Childrens Center Inc.	SpEd Svcs - 06/23 - 07/23	9/15/2023	1,650.00
20011	Oxford Consulting Services Inc.	SpEd Svcs - 07/23	9/15/2023	728.00
20012	Effectual Educational Consulting Services	SpEd Svcs - 06/23	9/22/2023	360.00
Total Disbursements Issued in September				\$ 12,278.50

California Online Public Schools Academy North Bay

Accounts Payable Aging

September 30, 2023

Vendor Name	Invoice/Credit Number	Invoice Date	Date Due	Current	1 - 30 Days Past Due	31 - 60 Days Past Due	61 - 90 Days Past Due	Over 90 Days Past Due	Total
				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Outstanding Invoices				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -





# California Online Public Schools – Central Valley

Monthly Financial Presentation – September 2023

# Highlights

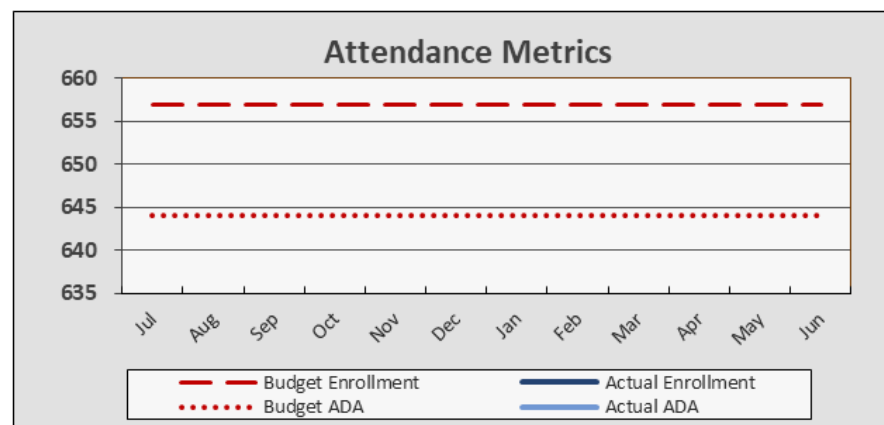
- Enrollment forecasted at 657 students
- Attendance forecasted at 644 (98%)
- Revenue forecasted at \$10.1M; in line with budget
- Expenses forecasted at \$9.1M; in line with budget
- **Surplus forecasted at \$1M** with an ending fund balance forecasted at \$4M
- September Cash balance is at \$7M
- Cash projected at \$7.1M by fiscal year end



# Attendance Data and Metrics

- Enrollment forecasted at 657 students; *trending positively*
- ADA forecasted at 644; *will be updated with actuals next month*
- Unduplicated rate of 64%

Enrollment & Per Pupil Data			
	<u>Actual</u>	<u>Forecast</u>	<u>Budget</u>
Average Enrollment	n/a	657	657
ADA	n/a	644	644
Attendance Rate	n/a	98.0%	98.0%
Unduplicated %	64.0%	64.0%	64.0%
Revenue per ADA		\$15,737	\$15,662
Expenses per ADA		\$14,165	\$14,517



# Revenue

- FY24 annual revenues forecasted at \$10.1M:
  - No significant variance in plan since budget inception
  - Updates to come with new ADA figures

## Revenue

<i>Year-to-Date</i>		
Actual	Budget	Fav/(Unf)
\$ 600,066	\$ 1,233,755	\$ (633,689)
-	48,981	(48,981)
108,071	61,904	46,167
274	-	274
<b>\$ 708,411</b>	<b>\$ 1,344,640</b>	<b>\$ (636,229)</b>

<i>Annual/Full Year</i>		
Forecast	Budget	Fav/(Unf)
\$ 8,640,774	\$ 8,640,774	\$ -
702,488	662,318	40,170
787,093	779,179	7,914
274	-	274
<b>\$ 10,130,629</b>	<b>\$ 10,082,271</b>	<b>\$ 48,358</b>

# Expenses



- FY24 annual expenses forecasted at \$9.2M
  - No significant variances in plan since budget inception
  - Increases in salaries due to new hires and planned increases

	Year-to-Date			Annual/Full Year		
	Actual	Budget	Fav/(Unf)	Forecast	Budget	Fav/(Unf)
<b>Expenses</b>						
Certificated Salaries	\$ 751,168	\$ 609,243	\$ (141,925)	\$ 3,154,365	\$ 2,924,368	\$ (229,996)
Classified Salaries	18,047	14,306	(3,741)	75,751	68,671	(7,081)
Benefits	21,861	298,149	276,288	1,216,180	1,260,007	43,826
Books and Supplies	79,277	639,820	560,543	2,453,088	2,559,281	106,193
Subagreement Services	33,803	313,471	279,668	1,127,884	1,253,886	126,002
Operations	4,145	36,986	32,841	115,104	147,945	32,841
Facilities	532	10,750	10,218	32,782	43,000	10,218
Professional Services	27,652	261,471	233,819	943,590	1,088,250	144,660
Depreciation	-	-	-	-	-	-
Interest	-	-	-	-	-	-
<b>Total Expenses</b>	<b>\$ 936,486</b>	<b>\$ 2,184,198</b>	<b>\$ 1,247,711</b>	<b>\$ 9,118,743</b>	<b>\$ 9,345,407</b>	<b>\$ 226,664</b>

# Fund Balance

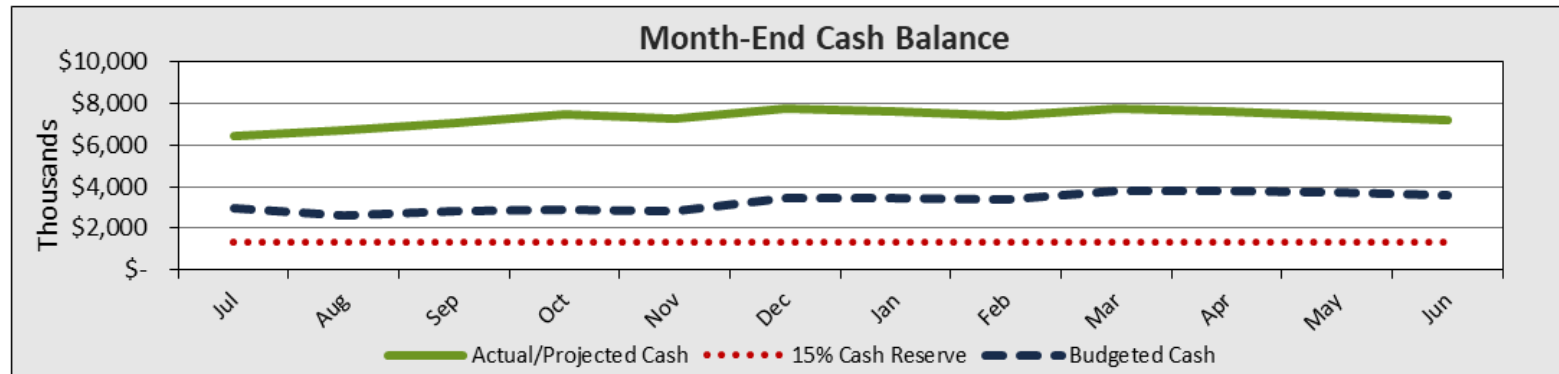
- Annual surplus forecasted at \$1M
- Ending fund balance forecasted at \$4M (*43% of total expenses*)

	Year-to-Date			Annual/Full Year		
	Actual	Budget	Fav/(Unf)	Forecast	Budget	Fav/(Unf)
Total Surplus(Deficit)	\$ (228,075)	\$ (839,558)	\$ 611,483	\$ 1,011,886	\$ 736,864	\$ 275,022
Beginning Fund Balance	<u>3,011,132</u>	<u>3,011,132</u>		<u>3,011,132</u>	<u>3,011,132</u>	
Ending Fund Balance	<u>\$ 2,783,057</u>	<u>\$ 2,171,574</u>		<u>\$ 4,023,018</u>	<u>\$ 3,747,996</u>	
<i>As a % of Annual Expenses</i>	30.5%	23.2%		44.1%	40.1%	

# Cash Balance



- **Current cash balance of \$23.6M (250 days)**
- **Cash projected at \$7M by fiscal year end**



# Compliance Reporting

Area	Due Date	Description	Completed By	Board Must Approve	Signature Required	Additional Information
DATA TEAM	Oct-04	<b>California Basic Educational Data System (CBEDS) Information Day</b> - The first Wed in Oct is CBEDS Information Day, used to collect information on student and staff demographics. Schools must complete the School Information Form (SIF). The SIF is used to report the count of classified staff, kindergarten program type, educational calendars, work visa applications, multilingual instructional programs, and languages of instruction. Data is due to CDE on <b>October 31th</b> .	CalOps	No	No	<a href="http://www.cde.ca.gov/ds/dc/cb/">http://www.cde.ca.gov/ds/dc/cb/</a>
FINANCE	Oct-13	<b>Federal Stimulus Reporting</b> - Local educational agencies (LEAs) are required to report to the California Department of Education (CDE) on funds received through the CARES Act, the CRRSA Act, and the ARP, including ESSER I, GEER I, ESSER II, ESSER III and ELO-G. Reporting for the preceding quarter (July 1 - Sep 30).	Charter Impact	No	No	<a href="https://www.cde.ca.gov/fg/cr/reporting.asp">https://www.cde.ca.gov/fg/cr/reporting.asp</a>
FINANCE	Oct-20	<b>ADA Report #1</b> - EDCOE SELPA requires the reporting of Enrollment/ADA 3 times a year for their planning and to better assist their charter members.	Charter Impact	No	No	<a href="http://charterselpa.org/fiscal/">http://charterselpa.org/fiscal/</a>
DATA TEAM	Oct-31	<b>CBEDS-ORA</b> - Collection of FTE of classified staff, estimated teacher hires, Kindergarten program types, H-1B work visa application, education calendar, multilingual instructional programs, languages of instruction and district of choice transfer requests and transportation data.	CalOps	No	No	<a href="https://www.cde.ca.gov/ds/dc/cb/">https://www.cde.ca.gov/ds/dc/cb/</a>
FINANCE	Oct-31	<b>Federal Cash Management - Period 2</b> - Charter schools that are awarded a grant under any of these programs: <b>Title I, Part A; Title I, Part D, Subpart 2; Title II, Part A; Title III LEP; and Title III Immigrant programs</b> must submit the CMDC report for a particular quarter in order to receive an apportionment for that quarter; CDE will apportion funds to LEAs whose cash balance is below a certain threshold.	Charter Impact	No	No	<a href="http://www.cde.ca.gov/fg/aa/cm/">http://www.cde.ca.gov/fg/aa/cm/</a>
DATA TEAM	Oct-31	<b>Complete 20-Day Attendance Report</b> - Charter schools in their first year of operation that begin instruction by September 30th, and continuing charter schools that are expanding by adding one or more grade levels, may apply for a special advance on their funding for LCFF State Aid and EPA State Aid. The special advance is based on actual ADA and pupil demographic data for the first 20 days of student instruction.	CalOps	No	Yes	<a href="https://www.cde.ca.gov/fg/aa/pa/csfunding.asp?tabsection=2">https://www.cde.ca.gov/fg/aa/pa/csfunding.asp?tabsection=2</a>
FINANCE	Oct-31	<b>Reporting Interest Earned on Federal Funds</b> CDE federal program grantees are required to report and remit interest earned on advances to the CDE at least quarterly. Although grantees are allowed to keep interest amounts up to \$500 per year for administrative purposes, the \$500 is in total for all federal programs, not for each federal program.	Charter Impact with CalOps support	No	No	<a href="https://www.cde.ca.gov/fg/ac/co/intfedfunds-calculating.asp">https://www.cde.ca.gov/fg/ac/co/intfedfunds-calculating.asp</a>
DATA TEAM	Oct-31	<b>Collect Alternative Income Forms from Families</b> Alternative income forms can be used in place of, or in conjunction with, federal meal applications to determine students whose household income meets FRPM eligibility levels. Determination is required to calculate UPC (Unduplicated Pupil Count) for Supplemental and Concentration funding, as well as other state grants.	CalOps	No	No	<a href="https://www.cde.ca.gov/fg/aa/pa/altincomeforms.asp">https://www.cde.ca.gov/fg/aa/pa/altincomeforms.asp</a>
FINANCE	Nov-15	<b>Review and/or Update Non-Profit IRS Form 990 Policies</b> - although not required, it is recommended to review these policies annually. The IRS Form 990 is the annual information return filed by most non-profit charter schools. The IRS Form 990 includes a Governance, Management and Disclosure section. Charter Schools are required to disclose the following policies: Conflict of Interest Policy, Whistleblower Policy, Document Retention and Destruction Policy, Expense Reimbursement Policy, Gift Receiving Policy, and Compensation Approval Policy. A Form 990 must be filed by the 15th day of the 5th month after the close of the NPO's fiscal year. <b>Most schools extend this deadline to the following May 15th.</b>	CalOps	Yes	No	<a href="http://www.publiccounsel.org/useful_materials?id=0025">http://www.publiccounsel.org/useful_materials?id=0025</a>
FINANCE	Nov-30	<b>Universal PreKindergarten (UPK) Planning and Implementation Program Reports</b> - The CDE is collecting answers to the updated 2022-23 UPK Planning and Implementation Grant questions found in the updated LEA Template. These surveys must be completed by November 30, 2023.	CalOps	No	No	<a href="https://surveys3.cde.ca.gov/gouk-program-rpt2-lea.asp">https://surveys3.cde.ca.gov/gouk-program-rpt2-lea.asp</a>
FINANCE	Set by Authorizer (by Dec 13)	<b>1st Interim Financial Report</b> - Local educational agencies (LEAs) are required to file two reports during a fiscal year (interim reports) on the status of the LEA's financial health. The first interim report for the period ending October 31 is due by the date set by the charter authorizer (no later than December 15th).	Charter Impact	Yes	Yes	<a href="https://www.cde.ca.gov/fg/fi/ir/interimstatus.asp">https://www.cde.ca.gov/fg/fi/ir/interimstatus.asp</a>



# Appendix

- Monthly Cash Flow / Forecast 23/24
- Budget vs. Actual
- Statement of Financial Position
- Statement of Cash Flows
- Monthly Check Register
- AP Aging

FY23-24 CalOps Central Valley

Monthly Cash Flow/Forecast FY23-24

Revised 10/24/23

Actuals Through: 9/30/2023

ADA = 643.74



Revenues

State Aid - Revenue Limit

8011	LCFF State Aid	-	298,722	301,344	565,833	565,833	565,833	565,833	565,833	538,139	538,139	538,139	538,139	538,140	6,119,923	6,119,923	-
8012	Education Protection Account	-	-	-	533,568	-	533,568	-	-	533,568	-	-	-	533,568	2,134,271	2,134,271	-
8096	In Lieu of Property Taxes	-	-	-	31,771	31,771	31,771	31,771	31,771	75,909	37,954	37,954	37,954	37,954	386,580	386,580	-

Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Year-End Accruals
-	298,722	301,344	1,131,171	597,603	1,131,171	597,603	597,603	1,147,615	576,093	576,093	576,093	1,109,662

Annual Forecast	Original Budget Total	Favorable / (Unfav.)
6,119,923	6,119,923	-
2,134,271	2,134,271	-
386,580	386,580	-
8,640,774	8,640,774	-

Federal Revenue

8181	Special Education - Entitlement
8290	Title I, Part A - Basic Low Income
8291	Title II, Part A - Teacher Quality
8290	Title IV, Part A
8296	Other Federal Revenue

-	-	-	119,490	7,440	129,582	119,490	7,440	8,654	120,704	8,654	8,654	172,382
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80,468	80,468	-
140,532	140,532	-
22,324	22,324	-
10,964	10,964	-
448,200	408,030	40,170
702,488	662,318	40,170

Other State Revenue

8311	State Special Education
8550	Mandated Cost
8560	State Lottery
8599	Other State Revenue

27,750	30,371	49,950	55,714	55,714	79,071	96,881	55,714	43,241	84,408	43,241	43,241	121,796
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571,257	571,257	-
23,357	23,168	189
160,292	152,567	7,725
32,187	32,187	-
787,093	779,179	7,914

Other Local Revenue

8660	Interest Revenue	83	98	93	-	-	-	-	-	-	-	-	-	-	274	-	274
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83	98	93	-	-	-	-	-	-	-	-	-	-
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274	-	274
274	-	274

Total Revenue

Expenses

Certificated Salaries

1100	Teachers' Salaries	170,803	270,551	183,919	189,244	189,244	189,244	189,244	189,244	189,244	189,244	189,244	227,093	2,555,559	2,427,687	(127,872)
1175	Teachers' Extra Duty/Stipends	-	-	-	66	66	66	66	66	66	66	66	79	672	948	277
1200	Pupil Support Salaries	18,564	15,212	15,678	19,648	19,648	19,648	19,648	19,648	19,648	19,648	19,648	23,578	249,867	186,996	(62,871)
1300	Administrators' Salaries	33,498	21,734	21,210	26,650	26,650	26,650	26,650	26,650	26,650	26,650	26,650	31,979	348,267	308,737	(39,530)

222,865	307,496	220,807	235,608	235,608	235,608	235,608	235,608	235,608	235,608	235,608	235,608	282,729
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2,555,559	2,427,687	(127,872)
672	948	277
249,867	186,996	(62,871)
348,267	308,737	(39,530)
3,154,365	2,924,368	(229,996)

Classified Salaries

2100	Instructional Salaries	394	639	445	458	458	458	458	458	458	458	458	550	6,153	6,000	(153)
2200	Support Salaries	1,079	671	671	734	734	734	734	734	734	734	734	881	9,910	9,611	(299)
2300	Classified Administrators' Salaries	5,121	3,264	3,355	3,358	3,358	3,358	3,358	3,358	3,358	3,358	3,358	4,030	45,992	44,975	(1,017)
2400	Clerical and Office Staff Salaries	922	582	904	1,107	1,107	1,107	1,107	1,107	1,107	1,107	1,107	1,328	13,697	8,085	(5,611)

7,516	5,156	5,375	5,657	5,657	5,657	5,657	5,657	5,657	5,657	5,657	5,657	6,789
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6,153	6,000	(153)
9,910	9,611	(299)
45,992	44,975	(1,017)
13,697	8,085	(5,611)
75,751	68,671	(7,081)

Benefits

3101	STRS	-	-	970	40,335	40,335	40,335	40,335	40,335	40,335	40,335	40,335	-	363,984	387,885	23,901
3202	PERS	-	-	-	1,369	1,369	1,369	1,369	1,369	1,369	1,369	1,369	-	12,320	12,876	556
3301	OASDI	1,534	1,021	1,080	314	314	314	314	314	314	314	314	-	6,464	2,957	(3,507)
3311	Medicare	3,147	4,373	3,083	3,136	3,136	3,136	3,136	3,136	3,136	3,136	3,136	-	38,824	30,138	(8,685)
3401	Health and Welfare	-	-	-	66,265	66,265	66,265	66,265	66,265	66,265	66,265	66,265	-	596,387	628,524	32,137
3501	State Unemployment	189	242	256	9,665	9,665	9,665	48,324	38,659	19,330	9,665	9,665	-	164,989	168,528	3,539
3601	Workers' Compensation	-	-	5,967	3,027	3,027	3,027	3,027	3,027	3,027	3,027	3,027	-	33,214	29,099	(4,115)

4,870	5,636	11,355	124,111	124,111	124,111	162,770	153,106	133,776	124,111	124,111	124,111	-
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363,984	387,885	23,901
12,320	12,876	556
6,464	2,957	(3,507)
38,824	30,138	(8,685)
596,387	628,524	32,137
164,989	168,528	3,539
33,214	29,099	(4,115)
1,216,180	1,260,007	43,826

Books and Supplies

4100	Textbooks and Core Materials	-	-	379	4,230	4,230	4,230	4,230	4,230	4,230	4,230	4,230	-	38,449	42,300	3,851
4200	Books and Reference Materials	-	-	-	88,652	88,652	88,652	88,652	88,652	88,652	88,652	88,652	-	797,868	886,520	88,652
4302	School Supplies	-	2,773	548	3,401	3,401	3,401	3,401	3,401	3,401	3,401	3,401	-	33,932	33,932	-
4305	Software	-	2,959	30,640	42,060	42,060	42,060	42,060	42,060	42,060	42,060	42,060	-	412,138	420,600	8,462
4310	Office Expense	-	36	1,079	1,427	1,427	1,427	1,427	1,427	1,427	1,427	1,427	-	13,956	14,268	312
4311	Business Meals	-	-	-	1,639	1,639	1,639	1,639	1,639	1,639	1,639	1,639	-	14,750	19,666	4,917
4400	Noncapitalized Equipment	-	3,455	37,409	122,348	122,348	122,348	122,348	122,348	122,348	122,348	122,348	-	1,141,995	1,141,995	-

-	9,223	70,055	263,757	263,757	263,757	263,757	263,757	263,757	263,757	263,757	263,757	-
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38,449	42,300	3,851
797,868	886,520	88,652
33,932	33,932	-
412,138	420,600	8,462
13,956	14,268	312
14,750	19,666	4,917
1,141,995	1,141,995	-
2,453,088	2,559,281	106,193

Subagreement Services

5102	Special Education	-	3,575	30,049	53,208	53,208	53,208	53,208	53,208	53,208	53,208	53,208	-	512,499	638,500	126,002
5106	Other Educational Consultants	-	180	-	68,356	68,356	68,356	68,356	68,356	68,356	68,356	68,356	-	615,386	615,386	-

-	3,755	30,049	121,565	121,565	121,565	121,565	121,565	121,565	121,565	121,565	121,565	-
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512,499	638,500	126,002
615,386	615,386	-
1,127,884	1,253,886	126,002

Operations and Housekeeping

5201	Auto and Travel	-	-	-	3,146	3,146	3,146	3,146	3,146	3,146	3,146	3,146	-	28,316	37,754	9,439
5300	Dues & Memberships	-	2,934	159	983	983	983	983	983	983	983	983	-	11,942	11,800	(142)
5400	Insurance	-	-	897	75	75	75	75	75	75	75	75	-	1,572	900	(672)
5501	Utilities	-	-	-	268	268	268	268	268	268	268	268	-	2,416	3,221	805
5502	Janitorial Services	-	-	-	467	467	467	467	467	467	467	467	-	4,200	5,600	1,400
5900	Communications	-	-	156	7,142	7,142	7,142	7,142	7,142	7,142	7,142	7,142	-	64,431	85,700	21,269
5901	Postage and Shipping	-	-	-	248	248	248	248	248	248	248	248	-	2,228	2,970	743

-	2,934	1,212	12,329	12,329	12,329	12,329	12,329	12,329	12,329	12,329	12,329	-
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28,316	37,754	9,439
11,942	11,800	(142)
1,572	900	(672)
2,416	3,221	805
4,200	5,600	1,400
64,431	85,700	21,269
2,228	2,970	743
115,104	147,945	32,841

Facilities, Repairs and Other Leases

5601	Rent
5602	Additional Rent
5603	Equipment Leases

FY23-24 CalOps Central Valley

Monthly Cash Flow/Forecast FY23-24

Revised 10/24/23

Actuals Through: 9/30/2023

ADA = 643.74



Professional/Consulting Services

5801	IT
5802	Audit & Taxes
5803	Legal
5804	Professional Development
5805	General Consulting
5807	Bank Charges
5809	Other taxes and fees
5811	Management Fee
5812	District Oversight Fee
5815	Public Relations/Recruitment

	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Year-End Accruals	Annual Forecast	Original Budget Total	Favorable / (Unfav.)
	-	-	-	52,240	52,240	52,240	52,240	52,240	52,240	52,240	52,240	52,240	-	470,160	522,400	52,240
	-	-	37	1,769	1,769	1,769	-	-	-	-	-	-	-	5,345	5,308	(37)
	-	-	382	-	-	-	-	-	-	-	-	-	-	382	-	(382)
	-	-	3,346	7,006	7,006	7,006	7,006	7,006	7,006	7,006	7,006	7,006	-	66,400	84,073	17,673
	-	6	2,781	17,235	17,235	17,235	17,235	17,235	17,235	17,235	17,235	17,235	-	157,905	206,823	48,919
	116	113	107	83	83	83	83	83	83	83	83	83	-	1,085	1,000	(85)
	-	21	47	3,800	3,800	3,800	3,800	3,800	3,800	3,800	3,800	3,800	-	34,272	45,604	11,332
	-	7,242	3,621	3,621	3,621	3,621	3,621	3,621	3,621	3,621	3,621	3,621	-	43,450	43,450	0
	-	-	-	11,312	5,976	11,312	5,976	5,976	11,476	5,761	5,761	5,761	17,097	86,408	86,408	-
	-	4,385	3,911	7,765	7,765	7,765	7,765	7,765	7,765	7,765	7,765	7,765	-	78,183	93,184	15,001
	521	12,171	14,960	104,832	99,497	104,832	97,727	97,727	103,227	97,512	97,512	97,512	15,558	943,590	1,088,250	144,660
Depreciation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Expenses	235,772	346,371	354,344	871,441	866,106	871,441	902,996	893,331	879,501	864,121	864,121	864,121	305,076	9,118,743	9,345,407	226,664
Monthly Surplus (Deficit)	(207,939)	(17,179)	(2,957)	434,933	(205,349)	468,383	(89,021)	(232,574)	320,009	(82,916)	(236,133)	(236,133)	1,098,764	1,011,886	736,864	275,022
Cash Flow Adjustments														10.0%		
Monthly Surplus (Deficit)	(207,939)	(17,179)	(2,957)	434,933	(205,349)	468,383	(89,021)	(232,574)	320,009	(82,916)	(236,133)	(236,133)	1,098,764	1,011,886		
Cash flows from operating activities																
Depreciation/Amortization	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Public Funding Receivables	2,337,530	1,215	-	-	-	-	-	-	-	-	-	-	(1,403,840)	934,905		
Grants and Contributions Rec.	-	-	61,552	-	-	-	-	-	-	-	-	-	-	61,552		
Due To/From Related Parties	(68,744)	416,368	322,754	-	-	-	-	-	-	-	-	-	-	670,377		
Prepaid Expenses	-	(159)	159	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Assets	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Accounts Payable	-	(21,805)	(381,802)	-	-	-	-	-	-	-	-	-	305,076	(98,531)		
Accrued Expenses	(1,075,623)	(112,159)	301,472	-	-	-	-	-	-	-	-	-	-	(886,310)		
Other Liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cash flows from investing activities																
Purchases of Prop. And Equip.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Notes Receivable	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cash flows from financing activities																
Proceeds from Factoring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Payments on Factoring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Proceeds(Payments) on Debt	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Change in Cash	985,225	266,281	301,178	434,933	(205,349)	468,383	(89,021)	(232,574)	320,009	(82,916)	(236,133)	(236,133)				
Cash, Beginning of Month	5,465,365	6,450,589	6,716,870	7,018,048	7,452,981	7,247,632	7,716,015	7,626,993	7,394,420	7,714,428	7,631,512	7,395,378				
Cash, End of Month	6,450,589	6,716,870	7,018,048	7,452,981	7,247,632	7,716,015	7,626,993	7,394,420	7,714,428	7,631,512	7,395,378	7,159,245				

# *California Online Public Schools*

## **Financial Package** **September 30, 2023**

*Presented by:*



California Online Public Schools Academy Central Valley

Budget vs Actual

For the period ended September 30, 2023

	Current Period Actual	Current Period Budget	Current Period Variance	Current Year Actual	YTD Budget	YTD Budget Variance	Total Budget
Revenues							
State Aid - Revenue Limit							
LCFF State Aid	\$ 301,344	\$ 314,351	\$ (13,008)	\$ 600,066	\$ 628,703	\$ (28,637)	\$6,119,923
Education Protection Account	-	533,568	(533,568)	-	533,568	(533,568)	2,134,271
In Lieu of Property Taxes	-	47,656	(47,656)	-	71,484	(71,484)	386,580
Total State Aid - Revenue Limit	301,344	895,575	(594,232)	600,066	1,233,755	(633,689)	8,640,774
Federal Revenue							
Special Education - Entitlement	-	4,133	(4,133)	-	8,267	(8,267)	80,468
Title I, Part A - Basic Low Income	-	35,133	(35,133)	-	35,133	(35,133)	151,496
Title II, Part A - Teacher Quality	-	5,581	(5,581)	-	5,581	(5,581)	22,324
Other Federal Revenue	-	-	-	-	-	-	408,030
Total Federal Revenue	-	44,847	(44,847)	-	48,981	(48,981)	662,318
Other State Revenue							
State Special Education	49,950	29,343	20,607	105,450	58,686	46,764	571,257
Mandated Cost	-	-	-	-	-	-	23,168
State Lottery	-	-	-	-	-	-	152,567
Other State Revenue	-	1,609	(1,609)	2,621	3,219	(597)	32,187
Total Other State Revenue	49,950	30,952	18,998	108,071	61,904	46,167	779,179
Other Local Revenue							
Interest Revenue	93	-	93	274	-	274	-
Total Other Local Revenue	93	-	93	274	-	274	-
Total Revenues	351,387	971,375	(619,988)	708,411	1,344,640	(636,229)	10,082,271
Expenses							
Certificated Salaries							
Teachers' Salaries	183,919	168,589	(15,329)	625,272	505,768	(119,504)	2,427,687
Teachers' Extra Duty/Stipends	-	66	66	-	197	197	948
Pupil Support Salaries	15,678	12,986	(2,692)	49,454	38,957	(10,496)	186,996
Administrators' Salaries	21,210	21,440	230	76,442	64,320	(12,122)	308,737
Total Certificated Salaries	220,807	203,081	(17,726)	751,168	609,243	(141,925)	2,924,368
Classified Salaries							
Instructional Salaries	445	417	(29)	1,478	1,250	(228)	6,000
Support Salaries	671	667	(4)	2,421	2,002	(419)	9,611
Supervisors' and Administrators' Salaries	3,355	3,123	(231)	11,740	9,370	(2,370)	44,975
Clerical and Office Staff Salaries	904	561	(343)	2,408	1,684	(724)	8,085
Total Classified Salaries	5,375	4,769	(607)	18,047	14,306	(3,741)	68,670
Benefits							
State Teachers' Retirement System, certificated positions	970	32,324	31,354	970	96,971	96,002	387,885
Public Employees' Retirement System, classified positions	-	1,073	1,073	-	3,219	3,219	12,876
OASDI/Medicare/Alternative, certificated positions	1,080	246	(833)	3,635	739	(2,896)	2,957
Medicare/Alternative, certificated positions	3,083	2,512	(571)	10,603	7,535	(3,069)	30,138
Health and Welfare Benefits, certificated positions	-	52,377	52,377	-	157,131	157,131	628,524
State Unemployment Insurance, certificated positions	256	8,426	8,170	687	25,279	24,592	168,528
Workers' Compensation Insurance, certificated positions	5,967	2,425	(3,542)	5,967	7,275	1,308	29,099
Total Benefits	11,355	99,383	88,028	21,861	298,149	276,288	1,260,007
Books & Supplies							
Textbooks and Core Materials	379	3,525	3,146	379	10,575	10,196	42,300
Books and Reference Materials	-	73,877	73,877	-	221,630	221,630	886,520
School Supplies	548	2,828	2,280	3,321	8,483	5,162	33,932
Software	30,640	35,050	4,410	33,598	105,150	71,552	420,600
Office Expense	1,079	1,189	110	1,115	3,567	2,452	14,268
Business Meals	-	1,639	1,639	-	4,916	4,916	19,666
Noncapitalized Equipment	37,409	95,166	57,757	40,864	285,499	244,634	1,141,995
Total Books & Supplies	70,055	213,273	143,219	79,277	639,820	560,543	2,559,281
Subagreement Services							
Special Education	30,049	53,208	23,160	33,624	159,625	126,001	638,500
Other Educational Consultants	-	51,282	51,282	180	153,846	153,666	615,386
Instructional Services	-	-	-	-	-	-	-
Total Subagreement Services	30,049	104,490	74,442	33,803	313,471	279,668	1,253,886
Operations & Housekeeping							
Auto and Travel	-	3,146	3,146	-	9,439	9,439	37,754
Dues & Memberships	159	983	825	3,092	2,950	(142)	11,800
Insurance	897	75	(822)	897	225	(672)	900
Utilities	-	268	268	-	805	805	3,221

California Online Public Schools Academy Central Valley

Budget vs Actual

For the period ended September 30, 2023

	Current Period Actual	Current Period Budget	Current Period Variance	Current Year Actual	YTD Budget	YTD Budget Variance	Total Budget
Janitorial Services	-	467	467	-	1,400	1,400	5,600
Communications	156	7,142	6,986	156	21,425	21,269	85,700
Postage and Shipping	-	248	248	-	743	743	2,970
Total Operations & Housekeeping	1,212	12,329	11,117	4,145	36,986	32,841	147,945
Facilities, Repairs & Other Leases							
Rent	-	3,233	3,233	-	9,698	9,698	38,791
Additional Rent	532	168	(364)	532	503	(29)	2,010
Equipment Leases	-	183	183	-	550	550	2,199
Total Facilities, Repairs & Other Leases	532	3,583	3,052	532	10,750	10,218	43,000
Professional/Consulting Services							
IT	-	43,533	43,533	-	130,600	130,600	522,400
Audit & Taxes	37	-	(37)	37	-	(37)	5,308
Legal	382	-	(382)	382	-	(382)	-
Professional Development	3,346	7,006	3,660	3,346	21,018	17,673	84,073
General Consulting	2,781	17,235	14,454	2,787	51,706	48,919	206,823
Bank Charges	107	83	(23)	335	250	(85)	1,000
Other Taxes and Fees	47	3,800	3,753	69	11,401	11,332	45,604
Management Fee	3,621	3,621	0	10,862	10,862	0	43,450
District Oversight Fee	-	8,956	8,956	-	12,338	12,338	86,408
SPED Encroachment	729	-	(729)	1,539	-	(1,539)	-
Public Relations/Recruitment	3,911	7,765	3,855	8,295	23,296	15,001	93,184
Total Professional/Consulting Services	14,960	92,000	77,040	27,652	261,471	233,819	1,088,250
Total Expenses	354,344	732,909	378,565	936,486	2,184,198	1,247,711	9,345,407
Change in Net Assets	(2,957)	238,466	(241,423)	(228,075)	(839,558)	611,483	736,864
Net Assets, Beginning of Period	3,096,640			3,321,758			
Net Assets, End of Period	\$ 3,093,683			\$ 3,093,683			



## California Online Public Schools

### Statement of Financial Position

September 30, 2023

	California Online Public Schools Southern California	California Online Public Schools Academy Central Valley	California Online Public Schools Northern California	California Online Public Schools Academy North Bay	California Online Public Schools Monterey Bay	California Online Public Schools Central Coast	Combined
<b>Assets</b>							
<b>Current Assets</b>							
Cash & Cash Equivalents	\$ 27,885,464	\$ 7,018,048	\$ 15,194,548	\$ 1,597,913	\$ 2,798,591	\$ 1,447,106	\$ 55,941,670
Accounts Receivable	(11,701,115)	(1,006,492)	3,795,557	203,861	(344,508)	(169,628)	(9,222,326)
Public Funding Receivables	-	-	-	-	-	32,202	32,202
Due To/From Related Parties	13,325,530	(1,949,737)	(8,609,148)	(444,172)	(1,426,702)	(895,771)	0
Prepaid Expenses	289,961	8,290	19,615	1,501	117	-	319,484
<b>Total Current Assets</b>	<b>29,799,840</b>	<b>4,070,109</b>	<b>10,400,572</b>	<b>1,359,103</b>	<b>1,027,498</b>	<b>413,909</b>	<b>47,071,030</b>
				1,359,103			
<b>Long-Term Assets</b>							
Property & Equipment, Net	21,500	-	144,783	-	-	-	166,283
Deposits	20,287	100	-	-	-	-	20,387
<b>Total Long Term Assets</b>	<b>41,788</b>	<b>100</b>	<b>144,783</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>186,671</b>
<b>Total Assets</b>	<b>\$ 29,841,628</b>	<b>\$ 4,070,209</b>	<b>\$ 10,545,355</b>	<b>\$ 1,359,103</b>	<b>\$ 1,027,498</b>	<b>\$ 413,909</b>	<b>\$ 47,257,701</b>
<b>Liabilities</b>							
<b>Current Liabilities</b>							
Accrued Liabilities	5,487,132	(438,891)	1,447,698	226,839	422,265	105,850	7,250,894
Deferred Revenue	8,702,169	1,411,900	2,601,399	338,673	547,313	187,176	13,788,629
Deferred Rent, Current Portion	25,606	3,517	8,658	1,245	2,327	487	41,840
<b>Total Current Liabilities</b>	<b>14,214,907</b>	<b>976,526</b>	<b>4,057,755</b>	<b>566,757</b>	<b>971,905</b>	<b>293,512</b>	<b>21,081,363</b>
<b>Long-Term Liabilities</b>							
<b>Total Liabilities</b>	<b>14,214,907</b>	<b>976,526</b>	<b>4,057,755</b>	<b>566,757</b>	<b>971,905</b>	<b>293,512</b>	<b>21,081,363</b>
<b>Total Net Assets</b>	<b>15,626,721</b>	<b>3,093,683</b>	<b>6,487,600</b>	<b>792,346</b>	<b>55,592</b>	<b>120,396</b>	<b>26,176,338</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 29,841,628</b>	<b>\$ 4,070,209</b>	<b>\$ 10,545,355</b>	<b>\$ 1,359,103</b>	<b>\$ 1,027,498</b>	<b>\$ 413,909</b>	<b>\$ 47,257,701</b>

California Online Public Schools

Statement of Cash Flows

For the period ended September 30, 2023

	California Online Public Schools Southern California	California Online Public Schools Academy Central Valley	California Online Public Schools Northern California	California Online Public Schools Academy North Bay	California Online Public Schools Monterey Bay	California Online Public Schools Central Coast	Month Ended 09/30/23
<b>Cash Flows from Operating Activities</b>							
Change in Net Assets	\$ 704,289	\$ (2,957)	\$ 1,180,246	\$ 37,217	\$ (65,838)	\$ (12,416)	\$ 1,840,540
Adjustments to reconcile change in net assets to net cash flows from operating activities:							
Depreciation	-	-	629,013	58,041	-	(32,202)	654,852
Decrease/(Increase) in Operating Assets:							
Public Funding Receivables	542	-	-	-	-	-	542
Grants, Contributions & Pledges Receivable	5,658,756	61,552	274,440	47,925	7,617	1,829	6,052,119
Due from Related Parties	(2,283,052)	322,754	882,645	69,453	955,089	53,111	-
Prepaid Expenses	-	159	464	-	-	-	623
Accounts Payable	(2,391,184)	(381,802)	(1,060,623)	(161,639)	(212,504)	(50,030)	(4,257,783)
Accrued Expenses	2,510,256	301,472	1,045,077	161,431	210,614	48,681	4,277,531
<b>Total Cash Flows from Operating Activities</b>	<b>4,199,606</b>	<b>301,178</b>	<b>2,951,261</b>	<b>212,427</b>	<b>894,978</b>	<b>8,973</b>	<b>8,568,423</b>
Change in Cash & Cash Equivalents	4,199,606	301,178	2,951,261	212,427	894,978	8,973	8,568,423
Cash & Cash Equivalents, Beginning of Period	23,685,858	6,716,870	12,243,287	1,385,485	1,903,613	1,438,133	47,373,247
<b>Cash and Cash Equivalents, End of Period</b>	<b>\$ 27,885,464</b>	<b>\$ 7,018,048</b>	<b>\$ 15,194,548</b>	<b>\$ 1,597,913</b>	<b>\$ 2,798,591</b>	<b>\$ 1,447,106</b>	<b>\$ 55,941,670</b>



California Online Public Schools Academy Central Valley

Check Register

For the period ended September 30, 2023

Check Number	Vendor Name	Transaction Description	Check Date	Check Amount
40007	WASC - Accrediting Commission for Schools	Membership Fee - Annual 2023 - 2024	9/1/2023	\$ 1,190.00
40008	Effectual Educational Consulting Services	SpEd Svcs - 05/23 - 6/23	9/8/2023	24,810.00
40009	El Paseo Childrens Center Inc.	SpEd Svcs - 06/23 - 07/23	9/15/2023	3,220.00
40010	Oxford Consulting Services Inc.	SpEd Svcs - 07/23	9/15/2023	521.00
40011	Pearson Virtual Schools USA	SpEd Svcs - 07/23	9/15/2023	397.50
40012	Effectual Educational Consulting Services	SpEd Svcs - 06/23 - 07/23	9/22/2023	1,100.00
40013	Pearson Virtual Schools USA	SpEd Supplies	9/22/2023	47.50
40014	Alpaugh Unified School District	Oversight Fees - 2022/23	9/29/2023	79,139.36
40015	Alvin Medina	Photography Svcs - Central Fall Festival Photos	9/29/2023	500.00
ACH	Chase Bank	Bank Fee	9/15/2023	87.78
ACH	Chase Bank	Bank Fee	9/15/2023	106.71
ACH	Chase Bank	Bank Fee	9/15/2023	<u>27.55</u>
Total Disbursements Issued in September				\$ <u>111,147.40</u>

California Online Public Schools Academy Central Valley

Accounts Payable Aging

September 30, 2023

Vendor Name	Invoice/Credit Number	Invoice Date	Date Due	Current	1 - 30 Days Past Due	31 - 60 Days Past Due	61 - 90 Days Past Due	Over 90 Days Past Due	Total
				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Outstanding Invoices				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -



# California Online Public Schools – Central Coast

Monthly Financial Presentation – September 2023

# Highlights

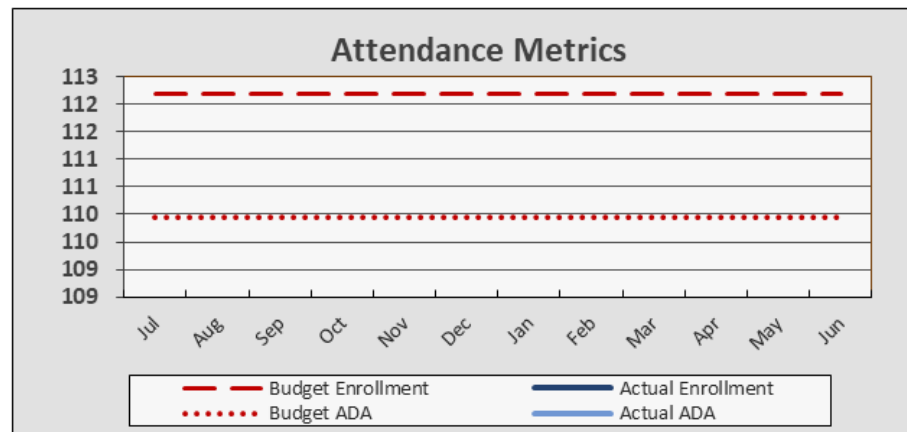
- Enrollment forecasted at 112 students
- Attendance forecasted at 110 (98%)
- Revenue forecasted at \$1.5M; in line with budget
- Expenses forecasted at \$1.4M; in line with budget
- **Surplus forecasted at \$148K** with an ending fund balance forecasted at \$337K
- September cash balance of \$1.4M
- Cash projected at \$1.7M by fiscal year end



# Attendance Data and Metrics

- Enrollment forecasted at 112 students; *tracking well YTD*
- ADA forecasted at 110; *to be updated with actuals next month*
- Unduplicated rate of 45%

<b>Enrollment &amp; Per Pupil Data</b>			
	<b><u>Actual</u></b>	<b><u>Forecast</u></b>	<b><u>Budget</u></b>
Average Enrollment	n/a	112	112
ADA	n/a	110	110
Attendance Rate	n/a	98.0%	98.0%
Unduplicated %	45.3%	45.3%	45.3%
Revenue per ADA		\$13,784	\$13,699
Expenses per ADA		\$12,436	\$12,580



# Revenue

- FY24 annual revenues forecasted at \$1.5M:
  - No significant variance in plan since budget inception
  - *Updated actual ADA will impact revenue (+/-)*

## Revenue

Year-to-Date		
Actual	Budget	Fav/(Unf)
\$ 64,404	\$ 192,510	\$ (128,106)
-	1,375	(1,375)
17,909	10,314	7,595
3,386	-	3,386
<b>\$ 85,699</b>	<b>\$ 204,199</b>	<b>\$ (118,500)</b>

Annual/Full Year		
Forecast	Budget	Fav/(Unf)
\$ 1,359,590	\$ 1,359,590	\$ -
18,348	13,745	4,603
134,356	133,005	1,351
3,386	-	3,386
<b>\$ 1,515,679</b>	<b>\$ 1,506,339</b>	<b>\$ 9,340</b>

# Expenses



- FY24 annual expenses forecasted at \$1.38M
  - No significant variances in plan since budget inception
  - Increases in salaries driven by raises and additional positions

	Year-to-Date			Annual/Full Year		
	Actual	Budget	Fav/(Unf)	Forecast	Budget	Fav/(Unf)
<b>Expenses</b>						
Certificated Salaries	\$ 123,610	\$ 100,255	\$ (23,355)	\$ 519,864	\$ 481,225	\$ (38,638)
Classified Salaries	2,970	2,354	(616)	12,465	11,300	(1,165)
Benefits	3,438	47,246	43,808	194,027	200,476	6,449
Books and Supplies	13,038	76,174	63,137	284,447	304,698	20,250
Subagreement Services	350	52,031	51,681	198,282	208,122	9,840
Operations	1,708	7,975	6,267	29,990	31,900	1,910
Facilities	145	1,812	1,667	5,581	7,248	1,667
Professional Services	4,447	32,874	28,427	122,737	138,310	15,573
Depreciation	-	-	-	-	-	-
Interest	-	-	-	-	-	-
<b>Total Expenses</b>	<b>\$ 149,705</b>	<b>\$ 320,722</b>	<b>\$ 171,016</b>	<b>\$ 1,367,394</b>	<b>\$ 1,383,280</b>	<b>\$ 15,886</b>

# Fund Balance

- Annual surplus forecasted at \$148K
- Ending fund balance forecasted at \$337K (*25% of total expenses*)

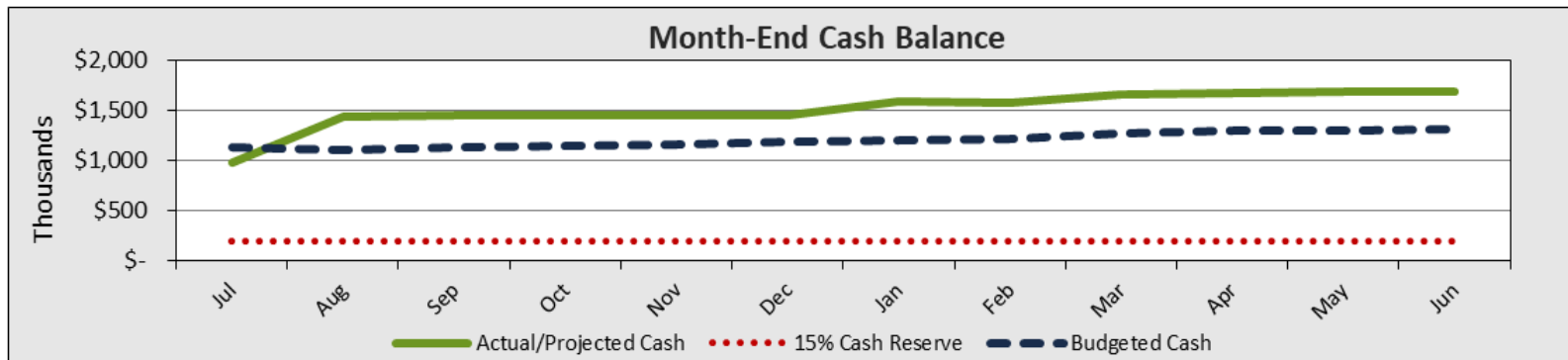
	Year-to-Date			Annual/Full Year		
	Actual	Budget	Fav/(Unf)	Forecast	Budget	Fav/(Unf)
<b>Total Surplus(Deficit)</b>	\$ (64,006)	\$ (116,523)	\$ 52,516	\$ 148,285	\$ 123,059	\$ 25,226
Beginning Fund Balance	<u>189,215</u>	<u>189,215</u>		<u>189,215</u>	<u>189,215</u>	
<b>Ending Fund Balance</b>	<u><b>\$ 125,209</b></u>	<u><b>\$ 72,692</b></u>		<u><b>\$ 337,500</b></u>	<u><b>\$ 312,274</b></u>	
<i>As a % of Annual Expenses</i>	9.2%	5.3%		24.7%	22.6%	





# Cash Balance

- **Current cash balance of \$1.4M (380 DCOH)**
- **Cash projected at \$1.7M by fiscal year end**



# Compliance Reporting

Area	Due Date	Description	Completed By	Board Must Approve	Signature Required	Additional Information
DATA TEAM	Oct-04	<b>California Basic Educational Data System (CBEDS) Information Day</b> - The first Wed in Oct is CBEDS Information Day, used to collect information on student and staff demographics. Schools must complete the School Information Form (SIF). The SIF is used to report the count of classified staff, kindergarten program type, educational calendars, work visa applications, multilingual instructional programs, and languages of instruction. Data is due to CDE on <b>October 31th</b> .	CalOps	No	No	<a href="http://www.cde.ca.gov/ds/dc/cb/">http://www.cde.ca.gov/ds/dc/cb/</a>
FINANCE	Oct-13	<b>Federal Stimulus Reporting</b> - Local educational agencies (LEAs) are required to report to the California Department of Education (CDE) on funds received through the CARES Act, the CRRSA Act, and the ARP, including ESSER I, GEER I, ESSER II, ESSER III and ELO-G. Reporting for the preceding quarter (July 1 - Sep 30).	Charter Impact	No	No	<a href="https://www.cde.ca.gov/cr/reporting.asp">https://www.cde.ca.gov/cr/reporting.asp</a>
FINANCE	Oct-20	<b>ADA Report #1</b> - EDCOE SELPA requires the reporting of Enrollment/ADA 3 times a year for their planning and to better assist their charter members.	Charter Impact	No	No	<a href="http://charterselpa.org/fiscal/">http://charterselpa.org/fiscal/</a>
DATA TEAM	Oct-31	<b>CBEDS-ORA</b> - Collection of FTE of classified staff, estimated teacher hires, Kindergarten program types, H-1B work visa application, education calendar, multilingual instructional programs, languages of instruction and district of choice transfer requests and transportation data.	CalOps	No	No	<a href="https://www.cde.ca.gov/ds/dc/cb/">https://www.cde.ca.gov/ds/dc/cb/</a>
FINANCE	Oct-31	<b>Federal Cash Management - Period 2</b> - Charter schools that are awarded a grant under any of these programs: <b>Title I, Part A; Title I, Part D, Subpart 2; Title II, Part A; Title III LEP; and Title III Immigrant programs</b> must submit the CMDC report for a particular quarter in order to receive an apportionment for that quarter; CDE will apportion funds to LEAs whose cash balance is below a certain threshold.	Charter Impact	No	No	<a href="http://www.cde.ca.gov/fg/aa/cm/">http://www.cde.ca.gov/fg/aa/cm/</a>
DATA TEAM	Oct-31	<b>Complete 20-Day Attendance Report</b> - Charter schools in their first year of operation that begin instruction by September 30th, and continuing charter schools that are expanding by adding one or more grade levels, may apply for a special advance on their funding for LCFF State Aid and EPA State Aid. The special advance is based on actual ADA and pupil demographic data for the first 20 days of student instruction.	CalOps	No	Yes	<a href="https://www.cde.ca.gov/fg/aa/pa/csfunding.asp?tabsection=2">https://www.cde.ca.gov/fg/aa/pa/csfunding.asp?tabsection=2</a>
FINANCE	Oct-31	<b>Reporting Interest Earned on Federal Funds</b> CDE federal program grantees are required to report and remit interest earned on advances to the CDE at least quarterly. Although grantees are allowed to keep interest amounts up to \$500 per year for administrative purposes, the \$500 is in total for all federal programs, not for each federal program.	Charter Impact with CalOps support	No	No	<a href="https://www.cde.ca.gov/fg/ac/co/intfedfunds-calculating.asp">https://www.cde.ca.gov/fg/ac/co/intfedfunds-calculating.asp</a>
DATA TEAM	Oct-31	<b>Collect Alternative Income Forms from Families</b> Alternative income forms can be used in place of, or in conjunction with, federal meal applications to determine students whose household income meets FRPM eligibility levels. Determination is required to calculate UPC (Unduplicated Pupil Count) for Supplemental and Concentration funding, as well as other state grants.	CalOps	No	No	<a href="https://www.cde.ca.gov/fg/aa/pa/altincomeforms.asp">https://www.cde.ca.gov/fg/aa/pa/altincomeforms.asp</a>
FINANCE	Nov-15	<b>Review and/or Update Non-Profit IRS Form 990 Policies</b> - although not required, it is recommended to review these policies annually. The IRS Form 990 is the annual information return filed by most non-profit charter schools. The IRS Form 990 includes a Governance, Management and Disclosure section. Charter Schools are required to disclose the following policies: Conflict of Interest Policy, Whistleblower Policy, Document Retention and Destruction Policy, Expense Reimbursement Policy, Gift Receiving Policy, and Compensation Approval Policy. A Form 990 must be filed by the 15th day of the 5th month after the close of the NPO's fiscal year. <b>Most schools extend this deadline to the following May 15th.</b>	CalOps	Yes	No	<a href="http://www.publiccounsel.org/useful_materials?id=0025">http://www.publiccounsel.org/useful_materials?id=0025</a>
FINANCE	Nov-30	<b>Universal PreKindergarten (UPK) Planning and Implementation Program Reports</b> - The CDE is collecting answers to the updated 2022-23 UPK Planning and Implementation Grant questions found in the updated LEA Template. These surveys must be completed by November 30, 2023.	CalOps	No	No	<a href="https://surveys3.cde.ca.gov/go/upk-program-rpt2-lea.asp">https://surveys3.cde.ca.gov/go/upk-program-rpt2-lea.asp</a>
FINANCE	Set by Authorizer (by Dec 13)	<b>1st Interim Financial Report</b> - Local educational agencies (LEAs) are required to file two reports during a fiscal year (interim reports) on the status of the LEA's financial health. The first interim report for the period ending October 31 is due by the date set by the charter authorizer (no later than December 15th).	Charter Impact	Yes	Yes	<a href="https://www.cde.ca.gov/fg/ti/ir/interimstatus.asp">https://www.cde.ca.gov/fg/ti/ir/interimstatus.asp</a>

# Appendix

- Monthly Cash Flow / Forecast 23/24
- Budget vs. Actual
- Statement of Financial Position
- Statement of Cash Flows
- Monthly Check Register
- AP Aging

## FY23-24 CalOps Central Coast

### Monthly Cash Flow/Forecast FY23-24

Revised 10/24/23

Actuals Through: 9/30/2023

**ADA = 109.96**



			Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Year-End Accruals	Annual Forecast	Original Budget Total	Favorable / (Unfav.)
																	ADA = 109.96	
Revenues																		
State Aid - Revenue Limit																		
8011	LCFF State Aid		-	32,202	32,202	60,657	60,657	60,657	60,657	60,657	61,165	61,165	61,165	61,165	61,166	673,514	673,514	-
8012	Education Protection Account		-	-	-	5,498	-	5,498	-	-	5,498	-	-	-	5,498	21,991	21,991	-
8096	In Lieu of Property Taxes		-	-	-	53,163	53,163	53,163	53,163	53,163	132,757	66,379	66,379	66,379	66,379	664,085	664,085	-
			-	32,202	32,202	119,317	113,820	119,317	113,820	113,820	199,420	127,544	127,544	127,544	133,042	1,359,590	1,359,590	-
Federal Revenue																		
8181	Special Education - Entitlement		-	-	-	1,238	1,238	1,238	1,238	1,238	1,511	1,511	1,511	1,511	1,511	13,745	13,745	-
8296	Other Federal Revenue		-	-	-	1,151	-	-	1,151	-	-	1,151	-	-	1,151	4,603	-	4,603
			-	-	-	2,389	1,238	1,238	2,389	1,238	1,511	2,662	1,511	1,511	2,662	18,348	13,745	4,603
Other State Revenue																		
8311	State Special Education		4,713	4,713	8,483	8,788	8,788	8,788	8,788	8,788	7,146	7,146	7,146	7,146	7,146	97,575	97,575	-
8550	Mandated Cost		-	-	-	-	-	3,904	-	-	-	-	-	-	-	3,904	3,873	31
8560	State Lottery		-	-	-	-	-	-	6,849	-	-	6,849	-	-	13,680	27,379	26,060	1,319
8599	Other State Revenue		-	-	-	495	495	495	495	495	495	495	495	495	1,045	5,498	5,498	-
			4,713	4,713	8,483	9,282	9,282	13,186	16,132	9,282	7,640	14,490	7,640	7,640	21,870	134,356	133,005	1,351
Other Local Revenue																		
8660	Interest Revenue		-	3,386	-	-	-	-	-	-	-	-	-	-	-	3,386	-	3,386
			-	3,386	-	-	-	-	-	-	-	-	-	-	-	3,386	-	3,386
Total Revenue			4,713	40,301	40,685	130,988	124,340	133,741	132,340	124,340	208,571	144,695	136,695	136,695	157,575	1,515,679	1,506,339	9,340
Expenses																		
Certificated Salaries																		
1100	Teachers' Salaries		28,107	44,521	30,265	31,219	31,219	31,219	31,219	31,219	31,219	31,219	31,219	31,219	37,463	421,326	399,493	(21,833)
1175	Teachers' Extra Duty/Stipends		-	-	-	11	11	11	11	11	11	11	11	11	13	111	156	46
1200	Pupil Support Salaries		3,055	2,503	2,580	3,233	3,233	3,233	3,233	3,233	3,233	3,233	3,233	3,233	3,880	41,117	30,771	(10,346)
1300	Administrators' Salaries		5,512	3,576	3,490	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	5,262	57,310	50,805	(6,505)
			36,674	50,601	36,335	38,848	38,848	38,848	38,848	38,848	38,848	38,848	38,848	38,848	46,618	519,864	481,225	(38,638)
Classified Salaries																		
2100	Instructional Salaries		65	105	73	75	75	75	75	75	75	75	75	75	91	1,012	987	(25)
2200	Support Salaries		178	110	110	121	121	121	121	121	121	121	121	121	145	1,631	1,582	(49)
2300	Classified Administrators'		843	537	552	553	553	553	553	553	553	553	553	553	663	7,568	7,401	(167)
2400	Clerical and Office Staff Salaries		152	96	149	182	182	182	182	182	182	182	182	182	219	2,254	1,330	(923)
			1,237	848	885	931	931	931	931	931	931	931	931	931	1,117	12,465	11,300	(1,165)
Benefits																		
3101	STRS		-	-	-	6,654	6,654	6,654	6,654	6,654	6,654	6,654	6,654	6,654	-	59,884	63,829	3,945
3301	OASDI		252	168	178	52	52	52	52	52	52	52	52	52	-	1,064	487	(577)
3311	Medicare		518	720	507	517	517	517	517	517	517	517	517	517	-	6,400	4,959	(1,440)
3401	Health and Welfare		-	-	-	10,299	10,299	10,299	10,299	10,299	10,299	10,299	10,299	10,299	-	92,687	97,682	4,995
3501	State Unemployment		31	40	42	1,671	1,671	1,671	8,354	6,683	3,341	1,671	1,671	1,671	-	28,515	28,731	215
3601	Workers' Compensation		-	-	982	499	499	499	499	499	499	499	499	499	-	5,476	4,788	(688)
			801	928	1,709	19,692	19,692	19,692	26,374	24,704	21,362	19,692	19,692	19,692	-	194,027	200,476	6,449
Books and Supplies																		
4100	Textbooks and Core Materials		-	-	62	740	740	740	740	740	740	740	740	740	-	6,722	7,400	678
4200	Books and Reference Materials		-	-	-	16,250	16,250	16,250	16,250	16,250	16,250	16,250	16,250	16,250	-	146,250	162,500	16,250
4302	School Supplies		-	456	726	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912	-	18,387	18,387	-
4305	Software		-	487	4,398	6,907	6,907	6,907	6,907	6,907	6,907	6,907	6,907	6,907	-	67,045	69,067	2,022
4310	Office Expense		-	6	177	211	211	211	211	211	211	211	211	211	-	2,085	2,535	450
4311	Business Meals		-	-	-	284	284	284	284	284	284	284	284	284	-	2,552	3,402	851
4400	Noncapitalized Equipment		-	569	6,156	3,854	3,854	3,854	3,854	3,854	3,854	3,854	3,854	3,854	-	41,407	41,407	-
			-	1,518	11,520	30,157	30,157	30,157	30,157	30,157	30,157	30,157	30,157	30,157	-	284,447	304,698	20,250
Subagreement Services																		
5102	Special Education		-	320	-	10,160	10,160	10,160	10,160	10,160	10,160	10,160	10,160	10,160	-	91,760	101,600	9,840
5106	Other Educational Consultants		-	30	-	11,833	11,833	11,833	11,833	11,833	11,833	11,833	11,833	11,833	-	106,522	106,522	-
			-	350	-	21,993	21,993	21,993	21,993	21,993	21,993	21,993	21,993	21,993	-	198,282	208,122	9,840
Operations and Housekeeping																		
5201	Auto and Travel		-	-	-	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	-	14,400	16,000	1,600
5300	Dues & Memberships		-	1,535	-	108	108	108	108	108	108	108	108	108	-	2,510	1,300	(1,210)
5400	Insurance		-	-	148	8	8	8	8	8	8	8	8	8	-	223	100	(123)
5501	Utilities		-	-	-	46	46	46	46	46	46	46	46	46	-	418	557	139
5502	Janitorial Services		-	-	-	75	75	75	75	75	75	75	75	75	-	675	900	225
5900	Communications		-	-	26	1,304	1,304	1,304	1,304	1,304	1,304	1,304	1,304	1,304	-	11,764	13,043	1,279
			-	1,535	173	3,142	3,142	3,142	3,142	3,142	3,142	3,142	3,142	3,142	-	29,990	31,900	1,910
Facilities, Repairs and Other Leases																		
5601	Rent		-	-	-	543	543	543	543	543	543	543	543	543	-	4,890	6,520	1,630
5602	Additional Rent		-	58	88	29	29	29	29	29	29	29	29	29	-	406	348	(58)

**FY23-24 CalOps Central Coast****Monthly Cash Flow/Forecast FY23-24**

Revised 10/24/23

Actuals Through: 9/30/2023

ADA = 109.96



	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Year-End Accruals	Annual Forecast	Original Budget Total	Favorable / (Unfav.)
5603 Equipment Leases	-	-	-	32	32	32	32	32	32	32	32	32	-	285	380	95
	-	58	88	604	604	604	604	604	604	604	604	604	-	5,581	7,248	1,667
<b>Professional/Consulting Services</b>																
5801 IT	-	-	-	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	-	56,250	62,500	6,250
5802 Audit & Taxes	-	-	6	306	306	306	-	-	-	-	-	-	-	924	918	(6)
5803 Legal	-	-	63	437	437	437	437	437	437	437	437	437	-	3,994	5,242	1,248
5804 Professional Development	-	-	551	1,212	1,212	1,212	1,212	1,212	1,212	1,212	1,212	1,212	-	11,458	14,543	3,085
5805 General Consulting	-	1	375	1,211	1,211	1,211	1,211	1,211	1,211	1,211	1,211	1,211	-	11,272	12,106	834
5807 Bank Charges	-	-	25	133	133	133	133	133	133	133	133	133	-	1,224	1,599	375
5809 Other taxes and fees	-	4	8	492	492	492	492	492	492	492	492	492	-	4,439	5,903	1,464
5811 Management Fee	-	1,192	596	596	596	596	596	596	596	596	596	596	-	7,150	7,150	0
5812 District Oversight Fee	-	-	-	1,193	1,138	1,193	1,138	1,138	1,994	1,275	1,275	1,275	1,974	13,596	13,596	-
5815 Public Relations/Recruitment	-	722	644	1,229	1,229	1,229	1,229	1,229	1,229	1,229	1,229	1,229	-	12,430	14,753	2,323
	69	1,987	2,391	13,059	13,004	13,059	12,698	12,698	13,554	12,835	12,835	12,835	1,712	122,737	138,310	15,573
<b>Depreciation</b>																
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Interest</b>																
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Expenses</b>	<b>38,781</b>	<b>57,823</b>	<b>53,101</b>	<b>128,425</b>	<b>128,370</b>	<b>128,425</b>	<b>134,747</b>	<b>133,077</b>	<b>130,591</b>	<b>128,202</b>	<b>128,202</b>	<b>128,202</b>	<b>49,448</b>	<b>1,367,394</b>	<b>1,383,280</b>	<b>15,886</b>
<b>Monthly Surplus (Deficit)</b>	<b>(34,068)</b>	<b>(17,522)</b>	<b>(12,416)</b>	<b>2,563</b>	<b>(4,031)</b>	<b>5,316</b>	<b>(2,407)</b>	<b>(8,737)</b>	<b>77,980</b>	<b>16,493</b>	<b>8,493</b>	<b>8,493</b>	<b>108,127</b>	<b>148,285</b>	<b>123,060</b>	<b>25,226</b>
<b>Cash Flow Adjustments</b>														9.8%		
Monthly Surplus (Deficit)	(34,068)	(17,522)	(12,416)	2,563	(4,031)	5,316	(2,407)	(8,737)	77,980	16,493	8,493	8,493	108,127	148,285		
Cash flows from operating activities																
Depreciation/Amortization	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Public Funding Receivables	-	-	(32,202)	-	-	-	140,037	-	-	-	-	-	(157,575)	(49,740)		
Grants and Contributions Rec.	-	420,525	1,829	-	-	-	-	-	-	-	-	-	-	422,354		
Due To/From Related Parties	38,712	57,168	53,111	-	-	-	-	-	-	-	-	-	-	148,991		
Prepaid Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Assets	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Accounts Payable	-	1,190	(50,030)	-	-	-	-	-	-	-	-	-	49,448	608		
Accrued Expenses	-	(5,408)	48,681	-	-	-	-	-	-	-	-	-	-	43,273		
Other Liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cash flows from investing activities																
Purchases of Prop. And Equip.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Notes Receivable	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cash flows from financing activities																
Proceeds from Factoring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Payments on Factoring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Proceeds(Payments) on Debt	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Change in Cash</b>	<b>4,644</b>	<b>455,953</b>	<b>8,973</b>	<b>2,563</b>	<b>(4,031)</b>	<b>5,316</b>	<b>137,630</b>	<b>(8,737)</b>	<b>77,980</b>	<b>16,493</b>	<b>8,493</b>	<b>8,493</b>				
Cash, Beginning of Month	977,537	982,181	1,438,133	1,447,106	1,449,669	1,445,639	1,450,955	1,588,585	1,579,848	1,657,828	1,674,321	1,682,815				
<b>Cash, End of Month</b>	<b>982,181</b>	<b>1,438,133</b>	<b>1,447,106</b>	<b>1,449,669</b>	<b>1,445,639</b>	<b>1,450,955</b>	<b>1,588,585</b>	<b>1,579,848</b>	<b>1,657,828</b>	<b>1,674,321</b>	<b>1,682,815</b>	<b>1,691,308</b>				

# *California Online Public Schools*

## **Financial Package** **September 30, 2023**

*Presented by:*



**California Online Public Schools Central Coast*****Budget vs Actual*****For the period ended September 30, 2023**

	Current Period Actual	Current Period Budget	Current Period Variance	Current Year Actual	YTD Budget	YTD Budget Variance	Total Budget
<b>Revenues</b>							
State Aid - Revenue Limit							
LCFF State Aid	\$ 32,202	\$ 33,698	\$ (1,496)	\$ 64,404	\$ 67,397	\$ (2,993)	\$ 673,514
Education Protection Account	-	5,498	(5,498)	-	5,498	(5,498)	21,991
In Lieu of Property Taxes	-	79,744	(79,744)	-	119,616	(119,616)	664,085
Total State Aid - Revenue Limit	32,202	118,940	(86,738)	64,404	192,510	(128,106)	1,359,590
Federal Revenue							
Special Education - Entitlement	-	688	(688)	-	1,375	(1,375)	13,745
Total Federal Revenue	-	688	(688)	-	1,375	(1,375)	13,745
Other State Revenue							
State Special Education	8,483	4,882	3,601	17,909	9,764	8,145	97,575
Mandated Cost	-	-	-	-	-	-	3,873
State Lottery	-	-	-	-	-	-	26,060
Other State Revenue	-	275	(275)	-	550	(550)	5,498
Total Other State Revenue	8,483	5,157	3,326	17,909	10,314	7,595	133,005
Other Local Revenue							
Interest Revenue	-	-	-	3,386	-	3,386	-
Total Other Local Revenue	-	-	-	3,386	-	3,386	-
<b>Total Revenues</b>	<b>40,685</b>	<b>124,785</b>	<b>(84,100)</b>	<b>85,699</b>	<b>204,199</b>	<b>(118,500)</b>	<b>1,506,339</b>
<b>Expenses</b>							
Certificated Salaries							
Teachers' Salaries	30,265	27,743	(2,523)	102,893	83,228	(19,665)	399,493
Teachers' Extra Duty/Stipends	-	11	11	-	32	32	156
Pupil Support Salaries	2,580	2,137	(443)	8,138	6,411	(1,727)	30,771
Administrators' Salaries	3,490	3,528	38	12,579	10,584	(1,995)	50,805
Total Certificated Salaries	36,335	33,418	(2,917)	123,610	100,255	(23,355)	481,225
Classified Salaries							
Instructional Salaries	73	69	(5)	243	206	(38)	987
Support Salaries	110	110	(1)	398	329	(69)	1,582
Supervisors' and Administrators' Salaries	552	514	(38)	1,932	1,542	(390)	7,401
Clerical and Office Staff Salaries	149	92	(56)	396	277	(119)	1,331
Total Classified Salaries	885	785	(100)	2,970	2,354	(616)	11,300
Benefits							
State Teachers' Retirement System, certificated positions	-	5,319	5,319	-	15,957	15,957	63,829
OASDI/Medicare/Alternative, certificated positions	178	41	(137)	598	122	(477)	486
Medicare/Alternative, certificated positions	507	413	(94)	1,745	1,240	(505)	4,959
Health and Welfare Benefits, certificated positions	-	8,140	8,140	-	24,421	24,421	97,682
State Unemployment Insurance, certificated positions	42	1,437	1,394	113	4,310	4,197	28,731
Workers' Compensation Insurance, certificated positions	982	399	(583)	982	1,197	215	4,788
Total Benefits	1,709	15,749	14,040	3,438	47,246	43,808	200,476
Books & Supplies							
Textbooks and Core Materials	62	617	554	62	1,850	1,788	7,400
Books and Reference Materials	-	13,542	13,542	-	40,625	40,625	162,500
School Supplies	726	1,532	806	1,183	4,597	3,414	18,387
Software	4,398	5,756	1,358	4,885	17,267	12,382	69,067
Office Expense	177	211	34	183	634	450	2,535
Business Meals	-	284	284	-	851	851	3,402
Noncapitalized Equipment	6,156	3,451	(2,705)	6,725	10,352	3,627	41,407
Total Books & Supplies	11,520	25,391	13,871	13,038	76,174	63,137	304,698
Subagreement Services							
Special Education	-	8,467	8,467	320	25,400	25,080	101,600
Other Educational Consultants	-	8,877	8,877	30	26,631	26,601	106,522
Instructional Services	-	-	-	-	-	-	-
Total Subagreement Services	-	17,344	17,344	350	52,031	51,681	208,122
Operations & Housekeeping							
Auto and Travel	-	1,333	1,333	-	4,000	4,000	16,000
Dues & Memberships	-	108	108	1,535	325	(1,210)	1,300
Insurance	148	8	(139)	148	25	(123)	100
Utilities	-	46	46	-	139	139	557



California Online Public Schools Central Coast

Budget vs Actual

For the period ended September 30, 2023

	Current Period Actual	Current Period Budget	Current Period Variance	Current Year Actual	YTD Budget	YTD Budget Variance	Total Budget
Janitorial Services	-	75	75	-	225	225	900
Communications	26	1,087	1,061	26	3,261	3,235	13,043
Total Operations & Housekeeping	173	2,658	2,485	1,708	7,975	6,267	31,900
Facilities, Repairs & Other Leases							
Rent	-	543	543	-	1,630	1,630	6,520
Additional Rent	88	29	(59)	145	87	(58)	348
Equipment Leases	-	32	32	-	95	95	380
Total Facilities, Repairs & Other Leases	88	604	517	145	1,812	1,667	7,248
Professional/Consulting Services							
IT	-	5,208	5,208	-	15,625	15,625	62,500
Audit & Taxes	6	-	(6)	6	-	(6)	918
Legal	63	437	374	63	1,310	1,248	5,242
Professional Development	551	1,212	661	551	3,636	3,085	14,543
General Consulting	375	1,009	633	376	3,027	2,650	12,106
Bank Charges	25	133	108	25	400	375	1,599
Other Taxes and Fees	8	492	484	11	1,476	1,464	5,903
Management Fee	596	596	-	1,787	1,787	-	7,150
District Oversight Fee	-	1,189	1,189	-	1,925	1,925	13,596
SPED Encroachment	124	-	(124)	262	-	(262)	-
Public Relations/Recruitment	644	1,229	586	1,365	3,688	2,323	14,753
Total Professional/Consulting Services	2,391	11,506	9,115	4,447	32,874	28,427	138,310
Total Expenses	53,101	107,455	54,354	149,705	320,722	171,016	1,383,280
Change in Net Assets	(12,416)	17,330	(29,745)	(64,006)	(116,522)	52,516	123,060
Net Assets, Beginning of Period	132,812			184,403			
Net Assets, End of Period	\$ 120,396			\$ 120,396			



## California Online Public Schools

### Statement of Financial Position

September 30, 2023

	California Online Public Schools Southern California	California Online Public Schools Academy Central Valley	California Online Public Schools Northern California	California Online Public Schools Academy North Bay	California Online Public Schools Monterey Bay	California Online Public Schools Central Coast	Combined
<b>Assets</b>							
<b>Current Assets</b>							
Cash & Cash Equivalents	\$ 27,885,464	\$ 7,018,048	\$ 15,194,548	\$ 1,597,913	\$ 2,798,591	\$ 1,447,106	\$ 55,941,670
Accounts Receivable	(11,701,115)	(1,006,492)	3,795,557	203,861	(344,508)	(169,628)	(9,222,326)
Public Funding Receivables	-	-	-	-	-	32,202	32,202
Due To/From Related Parties	13,325,530	(1,949,737)	(8,609,148)	(444,172)	(1,426,702)	(895,771)	0
Prepaid Expenses	289,961	8,290	19,615	1,501	117	-	319,484
<b>Total Current Assets</b>	<b>29,799,840</b>	<b>4,070,109</b>	<b>10,400,572</b>	<b>1,359,103</b>	<b>1,027,498</b>	<b>413,909</b>	<b>47,071,030</b>
				1,359,103			
<b>Long-Term Assets</b>							
Property & Equipment, Net	21,500	-	144,783	-	-	-	166,283
Deposits	20,287	100	-	-	-	-	20,387
<b>Total Long Term Assets</b>	<b>41,788</b>	<b>100</b>	<b>144,783</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>186,671</b>
<b>Total Assets</b>	<b>\$ 29,841,628</b>	<b>\$ 4,070,209</b>	<b>\$ 10,545,355</b>	<b>\$ 1,359,103</b>	<b>\$ 1,027,498</b>	<b>\$ 413,909</b>	<b>\$ 47,257,701</b>
<b>Liabilities</b>							
<b>Current Liabilities</b>							
Accrued Liabilities	5,487,132	(438,891)	1,447,698	226,839	422,265	105,850	7,250,894
Deferred Revenue	8,702,169	1,411,900	2,601,399	338,673	547,313	187,176	13,788,629
Deferred Rent, Current Portion	25,606	3,517	8,658	1,245	2,327	487	41,840
<b>Total Current Liabilities</b>	<b>14,214,907</b>	<b>976,526</b>	<b>4,057,755</b>	<b>566,757</b>	<b>971,905</b>	<b>293,512</b>	<b>21,081,363</b>
<b>Long-Term Liabilities</b>							
<b>Total Liabilities</b>	<b>14,214,907</b>	<b>976,526</b>	<b>4,057,755</b>	<b>566,757</b>	<b>971,905</b>	<b>293,512</b>	<b>21,081,363</b>
<b>Total Net Assets</b>	<b>15,626,721</b>	<b>3,093,683</b>	<b>6,487,600</b>	<b>792,346</b>	<b>55,592</b>	<b>120,396</b>	<b>26,176,338</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 29,841,628</b>	<b>\$ 4,070,209</b>	<b>\$ 10,545,355</b>	<b>\$ 1,359,103</b>	<b>\$ 1,027,498</b>	<b>\$ 413,909</b>	<b>\$ 47,257,701</b>

California Online Public Schools

Statement of Cash Flows

For the period ended September 30, 2023

	California Online Public Schools Southern California	California Online Public Schools Academy Central Valley	California Online Public Schools Northern California	California Online Public Schools Academy North Bay	California Online Public Schools Monterey Bay	California Online Public Schools Central Coast	Month Ended 09/30/23
<b>Cash Flows from Operating Activities</b>							
Change in Net Assets	\$ 704,289	\$ (2,957)	\$ 1,180,246	\$ 37,217	\$ (65,838)	\$ (12,416)	\$ 1,840,540
Adjustments to reconcile change in net assets to net cash flows from operating activities:							
Depreciation	-	-	629,013	58,041	-	(32,202)	654,852
Decrease/(Increase) in Operating Assets:							
Public Funding Receivables	542	-	-	-	-	-	542
Grants, Contributions & Pledges Receivable	5,658,756	61,552	274,440	47,925	7,617	1,829	6,052,119
Due from Related Parties	(2,283,052)	322,754	882,645	69,453	955,089	53,111	-
Prepaid Expenses	-	159	464	-	-	-	623
Accounts Payable	(2,391,184)	(381,802)	(1,060,623)	(161,639)	(212,504)	(50,030)	(4,257,783)
Accrued Expenses	2,510,256	301,472	1,045,077	161,431	210,614	48,681	4,277,531
<b>Total Cash Flows from Operating Activities</b>	<b>4,199,606</b>	<b>301,178</b>	<b>2,951,261</b>	<b>212,427</b>	<b>894,978</b>	<b>8,973</b>	<b>8,568,423</b>
Change in Cash & Cash Equivalents	4,199,606	301,178	2,951,261	212,427	894,978	8,973	8,568,423
Cash & Cash Equivalents, Beginning of Period	23,685,858	6,716,870	12,243,287	1,385,485	1,903,613	1,438,133	47,373,247
<b>Cash and Cash Equivalents, End of Period</b>	<b>\$ 27,885,464</b>	<b>\$ 7,018,048</b>	<b>\$ 15,194,548</b>	<b>\$ 1,597,913</b>	<b>\$ 2,798,591</b>	<b>\$ 1,447,106</b>	<b>\$ 55,941,670</b>

California Online Public Schools Central Coast

Check Register

For the period ended September 30, 2023

Check Number	Vendor Name	Transaction Description	Check Date	Check Amount
70005	WASC - Accrediting Commission for Schools	Membership Fee - Annual 2023 - 2024	9/1/2023	\$ 1,190.00
Total Disbursements Issued in September				\$ 1,190.00

California Online Public Schools Central Coast

Accounts Payable Aging

September 30, 2023

Vendor Name	Invoice/Credit Number	Invoice Date	Date Due	Current	1 - 30 Days Past Due	31 - 60 Days Past Due	61 - 90 Days Past Due	Over 90 Days Past Due	Total
				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Outstanding Invoices				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

# Coversheet

## Policy, Compliance, and State Accountability Report

<b>Section:</b>	III. Oral Reports
<b>Item:</b>	D. Policy, Compliance, and State Accountability Report
<b>Purpose:</b>	FYI
<b>Submitted by:</b>	
<b>Related Material:</b>	CalOPS Board Policy Report November 2023.pdf

# November 2023 CalOPS

## Policy, Compliance, and State Accountability Report

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### AB 1604 - Charter School Facility Grant Program

On October 7, 2023 Governor Newsom vetoed AB 1604. The following are a few excerpts from his [Veto Letter](#).

“This bill would make changes to the Charter School Facility Grant program (CSFGP) administered by the California School Finance Authority (CSFA) with regard to required admissions preferences, requirements for related parties, declaring nonprofit status, and how charter school properties are sold and leased. “  
“Unfortunately, provisions of this bill could have unintended consequences, including increasing facility costs or limiting financing options for charter schools.

Furthermore, the potential benefits of the bill are limited and do not outweigh the potential risks to charter school facilities. Finally, while the report did find areas for improved transparency, those areas can and should be addressed administratively by the CSFA through the regulatory process rather than by legislation.”

### CA State Board of Education

[California State Board of Education is meeting Nov. 8 and 9, 2023](#)

1. The Board will hear results of the Smarter Balance for English Language Arts (ELA) and Math; California Science Test; California Alternate Assessments for ELA, Mathematics, and Science; and California Spanish Assessment.

- The proportion of students tested who are socioeconomically disadvantaged increased from 60 percent in 2022 to 63 percent in 2023, and the number and share of students who are experiencing homelessness or who are part of the foster care system has also increased. Given the ongoing drops in achievement appearing on many national tests and the relationship between student advantage and achievement, California’s statewide scores are promising.
- Overall, against this backdrop, the percentages of California students meeting or exceeding the standards for mathematics and science increased, while the percentage of students meeting or exceeding the standard for ELA did not change significantly.

2. Updates to the 2024-25 Local Control & Accountability Plan Template as [outlined here](#). Two statewide webinar training will be conducted between Nov. 14, 2023 and Jan. 9, 2024. In addition, the [Performance Standards of Local Indicators](#) within the California School Dashboard are revised to include

more information on the process of LCAP adoption during the CalOPS Board meeting when the LCAP is adopted.

\*Compiled by Laura Johnson, PVS

## Changes in Law

Our lobbyist partner Branche Jones has shared with us a list of “Changes In Law” that may be pertinent to our schools. This information is invaluable for us to stay abreast of the always changing educational landscape in the state of California.

Follow this [link to a folder](#) where we have these documents stored.

# Coversheet

## Approval of Minutes from the October 03, 2023 Board Meeting (attached)

<b>Section:</b>	IV. Consent Items
<b>Item:</b> (attached)	A. Approval of Minutes from the October 03, 2023 Board Meeting
<b>Purpose:</b>	Vote
<b>Submitted by:</b>	
<b>Related Material:</b>	231003 FOR REVIEW CalOPS Meeting Minutes.pdf



DRAFT

# California Online Public Schools

## Minutes

### California Online Public Schools (CalOPS) Board Meeting

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#### Date and Time

Tuesday October 3, 2023 at 3:30 PM

#### Location

CalCA NorCal: 580 N. Wilma Avenue, Suite G, Ripon, CA 95366  
CalCA SoCal: 33272 Valle Road, San Juan Capistrano, CA 92675  
23091 Arden Street, Lake Forest, CA 92630  
1201 Cara Road, Dinuba, CA 93618  
8422 Madison Avenue, Fair Oaks, CA 95628  
3753 W. Norberry Street, Lancaster, CA 93536  
32946 Calle San Marcos San Juan Capistrano, 92675  
9423 Reseda Blvd. Apt#230, Northridge, CA 91324  
1608 Lake Street, Calistoga, CA 94515

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#### Join Zoom Meeting

<https://zoom.us/j/93762840563>

Meeting ID: 937 6284 0563

Dial In:

+1 (669) 444-9171 ext. 93762840563# US

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This meeting is open to the public in person and via teleconference. For information about this meeting or for members of the public who require special accommodations to attend, contact the school offices: Bernie Jamero at (209) 253-1208 or Eva McGahey at (714) 248-6179 at least 24 hours prior to the meeting. The Board packet can be made available for public review by contacting the school offices prior to the Board meeting in compliance with California open meeting law.

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#### Directors Present

A. Pulsipher (remote), B. Hartelt (remote), E. Pavlich, P. Hedrick (remote)

#### Directors Absent

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D. Rivas, E. Wickliffe, M. Henjum

### Guests Present

A. Larsen (remote), C. Sanchez Reyes (remote), D. Hertzler, D. Kozub (remote), E. McGahey, H. Roney (remote), H. Tamayo (remote), J. Sitomer (remote), Jennifer Brunner, L. Carter, L. Dombek (remote), L. Johnson (remote), M. Percin (remote), M. White (remote), Patrick Costello, R. Romero (remote), R. Savage (remote), Ryan Dreifus, S. Ford (remote), V. Acosta

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## I. Opening Items

### A. Call the Meeting to Order

E. Pavlich called a meeting of the board of directors of California Online Public Schools to order on Tuesday Oct 3, 2023 at 3:38 PM.

E. Pavlich made a motion to Call the meeting to order.

The board **VOTED** to approve the motion.

#### Roll Call

M. Henjum    Absent  
P. Hedrick    Aye  
D. Rivas      Absent  
A. Pulsipher   Aye  
E. Wickliffe   Absent  
B. Hartelt     Aye  
E. Pavlich     Aye

### B. Roll Call

#### CalOPS Staff

Dan Hertzler - CalOPS Director of Business Services - SoCal Office  
Eva McGahey - CalOPS Administrative Assistant - SoCal Office  
Heather Tamayo - CalOPS Middle School Principal  
Kara Mannix - CalOPS High School Principal - SoCal Office  
LaChelle Carter - CalOPS Director of Financial Services - SoCal Office  
Leslie Dombek - CalOPS Director of Student Achievement  
Marcus White - CalOPS Elementary School Principal  
Richard Savage - CalOPS Superintendent  
Richie Romero - CalOPS Deputy Superintendent  
Stephen Ford - CalOPS Assistant Superintendent of Human Resources  
Viridiana Acosta - CalOPS Executive Assistant - NorCal Office  
Harold Roney - CalOPS Director of Student Services  
Ryan Dreifus - CalOPS High School Assistant Principal - SoCal Office  
Jennifer Brunner - CalOPS High School Assistant Principal - SoCal Office

#### Contracted Staff

Chandre Sanchez Reyes - PVS Academic Success Partner  
Donna Kozub - PVS School Financial Services  
Jason Sitomer - Charter Impact Managing Director  
Laura Johnson - PVS School Success Partner  
Matt Percin - Charter Impact Director of Client Finance  
Patrick Costello - Concur

1 Member of the Public

### C. Approval of Agenda

P. Hedrick made a motion to Approve the Agenda.

E. Pavlich seconded the motion.

The board **VOTED** to approve the motion.

#### Roll Call

A. Pulsipher Aye  
E. Wickliffe Absent  
E. Pavlich Aye  
D. Rivas Absent  
B. Hartelt Aye  
P. Hedrick Aye  
M. Henjum Absent

## II. Oral Reports

### A. Superintendent's Report

R. Savage thanks everyone for attendance. He notes CalOPS enrollment population is at 8931, but fluctuating every day.

Staffing updates include the Enrollment team is fully staffed. Also hired new Director of HR to support Steve. General onboarding of new employees in order to lighten the load through the upcoming transition.

SoCal Fall Festival occurred last week and had great energy. Great turnout in regards to attendance. Handed out new CalOPS gear, and the branding change was extremely well received. J. Colombero did great job to get branded swag.

A very successful School Advisory Council meeting was put on by team of assistant principals.

Sponsoring District Updates: 3 concurrent renewals this year. Had our public hearing on Sept. 26 with Scotts Valley and will be headed back on Oct. 24th for the Board vote on renewal. Finally got ahold of Middletown and we have a public hearing with them on Oct 11 and Board vote on Nov 8. Our official petition for Ripon will be submitted on Oct. 10, the public hearing is TBD (Nov. 13 or Dec. 11) and that potential Board vote on Jan 18th. Healthy relationships with all these Sponsoring Districts. Had our oversight visit with Cuyama virtually and it went very well. Having oversight visit with CAPO on Nov. 1st and

in person for our CAPO office, great opportunity to meet and introduce ourselves to new Superintendent. Alpaugh Unified has no updates as of now.

## **B. Principals' Report (attached)**

M. White echoed R. Savage's sentiments on the success of the SoCal Fall Festival. Thanks H. Tamayo for her efforts. The elementary team is settling in a bit, but it is still a busy time with lots of interest in the online platform. Diagnostics are completed, so we are getting to know students academically as well.

H. Tamayo notes that the festival was amazing as always. It looked stunning and parents and kids had a great time! MS is also wrapping up diagnostics and getting them moved into tiered interventions to get the supports they need.

K. Mannix echoes sentiments with the success of the SoCal Fall Festival. The high school team is trying to encourage more interaction with family by extending Welcome Calls to encompass the first month of school, now calling it the Welcome Journal. They are working on getting students on camera, have students and teachers sharing screens, overall more interaction!

## **C. Charter Impact Financial Report for CalOPS**

M. Percin shares his screen so he can go through the attached presentations slide by slide.

These slides cover financials through August. First slide gives highlights. Second slide covers attendance data and metrics, currently showing forecast but will have more data in future. Forecasted and original budget will be compared in future. Third slide covers revenue and in future will show year to date numbers as compared to planned and reforecasted annual numbers. Fourth slide shows expenses and includes the same year to date expenditures versus the forecasted expenditures. Fifth slide covers Fund Balance, always looked at on an annual scale. Sixth slide shows cash balance and currently looks good. Seventh slide shows compliance reporting. Eighth slide gives appendix for extra info and the check register will be included there for review. He also reviews the first slide of each attachment which gives best overview per school.

J. Sitomer notes we are very early in the year and will have better information soon. Offers to customize the presentations based on what the Board wants to see and just wants to ensure transparency.

## **D. Policy, Compliance, and State Accountability Report**

D. Hertzler offers update noting there is a lot on Governor Newsoms desk right now waiting for approval or denial. Currently not much that can affect us due to our being an online Charter. One policy relevant for us to do with facilities and facility funding, but no outcome yet.

We have a large consent agenda this month due to policy updates. D. Hertzler is currently working with YMC law firm to audit our policies and we also have Federal

Program Monitoring occurring that are asking for policy changes. We are adding updated and new policies to our consent agenda for approval to ensure compliance.

Finally, working closely with Authorizing Districts to perfect proposal language to send up to Board for Charter Renewals. Smooth processes expected.

### III. Consent Items

- A. Approval of Minutes from the September 05, 2023 Board Meeting (attached)
- B. Approval of Staffing Report (attached)
- C. Approval of Expenditures over \$20k (attached)
- D. Ratification of Unaudited Actuals for Fiscal Year Ending June 30, 2023 (to follow)
- E. Approval of New Student Services Policies
- F. Approval of Updates to Student Services Policies
- G. Approval of CalOPS 23-24 School Year Handbook Supplement Revision(s) (attached)
- H. Approval of Student Services Contracts (attached)
- I. Approval of Check Registry (to follow)
- J. Approval of Education Protection Account (EPA) Spending Plan (attached)
- K. Approval of Math Placement Annual Report (attached)
- L. Approval of Payment Schedule for Office Equipment (attached)

P. Hedrick made a motion to Approve the Consent Agenda, Items A-L.

E. Pavlich seconded the motion.

The board **VOTED** to approve the motion.

#### Roll Call

M. Henjum	Absent
B. Hartelt	Aye
D. Rivas	Absent
P. Hedrick	Aye
A. Pulsipher	Aye
E. Pavlich	Aye
E. Wickliffe	Absent

### IV. Action Items

**A. Approval of Enrollment Cap for 2023-24 School Year (attached)**

B. Hartelt made a motion to Approve Action Item A, Enrollment Cap for 2023-24 School Year.

E. Pavlich seconded the motion.

D. Hertzler explains that the increased enrollment from projections has led to this decision. Projected through summer that numbers would be higher than expected and we want to update the cap to serve as many students as possible. About an 11% increase from the 9000 student cap and this will be spread evenly throughout the 6 Charters.

The board **VOTED** to approve the motion.

**Roll Call**

D. Rivas     Absent  
 E. Pavlich   Aye  
 M. Henjum   Absent  
 A. Pulsipher Aye  
 B. Hartelt   Aye  
 P. Hedrick   Aye  
 E. Wickliffe Absent

**B. Approval of Inova Payroll/HR Software (attached)**

B. Hartelt made a motion to Approve Action Item B, Inova Payroll/HR Software.

E. Pavlich seconded the motion.

S. Ford introduces Inova as a system that works hand in hand with Charter Impact. It is a payroll piece but also the HR lifecycle of an employee. This system will work closely with all our systems and allow us to easily manage our payroll, and employees, onboarding, benefits and more.

The board **VOTED** to approve the motion.

**Roll Call**

E. Pavlich   Aye  
 A. Pulsipher Aye  
 M. Henjum   Absent  
 P. Hedrick   Aye  
 E. Wickliffe Absent  
 D. Rivas     Absent  
 B. Hartelt   Aye

**C. Approval of Salary Increase and Retention Bonus**

B. Hartelt made a motion to Approve Action Item C, Salary Increase and Retention Bonus.

E. Pavlich seconded the motion.

S. Ford explains that the reasoning here is to give back to all employees and take care of them. 15% raise on Nov. 1 10% one off retention bonus on Nov. 15. We have the funds to do this without concern.

The board **VOTED** to approve the motion.

**Roll Call**

D. Rivas Absent  
 P. Hedrick Aye  
 E. Pavlich Aye  
 E. Wickliffe Absent  
 B. Hartelt Aye  
 M. Henjum Absent  
 A. Pulsipher Aye

**D. Approval of Concur Contract (attached)**

P. Hedrick made a motion to Approve Action Item D, Concur Contract.

E. Pavlich seconded the motion.

P. Costello explores SAP Concur and notes that it makes it easy for our Charter to capture receipts, and submit and approve expense reports. Links to mobile app to add to ease of access for employees. This is the most secure and reliable cloud based system on the market and will provide the best user experience with OCR technology.

L. Carter adds that there were other vendors explored, but notes that the platform is one our employees are already comfortable with and is also customizable.

The board **VOTED** to approve the motion.

**Roll Call**

P. Hedrick Aye  
 A. Pulsipher Aye  
 E. Pavlich Aye  
 M. Henjum Absent  
 E. Wickliffe Absent  
 D. Rivas Absent  
 B. Hartelt Aye

**V. Information Items**

**A. Pearson Virtual Schools Update**

L. Johnson updates from PVS that the enrollment team continues to support families and students enrolling. Meeting with CalOPS with key transitions on HR, finance and expense reports. Meetings have been collaborative and deliverables timely. Thanks Board and CalOPS for continued partnership.

C. Sanchez Reyes has a few updates on implementing support. Staff now has access to professional learning hub, learning facilitator and the pod. Family's tech support is staying on top of new features. This year small wins team encouraged most recent release of last lesson and assessment complete view for teachers during check ins. Nickname field also updated to better support teacher-student relationship while also maintaining legal compliance.

## VI. Closing Items

### A. Adjourn Meeting

B. Hartelt made a motion to Adjourn the Board Meeting.

E. Pavlich seconded the motion.

The board **VOTED** to approve the motion.

#### Roll Call

E. Pavlich Aye

D. Rivas Absent

M. Henjum Absent

A. Pulsipher Aye

E. Wickliffe Absent

B. Hartelt Aye

P. Hedrick Aye

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 4:27 PM.

Respectfully Submitted,

E. Pavlich



# Coversheet

## Approval of Staffing Report (attached)

<b>Section:</b>	IV. Consent Items
<b>Item:</b>	B. Approval of Staffing Report (attached)
<b>Purpose:</b>	Vote
<b>Submitted by:</b>	
<b>Related Material:</b>	CALCA_Staffing Report_10.2023.pdf Ajay Ghingoor Resume.pdf Madison Looper Resume.pdf Megan Paschall Resume.pdf Nancy Hoppe Resume.pdf Tamara Hurwitz.pdf Shea Scheuer Resume.pdf Zana Kidd Resume.pdf

**CALCA Staffing Report****New Hires**

<b>Name</b>	<b>Area</b>	<b>Compensation</b>	<b>Bonus Potential</b>	<b>Start Date</b>
Ghingoor, Ajay	Teacher - Secondary	\$74,599.65		10/19/2023
Hoppe, Nancy	Floating Teacher	\$86,512.50	0.00	10/05/2023
Hurwitz, Tamara R.	Teacher - Secondary	\$71,005.03		10/02/2023
Kidd, Zana	Dir of HR Operations	\$152,625.14		10/02/2023
Looper, Madison B.	Floating Teacher	\$66,980.03		09/28/2023
Paschall, Megan	Floating Teacher	\$70,370.89		10/02/2023
Scheuer, Shea	Teacher - Special Ed	\$82,763.92		10/26/2023

**Departing Employees**

<b>Name</b>	<b>Area</b>	<b>Last Day of Work</b>	<b>Reason for Leaving</b>
Davis, Haylee	Teacher - Special Ed	10/13/2023	Career Change
Shubin, Luke	Teacher - Secondary	09/25/2023	No Demnstrtn Perf Imprvmt

**Promotion / Position Changes**

<b>Name</b>	<b>Former Position</b>	<b>New Position</b>	<b>Compensation</b>	<b>Bonus Potential</b>	<b>Start Date</b>
N/A	N/A	N/A	N/A	N/A	N/A

# AJAY GHINGOOR

## EDUCATION

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<b>Master of Arts, Politics: Global Studies</b> <i>California State University LA:</i> <i>Graduated with Honors</i> <i>Thesis: Social Media's Impact in the 21<sup>st</sup> Century: Redefining Transnational Relations</i>	Los Angeles, CA	May, 2019
<b>Social Science Clear Teaching Credential</b> <i>Bright Star Schools</i>	Los Angeles, CA	July, 2022
<b>Social Science Teaching Credential</b> <i>Reach Institute for School leadership</i> <i>Graduated with Honors</i>	Oakland, CA	June 2017
<b>Bachelor of Arts, Philosophy</b> <i>University of Florida</i>	Gainesville, FL	August 2010

## AREAS OF INTEREST

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- International Relations
- Comparative Politics
- Political Geography
- Human Rights
- Mixed Methods
- Information Technology

## AWARDS

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<b>John L. Houk Memorial Fellowship</b>	2017-2019
<b>Edward and Judith Malecki Scholarship</b>	2017-2019
<b>Cal State LA Graduate Equity Scholarship</b>	2017-2019
<b>Cal State LA Special Recognition in Graduate Studies</b>	2017-2019
<b>Debbie Rand Memorial Service Award</b>	2005-2006

## **SCHOLARLY AND PROFESSIONAL ORGANIZATIONS**

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<b>Western Political Science Association</b>	2017-present
<b>American Political Science Association</b>	2017-present
<b>Midwest Political Science Association</b>	2017-present

## **RESEARCH EXPERIENCE**

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<b>California State University</b> <i>Graduate Assistant (15hr per wk)</i>	Los Angeles, CA	August 2017-June 2019
<b>California State University</b> <i>Research Assistant (10hr per wk)</i>	Los Angeles, CA	August 2017-July 2019
<b>University of Florida</b> <i>Independent Study (Ethics and Healthcare)</i>	Gainesville, FL	August 2009-Dec 2009
<b>University of Florida</b> <i>Vesalius College, Belgium, Study Abroad Program</i>	Gainesville, FL	June 2009 -August 2009

## **CONFERENCE AND PRESENTATIONS**

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“Political Violence: A Disruption to Ecological Longevity in the US and Abroad. Paper Presentation at the Midwestern Political Science Association Conference, Virtual, April 14<sup>th</sup>-18<sup>th</sup>, 2021

“*Transnational Advocacy and the Role of NGOs*” Paper Presentation at the Western Political Science Association Conference, Los Angeles, CA, April 9-11, 2020.

“*Social Media’s Impact in the 21st Century: Redefining International Relations Theory*” Paper Presentation at the Western Political Science Association Conference, San Diego, CA, April 18<sup>th</sup>-20<sup>th</sup>, 2019.

## **TEACHING EXPERIENCE**

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### **Graduate Assistant**

*Dr. Steven Bilakovics*

POLS 1000: Government and American Society (Spring 2019)

Duties: Attend lectures, Hold three office hours per week, Read and evaluate student papers, Proctor exams, Maintain/submit student records, Evaluate student assignments, Provide research assistance.

*Dr. Cynthia McMeekin*

POLS 1000: Government and American Society (Fall 2019)

Duties: Attend lectures, Hold three office hours per week, Read and evaluate student papers, Proctor exams, Maintain/submit student records, Evaluate student assignments, Provide research assistance, and Aid in group activities.

*Dr. Taylor Dark*

POLS 1000: Government and American Society (Spring 2018)

Duties: Attend lectures, Hold four office hours per week, Read and evaluate student papers, Proctor exams, Maintain/submit student records, Evaluate student assignments, and Provide research assistance.

### **High School Social Science Classes**

*Rise Kohyang High School*, Los Angeles, California, Lead Teacher (6/2021-Present)

Courses taught: AP United States Politics and Government, AP US History, College Prep US History, Human Geography

*IPERC*, Online Teacher (10/2020-Present)

Courses taught: World History

*American Straight A Academy*, Online Teacher (2/2020-Present)

Courses taught: AP Comparative Politics, AP U.S Government, AP Art History

*Oakland Charter High School*, Oakland, California, Teacher (11/2015-7/2017)

Courses taught: AP Human Geography, American Literature, Speech

*Ida. B. Wells High School* San Francisco, California, Teacher (8/2013-11/2015)

Courses Taught: US History, Modern World History, American Government, Economics

### **OTHER RELEVANT EXPERIENCE**

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**Bernie Sander's Campaign**  
*Campaign Volunteer*

South Pasadena, CA

June 2020-August 2020

**San Francisco Education Fund**  
*Volunteer tutor (15hr per wk)*

San Francisco, CA

Oct 2013-July 2014

**Big Brothers Big Sisters**  
*Mentor (10hr per wk)*

Gainesville, FL

May 2009-June 2010

**Florida Atlantic University**  
*Volunteer for Students with disabilities*

Boca Raton, FL

July 2006-January 2008

**Boca Raton Community Hospital**  
*Volunteer (20hr per wk)*

Boca Raton, FL

June 2003-June 2006

# Madison Looper

## Skills

Ability to Multitask

Computer Skills

Microsoft Office

Leadership

Customer Service

Ability to Work Under Pressure

Communication Skills

Fast Learner

Effective Time Management

Ability to Work in a Team

Strong Work Ethic

Critical Thinking and Problem Solving

Detail Oriented

Highly Organized

Forward Thinker

Developing and Presenting Reports

Google Suite Knowledge

Zoom Knowledge

## Profile

Self-motivated young professional with a background in Agricultural Education, as well as graduate studies in Crop, Soil and Environmental Sciences. High achiever focused on fostering student growth and development with leadership and communication skills gained from my client relations and consulting roles. Providing 5+ years of experience educating farmers on state standards, practices and protocols within the agriculture industry. Interested in pursuing a career as an elementary educator.

## Employment History

### Regulatory Specialist, JMLord, INC., Fresno

MAY 2020 – PRESENT

- Consulting and managing farming operations regulatory compliance year-round.
- Providing clients compliance within the State of California's: Regional Water Quality Control Boards, Air Quality Control Board, Dairy Ordinance of 2007 and Irrigated Lands Regulatory Program.
- Working with growers on field sampling, field scouting, well monitoring/sampling and reservoir sampling for various microbials and analytes across the San Joaquin Valley.
- Maintaining company relationships and communication with clients ranging from local family farms to large scale corporate entities through phone calls, emails, zoom and in person meetings.
- Developing and presenting reports to clients to suit their operation's regulatory needs.
- Working collaboratively with clients and other consultants to review data and develop strategies to mend inefficiencies in their operation.
- Educating and collaborating with clients in order to keep them informed with current state standards, practices and protocols pertaining to their business needs.
- Advising clients on crop, soil and environmental recommendations.
- Leading the regulatory and environmental department for the company.
- Supporting colleagues with projects and reviewing their reports to ensure delivery and quality expectations are met.

### Lab Technician, JMLord INC., Fresno

FEBRUARY 2019 – MAY 2020

- Worked with the JMLord lab team to process field samples and deliver results to clients.
- Worked with Pest Control Advisors and growers to log samples into our online system for tracking and results delivery.
- Prepped tissue, soil, water, fertilizer, manure, and waste water samples for analysis.
- Prepared various lab materials and maintaining labs cleanliness and operational duties to USDA standards.
- Provided clients with crop, soil, and fertilizer reports.

### Student Assistant, Fresno State Meats Laboratory, Fresno

AUGUST 2018 – FEBRUARY 2019

- Participated and assisted in laboratory use for Fresno State students.
- Harvested and fabricated livestock carcasses to be sold to consumers.
- Maintained cleanliness and operational duties to USDA standards.
- Supported team with daily laboratory tasks.
- Reviewed lessons with meat science students and developed lab identification tests
- Graded and provided feedback on student lab exams.

### **Farm and Office Assistant, Five Hall Farms, Atwater**

JANUARY 2012 – AUGUST 2018

- Managed QuickBooks for farming operation, invoiced vendors, managed payroll and accounts payable.
- Assisted with day to day farm tasks such as: irrigating, farm maintenance and general harvest procedures for almond orchards.

## **Education**

### **Graduate Certificate, Auburn University**

Crop Soil and Environmental Science

Magna cum laude

synchronous and asynchronous online program

### **Bachelor of Science, California State University, Fresno**

Agricultural Education

Magna cum laude

## **Volunteer Work**

### **Student Volunteer, Heart of the Horse Therapy Ranch**

AUGUST 2018 – DECEMBER 2018

- Assisted students with disabilities discover therapeutic riding as an efficacious treatment method
- Developed community awareness of equine assisted and facilitated therapy

### **Student Volunteer, Farmdale Elementary**

AUGUST 2012 – MAY 2017

- Assisted teachers with various classroom management tasks
- Led small break off groups
- Tutored students who needed extra help on certain subjects



# Megan Paschall

## Contact



## Certifications/Trainings

- California & Colorado Professional Teacher License
- CDE READ Act Training
- IB Course Training-Category 1
- QPR Suicide Prevention
- CPR/AED & First Aid
- Elementary ELA Curriculum Training
- Tech for Teaching
- Youth Mental Health First Aid
- Safe and Caring Schools course

## Skills

- Effective Communication
- Organization
- Lesson Planning
- Goal Setting
- Collaboration
- Time Management
- Problem Solving
- Successful Student Performance
- Classroom Management
- Social Emotional Support
- Relationship Building

## Volunteer Work

### National Charity League

08/2006- 05/2013

(200+ philanthropic hours)

## About

An enthusiastic and effective elementary school teacher who is passionate about guiding students to achieve both academically and socially. Throughout my five years teaching at a Title 1 School I have been challenged in various ways, enabling me to become a highly adaptive educator that challenges all my students to develop and maximize their learning experience. I am confident that I would be a strong addition to the culture and academic environment of any Elementary School.

## Education History

Bachelor of Science, Early Childhood Education

### Colorado State University

08/2014 to 05/2018

### Saddleback Community College

08/2013 to 05/2014

## Work Experience

### 3rd Grade Teacher

Rancho Elementary School

01/2023-current

- Developed comprehensive lesson plans to current California standards and assured the successful academic year for third grade students
- Interpreted data to direct further instruction to reach end of year benchmark goals(Dibels, MAP, iReady, etc.)
- Tailored academic development across divergent needs of students
- Created extensions and scaffolds to assure student growth for all learners
- Communicates and collaborates with students, parents, and staff to reach success
- Identifies gaps within student understanding to appropriately obtain desired outcome.

### 2nd Grade Teacher

Rose Stein International Elementary School

08/2018-05/2022

- Developed comprehensive lesson plans to current Colorado standards and assured the successful academic year for second grade students
- Increased 100% of my students reading composite scores to meet their end of year goal over the last 4 years
- Worked with PLC team to insure cohesive long term and short term instructional goals
- Rated Effective or Highly Effective amongst all formal evaluations
- Integrated technology into daily activities to add variety to students work and encourage deeper learning
- Attended trainings and implemented an International Baccalaureate model of learning in my classroom
- Worked with Principal and staff to ensure continuous progress in a Title 1 environment
- Supported children in positive social interactions and developing problem solving skills
- Applied imaginative thinking to create lessons that capture student's attention
- Completed 80+ hours of CDE READ Training

### Soccer Coach

Colorado Youth Rapids Soccer Club

08/2018-5/2019

### Volleyball Coach

Cal Christian Volleyball Club  
Powered by BoardOnTrack

05/2010-08/2012



# Nancy Hoppe

## PROFESSIONAL SUMMARY

A dedicated and respectful high school English teacher who incorporates both life and classroom experiences to challenge learners to become their most prepared selves for future careers and contributors to society.

- Works purposefully to encourage students to think creatively and critically to show excellence in academics, digital literacy, tolerance, and leadership
- Utilizes technology in methods of collaborative intelligence, blended teaching and learning, and data analyses as smart engagement tools for student rigor, relevance, motivation, and innovation
- Recognizes today's unpredictable environment and willing to adapt and grow

## EXPERIENCE

### English Teacher

**2016 – Present**

*Lincoln High School – Lincoln, CA*

- Educated freshman-senior grade level classes (including fully remote and hybrid teaching during COVID)
- Engaged weekly with assigned professional learning community to create lessons and assessments, review online curriculum plans, and strategize for student and colleague connections
- Encouraged student-driven agency through project creations such as student websites, poetry e-posts, reflections on research, various business writing tasks, and play re-enactments or remixes
- Coached and led Cross Country and Track teams, including two three-year State individual qualifiers
- Advocated for access and equity, digital literacy across content areas, and a culture of diversity and empathetic communication, while appreciating traditions and community
- Proctored for ACT National Testing and CAASPP State Testing
- Instructed in Expository Reading and Writing Curriculum (ERWC) 3.0 modules for English 12 classes

### Placer County Adult Education

**2016 - 2019**

*Placer Adult School – Auburn, CA*

- Online and In-Class Night School Instructor for GED Credit Recovery
- Interacted with adult students online and in person; encouraged persistence and completion of GED

### English Teacher Substitute

**Spring 2016**

*Del Oro High School – Loomis, CA*

- Taught English 10, from creating class syllabus to entering final grades
- Interacted in staff meetings, class competitions, "Go the Distance" staff team, and graduation
- Collaborated with fellow teachers and counselors, and built relationships with students
- Managed student teams within classes for optimal partnership pairings and group work

### English Teacher

**2012 – 2015**

*Merced High School – Merced, CA*

- Joined in early adoption of Common Core (cohort #2) to readily interpret and analyze standards and find fulfillment in personal challenge and professional growth
- Fostered critical thinking and engagement through close reading skills and discussions with students
- Implemented classroom activities and strategies benefitting all types of learners
- Sponsored the Japanese Anime Society and Chess Club student clubs on campus
- Coached the Cross Country and Distance Track teams (for an up-to-date total of thirteen years at different high schools and districts, even when not teaching full time)

**EXPERIENCE (CONTINUED)****Substitute Teacher 2009 – 2012***Merced Union High School District – Atwater, CA*

- Presented teacher lesson plans as authentically as possible, yet making adaptations for student success
- Completed eight long term assignments (30 days each) in varied content areas
- Built rapport as a trusted and sought-after substitute

**Home Teacher 2005 – 2008***Hickman Charter School – Hickman, CA*

- Educated elementary students in all core subject areas
- Reported to and communicated weekly with assigned Education Director

**Music Teacher 1990 – 1994***L.A.B. High School – North Hills, CA*

- Instructed all grades in Music Theory, Music History, Beginning and Advanced Choirs, and Ensembles
- Prepared groups for festivals, competitions, and public performances
- Led weekly school assemblies with small ensembles and sound/lighting technicians
- Drafted a four-year curriculum sequence for program

**EDUCATION****Master's in Education – Teaching and Learning 2021***Capella University – Minneapolis, MN***Expository Reading and Writing Certification – 2020***California State University ERWC 3.0 certified***National Society of Leadership and Success – 2020***Member of Capella University Chapter***Single Subject Teaching Clear Credential – English 2009***California Commission on Teacher Credentialing*

- Credential Number: 090171655

**Teaching Certificate of Clearance 1990***California Commission on Teacher Credentialing*

- Credential Number: 920122761

**Bachelor's in Education – Music 1986 – 1990***The Master's University – Santa Clarita, CA*

## Tamara Hurwitz

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### Work Experience

August 2022 - June 2023

**Park Middle School | *English Language Arts Teacher***

- implemented a dynamic curriculum aligned with SEL and state standards
- integrated various instructional techniques to support diverse learners and cultivate a culturally responsive classroom environment
- incorporated technology and digital resources to enhance learning outcomes and increase student engagement
- developed strong relationships with students, parents, and colleagues
- facilitated creative writing contests and judged cheerleading tryouts

June 2022 - Current

**DreamArc Studios | *President***

- collaborate with and manage writers, artists, and directors
- interview/hire interns and audition voice actors
- write and edit animated film scripts and render concept art

February 2021 - May 2021

**Pacific Law Academy, Stockton, CA | *Student Teacher***

- taught two sophomore Pre-AP English classes
- designed lesson plans and assessments, instructed virtually on Zoom, graded assignments, wrote individualized essay feedback, facilitated writing workshops
- completed an action research project and literature review on the empowerment of youth through creative writing

September 2016 - December 2016 & January 2018 - May 2020

**Diablo Valley College, Pleasant Hill, CA | *Tutor & Supplemental Instruction Leader***

- worked alongside college professors to provide whole-class tutoring during ESL classes and one-on-one tutoring during weekly office hours
- led weekly study groups for ESL courses
- scaffolded essay writing and reading comprehension

March 2013 - April 2018

**Beverly's Fabric and Crafts, Concord, CA | *Cashier***

- instructed crafting classes for all ages, painted/made samples for the store
- operated the register, helped customers with projects, and stocked merchandise

## Education

May 2020 - May 2021

**University of the Pacific | *Master's Degree***

- MA in Education with a concentration in Teaching
- single-subject English credential
- 3.97 GPA

September 2017 - 2020

**California State University, East Bay, Hayward, CA | *Bachelor's Degree***

- BA in English with an emphasis in creative writing
- 3.905 GPA - *summa cum laude* honors

August 2014 - December 2016

**Diablo Valley College, Pleasant Hill, CA | *Certificate of Achievement***

- Intersegmental General Education Transfer Curriculum
- 3.712 GPA

## Awards & Extracurricular

- 2020 - won first place both in CSUEB's short story contest and poetry contest
  - work published in the 37th edition of *Occam's Razor*
- 2017 - won third place in CSUEB's flash fiction contest;
  - work published in the 35th edition of *Occam's Razor*
- 2016 - guest performed for the Irene Ryan competition at the Kennedy Center American College Theatre Festival in Colorado
- 2016 - received an Irene Ryan Nomination for role of Anne Frank in DVC's production of *The Diary of Anne Frank*
- 2015 - performed in DVC's production of *The Pillowman*
  - competed nationally and won Outstanding Production of a Contemporary Play at the Kennedy Center American College Theatre Festival
- 2015-2016 - active member of the Drama Club
  - directed and performed scenes on campus
- 2015 - acted in the televised commercial for Diablo Valley College

# Shea Scheuer

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## Professional Summary

Dedicated Educational Specialist holding both Mild/Moderate and Moderate/Severe Credentials with proven experience collaborating with multidisciplinary teams and students' parents in providing exceptional learners opportunities to learn and develop in safe, specialized environments. Over a decade of experience working with individuals with physical, medical, behavioral and intellectual disabilities including ADHD, ASD, SLD and OHI.

2021-2022 Site Teacher of the Year at Ontiveros School.

## Related Work Experience

### Education Specialist (M/S Special Day Class, Kindergarten and 9th - 12th Grades)

Ed Theory, Pleasanton, CA / July 2022 to Present

Key Responsibilities include: Teaching modified curriculum; Writing IEPs, holding meetings, and monitoring IEP goal progress; Cultivating a safe learning environment for all students (i.e., positive behavior supports); Building rapport with multi-linguistic families

- Creating transition goals in the areas of College Awareness, Career Awareness, and Independent Living Skills
- Collaborating with transition service providers to ensure student success as early as age 16
- Teaching Health & Recreation, Living Skills and Job Skills classes to prepare students for independent living, college, job training, and employment
- Conducting assessments that inventory student interests in various careers
- Supporting students with extensive trauma backgrounds and being sensitive to students in out-of-home care

### Education Specialist (M/M Special Day Class, Grades 2 through 5)

Santa Maria-Bonita School District - Santa Maria, CA / August 2019 to June 2022

Key Responsibilities included: Teaching grade-level, ELD, and instructional level material; Writing IEPs, holding meetings, and monitoring IEP goal progress; Cultivating a safe learning environment for all students (i.e., positive behavior supports); Building rapport with multi-linguistic families

- Collaborating with General Education teachers to establish inclusion across educational settings
- Differentiating instruction for students with varying needs
- Teaching distance learning via various platforms (e.g., Zoom, Google Classroom and Google Suite, Pear Deck, Boom Learning, et cetera)
- Advocating for student exiting from Special Day Class into Resource/General Education due to meeting IEP goals and grade-level standards
- Teaching students for Migrant Extended Day in person and via distance learning (Grades 2-5)

### Itinerant Resource Specialist

Santa Maria-Bonita School District - Santa Maria, CA / August 2017 to August 2019

Key Responsibilities included: Writing IEPs, holding meetings, and monitoring IEP goal progress; Instructing students K-6 in small groups; Conducting assessments such as the Woodcock Johnson IV and KTEA-3.

## Education

### Master of Arts in Teaching

Brandman University - Santa Maria, CA / 2014 to 2017

Special Education Certification/Education Specialist Instruction Credential (Issued 6/2018; Cleared 11/2021) in Mild/Moderate and Moderate/Severe Disabilities

### Bachelor of Arts in Philosophy

Cal Poly - San Luis Obispo, CA / 2008 to 2011

## Skills

- Classroom Teaching Experience (6 years)
- Special Education (12 years)
- Developmental Disabilities Experience (12 years)
- Behavior Management (6 years)
- Autism Experience (6 years)
- Classroom Management (3 years)
- Applied Behavior Analysis (3 year)
- Classroom Management (3 years)
- Technical skills include complete MS Office & Google Suite

## Pertinent Knowledge & Trainings

- CPR & First Aid
- Pro-ACT Certified
- Lindamood-Bell
- WJ-IV
- Various curricula including N2Y (Unique Learning System), GoMath, MyWorld, Benchmark Advance and Twig Science
- KTEA
- SEIS
- SIRAS

## Military Service

### Branch: Army - Service Country: United States

August 1998 to August 2002

Rank: E-4

91-B, Healthcare Specialist / "Field Medic"

# Zana Kidd, MBA

## SUMMARY

Passionate HR professional with expertise in recruitment, DEI strategy, on-boarding, benefits administration, communication, and HR projects. Proactive in posting vacancies, streamlining on-boarding, administering benefits, serving as the main HR contact, and engaging in projects. Utilize my strong attention to detail to optimize efficiency, diversity, and employee engagement through DEI initiatives. My aim is to help employers and all employees succeed.

## WORK EXPERIENCE

### Excel Sports Management

Los Angeles, CA

Senior Human Resources Generalist

August 2022 - Present

- Successfully facilitated seamless HR operations transitions for multiple newly acquired companies, utilizing expert knowledge in change management, process optimization, and compliance to ensure minimal disruption during the onboarding process.
- Streamlined new hire on-boarding, meticulously maintained confidential employee records, conducted background searches, ensured compliance with legal and privacy standards, onboarding 50+ employees resulting in a 10% increase in employer retention.
- Independently designed and implemented 3+ Diversity, Equity, and inclusion programming initiatives to enhance employee engagement, generating insightful data-reports, and contributing to strategic decision-making to result in a 15% increase in overall employee satisfaction and fostering a more diverse workforce.
- Direct and managed Excel Associate & Fellowship program, serving as a reliable HR point of contact, crafting impactful communications, and facilitating informative HR events and training sessions resulting in 35-day recruiting and hiring cycles.
- Proactively post vacancies across diverse job boards, screen applicants, and manage interviews efficiently, optimizing candidate selection.
- Skillfully administered benefits, communicated HR policies effectively and stayed updated on labor regulations and industry practices for on-site and remote employees across the U.S.

Marketing Manager - Client Partnerships

April 2019 - May 2022

- Scheduled and coordinated activities to ensure successful job placement for 6+ interns in the marketing department, collecting feedback, resulting in 70% satisfaction among employers & intern retention rate at 3%.
- Created & implemented 6 community engagement strategies by doing charitable give back and donations across the western U.S., reaching over 10K+ users & driving a 15% increase in user base.
- Developed 5+ integrated marketing campaigns to increase brand awareness, tracking performance and reporting to 8 internal stakeholders, achieving 10B+ impressions and a 5% lift in consumer engagement.

### Minor League Baseball [Charleston RiverDogs]

Charleston, SC

Director of Community Relations

August 2016 - April 2017

- Developed and executed comprehensive diversity, equity, and inclusion (DEI) strategies to enhance community engagement and customer service, fostering an inclusive environment within the Charleston RiverDogs organization.
- Successfully implemented targeted sourcing strategies and utilized innovative recruitment techniques, resulting in a significant increase in the quality of candidates hired. This led to improved overall team performance and enhanced company productivity.
- Led the planning and execution of inclusive community events and initiatives, such as cultural heritage celebrations, to celebrate diversity and promote inclusivity, resulting in 20% increased attendance and positive community feedback.

## EDUCATION

### California State University, Long Beach

Long Beach, CA

Master's in Business Administration

Graduation Date: May 2021

### California State University, Fresno

Fresno, CA

B.S. in Kinesiology

Graduation Date: May 2016

## SKILLS & INTERESTS

**Technical Skills:** Microsoft Office (Excel, Word, PowerPoint), Diversity, Equity and Inclusion, Social Media Research,, Talent acquisition and recruitment, Change management, HR policy development and compliance, Cross-functional collaboration, Greenhouse, Namely, TriNet, Office Software, Mathison,

**Interests:** Advising young Black professionals, academic support for underserved youth, supporting different-abled humans, motherhood

# Coversheet

## Approval of Expenditures over \$20k (attached)

<b>Section:</b>	IV. Consent Items
<b>Item:</b>	C. Approval of Expenditures over \$20k (attached)
<b>Purpose:</b>	Vote
<b>Submitted by:</b>	
<b>Related Material:</b>	231107 CalOPS Board Expenditures Over 20k Summary.pdf 231107 CalOPS Board Invoices Over 20k.pdf 231107 CalOPS Board Purchase Order Over 20k.pdf



## CalOPS Purchase Orders Over 20k

Number	Date	Requestor	Vendor	Purpose	Amount
2023-24-26	10/13/2023	Tracy/Bernie	PC Connections	Computer Hardware	\$26,724.63
2023-24-28	10/19/2023	Than/Bernie	Houghton Mifflin Harcourt Publishing	MS Social Studies Curriculum	\$83,400.00
2023-24-29	10/19/2023	Than/Bernie	Houghton Mifflin Harcourt Publishing	MS Science Curriculum	\$59,242.50
2023-24-30	10/19/2023	Than/Bernie	Houghton Mifflin Harcourt Publishing	MS ELA Curriculum	\$126,100.00
2023-24-31	10/19/2023	Than/Bernie	Houghton Mifflin Harcourt Publishing	HS Social Studies Curriculum	\$33,900.00
2023-24-32	10/19/2023	Than/Bernie	McGraw Hill LLC	ES Inspire Science Curriculum	\$47,458.92
2023-24-33	10/19/2023	Than/Bernie	McGraw Hill LLC	HS Glencoe Heath Curriculum	\$79,344.00
2023-24-34	10/19/2023	Than/Bernie	McGraw Hill LLC	HS Glencoe Human Sexuality Curriculum	\$28,675.20
2023-24-36	10/19/2023	Than/Bernie	McGraw Hill LLC	HS Study Sync 2021	\$124,477.56
2023-24-37	10/19/2023	Than/Bernie	McGraw Hill LLC	Teen Health Curriculum	\$73,342.50
2023-24-39	10/20/2023	Than/Bernie	Edmentum	Apex Custom Library Access	\$483,750.00
2023-24-40	10/20/2023	Than/Bernie	Accelerate Education	HS Curriculum	\$147,665.00

2023-24-41	10/20/2023	Than/Bernie	Benchmark Education Company	ES Curriculum	\$94,695.00
2023-24-42	10/20/2023	Than/Bernie	Studies Weekly	ES Curriculum	\$22,162.50
2023-24-43	10/20/2023	Than/Bernie	Discovery Education	HS Curriculum	\$133,805.00
2023-24-44	10/20/2023	Than/Bernie	Vista Higher Learning	Curriculum	\$100,439.25
2023-24-47	10/20/2023	Than/Bernie	Marshall Cavendish	ES Math Curriculum	\$414,065.00
2023-24-48	10/23/2023	Than/Bernie	Jigsaw Learning dba TeachTown	SpEd Curriculum	\$158,503.12
2023-24-49	10/23/2023	Than/Bernie	Florida Virtual School (FlexPoint)	MS Electives Curriculum	\$198,183.00
2023-24-50	10/23/2023	Than/Bernie	Schools PLP	HS Credit Recovery Curriculum	\$107,000.00

## CalOPS INVOICES Paid Over 20k

Paid by ACH	Sent for Payment	Vendor	Invoice#	Date of Invoice	Amount	Description	School Allocation
	9/28/2023	Mind Education	1249405	09/26/2023	\$37,590.00	Instructional: Other Curriculum	All Schools
	9/28/2023	IXL Learning	S481378	09/26/2023	\$115,245.00	Instructional: Other Curriculum	All Schools
	10/5/2023	Aeries Software	M&S-9350	07/01/2023	\$72,788.07	Professional Services: AERIES	All Schools
	10/5/2023	School Pathways	140-INV5703	10/04/2023	\$626,880.00	Professional Services: Other School Contracted Services	All Schools

	10/5/2023	The Hills Hotel	2023- 24 - 16	10/03/2023	\$35,005.82	Assessment: Student Testing & Assessment Facilities & Services	SoCal
	10/5/2023	Ripon Unified School District	ARR24-00044	10/05/2023	\$200,049.92	Authorizer Oversight: District Oversight	NorCal
	10/11/2023	El Paseo	3094	08/31/2023	\$22,844.25	SPED Services	SoCal
	10/16/2023	Philadelphia Insurance Companies	2006257431	10/09/2023	\$20,051.25	Governance: Insurance Expenses	All Schools
	10/18/2023	Milestones Therapy	1067	08/28/20203	\$44,781.38	SPED Services	School Allocation on Invoice
	10/19/2023	The Hartford	17143054	10/09/2023	\$55,396.00	Governance: Insurance Expenses	All Schools
	10/26/2023	Brandastic	1206820	10/24/2023	\$21,000.00	Marketing	All Schools
	10/26/2023	Long Beach Marriott	19429	10/20/2023	\$20,311.88	Assessment: Student Testing & Assessment Facilities & Services	SoCal
	10/27/2023	Edmentum	#INV3218453	10/27/2023	\$483,750.00	Instructional: Other Curriculum	All Schools



5281 California Avenue, Suite 300  
Irvine CA 92617  
949-345-8700  
www.mindresearch.org

## Invoice

Page 1 of 3

<b>Date</b>	9/26/2023
<b>Invoice #</b>	1249405
<b>Terms</b>	Net 30
<b>Due Date</b>	10/26/2023
<b>PO #</b>	2023-24-18

### Bill To

CALIFORNIA CONNECTIONS ACDMY - District  
33272 Valle Road  
SAN JUAN CAP CA 92675-4842

### Ship To

CALIFORNIA CONNECTIONS ACDMY - District  
33272 Valle Road  
SAN JUAN CAP CA 92675-4842

Dates of Service: 9/21/2023 - 9/20/2024

Qty	Item	Amount
1	<b>05352418 CALIFORNIA CONNECTIONS ACDMY - District : CA CONNECTIONS ACDMY - S. CA</b>	\$12,000.00
	<b>New ST Math Site Subscription (251+ Students)</b>	
	New ST Math Site Subscription License for School with 251+ Students Enrolled	
	<ul style="list-style-type: none"> <li>- Annual ST Math Software license for all students, teachers, and administrators</li> <li>- Two (2) Virtual Professional Learning Offerings</li> <li>- ST Math Implementation Support</li> <li>- Access to ST Math Academy on-demand professional learning modules</li> <li>- Embedded program help and tutorials</li> <li>- Ongoing Minor Software Updates</li> <li>- Technical Support Via Email and/or Phone</li> </ul>	
1	<b>11830553 CALIFORNIA CONNECTIONS ACDMY - District : CA CONNECTIONS ACDMY - NORTH CA</b>	\$12,000.00
	<b>New ST Math Site Subscription (251+ Students)</b>	
	New ST Math Site Subscription License for School with 251+ Students Enrolled	
	<ul style="list-style-type: none"> <li>- Annual ST Math Software license for all students, teachers, and administrators</li> <li>- Two (2) Virtual Professional Learning Offerings</li> <li>- ST Math Implementation Support</li> <li>- Access to ST Math Academy on-demand professional learning modules</li> <li>- Embedded program help and tutorials</li> <li>- Ongoing Minor Software Updates</li> <li>- Technical Support Via Email and/or Phone</li> </ul>	
1	<b>600041757:1 CALIFORNIA CONNECTIONS ACDMY - District : CA CONNECTIONS ACDMY - CENTRAL VLY</b>	\$6,000.00
	<b>New ST Math Site Subscription (151-250 Students)</b>	
	New ST Math Site Subscription License for School with 151-250 Students Enrolled	
	<ul style="list-style-type: none"> <li>- Annual ST Math Software license for all students, teachers, and administrators</li> <li>- Two (2) Virtual Professional Learning Offerings</li> <li>- ST Math Implementation Support</li> <li>- Access to ST Math Academy on-demand professional learning modules</li> <li>- Embedded program help and tutorials</li> <li>- Ongoing Minor Software Updates</li> <li>- Technical Support Via Email and/or Phone</li> </ul>	

### Checks:

MIND Research Institute  
5281 California Avenue, Suite 300  
Irvine CA 92617

### ACH/Wire Remittances:

Account Name: MIND Research Institute  
ABA Routing #: 122201198  
Account #: 11003286

### Remittance Advice:

remittance@mindresearch.org  
**Purchase Orders:**  
purchaseorders@mindresearch.org



# Invoice

5281 California Avenue, Suite 300  
Irvine CA 92617  
949-345-8700  
www.mindresearch.org

Page 2 of 3

**Date** 9/26/2023  
**Invoice #** 1249405  
**Terms** Net 30  
**Due Date** 10/26/2023  
**PO #** 2023-24-18

Qty	Item	Amount
1	<b>600041757:4 CALIFORNIA CONNECTIONS ACDMY - District : CA CONNECTIONS ACDMY - MONTEREY BAY</b>	\$3,500.00
	<b>New ST Math Site Subscription (1-150 Students)</b>	
	New ST Math Site Subscription License School with 1-150 Students Enrolled	
	<ul style="list-style-type: none"> <li>- Annual ST Math Software license for all students, teachers, and administrators</li> <li>- Two (2) Virtual Professional Learning Offerings</li> <li>- Access to Asynchronous Online Courses</li> <li>- ST Math Implementation Support</li> <li>- Access to ST Math Academy on-demand professional learning modules</li> <li>- Embedded program help and tutorials</li> <li>- Ongoing Minor Software Updates</li> <li>- Technical Support Via Email and/or Phone</li> </ul>	
34	<b>600041757:2 CALIFORNIA CONNECTIONS ACDMY - District : CA CONNECTIONS ACDMY - CENTRAL COAST</b>	\$1,190.00
	<b>MICRO SCHOOL STUDENT SUBSCRIPTION (26-149 STUDENT SITE)</b>	
	New ST Math Micro School Student Subscription License for Schools with 26-149 Students:	
	<ul style="list-style-type: none"> <li>- ST Math Software License for # of students indicated</li> <li>- Ongoing Minor Software Updates</li> <li>- Self-Guided Online Courses (Asynchronous via Web Browser)</li> <li>- Just-in-Time Live Webinars (Instructor-Lead via WebEx)</li> <li>- Technical Support during Standard Business Hours via Email or Phone</li> <li>- Weekly School Progress Reports Delivered via Email</li> <li>*One (1) Virtual Professional Learning Offering Required with Purchase</li> </ul>	
40	<b>600041757:3 CALIFORNIA CONNECTIONS ACDMY - District : CA CONNECTIONS ACDMY - NORTH BAY</b>	\$1,400.00
	<b>MICRO SCHOOL STUDENT SUBSCRIPTION (26-149 STUDENT SITE)</b>	
	New ST Math Micro School Student Subscription License for Schools with 26-149 Students:	
	<ul style="list-style-type: none"> <li>- ST Math Software License for # of students indicated</li> <li>- Ongoing Minor Software Updates</li> <li>- Self-Guided Online Courses (Asynchronous via Web Browser)</li> <li>- Just-in-Time Live Webinars (Instructor-Lead via WebEx)</li> <li>- Technical Support during Standard Business Hours via Email or Phone</li> <li>- Weekly School Progress Reports Delivered via Email</li> <li>*One (1) Virtual Professional Learning Offering Required with Purchase</li> </ul>	
2	<b>Virtual Professional Learning Workshop</b>	\$1,500.00
	One ST Math webinar. Webinars are up to 90-minutes with a maximum of 50 attendees.	

## Checks:

MIND Research Institute  
5281 California Avenue, Suite 300  
Irvine CA 92617

## ACH/Wire Remittances:

Account Name: MIND Research Institute  
ABA Routing #: 122201198  
Account #: 11003286

## Remittance Advice:

remittance@mindresearch.org  
**Purchase Orders:**  
purchaseorders@mindresearch.org



5281 California Avenue, Suite 300  
 Irvine CA 92617  
 949-345-8700  
[www.mindresearch.org](http://www.mindresearch.org)

## Invoice

Page 3 of 3

<b>Date</b>	9/26/2023
<b>Invoice #</b>	1249405
<b>Terms</b>	Net 30
<b>Due Date</b>	10/26/2023
<b>PO #</b>	2023-24-18

<b>Subtotal</b>	\$37,590.00
<b>Tax Total (%)</b>	\$0.00
<b>Shipping Cost</b>	
<b>Total</b>	\$37,590.00
<b>Net Due</b>	\$37,590.00

**Checks:**

MIND Research Institute  
 5281 California Avenue, Suite 300  
 Irvine CA 92617

**ACH/Wire Remittances:**

Account Name: MIND Research Institute  
 ABA Routing #: 122201198  
 Account #: 11003286

**Remittance Advice:**

[remittance@mindresearch.org](mailto:remittance@mindresearch.org)

**Purchase Orders:**

[purchaseorders@mindresearch.org](mailto:purchaseorders@mindresearch.org)



777 Mariners Island Blvd.  
Suite 600  
San Mateo, CA 94404  
Tel: 650-372-4040  
Fax: 650-372-4072

# Invoice

Date	Invoice #
9/26/2023	S481378

Bill To
Accounts Payable California Connections Academy 33272 Valle Rd San Juan Capo CA 92675

Ship To
California Connections Academy 33272 VALLE RD San Juan Capistrano CA 92675

Terms	PO #	Customer Email
Due on receipt	2023-24-20	

Description	Qty	Rate	Amount
IXL Professional Learning Services (1 session) PLS offering: Power-up PD Package for up to 200 teachers	1	2,495.00	2,495.00
IXL site license (Grades PK-8: 5,125 students) Subjects: Math, ELA, and Science	1	112,750.00	112,750.00

Please return one copy of invoice with payment. The IXL Service is provided pursuant to the IXL Terms of Service ([www.ixl.com/termsofservice](http://www.ixl.com/termsofservice)).

Mail Payment to: IXL Learning, Inc.  
777 Mariners Island Blvd, Suite 600, San Mateo, CA 94404  
By ACH/Wire, Please make remittance to:  
IXL Learning, Inc.  
JPMorganChase (New York, NY 10017)  
ABA/Routing Number (for ACH): 322271627  
Routing Number (for Wire): 021000021  
Checking Account Number: 719355882  
Swift Code (if international): CHASUS33

**Total**

\$115,245.00

**PLEASE REMIT TO:**

**Aeries Software**  
 770 The City Dr. S.  
 Suite 6500  
 Orange, CA 92868

**INVOICE NO.** M&S-9350**DATE** 07/01/2023**TERMS** Net 30**P.O. NO.****BILL TO**

California Online Public Schools  
 33272 Valle Rd.  
 Attn: Accounts Payable  
 San Juan Capistrano, CA 92675

**Message:**

California Connections Academy @ Central 665  
 California Connections Academy @ Ripon 1626  
 California Connections Academy Southern California 4868  
 California Connections Academy North Bay 171  
 California Connections Academy Central Coast 91  
 California Connections Academy Monterey Bay 478

*Please make all checks payable to Aeries Software and include a copy of this invoice with your check. If you have any questions, please contact Todd Davis at <mailto:toddd@aeries.com> or (888) 487-7555*

Quantity	Description	Unit Price	Start Date	End Date	Total Amount
7899	Software License/Support Subscription	4.89	07/01/2023	06/30/2024	\$38,626.11
7899	Aeries ASP Hosting Services Subscription	4.04	07/01/2023	06/30/2024	\$31,911.96
9	Aeries ASP Subscription - Additional/Prior Years Databases	250.00	07/01/2023	06/30/2024	\$2,250.00
<b>Subtotal</b>					72,788.07
<b>Total</b>					72,788.07
<b>AMOUNT RECEIVED</b>					\$0.00
<b>AMOUNT DUE</b>					\$72,788.07



ESSER



## INVOICE

**School Pathways LLC**

PO Box 432,  
Portola CA, 96122

Date	<b>4-Oct-2023</b>
Invoice #	<b>140-INV5703</b>
Terms	Net 30
Customer ID	140-C0440
PO#	
Date Due	3-Nov-2023

**Bill To:**

California Online Public Schools  
Attn: Accounts Payable  
33272 Valle Road  
San Juan Capistrano, CA 92675

**Ship To:**

California Online Public Schools  
Attn: Accounts Payable  
33272 Valle Road  
San Juan Capistrano, CA 92675

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
1	Bundled Implementation Fee	\$30,000.00	\$30,000.00
8800	SIS Annual Subscription 10/2/2023-10/1/2024	\$7.00	\$61,600.00
8800	SIS Oversight Annual Subscription 10/2/2023-10/1/2024	\$0.00	\$0.00
8800	PLS Annual Subscription 10/2/2023-10/1/2024	\$50.00	\$440,000.00
7	SEIS Export Bridge Annual Subscription 10/2/2023-10/1/2024	\$520.00	\$3,640.00
7	SEDS Import Bridge Annual Subscription 10/2/2023-10/1/2024	\$520.00	\$3,640.00
8800	RegOnline Annual Subscription 10/2/2023-10/1/2024	\$2.00	\$17,600.00
8800	Canvas Two-Way Bridge Annual Subscription 10/2/2023-10/1/2024	\$5.00	\$44,000.00
8800	Forms and Surveys Annual Subscription 10/2/2023-10/1/2024	\$3.00	\$26,400.00
Subtotal			\$626,880.00
SALES TAX			\$0.00
Total			\$626,880.00
PAYMENT			\$0.00
TOTAL DUE			\$ 626,880.00

**Payment Instructions:**

Please make sure you reference invoice number **140-INV5703** on your payment option to ensure timely turnaround.

**Remit checks to:**

School Pathways, LLC  
PO Box 432  
Portola, CA  
96122

**ACH/Wire Instructions:**

Account name: School Pathways Holdings LLC  
Account number: 140034356

Routing number: 121143626  
SWIFT: AVIDUS66

Beneficiary Bank:  
Avidbank  
1732 N 1<sup>st</sup> St, 6<sup>th</sup> Floor  
San Jose, CA 95112

**For any inquiries, please contact Accounts Receivable:**  
E: [accounts@schoolpathways.com](mailto:accounts@schoolpathways.com)  
P: 866-200-6936 x. 1002

**2023-2024****PAYMENT REQUEST****Payment Request Number:** 2023- 24 - 16CHECK NUMBER \_\_\_\_\_  
(FOR OFFICE USE ONLY)Date: 10/3/2023

Date Needed (Optional): \_\_\_\_\_

Invoice Number: \_\_\_\_\_

Vendor/Payable To: The Hills HotelAddress: 25205 La Paz RoadCity: Laguna HillsState: CAZip: 92653

Date Delivered or Mailed: \_\_\_\_\_

**California Online  
Public Schools****California Online Public Schools***dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 467-1667 Phone (949) 240-7895 Fax

Method of Payment (circle one):

**Credit Card****Check****Money Order****Cashier's Check****ACH****OTHER:** \_\_\_\_\_

Description	Item Number (when applicable)	Cost (1)	Qty (2)	Total Cost (1) x (2)
South OC CAASPP Testing Site Dates: 4/22/2024 to 4/27/2024		\$ 35,005.82	1	\$ 35,005.82
***Please see attached documents***				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
Order Total:				\$ 35,005.82

DocuSigned by:

**Approvals**Bernie Jamero

DocuSigned by:

Requestor (Signature)  
Bernie Jamero

DocuSigned by:

Administrator (Signature or Email Approval)  
Laila Carter

DocuSigned by:

Audited By (Signature)10/3/2023Date  
10/3/2023Date  
10/4/2023Date



25205 La Paz Road  
Laguna Hills, CA 92653  
949-586-5000

<http://www.thelagunahillshotel.com>

## Richard Savage~ California Connections Academy Southern California

### CATERING AGREEMENT

<b>Account:</b> Jamie Zeen	<b>Booking Name:</b> Richard Savage~ California Connections Academy Southern California
<b>Contact:</b> Jamie Zeen	<b>Sales Manager:</b> Tessa Fattahi
<b>Address:</b>	<b>Address:</b> 25205 La Paz Road Laguna Hills, CA 92653
<b>Email:</b> <a href="mailto:jzeen@californiaops.org">jzeen@californiaops.org</a>	<b>Email:</b> <a href="mailto:tfattahi@thelagunahillshotel.com">tfattahi@thelagunahillshotel.com</a>
<b>Phone:</b> 909-588-4089	<b>Phone:</b> 949-586-5000

September 18, 2023

Thank you for selecting the The Hills Hotel for your Richard Savage~ California Connections Academy Southern California ("**Group**"). Pursuant to this Agreement between The Hills Hotel ("**Hotel**") and Jamie Zeen ("**Patron**"), once signed by both parties, Group will meet its Total Revenue Commitment (defined below) subject to the attrition and cancellation clauses. We look forward to hosting your group and to working together to ensure a successful event.

**EVENT DATES:** Monday, April 22, 2024 - Saturday, April 27, 2024

**Patron is aware and has agreed to these terms and conditions:**

**\*Monday April 22, 2024 Thru Friday April 26, 2024, 7am to 3:30pm, Saturday April 27th, 2024, 7am to 6pm, Discounted Room Rental Fee due to Six Consecutive days of Events, \$26,200.00 Plus 24% service charge & plus 7.75% tax.**

**\*Garnet Gallery and Platinum Only being used Monday and Tuesday, April 22 and 23, 2024.**

**\*Crystal Ballroom and Garnet Gallery Are being Used Wednesday April 24 thru Saturday April 27, 2024.**

**\*\$17,500.00 Deposit and Signed contract is due to Secure your Event dates.**

**\*On April 8th, 2024, Final Payment (cash or credit card) Final Details (floor plan etc..) and Final guest count are due.**

**\*All Deposits and Payments are non-refundable and non-transferable.**

**\*Patron is the responsible party.**

**\*Patron is responsible to notify all vendors of hotel policies.**

**\*Signs, Pictures etc... MAY NOT BE Affixed to the walls/ceiling of Hotel.**

**\*All Vendors must use loading dock to unload /load. Ramp By Employee Parking.**

- \*NO CONFETTI.
- \*NO TAPING.
- \*The HILLS Hotel has No Audio/Visual Equipments on site.
- \*Complimentary Parking for all guests Not staying inhouse.
- \* No Construction Scheduled at that time for Any of our Banquet rooms.

SCHEDULE OF EVENTS

Name	Date	Time	Areas	Event Type	Guests	Rental	Total F&B Min (Booking)
California Connections Academy Southern California	4/22/2024	7:00 am – 3:30 pm	Garnet Gallery and Platinum			\$2,800.00	\$0.00
California Connections	4/23/2024	7:00 am – 3:30 pm	Garnet Gallery and Platinum			\$2,800.00	
California Connections	4/24/2024	7:00 am – 3:30 pm	Crystal Ballroom with Slate Room and Garnet Gallery			\$3,800.00	
California Connections	4/25/2024	7:00 am – 3:30 pm	Crystal Ballroom with Slate Room and Garnet Gallery			\$3,800.00	
California Connections	4/26/2024	7:00 am – 3:30 pm	Crystal Ballroom with Slate Room and Garnet Gallery			\$5,500.00	
California Connections	4/27/2024	7:00 am – 6:00 pm	Crystal Ballroom with Slate Room and Garnet Gallery			\$7,500.00	

BILLING INFORMATION

Total		
Service Charge	24.0%	\$6,288.00
Sales Tax	7.75%	\$2,517.82
Room Rental		\$26,200.00
Room Block Charges		
F&B Minimum	Total	\$0.00
	-\$0.00 Met	
Grand Total		\$35,005.82
Deposit		\$0.00
Second Deposit		\$0.00
Estimated Amount Due		\$35,005.82

ACCEPTANCE OF AGREEMENT & AUTHORIZED SIGNATURES

Client Signature

Printed Name: Richard Savage  
Signed: 9/20/2023 at 1:53 pm

*Richard Savage*

DocuSigned by:

*Richard Savage*

9/30/2023

3E5D9E2CDCCC49C

Hotel Signature

Printed Name: Tessa Fattahi  
Signed: 9/20/2023 at 2:00 pm

*Tessa Fattahi*

# Ripon Unified School District

Business Services Revolving  
304 North Acacia Avenue  
Ripon, CA 95366  
(209)599-2131 FAX (209)599-6271

Direct any questions to the Business Services Revolving at (209)599-2131

## CUSTOMER INVOICE

California Connections Academy  
580 N Wilma Ste G  
Ripon, CA 95366

*Oversight Fee From CalCA*

Invoice # **ARR24-00044**

Invoice Date 10/05/2023

Due Date 11/04/2023

Customer # 000077

Contract/Reference #

Description	Qty	Unit	Unit Price	Amount
2022-23 Oversight Fees	1.00		190,049.92	190,049.92
Administrative Services	1.00		10,000.00	10,000.00
Non-Taxable Total			200,049.92	
<b>BALANCE DUE</b>			<b>\$200,049.92</b>	

-----Detach this portion or make a copy of the invoice and mail it with the payment-----

District Account Number	Account Amount
01- 0000- 0- 0000- 0000- 8699- 000- 0000	200,049.92

Please make checks payable to: **Ripon Unified School District/Business Services Revolving**

Mail to:

**Ripon Unified School District  
Business Services Revolving  
304 North Acacia Avenue  
Ripon, CA 95366**

Invoice #

**ARR24-00044**

Amount Due

**\$200,049.92**

Customer #

**000077**

Business Services Copy

## BILLING INVOICE

Invoice #	3094	Bill To: Connections Academy Attn: La Chelle Carter  lacarter@calca.connectionsacademy.org SPED-Finance@californiaops.org abatin@calca.connectionsacademy.org
Invoice Date:	8/31/2023	
Name:	El Paseo Children's Center Inc	
Mailing Address	74075 El Paseo Drive, Suite A2B Palm Desert, CA 92260	
Telephone	760-342-4900	

Invoice #	Region	Student	Service Type	Service Date	Actual Service Time	Billable Service in Hours	Hourly Fee	Amount Due for Service	Miles Traveled	Miles Traveled x .655
	CapCo	Chesnee Pedersen	OT Services	8/2/2023	0.33	1	110	\$110.00		\$0.00
	CapCo	Bryce Adams	OT Services	8/3/2023	0.50	1	110	\$110.00		\$0.00
	CapCo	Jabez Arevalo	OT Services	8/1/2023	0.50	1	110	\$110.00		\$0.00
	CapCo	Matilda Brothers	Speech Services	8/1/2023	0.50	3.5	110	\$385.00	82.00	\$53.71
	CapCo	Gabriel Villasenor	Speech Services	8/1/2023	0.50	1	110	\$110.00		\$0.00
	CapCo	Matilda Brothers	Speech Services	8/4/2023	0.50	3.5	110	\$385.00	82.00	\$53.71
	CapCo	Gabriel Villasenor	Speech Services	8/4/2023	0.50	1	110	\$110.00		\$0.00
	CapCo	Ava Bates	Ed Assessment	8/5/2023	n/a	n/a	n/a	\$1,950.00	30.00	\$19.65
	CapCo	Aurora Gallegos	Speech Services	8/3/2023	0.50	1	110	\$110.00		\$0.00
	CapCo	Samantha Morales Lomeli	Speech Services	8/3/2023	0.50	1	110	\$110.00		\$0.00
	CapCo	Athena Lindsay	OT Services	8/3/2023	0.50	1	110	\$110.00		\$0.00
	CapCo	Cynthia Navarro	OT Services	8/8/2023	0.50	1	110	\$110.00		\$0.00
	CapCo	Ava Bates	Speech Assessment	8/10/2023	10.50	10.5	110	\$1,155.00		\$0.00
	CapCo	Evan Kowaltschuk	APE Services	8/2/2023	0.55	1	110	\$110.00		\$0.00
	CapCo	Elijah Romero	APE Services	8/2/2023	0.50	1	110	\$110.00		\$0.00
	CapCo	Athena Lindsay	APE Services	8/3/2023	0.50	1	110	\$110.00		\$0.00
	CapCo	Evan Kowaltschuk	APE Services	8/4/2023	0.55	1	110	\$110.00		\$0.00
	CapCo	Matthew Gomez	AAC Assessment	8/22/2023	n/a	n/a	n/a	\$1,783.00		\$0.00
	CapCo	Matthew Ovalle	AAC Assessment	8/22/2023	n/a	n/a	n/a	\$1,783.00		\$0.00
	CapCo	Ciaran Lennon	535 Student & Parent	8/2/2023	1.00	3	110	\$330.00	76.00	\$49.78
	CapCo	Adrian Christensen	510 Parent and Student	8/3/2023	1.00	4	100	\$400.00	54.00	\$35.37
	CapCo	Zion Smith	535 Student & Parent	8/3/2023	1.00	3	110	\$330.00	62.00	\$40.61
	CapCo	Dionna Ryan	ECP X 2	8/2/2023	3.00	3	110	\$330.00		\$0.00
	CapCo	Jaeden Srey	ECP	8/4/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Ivan Inzunza	Nursing Assessment	8/7/2023	1.25	1.96	110	\$215.60	16.70	\$10.94
	CapCo	Jacob Lynch	ECP	8/8/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Kian Arami	ECP X 2	8/10/2023	3.00	3	110	\$330.00		\$0.00
	CapCo	Matthew Shreve	ECP	8/14/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Andrew Tejeda	ECP X 2	8/14/2023	3.00	3	110	\$330.00		\$0.00
	CapCo	Rosen Ame Dick	ECP	8/15/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Jovanny Alejo	ECP X 2	8/16/2023	3.00	3	110	\$330.00		\$0.00
	CapCo	Irene Banh	ECP	8/18/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Seven Isaacs (N/S)	Nursing Assessment	8/19/2023	1.00	1	90	\$90.00	132.00	\$86.46
	CapCo	Michael Murphy	ECP	8/21/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Anayha Flowers	ECP X 2	8/21/2023	3.00	3	110	\$330.00		\$0.00
	CapCo	Liam Greenwood	Nursing Assessment	8/21/2023	1.25	1.25	110	\$137.50		\$0.00
	CapCo	Brian Guillen	ECP	8/24/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Joshua Alexander	ECP	8/24/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Eric Padilla	ECP	8/28/2023	1.50	1.5	110	\$165.00		\$0.00



	CapCo	Sofia Prieto	ECP	8/28/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Dajanique Harding	ECP	8/28/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Kyra M Jones	ECP	8/29/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Nevaeh Sohn	510	7/19/2023	0.50	1	100	\$100.00		\$0.00
	CapCo	Zion Smith	515	7/19/2023	0.25	1	110	\$110.00		\$0.00
	CapCo	Jenavee Munoz	515	7/19/2023	0.25	1	110	\$110.00		\$0.00
	CapCo	Nevaeh Sohn	510	7/26/2023	0.50	1	100	\$100.00		\$0.00
	CapCo	Zion Smith	515	7/26/2023	0.25	1	110	\$110.00		\$0.00
	CapCo	Jenavee Munoz	515	7/26/2023	0.25	1	110	\$110.00		\$0.00
	CapCo	Nevaeh Sohn	510	8/2/2023	0.50	1	100	\$100.00		\$0.00
	CapCo	Zion Smith	515	8/2/2023	0.25	1	110	\$110.00		\$0.00
	CapCo	Jenavee Munoz	515	8/2/2023	0.25	1	110	\$110.00		\$0.00
	CapCo	Nevaeh Sohn	510	8/10/2023	0.50	1	100	\$100.00		\$0.00
	CapCo	Nevaeh Sohn	510	8/15/2023	0.50	1	100	\$100.00		\$0.00
	CapCo	Nevaeh Sohn	510	8/17/2023	0.50	1	100	\$100.00		\$0.00
	CapCo	Nevaeh Sohn	510	8/24/2023	0.50	1	100	\$100.00		\$0.00
	CapCo	Nevaeh Sohn	510	8/31/2023	0.50	1	100	\$100.00		\$0.00
	CapCo	Moja Dollens	ECP	8/16/2003	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Jonathan Tulak	ECP	8/1/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Illensio Martinez	ECP	8/1/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Scarlett Hernandez	ECP	8/1/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Conner Ansari	Nursing Assessment	8/2/2023	2.00	3	110	\$330.00	95.50	\$62.55
	CapCo	Ava Bates	Nursing Assessment	8/2/2023	2.00	5.25	110	\$577.50	95.50	\$62.55
	CapCo	Quintel Starr	ECP	8/3/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Francisco Martinez	ECP X2	8/3/2023	3.00	3	110	\$330.00		\$0.00
	CapCo	Layla Stewart	ECP X2	8/4/2023	3.00	3	110	\$330.00		\$0.00
	CapCo	Kyan Spies	ECP X3	8/5/2023	4.50	4.5	110	\$495.00		\$0.00
	CapCo	Leah Morales	ECP	8/7/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Hailey Vasquez	ECP	8/7/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Miles Esparza	ECP	8/7/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Armonie Stewart	ECP X3	8/7/2023	4.50	4.5	110	\$495.00		\$0.00
	CapCo	Katelynn Cardona	ECP X2	8/8/2023	3.00	3	110	\$330.00		\$0.00
	CapCo	Cezar-Adam Grano	ECP	8/9/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Garrett Reynolds	Nursing Assessment	8/10/2023	2.00	3	110	\$330.00	87.50	\$57.31
	CapCo	Matilda Brothers	ECP	8/14/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Giovanni Dinh	ECP	8/14/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Trinity Franco	ECP	8/14/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Seth Aldrete	ECP	8/14/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Thea Bella Asuncion	ECP X2	8/14/2023	3.00	3	110	\$330.00		\$0.00
	CapCo	Jay Bedassi	ECP	8/15/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Jason Harper	ECP X2	8/16/2023	3.00	3	110	\$330.00		\$0.00
	CapCo	Tyler Gadea	ECP	8/30/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Christopher Duvea	ECP	8/30/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Adam Luna	ECP	8/15/2023	1.50	1.5	110	\$165.00		\$0.00
	CapCo	Koa Breck	ECP	8/15/2023	1.50	1.5	110	\$165.00		\$0.00
			<b>Total for Service:</b>	<b>Total for Mileage:</b>		<b>Total Due:</b>		\$22,311.60	813.20	\$532.65
<b>Total</b>			\$22,311.60	\$532.65		\$22,844.25				

Account number 84735996

**Billing terms****Policy** The program**Term** The policy length**Product** Identifies PHL Y niche product group**Bill plan** Full or interval payment plan applied to this policy. For Surety bonds, only Fixed Annual bill plan will be available**Premium charged** Policy premium at inception plus any additional premium or return premium endorsements**Premium applied** Payments or adjustments made to date**Current installment amount** Divided portion of premium invoiced this month based on the Bill Plan**Taxes/surcharges and fees** State imposed taxes or surcharges based on specific coverage and/or premium**Payment / credits** Payments or adjustments made for the current month**Current balance due** Total amount currently due**Notice** A \$5.00 monthly installment fee may be included. If payment is received after the invoice due date, a \$25.00 late fee will be incurred (some states may vary)

000615 1/2

000615 1/2

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**PHILADELPHIA INSURANCE COMPANIES**A Member of the Tokio Marine Group  
PO Box 70251 Philadelphia PA 19176-0251

MB 01 000615 23163 H 8 A

CALIFORNIA ONLINE PUBLIC SCHOOLS  
33272 VALLE RD  
SAN JUAN CAPISTRANO, CA 92675-4842

Invoice Number:	2006257431
Account Number:	84735996 <input type="checkbox"/>
Billing Date:	10/09/2023
Amount Due:	<b>\$20,051.25</b>

B

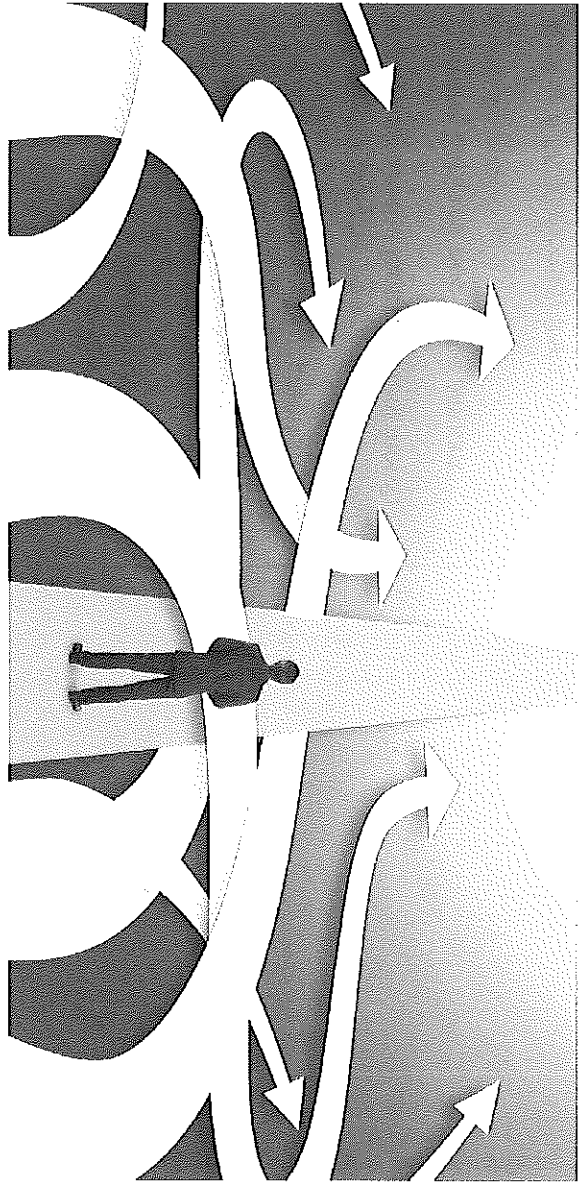
Remittance Amount: \$ 

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PHILADELPHIA INSURANCE COMPANIES  
PO BOX 70251  
PHILADELPHIA, PA 19176-0251

02006257431 000000084735996 8 20231009 20231030 000000002005125

## Our risk management services



Philadelphia Insurance Companies' Risk Management Services give you peace of mind with well-developed procedures, action plans and projects that protect your business and improve customer satisfaction.

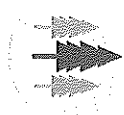
### What can we help you with?

- 1 We help you control risk through analyzing what's driving up your losses, and assessing your existing management programs to see what can be improved.
- 2 We offer training to suit your needs: whether for onsite defensive driving or online content development, our training is interactive and implementable for everyone that takes part.

We're driven to help prevent loss and help your business achieve measurable results. To find out how we can help you, visit [PHILY.com](https://www.phily.com) or call us on 800.873.4552



## PHILY Tree Planting Initiative



PHILY is bringing hope and healing to forest and communities nationwide that have been devastated by record wildfires, storms, and other natural disasters by partnering with the Arbor Day Foundation to pledge \$80,000 for the planting of 80,000 trees.

### Help PHILY Reach Our Planting Goals

**Direct Bill Customers:** Switch to paperless billing and PHILY will plant 15 trees in forests or communities in need.

### Follow these steps to enroll:

- Login or create a MyPHILY user account at [PHILY.com/myphily](https://www.phily.com/myphily).
- Choose Create a new account.
- Once logged in, please follow the eBill instructions.

**All Customers:** You can also donate to the tree planting initiative directly, at: [PHILY.com/trees](https://www.phily.com/trees). \$1 plants 1 tree.

Account number 84735996

PHILADELPHIA INSURANCE COMPANIES

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2/2 519000

## Your account summary

## Current month breakdown

Product	Policy	Term / Bill plan	Premium charged (\$)	Premium applied (\$)	Current instalment amount (\$)	Taxes / surcharge (\$)	Fees (\$)+	Payment / credits	Current balance due (\$)
84735996 California Online Public Schools									
Private Company Protection Plus	PHSD1830507	10/01/23 - 24 25% Down & 11 Monthly Installments	80,205.00	0.00	20,051.25	0.00	0.00	0.00	20,051.25
			80,205.00	0.00	20,051.25	0.00	0.00	0.00	20,051.25
						Payments will be allocated towards these charges first			
Total Balance: 20,051.25									

Applications, policy forms, risk management services, and claims management services are available at [www.phly.com](http://www.phly.com)

\*Denotes change in term premium    \*\*Denotes the 25% down and 1st installment billed together    †May include installment fee





**PHILADELPHIA**  
INSURANCE COMPANIES

A Member of the Tokio Marine Group

# October Invoice

California Online Public Schools  
Account number 84735996

Invoice number: 2006257431 Date: 10/09/2023

Please pay \$20,051.25

Visit **PHLY.com/myphly** to pay your invoice online by Electronic Funds Transfer (EFT).

Or detach the coupon on the last page and return with check made payable to:  
Philadelphia Insurance Companies  
PO Box 70251  
Philadelphia, PA 19176-0251

Or call 877-438-7459 to make a single credit card or EFT payment.

## Managing your policy

For coverage questions, policy changes or claims please contact your agent at:

Newfront Insurance Services (Upland)  
(909) 946-0223

To pay your invoice online or update your details access your account at  
**PHLY.com/myphly**

## Balance breakdown

Amount reflects both Past Due and Current Balance

**\$20,051.25**

service@phly.com 877-438-7459  
Lines open Monday to Friday: 8:30am - 8:00pm EST

Amount	Due date
\$20,051.25	10/30/2023
\$0.00	Past due Pay immediately
<b>\$20,051.25</b>	<b>Total due</b>



# INVOICE

Speech-Language Pathology Services - June 2023

**Milestones Therapy Group, A Prof. SLP Corporation**  
 1968 S. Coast Hwy., Suite 370  
 Laguna Beach, California 92651  
 United States

949-229-2021  
[www.milestonetherapygroup.com](http://www.milestonetherapygroup.com)

**BILL TO**  
**California Online Public Schools,**  
**Connections Academy**  
 33272 Valle Road  
 San Juan Capistrano, California 92675  
 United States

**Invoice Number:** 1067**Invoice Date:** August 28, 2023**Payment Due:** October 12, 2023**Amount Due (USD):** \$44,781.38
 [Pay Securely Online](#)

Services	Amount
<b>Speech-language pathology services</b> SoCal (06/01/23 - 06/23/23)	\$25,900.68
<b>Speech-language pathology services</b> NorCal (06/01/23 - 06/23/23)	\$5,387.44
<b>Speech-language pathology services</b> Central Valley (06/01/23 - 06/23/23)	\$7,764.42
<b>Speech-language pathology services</b> Central Coast (06/01/23 - 06/23/23)	\$166.50
<b>Speech-language pathology services</b> Monterey Bay (06/01/23 - 06/23/23)	\$2,897.40
<b>Speech-language pathology services</b> North Bay (06/01/23 - 06/23/23)	\$2,664.94



# INVOICE

Speech-Language Pathology Services - June 2023

**Milestones Therapy Group, A Prof. SLP Corporation**  
1968 S. Coast Hwy., Suite 370  
Laguna Beach, California 92651  
United States

949-229-2021  
[www.milestonetherapygroup.com](http://www.milestonetherapygroup.com)

**Subtotal:** \$44,781.38

**Total:** \$44,781.38

**Amount Due (USD):** \$44,781.38

Pay Securely Online



[link.waveapps.com/ejprkt-5mcrcrct](https://link.waveapps.com/ejprkt-5mcrcrct)

## Notes / Terms

For details of the services listed on this summary invoice, please:

Refer to the email attachment sent to [CalCA-Finance@calca.connectionsacademy.org](mailto:CalCA-Finance@calca.connectionsacademy.org)

Thank you for your business!

Page 2 of 2 for Invoice #1067

Powered by BoardOnTrack

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**THE HARTFORD**  
Billing Company:  
Hartford Fire Insurance Company

**Bill Date: 10/09/23**

**GENERAL**

**Pay The Minimum By The Due Date**

<b>Bill Account Number</b>	<b>17143054</b>
<b>Due Date</b>	<b>11/01/23</b>
<b>Minimum Due</b>	<b>\$55,396.00</b>
<b>Balance</b>	<b>\$155,094.40</b>



**Visit [business.thehartford.com](https://business.thehartford.com)** to pay bills, view policy documents, get certificates, and more.

**Need Help?** Chat online or call us at 1-866-467-8730. We're here Monday - Friday.

**Named Insured:** CALIFORNIA ONLINE PUBLIC SCHOOLS

**Agent:** NEWFRONT INSURANCE SERVICES

**Agent Phone Number:** 1-415-754-3635

For policy changes please contact your agent.

**Your Upcoming Bill Installments**

<b>Due Date</b>	<b>Minimum Due*</b>
11/01/23	\$55,396.00
02/01/24	\$55,396.00
05/01/24	\$44,318.40

\*Includes a \$8.00 Installment fee. You can avoid installment fees by paying your full balance by the due date.

**Important Messages:**

- Please make sure to pay the minimum due by the due date on your invoice. Otherwise, you'll be charged a \$35.00 late fee.

**Billing Details For Your Policies**

<b>Policy Number</b>	<b>Policy Type</b>	<b>Policy Period</b>	<b>Policy Status</b>	<b>Bill Plan</b>	<b>Balance</b>	<b>Minimum Due</b>
57WBAD4FAB	Workers Compensation	07/01/23-07/01/24	Active	4 Pay	\$155,086.40	\$55,388.00
	New Fees				\$8.00	\$8.00
<b>TOTALS</b>					<b>\$155,094.40</b>	<b>\$55,396.00</b>

Pay your bill online at [business.thehartford.com](https://business.thehartford.com). Make a one-time payment, or sign up for Autopay and never worry about missing a payment.

Please detach here and insert with your payment. Write the account number on the check and make payable to The Hartford.

Account Number: 17143054

Amount Enclosed: \_\_\_\_\_

<b>Payment Due Date</b>	<b>11/01/23</b>
<b>Minimum Due</b>	<b>\$55,396.00</b>
<b>Balance</b>	<b>\$155,094.40</b>

**Mail Payments To:**

The Hartford  
P O Box 660916  
Dallas, TX 75266-0916

AB 01 003932 36695 H 17 D

CALIFORNIA ONLINE PUBLIC SCHOOLS  
33272 VALLE RD  
SAN JUAN CAPISTRANO, CA 92675-4842



5717143054475567360000553960000015509440810001



## Transactions And Other Charges Since Your Last Bill

Transaction Date	Transaction Detail	Policy Number	Policy Type	Payments and Activity	Billing Fees
08/15/23	Payment Received			-\$75,527.60	
10/09/23	Installment Fee				\$8.00

Payments and Activity amount may include premium and surcharges/fees. Please see the Transaction Detail column for complete breakdown.

## Ways To Pay Your Bill

- **Pay online** at [business.thehartford.com](https://business.thehartford.com). Some policies may not be available in our automated system.
- **Set up AutoPay** to make automatic payments from your bank account. Never worry about missing a payment. Enroll at [business.thehartford.com](https://business.thehartford.com).
- **Pay by phone** with a one-time payment from your bank account. Call our automated system at 1-866-467-8730. Some policies may not be available in our automated system.
- **Pay by mail** with the enclosed envelope: Include only your bill stub and payment. Allow atleast 10 days for delivery. If you have other correspondence to send, do not send it with your payment. Mail it separately to: The Hartford, 301 Woods Park Drive, Clinton, NY 13323.
- **To mail Overnight/Express** payments, send payments only to: Deluxe - The Hartford Box #916, 3000 Kellway Drive Suite 120, Carrollton, TX 75006.

## Payment Rules And Bill Definitions

**Payment Application:** We will apply payments received in the following order:

- Past due and audit premium on expired or cancelled policies
- Past due premium on active policies
- Past due fees, then
- Current account changes

Alternate payment instructions with your check will not be honored. When you provide a check as payment, you authorize us to either use the information from your check to make a one-time electronic transfer from your bank account or process your payment as a check transaction.

**Installment Fee:** We charge this fee with each installment, except where prohibited by law.

**Late Fee:** You will be charged \$35.00 when the minimum amount due isn't paid by the due date.

**New Fees:** The total of all fees assessed on the current bill.

**NSF Fee:** You will be charged \$30.00 if your payment fails because of insufficient funds.

**Policy Credits:** Some things, like audit results or endorsement changes, might put a credit back on your account. If your account has a balance, instead of issuing a refund, we use those credits toward your future payments. If your account has an overall credit balance, the refund will be issued to you using the same method you used to make your last payment (Electronic Funds Transfer, credit card or check).

**State/Local Surcharges or Fees:** Some states or municipalities require us to collect an extra amount on top of your premium.



**BRANDASTIC**  
IGNITE YOUR POTENTIAL

Brandastic, Inc.  
949.899.7340  
3857 Birch Street, Suite 271  
Newport Beach, CA 92660

**Billed To**

Julie Colombero  
California Online Public Schools  
33271 Valle Road  
San Juan Capistrano, CA 92675

**Date of Issue**

10/24/2023

**Invoice Number**

1206820

**Amount Due (USD)**

**\$21,000.00**

**Due Date**

11/11/2023

**Description**

**Rate**

**Qty**

**Line Total**

CCAS-1

\$21,000.00

1

\$21,000.00

CCAS-1 California Online Public Schools | Revised Marketing Contract  
| November Billing

Subtotal

21,000.00

Tax

0.00

Total

21,000.00

Amount Paid

0.00

**Amount Due (USD)**

**\$21,000.00**

**Terms**

Checks can be sent to 3525 Hyland Avenue, Suite 235, Costa Mesa, CA 92626

PRIVATE POLICY NOTICE: We will NOT share your information. Ever.

**INVOICE # 19429      INVOICE DATE: 10/20/2023**

Long Beach Marriott

**Jaime Zeen**

California Connections Academy Schools

33272 Valle Rd

San Juan Capistrano, CA 92675

**Date:                      10/20/2023**

<b>Date</b>	<b>Reference</b>	<b>Charges</b>	<b>Credits</b>	<b>Balance Due</b>
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<i>May 05-10, 2024</i>	<i>Event Program Deposit</i>	<i>\$20,311.88</i>		
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<b>Sub-Total</b>				<b><u>\$20,311.88</u></b>
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<b>Balance Due</b>				
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<b>Amount due:</b>				<b>\$20,311.88</b>
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**Please make Checks Payable to:**

Long Beach Marriott  
 Attn: Accounts Receivable  
 4700 Airport Plaza Drive  
 Long Beach, CA 90815



GROUP SALES AGREEMENT

DESCRIPTION OF GROUP AND EVENT

The following represents an agreement between Long Beach Marriott, 4700 Airport Plaza Drive, Long Beach, CA, 90815, (562) 425-5210 and California Connections Academy Schools.

ORGANIZATION: California Connections Academy Schools  
CONTACT: Name: Jamie Zeen  
Job Title: High School Math Teacher  
Street Address: 33272 Valle Rd  
City, State, Postal Code: San Juan Capistrano, CA 92675  
Country/Region: USA  
Phone Number: (949) 461-1667  
E-mail Address: zeen@californiaops.org jzeen@californiaops.org

NAME OF EVENT: California Connections Academy State Testing  
REFERENCE #: M-QZK356C  
OFFICIAL PROGRAM DATES: Monday, 05/06/2024 - Friday, 05/10/2024

FUNCTION INFORMATION AGENDA/EVENT AGENDA

Based on the requirements outlined by California Connections Academy Schools, the Hotel has reserved the function space set forth on the below Function Information Agenda/Event Agenda.

Date	Day	Start Time	End Time	Function Type	Setup	# People	Rental	Internet
05/06/2024	Mon	8:00 AM	4:00 PM	Testing	Schoolroom	15	\$500.00 Post	\$150.00
		8:00 AM	4:00 PM	Testing	Schoolroom	15	\$500.00 Earhart	\$150.00
05/07/2024	Tue	8:00 AM	4:00 PM	Testing	Schoolroom	15	\$500.00 Post	\$150.00
		8:00 AM	4:00 PM	Testing	Schoolroom	15	\$500.00 Earhart	\$150.00
05/08/2024	Wed	8:00 AM	4:00 PM	Testing	Schoolroom	100	\$3,000.00 Salon ABC	\$1,000.00
		8:00 AM	4:00 PM	Testing	Schoolroom	15	\$500.00 Post	\$150.00
05/09/2024	Thu	8:00 AM	4:00 PM	Testing	Schoolroom	15	\$500.00 Post	\$150.00
		8:00 AM	4:00 PM	Testing	Schoolroom	100	\$3,000.00 Salon ABC	\$1,000.00
05/10/2024	Fri	8:00 AM	4:00 PM	Testing	Schoolroom	100	\$3,000.00 Salon ABC	\$1,000.00
		8:00 AM	4:00 PM	Testing	Schoolroom	15	\$500.00 Post	\$150.00

All meeting room, food and beverage, and related services is subject to sales tax (currently 10.25%) and F&B Staff Charge (currently 18%) in effect on the date(s) of the event.

Hotel reserves the right to reassign specific function space

### **ESTIMATED GROUP TOTAL:**

Estimated charges for room, tax and meeting functions including taxes and service fees as follows:

<b>Description</b>	<b>Amount</b>
Rental Fees \$16,261.88 (\$12,500.00 plus service charge 18% & 10.25 sales tax)	\$16,261.88
Internet Lines \$4,050.00	\$ 4,050.00
<b>Total Estimate</b>	<b>\$ 20,311.88</b>

\_\_\_\_\_ *Hotel Initial*

*RS* \_\_\_\_\_ *Initial*

### **SPECIAL CONCESSIONS**

- Complimentary Self-Parking

### **DEPOSIT AND PAYMENTS**

**Signed Group Sales Agreement and a non-refundable advanced deposit are required** to secure your arrangements on a definite basis. **Signed Agreement and Deposit are due November 6, 2023** and will be credited toward **California Connections Academy Schools's** Master Account.

<b>Deposit Due Date</b>	<b>Non-Refundable Deposit/Payment Due</b>
Date of Agreement	\$20,311.88 Deposit
April 29, 2023	100% of the Estimated Balance payable by Cash, Cashier's Check or Credit Card. Checks will not be accepted less than ten (10) days prior to the event.

*DS*  
*RS* \_\_\_\_\_ *Initial*

If **California Connections Academy Schools** wishes to pay any portion of its obligation by credit card or company check, the credit card information must be entered into our secure online web-site.

Prior to the execution of this agreement **California Connections Academy Schools** shall provide hotel with credit card authorization information. A Credit Card Information Request e-mail will be sent to the e-mail address provided by **California Connections Academy Schools**.

This process must also be followed if direct billing has not been approved and the Master Account charges will be paid by credit card or company check.

**California Connections Academy Schools** agrees that the Hotel may charge to this credit card any payment as required under this Group Sales Agreement.

**Credit card provided will be automatically charged in accordance to the payment schedule above.**

*DS*  
*RS* \_\_\_\_\_ *Initial*

### **METHOD OF PAYMENT**

The method of payment of the Master Account will be established upon approval of **California Connections Academy Schools's** credit. If credit is approved, the outstanding balance of **California Connections Academy Schools** Master Account (less any advance deposits and exclusive of disputed charges) will be due and payable upon receipt of invoice.

**California Connections Academy Schools** will raise any disputed charge(s) within ten (10) days after receipt of the invoice. The Hotel will work with **California Connections Academy Schools** in resolving any such disputed charges, the payment of which will be due upon receipt of invoice after resolution of the dispute. If payment of any invoice is not received within thirty (30) days of the date on which it was due, Hotel will impose a finance charge at the rate of the lesser of 1-1/2% per month (18% annual rate) or the maximum allowed by law on the unpaid balance commencing on the invoice date.

**California Connections Academy Schools** has indicated that it has elected to use the following form of payment:

- [ ] Cash or Cashier's Check  
[x] Credit card (We accept all major credit cards)

**California Connections Academy Schools** may not change this form of payment.

In the event that credit is not approved, **California Connections Academy Schools** agrees to pay an advance deposit in an amount to be determined by the Hotel in its reasonable discretion, with the full amount due prior to the start of the group's event.

**FOOD AND BEVERAGE GUARANTEE**

The final attendance must be received by the Catering office no less than seventy-two (72) hours prior to your functions scheduled starting time. This number will be considered a guarantee, not subject to reduction, and charges will be made accordingly.

The Hotel cannot be responsible for service to more than five (5) percent over the guarantee.

For any food and beverage cancelled within seventy-two (72) hours of event's scheduled starting time, **California Connections Academy Schools** agrees to pay Hotel one hundred percent (100%) of the food and beverage revenue guaranteed at seventy-two (72) hours.

**OUTSIDE FOOD AND BEVERAGE POLICY**

The **California Connections Academy Schools** agrees that all food and beverage consumed on the Hotels property, i.e. pool areas, restaurants, banquet rooms, etc. must be purchased and catered by the Hotel. To ensure the safety of all banquet guests, no food or beverage will be permitted to be taken out of the property.

**EVENT DEPARTMENT**

Once the signed contract and deposit are received by the Hotel, an Event Manager will be contacting you to assist in planning the specifics of your event. This will include menu selection, meeting room set-ups, audio/visual requirements, billing arrangements, parking procedures, and all other hotel logistic needs.

**FUNCTION SPACE AVAILABILITY**

**California Connections Academy Schools** understands that early access to the function room for set up is subject to availability and may incur an additional charge. In the event that the ballroom is occupied past the contracted departure time, a per-hour fee will apply.

Hotel reserves the right to reassign specific function space to equivalent or better accommodations.

**DAMAGE TO FUNCTION SPACE**

**California Connections Academy Schools** agrees to pay for any damage to the function space that occurs while **California Connections Academy Schools** is using it. **California Connections Academy Schools** will not be responsible, however, for ordinary wear and tear or for damage that it can show was caused by persons other than **California Connections Academy Schools** and its attendees.

**DECORATIONS**

**California Connections Academy Schools** is responsible for placement of favors, name cards, self-provided centerpieces or other event provisions. If assistance is required in placing event items not provided by the hotel, a labor fee will apply.

The Long Beach Marriott Hotel does not allow the use of confetti. If confetti is used, a \$250.00 cleaning fee will incur.

Smoke machines are not allowed on the hotel premises. Should use of a smoke or fog machine result in a dispatch of the Long Beach Fire Department to our location, charges for the dispatch and false alarm will be **California Connections Academy Schools's** responsibility.

**SIGNAGE**

Signage at the Long Beach Marriott is permitted in the Ballroom area and certain areas of the lobby. At no time will signs or banners be taped or otherwise affixed to the walls. Any exceptions must be approved by the Hotel. Signage must be professional in appearance. Handwritten signs are not permitted. A labor fee of \$30.00 - \$150.00 per banner will apply for hanging of banners.

**IN-HOUSE EQUIPMENT**

Hotel will provide, at no charge, a reasonable amount of meeting equipment (for example, chairs, tables, chalkboards, etc.).

These complimentary arrangements do not include special setups or extraordinary formats that would deplete Hotel's present in-house equipment to the point of requiring rental of an additional supply to accommodate **California Connections Academy Schools's** needs. If such special setups or extraordinary formats are requested, Hotel will present **California Connections Academy Schools** two (2) alternatives: (1) charging **California Connections Academy Schools** the rental cost for additional equipment, or (2) changing the extraordinary setup to a standard format, avoiding the additional cost.

**USE OF OUTSIDE VENDORS**

If **California Connections Academy Schools** wishes to hire outside vendors to provide any goods or services at Hotel during the Event, **California Connections Academy Schools** must notify Hotel of the specific goods or services to be provided and provide sufficient advance notice to the Hotel so that the Hotel can (i) determine, in Hotel's sole discretion, whether such vendor must provide Hotel, in form and amount reasonably satisfactory to Hotel, an indemnification agreement and proof of

adequate insurance, and (ii) approve, using reasonable judgment, the selection of the outside vendor and the goods or services to be provided by such outside vendor to **California Connections Academy Schools**, taking into consideration: (a) whether Hotel offers such goods and services; (b) the risk level posed by certain activities; and (c) the safety and well-being of guests at Hotel.

**UNATTENDED ITEMS/ADDITIONAL SECURITY**

The Hotel cannot ensure the security of items left unattended in function rooms. Special arrangements may be made with the Hotel for securing a limited number of valuable items. If **California Connections Academy Schools** requires additional security with respect to such items or for any other reason, the Hotel will assist in making these arrangements. All security personnel to be utilized during the Event are subject to Hotel approval.

**NOISE LEVEL COURTESY**

Hotel management reserves the right to control noise level of amplified speeches/announcements and music in our hotel. Should requests to lower the volume to an acceptable level be ignored, hotel reserves the right to ask the vendor/guest to leave or terminate the event, without compensation to **California Connections Academy Schools**.

**CANCELLATION**

Should it be necessary for you to cancel this function after this agreement has been signed, the hotel will be entitled to liquidated damages and not as a penalty, the amount listed in the Chart below.

Date of Decision to Cancel	Amount of Liquidated Damages Due
Date of Agreement to November 23,2023	20% of the contracted Food and Beverage minimum
November 23, 2023 to January 10, 2024	50% of the Contract Food and Beverage Minimum Requirement
January 11, 2024 to April 10, 2024	80% of the Contract Food and Beverage Minimum Requirement
April 11, 2024 prior to the arrival date	100% of the Estimated Charges as stated on Event Order

**LITIGATION EXPENSES**

The parties agree that, in the event litigation relating to this Agreement is filed by either party, the non-prevailing party in such litigation will pay the prevailing party's costs resulting from the litigation, including reasonable attorneys' fees.

**LIQUOR LICENSE**

**California Connections Academy Schools** understands that Hotel's liquor license requires that beverages only be dispensed by Hotel employees or bartenders. Alcoholic beverage service may be denied to those guests who appear to be intoxicated or are under age.

**PERFORMANCE LICENSES**

**California Connections Academy Schools** will be solely responsible for obtaining any necessary licenses or permission to perform, broadcast, transmit, or display any copyrighted works (including without limitation, music, audio, or video recordings, art, etc.) that **California Connections Academy Schools** may use or request to be used at the Hotel.

**COMPLIANCE WITH LAW**

This Agreement is subject to all applicable federal, state, and local laws, including health and safety codes, alcoholic beverage control laws, disability laws, federal anti-terrorism laws and regulations, and the like. Hotel and **California Connections Academy Schools** agree to cooperate with each other to ensure compliance with such laws.

**COMPLIANCE WITH EQUAL OPPORTUNITY LAWS**

This section describes Marriott's obligations as a U.S. federal contractor. It does not apply to customers that are not part of the U.S. federal government or using funds from the U.S. federal government for this contract.

Marriott shall comply with all applicable laws, statutes, rules, ordinances, codes, orders and regulations of all federal, state, local and other governmental and regulatory authorities and of all insurance bodies applicable to the Hotel premises in performing its obligations under this Agreement.

Marriott (referred to as "contractor" in this section) shall comply with Executive Order 11246, as amended, Section 503 of the Rehabilitation Act of 1973, as amended, and the Vietnam Era Veterans' Readjustment Assistance Act, as amended, which are administered by the United States Department of Labor ("DOL"), Office of Federal Contract Compliance Programs ("OFCCP"). The equal employment opportunity clauses of the implementing regulations, including but not limited to 41 C.F.R. §§ 60.1-4, 60-300.5(a), and 60-741.5(a), are hereby incorporated by reference, with all relevant rules, regulations and orders pertaining thereto. **This contractor and subcontractor shall abide by the requirements of 41 C.F.R. §§ 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their**



**status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, or national origin. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, national origin, protected veteran status or disability.**

Marriott also shall comply with Executive Order 13496 and with all relevant rules, regulations and orders pertaining thereto, to the extent applicable. The employee notice clause and all other provisions of 29 C.F.R. Part 471, Appendix A to Subpart A, are hereby incorporated by reference.

To the extent applicable, Marriott shall include the provisions of this section in every subcontract or purchase order so that such provisions shall be binding upon each contractor, subcontractor or vendor performing services or providing materials relating to this Agreement and the services provided pursuant to the terms hereof.

#### **IMPOSSIBILITY**

The performance of this Agreement is subject to termination without liability upon the occurrence of any circumstance beyond the control of either party – such as acts of God, war, acts of terrorism, government regulations, disaster, strikes, civil disorder, or curtailment of transportation facilities – to the extent that such circumstance makes it illegal or impossible for the Hotel to provide, or for groups in general to use, the Hotel facilities. The ability to terminate this Agreement without liability pursuant to this paragraph is conditioned upon delivery of written notice to the other party setting forth the basis for such termination as soon as reasonably practical - but in no event longer than ten (10) days - after learning of such basis.

#### **CHANGES, ADDITIONS, STIPULATIONS, OR LINING OUT**

Any changes, additions, stipulations or deletions including corrective lining out by either Hotel or **California Connections Academy Schools** will not be considered agreed to or binding on the other unless such modifications have been initialed or otherwise approved in writing by the other.

#### **PHISHING**

Please be aware that bad actors can impersonate Hotel employees. Group should never rely solely on contact information sent in an email or respond directly to any email requesting a bank account information change. If Group receives a request from Hotel regarding bank account information, Group should contact the Hotel via verified phone number or in person to confirm the request prior to providing such information.

#### **MARRIOTT BONVOY EVENTS**

Marriott Bonvoy Events provides Points or Miles to eligible Marriott Bonvoy Members who book and hold qualifying meetings and events at Participating Properties.

Approximately ten (10) business days after the conclusion of the Event (provided that the Event is not cancelled and California Connections Academy Schools has otherwise complied with the material terms and conditions of this Agreement), the Hotel will award Points or Miles to the Member and relevant account identified below. By inserting the airline frequent flyer account information, the recipient elects to receive Miles instead of Points.

Marriott Bonvoy Events is not available in certain circumstances, including (1) for any government employee or official booking a government event (U.S. government event or non-U.S. government event); (2) for any employee of a state-owned or state-controlled entity (“SOE”) booking an event on behalf of the SOE; or (3) for any other planner or intermediary when booking an event on behalf of a non-U.S. governmental entity or SOE. Hotels in the Asia Pacific region are restricted from awarding Points or Miles to any intermediary booking an event on behalf of any governmental entity or SOE.

GROUP MUST CHECK **ONE** OPTION BELOW:

☒ The Contact (as identified on page 1 of this Agreement or the Authorized Signer of this Agreement) is eligible to receive Points or Miles.

Member Name Richard Savage  
Marriott Bonvoy Membership Number 490816600

#### **HIGH RISK ACTIVITIES**

Hotel has committed to providing the room nights and function space, as applicable, set forth in this Agreement based on information about the event that California Connections Academy Schools has given to the Hotel. California Connections Academy Schools agrees that it has presented all material information required in order for hotel to provide the rooms and facilities set forth in this Agreement. Should Hotel, in its sole reasonable discretion, determine at any time that the Event will include a high-risk activity that was previously undisclosed to the Hotel (including by way of example, and not by limitation, biological agents, pyrotechnics, etc.), Hotel may terminate this Agreement immediately and without liability, upon written notice to California Connections Academy Schools.




**ACCEPTANCE**

When presented by the Hotel to California Connections Academy Schools, this document is an invitation by the Hotel to California Connections Academy Schools to make an offer. Upon signature by California Connections Academy Schools, this document will be an offer by California Connections Academy Schools. Only upon signature of this document by all parties will this document constitute a binding agreement. Unless the Hotel otherwise notifies California Connections Academy Schools at any time prior to California Connections Academy Schools's execution of this document, the outlined format and dates will be held by the Hotel for California Connections Academy Schools on a first-option basis until November 23, 2023. If California Connections Academy Schools cannot make a commitment prior to that date, this invitation to offer will revert to a second-option basis or, at the Hotel's option, the arrangements will be released, in which case neither party will have any further obligations.

Upon signature by both parties, California Connections Academy Schools and the Hotel shall have agreed to and executed this Agreement by their authorized representatives as of the dates indicated below.

**SIGNATURES**

Approved and authorized by California Connections Academy Schools:

Name: (Print) **Richard Savage**  
 Title: (Print) **Superintendent**  
 Signature:   
 Date: **10/24/2023**

Approved and authorized by Hotel:

Name: (Print) **Marlene Robbins**  
 Title: (Print) **Sales & Catering Manager**  
 Signature: \_\_\_\_\_  
 Date: \_\_\_\_\_



# Invoice

Remit To:  
PO Box 776725  
Chicago, IL 60677-6725  
AR@Edmentum.com  
Tax ID#41-1646390

#INV3218453

Date: 10/27/2023

## Bill To

California Online Public Schools  
California Online Public Schools  
33772 Valle Road  
San Juan Capistrano CA 92675  
United States

**Amount Due**

\$483,750.00

Terms	Due Date	PO #	Order #	Customer #
Net 15	11/11/2023	2023-24-39	#Q-581162	745440

Description	Qty	Start Date	End Date	Amount
<b>California Online Academy</b>				
Courses: Unlimited enrollment subscription	4,150	07/01/2024	06/30/2025	
Courseware: HS Electives Library - Program License	4,150	07/01/2024	06/30/2025	
Courseware: Math Library - Program License	2,300	07/01/2024	06/30/2025	
Customer Success Services	1	07/01/2024	06/30/2025	

**Subtotal** \$483,750.00

**Tax** \$0.00

**Invoice Total** \$483,750.00





**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 26

**Date:** 10/13/2023

**Vendor Contact Name:** Lee Grenier

**Vendor Phone Number:** 603-321-4813

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** lee.grenier@connection.com

**Vendor:** PC Connection Sales Corp.

**Address:** 730 Milford Road

\_\_\_\_\_

**City:** Merrimack

**State:** NH

**Zip:** 03054-4631

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
MacBook Pro 14" M2 Pro Chip 10C CPU, 16C GPU / 16GB / 512GB SSD / Silver, Apple Computer Cto	13124337.02	41589521	\$ 1,956.00	10	\$ 19,560.00
State Environmental Fee	13124337.02	Fee: 14	\$ 4.00	10	\$ 40.00
3-Year AppleCare+ for 14-Inch MacBook Pro (M2) 3-Year AppleCare+ for 14-Inch MacBook Pro (M2) Applecare Auto/services	13124337.02	41590314	\$ 234.00	10	\$ 2,340.00
Simple Provision Wilmington Config SVC	13124337.02	41494674	\$ 25.00	10	\$ 250.00
4-Port USB 3.0 Hub USB-C to (4) USB-A, Bus Powered, Black StarTech.com	13124337.02	33426219	\$ 35.00	10	\$ 350.00
27" CF390 Full HD LED-LCD Curved Monitor, Black Samsung Monitors	13124337.02	32224527	\$ 206.00	10	\$ 2,060.00
State Environmental Fee	13124337.02	Fee: 15	\$ 5.00	10	\$ 50.00
235 Wireless Mouse and Keyboard Combo HPI Accessories	13124337.02	41221613	\$ 34.52	10	\$ 345.20
Tax			\$ 1,729.43	1	\$ 1,729.43

DocuSigned by:  
**Signatures (or email approval):**

*Dennis Jamero*  
DocuSigned by:  
6E5D3AE447A644A  
**Purchaser/Requestor**  
*Ricardo Romero*  
DocuSigned by:  
EE9DD366CEED491  
**Administrator Approval (required)**  
*Valerie Carter*  
53FE3C0FE6DA47E  
**Audited By (optional)**

10/13/2023

Date  
10/13/2023

Date  
10/13/2023

Date

**Order Total**

**\$26,724.63**

☐ via email approval (see attached)



## SALES QUOTE

PC Connection Sales Corp.  
730 Milford Road  
Merrimack, NH 03054-4631  
(603) 683-2000

**Salesperson:** Lee Grenier  
**Phone:** (800) 800-0014 ext. 33162  
**Fax:** (603) 683-1165  
**Email:** lee.grenier@connection.com

**# 13124337.02**

PLEASE REFER TO THE ABOVE  
QUOTE # WHEN ORDERING

**Date:** 10/13/2023  
**Valid Through:** 10/20/2023

**Customer Contact:** Richie Romero  
**Email:** rromero@calca.connectionsacademy.com

**Phone:** (951) 394-0022  
**Fax:**

SOLD TO:	SHIP TO:
AB#: 13528909 <b>CA CONNECTIONS ACADEMY SOUTHERN CA</b> ACCOUNTS PAYABLE 33272 VALLE RD SAN JUAN CAPISTRANO, CA 92675 US  (949) 461-1667	AB#: 22878340 <b>California Online Public Schools</b> RICHEL ROMERO 33272 Valle Rd San Juan Capistrano, CA 92675 US  (949) 306-8498

DELIVERY	FOB	SHIP VIA	SHIP WEIGHT	TERMS	FEDERAL ID#
	Destination	Truckload Services-Frt. quote req-	497.00 lbs	Net 30	02-0497006

* Line #	Qty	Item #	Mfg. Part #	Description	Mfg.	Price	Ext
10	10	<a href="#">41589521</a>	MPHH3LL/A	MacBook Pro 14" M2 Pro Chip 10C CPU, 16C GPU / 16GB / 512GB SSD / Silver Apple Computer Cto	Apple Computer Cto	\$ 1,956.00	\$ 19,560.00
10	10	Fee: 14		State Environmental Fee		\$ 4.00	\$ 40.00
20	10	<a href="#">41590314</a>	SGAQ2LL/A	3-Year AppleCare+ for 14-Inch MacBook Pro (M2) Applecare Auto/services	Applecare Auto/services	\$ 234.00	\$ 2,340.00
30	10	<a href="#">41494674</a>	SP	Simple Provision Wilmington Config SVC	Wilmington Config SVC	\$ 25.00	\$ 250.00
40	10	<a href="#">33426219</a>	HB30C4AB	4-Port USB 3.0 Hub USB-C to (4) USB-A, Bus Powered, Black StarTech.com	StarTech.com	\$ 35.00	\$ 350.00
50	10	<a href="#">32224527</a>	C27F390FHN	27" CF390 Full HD LED-LCD Curved Monitor, Black Samsung Monitors	Samsung Monitors	\$ 206.00	\$ 2,060.00
50	10	Fee: 15		State Environmental Fee		\$ 5.00	\$ 50.00
60	10	<a href="#">41221613</a>	1Y4D0UT#ABA	235 Wireless Mouse and Keyboard Combo HPI Accessories	HPI Accessories	\$ 34.52	\$ 345.20
						<b>Subtotal</b>	<b>\$ 24,995.20</b>
						<b>Fee</b>	<b>\$ 0.00</b>
						<b>Shipping and Handling</b>	<b>\$ 0.00</b>
						<b>Tax</b>	<b>\$ 1,729.43</b>
						<b>Total</b>	<b>\$ 26,724.63</b>

**\*Lease for as low as:** \$722.11/Mo.

\* The amount is indicative of a 36-month, Fair Market Value (FMV) lease provided by Connection Financial Services and/or other Connection finance partners. Assumes order is predominantly made up of hardware. If the majority of this quote represents software and/or services, please contact your Connection Account Manager to seek a custom lease quote. Lease offerings are subject to credit approval and other lease terms and conditions.

Important Notice - Standard Terms of Sale: Pricing valid for quantities shown until expiration date, excluding memory and hard drives. All purchases from PC Connection, Inc. are subject to the Company's Standard Terms of Sale, which describe important legal rights and obligations. You may review the Standard Terms of Sale on the Company's website - pcconnection.com, or you may request a copy via fax, e-mail, or mail by calling 1-800-800-0011 or your account representative. It is the end user's responsibility to review, understand and agree to the terms of any End User License Agreement ("EULA"). Due to industry-wide constraints and fluctuations, Connection reserves the right to change price at any time.



### Warranty Options for Quote# 13124337.02

Ask your Account Manager about the following Warranty Options that are available for items that were quoted.

#### Options for: Item# 41589521 - MacBook Pro 14" M2 Pro Chip 10C CPU, 16C GPU / 16GB / 512GB SSD / Silver (Choose one)

Qty	Item #	Manuf. Part #	Description	Manuf.	Price	Ext
10	41329129	SD6Q2LL/A	3-Year AppleCare+ for Schools for 14-inch MacBook Pro	Applecare Edu	\$ 199.00	\$ 1,990.00
10	41329130	SD6T2LL/A	4-Year AppleCare+ for Schools for 14-inch MacBook Pro	Applecare Edu	\$ 299.00	\$ 2,990.00
10	41329133	SD6R2LL/A	3-Year AppleCare+ for Schools for 14-inch MacBook Pro No Service Fee	Applecare Edu	\$ 209.00	\$ 2,090.00
10	41329134	SD6U2LL/A	4-Year AppleCare+ for Schools for 14-inch MacBook Pro No Service Fee	Applecare Edu	\$ 319.00	\$ 3,190.00

#### Options for: Item# 32224527 - 27" CF390 Full HD LED-LCD Curved Monitor, Black (Choose one)

Qty	Item #	Manuf. Part #	Description	Manuf.	Price	Ext
10	11299571	P-LM-1C3X23A	1-Year Extended Ship-in Warranty for \$0-299.99 (Total = 4yrs After Standard 3-year Ltd Warranty)	Samsung/Services	\$ 15.00	\$ 150.00
10	11435392	P-LM-2C3X23A	2-Year Extended Ship-in Warranty for \$0-299.99 (Total = 5yrs After Standard 3-year Ltd Warranty)	Samsung/Services	\$ 25.00	\$ 250.00

Please ask your Account Manager about other warranties and service offerings that are available.

By purchasing a Service Connection Plan you agree to the terms and conditions set forth in this document and the particular service



## 2023-2024 PURCHASE ORDER

### California Online Public Schools

dba California Connections Academy Southern California

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 28

**Date:** 10/19/2023

**Vendor Contact Name:** Tanner Tucker

**Vendor Phone Number:** 603-321-4813

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** tanner.tucker@hnhco.com

**Vendor:** Houghton Mifflin Harcourt Publishing Company

**Address:** 14046 Collections Center Drive

\_\_\_\_\_

**City:** Chicago



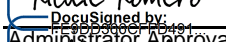
**State:** IL

**Zip:** 60693

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
Curriculum Middle School - Social Studies ***Please see attached proposal for detailed information***	#008790208				
United States History: Beginning to 1914 Student License Digital 1 Year	#008790208	1789218 9780358396659	\$ 24.00	900	\$ 21,600.00
Writable for Middle School US History Beginnings through 1914 Student License Digital 1 Year Grades 6-8	#008790208	1823479 9780358675754	\$ 9.00	900	\$ 8,100.00
United States History: Beginning to 1914 Teacher License Digital 1 Year	#008790208	1808057 9780358552284	\$ 100.00	0	\$ -
Writable for Middle School US History Beginnings through 1914 Teacher License Digital 1 Year Grades 6-8	#008790208	1823487 9780358675839	\$ 221.00	0	\$ -
HMH Social Studies: World Civilizations Student License Digital 1 Year	#008790208	1789213 9780358396604	\$ 24.00	750	\$ 18,000.00
Writable for Middle School World Civilizations Survey Student License Digital 1 Year Grades 6-8	#008790208	1831808 9780358719540	\$ 9.00	750	\$ 6,750.00
HMH Social Studies: World Civilizations Teacher License Digital 1 Year	#008790208	1808061 9780358552321	\$ 100.00	0	\$ -
Writable for Middle School World Civilizations Survey Teacher License Digital 1 Year Grades 6-8	#008790208	1831816 9780358719625	\$ 221.00	0	\$ -
World Geography Student License Digital 1 Year	#008790208	1789215 9780358396628	\$ 24.00	750	\$ 18,000.00
Writable for Middle School World Geography Survey Student License Digital 1 Year Grades 6-8	#008790208	1831840 9780358719861	\$ 9.00	750	\$ 6,750.00

World Geography Teacher License Digital 1 Year	#008790208	1808099 9780358552536	\$ 100.00	0	\$ -
Writable for Middle School World Geography Survey Teacher License Digital 1 Year Grades 6-8	#008790208	1831848 9780358719946	\$ 221.00	0	\$ -
Getting Started: Introduction to Social Studies 6-8 Live Online 2-Hour	#008790208	1693412 9781328851413	\$ -	3	\$ -
HMH Social Studies Online Coaching Membership 8-Sessions 1Year Grades 6-8	#008790208	1743595 9780358059509	\$ 4,200.00	1	\$ 4,200.00
2021 Writable for Middle School HMH Core Social Studies GettingStarted Live Online 2-Hour Grades 6-8	#008790208	1822785 9780358667551	\$ -	3	\$ -
Order Total					\$83,400.00

DocuSigned by:  
**Signatures (or email approval):**

 DocuSigned by: Bernie Jamero	10/19/2023
 DocuSigned by: Richie Romero	10/20/2023
 DocuSigned by: Caluelle Carter	10/20/2023
Administrator Approval (required)	
Audited By (optional)	

☐ via email approval (see attached)



# Houghton Mifflin Harcourt

**Proposal #008790208**

Prepared For

## **CA Connections Acad-Capistrano**

**Attention:**

**Richie Romero**

**rromero@californiaops.org**

For the Purchase of:

## **Middle School - Social Studies**

**Prepared By**

**Tanner Tucker**

**tanner.tucker@hnhco.com**

**Please submit this proposal with your purchase order.**

Purchase orders or duly executed service agreements for **Professional Services** purchased, must be submitted at least 30 days before the service event date.

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ISBN	Title		Price	Quantity	Value of All Material	Free Materials Quantity
<b><u>United States History: Beginning to 1914</u></b>						
<b>Student Digital Licenses</b>						
1789218 9780358396659	United States History: Beginning to 1914 Student License Digital 1 Year		\$24.00	900	\$21,600.00	
	Includes: Digital Student Resources 1 Year Grade 6-8 Implementation Success					
1823479 9780358675754	Writable for Middle School US History Beginnings through 1914 Student License Digital 1 Year Grades 6-8		\$9.00	900	\$8,100.00	
	Includes: Writable for Middle School US History Beginnings through 1914 Digital Student Resources 1 Year Implementation Success					
<b>Total for Student Digital Licenses</b>			<b>\$29,700.00</b>			
<b>Teacher Digital Licenses</b>						
1808057 9780358552284	United States History: Beginning to 1914 Teacher License Digital 1 Year		\$100.00			20
	Includes: United States History: Beginnings to 1914 Digital Teacher Resources 1 Year Grades 6-8 Access to Teacher's Corner					
1823487 9780358675839	Writable for Middle School US History Beginnings through 1914 Teacher License Digital 1 Year Grades 6-8		\$221.00			20
	Includes: Writable for Middle School US History Beginnings through 1914 Digital Teacher Resources 1 Year Access to Teacher's Corner					
<b>Total for Teacher Digital Licenses</b>			<b>\$0.00</b>			
<b><u>Total for United States History: Beginning to 1914</u></b>			<b>\$29,700.00</b>			

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ISBN	Title		Price	Quantity	Value of All Material	Free Materials Quantity
<u>World Civilizations</u>						
Student Digital Licenses						
1789213 9780358396604	HMH Social Studies: World Civilizations Student License Digital 1 Year		\$24.00	750	\$18,000.00	
	Includes: Digital Student Resources 1 Year Grade 6-8 Implementation Success					
1831808 9780358719540	Writable for Middle School World Civilizations Survey Student License Digital 1 Year Grades 6-8		\$9.00	750	\$6,750.00	
	Includes: Writable for Middle School World Civilizations Survey Digital Student Resources 1 Year Implementation Success 1 Year					
Total for Student Digital Licenses			\$24,750.00			
Teacher Digital Licenses						
1808061 9780358552321	HMH Social Studies: World Civilizations Teacher License Digital 1 Year		\$100.00			15
	Includes: HMH Social Studies: World Civilizations Digital Teacher Resources 1 Year Access to Teacher's Corner					
1831816 9780358719625	Writable for Middle School World Civilizations Survey Teacher License Digital 1 Year Grades 6-8		\$221.00			15
	Includes: Writable for Middle School World Civilizations Survey Digital Teacher Resources 1 Year Access to Teacher's Corner					
Total for Teacher Digital Licenses			\$0.00			
Total for World Civilizations			\$24,750.00			

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ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
<u>World Geography</u>					
Student Digital Licenses					
1789215	9780358396628 World Geography Student License Digital 1 Year Includes: Digital Student Resources 1 Year Grade 6-8 Implementation Success	\$24.00	750	\$18,000.00	
1831840	9780358719861 Writable for Middle School World Geography Survey Student License Digital 1 Year Grades 6-8 Includes: Writable for Middle School World Geography Survey Digital Student Resources 1 Year Implementation Success 1 Year	\$9.00	750	\$6,750.00	
Total for Student Digital Licenses		\$24,750.00			
Teacher Digital Licenses					
1808099	9780358552536 World Geography Teacher License Digital 1 Year Includes: World Geography Digital Teacher Resources 1 Year Access to Teacher's Corner	\$100.00			15
1831848	9780358719946 Writable for Middle School World Geography Survey Teacher License Digital 1 Year Grades 6-8 Includes: Writable for Middle School World Geography Survey Digital Teacher Resources 1 Year Access to Teacher's Corner	\$221.00			15
Total for Teacher Digital Licenses		\$0.00			
Total for World Geography		\$24,750.00			

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# CA Connections Acad-Capistrano

ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
<b>Professional Services - Social Studies (MS) US History Survey Implementation Success Plan</b>					
1693412	9781328851413 Getting Started: Introduction to Social Studies 6-8 Live Online 2-Hour  This two-hour Getting Started session introduces teachers to their new program's structure, essential resources, and implementation recommendations. Teachers will also explore Ed, HMH's teaching and learning platform, and the professional learning pathway on Ed.  Getting Started is the initial step toward a successful first 30 days. Ongoing training and support will be also provided on Ed. There, teachers will access a guided learning pathway based on their grade level and implementation timeline. A recommended sequence of topics, which includes live sessions, videos, interactive media, and related resources, will help teachers plan, teach, and assess student learning using their new HMH program. After teachers complete each pathway topic, they receive a certificate of completion.		3		
<b>Coaching and Courses</b>					
1743595	9780358059509 HMH Social Studies Online Coaching Membership 8-Sessions 1 Year Grades 6-8  Strengthen your teaching practice through Online Coaching Membership. Online coaching helps teachers and instructional coaches integrate new skills immediately into their practice. Our online coaching powered by HMH Coaching Studio can include lesson modeling, lesson planning, and data analysis.  This annual online coaching membership includes 8 online sessions, available through the membership term, that are designed for a team of up to 5 educators. Additional sessions and HMH Coaching Studio licenses may be purchased and added to this annual membership as needed.	\$4,200.00	1	\$4,200.00	
<b>Total for Coaching and Courses</b>		<b>\$4,200.00</b>			
<b><u>Total for Professional Services - Social Studies (MS) US History Survey</u></b>		<b>\$4,200.00</b>			

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# CA Connections Acad-Capistrano

ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
<b><u>Professional Services - Writable for Social Studies (MS)</u></b>					
<b>Implementation Success Plan</b>					
1822785 9780358667551	2021 Writable for Middle School HMH Core Social Studies Getting Started Live Online 2-Hour Grades 6-8  This session walks teachers through how to use Writable in their classroom to improve writing with flexible tools that guide students to develop purposeful drafts, incorporate personalized feedback, and produce writing that shines.  This initial session is the first step on the way to a successful first 30 days. Additional training and support will be provided via Teacher's Corner on Ed. There, teachers will access a guided learning pathway based on their HMH program(s), grade level and implementation timeline. A recommended sequence of live sessions and on-demand interactive media and videos will help teachers plan, teach and assess learning using their new HMH program.  Note: To ensure a successful training, please schedule this session after teachers are rostered on Ed, HMH teaching and learning platform.		3		
<b><u>Total for Professional Services - Writable for Social Studies (MS)</u></b>		<b>\$ 0.00</b>			

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Proposal for

CA Connections Acad-Capistrano

ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
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Subtotal Purchase Amount:	\$83,400.00
Shipping & Handling:	\$0.00
Sales Tax:	\$0.00

Total Cost of Proposal (PO Amount):	\$83,400.00
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**Total Cost of Proposal (PO Amount): \$83,400.00**

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- Please supply the name of each important district point of contact for all aspects of the solution including their direct contact information (email/phone):
  - Point of Contact for Print materials
  - Point of Contact for Digital materials
  - Point of Contact for Scheduling Professional Development
- Please confirm that we have the correct 'Ship to' and 'Sold to' information on the cost proposal.

<b>Ship to:</b> CA Connections Academy Capistrano 33272 Valle Rd San Juan Capistrano, CA 92675-4842	<b>Sold to:</b> CA Connections Academy Capistrano 33272 Valle Rd San Juan Capistrano, CA 92675-4842
--	--
- Please provide funding start and end dates.
- Please note that all products and services will be billed upon the processing of your purchase order.
- Our payment terms are 30 days from the invoice date.
- Print subscription material quantities may be adjusted across grades for like products, to accommodate enrollment fluctuations, quantities cannot be adjusted between different programs or copyrights.
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- Any proposed shipping or tax amount provided on this proposal, is based on the Ship To account location quoted within.
- If the location of your delivery changes, please include the proper sales tax and shipping charges for that location in the applicable Purchase Order
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**Proposal Expiration Date: 9/15/2023**



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## 2023-2024 PURCHASE ORDER

### California Online Public Schools

dba California Connections Academy Southern California  
33272 Valle Road, San Juan Capistrano, CA 92675  
(949) 461-1667 Phone (949) 240-7895 Fax

<b>Purchase Order Number:</b>	<b>2023 - 24 - 29</b>		
<b>Date:</b>	10/19/2023	<b>Vendor:</b>	Houghton Mifflin Harcourt Publishing Company
<b>Vendor Contact Name:</b>	Tanner Tucker	<b>Address:</b>	14046 Collections Center Drive
<b>Vendor Phone Number:</b>	603-321-4813		
<b>Vendor Fax Number:</b>		<b>City:</b>	Chicago
<b>Email P.O. to vendor?</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<b>State:</b>	IL
<b>Vendor Email:</b>	tanner.tucker@hnhco.com	<b>Zip:</b>	60693

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
Curriculum Middle School - Science ***Please see attached proposal for detailed information***	#008787550				
2020 California Science Dimensions Student Online Interactive Digital Curriculum 1 Year Digital Grade 6	#008787550	1722804 9781328535641	\$ 20.40	600	\$ 12,240.00
2020 California Science Dimensions Teacher Digital Management Center 1 Year Digital Grade 6	#008787550	1722819 9781328535801	\$ 260.75	10	\$ 2,607.50
2020 California Science Dimensions Student Online Interactive Digital Curriculum 1 Year Digital Grade 7	#008787550	1722805 9781328535658	\$ 20.40	800	\$ 16,320.00
2020 California Science Dimensions Teacher Digital Management Center 1 Year Digital Grade 7	#008787550	1722820 9781328535818	\$ 260.75	10	\$ 2,607.50
2020 California Science Dimensions Student Online Interactive Digital Curriculum 1 Year Digital Grade 8	#008787550	1722806 9781328535665	\$ 20.40	900	\$ 18,360.00
2020 California Science Dimensions Teacher Digital Management Center 1 Year Digital Grade 8	#008787550	1722821 9781328535825	\$ 260.75	10	\$ 2,607.50
California Science Dimension Getting Started Live Online 2-Hour Grade 6-8	#008787550	1726787 9781328568052	\$ 800.00	0	\$ -
2020 California Science Dimensions Online Coaching Studio Team Membership 8-Sessions Grades 6-8	#008787550	1759632 9780358179795	\$ 4,500.00	1	\$ 4,500.00
<b>Order Total</b>					<b>\$59,242.50</b>

DocuSigned by:

Signatures (or email approval):

DocuSigned by:

Purchaser/Requestor:

DocuSigned by:

Administrator Approval (required)

DocuSigned by:

Audited By (Optional)

10/19/2023

10/20/2023

10/20/2023

Date

☐ via email approval (see attached)





# Houghton Mifflin Harcourt

**Proposal #008787550**

Prepared For

## **CA Connections Acad-Capistrano**

33272 Valle Rd  
San Juan Capo CA 92675

Attention:

Richie Romero

[rromero@californiaops.org](mailto:rromero@californiaops.org)

For the Purchase of:

## **Middle School - Science**

Prepared By

Tanner Tucker

[tanner.tucker@hnhco.com](mailto:tanner.tucker@hnhco.com)

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ISBN		Title		Price	Quantity	Value of All Material	Free Materials Quantity
<b><u>Grade 6</u></b>							
<b>A la Carte Items Available for Purchase</b>							
1722804	9781328535641	2020 California Science Dimensions Student Online Interactive Digital Curriculum 1 Year	Digital Grade 6 c	\$20.40	600	\$12,240.00	
1722819	9781328535801	2020 California Science Dimensions Teacher Digital Management Center 1 Year	Digital Grade 6 c	\$260.75	10	\$2,607.50	
<b>Total for A la Carte Items Available for Purchase</b>				<b>\$14,847.50</b>			
<b>Total for Grade 6</b>				<b>\$14,847.50</b>			

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# CA Connections Acad-Capistrano

ISBN		Title		Price	Quantity	Value of All Material	Free Materials Quantity
<u>Grade 7</u>							
A la Carte Items Available for Purchase							
1722805	9781328535658	2020 California Science Dimensions Student Online Interactive Digital Curriculum 1 Year	Digital Grade 7	c	\$20.40	800	\$16,320.00
1722820	9781328535818	2020 California Science Dimensions Teacher Digital Management Center 1 Year	Digital Grade 7	c	\$260.75	10	\$2,607.50
Total for A la Carte Items Available for Purchase					\$18,927.50		
<u>Total for Grade 7</u>					\$18,927.50		

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ISBN		Title		Price	Quantity	Value of All Material	Free Materials Quantity
<div>Grade 8</div> <div>A la Carte Items Available for Purchase</div>							
1722806	9781328535665	2020 California Science Dimensions Student Online Interactive Digital Curriculum 1 Year	Digital Grade 8 c	\$20.40	900	\$18,360.00	
1722821	9781328535825	2020 California Science Dimensions Teacher Digital Management Center 1 Year	Digital Grade 8 c	\$260.75	10	\$2,607.50	
Total for A la Carte Items Available for Purchase				\$20,967.50			
Total for Grade 8				\$20,967.50			

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# CA Connections Acad-Capistrano

ISBN	Title		Price	Quantity	Value of All Material	Free Materials Quantity
<b><u>HMH Professional Services</u></b>						
<b>Foundational Professional Learning</b>						
1726787	9781328568052	California Science Dimension Getting Started Live Online 2-Hour Grade 6-8	\$800.00			3
		Participants engage in a variety of meaningful, hands-on or virtual experiences to learn about their program's organization, design, and support resources essential to implementing a new program and its related technology.				
<b>Coaching</b>						
1759632	9780358179795	2020 California Science Dimensions Online Coaching Studio Team Membership 8-Sessions Grades 6-8	\$4,500.00	1	\$4,500.00	
		Team Coaching brings the coaching experience into a small group context and opens up communication among teachers. It is a collaborative conversation, focused on deepening understanding of student work, student learning targets, instructional practices, goal setting, and action steps.				
		The online team coaching model includes 8 online sessions for a team of 5 teachers. Additional online sessions may be purchased.				
<b>Total for Coaching</b>			<b>\$4,500.00</b>			
<b><u>Total for HMH Professional Services</u></b>			<b>\$4,500.00</b>			

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## CA Connections Acad-Capistrano

ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
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<i>Total Savings:</i>	<b>\$2,400.00</b>
<i>Subtotal Purchase Amount:</i>	<b>\$59,242.50</b>
<i>Shipping &amp; Handling:</i>	<b>\$0.00</b>
<i>Sales Tax:</i>	<b>\$0.00</b>

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<b>Total Cost of Proposal (PO Amount):</b>	<b>\$59,242.50</b>
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- Provide the exact address for *delivery* of print materials. The shipping address may be your district warehouse or individual school sites, but it is essential that this is accurate.
- Please supply the name of each important district point of contact for all aspects of the solution including their direct contact information (email/phone):
  - o Point of Contact for Print materials
  - o Point of Contact for Digital materials
  - o Point of Contact for Scheduling Professional Development
- Please confirm that we have the correct 'Ship to' and 'Sold to' information on the cost proposal.

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CA Connections Academy Capistrano	CA Connections Academy Capistrano
33272 Valle Rd	33272 Valle Rd
San Juan Capistrano, CA 92675-4842	San Juan Capistrano, CA 92675-4842
- Please provide funding start and end dates.
- Please note that all products and services will be billed upon the processing of your purchase order.
- Our payment terms are 30 days from the invoice date.
- Print subscription material quantities may be adjusted across grades for like products, to accommodate enrollment fluctuations, quantities cannot be adjusted between different programs or copyrights.
- Our shipping terms are FOB shipping point. The shipping term for your proposal is Destination.
- Any proposed shipping or tax amount provided on this proposal, is based on the Ship To account location quoted within.
- If the location of your delivery changes, please include the proper sales tax and shipping charges for that location in the applicable Purchase Order
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## 2023-2024 PURCHASE ORDER

### California Online Public Schools

dba California Connections Academy Southern California

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

Purchase Order Number: **2023 - 24 - 30**

Date: 10/19/2023

Vendor Contact Name: Tanner Tucker

Vendor Phone Number: 603-321-4813

Vendor Fax Number:

Email P.O. to vendor? ☒ Yes ☐ No

Vendor Email: tanner.tucker@hnhco.com

Vendor: Houghton Mifflin Harcourt Publishing Company

Address: 14046 Collections Center Drive

City: Chicago

State: IL

Zip: 60693

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
Curriculum Middle School - ELA ***Please see attached proposal for detailed information***	#008790132				
Grade 6 Into Literature Student License Digital 1 Year Grade 6-8	#008790132	1810813 9780358573852	\$ 24.00	600	\$ 14,400.00
Into Literature Teacher License Digital with Teacher's Corner 1 Year Grades 6-8	#008790132	1809678 9780358565611	\$ 100.00	0	\$ -
Grade 7 Into Literature Student License Digital 1 Year Grade 6-8	#008790132	1810813 9780358573852	\$ 24.00	800	\$ 19,200.00
Into Literature Teacher License Digital with Teacher's Corner 1 Year Grades 6-8	#008790132	1809678 9780358565611	\$ 100.00	0	\$ -
Grade 8 Into Literature Student License Digital 1 Year Grade 6-8	#008790132	1810813 9780358573852	\$ 24.00	900	\$ 21,600.00
Into Literature Teacher License Digital with Teacher's Corner 1 Year Grades 6-8	#008790132	1809678 9780358565611	\$ 100.00	0	\$ -
Waggle ELA Student License Digital Non CCSS 1 Year Grades K-8	#008790132	1804635 9780358508762	\$ 20.00	2300	\$ 46,000.00
2021 Waggle ELA Teacher License Digital Non CCSS 1 Year Grades K-8	#008790132	1808279 9780358556886	\$ 111.00	0	\$ -
2021 Writable for Into Literature Student License Digital 1 Year Grades 6-12	#008790132	1812154 9780358581529	\$ 9.00	2300	\$ 20,700.00
2021 Writable for Into Literature Teacher License Digital 1 Year Grades 6-12	#008790132	1812162 9780358581604	\$ 221.00	0	\$ -
Getting Started: Introduction to Into Literature 6-12 Live Online 2- Hour	#008790132	1810630 9780358574101	\$ -	3	\$ -



Into Literature Online Coaching 1 Year Grades 6-12 Version 2	#008790132	1810822 9780358573913	\$ 4,200.00	1	\$ 4,200.00
Getting Started: Introduction to Waggle ELA K-8 Live Online 2-Hour	#008790132	1768302 9780358242451	\$ -	2	\$ -
Getting Started: Introduction to Writable for Into Literature 6-12 Writing Workshop Live Online 2-Hour	#008790132	1787472 9780358385356	\$ -	2	\$ -
Order Total					\$126,100.00

DocuSigned by:  
Signatures (or email approval):

Purchased By: Bernie Jaramero Date: 10/19/2023

Purchased By: Richie Romero Date: 10/20/2023

DocuSigned by:  
Administrator Approval (required) Lalchelle Carter Date: 10/20/2023

Audited By (optional) \_\_\_\_\_ Date: \_\_\_\_\_

☐ via email approval (see attached)



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**Proposal #008790132**

Prepared For

**CA Connections Acad-Capistrano**

**Attention:**

**Richie Romero**

**rromero@californiaops.org**

For the Purchase of:

**Middle School - ELA**

**Prepared By**

**Tanner Tucker**

**tanner.tucker@hnhco.com**

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ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
<b>Grade 6</b>					
<b>Student Digital Licenses</b>					
1810813	9780358573852 Into Literature Student License Digital 1 Year Grade 6-8 Includes: Digital Student Resources 1 Year Grades 6-8 Implementation Success	\$24.00	600	\$14,400.00	
<b>Total for Student Digital Licenses</b>		<b>\$14,400.00</b>			
<b>Teacher Digital Licenses</b>					
1809678	9780358565611 Into Literature Teacher License Digital with Teacher's Corner 1 Year Grades 6-8 Includes: Into Literature Digital Teacher Resources 1 Year Grades 6-8 Access to Teacher's Corner	\$100.00			20
<b>Total for Teacher Digital Licenses</b>		<b>\$0.00</b>			
<b><u>Total for Grade 6</u></b>		<b>\$14,400.00</b>			

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ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
<b>Grade 7</b>					
<b>Student Digital Licenses</b>					
1810813	9780358573852 Into Literature Student License Digital 1 Year Grade 6-8 Includes: Digital Student Resources 1 Year Grades 6-8 Implementation Success	\$24.00	800	\$19,200.00	
<b>Total for Student Digital Licenses</b>		<b>\$19,200.00</b>			
<b>Teacher Digital Licenses</b>					
1809678	9780358565611 Into Literature Teacher License Digital with Teacher's Corner 1 Year Grades 6-8 Includes: Into Literature Digital Teacher Resources 1 Year Grades 6-8 Access to Teacher's Corner	\$100.00			20
<b>Total for Teacher Digital Licenses</b>		<b>\$0.00</b>			
<b>Total for Grade 7</b>		<b>\$19,200.00</b>			

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# CA Connections Acad-Capistrano

ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
<b>Grade 8</b>					
<b>Student Digital Licenses</b>					
1810813	9780358573852 Into Literature Student License Digital 1 Year Grade 6-8 Includes: Digital Student Resources 1 Year Grades 6-8 Implementation Success	\$24.00	900	\$21,600.00	
<b>Total for Student Digital Licenses</b>		<b>\$21,600.00</b>			
<b>Teacher Digital Licenses</b>					
1809678	9780358565611 Into Literature Teacher License Digital with Teacher's Corner 1 Year Grades 6-8 Includes: Into Literature Digital Teacher Resources 1 Year Grades 6-8 Access to Teacher's Corner	\$100.00			20
<b>Total for Teacher Digital Licenses</b>		<b>\$0.00</b>			
<b>Total for Grade 8</b>		<b>\$21,600.00</b>			

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ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
<b><u>Waggle ELA Non CCSS</u></b>					
<b>Student Licenses</b>					
1804635 9780358508762	Waggle ELA Student License Digital Non CCSS 1 Year Grades K-8 Includes: Waggle ELA Digital Student Resources Non CCSS 1 Year Implementation Success	\$20.00	2,300	\$46,000.00	
<b>Total for Student Licenses</b>		<b>\$46,000.00</b>			
<b>Teacher Licenses</b>					
1808279 9780358556886	2021 Waggle ELA Teacher License Digital Non CCSS 1 Year Grades K-8 Includes: Waggle ELA Digital Teacher Resources Non CCSS 1 Year Access to Teacher's Corner	\$111.00			60
<b>Total for Teacher Licenses</b>		<b>\$0.00</b>			
<b><u>Total for Waggle ELA Non CCSS</u></b>		<b>\$46,000.00</b>			

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ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
<b><u>Writable for Into Literature - Grades 6-12</u></b>					
<b>Student Licenses</b>					
1812154 9780358581529	2021 Writable for Into Literature Student License Digital 1 Year Grades 6-12	\$9.00	2,300	\$20,700.00	
Includes: Writable for Into Literature Digital Student Resources 1 Year Implementation Success					
<b>Total for Student Licenses</b>		<b>\$20,700.00</b>			
<b>Teacher Licenses</b>					
1812162 9780358581604	2021 Writable for Into Literature Teacher License Digital 1 Year Grades 6-12	\$221.00			60
Includes: Writable for Into Literature Digital Teacher Resources 1 Year Access to Teacher's Corner					
<b>Total for Teacher Licenses</b>		<b>\$0.00</b>			
<b><u>Total for Writable for Into Literature - Grades 6-12</u></b>		<b>\$20,700.00</b>			

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ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
<b>Professional Services - Into Literature Implementation Success Plan</b>					
1810630	9780358574101 Getting Started: Introduction to Into Literature 6-12 Live Online 2-Hour  This two-hour Getting Started session introduces teachers to their new program's structure, essential resources, and implementation recommendations. Teachers will also explore Ed, HMH's teaching and learning platform, and the professional learning pathway on Ed.  Getting Started is the initial step toward a successful first 30 days. Ongoing training and support will be also provided on Ed. There, teachers will access a guided learning pathway based on their grade level and implementation timeline. A recommended sequence of topics, which includes live sessions, videos, interactive media, and related resources, will help teachers plan, teach, and assess student learning using their new HMH program. After teachers complete each pathway topic, they receive a certificate of completion.		3		
<b>Coaching and Courses</b>					
1810822	9780358573913 Into Literature Online Coaching 1 Year Grades 6-12 Version 2 Strengthen your teaching practice through Online Coaching Membership. Online coaching helps teachers and instructional coaches integrate new skills immediately into their practice. Our online coaching powered by HMH Coaching Studio can include lesson modeling, lesson planning, and data analysis.  This annual online coaching membership includes 8 online sessions, available through the membership term, that are designed for a team of up to 5 educators. Additional sessions and HMH Coaching Studio licenses may be purchased and added to this annual membership as needed.	\$4,200.00	1	\$4,200.00	
<b>Total for Coaching and Courses</b>		<b>\$4,200.00</b>			
<b>Total for Professional Services - Into Literature</b>		<b>\$4,200.00</b>			

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ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
<b><u>Professional Services - Waggle ELA</u></b>					
<b>Implementation Success</b>					
1768302	9780358242451 Getting Started: Introduction to Waggle ELA K-8 Live Online 2-Hour This session walks teachers through how to use Waggle in their classroom to provide personalized practice and gain actionable data insights on their students.  This initial session is the first step on the way to a successful first 30 days. Additional training and support will be provided via Teacher's Corner on Ed. There, teachers will access a guided learning pathway based on their HMH program(s), grade level and implementation timeline. A recommended sequence of live sessions and on-demand interactive media and videos will help teachers plan, teach and assess learning using their new HMH program.  Note: To ensure a successful training, please schedule this session after teachers are rostered on Ed, HMH teaching and learning platform.		2		
<b><u>Total for Professional Services - Waggle ELA</u></b>		<b>\$ 0.00</b>			

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# CA Connections Acad-Capistrano

ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
<b><u>Professional Services - Writable for Into Literature Implementation Success Plan</u></b>					
1787472 9780358385356	Getting Started: Introduction to Writable for Into Literature 6-12 Writing Workshop Live Online 2-Hour This session walks teachers through how to use Writable in their classroom to improve writing with flexible tools that guide students to develop purposeful drafts, incorporate personalized feedback, and produce writing that shines.  This initial session is the first step on the way to a successful first 30 days. Additional training and support will be provided via Teacher's Corner on Ed. There, teachers will access a guided learning pathway based on their HMH program(s), grade level and implementation timeline. A recommended sequence of live sessions and on-demand interactive media and videos will help teachers plan, teach and assess learning using their new HMH program.  Note: To ensure a successful training, please schedule this session after teachers are rostered on Ed, HMH teaching and learning platform.		2		
<b><u>Total for Professional Services - Writable for Into Literature</u></b>		<b>\$ 0.00</b>			

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Proposal for

CA Connections Acad-Capistrano

ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
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Shipping & Handling:	\$0.00
Sales Tax:	\$0.00

Total Cost of Proposal (PO Amount):	\$126,100.00
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**Total Cost of Proposal (PO Amount): \$126,100.00**

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- Provide the exact address for *delivery* of print materials. The shipping address may be your district warehouse or individual school sites, but it is essential that this is accurate.
- Please supply the name of each important district point of contact for all aspects of the solution including their direct contact information (email/phone):
  - Point of Contact for Print materials
  - Point of Contact for Digital materials
  - Point of Contact for Scheduling Professional Development
- Please confirm that we have the correct 'Ship to' and 'Sold to' information on the cost proposal.

<b>Ship to:</b> CA Connections Academy Capistrano 33272 Valle Rd San Juan Capistrano, CA 92675-4842	<b>Sold to:</b> CA Connections Academy Capistrano 33272 Valle Rd San Juan Capistrano, CA 92675-4842
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- Please provide funding start and end dates.
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- If the location of your delivery changes, please include the proper sales tax and shipping charges for that location in the applicable Purchase Order
- Should any of these Terms of Sale conflict with any preprinted terms on your purchase order, the HMH terms of service shall apply.

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(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 31

**Date:** 10/19/2023

**Vendor Contact Name:** Tanner Tucker

**Vendor Phone Number:** 603-321-4813

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

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**City:** Chicago

**State:** IL

**Zip:** 60693

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
Curriculum High School - Social Studies ***Please see attached proposal for detailed information***	#008790429				
High School World History Student License Digital 1 Year	#008790429	1789230 9780358396772	\$ 24.00	900	\$ 21,600.00
Writable for High School World History Survey Student License Digital 1 Year Grades 9-12	#008790429	1831599 9780358719229	\$ 9.00	900	\$ 8,100.00
High School World History Teacher License Digital 1 Year	#008790429	1808093 9780358552345	\$ 100.00	0	\$ -
Writable for High School World History Survey Teacher License Digital 1 Year Grades 9-12	#008790429	1831607 9780358719304	\$ 221.00	0	\$ -
Getting Started: Introduction to Writable for Core Social Studies 9- 12 Live Online 2-Hour	#008790429	1822789 9780358667599	\$ -	1	\$ -
Getting Started: Introduction to Social Studies 9-12 Live Online 2- Hour	#008790429	1693394 9781328851222	\$ -	1	\$ -
HMH Social Studies Online Coaching Membership 1 Year Grades 9-12	#008790429	1743596 9780358059516	\$ 4,200.00	1	\$ 4,200.00
					\$ -

DocuSigned by:  
**Signatures (or email approval):**

Bernie Jamero

10/19/2023

DocuSigned by:  
Purchaser/Requestor

10/20/2023

DocuSigned by:  
Administrator Approval (required)

10/20/2023

Lathelle Carter

Audited By (optional)

Date

**Order Total**

**\$33,900.00**

☐ via email approval (see attached)



# Houghton Mifflin Harcourt

**Proposal #008790429**

Prepared For

## **CA Connections Acad-Capistrano**

**Attention:**

**Richie Romero**

**rromero@californiaops.org**

For the Purchase of:

## **High School - Social Stuides**

**Prepared By**

**Tanner Tucker**

**tanner.tucker@hnhco.com**

**Please submit this proposal with your purchase order.**

Purchase orders or duly executed service agreements for **Professional Services** purchased, must be submitted at least 30 days before the service event date.

For greater detail, the complete Terms of Purchases may be reviewed here:

<http://www.hnhco.com/common/terms-conditions>

Send **Check Payments** to:  
Houghton Mifflin Harcourt Publishing Company  
14046 Collections Center Drive  
Chicago, IL 60693

Attention:  
Richie Romero  
rromero@californiaops.org

Send **Orders** to:  
orders@hnhco.com  
FAX: 800-269-5232

**HMH Confidential and Proprietary**

008790429 Sold:0000347506 Ship:0000347506

Page 1 of 4

**Please submit this form with your purchase order**

# CA Connections Acad-Capistrano

ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
<b>Grade 9</b>					
<b>Student Digital Licenses</b>					
1789230	9780358396772 High School World History Student License Digital 1 Year Includes: Digital Student Resources 1 Year Grade 9-12 Implementation Success	\$24.00	900	\$21,600.00	
1831599	9780358719229 Writable for High School World History Survey Student License Digital 1 Year Grades 9-12 Includes: Writable for High School World History Survey Digital Student Resources 1 Year Implementation Success 1 Year	\$9.00	900	\$8,100.00	
<b>Total for Student Digital Licenses</b>		<b>\$29,700.00</b>			
<b>Teacher Digital Licenses</b>					
1808093	9780358552345 High School World History Teacher License Digital 1 Year Includes: World History: Survey Digital Teacher Resources 1 Year Access to Teacher's Corner	\$100.00			10
1831607	9780358719304 Writable for High School World History Survey Teacher License Digital 1 Year Grades 9-12 Includes: Writable for High School World History Survey Digital Teacher Resources 1 Year Access to Teacher's Corner	\$221.00			10
<b>Total for Teacher Digital Licenses</b>		<b>\$0.00</b>			
<b>Total for Grade 9</b>		<b>\$29,700.00</b>			

## **Professional Services - Writable for Social Studies (HS)** **Implementation Success Plan**

1822789	9780358667599 Getting Started: Introduction to Writable for Core Social Studies 9-12 Live Online 2-Hour This session walks teachers through how to use Writable in their classroom to improve writing with flexible tools that guide students to develop purposeful drafts, incorporate personalized feedback, and produce writing that shines.  This initial session is the first step on the way to a successful first 30 days. Additional training and support will be provided via Teacher's Corner on Ed. There, teachers will access a guided learning pathway based on their HMH program(s), grade level and implementation timeline. A recommended sequence of live sessions and on-demand interactive media and videos will help teachers plan, teach and assess learning using their new HMH program.  Note: To ensure a successful training, please schedule this session after teachers are rostered on Ed, HMH teaching and learning platform.		1		
---------	--	--	---	--	--

**Total for Professional Services - Writable for Social Studies (HS)** \$ 0.00

## **Professional Services - Social Studies (HS) World History** **Implementation Success Plan**

Send **Check Payments** to:  
 Houghton Mifflin Harcourt Publishing Company  
 14046 Collections Center Drive  
 Chicago, IL 60693

Attention:  
 Richie Romero  
 rromero@californiaops.org

Send **Orders** to:  
 orders@hnhco.com  
 FAX: 800-269-5232

**HMH Confidential and Proprietary**

008790429 Sold:0000347506 Ship:0000347506 Page 2 of 4 Please submit this form with your purchase order

# CA Connections Acad-Capistrano

ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
1693394	9781328851222 Getting Started: Introduction to Social Studies 9-12 Live Online 2-Hour This two-hour Getting Started session introduces teachers to their new program's structure, essential resources, and implementation recommendations. Teachers will also explore Ed, HMH's teaching and learning platform, and the professional learning pathway on Ed.  Getting Started is the initial step toward a successful first 30 days. Ongoing training and support will be also provided on Ed. There, teachers will access a guided learning pathway based on their grade level and implementation timeline. A recommended sequence of topics, which includes live sessions, videos, interactive media, and related resources, will help teachers plan, teach, and assess student learning using their new HMH program. After teachers complete each pathway topic, they receive a certificate of completion.		1		
<b>Coaching and Courses</b>					
1743596	9780358059516 HMH Social Studies Online Coaching Membership 1 Year Grades 9-12 Strengthen your teaching practice through Online Coaching Membership. Online coaching helps teachers and instructional coaches integrate new skills immediately into their practice. Our online coaching powered by HMH Coaching Studio can include lesson modeling, lesson planning, and data analysis.  This annual online coaching membership includes 8 online sessions, available through the membership term, that are designed for a team of up to 5 educators. Additional sessions and HMH Coaching Studio licenses may be purchased and added to this annual membership as needed.	\$4,200.00	1	\$4,200.00	
<b>Total for Coaching and Courses</b>		<b>\$4,200.00</b>			
<b>Total for Professional Services - Social Studies (HS) World History</b>		<b>\$4,200.00</b>			

**Subtotal Purchase Amount:** \$33,900.00  
**Shipping & Handling:** \$0.00  
**Sales Tax:** \$0.00

**Total Cost of Proposal (PO Amount):** \$33,900.00

Send **Check Payments** to:  
 Houghton Mifflin Harcourt Publishing Company  
 14046 Collections Center Drive  
 Chicago, IL 60693

Attention:  
 Richie Romero  
 rromero@californiaops.org

Send **Orders** to:  
 orders@hnhco.com  
 FAX: 800-269-5232

**HMH Confidential and Proprietary**

008790429 Sold:0000347506 Ship:0000347506

Page 3 of 4

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## CA Connections Acad-Capistrano

**Total Cost of Proposal (PO Amount): \$33,900.00**

Thank you for considering HMH as your partner. We are committed to providing an excellent experience and delivering ongoing, high-quality service to our customers. To meet these goals, we want to ensure you are aware of the below Terms of Purchase. These terms help us process your order quickly, efficiently, and accurately, ensuring successful delivery and implementation of our solutions.

- Please return this cost proposal with your signed purchase order that matches product, prices and shipping charges.
- Provide the exact address for *delivery* of print materials. The shipping address may be your district warehouse or individual school sites, but it is essential that this is accurate.
- Please supply the name of each important district point of contact for all aspects of the solution including their direct contact information (email/phone):
  - o Point of Contact for Print materials
  - o Point of Contact for Digital materials
  - o Point of Contact for Scheduling Professional Development
- Please confirm that we have the correct 'Ship to' and 'Sold to' information on the cost proposal.

<b>Ship to:</b> CA Connections Academy Capistrano 33272 Valle Rd San Juan Capistrano, CA 92675-4842	<b>Sold to:</b> CA Connections Academy Capistrano 33272 Valle Rd San Juan Capistrano, CA 92675-4842
--	--
- Please provide funding start and end dates.
- Please note that all products and services will be billed upon the processing of your purchase order.
- Our payment terms are 30 days from the invoice date.
- Print subscription material quantities may be adjusted across grades for like products, to accommodate enrollment fluctuations, quantities cannot be adjusted between different programs or copyrights.
- Our shipping terms are FOB shipping point. The shipping term for your proposal is Destination.
- Any proposed shipping or tax amount provided on this proposal, is based on the Ship To account location quoted within.
- If the location of your delivery changes, please include the proper sales tax and shipping charges for that location in the applicable Purchase Order
- Should any of these Terms of Sale conflict with any preprinted terms on your purchase order, the HMH terms of service shall apply.

Thank you in advance for supplying us with the necessary information at time of purchase.

Our goal is to ensure your success throughout the duration of this agreement, which starts with a highly successful delivery of our solution.

For greater detail, the complete Terms of Purchase may be reviewed here: <http://www.hmhco.com/common/terms-conditions>

**Date of Proposal: 8/1/2023**

**Proposal Expiration Date: 9/15/2023**



**Houghton Mifflin Harcourt**

Send **Check Payments** to:  
Houghton Mifflin Harcourt Publishing Company  
14046 Collections Center Drive  
Chicago, IL 60693

Attention:  
Richie Romero  
rromero@californiaops.org

Send **Orders** to:  
orders@hmhco.com  
FAX: 800-269-5232

**HMH Confidential and Proprietary**

008790429 Sold:0000347506 Ship:0000347506

Page 4 of 4

**Please submit this form with your purchase order**



**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 32

**Date:** 10/19/2023

**Vendor Contact Name:** Mia Gordon

**Vendor Phone Number:** (310) 739-1827

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** mia.gordon@mheducation.com

**Vendor:** McGraw Hill LLC

**Address:** PO Box 182605

\_\_\_\_\_

**City:** Columbus

**State:** OH

**Zip:** 43218-2605

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
CA Inspire Science TK Early Learners	KSHOEMAK-08292023094954-001		\$ 401.70	1	\$ 401.70
CA Inspire Science Grade K	KSHOEMAK-08292023094954-001		\$ 7,975.80	1	\$ 7,975.80
CA Inspire Science Grade 1	KSHOEMAK-08292023094954-001		\$ 8,773.38	1	\$ 8,773.38
CA Inspire Science Grade 2	KSHOEMAK-08292023094954-001		\$ 7,975.80	1	\$ 7,975.80
CA Inspire Science Grade 3	KSHOEMAK-08292023094954-001		\$ 7,178.22	1	\$ 7,178.22
CA Inspire Science Grade 4	KSHOEMAK-08292023094954-001		\$ 7,178.22	1	\$ 7,178.22
CA Inspire Science Grade 5	KSHOEMAK-08292023094954-001		\$ 7,975.80	1	\$ 7,975.80
					\$ -
					\$ -
<b>Order Total</b>					<b>\$47,458.92</b>

DocuSigned by:

**Signatures (or email approval):**

Bernie Jamero

10/19/2023

DocuSigned by:

Richie Romero

Date

10/20/2023

DocuSigned by:

Latellie Carter

Date

10/20/2023

Audited By (optional)

Date

☐ via email approval (see attached)



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**QUOTE PREPARED FOR:**  
CALIFORNIA ONLINE PUBLIC SCHOOLS  
33272 VALLE RD  
SAN JUAN CAPISTRANO, CA 92675  
ACCOUNT NUMBER: 19913048

**SUBSCRIPTION/DIGITAL CONTACT:**

**CONTACT:**

**SALES REP INFORMATION:**

Mia Gordon  
mia.gordon@mheducation.com  
(310) 739-1827

Section Summary		Value of All Materials	Free Materials	Product Subtotal
<a href="#">CA Inspire Science TK Early Learners</a>		\$1,171.11	(\$769.41)	\$401.70
<a href="#">CA Inspire Science Grade K</a>		\$11,710.80	(\$3,735.00)	\$7,975.80
<a href="#">CA Inspire Science Grade 1</a>		\$13,255.38	(\$4,482.00)	\$8,773.38
<a href="#">CA Inspire Science Grade 2</a>		\$11,959.80	(\$3,984.00)	\$7,975.80
<a href="#">CA Inspire Science Grade 3</a>		\$10,913.22	(\$3,735.00)	\$7,178.22
<a href="#">CA Inspire Science Grade 4</a>		\$10,166.22	(\$2,988.00)	\$7,178.22
<a href="#">CA Inspire Science Grade 5</a>		\$11,461.80	(\$3,486.00)	\$7,975.80
PRODUCT TOTAL*		\$70,638.33	(\$23,179.41)	\$47,458.92
ESTIMATED S&H**				\$0.00
ESTIMATED TAX**				\$0.00
GRAND TOTAL*				\$47,458.92

\* Price firm for 90 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

\*\*Shipping and handling charges shown are only estimates. Actual shipping and handling charges will be applied at time of order. Taxes shown are only estimates. If applicable, actual tax charges will be applied at time of order.

Comments:

**PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER****SEND ORDER TO:**

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605  
 Email: orders\_mhe@mheducation.com | Phone: 1-800-780-0246 | Fax: 1-866-513-8081

QUOTE DATE: 08/29/2023

ACCOUNT NAME: CALIFORNIA ONLINE PUBLIC SCHOOLS

EXPIRATION DATE: 11/27/2023

QUOTE NUMBER: KSHOEMAK-08292023094954-001

ACCOUNT #: 19913048

PAGE #: 1



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
<b>CA Inspire Science TK Early Learners</b>					
INSPIRE SCIENCE EARLY LEARNERS ONLINE STUDENT CENTER 1 YEAR SUBSCRIPTION	978-0-07-681538-8	65	\$6.18	\$0.00	\$401.70
INSPIRE SCIENCE ONLINE TEACHER CENTER 1 YEAR SUBSCRIPTION EARLY CHILDHOOD	978-0-07-691755-6	3	\$256.47	\$769.41	*Free Materials

**CA Inspire Science TK Early Learners Subtotal: \$769.41 \$401.70**

<b>CA Inspire Science Grade K</b>					
INSPIRE SCIENCE CALIFORNIA STUDENT CENTER 1 YEAR SUBSCRIPTION GRADE K	978-0-07-685492-9	420	\$18.99	\$0.00	\$7,975.80
INSPIRE SCIENCE CALIFORNIA TEACHER CENTER 1 YEAR SUBSCRIPTION GRADE K	978-0-07-685483-7	15	\$249.00	\$3,735.00	*Free Materials

**CA Inspire Science Grade K Subtotal: \$3,735.00 \$7,975.80**

<b>CA Inspire Science Grade 1</b>					
INSPIRE SCIENCE CALIFORNIA STUDENT CENTER 1 YEAR SUBSCRIPTION GRADE 1	978-0-07-685495-0	462	\$18.99	\$0.00	\$8,773.38
INSPIRE SCIENCE CALIFORNIA TEACHER CENTER 1 YEAR SUBSCRIPTION GRADE 1	978-0-07-685484-4	18	\$249.00	\$4,482.00	*Free Materials

<b>CA Inspire Science Grade 1 Subtotal:</b>				<b>\$4,482.00</b>	<b>\$8,773.38</b>
<b>CA Inspire Science Grade 2</b>					
INSPIRE SCIENCE CALIFORNIA STUDENT CENTER 1 YEAR SUBSCRIPTION GRADE 2	978-0-07-685496-7	420	\$18.99	\$0.00	\$7,975.80
INSPIRE SCIENCE CALIFORNIA TEACHER CENTER 1 YEAR SUBSCRIPTION GRADE 2	978-0-07-685486-8	16	\$249.00	\$3,984.00	*Free Materials
<b>CA Inspire Science Grade 2 Subtotal:</b>				<b>\$3,984.00</b>	<b>\$7,975.80</b>
<b>CA Inspire Science Grade 3</b>					
INSPIRE SCIENCE CALIFORNIA STUDENT CENTER 1 YEAR SUBSCRIPTION GRADE 3	978-0-07-685497-4	378	\$18.99	\$0.00	\$7,178.22
INSPIRE SCIENCE CALIFORNIA TEACHER CENTER 1 YEAR SUBSCRIPTION GRADE 3	978-0-07-685487-5	15	\$249.00	\$3,735.00	*Free Materials
<b>CA Inspire Science Grade 3 Subtotal:</b>				<b>\$3,735.00</b>	<b>\$7,178.22</b>
<b>CA Inspire Science Grade 4</b>					
INSPIRE SCIENCE CALIFORNIA STUDENT CENTER 1 YEAR SUBSCRIPTION GRADE 4	978-0-07-685500-1	378	\$18.99	\$0.00	\$7,178.22
INSPIRE SCIENCE CALIFORNIA TEACHER CENTER 1 YEAR SUBSCRIPTION GRADE 4	978-0-07-685490-5	12	\$249.00	\$2,988.00	*Free Materials
<b>CA Inspire Science Grade 4 Subtotal:</b>				<b>\$2,988.00</b>	<b>\$7,178.22</b>
<b>CA Inspire Science Grade 5</b>					

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McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605  
 Email: orders\_mhe@mheducation.com | Phone: 1-800-780-0246 | Fax: 1-866-513-8081

QUOTE DATE: 08/29/2023

ACCOUNT NAME: CALIFORNIA ONLINE PUBLIC SCHOOLS

EXPIRATION DATE: 11/27/2023

QUOTE NUMBER: KSHOEMAK-08292023094954-001

ACCOUNT #: 19913048

PAGE #: 2



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
INSPIRE SCIENCE CALIFORNIA STUDENT CENTER 1 YEAR SUBSCRIPTION GRADE 5	978-0-07-685501-8	420	\$18.99	\$0.00	\$7,975.80

INSPIRE SCIENCE CALIFORNIA TEACHER CENTER 1 YEAR SUBSCRIPTION GRADE 5	978-0-07-685491-2	14	\$249.00	\$3,486.00	*Free Materials
CA Inspire Science Grade 5 Subtotal:				\$3,486.00	\$7,975.80

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605  
Email: orders\_mhe@mheducation.com | Phone: 1-800-780-0246 | Fax: 1-866-513-8081

QUOTE DATE: 08/29/2023 ACCOUNT NAME: CALIFORNIA ONLINE PUBLIC SCHOOLS EXPIRATION DATE: 11/27/2023  
QUOTE NUMBER: KSHOEMAK-08292023094954-001 ACCOUNT #: 19913048 PAGE #: 3



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QUOTE PREPARED FOR:  
CALIFORNIA ONLINE PUBLIC SCHOOLS  
33272 VALLE RD  
SAN JUAN CAPISTRANO, CA 92675  
ACCOUNT NUMBER: 19913048

CONTACT:

VALUE OF ALL MATERIALS	\$70,638.33
FREE MATERIALS	(\$23,179.41)
PRODUCT TOTAL*	\$47,458.92
ESTIMATED SHIPPING & HANDLING**	\$0.00
ESTIMATED TAX**	\$0.00
GRAND TOTAL	\$47,458.92

SUBSCRIPTION/DIGITAL CONTACT:

Comments:

\* Price firm for 90 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.  
\*\*Shipping and handling charges shown are only estimates. Actual shipping and handling charges will be applied at time of order. Taxes shown are only estimates. If applicable, actual tax charges will be applied at time of order.

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By placing an order for digital products (the 'Subscribed Materials'), the entity that this price quote has been prepared for ('Subscriber') agrees to be bound by the Terms of Service and any specific provisions required by Subscriber's state law, each located in the applicable links below. Subject to Subscriber's payment of the fees set out above, McGraw Hill LLC hereby grants to Subscriber a non-exclusive, non-transferable license to allow only the number of Authorized Users that corresponds to the quantity of Subscribed Materials set forth above to access and use the Subscribed Materials under the terms described in the Terms of Service and any specific provisions required by Subscriber's state law, each located in the applicable links below. The subscription term for the Subscribed Materials shall be as set forth in the Product Description above. If no subscription term is specified, the initial term shall be one (1) year from the date of this price quote (the 'Initial Subscription Term'), and thereafter the Subscriber shall renew for additional one (1) year terms (each a 'Subscription Renewal Term'), provided MHE has chosen to renew the subscription and has sent an invoice for such Subscription Renewal Term to Subscriber.

sent an invoice for such Subscription Renewal Term to Subscriber.

[Terms Of Service](#)

[Provisions required by Subscriber State law](#)

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School Purchase Order Number: \_\_\_\_\_

\_\_\_\_\_  
Name of School Official (Please Print)

\_\_\_\_\_  
Signature of School Official

**PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER**

**SEND ORDER TO:** McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605  
Email: [orders\\_mhe@mheducation.com](mailto:orders_mhe@mheducation.com) | Phone: 1-800-780-0246 | Fax: 1-866-513-8081

QUOTE DATE:	08/29/2023	ACCOUNT NAME: CALIFORNIA ONLINE PUBLIC SCHOOLS	EXPIRATION DATE:	11/27/2023
QUOTE NUMBER:	KSHOEMAK-08292023094954-001	ACCOUNT #: 19913048	PAGE #:	4





**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 33

**Date:** 10/19/2023

**Vendor Contact Name:** Mia Gordon

**Vendor Phone Number:** (310) 739-1827

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** mia.gordon@mheducation.com

**Vendor:** McGraw Hill LLC

**Address:** PO Box 182605

\_\_\_\_\_

**City:** Columbus

**State:** OH

**Zip:** 43218-2605

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
GLENCOE HEALTH HUMAN SEXUALITY REVISED DIGITAL STUDENT EDITION 2E 1YR SUBSC	KSHOEMAK-08292023093727-001	978-1-26-644544-6	\$ 28.05	2280	\$ 63,954.00
ACTIVELY LEARN SCIENCE 1YR ADD ON PRODUCT	KSHOEMAK-08292023093727-001	ALSCIBD.1	\$ 6.75	2280	\$ 15,390.00
CUS GLENCOE HEALTH AND HUMAN SEXUALITY DIGITAL TEACHER CENTER 1YR SUBSCRIPTION	KSHOEMAK-08292023093727-001	978-1-26-432049-3	\$ 156.87	28	Free Materials
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
<b>Order Total</b>					<b>\$79,344.00</b>

**DocuSigned by:**  
**Signatures (or email approval):**  
Bernie Jamero 10/19/2023

**DocuSigned by:**  
**Purchaser/Requestor**  
Rickie Romero 10/20/2023

**DocuSigned by:**  
**Administrator Approval (required)**  
Calhelle Carter 10/20/2023

**DocuSigned by:**  
**Audited By (optional)**  
\_\_\_\_\_ \_\_\_\_\_

☐ via email approval (see attached)



Because learning changes everything.®

**QUOTE PREPARED FOR:**  
CALIFORNIA ONLINE PUBLIC SCHOOLS  
33272 VALLE RD  
SAN JUAN CAPISTRANO, CA 92675  
ACCOUNT NUMBER: 19913048

**SUBSCRIPTION/DIGITAL CONTACT:**

**CONTACT:**

**SALES REP INFORMATION:**

Mia Gordon  
mia.gordon@mheducation.com  
(310) 739-1827

Section Summary		Value of All Materials	Free Materials	Product Subtotal
<a href="#">Glencoe Health w/ Human Sexuality</a>		\$83,736.36	(\$4,392.36)	\$79,344.00
PRODUCT TOTAL*		\$83,736.36	(\$4,392.36)	\$79,344.00
ESTIMATED S&H**				\$0.00
ESTIMATED TAX**				\$0.00
GRAND TOTAL*				\$79,344.00

\* Price firm for 90 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

\*\*Shipping and handling charges shown are only estimates. Actual shipping and handling charges will be applied at time of order. Taxes shown are only estimates. If applicable, actual tax charges will be applied at time of order.

Comments:

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO: McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605  
Email: orders\_mhe@mheducation.com | Phone: 1-800-780-0246 | Fax: 1-866-513-8081

QUOTE DATE: 08/29/2023 ACCOUNT NAME: CALIFORNIA ONLINE PUBLIC SCHOOLS EXPIRATION DATE: 11/27/2023  
QUOTE NUMBER: KSHOEMAK-08292023093727-001 ACCOUNT #: 19913048 PAGE #: 1



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Glencoe Health w/ Human Sexuality					
GLENCOE HEALTH HUMAN SEXUALITY REVISED DIGITAL STUDENT EDITION 2E 1YR SUBSC	978-1-26-644544-6	2280	\$28.05	\$0.00	\$63,954.00
ACTIVELY LEARN SCIENCE 1YR ADD ON PRODUCT	ALSCIBD.1	2280	\$6.75	\$0.00	\$15,390.00
CUS GLENCOE HEALTH AND HUMAN SEXUALITY DIGITAL TEACHER CENTER 1YR SUBSCRIPTION	978-1-26-432049-3	28	\$156.87	\$4,392.36	*Free Materials
Glencoe Health w/ Human Sexuality Subtotal:				\$4,392.36	\$79,344.00

**PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER**

**SEND ORDER TO:** McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605  
Email: orders\_mhe@mheducation.com | Phone: 1-800-780-0246 | Fax: 1-866-513-8081

QUOTE DATE:	08/29/2023	ACCOUNT NAME: CALIFORNIA ONLINE PUBLIC SCHOOLS	EXPIRATION DATE:	11/27/2023
QUOTE NUMBER:	KSHOEMAK-08292023093727-001	ACCOUNT #: 19913048	PAGE #:	2



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**QUOTE PREPARED FOR:**  
CALIFORNIA ONLINE PUBLIC SCHOOLS  
33272 VALLE RD

SAN JUAN CAPISTRANO, CA 92675

ACCOUNT NUMBER: 19913048

**CONTACT:**

VALUE OF ALL MATERIALS	\$83,736.36
FREE MATERIALS	(\$4,392.36)
<b>PRODUCT TOTAL*</b>	<b>\$79,344.00</b>
ESTIMATED SHIPPING & HANDLING**	\$0.00
ESTIMATED TAX**	\$0.00
<b>GRAND TOTAL</b>	<b>\$79,344.00</b>

**SUBSCRIPTION/DIGITAL CONTACT:**

Comments:

\* Price firm for 90 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

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[Provisions required by Subscriber State law](#)

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School Purchase Order Number: \_\_\_\_\_

---

 Name of School Official (Please Print)

---

 Signature of School Official
**PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER**

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Email: orders\_mhe@mheducation.com | Phone: 1-800-780-0246 | Fax: 1-866-513-8081

QUOTE DATE:	08/29/2023	ACCOUNT NAME: CALIFORNIA ONLINE PUBLIC SCHOOLS	EXPIRATION DATE:	11/27/2023
QUOTE NUMBER:	KSHOEMAK-08292023093727-001	ACCOUNT #: 19913048	PAGE #:	3



**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 34

**Date:** 10/19/2023

**Vendor Contact Name:** Mia Gordon

**Vendor Phone Number:** (310) 739-1827

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** mia.gordon@mheducation.com

**Vendor:** McGraw Hill LLC

**Address:** PO Box 182605

\_\_\_\_\_

**City:** Columbus

**State:** OH

**Zip:** 43218-2605

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
DIGITAL STUDENT EDITION 2E 1YR SUBSC GRADE 10	KSHOEMAK-08292023094258-001	978-1-26-644544-6	\$ 28.05	824	\$ 23,113.20
ACTIVELY LEARN SCIENCE 1YR ADD ON PRODUCT	KSHOEMAK-08292023094258-001	ALSCIBD.1	\$ 6.75	824	\$ 5,562.00
CUS GLENCOE HEALTH AND HUMAN SEXUALITY DIGITAL TEACHER CENTER 1YR SUBSCRIPTION	KSHOEMAK-08292023094258-001	978-1-26-432049-3	\$ 156.87	10	Free Materials
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
<b>Order Total</b>					<b>\$28,675.20</b>

**DocuSigned by:**  
**Signatures (or email approval):**  
Bernie Jamero 10/19/2023

**DocuSigned by:**  
**Purchaser/Requestor**  
Richie Romero 10/20/2023

**DocuSigned by:**  
**Administrative Approval (required)**  
Caluette Carter 10/20/2023

**DocuSigned by:**  
**Audited By (optional)**  
\_\_\_\_\_  
Date \_\_\_\_\_

☐ via email approval (see attached)



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**QUOTE PREPARED FOR:**  
CALIFORNIA ONLINE PUBLIC SCHOOLS  
33272 VALLE RD  
SAN JUAN CAPISTRANO, CA 92675  
ACCOUNT NUMBER: 19913048

**SUBSCRIPTION/DIGITAL CONTACT:**

**CONTACT:**

**SALES REP INFORMATION:**

Mia Gordon  
mia.gordon@mheducation.com  
(310) 739-1827

Section Summary		Value of All Materials	Free Materials	Product Subtotal
<a href="#">Glencoe Human Sexuality Grade 10</a>		\$30,243.90	(\$1,568.70)	\$28,675.20
PRODUCT TOTAL*		\$30,243.90	(\$1,568.70)	\$28,675.20
ESTIMATED S&H**				\$0.00
ESTIMATED TAX**				\$0.00
GRAND TOTAL*				\$28,675.20

\* Price firm for 90 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

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Comments:



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Email: orders\_mhe@mheducation.com | Phone: 1-800-780-0246 | Fax: 1-866-513-8081

QUOTE DATE: 08/29/2023 ACCOUNT NAME: CALIFORNIA ONLINE PUBLIC SCHOOLS EXPIRATION DATE: 11/27/2023  
QUOTE NUMBER: KSHOEMAK-08292023094258-001 ACCOUNT #: 19913048 PAGE #: 1



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Glencoe Human Sexuality Grade 10					
GLENCOE HEALTH HUMAN SEXUALITY REVISED DIGITAL STUDENT EDITION 2E 1YR SUBSC	978-1-26-644544-6	824	\$28.05	\$0.00	\$23,113.20
ACTIVELY LEARN SCIENCE 1YR ADD ON PRODUCT	ALSCIBD.1	824	\$6.75	\$0.00	\$5,562.00
CUS GLENCOE HEALTH AND HUMAN SEXUALITY DIGITAL TEACHER CENTER 1YR SUBSCRIPTION	978-1-26-432049-3	10	\$156.87	\$1,568.70	*Free Materials
Glencoe Human Sexuality Grade 10 Subtotal:				\$1,568.70	\$28,675.20

**PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER**

**SEND ORDER TO:** McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605  
Email: [orders\\_mhe@mheducation.com](mailto:orders_mhe@mheducation.com) | Phone: 1-800-780-0246 | Fax: 1-866-513-8081

QUOTE DATE:	08/29/2023	ACCOUNT NAME: CALIFORNIA ONLINE PUBLIC SCHOOLS	EXPIRATION DATE:	11/27/2023
QUOTE NUMBER:	KSHOEMAK-08292023094258-001	ACCOUNT #: 19913048	PAGE #:	2



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**QUOTE PREPARED FOR:**  
CALIFORNIA ONLINE PUBLIC SCHOOLS  
33272 VALLE RD

SAN JUAN CAPISTRANO, CA 92675

ACCOUNT NUMBER: 19913048

**CONTACT:**

VALUE OF ALL MATERIALS	\$30,243.90
FREE MATERIALS	(\$1,568.70)
<b>PRODUCT TOTAL*</b>	<b>\$28,675.20</b>
ESTIMATED SHIPPING & HANDLING**	\$0.00
ESTIMATED TAX**	\$0.00
<b>GRAND TOTAL</b>	<b>\$28,675.20</b>

**SUBSCRIPTION/DIGITAL CONTACT:**

Comments:

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[Provisions required by Subscriber State law](#)

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School Purchase Order Number: \_\_\_\_\_

---

 Name of School Official (Please Print)

---

 Signature of School Official
**PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER**

**SEND ORDER TO:** McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605  
Email: orders\_mhe@mheducation.com | Phone: 1-800-780-0246 | Fax: 1-866-513-8081

QUOTE DATE:	08/29/2023	ACCOUNT NAME: CALIFORNIA ONLINE PUBLIC SCHOOLS	EXPIRATION DATE:	11/27/2023
QUOTE NUMBER:	KSHOEMAK-08292023094258-001	ACCOUNT #: 19913048	PAGE #:	3



**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 36

**Date:** 10/19/2023

**Vendor Contact Name:** Mia Gordon

**Vendor Phone Number:** (310) 739-1827

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** mia.gordon@mheducation.com

**Vendor:** McGraw Hill LLC

**Address:** PO Box 182605

\_\_\_\_\_

**City:** Columbus

**State:** OH

**Zip:** 43218-2605

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
Study Sync 2021 Subscription					
Study Sync Grade 9	KSHOEMAK-08292023093139-001		\$ 24,250.32	1	\$ 24,250.32
Study Sync Grade 10	KSHOEMAK-08292023093139-001		\$ 30,553.92	1	\$ 30,553.92
Study Sync Grade 11	KSHOEMAK-08292023093139-001		\$ 33,372.00	1	\$ 33,372.00
Study Sync Grade 12	KSHOEMAK-08292023093139-001		\$ 36,301.32	1	\$ 36,301.32
					\$ -
					\$ -
					\$ -
<b>Order Total</b>					<b>\$124,477.56</b>

**DocuSigned by:**  
**Signatures (or email approval):**  
Bernie Romero 10/19/2023

**DocuSigned by:**  
**Purchaser/Requestor**  
Richard Romero 10/20/2023

**DocuSigned by:**  
**Administrator Approval (required)**  
Cathelle Carter 10/20/2023

**Audited By (optional)** \_\_\_\_\_ **Date** \_\_\_\_\_

☐ via email approval (see attached)



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**QUOTE PREPARED FOR:**  
CALIFORNIA ONLINE PUBLIC SCHOOLS  
33272 VALLE RD  
SAN JUAN CAPISTRANO, CA 92675  
ACCOUNT NUMBER: 19913048

**SUBSCRIPTION/DIGITAL CONTACT:**

**CONTACT:**

**SALES REP INFORMATION:**

Mia Gordon  
mia.gordon@mheducation.com  
(310) 739-1827

Section Summary	Value of All Materials	Free Materials	Product Subtotal
<a href="#">Study Sync 2021</a>	\$0.00	\$0.00	\$0.00
<a href="#">Study Sync Grade 9</a>	\$24,713.91	(\$463.59)	\$24,250.32
<a href="#">Study Sync Grade 10</a>	\$31,069.02	(\$515.10)	\$30,553.92
<a href="#">Study Sync Grade 11</a>	\$33,990.12	(\$618.12)	\$33,372.00
<a href="#">Study Sync Grade 12</a>	\$36,970.95	(\$669.63)	\$36,301.32
PRODUCT TOTAL*	\$126,744.00	(\$2,266.44)	\$124,477.56
ESTIMATED S&H**			\$0.00
ESTIMATED TAX**			\$0.00
GRAND TOTAL*			\$124,477.56

\* Price firm for 90 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

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Comments:

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McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605  
 Email: orders\_mhe@mheducation.com | Phone: 1-800-780-0246 | Fax: 1-866-513-8081

QUOTE DATE: 08/29/2023

ACCOUNT NAME: CALIFORNIA ONLINE PUBLIC SCHOOLS

EXPIRATION DATE: 11/27/2023

QUOTE NUMBER: KSHOEMAK-08292023093139-001

ACCOUNT #: 19913048

PAGE #: 1



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
<b>Study Sync 2021</b>					
<b>Study Sync Grade 9</b>					
STUDYSYNC GRADE 9 STUDENT ONLINE 1 YEAR SUBSCRIPTION	978-0-07-700783-6	654	\$37.08	\$0.00	\$24,250.32
STUDYSYNC GRADE 9 TEACHER ONLINE 1 YEAR SUBSCRIPTION	978-0-07-700784-3	9	\$51.51	\$463.59	*Free Materials

**Study Sync Grade 9 Subtotal: \$463.59 \$24,250.32**

<b>Study Sync Grade 10</b>					
STUDYSYNC GRADE 10 STUDENT ONLINE 1 YEAR SUBSCRIPTION	978-0-07-700789-8	824	\$37.08	\$0.00	\$30,553.92
STUDYSYNC GRADE 10 TEACHER ONLINE 1 YEAR SUBSCRIPTION	978-0-07-700792-8	10	\$51.51	\$515.10	*Free Materials

**Study Sync Grade 10 Subtotal: \$515.10 \$30,553.92**

<b>Study Sync Grade 11</b>					
STUDYSYNC GRADE 11 STUDENT ONLINE 1 YEAR SUBSCRIPTION	978-0-07-700796-6	900	\$37.08	\$0.00	\$33,372.00
STUDYSYNC GRADE 11 TEACHER ONLINE 1 YEAR SUBSCRIPTION	978-0-07-700797-3	12	\$51.51	\$618.12	*Free Materials

**Study Sync Grade 11 Subtotal: \$618.12 \$33,372.00**

Study Sync Grade 12					
STUDYSYNC GRADE 12 STUDENT ONLINE 1 YEAR SUBSCRIPTION	978-0-07-700838-3	979	\$37.08	\$0.00	\$36,301.32
STUDYSYNC GRADE 12 TEACHER ONLINE 1 YEAR SUBSCRIPTION	978-0-07-700841-3	13	\$51.51	\$669.63	*Free Materials
Study Sync Grade 12 Subtotal:				\$669.63	\$36,301.32

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

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QUOTE PREPARED FOR:  
CALIFORNIA ONLINE PUBLIC SCHOOLS  
33272 VALLE RD  
SAN JUAN CAPISTRANO, CA 92675  
ACCOUNT NUMBER: 19913048

CONTACT:

VALUE OF ALL MATERIALS	\$126,744.00
FREE MATERIALS	(\$2,266.44)
PRODUCT TOTAL*	\$124,477.56



ESTIMATED SHIPPING & HANDLING**	\$0.00
ESTIMATED TAX**	\$0.00
<b>GRAND TOTAL</b>	<b>\$124,477.56</b>

**SUBSCRIPTION/DIGITAL CONTACT:**

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School Purchase Order Number: \_\_\_\_\_

\_\_\_\_\_  
Name of School Official (Please Print)\_\_\_\_\_  
Signature of School Official**PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER****SEND ORDER TO:**

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QUOTE DATE:	08/29/2023	ACCOUNT NAME: CALIFORNIA ONLINE PUBLIC SCHOOLS	EXPIRATION DATE:	11/27/2023
QUOTE NUMBER:	KSHOEMAK-08292023093139-001	ACCOUNT #: 19913048	PAGE #:	3



**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 37

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**Vendor Contact Name:** Mia Gordon

**Vendor Phone Number:** (310) 739-1827

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** mia.gordon@mheducation.com

**Vendor:** McGraw Hill LLC

**Address:** PO Box 182605

\_\_\_\_\_

**City:** Columbus

**State:** OH

**Zip:** 43218-2605

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
TEEN HLTH HEALTHY RELATIONSHIPS SEXUALITY REV DIGITAL STUDENT CNTR 2E 1YR SBSC	KSHOEMAK- 08292023092803-001	978-1-26-657964-6	\$ 19.92	2750	\$ 54,780.00
ACTIVELY LEARN SCIENCE 1YR ADD ON PRODUCT	KSHOEMAK- 08292023092803-001	ALSCIBD.1	\$ 6.75	2750	\$ 18,562.50
TEEN HLTH HEALTHY RELATIONSHIPS SEXUALITY DIGITAL TEACHER CENTER 1 YR SUBSCR	KSHOEMAK- 08292023092803-001	978-1-26-418236-7	\$ 163.53	37	Free Materials
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
<b>Order Total</b>					<b>\$73,342.50</b>

DocuSigned by:  
**Signatures (or email approval):**  
Bernie Jamero 10/19/2023  
DocuSigned by:  
Purchaser/Requestor 10/20/2023  
DocuSigned by:  
Administrator Approval (required) 10/20/2023  
DocuSigned by:  
Audited By (optional) \_\_\_\_\_

☐ via email approval (see attached)



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**QUOTE PREPARED FOR:**  
CALIFORNIA ONLINE PUBLIC SCHOOLS  
33272 VALLE RD  
SAN JUAN CAPISTRANO, CA 92675  
ACCOUNT NUMBER: 19913048

**SUBSCRIPTION/DIGITAL CONTACT:**

**CONTACT:**

**SALES REP INFORMATION:**

Mia Gordon  
mia.gordon@mheducation.com  
(310) 739-1827

Section Summary		Value of All Materials	Free Materials	Product Subtotal
<a href="#">Teen Health</a>		\$79,393.11	(\$6,050.61)	\$73,342.50
PRODUCT TOTAL*		\$79,393.11	(\$6,050.61)	\$73,342.50
ESTIMATED S&H**				\$0.00
ESTIMATED TAX**				\$0.00
GRAND TOTAL*				\$73,342.50

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Comments:

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QUOTE NUMBER: KSHOEMAK-08292023092803-001 ACCOUNT #: 19913048 PAGE #: 1



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Teen Health					
TEEN HLTH HEALTHY RELATIONSHIPS SEXUALITY REV DIGITAL STUDENT CNTR 2E 1YR SBSC	978-1-26-657964-6	2750	\$19.92	\$0.00	\$54,780.00
ACTIVELY LEARN SCIENCE 1YR ADD ON PRODUCT	ALSCIBD.1	2750	\$6.75	\$0.00	\$18,562.50
TEEN HLTH HEALTHY RELATIONSHIPS SEXUALITY DIGITAL TEACHER CENTER 1 YR SUBSCR	978-1-26-418236-7	37	\$163.53	\$6,050.61	*Free Materials
Teen Health Subtotal:				\$6,050.61	\$73,342.50

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QUOTE NUMBER:	KSHOEMAK-08292023092803-001	ACCOUNT #: 19913048	PAGE #:	2



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33272 VALLE RD

SAN JUAN CAPISTRANO, CA 92675

ACCOUNT NUMBER: 19913048

**CONTACT:**

VALUE OF ALL MATERIALS	\$79,393.11
FREE MATERIALS	(\$6,050.61)
<b>PRODUCT TOTAL*</b>	<b>\$73,342.50</b>
ESTIMATED SHIPPING & HANDLING**	\$0.00
ESTIMATED TAX**	\$0.00
<b>GRAND TOTAL</b>	<b>\$73,342.50</b>

**SUBSCRIPTION/DIGITAL CONTACT:**

Comments:

\* Price firm for 90 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

\*\*Shipping and handling charges shown are only estimates. Actual shipping and handling charges will be applied at time of order. Taxes shown are only estimates. If applicable, actual tax charges will be applied at time of order.

## Terms of Service:

By placing an order for digital products (the 'Subscribed Materials'), the entity that this price quote has been prepared for ('Subscriber') agrees to be bound by the Terms of Service and any specific provisions required by Subscriber's state law, each located in the applicable links below. Subject to Subscriber's payment of the fees set out above, McGraw Hill LLC hereby grants to Subscriber a non-exclusive, non-transferable license to allow only the number of Authorized Users that corresponds to the quantity of Subscribed Materials set forth above to access and use the Subscribed Materials under the terms described in the Terms of Service and any specific provisions required by Subscriber's state law, each located in the applicable links below. The subscription term for the Subscribed Materials shall be as set forth in the Product Description above. If no subscription term is specified, the initial term shall be one (1) year from the date of this price quote (the 'Initial Subscription Term'), and thereafter the Subscriber shall renew for additional one (1) year terms (each a 'Subscription Renewal Term'), provided MHE has chosen to renew the subscription and has sent an invoice for such Subscription Renewal Term to Subscriber.

[Terms Of Service](#)
[Provisions required by Subscriber State law](#)

ATTENTION: In our effort to protect our customer's data, we will no longer store credit card data in any manner within in our system. Therefore, as of April 30, 2016 we will no longer accept credit card orders via email, fax, or mail/package delivery. Credit card orders may be placed over the phone by calling the number listed above or via our websites by visiting [www.mheducation.com](http://www.mheducation.com) (or [www.mhecoast2coast.com](http://www.mhecoast2coast.com)).

School Purchase Order Number: \_\_\_\_\_

---

 Name of School Official (Please Print)

---

 Signature of School Official
**PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER**

**SEND ORDER TO:** McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605  
Email: orders\_mhe@mheducation.com | Phone: 1-800-780-0246 | Fax: 1-866-513-8081

QUOTE DATE:	08/29/2023	ACCOUNT NAME: CALIFORNIA ONLINE PUBLIC SCHOOLS	EXPIRATION DATE:	11/27/2023
QUOTE NUMBER:	KSHOEMAK-08292023092803-001	ACCOUNT #: 19913048	PAGE #:	3





**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 39

**Date:** 10/20/2023

**Vendor Contact Name:** Malissa Hundley

**Vendor Phone Number:** 206.381.5608

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** Malissa.Hundley@edmentum.com

**Vendor:** Edmentum

**Address:** P.O. Box 776725

\_\_\_\_\_

**City:** Chicago

**State:** IL

**Zip:** 60677-6725

Product/Description	Sales Quote#	License Term (Months)	Cost	Qty	Total Cost
Edmentum Custom Library Access Annual Program Costs SY 24/25			\$ 483,750.00	1	\$ 483,750.00
<i>Enrollment</i> • 6,450 impacted students					
<i>Curriculum</i> • Apex Libraries • Math • Advanced Placement • Electives • CTE					
<i>Edmentum Libraries</i> • Math • Electives					

**Signatures (or email approval):** \_\_\_\_\_ **Order Total** \$483,750.00

**DocuSigned by:** \_\_\_\_\_  
**Signature (or email approval):** Bernie Romero 10/20/2023

**DocuSigned by:** \_\_\_\_\_  
**Purchaser/Requestor** Rachel Romero 10/23/2023

**DocuSigned by:** \_\_\_\_\_  
**Administrator Approval (required)** Cathie Carter 10/20/2023

**DocuSigned by:** \_\_\_\_\_  
**Audited By (optional)** \_\_\_\_\_ 525F2C0FE6DA47E \_\_\_\_\_

☐ via email approval (see attached)



# California Online Public School

## Edmentum Proposal

Custom Library Access	Comprehensive Library Access
<div>Enrollment<ul style="list-style-type: none"><li>6,450 impacted students</li></ul></div> <div>Curriculum<ul style="list-style-type: none"><li>Apex Libraries<ul style="list-style-type: none"><li>Math</li><li>Advanced Placement</li><li>Electives</li><li>CTE</li></ul></li><li>Edmentum Libraries<ul style="list-style-type: none"><li>Math</li><li>Electives</li></ul></li></ul></div> <div>Annual Program Costs SY 24/25 \$483,750</div>	<div>Enrollment<ul style="list-style-type: none"><li>6,450 impacted students</li></ul></div> <div>Curriculum<ul style="list-style-type: none"><li>Apex Comprehensive Library*</li><li>Edmentum Comprehensive Library**</li></ul></div> <div>Annual Program Costs SY 24/25 \$632,100</div> <div>*does not include ALVS-only courses</div> <div>**does not include Health and Fitness Library</div>

Customer Success Management Included

Prices valid through April 30, 2024.

If you would like to ensure that the cost per impacted student does not increase over the next few years, you may choose to execute a 3-year agreement.





**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 40

**Date:** 10/20/2023

**Vendor Contact Name:** Paul Gusman

**Vendor Phone Number:** 503-784-9961

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** paulg@accelerate.education

**Vendor:** Accelerate Education

**Address:** 3655 W. Anthem Way

Suite A-109237

**City:** Anthem

**State:** AZ

**Zip:** 85086

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
HS Per Semester Content  <i>Per Semester Course Enrollments. Includes Content, Hosting, and Support. Physical Materials not Included.</i> <i>Discounted price based on a minimum of 4000 pre-purchased enrollments. Unused enrollments can roll over to the following year.</i>	Q01852		\$ 35.10	4150	\$ 145,665.00
Year 1 Virtual Implementation & PD Package (Canvas)  <i>Unlimited access to live and on-demand training webinars and resources for administrators and teachers over course navigation and design and online learning best practices. (Canvas)</i> <i>Year 2+ pricing is half the cost of Year 1.</i>	Q01852		\$ 2,000.00	1	\$ 2,000.00
					\$ -
<b>Order Total</b>					<b>\$147,665.00</b>

**Signatures (or email approval):**

Bernie Jamero 10/20/2023

**Purchaser/Requestor** Rickie Romero 10/23/2023

**Administrator Approval (required)** Latuelle Carter 10/20/2023

**Audited By (optional)** \_\_\_\_\_ \_\_\_\_\_

☐ via email approval (see attached)



# QUOTE

**Bill To:**

Leslie Dombek  
California online public schools  
33272 Valle Rd  
San Juan Capistrano, CA

**Submitted By:** Paul Gusman

**Phone:** 503-784-9961

**Date:** 8/1/2023

**Expiration:** 2/29/2024

**Quote #:** Q01852

4150	HS Per Semester Content	Per Semester Course Enrollments. Includes Content, Hosting, and Support. Physical Materials not Included.	\$35.10	\$145,665.00
		Discounted price based on a minimum of 4000 pre-purchased enrollments. Unused enrollments can roll over to the following year.		
1	Year 1 Virtual Implementation & PD Package (Canvas)	Unlimited access to live and on-demand training webinars and resources for administrators and teachers over course navigation and design and online learning best practices. (Canvas) Year 2+ pricing is half the cost of Year 1.	\$2,000.00	\$2,000.00

**Additional Information**

- For Per Enrollment courses, each enrollment has a 14-day grace period to drop the student
- Actual Enrollment usage above the initial pre-purchased amount will be invoiced periodically during the year
- PD Support package required

Subtotal	\$147,665.00
Tax	\$0.00
<b>Total</b>	<b>\$147,665.00</b>

Detailed catalogs and course descriptions of the Licensed Materials listed on this quote can be accessed at [www.Accelerate.Education](http://www.Accelerate.Education) within the catalogs section of the web site.

**Quotation prepared by:** Paul Gusman

**This is a quotation on the goods named above, subject to the conditions of the signed contract.**
**To accept this quotation, sign here and return:** \_\_\_\_\_



**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 41

**Date:** 10/20/2023

**Vendor Contact Name:** Mechelle Pedregal

**Vendor Phone Number:** (619) 395-0668

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** mpedregal@benchmarkeducation.com

**Vendor:** Benchmark Education Company

**Address:** 6295 Commerce Center Drive, Suite B

\_\_\_\_\_

**City:** Groveport

**State:** OH

**Zip:** 43125-1160

Product/Description	Sales Quote#	Product Code	Cost	Qty	Total Cost
Ready to Advance 2018 Transitional Kindergarten (California Edition) Subscription Digital	51889	X44919	\$ 940.00	3	\$ 2,820.00
Benchmark Advance 2022 (National Edition) Gr. K Classroom with BEC Decodables Digital Subscription	51889	X96735	\$ 1,150.00	12	\$ 13,800.00
Benchmark Advance 2022 (National Edition) Gr. 1 Classroom Digital Subscription	51889	X96729	\$ 1,125.00	13	\$ 14,625.00
Benchmark Advance 2022 (National Edition) Gr. 2 Classroom Digital Subscription	51889	X96730	\$ 1,350.00	13	\$ 17,550.00
Benchmark Advance 2022 (National Edition) Gr. 3 Classroom Digital Subscription	51889	X96731	\$ 1,350.00	11	\$ 14,850.00
Benchmark Advance 2022 (National Edition) Gr. 4 Classroom Digital Subscription	51889	X96732	\$ 1,350.00	11	\$ 14,850.00
Benchmark Advance 2022 (National Edition) Gr. 5 Classroom Digital Subscription	51889	X96733	\$ 1,350.00	12	\$ 16,200.00
PD-Free Implementation (Gratis)	51889	PR991	\$ -	1	\$ -
					\$ -
<b>Order Total</b>					<b>\$94,695.00</b>

DocuSigned by:  
**Signatures (or email approval):**

Bernie Jamero  
DocuSigned by:  
Purchaser/Requestor  
Rickie Romero  
DocuSigned by:  
Administrator Approval (required)  
Latellie Carter  
DocuSigned by:  
Audited By (optional)

10/20/2023  
Date  
10/23/2023  
Date  
10/20/2023  
Date

☐ via email approval (see attached)



**BENCHMARK  
EDUCATION  
COMPANY**  
145 Huguenot Street, 8th Floor  
New Rochelle, New York 10801

**Contact representative**

Mechelle Pedregal  
Email: [mpedregal@benchmarkeducation.com](mailto:mpedregal@benchmarkeducation.com)  
Office Phone:  
Phone: (619) 395-0668

**QUOTE: 51889**

**Customer:**

CA CONNECTIONS ACAD-CAPISTRANO  
33272 Valle Rd  
San Juan Capistrano CA 92675  
United States

**Ship To:**

Attn: Than Short  
CA CONNECTIONS ACAD-CAPISTRANO  
33272 Valle Rd  
San Juan Capistrano CA 92675

Product Code	Title	Price Level	Unit Price	Qty	Total Price
X44919	Ready to Advance 2018 Transitional Kindergarten (California Edition) Subscription Digital	1-Year	\$940.00	3	\$2,820.00
X96735	Benchmark Advance 2022 (National Edition) Gr. K Classroom with BEC Decodables Digital Subscription	1-Year	\$1,150.00	12	\$13,800.00
X96729	Benchmark Advance 2022 (National Edition) Gr. 1 Classroom Digital Subscription	1-Year	\$1,125.00	13	\$14,625.00
X96730	Benchmark Advance 2022 (National Edition) Gr. 2 Classroom Digital Subscription	1-Year	\$1,350.00	13	\$17,550.00
X96731	Benchmark Advance 2022 (National Edition) Gr. 3 Classroom Digital Subscription	1-Year	\$1,350.00	11	\$14,850.00
X96732	Benchmark Advance 2022 (National Edition) Gr. 4 Classroom Digital Subscription	1-Year	\$1,350.00	11	\$14,850.00
X96733	Benchmark Advance 2022 (National Edition) Gr. 5 Classroom Digital Subscription	1-Year	\$1,350.00	12	\$16,200.00
PR991	PD-Free Implementation (Gratis)	On-Site	\$0.00	1	\$0.00

Subtotal	Sales Tax	Shipping Cost	Total
\$94,695.00	\$0.00	\$0.00	\$94,695.00 USD

Memo
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**BENCHMARK  
EDUCATION  
COMPANY**  
145 Huguenot Street, 8th Floor  
New Rochelle, New York 10801

**Contact representative**

Mechelle Pedregal  
Email: [mpedregal@benchmarkeducation.com](mailto:mpedregal@benchmarkeducation.com)  
Office Phone:  
Phone: (619) 395-0668

**QUOTE: 51889**

- \* The above pricing cannot be combined with any other offers.
- \* Price firm for 45 days from quote date. Price quote must be attached to school purchase orders to receive the quoted price.
- \* All digital subscriptions will end on July 31st the last year of the term purchased.
- \* Any changes, including cancellations to the originally agreed upon PD trainings, must be made at least 10 business days prior to the delivery of the PD trainings. Customized PD changes must be submitted at least 15 business days prior to agreed delivery date and must go through the customized request process. Benchmark Education will do its best to accommodate the requested changes; however, it reserves the right to render services according to the initial agreement. Please note that any changes requested may incur an additional charge or reduction of number of PD training days rendered. Please note that no changes can be requested on site and all requests must go through the Company approval process.



**BENCHMARK  
EDUCATION  
COMPANY**  
145 Huguenot Street, 8th Floor  
New Rochelle, New York 10801

**Contact representative**

Mechelle Pedregal  
Email: [mpedregal@benchmarkeducation.com](mailto:mpedregal@benchmarkeducation.com)  
Office Phone:  
Phone: (619) 395-0668

QUOTE: 51889

**PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER ALONG WITH THE FOLLOWING INFORMATION FOR ALL DIGITAL SUBSCRIPTIONS**

- Name of School(s) That Will Use the Subscription(s)  
Attach separate document if necessary

- Onboarding Tech Contact Name

- Onboarding Tech Contact E-Mail

- REQUIRED

**SEND ORDER TO:** Benchmark Education Company  
6295 Commerce Center Drive, Suite B| Groveport, OH 43125-1160  
Email: [neworders@benchmarkeducation.com](mailto:neworders@benchmarkeducation.com)  
Phone: 877-236-2465| Fax: 877-732-8273

**Terms of Service**

\* By placing an order for Benchmark Education Company ("BEC") products (the "Products"), the entity ("Customer") that this proposal has been prepared for agrees to be bound by BEC's Terms of Service and Terms of Use and Privacy Policy (Please visit this site: <https://help.benchmarkuniverse.com/bubateacher/Content/Customer%20Support/Privacy%20Policy.htm?Highlight=privacy>). Subject to the Customer's payment of the fees set out above, BEC grants to Customer a non-exclusive and non-transferable license to access and use the Products under the terms described in this Terms of Service. The proposal contains the scope of use allowed and the term of Customer's license to the Products.





## 2023-2024 PURCHASE ORDER

### California Online Public Schools

dba California Connections Academy Southern California  
33272 Valle Road, San Juan Capistrano, CA 92675  
(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 42

**Date:** 10/20/2023

**Vendor Contact Name:** Cody Erickson

**Vendor Phone Number:** 385-335-4885

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** cody.erickson@studiesweekly.com

**Vendor:** Studies Weekly

**Address:** 1140 N 1430 W

\_\_\_\_\_

**City:** Orem

**State:** UT

**Zip:** 84057

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
California Studies Weekly: Together Now and Long Ago (Online Only)	81377	CASW0	\$ 7.95	450	\$ 3,577.50
California Studies Weekly: My Place in Time and Space (Online Only)	81377	CASW1	\$ 7.95	500	\$ 3,975.00
California Studies Weekly: People Who Make a Difference (Online Only)	81377	CASW2	\$ 7.95	400	\$ 3,180.00
California Studies Weekly: Continuity and Change (Online Only)	81377	CASW3	\$ 7.95	400	\$ 3,180.00
California Studies Weekly: A Changing State (Online Only)	81377	CASW4	\$ 7.95	500	\$ 3,975.00
California Studies Weekly: U.S. History and Geography (Online Only)	81377	CASW5	\$ 7.95	500	\$ 3,975.00
ELA - Early Learning Studies Weekly (20 students) (Online Only)	81377	SWPK	\$ 75.00	4	\$ 300.00
					\$ -
					\$ -
<b>Order Total</b>					<b>\$22,162.50</b>

DocuSigned by:  
**Signatures (or email approval):**

Bernie Jamero  
DocuSigned by:  
Purchaser/Requestor  
Ricnie Romero  
DocuSigned by:  
Administrator Approval (required)  
Latuelle Carter  
Audited By (optional)

10/20/2023

Date  
10/23/2023

Date  
10/20/2023

Date

☐ via email approval (see attached)



QUOTE #81377

Quote Issued: 07/23/2023  
Expiration: 08/31/2023  
School Year: 2024-2025  
Referral: Sales Rep  
School Start Date: 08/17

REQUESTER  
THAN SHORT  
CALIFORNIA ONLINE PUBLIC SCHOOLS  
33272 VALLE RD  
SAN JUAN CAPISTRANO, CA 92675  
tshort@californiaops.org  
209-432-9088

CONTACT US  
1140 N 1430 W Orem, UT 84057  
Phone: 866-311-8734 | Fax: 866-531-5589  
Email: orders@studiesweekly.com

REGIONAL MANAGER  
Cody Erickson  
cody.erickson@studiesweekly.com  
385-335-4885

ACCOUNT MANAGER  
Mindy Erickson  
mindy.erickson@studiesweekly.com

TERMS AND CONDITIONS  
Please visit  
<http://www.studiesweekly.com/legal/>  
to learn more about our legal terms.

Quote #

REQUIRED FOR SHIPPING

All fields required. Orders cannot be shipped until purchase order is received. Studies Weekly begins shipping materials in May for the applicable school year. Someone must be present to sign for the delivery.  
Disclaimer: If you did not designate your preference for partial or full shipped orders, all orders will default to partial shipping in mid-August.

Billing Name, Phone, Email (Billing contact if different than listed)

Billing PO #

Shipping Name, Phone, Email

Shipping Address (if different from listed)

REQUIRED: When are you NOT available to receive the materials?

☐ No shipping restrictions ☐ Exclusion Dates for receiving

REQUIRED: Would you like to receive your materials as they become available or would you like us to hold your order until all can be shipped together?

☐ Partial Ship ☐ Whole Ship

Authorized Signature

Date

By signing this quote you are agreeing to submit it as an order. All orders are subject to our terms and conditions found on <http://studiesweekly.com/legal>  
Occasionally, due to weather or other unforeseen circumstances, delivery may take longer than expected. However, you will have online access to your curriculum before that, depending on the time of year and if you roster your students.

Grade	SKU	Title	Class	Unit Price	Qty	Cost
Social Studies						
0	CASW0	California Studies Weekly: Together Now and Long Ago (Online Only)	12	\$7.95	450	\$3,577.50
1	CASW1	California Studies Weekly: My Place in Time and Space (Online Only)	13	\$7.95	500	\$3,975.00
2	CASW2	California Studies Weekly: People Who Make a Difference (Online Only)	13	\$7.95	400	\$3,180.00
3	CASW3	California Studies Weekly: Continuity and Change (Online Only)	11	\$7.95	400	\$3,180.00
4	CASW4	California Studies Weekly: A Changing State (Online C	11	\$7.95	500	\$3,975.00
5	CASW5	California Studies Weekly: U.S. History and Geography (Online Only)	12	\$7.95	500	\$3,975.00
Total						\$21862.5

ELA						
K	SWPK	Early Learning Studies Weekly (20 students) (Online O	4	\$75.00	4	\$300.00
Total						\$300

Sub Total: \$22,162.50  
Tax: \$0.00  
Shipping: \$0.00  
**Total: \$22,162.50**

Thank you,  
for your interest in Studies Weekly. If you are ready to purchase, please provide the information above and submit your order.



**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 43

**Date:** 10/20/2023

**Vendor Contact Name:** Marissa Geyer

**Vendor Phone Number:** 417-840-8895

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** mgeyer@discoveryed.com

**Vendor:** Discovery Education

**Address:** 4350 Congress St Ste 700

\_\_\_\_\_

**City:** Charlotte

**State:** NC

**Zip:** 28209-4953

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
Digital Bundle: • Discovery Education Experience Platform • Science Techbook • Pivot Interactives			\$23.95	3900	\$ 93,405.00
Curriculum Alignment • 4 Course Guides • Discovery Ed Platform, Science Techbook, & Pivot Interactives Alignment			\$8,000.00	4	\$ 32,000.00
Professional Learning • 12 Hour Virtual Session Package			\$8,400.00	1	\$ 8,400.00
Pricing based on Term Dates: July 1, 2024 – June 30, 2025					\$ -
					\$ -
<b>Order Total</b>					<b>\$133,805.00</b>

DocuSigned by:  
**Signatures (or email approval):**

Bernie Jamero

10/20/2023

DocuSigned by:  
**Purchaser/Requestor**

Richie Romero

Date  
10/23/2023

DocuSigned by:  
**Administrator Approval (required)**

Latellie Carter

Date  
10/20/2023

DocuSigned by:  
**Audited By (optional)**

Date

☐ via email approval (see attached)



# CALIFORNIA ONLINE PUBLIC SCHOOLS

## PARTNERSHIP PROPOSAL

July 25, 2023

Marissa Geyer

[mgeyer@discoveryed.com](mailto:mgeyer@discoveryed.com) | 417-840-8895

**Discovery Education**  
[www.DiscoveryEducation.com](http://www.DiscoveryEducation.com)

## Introduction

We're excited you're considering partnering with Discovery Education to support continuity of learning for your students in and out of the classroom. We share your passion for promoting a culture of innovation, collaboration, and academic excellence, and we look forward to working with you to build an effective partnership that empowers every educator and supports the success of every learner with Discovery Education.

We're fully committed to helping leaders, schools, and teachers as they rise to meet new challenges and strive to maintain continuous learning, which includes enriching instruction, increasing engagement, and ensuring equitable access for *all* learners in all circumstances.

The following proposal shares the details of our specific strategy, and we look forward to the opportunity to work as your partner and accomplish these goals together.

## About Discovery Education

Discovery Education is the worldwide edtech leader whose state-of-the-art digital platform supports learning wherever it takes place. Through our award-winning multimedia content, instructional supports, and innovative classroom tools, we are able to partner with districts, states and like-minded organizations to transform teaching and learning, empower educators with customized solutions, provide critical supports for our most vulnerable students, and create immersive equitable learning experiences to connect all students to the real world and position them for future success.

## Partnership Goals

Through implementation of this partnership plan, Discovery Education will support the California Online Public School's articulated goals of:

- **Equitable Student-Centered Offerings**
  - Provide a robust collection of high-quality, standards-aligned K-12 curricular resources spanning all subjects, grades, and interests.
  - Offer resources to promote literacy development by developing students' funds of knowledge.
  - Scalability to help educators reach all learners in any environment.
  - Support social-emotional learning (SEL) by providing tools and resources that promote the healthy well-being, mentally and physically, of all students.
  - Extend support for vulnerable populations such as English Language Learners (ELL) and Special Education students.
  - Provide resources for families, parents, and guardians to ensure engaging opportunities at home that are both intuitive and relevant.
- **Building Educator Capacity and Confidence**
  - Empower educators and leaders with instructional strategies, tools and resources to support their continuity of learning plans.
  - Develop educator capacity to provide effective teaching and learning in any environment (in-person, remote, and hybrid).
  - Provide tailored professional learning opportunities to meet varying needs and capabilities.
- **Infrastructure Integration**
  - Platform alignment with learning management systems and safe single-sign-on options.



## Partnership Resources & Support

Discovery Education's proposed scope of work is aligned to the above goals through the following resources.



**Our K-12 learning platform** provides useful teaching and assessment tools that give educators innovative ways to use amazing content every day, save time on tasks, and connect with each other for inspiration. Anytime, anywhere accessibility and curated collections of resources across all grade bands and subjects make learning both relevant and exciting while helping educators engage all students in instruction, in and out of the classroom.

Educators will find:

- Over 190,000 engaging, standards-aligned resources and vetted content.
- Timely, relevant content and ready-to-use activities for every class.
- Research-based instructional strategies and activity-building tools that drive creativity and collaboration.
- Assessment and Quiz tools to help teachers track student progress in real-time, take action to ensure student mastery, and check for understanding at strategic moments.
- Professional learning opportunities and on-demand support, as well as firsthand advice and best practices from a community of innovative educators.
- Equitable resources and student-centered support to differentiate lessons and reach all types of learners.
- A safe, flexible environment that is available anywhere, anytime, on any device for seamless transition between in-class, remote, or blended instruction.



**Discovery Education Science Techbook** is a dynamic and adaptable digital-first curriculum solution that sparks curiosity and drives active engagement in science with exclusive phenomena and interactive, high-quality content. Hands-on and virtual investigations, STEM activities bring the excitement of science to life, whether in person or at a distance. A variety of teacher supports are embedded throughout to save teachers time and support planning.



Discovery Education offers research-based, results-driven professional learning that is directly aligned to what teachers do in their classrooms, whether in person or online. Our innovative approach impacts multiple layers of the school system and provides educators with immersive experiences to bridge theory to practice. Because our approach is teacher-centered, we offer face-to-face and remote professional learning, ready-to-implement classroom application, as well as small group instructional support.

Discovery Education's innovative professional learning for **California Online Public School** will include just-in-time on-demand support and empowering, interactive sessions such as:

### **Comprehensive Training for Specific Resources and Needs**

Discovery Education product training provides a foundation of practical and functional use of both the K-12 platform and *Techbook(s)* in order to build teacher competency and comfort around effective resource usage in the classroom. Additionally, deeper professional learning gives educators practical strategies and inspirational pedagogy that can be used with Discovery Education resources so that educators can immediately transfer their learning to practice.

### **Remote Hourly Professional Learning**

Our hourly packages provide flexible professional learning options designed to have an immediate impact on instruction, and most importantly, student learning. Choose from our [catalogue of over 100 modules](#) to give teachers targeted learning they can immediately put into action. Our remote, one-hour sessions can provide up to 50 educators with immersive professional learning on a wide range of topics. Self-scheduling provides maximum flexibility and ownership to better meet the needs of the district, the school, and individual teachers' personal areas of growth. These packages expire after one calendar year and are paid up front.

Package	Price
4 Hours	\$3,000
12 Hours	\$8,400
36 Hours	\$18,000
48 Hours*	\$22,000

\*Purchase of the 48 hour package entitles the partner to an additional four (4) free hours, for a total of 52 hours.





California Online Public School teachers will have access to a global community of like-minded educators with the mission to improve education. The Discovery Educator Network (DEN) Community goes beyond simply sharing what works with Discovery Education resources, and instead focuses on enhancing overall practice. Teachers will be able to connect to other innovative educators at all levels, and leverage the best practices, ideas, and advice of leaders around the world.



Our **Partner Success Team** supports the successful launch, adoption, and implementation of the award-winning digital curriculum resources and professional learning services offered in partnership with Discovery Education. From technical integrations and set-up support to toolkits, guides and opportunities to connect to a global community of educators, the Partner Success team helps schools and school districts to maximize their investment and potential with Discovery Education resources.

## Partnership Investment Summary

**\*Return by January 5<sup>th</sup>, 2024 for early activation & scheduling of professional learning.**

Solutions	# of Students/ Sessions	Per Student/Session Rates	Total Investment (1 year)
<b>Digital Bundle:</b> <ul style="list-style-type: none"> <li>Discovery Education Experience Platform</li> <li>Science Techbook</li> <li>Pivot Interactives</li> </ul>	3900 students	\$23.95 per student per year	\$93,405.00
<b>Curriculum Alignment</b> <ul style="list-style-type: none"> <li>4 Course Guides</li> <li>Discovery Ed Platform, Science Techbook, &amp; Pivot Interactives Alignment</li> </ul>	4 Courses	\$8,000.00*	\$32,000.00*
<b>Professional Learning</b> <ul style="list-style-type: none"> <li>12 Hour Virtual Session Package</li> </ul>	12 Hours/ Sessions	\$8,400.00 Per package	\$8,400.00
<b>Total Investment: \$133,805.00</b>			

*\*Curriculum Alignment pricing can vary depending on the scope of work. This is an approximate estimate and will confirm once completing the scope of work.*

**Pricing based on Term Dates: July 1, 2024 – June 30, 2025**

## Terms

1. Upon award of this proposal, Discovery Education will provide a Subscriber Agreement to California Online Public School that must be signed before Discovery Education services will be provided.
2. This offer is valid for 60 days from July 24, 2023. The terms and conditions set forth herein shall not be binding on either party until such time as the parties enter into and execute a Subscriber Agreement.
3. Any rates, fees, or prices offered or proposed in connection with a multiple-year agreement are subject to the execution of a multiple-year agreement between California Online Public School and Discovery Education, such agreement not to include any right or option to terminate due to lack of funding or budget.
4. This proposal is for discussion purposes only. The terms contained herein are non-binding and nothing herein is intended to constitute an agreement between the parties. The terms herein are confidential and may not be disclosed without written consent of Discovery Education.
5. Hourly Professional Development Sessions are paid upfront and are due and payable 30 days after receipt of the invoice. If Subscriber fails to use all of the Hourly Professional Learning Sessions by the end of the Term, then Subscriber shall not be permitted to use the remaining sessions after the Term has ended. Any unused Sessions will not be refunded.

## Your Discovery Education Team

**Marissa Geyer**

Partner Development

Manager

mgeyer@discoveryed.com

417-840-8895

**Kristen Olson**

Vice President, Partner

Success

kolson@discoveryed.com

202-412-5709

**Thank You!**



**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 44

**Date:** 10/20/2023

**Vendor Contact Name:** Sarah Thompson

**Vendor Phone Number:** (800) 269-6311

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** sthompson@vistahigherlearning.com

**Vendor:** Vista Higher Learning

**Address:** 500 Boylston Street, Suite 620

**City:** Boston

**State:** MA

**Zip:** 02116

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
Bridges 2023 Supersite Plus + OnlineWorkbook(1 year license)	2308129710	978-1-54337-597-8	\$44.95	90	\$ 4,045.50
Connect 2022 Supersite Plus + Online Workbook(1 year license)	2308129710	978-1-54337-627-2	\$39.95	75	\$ 2,996.25
Get Ready 6-12 Prime(1 year license) + Get Reading Supersite Plus(1 year license)	2308129710	978-1-54337-737-8	\$84.95	20	\$ 1,699.00
Get Ready 1-6 Supersite Plus + OnlWorkbook + Get Reading Supersite Plus(1 year license)	2308129710	978-1-54338-338-6	\$59.95	30	\$ 1,798.50
Senderos 2023 PRIME(1 year license)	2308129710	978-1-54337-833-7	\$44.95	2000	\$ 89,900.00
					\$ -
					\$ -
<b>Order Total</b>					<b>\$100,439.25</b>

DocuSigned by:  
**Signatures (or email approval):**

Bernie Jamero 10/20/2023

Purchaser/Requestor Date

Richie Romero 10/23/2023

Administrative Approval (required) Date

Latellie Carter 10/20/2023

Audited By (optional) Date

☐ via email approval (see attached)



## COST PROPOSAL

Quote Prepared On August 1, 2023  
 Quote Valid Through October 15, 2023  
 Quote No. 2308129710  
 Version No. 4

### Prepared For

Leslie Dombek  
 California Online Public Schools  
 33272 Valle Rd  
 San Juan Capistrano, CA 92675

### Prepared By

Sarah Thompson  
 sthompson@vistahigherlearning.com  
 Vista Higher Learning  
 500 Boylston St, Suite 620  
 Boston, MA 02116-3736

### Bridges 2023

Qty	Item Number	Description	Unit Price	Total Value	Total Cost
90	978-1-54337-597-8	Bridges 2023 Supersite Plus + OnlineWorkbook(1 year license)	\$44.95	\$4,045.50	\$4,045.50

### Connect 2022

Qty	Item Number	Description	Unit Price	Total Value	Total Cost
75	978-1-54337-627-2	Connect 2022 Supersite Plus + Online Workbook(1 year license)	\$39.95	\$2,996.25	\$2,996.25

### Get Ready

Qty	Item Number	Description	Unit Price	Total Value	Total Cost
20	978-1-54337-737-8	Get Ready 6-12 Prime(1 year license) + Get Reading Supersite Plus(1 year license)	\$84.95	\$1,699.00	\$1,699.00

### Get Ready Sail / Soar

Qty	Item Number	Description	Unit Price	Total Value	Total Cost
30	978-1-54338-338-6	Get Ready 1-6 Supersite Plus + OnlWorkbook + Get Reading Supersite Plus(1 year license)	\$59.95	\$1,798.50	\$1,798.50

### Senderos 2023

Qty	Item Number	Description	Unit Price	Total Value	Total Cost
2,000	978-1-54337-833-7	Senderos 2023 PRIME(1 year license)	\$44.95	\$89,900.00	\$89,900.00

<b>Total Cost</b>	\$100,439.25
<b>Est. Shipping (Flat Rate)</b>	\$0.00
<b>Est. Grand Total Cost</b>	<b>\$100,439.25</b>

### Ordering Instructions



## COST PROPOSAL

Quote Prepared On August 1, 2023  
 Quote Valid Through October 15, 2023  
 Quote No. 2308129710  
 Version No. 4

- Purchase Orders will be processed upon receipt and will be invoiced for the full "Total Cost" amount as shown above as well as the actual final Shipping charges required for your shipment, where applicable. Please note that the "Est. Shipping" amount shown above is an estimate only and may be different than the final charges applied.
- When submitting your Purchase Order, please be sure to attach:
  - A copy of this Quote
  - If applicable, a copy of your signed and dated tax exemption certificate
- To place your order, please contact Customer Support:

**Vista Higher Learning**  
 500 Boylston Street, Suite 620  
 Boston, MA 02116  
**Email:** [orders@vistahigherlearning.com](mailto:orders@vistahigherlearning.com)  
**Phone:** (800) 269-6311, option 3  
**Fax:** (617) 426-5215

### Terms of Purchase

By accepting a Quote, initiating a Purchase Order to us, entering into a separate agreement with us, and/or ordering online content, you are agreeing to these Terms of Purchase. The Vista Higher Learning Terms of Purchase shall govern all sales of materials and online content and shall supersede any and all terms and conditions attached to your Purchase Orders and/or any other document that you present to Vista Higher Learning, which shall be considered as a confirmation only and the terms and conditions shall in no way amend, prevail over, supplement or supersede any term or condition hereof.

- **Terms of Use:** All sales of Vista Higher Learning materials and online content are expressly made subject to the Vista Higher Learning Terms of Use: [https://www.vhcentral.com/terms\\_of\\_use](https://www.vhcentral.com/terms_of_use).
- **Return Policy:** Returns of Vista Higher Learning materials and online content are subject to the Vista Higher Learning Return Policy: <https://vistahigherlearning.com/return-policy>.
- **Tax:** Prices included within this Quote are exclusive of all applicable taxes, which are the responsibility of the Customer. Customer must provide documentation of tax-exempt status, if applicable.
- **Subscription Term:** For digital product license purchases, the duration of access being purchased based on the product license selection outlined in the Quote above will be considered the Subscription Term.
- **Term Dates:** Subscription Terms are aligned to an academic year calendar and will start as of the next upcoming academic year following the receipt of a Purchase Order, unless otherwise requested by Customer. All product licenses will have the same start and end dates aligned with the Subscription Term.
- **Unused Licenses:** All product licenses must be used within the purchased Subscription Term. Unused licenses during the purchased Subscription Term are not refundable or eligible for credit.
- **Licensing Add-ons:** If purchasing additional license quantities and/or licensing level upgrades to be added onto an existing base of product licenses, the additional quantities and/or upgrades will be applied beginning with the currently active Subscription Term, unless otherwise requested by Customer. All product licenses must maintain the same start and end dates aligned with the Subscription Term, with any additional quantities and/or upgrades matching the current expiration date of the existing Subscription Term in place.

**Thank you for your business!**



## **COST PROPOSAL**

Quote Prepared On August 1, 2023  
Quote Valid Through October 15, 2023  
Quote No. 2308129710  
Version No. 4



**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 47

**Date:** 10/20/2023

**Vendor Contact Name:** Jessica Kaminski

**Vendor Phone Number:** 914-332-8888

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** jessicakaminski@marshallcavendish.com

**Vendor:** Marshall Cavendish

**Address:** 800 Westchester Ave. Suite N-641

**City:** Rye Brook

**State:** NY

**Zip:** 10573

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
Grade K Primary Math 2022 Edition			\$49,542.00	1	\$ 49,542.00
Grade 1 Primary Math 2022 Edition			\$54,943.00	1	\$ 54,943.00
Grade 2 Primary Math 2022 Edition			\$44,763.00	1	\$ 44,763.00
Grade 3 Primary Math 2022 Edition			\$44,539.00	1	\$ 44,539.00
Grade 4 Primary Math 2022 Edition			\$54,321.00	1	\$ 54,321.00
Grade 5 Primary Math 2022 Edition			\$54,632.00	1	\$ 54,632.00
Primary Math Manipulatives Grade K			\$10,800.00	1	\$ 10,800.00
Primary Math Manipulatives Grade 1			\$16,375.00	1	\$ 16,375.00
Primary Math Manipulatives Grade 2			\$14,300.00	1	\$ 14,300.00
Primary Math Manipulatives Grade 3			\$12,100.00	1	\$ 12,100.00
Primary Math Manipulatives Grade 4			\$13,625.00	1	\$ 13,625.00
Primary Math Manipulatives Grade 5			\$13,000.00	1	\$ 13,000.00
Video Library			\$6,375.00	1	\$ 6,375.00
Primary Math Shipping Manipulatives Grade K			\$4,050.00	1	\$ 4,050.00
Primary Math Shipping Manipulatives Grade 1			\$4,500.00	1	\$ 4,500.00
Primary Math Shipping Manipulatives Grade 2			\$3,600.00	1	\$ 3,600.00



Primary Math Shipping Manipulatives Grade 3			\$3,600.00	1	\$ 3,600.00
Primary Math Shipping Manipulatives Grade 4			\$4,500.00	1	\$ 4,500.00
Primary Math Shipping Manipulatives Grade 5			\$4,500.00	1	\$ 4,500.00
***Please see attached quote for more details***					\$ -
Order Total					\$414,065.00

DocuSigned By: Signatures (or email approval):

Bernie Jamero

10/20/2023

Purchaser/Requestor

Date

Rubin Romero

10/23/2023

☐ via email approval (see attached)

Administrator Approval (required)

Date

Latuelle Carter

10/23/2023

Audited By (optional)

Date

California Online Public Schools				
Number of Sections in Each Grade				
Number of Sections in Kindergarten:	12			
Number of Sections in Grade 1:	13			
Number of Sections in Grade 2:	13			
Number of Sections in Grade 3:	11			
Number of Sections in Grade 4:	11			
Number of Sections in Grade 5:	11			
Title	ISBN	Quantity	Price	Total
G R A D E K Primary Math 2022 Edition				
Primary Math Student Book Kindergarten A	9789814911344	450	\$12.95	\$5,827.50
Primary Math Student Book Kindergarten B	9789814911351	450	\$12.95	\$5,827.50
Primary Math Additional Practice Kindergarten A	9789814911542	450	\$12.95	\$5,827.50
Primary Math Additional Practice Kindergarten B	9789814911559	450	\$12.95	\$5,827.50
Primary Math Mastery and Beyond Kindergarten A	9789814911740		\$12.95	\$0.00
Primary Math Mastery and Beyond Kindergarten B	9789814911757		\$12.95	\$0.00
Primary Math Teacher's Guide Kindergarten A	9789814911948	12	\$56.00	\$672.00
Primary Math Teacher's Guide Kindergarten B	9789814911955	12	\$56.00	\$672.00
Primary Mathematics Home Instructor's Guide Kinder A	9789814913140	450	\$25.00	\$11,250.00
Primary Mathematics Home Instructor's Guide Kinder B	9789814913157	450	\$25.00	\$11,250.00
Primary Math Assessment Guide Teacher Edition Gr K	9789814913348	12	\$20.00	\$240.00
Knowledgehook Gr K (\$179 per classroom / per year)		12	\$179.00	\$2,148.00
Knowledgehook Premium Gr K (\$199 per classroom / per year)			\$199.00	\$0.00
G R A D E 1 Primary Math 2022 Edition				
Primary Math Student Book 1A	9789814911368	500	\$12.95	\$6,475.00
Primary Math Student Book 1B	9789814911375	500	\$12.95	\$6,475.00
Primary Math Additional Practice 1A	9789814911566	500	\$12.95	\$6,475.00
Primary Math Additional Practice 1B	9789814911573	500	\$12.95	\$6,475.00
Primary Math Mastery and Beyond 1A	9789814911764		\$12.95	\$0.00
Primary Math Mastery and Beyond 1B	9789814911771		\$12.95	\$0.00
Primary Math Teacher's Guide 1A	9789814911962	13	\$56.00	\$728.00

Primary Math Teacher's Guide 1B	9789814911979	13	\$56.00	\$728.00
Primary Mathematics Home Instructor's Guide 1A	9789814913164	500	\$25.00	\$12,500.00
Primary Mathematics Home Instructor's Guide 1B	9789814913171	500	\$25.00	\$12,500.00
Primary Math Assessment Guide Teacher Edition Gr 1	9789814913362	13	\$20.00	\$260.00
Knowledgehook Gr 1 (\$179 per classroom / per year)		<b>13</b>	\$179.00	\$2,327.00
Knowledgehook Premium Gr 1 (\$199 per classroom / per year)			\$199.00	\$0.00
<b>G R A D E 2 Primary Math 2022 Edition</b>				
Primary Math Student Book 2A	9789814911382	400	\$12.95	\$5,180.00
Primary Math Student Book 2B	9789814911399	400	\$12.95	\$5,180.00
Primary Math Additional Practice 2A	9789814911580	400	\$12.95	\$5,180.00
Primary Math Additional Practice 2B	9789814911597	400	\$12.95	\$5,180.00
Primary Math Mastery and Beyond 2A	9789814911788		\$12.95	\$0.00
Primary Math Mastery and Beyond 2B	9789814911795		\$12.95	\$0.00
Primary Math Teacher's Guide 2A	9789814911986	13	\$56.00	\$728.00
Primary Math Teacher's Guide 2B	9789814911993	13	\$56.00	\$728.00
Primary Mathematics Home Instructor's Guide 2A	9789814913188	400	\$25.00	\$10,000.00
Primary Mathematics Home Instructor's Guide 2B	9789814913195	400	\$25.00	\$10,000.00
Primary Math Assessment Guide Teacher Edition Gr 2	9789814913386	13	\$20.00	\$260.00
Knowledgehook Gr 2 (\$179 per classroom / per year)		<b>13</b>	\$179.00	\$2,327.00
Knowledgehook Premium Gr 2 (\$199 per classroom / per year)			\$199.00	\$0.00
<b>G R A D E 3 Primary Math 2022 Edition</b>				
Primary Math Student Book 3A	9789814911405	400	\$12.95	\$5,180.00
Primary Math Student Book 3B	9789814911412	400	\$12.95	\$5,180.00
Primary Math Additional Practice 3A	9789814911603	400	\$12.95	\$5,180.00
Primary Math Additional Practice 3B	9789814911610	400	\$12.95	\$5,180.00
Primary Math Mastery and Beyond 3A	9789814911801		\$12.95	\$0.00
Primary Math Mastery and Beyond 3B	9789814911818		\$12.95	\$0.00
Primary Math Teacher's Guide 3A	9789814913003	11	\$56.00	\$616.00
Primary Math Teacher's Guide 3B	9789814913010	11	\$56.00	\$616.00
Primary Mathematics Home Instructor's Guide 3A	9789814913201	400	\$25.00	\$10,000.00
Primary Mathematics Home Instructor's Guide 3B	9789814913218	400	\$25.00	\$10,000.00
Primary Math Assessment Guide Teacher Edition Gr 3	9789814913409	13	\$20.00	\$260.00
Knowledgehook Gr 3 (\$179 per classroom / per year)		<b>13</b>	\$179.00	\$2,327.00
Knowledgehook Premium Gr 3 (\$199 per classroom / per year)			\$199.00	\$0.00

<b>G R A D E 4 Primary Math 2022 Edition</b>				
Primary Math Student Book 4A	9789814911429	500	\$12.95	\$6,475.00
Primary Math Student Book 4B	9789814911436	500	\$12.95	\$6,475.00
Primary Math Additional Practice 4A	9789814911627	500	\$12.95	\$6,475.00
Primary Math Additional Practice 4B	9789814911634	500	\$12.95	\$6,475.00
Primary Math Mastery and Beyond 4A	9789814911825		\$12.95	\$0.00
Primary Math Mastery and Beyond 4B	9789814911832		\$12.95	\$0.00
Primary Math Teacher's Guide 4A	9789814913027	11	\$56.00	\$616.00
Primary Math Teacher's Guide 4B	9789814913034	11	\$56.00	\$616.00
Primary Mathematics Home Instructor's Guide 4A	9789814913225	500	\$25.00	\$12,500.00
Primary Mathematics Home Instructor's Guide 4B	9789814913232	500	\$25.00	\$12,500.00
Primary Math Assessment Guide Teacher Edition Gr 4	9789814913423	11	\$20.00	\$220.00
Knowledgehook Gr 4 (\$179 per classroom / per year)		<b>11</b>	\$179.00	\$1,969.00
Knowledgehook Premium Gr 4 (\$199 per classroom / per year)			\$199.00	\$0.00
<b>G R A D E 5 Primary Math 2022 Edition</b>				
Primary Math Student Book 5A	9789814911443	500	\$12.95	\$6,475.00
Primary Math Student Book 5B	9789814911450	500	\$12.95	\$6,475.00
Primary Math Additional Practice 5A	9789814911641	500	\$12.95	\$6,475.00
Primary Math Additional Practice 5B	9789814911658	500	\$12.95	\$6,475.00
Primary Math Mastery and Beyond 5A	9789814911849		\$12.95	\$0.00
Primary Math Mastery and Beyond 5B	9789814911856		\$12.95	\$0.00
Primary Math Teacher's Guide 5A	9789814913041	12	\$56.00	\$672.00
Primary Math Teacher's Guide 5B	9789814913058	12	\$56.00	\$672.00
Primary Mathematics Home Instructor's Guide 5A	9789814913249	500	\$25.00	\$12,500.00
Primary Mathematics Home Instructor's Guide 5B	9789814913256	500	\$25.00	\$12,500.00
Primary Math Assessment Guide Teacher Edition Gr 5	9789814913447	12	\$20.00	\$240.00
Knowledgehook Gr 5 (\$179 per classroom / per year)		<b>12</b>	\$179.00	\$2,148.00
Knowledgehook Premium Gr 5 (\$199 per classroom / per year)			\$199.00	\$0.00
<b>G R A D E 6 Primary Math 2022 Edition</b>				
Primary Math Student Book 6A	9789815028751		\$12.95	\$0.00
Primary Math Student Book 6B	9789815028768		\$12.95	\$0.00
Primary Math Additional Practice 6A	9789815028775		\$12.95	\$0.00
Primary Math Additional Practice 6B	9789815028782		\$12.95	\$0.00
Primary Math Teacher's Guide 6A	9789815028799		\$56.00	\$0.00

Primary Math Teacher's Guide 6B	9789815028805		\$56.00	\$0.00
Primary Mathematics Home Instructor's Copy 6A	9789815071313		\$25.00	\$0.00
Primary Mathematics Home Instructor's Copy 6B	9789815071320		\$25.00	\$0.00
Knowledgehook Gr 6 (\$179 per classroom / per year)			\$179.00	\$0.00
Knowledgehook Premium Gr 6 (\$199 per classroom / per year)			\$199.00	\$0.00
<b>Additional Primary Math Supplements</b>				
Singapore Math Fact Fluency Grade K (minimum of 10)	9789814736336		\$9.99	\$0.00
Singapore Math Fact Fluency Grade 1 (minimum of 10)	9789814736343		\$9.99	\$0.00
Singapore Math Fact Fluency Grade 2 (minimum of 10)	9789814736350		\$9.99	\$0.00
Singapore Math Fact Fluency Grade 3 (minimum of 10)	9789814736367		\$9.99	\$0.00
Singapore Math Fact Fluency Grade 4 (minimum of 10)	9789814736374		\$9.99	\$0.00
Singapore Math Fact Fluency Grade 5 (minimum of 10)	9789814736381		\$9.99	\$0.00

## Shipping Manipulatives

Primary Math Manipulatives Grade K (\$9/student) Shipping	56321	450	24	\$10,800.00	\$4,050.00
Primary Math Manipulatives Grade 1 (\$9/student) Shipping	563211	500	32.75	\$16,375.00	\$4,500.00
Primary Math Manipulatives Grade 2 (\$9/student) Shipping	563212	400	35.75	\$14,300.00	\$3,600.00
Primary Math Manipulatives Grade 3 (\$9/student) Shipping	563213	400	30.25	\$12,100.00	\$3,600.00
Primary Math Manipulatives Grade 4 (\$9/student) Shipping	563214	500	27.25	\$13,625.00	\$4,500.00
F Primary Math Manipulatives Grade 5 (\$9/student) Shipping	563215	500	26	\$13,000.00	\$4,500.00
Video Library		75	85	\$6,375.00	
			Subtotal	\$389,315.00	Total \$24,750
Free continental US shipping on orders of \$100 or more. Sales tax will be added to invoice where required by law. Other countries please e-mail customerservice@marshallcavendish.com or call for shipping charges.			Shipping	\$38,931.50	
			shipping Discount	<u><u>-\$38,931.50</u></u>	

Shipping Manipulatives

\$24,750.00

**Total      \$414,065.00**

<b>Authorized School Signature:</b>	
<b>Please Print/Type:</b>	
<b>Title:</b>	
<b>Date:</b>	

**Payment Terms - INVOICED WHEN SHIPPED**

**School Orders:** School orders are accepted two ways

- Authorized purchase order
- Authorized Marshall Cavendish Order Form (subject to Marshall Cavendish Education approval)

**Pre-Paid Orders:**

- Please contact customersevice@marshallcavendish.com

**Terms:**

- Net 30 days from invoice date, subject to credit approval. Finance charges on late payments
- Prices and components subject to change without notice.
- We cannot be held responsible for typographical errors.

We do not accept returns or offer exchanges. If you receive a product with a defect or damage that has rendered it unusable (missing pages, severe printing defects, etc.), please contact customer service immediately (customerservice@marshallcavendish.com).



**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 48

**Date:** 10/23/2023

**Vendor Contact Name:** Elizabeth Perry

**Vendor Phone Number:** (302) 547-3000

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** eperry@teachtown.com

**Vendor:** Jigsaw Learning dba TeachTown

**Address:** 2 Constitution Way

\_\_\_\_\_



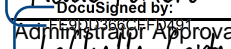

**City:** Woburn

**State:** MA

**Zip:** 01801

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
Licenses: enCORE K-12 Student Subscription Package	15848	ENC0265	\$365.00	289	\$ 105,485.00
Licenses: enCORE K-12 Student Subscription Package - Prorated 2/20/24-6/30/24	15848	ENC0265	\$152.08	289	\$ 43,951.12
enCORE Training Series (101, 102, 103)	15848		\$5,000.00	1	\$ 5,000.00
enCORE 101 Training	15848		\$1,667.00	1	\$ 1,667.00
Intervention Training (Basics, SS, T2A)	15848		\$800.00	3	\$ 2,400.00
					\$ -
					\$ -

**Signatures (or email approval):**

DocuSigned by:  
  
DocuSigned by:  
  
DocuSigned by:  
  
DocuSigned by:  


10/23/2023

Date  
10/23/2023

Date  
10/23/2023

Date

**Order Total**

**\$158,503.12**

☐ via email approval (see attached)



**California Connections Academy**  
**Student Equity Proposal**  
**October 6, 2023**

**Quote #15848**

**3-Year Term Projection**

Category	Description	Product Code	Qty	Rate†	2023-24	2024-25	2025-26
Licenses	enCORE K-12 Student Subscription Package	ENC0265	289	\$ 365.00	\$ 105,485.00	\$ 105,485.00	\$ 105,485.00
	enCORE K-12 Student Subscription Package - Prorated 2/20/24-6/30/24	ENC0265	289	\$ 152.08	\$ 43,951.12		
Training	enCORE Training Series (101, 102, 103)		1	\$5,000	\$ 5,000.00	TBD	TBD
	enCORE 101 Training		1	\$1,667	\$ 1,667.00	\$ -	\$ -
	Intervention Training (Basics, SS, T2A)		3	\$800	\$ 2,400.00	TBD	TBD
SubTotal					\$ 158,503.12	\$ 105,485.00	\$ 105,485.00

Sales Tax (Shippables Only) \$ -

Total **\$ 158,503.12**

\*Please refer to the TeachTown Physical Goods Inventory for a detailed list by grade band.

Please Remit To:

Jigsaw Learning dba TeachTown

2 Constitution Way

Woburn, MA 01801





**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 49

**Date:** 10/23/2023

**Vendor Contact Name:** Shannon Murphy

**Vendor Phone Number:** (407) 212-1866

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** mmurphy@flexpointeducation.com

**Vendor:** Florida Virtual School

**Address:** 5422 Carrier Drive, Suite 201

\_\_\_\_\_

**City:** Orlando

**State:** FL

**Zip:** 32819

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
Client Hosted Per Enrollment License	00012263		\$84.95	2300	\$195,385.00
Consultative Services - General	00012263		\$199.00	2	\$398.00
Digital Art Imaging I v22 NH Course Access	00012263		\$500.00	1	\$500.00
MS Visual Art I v21 NH Course Access	00012263		\$500.00	1	\$500.00
MS Visual Art II v21 NH Course Access	00012263		\$500.00	1	\$500.00
Training Webinar Per Hour	00012263		\$450.00	2	\$900.00
					\$0.00
<b>Order Total</b>					<b>\$198,183.00</b>

DocuSigned by:  
**Signatures (or email approval):**  
Bernie Romero 10/23/2023  
DocuSigned by:  
Purchaser/Requestor 10/23/2023  
DocuSigned by:  
Administrator Approval (required) 10/23/2023  
DocuSigned by:  
Audited By (optional) \_\_\_\_\_

☐ via email approval (see attached)



# QUOTE

This is not an invoice

Company Name Florida Virtual School  
 Company Address 5422 Carrier Drive, Suite 201  
 Orlando, Florida 32819  
 United States  
 Remit To Florida Virtual School  
 P.O. Box 737413  
 Dallas, TX 75373-7413

Created Date 8/1/2023  
 Expiration Date 8/31/2023  
 Quote Number 00012263

Prepared By Shannon Murphy  
 Phone (407) 212-1866  
 Email mmurphy@flexpointeducation.com

Account Name California Online Public Schools

Product	Quantity	Sales Price	Total Price
Client Hosted Per Enrollment License	2,300.00	\$84.95	\$195,385.00
Consultative Services - General	2.00	\$199.00	\$398.00
Digital Art Imaging I v22 NH Course Access	1.00	\$500.00	\$500.00
MS Visual Art I v21 NH Course Access	1.00	\$500.00	\$500.00
MS Visual Art II v21 NH Course Access	1.00	\$500.00	\$500.00
Training Webinar Per Hour	2.00	\$450.00	\$900.00

Grand Total \$198,183.00

**Please make PO out to Florida Virtual School and send to info@flexpointeducation.com.**

\*This is a price quotation for customer's convenience only and not an offer to contract. All quotations are subject to review and final acceptance by a duly authorized representative of Florida Virtual School ("FLVS") at its offices. Not responsible for typographical or other errors. FLVS's standard terms and conditions will apply to any order.

\*\*This course is not yet available for delivery. Please contact your FlexPoint representative for estimated delivery dates.

Any pricing in this quotation is exclusive of any applicable sales, use or other similar taxes or duties. The customer is responsible for any such taxes or duties.

## Payment/Pricing Information

Please make PO out to Florida Virtual School and send to info@flexpointeducation.com. If paying via another method, please contact your sales representative for an invoice.

## Client Hosted Per Enrollment Terms

### Type of License:

• **Client Hosted Per Enrollment:** Under the Client Hosted Per Enrollment License an "enrollment" is defined as a student who has been enrolled in a single course for 14 days or has completed at least 15% of the course, whichever occurs first. Example: A student who is enrolled in 3 courses would be considered 3 enrollments.

### Terms and Restrictions:

- Course materials are NOT included. Please see your FlexPoint representative for a list of applicable materials.
- Instruction provided by customer.

**IMPORTANT:** By issuing a Purchase Order, remitting payment, and/or accessing the licensed product quoted in this proposal, Customer is agreeing to be bound by the terms and restrictions detailed in this quote and to the Terms and Conditions for Use of FLVS Licensed Product(s). A copy of the Terms and Conditions for Use of FLVS Licensed Product(s) can be found at <https://www.flexpointeducation.com/termsandconditions> Powered by BoardOnTrack



## QUOTE

This is not an invoice

- eTeacher's Guides are included. (\*Guides may not be available for all courses)
- Courses may be modified and/or customized by customer.
- Some courses may not be available in this model. Please see your FlexPoint representative for details.
- Support for the licensed courses is included with annual enrollment fees.
- The delivery of assessments, discussion prompts, and FlexPoint hosted course content links to customer's FlexPoint-approved Learning Management System (LMS) will be performed for an additional course access fee.
- Customers with a current annual license may be eligible to receive new course versions. Please see your FlexPoint representative for details.
- FlexPoint-approved LMS and versions include Blackboard 9.1, Ultra; Agilix Buzz, Canvas, Desire2Learn 9.x, 10.x; Brightspace v20; Moodle 3.1, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 4.0, 4.1, 4.2; Schoology, Moodlerooms 3.7.
- **Overages ("Additional Usage"):** Customer is financially responsible for overages. An overage is any enrollment used in excess of the number purchased at the beginning of or during the term of the license. Customer is required to provide all information requested within ten business days of FlexPoint's request for course usage information. If Customer fails to provide the information requested within ten business days, FlexPoint may suspend access to course content until such information is received. Please note that suspension may result in permanent loss of student data.
- **Course Customization:** Course customization may be defined as, but is not limited in definition to, the combining of course content from two or more FlexPoint or FlexPoint-provided courses. Combination of two or more FlexPoint courses or FlexPoint-provided course content is not allowed in a per enrollment license. Third-party course content provided by FlexPoint, including but not limited to Mawi Learning courses, etc., may not be customized or used in other course customizations. Please see your FlexPoint representative for more information about possible course customization fees and a list of third-party courses before creating or enrolling students in customized course content.

### Length of Term:

- The Client Hosted Per Enrollment License is an annual renewable license. Customer will have license to utilize the licensed courseware for 12 months from the date access is granted.

### **Add-On Unlock**

#### Definitions:

- State-Specific Content – Delivery of state-specific content in lessons and specific assessments.
- Single Lesson Navigation – Provides FlexPoint-prescribed lesson numbering. Prohibits students from navigating between lessons.
- Module and Lesson Number Removal – FlexPoint-prescribed lesson and module numbers will be removed from the content and assessments.
- Unlock features may not be available in some courses. Please see your FlexPoint representative for details.

### **Add-On Rush Load**

#### Terms and Restrictions:

Rush load delivery date is an estimate. Actual date of course delivery is dependent on customer providing required information by FlexPoint-assigned deadlines.

### **Add-On Early Access**

#### Terms and Restrictions:

Early Access provides customer with access to FlexPoint-provided content for the sole purpose of customer-provided instructor training and set up of domain and courses in preparation for the coming license period. Enrollment of students is NOT permitted during the Early Access period. If customer enrolls students during Early Access, standard enrollment fees will apply. Please see your FlexPoint representative for details.

### Length of Term:

- The Early Access License is limited to the time period indicated on this quote.

### **Add-On Professional Development/Training Terms**

#### Training Types:

- FlexPoint Hosted PD Courses - includes the use of the LMS (Buzz) to access the PD Course.
- Face-to-Face Training - consists of six (6) hours per day of training in one specified training location.
- Live Webinars - scheduled in one (1) hour increments and includes a link to the recording as long as the customer maintains an active license.
- On-Demand Webinars - access to individual on-demand recordings.

#### Terms and Restrictions:

- For online delivery of training, a PO must be provided no less than two business days prior to the scheduled training.
- For in person delivery of training, a PO must be provided no less than 10 business days prior to the scheduled training.
- Each live webinar attendee must have access to his or her own device for the entire training.
- Requests to reschedule a Live Webinar must be sent in writing to customer's account team no later than 24 hours before the scheduled start

**IMPORTANT: By issuing a Purchase Order, remitting payment, and/or accessing the licensed product quoted in this proposal, Customer is agreeing to be bound by the terms and restrictions detailed in this quote and to the Terms and Conditions for Use of FLVS Licensed Product(s). A copy of the Terms and Conditions for Use of FLVS Licensed Product(s) can be found at <https://www.flexpointeducation.com/termsandconditions>** Powered by BoardOnTrack



## QUOTE

This is not an invoice

time. FlexPoint will provide available dates on which the training may be rescheduled.

- FlexPoint live webinar training is provided through Zoom.
- Any material change to a Live Webinar including, but not limited to, attendee count, topic, and/or training platform (i.e., Zoom, Microsoft Teams, etc.) within 10 business days of scheduled training date may require FlexPoint to reschedule the training to a later date. Additional fees may apply.
- Customers who do not attend a scheduled Live Webinar will not be entitled to a refund or a rescheduled training date.
- On-Demand Webinars are non-refundable.

#### Length of Term:

- FlexPoint Hosted PD Courses include access to the content for 12 months from the date access is granted.
- All other Professional Development/Training services such as Face-to-Face and Live Webinars must be scheduled and delivered within 12 months of purchase.

#### **Add-On Consultative Services Terms**

##### Terms and Restrictions:

- Unless otherwise stated by the order documentation, Consultative Services are charged by the hour, or by the day in the case of face to face consultation, for actual work performed in relation to the agreed upon services. This includes but may not be limited to requirement gathering, preparation time, and actual delivery of services or findings to customer.
- Unless otherwise stated by the order documentation, Consultative Service hours will be pre-purchased by the customer and can be used upon no less than 5 business days advance notice to customer's FlexPoint contact.
- Once hours are depleted, customer will be notified and offered the option of purchasing additional hours.
- Consultative services do not include access to FlexPoint courses.

##### Length of Term:

- Consultative Service hours must be used within 12 months of purchase.



**California Online  
Public Schools**

## 2023-2024 PURCHASE ORDER

**California Online Public Schools**

*dba California Connections Academy Southern California*

33272 Valle Road, San Juan Capistrano, CA 92675

(949) 461-1667 Phone (949) 240-7895 Fax

**Purchase Order Number:** 2023 - 24 - 50

**Date:** 10/23/2023

**Vendor Contact Name:** Brian Snyder

**Vendor Phone Number:** (602) 501-9198

**Vendor Fax Number:** \_\_\_\_\_

**Email P.O. to vendor?** ☒ Yes ☐ No

**Vendor Email:** brian@schoolsplp.com

**Vendor:** SchoolsPLP

**Address:** 24 W. Camelback Road Suite A-422,

\_\_\_\_\_

**City:** Phoenix

**State:** AZ

**Zip:** 85013

Product/Description	Sales Quote#	Item #	Cost	Qty	Total Cost
SchoolsPLP Enrolled User Licenses (150+)	#100868		\$230.00	460	\$105,800.00
SchoolsPLP SetUp, Training, Support	#100868		\$1,200.00	1	\$1,200.00
<b>Order Total</b>					<b>\$107,000.00</b>

DocuSigned by:  
**Signatures (or email approval):**

DocuSigned by:  
Bernie Jamero  
815034179246444  
Purchaser/Requestor  
Rickie Romero  
FF000366CFFD401  
Administrator Approval (required)  
Lathelle Carter  
8370507000471  
Audited By (optional)

10/23/2023

Date  
10/23/2023

Date  
10/23/2023

Date

☐ via email approval (see attached)



# SchoolsPLP

## Personalized Learning At Its Best

Trusted, Accredited & Approved eLearning Solutions

## 2023-2024 Proposal PK-12th Grade Curriculum

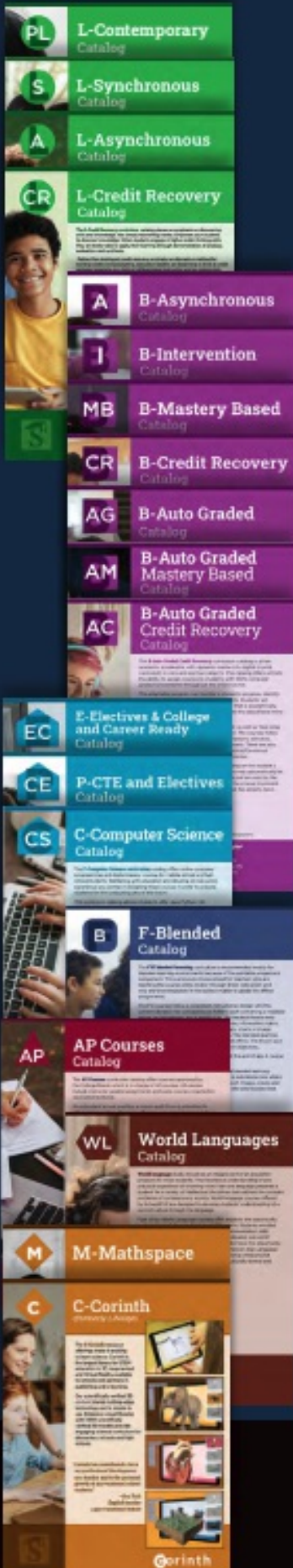
*Perfect for virtual schools, textbook replacement, and learning loss*

### What's New:

- New Partner Publishers
- Expanded Catalog
- Mathspace Artificial Intelligence Math Tutoring
- Lifeliqe/Corinth 3D Science Models
- New Student Interface
- SpeechStream Text Tool Embedded



Get the full catalog:  
[www.schoolsplp.com/pdf/catalog.pdf](http://www.schoolsplp.com/pdf/catalog.pdf)



**Q U O T E # 100868****DATE:** Sep 15, 2023**CONTACT INFORMATION**

Contact: Brian Snyder  
 Phone: (602) 501-9198  
 Email: brian@schoolsplp.com

**Annual License**

**TO:** Leslie Dombek  
**SCHOOL:** California Online Public Schools  
**DISTRICT:** California Online Public Schools  
**ADDRESS:** 33272 Valle Road, San Juan Capistrano, CA 92675

**SUBJECT:** Quote for SchoolsPLP Enrolled User Licenses

Dear Leslie Dombek;

SchoolsPLP provides the latest and most comprehensive course catalog for grades PreK-12. Our system is built on a robust LMS with a simple and intuitive interface.

The simple, intuitive interface greatly reduces the need for extended professional development and "new teacher training". The SchoolsPLP learning system allows administrators, teachers, counselors, parents, and students to succeed in an online or blended learning environment.

QTY	PRODUCT NAME	DESCRIPTION	UNIT PRICE	TOTAL PRICE
460	SchoolsPLP Enrolled User Licenses (150+)	Core Content Grades PreK-12th Grade and College and Career Elective Courses. Enrolled User licenses may be recycled and reused during the contract term.	\$ 230.00	\$ 105,800.00
1	SchoolsPLP SetUp, Training, Support	SchoolsPLP offers setup, webinar training, and on-going support.	\$ 1,200.00	\$ 1,200.00

Sub Total \$ 107,000.00

Tax \$ 0.00

Shipping

**Total \$ 107,000.00****Proposal Accepted:** Signature / Date

This Sales Quote is valid for 60 days and all prices are subject to applicable taxes. In the event of a conflict of provisions between this Order, the Terms, and customers purchase order, the provisions of this Order shall control, followed in precedence by the Terms, and then customers purchase order.

**OVERAGE:** SchoolsPLP will bill 14 days after a license is exceeded.  
 We will excuse overage no more than once a year per customer.

**PLEASE ISSUE PURCHASE ORDER TO SCHOOLSPLP:**  
 24 W. Camelback Road Suite A-422, Phoenix, AZ 85013; Fax to 602-277-9266

**QUESTIONS:**

Contact Brian Snyder at (602) 501-9198 or via email at brian@schoolsplp.com

**Please request pricing for additional services:**

- Advanced Placement Courses
- ACT Prep
- Virtual Instructional Services
- Print Materials can be found at <https://schoolsplp.myshopify.com>

# Coversheet

## Approval of Check Registry (to follow)

<b>Section:</b>	IV. Consent Items
<b>Item:</b>	D. Approval of Check Registry (to follow)
<b>Purpose:</b>	Vote
<b>Submitted by:</b>	
<b>Related Material:</b>	CalOPS November Board Meeting Check Registry.pdf



## California Online Public Schools Southern California

### Check Register

For the period ended September 30, 2023

Check Number	Vendor Name	Transaction Description	Check Date	Check Amount
Cash Account Chase x 7900				
ACH		Fedwire Tax Services	9/1/2023	\$ 31.97
ACH		Fedwire Tax Services	9/1/2023	511.80
ACH		Fedwire Tax Services	9/14/2023	185,591.77
ACH		Fedwire Tax Services	9/28/2023	204,683.34
Cash Account Chase x 7959				
10063	WASC - Accrediting Commission for Schools	Membership Fee - Annual 2023 - 2024	9/1/2023	\$ 1,190.00
10064	Brandastic, Inc.	Marketing - WordPress Website - 50% Billing & Marketing - 09/23	9/1/2023	55,500.00
10065	California Department of Tax and Fee Administration	Environmental Fee - 01/01/22 - 12/31/22	9/1/2023	3,093.86
10066	Charter Impact, Inc.	Business Mgmt Svcs - 09/23	9/1/2023	45,833.00
10067	MT Corporate Certificates	Certificate Fee - 12/20/23	9/1/2023	77.50
10068	Netrix	Professional Svcs	9/1/2023	5,546.75
10069	PC Connection Sales Corp	Computers (17) Smart Zbook, Office Supplies, etc.	9/1/2023	44,452.34
10070	Silver Springs Drinking Water	Drinking Water - 08/23	9/1/2023	60.00
10071	Streamable Learning Inc	Streaming Svcs - FY23/24	9/1/2023	1,000.00
10072	TTC4SUCCESS	SpEd Svcs - 08/23	9/1/2023	8,330.49
10073	Wonder Workshop	Enrichment Svcs - 1 Year	9/1/2023	2,277.88
10074	Effectual Educational Consulting Services	SpEd Svcs - 04/23 - 05/23	9/8/2023	33,924.00
10075	PC Connection Sales Corp	VIP-E ABPor DC, 11 Ipad, Kybrd, & Applecare	9/8/2023	10,771.49
10076	Dustin Thompson Photography	Graduation Photographer	9/8/2023	500.00
10077	T-Mobile	Communication Svcs - 07/21/23 - 08/20/23	9/8/2023	696.83
10078	T-Mobile	Communication Svcs - 07/21/23 - 08/20/23	9/8/2023	1,275.35
10079	Total Education Solutions dba TES Therapy	SpEd Svcs - 09/22 - 12/22	9/8/2023	6,086.25
10080	Branche Jones	Consulting Svcs - 08/23	9/15/2023	2,000.00
10081	Brandastic, Inc.	Marketing - 09/23 - Fall Festival Event	9/15/2023	4,250.00
10082	Capturing Kids Hearts	Professional Development - 08/30/23 - 08/31/23	9/15/2023	42,000.00
10083	Cox Business	Communication Svcs - 09/01/23 - 09/30/23	9/15/2023	1,154.79
10084	Crown Facility Solutions Inc	Janitorial Svcs - 09/23	9/15/2023	1,296.00
10085	Effectual Educational Consulting Services	SpEd Svcs - 06/23	9/15/2023	21,653.20
10086	El Paseo Childrens Center Inc.	SpEd Svcs - 06/23 - 07/23	9/15/2023	30,082.48
10087	Joshua Kunnath Educational Consulting	Professional Development - Staff Grading Workshop	9/15/2023	350.00
10088	NCS Pearson, Inc.	Textbooks	9/15/2023	4,800.00
10089	Orange County Dept of Education	STRS - 04/23 - 06/23 - V9419727 & V9417494 - 94GN - 2223	9/15/2023	12,272.43
10090	Oxford Consulting Services Inc.	SpEd Svcs - 07/23	9/15/2023	1,509.50
10091	Pathways 2 Speech	SpEd Svcs - 04/23 - 6/23	9/15/2023	1,500.00
10092	PC Connection Sales Corp	State Environmental Fee	9/15/2023	122.14
10093	Pearson Virtual Schools USA	SpEd Svcs - 08/23	9/15/2023	95.00
10094	Professional Tutors of America Inc.	SpEd Svcs - 05/23	9/15/2023	810.00
10095	Specialized Therapy Services Inc	SpEd Svcs - 07/23	9/15/2023	181.25
10096	AT&T	Communication Svcs - 08/07/23 - 09/06/23	9/22/2023	1,074.31
10097	AT&T	Communication Svcs - 08/07/23 - 09/06/23	9/22/2023	530.70
10098	CliftonLarsonAllen LLP	Audit Svcs - 09/02/23	9/22/2023	472.50
10099	Corodata Records Management Inc.	Document Storage Mgmt - 08/23	9/22/2023	1,292.64
10100	Crown Facility Solutions Inc	Janitorial Svcs - 05/23	9/22/2023	1,444.01
10101	Curriculum Associates, LLC	School Supplies	9/22/2023	49,540.00
10102	Day And Nite Doors Inc.	Repairs - Concealed Closer Kit Front Double Glass Doors	9/22/2023	2,397.00
10103	DeltaMath Solutions Inc.	School Supplies	9/22/2023	6,300.00
10104	Department of Justice	Fingerprinting Svcs - 08/23	9/22/2023	599.00
10105	Effectual Educational Consulting Services	SpEd Svcs - 06/23 - 07/23	9/22/2023	7,036.30
10106	Every Special Child LLC	SpEd Svcs - 08/23	9/22/2023	62.50
10107	Pearson Virtual Schools USA	SpEd Supplies	9/22/2023	47.50
10108	Brandastic, Inc.	Marketing Svcs - 10/23	9/29/2023	16,750.00
10109	Corodata Shredding Inc.	Shredding Svcs - 08/23	9/29/2023	39.00
10110	Indoff, Inc.	Office Supplies	9/29/2023	911.91
10111	Jostens	School Supplies	9/29/2023	34.00
10112	Law Offices of Young, Minney & Corr LLP	Legal Svcs - 08/23	9/29/2023	4,835.50
10113	Netrix	Networking Svcs	9/29/2023	13,000.00
10114	Neuron Fuel Inc.	License (4225) - 09/15/23 - 09/15/24	9/29/2023	45,630.00
10115	PC Connection Sales Corp	Office Supplies	9/29/2023	13,487.60
10116	Pediatric Therapy Associates	SpEd Svcs - 04/23 - 06/23	9/29/2023	1,976.05

California Online Public Schools Southern California

Check Register

For the period ended September 30, 2023

Check Number	Vendor Name	Transaction Description	Check Date	Check Amount
10117	Regents UC	Facility Rental - 05/13/24 - 05/17/24	9/29/2023	6,731.00
10118	Santa Margarita Water District	Water Svcs - 08/08/23 - 09/05/23	9/29/2023	216.59
10119	School Services of California Inc.	Consulting Svcs - 08/23	9/29/2023	325.00
10120	US Bank Equipment Finance	Equipment Rental - 09/08/23 - 10/08/23	9/29/2023	1,050.53
1971	ParentSquare, Inc.	Engage 2023/Community Groups/Secure Docs - 7/1/23-6/30/24	9/1/2023	37,500.00
1972	Instructure, Inc.	Canvas	9/1/2023	7,500.00
1973	Instructure, Inc.	Canvas/Training Portal/Connect Online - 7/1/23 - 6/30/24	9/1/2023	158,860.00
2014	Rebecca Brown	Reimb - Mileage - SpEd	9/1/2023	5,123.10
2016	Care Solace, Inc.	Online Subscription - 7/1/23 - 6/30/24	9/1/2023	31,980.00
2018	Brandastic, Inc.	Marketing - July	9/1/2023	21,000.00
2022	Brandastic, Inc.	Website Development - Phase 2	9/1/2023	7,500.00
2024	Netrix	IT Racks (5)	9/1/2023	4,294.65
2026	PC Connection Sales Corp	Staff Laptops	9/1/2023	462,765.86
2027	Elevation Solutions	Consulting Svcs	9/1/2023	9,000.00
2028	Elevation Solutions	Consulting Svcs - Salesforce Marketing Engagement Project	9/1/2023	17,550.00
2029	Salesforce, Inc.	Force.com - 8/1/23-7/31/24	9/1/2023	26,832.00
2030	Salesforce, Inc.	Education Cloud - 8/1/23 - 7/31/24	9/1/2023	30,000.00
ACH	Newfront Insurance Services	D&O Primary Ins - 7/1/23-7/1/24	9/1/2023	11,357.00
ACH	The Hartford	Workers Compensation Ins - 7/1/23-7/1/24	9/1/2023	75,527.60
ACH	US Bank Equipment Finance	Equipment Lease - 08/08/23 - 09/08/23	9/11/2023	1,026.64
				<u><u>1,819,111.90</u></u>

California Online Public Schools Northern California

Check Register

For the period ended September 30, 2023

Check Number	Vendor Name	Transaction Description	Check Date	Check Amount
60017	Law Offices of Sheila C Bayne Esq.	Legal Fees - 04/23 - 08/23	9/1/2023	\$ 14,000.00
60018	Netrix	Professional Svcs - 3 Years	9/1/2023	1,546.66
60019	WASC - Accrediting Commission for Schools	Membership Fee - Annual 2023 - 2024	9/8/2023	1,190.00
60020	Effectual Educational Consulting Services	SpEd Svcs - 05/23	9/8/2023	24,883.70
60021	Alhambra	Drinking Water - 08/23	9/15/2023	86.43
60022	El Paseo Childrens Center Inc.	SpEd Svcs - 06/23 - 07/23	9/15/2023	4,625.00
60023	Oxford Consulting Services Inc.	SpEd Svcs - 07/23	9/15/2023	1,835.00
60024	Pearson Virtual Schools USA	SpEd Svcs - 08/23	9/15/2023	350.00
60025	Sean and Annette Tisdale	SpEd Svcs - 07/23	9/15/2023	2,105.00
60026	Charter Communications	Communication Svcs - 09/01/23 - 09/30/23	9/22/2023	199.97
60027	Corodata Shredding Inc.	Shredding Svcs - 08/08/23	9/22/2023	39.00
60028	Effectual Educational Consulting Services	SpEd Svcs - 06/23 - 07/23	9/22/2023	2,200.00
60029	Sean and Annette Tisdale	Reimb - SpEd Svcs - 12/22 - 06/23	9/22/2023	867.50
60030	The Balloon Man	Balloons	9/22/2023	1,054.88
60031	Alameda County Fair Association	Student Special Event - 10/11/23	9/29/2023	13,646.00
60032	Alvin Medina	Photography Svcs - Fall Festival Senior Portraits	9/29/2023	500.00
60033	Law Offices of Young, Minney & Corr LLP	Legal Svcs - 08/23	9/29/2023	12,010.50
60034	The Fun and Game Experts	Student Special Event - 10/11/23	9/29/2023	6,192.50
60035	The Phillips Academy	SpEd Svcs - 08/23	9/29/2023	5,750.43
ACH	Modesto Irrigation District	Utilities - 6/13/23-7/13/23	9/8/2023	<u>295.23</u>
Total Disbursements Issued in September				<u>\$ 93,377.80</u>

California Online Public Schools Academy North Bay

Check Register

For the period ended September 30, 2023

Check Number	Vendor Name	Transaction Description	Check Date	Check Amount
30004	El Paseo Childrens Center Inc.	SpEd Svcs - 07/23	9/15/2023	\$ 220.00
30005	Oxford Consulting Services Inc.	SpEd Svcs - 07/23	9/15/2023	260.00
30006	WASC - Accrediting Commission for Schools	Membership Fee - Annual 2023 - 2024	9/22/2023	1,190.00
ACH	Chase Bank	Bank Fee - 08/23	9/6/2023	<u>25.00</u>
Total Disbursements Issued in September				<u>\$ 1,695.00</u>

California Online Public Schools Monterey Bay

Check Register

For the period ended September 30, 2023

Check Number	Vendor Name	Transaction Description	Check Date	Check Amount
20008	WASC - Accrediting Commission for Schools	Membership Fee - Annual 2023 - 2024	9/1/2023	\$ 1,190.00
20009	Effectual Educational Consulting Services	SpEd Svcs - 04/23 - 05/23	9/8/2023	8,350.50
20010	El Paseo Childrens Center Inc.	SpEd Svcs - 06/23 - 07/23	9/15/2023	1,650.00
20011	Oxford Consulting Services Inc.	SpEd Svcs - 07/23	9/15/2023	728.00
20012	Effectual Educational Consulting Services	SpEd Svcs - 06/23	9/22/2023	360.00
Total Disbursements Issued in September				\$ 12,278.50

California Online Public Schools Central Coast

Check Register

For the period ended September 30, 2023

Check Number	Vendor Name	Transaction Description	Check Date	Check Amount
70005	WASC - Accrediting Commission for Schools	Membership Fee - Annual 2023 - 2024	9/1/2023	\$ 1,190.00
Total Disbursements Issued in September				\$ 1,190.00

California Online Public Schools Academy Central Valley

Check Register

For the period ended September 30, 2023

Check Number	Vendor Name	Transaction Description	Check Date	Check Amount
40007	WASC - Accrediting Commission for Schools	Membership Fee - Annual 2023 - 2024	9/1/2023	\$ 1,190.00
40008	Effectual Educational Consulting Services	SpEd Svcs - 05/23 - 6/23	9/8/2023	24,810.00
40009	El Paseo Childrens Center Inc.	SpEd Svcs - 06/23 - 07/23	9/15/2023	3,220.00
40010	Oxford Consulting Services Inc.	SpEd Svcs - 07/23	9/15/2023	521.00
40011	Pearson Virtual Schools USA	SpEd Svcs - 07/23	9/15/2023	397.50
40012	Effectual Educational Consulting Services	SpEd Svcs - 06/23 - 07/23	9/22/2023	1,100.00
40013	Pearson Virtual Schools USA	SpEd Supplies	9/22/2023	47.50
40014	Alpaugh Unified School District	Oversight Fees - 2022/23	9/29/2023	79,139.36
40015	Alvin Medina	Photography Svcs - Central Fall Festival Photos	9/29/2023	500.00
ACH	Chase Bank	Bank Fee	9/15/2023	87.78
ACH	Chase Bank	Bank Fee	9/15/2023	106.71
ACH	Chase Bank	Bank Fee	9/15/2023	<u>27.55</u>
Total Disbursements Issued in September				\$ <u>111,147.40</u>

# Coversheet

## Approval of CalCA North Bay 2023-24 LCAP CSI Plan (attached)

**Section:** IV. Consent Items  
**Item:** E. Approval of CalCA North Bay 2023-24 LCAP CSI Plan (attached)  
**Purpose:** Vote  
**Submitted by:**  
**Related Material:** California Connections Academy North Bay Comprehensive support and Improvement Plan.pdf



# **California Connections Academy North Bay**

## **Comprehensive support and Improvement Plan**

### **2023-2024**

## **Comprehensive Support and Improvement**

An LEA with a school or schools eligible for comprehensive support and improvement must respond to the following prompts.

### ***Schools Identified***

A list of the schools in the LEA that are eligible for comprehensive support and improvement.

California Connections Academy North Bay

### ***Support for Identified Schools***

A description of how the LEA has or will support its eligible schools in developing comprehensive support and improvement plans.

Needs Assessment:

Our 2021 graduation rate is above the ESSA defined threshold of 68%. As an organization, we are dedicated to maintaining and improving on this graduation rate going forward. In order to complete the following plan several groups were consulted, including but not limited to: school wide leadership, high school specific leadership, counseling leadership, student services leadership, and community and parents through our School Advisory Committee. These groups were consulted at regular intervals throughout the school year in order for all voices to be heard in the decision making process. During these meetings, stakeholders were involved in all elements of the CSI plan by providing insight, input, and decision making. School Advisory Committee input reinforced the continuation of the in house summer school program. High school specific leadership input reinforced the work done to increase student to teacher contact rates.

The annual planning cycle starts each year in the spring (April/May) for the school year to come. The following is a sample of the data analyzed.

As reported by the California Dashboard, in 2021 the all students graduation rate was 60%, which did not meet the 68% threshold set forth by the State. The lowest group was the Socioeconomically Disadvantaged group at 27.8% and the highest was the White group at 57.9%. In 2022, the all students graduation rate increased to 77.8% which is well above the 68% threshold. The lowest group remains the Socioeconomically Disadvantaged student group but with an increase to 77.3% and the highest was the White student group with an increase to 92.3%. While this increase in graduation rate is encouraging, we are dedicated as an organization to continuing our efforts toward making significant annual progress.

Currently, the school tracks the change in the percent of students on track for graduation. In 2021-2022 9th graders dropped to 96.7% on track for graduation after the conclusion of the first semester. In 2022-2023, 82.3% of 9th graders remained on track at the conclusion of the first semester, a decrease when compared to the prior year. This percentage of 9th grade students falling off cohort so early is directly contributing to our low graduation rate and must continue to be addressed.

As an educational organization focused on continuous improvement, interventions to address graduation rate have begun prior to being identified as CSI. These two interventions are the transition to a homeroom model and the conceptualization and implementation of the credit recovery program known as Project Success. The results of both programs are encouraging. As a result of the homeroom model, students have received an increase in successful contacts from staff. An increase in successful contacts relates to an increase of active engagement with our school program. Throughout the 2021-2022 school year, high school students received biweekly successful contacts (i.e. phone call, small group lesson) at a rate of 92.1% as the year progressed. This has increased to 98.8% in the 2022-2023 school year. Being fully aware of the realities of graduation rate, the high school staff has also begun the implementation of an internal credit recovery program called Project Success. During the 2021-2022 school year, historically at-risk high school students passed an average of 93% of their classes in the Project Success program. During the 2022-2023 school year, the average pass rate has increased to 96%. These successes are providing the justification and motivation to continue and expand these programs.

As a result of the school's struggles with graduation rate and the potential for learning loss due to the pandemic, our school ran its own in house summer school program that began the summer of 2020. This was the first in its history. Prior to the summer of 2020, credit deficient high school students were sent to a third party program with a success rate of an average of around 50% pass rates. Summer of 2020, we had a 77% pass rate and an 85% summer graduation rate for those in their last year of high school. Summer of 2021, our course pass rate decreased to 72% and our summer graduation

rate increased to 96% for those in their last year of high school. In the summer of 2022, our course pass rate increased to 85%, while our graduation rate decreased slightly to 87.5%. These numbers show the benefit of our in-house summer school program in improving our overall graduation rate.

#### Root Cause Analysis:

- A graduation rate below 68% for some of our student groups needs to be addressed
- Too many students are falling off cohort early in high school, including the 9th grade year, contributing to the decline in 4 year cohort graduation success.
- A high mobility rate is contributing to a large number of students enrolling deficient in credits.

#### Evidence-Based Interventions:

In order to make the best plan to meet our students' diverse needs, we utilized an evidenced based decision making process with stakeholders. In this case "The Practical Decision Maker" (Harvey, Bearley, Corkrum, 1997) was consulted. In order to choose our evidenced based interventions, we required the solution criteria be a strategy that can contribute to achieving a 68% graduation rate or higher. The possible solutions, i.e. the possible evidence based interventions were all the interventions listed below. As we identified our solution choices we decided to use all interventions considered being that the needs of the students varied greatly. As a result of this needs assessment, root cause analysis, and decision making process, the following evidence based interventions will be implemented and/or continued:

-Early Warning and Response System: The Everyone Graduates Center at the Johns Hopkins University's School of Education (<http://new.every1graduates.org/>), describes tools and models to help schools increase graduation rates, among these is the Early Warning and Response System. "Early warning systems use readily available data to alert teachers and administrators to students who are on the pathway to dropping out." Based on the school's numbers of students falling off cohort as early as the 9th grade, the school will formally implement such a system. Implementation of this system involves:

1. Assembling longitudinal data for individual students on a) graduation status and b) potential predictors of dropout, such as student attendance, behavior, grades, and test scores;
2. Identifying the threshold level of each predictor that gives students a high probability of dropping out; and
3. Checking that the predictors identify a high percentage of the students in that district who dropout of school.

(<http://new.every1graduates.org/tools-and-models/early-warning-and-response-systems/>)

-Homeroom Model: Based on the encouraging initial results of the increase in engagement metrics, the school will continue the implementation and refinement of the homeroom model. The homeroom model in the virtual setting looks very similar in a traditional brick and mortar setting. Students are assigned in small groups to specific teachers, these teachers may or may not teach them an academic subject. It is all teachers' responsibility to track and assist all their students, except that this burden is increased for the students in their homeroom with the overall outcome of deeper and more authentic relationships with the students and their families.

-High School Credit Recovery Program (Project Success): Another layer of the homeroom model is the high school credit recovery program known as Project Success. Within this program, credit deficient students are clustered within a specific homeroom. Homeroom teachers are strategically selected from the four core subject areas and electives in order to accelerate the credit recovery of the school's students most at risk of not graduating on time.

- CHAMPS program: Community Helps Achieve My Personal Success (CHAMPS) is a program implemented in 2021 to identify students who are either credit deficient, taking additional courses, or have shown a propensity to struggle academically. CHAMPS students have a history of struggling academically and are 1 or more credits behind. This program offers support to students in grades 9-12 by providing them with additional homeroom support and guidance.

-College and Career Access Pathway (CCAP): According to <http://cacareerpathways.clasp.org>, "this joint initiative of the California Community Colleges Chancellor's Office and the California Department of Education allows high school students to dual enroll in up to 15 community college units per term; students may enroll in no more than four courses per term. Program goals are to develop seamless pathways from high school to community college for career technical education (CTE) or general education transfer, improve high school graduation rates, or help high school students achieve college and career readiness." We have partnered with Saddleback Community College for this program. In the 2021-2022 school year, its first full year of program implementation, we had 38 students enrolled. These students were provided up to three courses during this time and achieved a 78% pass rate. This has been a success and we look forward to program growth in its second year of implementation.

-In House Summer School: Building off the success of the 2020 and 2021 programs, we continue to refine our summer school program. In the summer of 2022 we saw a

Summer School pass rate of 87.5%. We will continue to work to better identify the students in need of summer school. We will also work to refine course offerings. Summer school will focus on both higher grade students needing credits and lower grade students needing foundational skills.

#### Identification of Resource Inequities:

The mission of California Connections Academy North Bay seeks to provide “a more personalized approach to learning to maximize these students’ potential and meet the highest performance standards.” In this case, students not achieving the basic requirement for a high school diploma are not “meeting the highest performance standards.” Resource inequities may therefore be another contributor to this reality. To begin this process of identifying resource inequities, we assessed the fairness of our efforts. As stated in the Needs Assessment, some student groups are exceeding the 67% graduation rate threshold. Improvement is still needed. Students of all groups are still missing the target for graduation, which is why improvement in this area is so important, but this fact also implies that there is fairness in the implementation of our program, so that one student group is not succeeding at the expense of other groups. In an online school, all students receive the same access to all courses, the same materials, and the same level of teacher support and are held to the same standards of success. We plan to not only continue this fair implementation of our program but to also continue to push for improvement of student graduation outcomes. Therefore, all students in need of support to get back on track for graduation will be included in all our efforts. This includes the Project Success credit recovery program, CHAMPS program, and the early warning and response system monitoring and support. The only metric used for identification for eligibility into these support programs will be the level of credit deficiency. We do believe that all students at risk of not graduating on time need additional school resources over and above what each student in our program normally receives in order to “catch up” to their ‘on track’ peers, and we will allocate additional resources. As a result, we plan to lower student to teacher ratios for those at greatest risk of not graduating through the combined efforts of the homeroom model and the Project Success credit recovery program. Also, material and human resources will be allocated to the continuation of the college and career access pathway, the early warning and response system, CHAMPS, and in-house summer school.

### ***Monitoring and Evaluating Effectiveness***

A description of how the LEA will monitor and evaluate the plan to support student and school improvement.

The CSI plan will be monitored following the stages of implementation described by Fixsen, “exploration, installation, initial implementation, and full implementation; the stages are dynamic within organizations such as schools and clinics, moving back and forth among stages as personnel and circumstances change.” (<https://nirn.fpg.unc.edu/>) The plan will be monitored at all times, with formal quarterly reports on the following data points:

- The percentage of all students who are on track to graduate, with the goal of all those in the current 4 year cohort to be above 68%.
- The percentage of underclassmen remaining on cohort to increase, i.e. more than 82.3% of 9th grade students to remain on track after the first semester of the 2023-2024 school year.
- Continue with CCAP Program that was implemented in the Fall of the 2021-2022 school year.
- In house summer school program refinement.
- Continued refinement of CHAMPS program.

We will progress monitor these data points, at a minimum quarterly. School leadership, staff, and community will be included in these progress monitoring sessions. All feedback will be considered for further programmatic refinements. All of these efforts will help the school determine the effectiveness of the selected evidence based interventions and this feedback and data will be utilized in future evidenced based decision making.



# Coversheet

## Approval of Chase Line of Credit (attached)

<b>Section:</b>	V. Action Items
<b>Item:</b>	A. Approval of Chase Line of Credit (attached)
<b>Purpose:</b>	Vote
<b>Submitted by:</b>	
<b>Related Material:</b>	Proposal CALIFORNIA ONLINE PUBLIC SCHOOLS (1).pdf





# Prepared for CALIFORNIA ONLINE PUBLIC SCHOOLS

**FINANCIAL PROPOSAL**  
**October 11, 2023**

# FINANCIAL PROPOSAL

## Financial Incentives – U.S. Programs

### Annual Standard Volume Incentive

J.P. Morgan is pleased to offer a volume rebate based on annual Total Charge Volume and Settlement Terms for your programs. The Settlement Terms in your contract determine the volume rebate rate we apply to the annual Net Charge Volume for your programs, according to the schedule below.

Settlement Terms of 30 & 25 means your billing cycle has 30 calendar days and you have 25 calendar days after the cycle ends to make a payment.

Combined U.S. One Card and U.S. Virtual Card programs	
	Volume Rebate Rate applied to annual Net Charge Volume by Program Settlement Terms
Annual Total Charge Volume at or above:	@ 30 & 25 Settlement Terms
\$250,000	0.15%
\$500,000	0.25%
\$1,000,000	1.00%
\$2,000,000	1.10%
\$3,000,000	1.16%
\$4,000,000	1.18%
\$5,000,000	1.20%
\$6,000,000	1.21%
\$7,000,000	1.22%
\$8,000,000	1.23%
\$9,000,000	1.24%
\$10,000,000+	1.25%

### Discount Interchange Rate

Should Client achieve the minimum annual Total Charge Volume required to earn a Volume Rebate as stated above, Bank will pay Client a rebate based on annual Discount Interchange Rate Transaction Volume associated with each Program. The rebate will be calculated as the Discount Interchange Rebate Rate (with categories as determined according to the following schedule) multiplied by the annual Discount Interchange Rate Transaction Volume for each respective category associated with each Program, subject to the rebate adjustments below.

Discount Interchange Rebate Rate for Combined U.S. One Card and U.S. Virtual Card programs Volume by Program Settlement Terms	
Settlement Terms	@ 30 & 25 Settlement Terms
Category 1	0.55%
Category 2	0.15%

# FINANCIAL PROPOSAL

## Terms and Conditions

- This offer will be effective at time of contract signing.
- The U.S. One Card and U.S. Virtual Card programs will be on a Visa platform.
- Settlement of any centrally billed account must be made by automatic debit.
- You shall not be liable for fraudulent transactions provided you operate your program in accordance with J.P. Morgan's fraud reduction requirements (i.e., block required high risk MCCs, maintain reasonable security precautions and controls regarding accounts and transaction info, and comply with other requirements as J.P. Morgan may reasonably require from time to time).
- Credit losses will be deducted from all rebates. In cases where rebates earned are insufficient to cover these deductions, you will be invoiced for the difference.
- To qualify for rebates, you must be current at the time of rebate calculation/payment, meet Settlement Terms and not be in default under the contract. Rebates will be calculated annually in arrears and paid in the first quarter for the previous contract year and will be paid by wire transfer to an account that you designate.
- In the event that the network lowers its interchange rates, J.P. Morgan reserves the right to adjust rebates and fees accordingly.
- J.P. Morgan reserves the right to set Supplier Fees on the J.P. Morgan Virtual Connect Network and to adjust client rebates and fees accordingly.
- All clients are subject to prior credit approval before a firm commitment will be issued from J.P. Morgan.

# FINANCIAL PROPOSAL

## UNITED STATES

The following are the fees associated with U.S. One Card and U.S. Virtual Card programs:

### STANDARD SERVICES AND FEES

Late payment charge	Central bill: 1% of full amount past due assessed at end of the Cycle in which payment first became due and each Cycle thereafter Individual bill: 1% of full amount past due assessed 28 days after end of the Cycle in which payment first became due and each Cycle thereafter
International transaction	1.5% of the US Dollar amount charged (WAIVED for U.S. Virtual Card transactions on Visa only)
Standard card	\$0.00

### ADDITIONAL SERVICES AND FEES

Cash advances	2.5% of amount advanced (\$2.50 minimum with no maximum)
Convenience check	2% of check amount (\$1.50 minimum with no maximum)
Executive card	\$75 annual fee per card

# FINANCIAL PROPOSAL

## Pricing Assumptions, Definitions and Disclaimer – U.S. Programs

The proposed pricing for your requested card programs is based on the following assumptions:

COMMERCIAL CARD PROGRAMS			
	U.S. One Card	U.S. Virtual Card	Total
Annual Total Charge Volume	\$3,000,000	\$100,000	\$3,100,000
Statement Billing Period	30	30	
Payment Days from Statement Date	25	25	
Cards	10	n/a	10
Contract Initial Term	5 years with one-year auto renewals		
Type of Liability, Billing, and Payment	Corporate, Central, Central	Corporate, Central, Central	

## Definitions

**“Net Charge Volume”** means total charges made on any and all cards or accounts, net of returns, cash advances, convenience check amounts, and fraudulent transactions. U.S. Net Charge Volume does not include any Discount Interchange Rate Transaction Volume.

**“Total Charge Volume”** means the sum of Net Charge Volume and Discount Interchange Rate Transaction Volume.

**“Discount Interchange Rate Transactions”** means Transactions made on any and all cards or accounts, with an interchange rate or Supplier Fee below 2.00% under either applicable Credit Card Network rules or the JPMorgan Virtual Connect Network. Those Transactions include but are not limited to Large Ticket Transactions, level 3 Transactions, MasterCard and Visa Partnership programs, and any other programs entered into by the Networks, Client, Bank, merchant, or others whereby the parties to those programs have agreed to interchange rates or Supplier Fees below 2.00% for certain transactions. This does not include returns, cash advances, convenience check amounts, or Fraudulent Transactions.

**“Discount Interchange Rate Transaction Volume”** means total Discount Interchange Rate Transactions made on any and all cards or accounts. **Discount Interchange Rate Transaction Volume** is comprised of two categories based on the interchange rate of each transaction:

- **“Discount Interchange Transaction Volume Category 1”** covers all **Discount Interchange Rate Transaction Volume** with interchange rate or Supplier Fee 1.00% and above (interchange rates or Supplier Fee from 1.00% - 1.99%).
- **“Discount Interchange Transaction Volume Category 2”** covers all **Discount Interchange Rate Transaction Volume** with interchange rate or Supplier Fee below 1.00 % (interchange rates or Supplier Fee from 0.00 % -0.99 %).

**“Supplier Fee”** means the agreed upon fee(s) charged to merchants accepting payment through the JPMorgan Virtual Connect Network.

## Disclaimer

We prepared this confidential and proprietary proposal exclusively for you in order to help you evaluate some of JPMorgan Chase Bank, N.A.’s products and services. In preparing this proposal, we have relied upon and assumed, without independent verification, the accuracy and completeness of all information provided by you, or otherwise obtained from public sources that we have otherwise reviewed.

This proposal:

- Is not legally binding
- Cannot be disclosed to a party other than the one we addressed and delivered it to, or its subsidiaries, and can only be used to evaluate the products and services here unless we otherwise agree in writing

# FINANCIAL PROPOSAL

- Is valid for 180 days; thereafter, we can change it at any point or upon any requested changes, which can result in a new proposal.

Any products, services, terms, or other matters described in this proposal (other than in respect of confidentiality) are subject to the terms of separate legally binding documentation and are subject to change without notice. Additionally, we make no representations about the legal, regulatory, tax or accounting implications of anything in this proposal.

Neither we nor any of our directors, officers, employees or agents are responsible or liable to you or any other party for the contents of this proposal, anything referred to in it, and anything discussed as a result of it.

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