

One Academy Model - OAM Investor Portal - Jan Opening

Updated:

05/08/20

Version:

OAM Investor Portal - v1.0

\$'s in 000's	Pre Launch	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Total
Total Children (Average)		77	166	204	204	204	204	204	
Total Staff (Average)	3	22	35	37	37	37	37	37	
Total Revenues	\$0	\$876	\$1,863	\$2,271	\$2,271	\$2,271	\$2,271	\$2,271	\$14,093
Total Expenses	(\$261)	(\$1,174)	(\$1,734)	(\$1,856)	(\$1,850)	(\$1,844)	(\$1,844)	(\$1,844)	(\$12,406)
Net (Deficit) Surplus	(\$261)	(\$297)	\$130	\$415	\$421	\$427	\$427	\$427	\$1,687

Payments to the Church	Pre Launch	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Total
Surplus Share	\$0	\$0	\$101	\$332	\$337	\$341	\$341	\$341	\$1,793
Repayment of Startup Costs	\$0	\$0	(\$50)	(\$201)	(\$201)	(\$201)	\$0	\$0	(\$653)
Net Payments to Church	\$0	\$0	\$51	\$131	\$136	\$140	\$341	\$341	\$1,141

Principal Loan Balance at Year-end	\$261	\$599	\$551	\$378	\$195	\$0	\$0	\$0	
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Payments to Lionheart									
Surplus Share	\$0	\$0	\$25	\$83	\$84	\$85	\$85	\$85	\$448
Lionheart Fees	\$100	\$107	\$186	\$227	\$227	\$227	\$227	\$227	\$1,529
Total Payments to Lionheart	\$100	\$107	\$211	\$310	\$311	\$312	\$312	\$312	\$1,978

Start Up Expenses (in 000s)		Descriptions
Prior to Launch		Zero costs means that the host church is paying all the costs associated with that line item
Facility make ready for licensing	\$0	Making the Lionheart space fully licensable and competitive with other high end academies
Furniture, Fixtures, Equipment (including Classroom manipulatives)	\$0	Outfitting all the spaces that Lionheart will use with suitable FF&E as outlined in Exhibit; Educational toys and manipulatives in the classroom to support 12 hour a day learning
Office/General Supplies	\$23	Computer & Office Equipment for Lionheart Admin Team; General/Office expenses for start-up
Signage	\$0	External signage and directional signage needed to attract the community to the academy
Marketing online and networking	\$43	Online marketing as well as the boots on the ground networking needed to drive leads to the academy
Payroll and related staffing cost	\$81	Recruiting, onboarding, wages and payroll costs of the front office and teaching staff prior to opening day
Buses, materials and other cost	\$14	Operating costs of the academy prior to opening day, including bus rentals and all general office costs
Lionheart launch fee	\$100	Support provided by the national office to launch the academy. Detailed in Exhibit G
Travel costs for distance launch (outside DFW)	\$0	Travel, meals and lodging of the launch team to distance academies (outside DFW)
Total Prelaunch expenses	\$261	All the costs covered by Lionheart until the opening day of the academy
Ramp Up		
Operating deficit until Break Even	\$338	Operating deficits until the academy hits break even with continuous surplus. This figure represents the peak deficit, not necessarily a year end balance.
Occupancy costs	\$0	All facility maintenance, utilities, janitorial, and upkeep expenses
Total Start-Up costs	\$599	Total Start-Up costs subject to financing over 60 months beginning in yr. 2

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Total								
Pre-Launch	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Total

Statistical Information:

Children Census	76.5	166.2	204.0	204.0	204.0	204.0	204.0	204.0
Infants (0~12 months)	6.4	13.2	16.0	16.0	16.0	16.0	16.0	
Young Toddlers (13~18 months)	7.9	16.3	20.0	20.0	20.0	20.0	20.0	
Older Toddlers (19~24 months)	9.3	19.5	24.0	24.0	24.0	24.0	24.0	
2 year olds	9.1	19.3	24.0	24.0	24.0	24.0	24.0	
3 year olds	9.3	19.5	24.0	24.0	24.0	24.0	24.0	
4 year olds	11.3	24.5	30.0	30.0	30.0	30.0	30.0	
Pre-K (5 year olds)	10.3	24.8	30.0	30.0	30.0	30.0	30.0	
Trailblazers	12.8	29.1	36.0	36.0	36.0	36.0	36.0	
Staffing Needs	3.3	22.2	35.3	37.1	37.1	37.1	37.1	37.1
Non-Teaching Staff:								
Academy Director	0.8	1.0	1.0	1.0	1.0	1.0	1.0	
Assistant Academy Director	-	0.5	1.0	1.0	1.0	1.0	1.0	
Community Director	0.3	1.0	1.0	1.0	1.0	1.0	1.0	
Front Desk / Office Admin	0.3	1.0	1.0	1.0	1.0	1.0	1.0	
Floater(s)	-	1.0	1.0	1.0	1.0	1.0	1.0	
Kitchen Staff	-	1.0	1.0	1.0	1.0	1.0	1.0	
Total Non-Teaching Staff	1.5	5.5	6.0	6.0	6.0	6.0	6.0	
Teaching Staff:								
Infants (0~12 months)	0.2	2.6	4.7	5.3	5.3	5.3	5.3	
Young Toddlers (13~18 months)	0.2	2.6	4.7	5.3	5.3	5.3	5.3	
Older Toddlers (19~24 months)	0.2	2.6	4.7	5.3	5.3	5.3	5.3	
2 year olds	0.3	2.4	4.3	4.5	4.5	4.5	4.5	
3 year olds	0.3	1.8	3.0	3.0	3.0	3.0	3.0	
4 year olds	0.3	1.8	3.0	3.0	3.0	3.0	3.0	
Pre-K (5 year olds)	0.3	1.9	3.0	3.0	3.0	3.0	3.0	
Trailblazers	0.1	1.1	1.9	1.9	1.9	1.9	1.9	
Total Teaching Staff	1.8	16.7	29.3	31.1	31.1	31.1	31.1	
# of Buses	2	2	3	3	3	3	3	3

Financial Information:

Net Revenue	-	876,143	1,863,197	2,270,828	2,270,828	2,270,828	2,270,828	2,270,828	14,093,479
Tuition	-	925,895	1,991,366	2,442,204	2,442,204	2,442,204	2,442,204	2,442,204	15,128,281
Registration Fees (Initial & Renewal)	-	19,800	23,460	16,320	16,320	16,320	16,320	16,320	124,860
Curriculum Fees	-	4,520	7,680	7,680	7,680	7,680	7,680	7,680	50,600
Concessions / Discounts	-	(74,072)	(159,309)	(195,376)	(195,376)	(195,376)	(195,376)	(195,376)	(1,210,262)
Expenses									
Total Employee Cost	81,194	809,506	1,252,703	1,277,667	1,277,667	1,277,667	1,277,667	1,277,667	8,531,738
Mgmt/Admin:	47,977	257,849	282,962	277,562	277,562	277,562	277,562	277,562	1,976,597
Salaries & Wages	37,700	206,950	225,700	225,700	225,700	225,700	225,700	225,700	1,598,850
ICOMP	2,063	7,875	9,000	9,000	9,000	9,000	9,000	9,000	63,938
T&B	5,964	32,224	35,205	35,205	35,205	35,205	35,205	35,205	249,418
Employee Relations/Staff Support/Training	1,350	9,900	10,800	5,400	5,400	5,400	5,400	5,400	49,050
Onboarding/NEO	900	900	2,257	2,257	2,257	2,257	2,257	2,257	15,342
Teachers:	33,217	551,657	969,741	1,000,105	1,000,105	1,000,105	1,000,105	1,000,105	6,555,141
Salaries & Wages	24,629	449,620	790,499	838,011	838,011	838,011	838,011	838,011	5,454,802
T&B	3,694	67,443	118,575	125,702	125,702	125,702	125,702	125,702	818,220
Employee Relations/Staff Support/Training	1,631	29,981	52,763	28,013	28,013	28,013	28,013	28,013	224,438
Onboarding/NEO	3,263	4,613	7,905	8,380	8,380	8,380	8,380	8,380	57,681
Bus/Transportation	4,933	50,400	54,600	75,600	75,600	75,600	75,600	75,600	487,933
Bus rent	4,933	44,400	48,100	66,600	66,600	66,600	66,600	66,600	430,433
Fuel	-	2,400	2,600	3,600	3,600	3,600	3,600	3,600	23,000
Cleaning and Scheduled Maintenance	-	3,600	3,900	5,400	5,400	5,400	5,400	5,400	34,500
Classroom Costs	-	25,360	46,880	55,960	55,960	55,960	55,960	55,960	352,040
Curriculum Updates	-	7,000	7,000	7,000	7,000	7,000	7,000	7,000	49,000
School Supplies/Tools/Toys/Field Trips	-	18,360	39,880	48,960	48,960	48,960	48,960	48,960	303,040
Food Service	-	33,966	73,778	90,576	90,576	90,576	90,576	90,576	560,624
Post-Launch Travel	-	-	-	-	-	-	-	-	-
Marketing/PR	-	50,200	44,200	44,200	38,200	32,200	32,200	32,200	273,400

Mktg - Nat'l Office Direct for Academies	-	36,800	30,800	30,800	24,800	18,800	18,800	18,800	179,600
Collateral (production department)	-	1,000	1,000	1,000	1,000	1,000	1,000	1,000	7,000
Local marketing/Discretionary/Hospitality/Events/	-	10,000	10,000	10,000	10,000	10,000	10,000	10,000	70,000
Mktg - Grass Roots	-	2,400	2,400	2,400	2,400	2,400	2,400	2,400	16,800
Office / General	17,755	204,124	261,477	312,053	312,053	312,053	312,053	312,053	2,043,624
Supplies & Copies	8,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	134,000
Permits/Inspections	-	600	600	600	600	600	600	600	4,200
Telephone/Internet/General IT	3,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	45,000
Business Insurance (excl auto/bus)	-	3,600	3,600	3,600	3,600	3,600	3,600	3,600	25,200
Merchant Fees	-	21,904	46,580	56,771	56,771	56,771	56,771	56,771	352,337
Home Office Support	-	107,417	186,320	227,083	227,083	227,083	227,083	227,083	1,429,150
Interest expense (moves to line 135 once loan pay	6,755	46,604	378	-	-	-	-	-	53,737
Pre-Launch Costs	156,750	-	-	-	-	-	-	-	156,750
Classroom Setup - Load List	-	-	-	-	-	-	-	-	-
Wrapping Buses/AV/Camera	9,000	-	-	-	-	-	-	-	9,000
Office/Reception - Furniture, equipment	5,000	-	-	-	-	-	-	-	5,000
Mktg - Signage	-	-	-	-	-	-	-	-	-
Mktg - Nat'l Office	39,150	-	-	-	-	-	-	-	39,150
Mktg - Local Academy	3,600	-	-	-	-	-	-	-	3,600
Pre-Launch Travel and Out of Pocket Expenses	-	-	-	-	-	-	-	-	-
National Office Launch Fee	100,000	-	-	-	-	-	-	-	100,000
Other Licensing Enhancements - Make-Ready List	-	-	-	-	-	-	-	-	-
Total Expenses	260,633	1,173,556	1,733,638	1,856,056	1,850,056	1,844,056	1,844,056	1,844,056	12,406,109
Contingency Factor at 0%	-	-	-	-	-	-	-	-	-
Funding Generated / (Required)	(260,633)	(297,412)	129,558	414,771	420,771	426,771	426,771	426,771	1,687,370
Loan									
Cumulative Funding Generated / (Required)	(260,633)	(558,045)	(428,486)	(13,715)	407,056	833,827	1,260,598	1,687,370	
Surplus Distribution									
Partner Church	-	-	100,719	331,817	336,617	341,417	341,417	341,417	1,793,404
Loan payment	-	-	(49,503)	(201,064)	(201,064)	(201,064)	-	-	(652,695)
Net payment to church	-	-	51,217	130,753	135,553	140,353	341,417	341,417	1,140,709
Lionheart	-	-	25,180	82,954	84,154	85,354	85,354	85,354	448,351
Total Surplus Distribution	-	-	125,899	414,771	420,771	426,771	426,771	426,771	2,241,756