

Gray Collegiate Academy Charter School Board Meeting

West Columbia, South Carolina

March 29, 2021

~ AGENDA ~

1. Call to Order

2. Mission:

Gray Collegiate Academy will serve high school students in a safe, small, family-centered setting who seek the opportunity and challenge of rigorous curriculum, high academic standards, and outstanding athletics while earning up to two years of college credit while in high school.

3. Adoption of Agenda

4. Approval of Minutes

5. Financial Report- Dr. Newsome

6. Principal Report- Dr. Newsome (Calendar Update, WIS-TV Contract, and Updated Erskine Policies and Procedures)

7. Athletic Report- Coach Holmes

8. Executive Session-Contractual Matters

9. Adjournment

Public comments:

The official meeting of the board is by law a public meeting and the board values citizen input; however, in order to protect the integrity of the adopted agenda, public dialogue will be restricted to the 'public comments' section of the agenda or as directed by the board chairman.

Each speaker has two minutes.

Speakers may not ask questions of board members.

Board members may not engage speakers in discussion.

Disruptive behavior is not permitted.

Personal attacks aimed at students or staff are not permitted.

Scurrilous, obscene, or recklessly defamatory language aimed at any board member is not permitted.

Gray Collegiate Academy - Board Meeting
3833 Leaphart Road
West Columbia, SC

January 25, 2021, at 2:00 PM
Meeting Minutes

Board Members in Attendance: Teresa Brazell, Trevor Kinard, Mackenzie Long (via phone), Andy Markl, Wayne McKim, Laura Stevens

Board Members Absent: Pennie Peagler

Other Attendees: Dr. Brian Newsome, Principal; Adam Holmes, Athletic Director; Mike D'Angelo, Pinnacle; Todd Helms, Pinnacle; Andy Patrick, Pinnacle; Mike Miller (via phone), Pinnacle; Randi Branham (via phone), Elliott Davis; Jay Mathews (via phone), Haynsworth Sinkler Boyd

Public Attendees: None

The meeting was called to order by Teresa Brazell, Chair.

GCA Mission read by Teresa Brazell, Chair: Gray Collegiate Academy will serve high school students in a safe, small, family-centered environment who seek the opportunity and challenge of rigorous curriculum, high academic standards, and elite athletics while earning up to two years of college credit while in high school.

Adoption of Agenda: A motion to adopt the agenda was made by Trevor Kinard and seconded by Laura Stevens. The motion was unanimously approved.

Adoption of Minutes: A motion was made to approve the November 30, 2020, minutes by Wayne McKim and seconded by Andy Markl. The motion was unanimously approved.

Elliott Davis Audit: Ms. Randi Branham presented a summary of the recent audit on GCA's financial statements and supplementary information for the year ended June 30, 2020. Elliot Davis rendered an "Unmodified Opinion", which is the best possible result. No inconsistencies were found in the Internal Controls Report, no significant or unusual matters were noted, and there were no accounting policy changes. Current assets total 14 times that of current liabilities.

GCA Annual Report: Mr. Andy Patrick provided an overview of the Pinnacle Management Survey and GCA Annual Report. Two items noted in the Survey were the need for new on-campus athletic facilities to fulfill our Elite Athletics mission and improved Pinnacle-Board communications. Highlights from the GCA Annual Report include an increase in 2019-2020 enrollment to 507 students from 483 students during the 2018-2019 school year, 99 percent attendance rate, a 99.1% graduation rate for the Class of 2020 (106 students) with 42 percent graduating with High Honors, over 3,327 college credits earned, and \$3.6 Million in academic and athletic scholarships. Despite Spring sports not being played due to COVID 19, for the 2019-2020 school year GCA won 5 Region Championships, made 2 Upper State Title appearances, and won the State 2A Championship in Boys' Basketball. Individual athletic awards included a Class 2A Player of the Year, 7 All-State Players, 5 Region Players of the Year, 31 All Region Players, 2A Coach of the Year and 5 Region Coaches of the Year.

Financial Report: Dr. Newsome read the Financial Report. GCA revenue totaled \$496,000 for the month of December, which was \$19,000 under budget. After the 45-day enrollment count and CARES Act reimbursement is received, it is anticipated that we will be at our budgeted amount. Expenses were \$38,000 under budget, while profits exceeded the budget amount by \$19,000 in December. Year to date, profit is \$31,000 above the budgeted amount. Cash balances represent 108 days of cash on hand. Large upcoming expenses are anticipated to include two new AC units (to replace 20-year old units) and new computers for faculty.

Principal's Report: Dr. Newsome reported that our current enrollment was 622 students. All sophomores are scheduled to take the PSAT on January 26th, peer tutoring is still taking place daily, and the Middle School is holding elections for officers the first week in February. The next Parent Forum is scheduled for January 28th. GCA is hosting a student guidance intern from USC this semester.

Athletic Report: Coach Holmes provided an athletics recap, reporting that we are in full swing with Middle School, JV, and Varsity boys and JV and Varsity girls basketball teams doing well in competition. The boys' Varsity team finished 2-2 in the MB Beach Ball Classic against some of the top teams in the country. Spring sports, which will include baseball, softball, boys and girls soccer, track and field, and boys golf, and are allowed to start practicing on February 1st. Construction of the new weight room is scheduled to begin in February and will be a great addition to the GCA athletic program.

Executive Session: A motion to move into Executive Session to discuss contractual matters was made by Laura Stevens at 2:50 pm and seconded by Trevor Kinard. The motion was unanimously approved.

A motion was made to move out of Executive Session at 4:18 pm by Andy Markl and seconded by Trevor Kinard. The motion was unanimously approved.

Actions Taken on Matters Discussed in Executive Session: No actions were taken on matters discussed during Executive Session.

A motion to adjourn the meeting was made by Andy Markl and seconded by Wayne McKim. The meeting adjourned at 4:20 pm.

Next Board Meeting is scheduled for 2:00 pm on Monday, March 22, 2021, at Gray Collegiate Academy, 3833 Leaphart Road.

GRAY COLLEGIATE ACADEMY

FEBRUARY 2021 FINANCIAL SUMMARY

1. Revenue totaled \$525,000 for the month of February. This compares to budgeted revenue of \$515,000 or \$10,000 over budget. Revenue was \$16,000 higher than budget from state funding sources and should continue to run slightly above budget in the upcoming months. Although we are under-budget \$17,000 from State funding on a year-to-date basis, this deficit should reverse and result in revenues above budget at year end.

Student activity fees were higher than budget for the month, but under budget for the year to date. These fees will most likely be slightly under budget when we complete the fiscal year. Finally, we were under-budget by \$10,000 for CARES Act revenue and \$73,000 year to date. This revenue will be recognized when reimbursement money is received from this program. This will occur in future months and we will be at our budgeted amount for this program when it is completed.

2. Expenses for February totaled \$428,000. This compares to total budgeted expenses of \$461,000 or \$33,000 under budget. February expense line items that were significantly higher than budget included:
 - Technology and equipment- \$16,154. Includes the purchase of 40 chromebooks.
 - Professional services – fees paid for legal services to Turner Caudell (\$1,744) and Haynsworth (\$14,625) and Adam & Reese \$8,000.
 - Supplies and Equipment-Athletics – \$40,744. Expenses were primarily for uniforms and equipment for winter/spring athletic teams.
3. The school had a profit for the month of \$96,000. This is \$42,000 over the budgeted profit of \$54,000. Year to date, profit is at \$510,000 versus \$434,000 for the budget.

4. Cash balances were \$1,893,000 as of March 15, 2021. Cash increased from balances in February due to profits for the month and timing of cash payments on accounts payable. Cash balances represent 113 days of cash on hand. Cash balances were \$1,406,000 for the same period last year. Cash balances do not include funds held at South State Bank.

Gray Collegiate Academy
Revenues and Expenses - Budget to Actual
Management Use Only
For the Eight Months Ended February 28, 2021

	Month of February, 2021					YTD			Remaining Budget
	Actual	Budget	Variance	Actual	Budget	Variance	Annual		
Number of Students		475			475		475		
Basic per student revenue		733			1,505		9,028		
Weighted total: all students	506,516	489,069	17,448	3,896,797	3,912,549	(15,752)	5,868,823	1,972,026	
Total EFA Revenue:	506,516	489,069	17,448	3,896,797	3,912,549	(15,752)	5,868,823	1,972,026	
2% to District	(10,722)	(9,781)	(941)	(80,156)	(78,250)	(1,906)	(117,375)	(37,219)	
Net EFA Revenue	495,794	479,287	16,507	3,816,641	3,834,299	(17,658)	5,751,448	1,934,807	
Student and Athletics User Fees	28,968	25,167	3,801	163,267	201,333	(38,067)	302,000	138,733	
CARES Act Revenue	-	10,520	(10,520)	-	84,162	(84,162)	126,243	126,243	
Interest on Investments	28	417	(388)	224	3,333	(3,110)	5,000	4,776	
Total Revenue	524,790	515,391	9,399	3,980,131	4,123,127	(142,997)	6,184,691	2,204,560	
Classroom Instruction Salaries									
Classroom Teachers	66,883	72,417	(5,533)	569,836	579,333	(9,498)	869,000	299,164	
LD teachers	5,833	3,333	2,500	60,200	26,667	33,533	40,000	(20,200)	
Total Salaries of Full Time Personnel	72,717	75,750	(3,033)	630,036	606,000	24,036	909,000	278,964	
Hourly Instructional Personnel (Tutoring/Part-time Teachers)	-	-	-	-	-	-	-	-	
Total Instructional Personnel	72,717	75,750	(3,033)	630,036	606,000	24,036	909,000	278,964	
Retirement-Classroom Teachers	1,121	2,042	(921)	8,648	16,333	(7,685)	24,500	15,852	
Retirement-LD Teacher	177	100	77	1,320	800	520	1,200	(120)	
Social Security-Classroom Teachers	5,619	5,167	452	46,062	41,333	4,729	62,000	15,938	
Social Security-LD Teachers	538	258	280	5,340	2,067	3,273	3,100	(2,240)	
Health Insurance (includes dental, etc)- Classroom Teachers	11,400	13,200	(1,800)	87,300	105,600	(18,300)	158,400	71,100	
Health Insurance (includes dental, etc.)-LD Teachers	1,200	600	600	9,600	4,800	4,800	7,200	(2,400)	
Workers' Compensation-Classroom Teachers	-	172	(172)	181	1,379	(1,198)	2,068	1,887	
Workers' Compensation-LD Teachers	-	22	(22)	24	178	(154)	267	243	
Unemployment Compensation-Classroom Teachers	752	480	272	2,623	3,836	(1,213)	5,754	3,131	
Unemployment Compensation-LD Teachers	76	78	(2)	157	625	(468)	937	780	
Teacher bonuses	-	28,167	(28,167)	-	233,333	(233,333)	350,000	350,000	
Classroom and Instructional Supplies	2,545	2,333	211	31,704	18,667	13,037	28,000	(3,704)	

Gray Collegiate Academy
Revenues and Expenses - Budget to Actual
Management Use Only
For the Eight Months Ended February 28, 2021

	Month of February, 2021				YTD			Annual	Remaining Budget
	Actual	Budget	Variance	Actual	Budget	Variance			
Exceptional Supplies	-	167	(167)	149	1,333	(1,184)	2,000	1,851	
Textbooks	-	6,250	(6,250)	37,010	50,000	(12,990)	75,000	37,990	
Classroom Equipment (desks, chairs, etc.)	-	-	-	-	-	-	-	-	
Classroom Equipment (desks, chairs, etc.) LD	-	-	-	-	-	-	-	-	
Computer Equipment	1,916	-	1,916	3,964	-	3,964	-	(3,964)	
Computer Equipment-LD	-	-	-	-	-	-	-	-	
Technology and Equipment	16,154	11,917	4,238	152,223	95,333	56,889	143,000	(9,223)	
Curriculum Development	-	417	(417)	-	3,333	(3,333)	5,000	5,000	
Substitute Teachers	1,400	1,833	(433)	7,300	14,667	(7,367)	22,000	14,700	
Total Instruction	115,614	149,952	(34,338)	1,023,639	1,199,617	(175,978)	1,799,426	775,787	
Instructional Support Services									
Pupil Personnel Services									
Salaries									
Student Support	15,352	10,167	5,186	114,907	81,333	33,574	122,000	7,093	
PowerSchool Coordinator	2,917	2,917	(0)	25,433	23,333	2,100	35,000	9,567	
Total Pupil Personnel Staff	18,269	13,083	5,186	140,340	104,667	35,674	157,000	16,660	
Retirement	347	400	(53)	3,148	3,200	(52)	4,800	1,652	
Social Security	1,620	975	645	12,536	7,800	4,736	11,700	(836)	
Health Insurance (includes dental, life, etc.)	3,000	2,400	600	23,700	19,200	4,500	28,800	5,100	
Workers' Compensation	-	50	(50)	62	403	(341)	605	543	
Unemployment Compensation	219	78	141	680	622	58	933	253	
Total Pupil Personnel Services	23,455	16,987	6,468	180,466	135,892	44,574	203,838	23,372	
Staff Development									
Workshop Stipends	-	-	-	-	-	-	-	-	
Consulting Services - Exceptional	-	-	-	-	-	-	-	-	
Travel (workshop registration, lodging, etc.)	-	-	-	-	-	-	-	-	
Total Staff Development	-	-	-	-	-	-	-	-	
General Support Services									
Board									
Professional Services (Legal)	24,368	5,833	18,535	83,131	46,667	36,464	70,000	(13,131)	
Insurance - General Liability	2,388	3,000	(612)	19,104	24,000	(4,896)	36,000	16,896	
Audit	-	1,583	(1,583)	12,535	12,667	(132)	19,000	6,465	
Governance Training	-	-	-	100	-	100	-	(100)	
Total Board	26,756	10,417	16,340	114,870	83,333	31,536	125,000	10,131	
General Administration									
Pinnacle EMO Services per contract	55,996	56,417	(421)	447,540	451,333	(3,793)	677,000	229,460	

Gray Collegiate Academy
Revenues and Expenses - Budget to Actual
Management Use Only
For the Eight Months Ended February 28, 2021

	Month of February, 2021				YTD			Remaining Budget
	Actual	Budget	Variance	Actual	Budget	Variance	Annual	
School Administration								
Salaries								
Administrative Personnel	31,083	29,000	2,083	283,175	232,000	51,175	348,000	64,825
Total Office Personnel	31,083	29,000	2,083	283,175	232,000	51,175	348,000	64,825
Retirement	979	867	112	6,268	6,933	(665)	10,400	4,132
Social Security	2,660	2,217	443	21,243	17,733	3,510	26,600	5,357
Health Insurance (includes dental, life, etc.)	3,800	3,600	200	33,000	28,800	4,200	43,200	10,200
Workers' Compensation	-	111	(111)	129	886	(757)	1,329	1,200
Unemployment Compensation	269	161	108	929	1,289	(360)	1,934	1,005
Bonuses	-	-	-	-	-	-	-	-
Office Equipment	-	-	-	-	-	-	-	-
Printing/advertising	325	3,333	(3,008)	1,373	26,667	(25,294)	40,000	38,627
Printing and Binding	-	-	-	-	-	-	-	-
Membership Dues and Fees	377	-	377	6,546	-	6,546	5,000	(1,546)
Office Services and Supplies	10,568	11,667	(1,099)	77,077	93,333	(16,256)	140,000	62,923
Computer Equipment	-	1,667	(1,667)	300	13,333	(13,033)	20,000	19,700
School Resource Officer	-	5,725	(5,725)	33,225	45,800	(12,575)	68,700	35,475
Travel (workshop registration, lodging, etc.)	420	2,083	(1,664)	954	16,667	(15,713)	25,000	24,046
Total School Administration	50,481	60,847	(10,366)	464,220	486,775	(22,555)	730,163	265,943
Facilities Acquisition and Construction								
Building Lease	-	-	-	-	-	-	-	-
Land	-	-	-	-	-	-	-	-
Total Facilities Acquisition and Construction								
Fiscal/HR Services								
Contracted Finance	1,000	-	1,000	1,000	-	1,000	-	(1,000)
Contracted Human Resources and Payroll	-	-	-	-	-	-	-	38,000
Bank Fees/ Processing Fees	1,235	333	902	3,431	2,667	764	4,000	569
Total Fiscal/HR Services	2,235	333	1,902	4,431	2,667	1,764	4,000	(431)
Central Services								
Dues and Fees	-	1,083	(1,083)	-	8,667	(8,667)	13,000	13,000
Total Central Services		1,083	(1,083)		8,667	(8,667)	13,000	13,000
Operation of Plant								
Salaries								
Custodians	2,083	4,167	(2,083)	18,667	33,333	(14,667)	50,000	31,333
Total Plant Personnel	2,083	4,167	(2,083)	18,667	33,333	(14,667)	50,000	31,333
Retirement	81	125	(45)	536	1,000	(464)	1,500	964
Social Security	205	317	(111)	1,795	2,533	(738)	3,800	2,005
Health Insurance (includes dental, life, etc.)	600	1,200	(600)	4,800	9,600	(4,800)	14,400	9,600
Workers' Compensation	-	9	(9)	10	75	(66)	113	103
Unemployment Compensation	31	13	17	62	107	(46)	161	99

Gray Collegiate Academy
Revenues and Expenses - Budget to Actual
Management Use Only
For the Eight Months Ended February 28, 2021

	Month of February, 2021				YTD			Annual	Remaining Budget
	Actual	Budget	Variance	Actual	Budget	Variance	Budget		
Communication	3,895	-	3,895	18,857	-	18,857	-	(18,857)	
Water and Sewage	2,654	1,667	987	14,145	13,333	811	20,000	5,856	
Garbage	350	417	(67)	3,346	3,333	12	5,000	1,654	
Other Purchased Services	-	-	-	-	-	-	-	-	
Custodial Services (contracted)	5,248	5,000	248	40,488	40,000	488	60,000	19,512	
Fire/Security Alarm Monitoring	785	-	785	3,565	-	3,565	-	(3,565)	
Property insurance	-	-	-	-	-	-	-	-	
Electricity	4,629	9,167	(4,538)	40,222	73,333	(33,111)	110,000	69,778	
Equipment	-	1,667	(1,667)	7,500	13,333	(5,833)	20,000	-	
Construction Services	-	-	-	24,756	-	24,756	-	(24,756)	
Capital Outlay	-	6,348	(6,348)	58,653	50,783	7,869	76,175	17,523	
Total Operation of Plant	20,561	30,096	(9,535)	237,401	240,766	(3,365)	361,149	123,748	
Maintenance of Plant									
Repairs and Maintenance	5,899	20,937	(15,038)	90,522	167,495	(76,973)	251,243	160,721	
Supplies	782	2,917	(2,135)	7,693	23,333	(15,640)	35,000	27,307	
Total Maintenance of Plant	6,681	23,854	(17,172)	98,216	190,829	(92,613)	286,243	188,027	
Food Services									
Food Services Contractor	-	-	-	-	-	-	-	-	
Total Food Services	-	-	-	-	-	-	-	-	
Administrative Technology Services									
Supplies	-	-	-	-	-	-	-	-	
Office Equipment	-	-	-	-	-	-	-	-	
Computer Equipment/Servers	-	-	-	-	-	-	-	-	
Software Leases	-	-	-	-	-	-	-	-	
Total Administrative Technology Services	-	-	-	-	-	-	-	-	
Debt Service									
Redemption of Principle	2,604	1,583	1,021	20,503	12,667	7,836	19,000	(1,503)	
Interest	48,670	50,833	(2,163)	423,544	406,667	16,877	610,000	186,456	
Fees	4,167	1,250	2,917	16,382	10,000	6,382	15,000	(1,382)	
Total Debt Service	55,441	53,667	1,774	460,428	429,333	31,095	644,000	183,572	
Student Transportation Services	-	-	-	-	-	-	-	-	
Vehicle Liability	657	625	32	14,458	5,000	9,458	7,500	(6,958)	
	657	625	32	14,458	5,000	9,458	7,500	(6,958)	
Athletics									
Salary	27,368	24,419	2,949	193,540	195,351	(1,811)	293,027	99,487	
Bonuses	-	-	-	-	-	-	-	-	
Supplies & Equipment	40,744	25,000	15,744	216,447	200,000	16,447	300,000	83,553	
Transportation	2,816	4,167	(1,351)	7,789	33,333	(25,544)	50,000	42,211	
Practice Fields - Construction	-	-	-	-	-	-	-	-	
Facility	-	3,333	(3,333)	6,225	26,667	(20,442)	40,000	33,775	
Total Athletics	70,927	56,919	14,008	424,001	455,351	(31,350)	683,027	259,026	
Total Budgeted Expenditures	428,804	461,196	(32,391)	3,469,670	3,689,564	(219,894)	5,534,346	2,064,676	
Balance	95,985	54,195	41,790	510,461	433,563	76,898	650,345	139,884	

Cash Summary Report
Balances through February 15, 2021
Gray Collegiate Academy

	<u>September 15 2020</u>	<u>October 15 2020</u>	<u>November 15 2020</u>	<u>December 15 2020</u>	<u>January 15 2021</u>	<u>February 15 2021</u>
CASH IN BANK	1,697,696	1,766,818	1,777,705	1,747,220	1,931,572	1,800,229
Bank Account Details:						
Operating account *1756	1,485,707	1,559,162	1,586,498	1,557,871	1,636,042	1,585,049
Payroll account *4232	98,931	95,752	80,235	78,027	183,672	100,617
Principal account *4240	12,745	11,590	10,658	11,006	11,540	14,245
Savings (Wells Fargo)	100,313	100,314	100,314	100,316	100,318	100,318
TOTAL CASH IN BANK	1,697,696	1,766,818	1,777,705	1,747,220	1,931,572	1,800,229
Days Cash on Hand	98	103	105	103	108	105
Cash on Hand Last Year	1,005,105	999,572	1,013,039	1,089,427	1,176,141	1,283,324
Increase from Prior Year	692,591	767,246	764,666	657,793	755,431	516,905

Note: Does not include funds in South State Bank

Gray Collegiate Academy
Revenues and Expenses - Budget to Actual
Management Use Only
For the Seven Months Ended January 31, 2021

	Month of January, 2021				YTD			Remaining Budget
	Actual	Budget	Variance	Actual	Budget	Variance	Annual	
Total EFA Revenue:	502,704	489,069	13,636	3,390,281	3,423,480	(33,199)	5,865,823	2,478,542
2% to District	(10,531)	(9,781)	(750)	(69,434)	(68,469)	(965)	(117,375)	(47,941)
Net EFA Revenue	492,173	479,287	12,885	3,320,847	3,355,011	(34,165)	5,751,448	2,430,601
Student and Athletics User Fees	14,468	25,167	(10,698)	134,299	176,167	(41,868)	302,000	167,701
CARES Act Revenue	-	10,520	(10,520)	-	73,642	(73,642)	126,243	126,243
Interest on Investments	1	417	(416)	192	2,917	(2,724)	5,000	4,808
Total Revenue	506,642	515,391	(8,749)	3,455,338	3,607,736	(152,398)	6,184,691	2,729,353
Classroom Instruction Salaries								
Classroom Teachers	77,293	72,417	4,877	502,952	506,917	(3,965)	869,000	366,048
LD teachers	5,833	3,333	2,500	54,367	23,333	31,033	40,000	(14,367)
Total Salaries of Full Time Personnel	83,127	75,750	7,377	557,319	530,250	27,069	909,000	351,681
Hourly Instructional Personnel (Tutoring/Part-time Teachers)	-	-	-	-	-	-	-	-
Total Instructional Personnel	83,127	75,750	7,377	557,319	530,250	27,069	909,000	351,681
Retirement-Classroom Teachers	1,180	2,042	(862)	7,527	14,292	(6,765)	24,500	16,973
Retirement-LD Teacher	106	100	6	1,143	700	443	1,200	57
Social Security-Classroom Teachers	5,619	5,167	452	40,443	36,167	4,277	62,000	21,557
Social Security-LD Teachers	538	258	280	4,802	1,808	2,993	3,100	(1,702)
Health Insurance (Includes dental, etc.)-Classroom Teachers	11,400	13,200	(1,800)	75,900	92,400	(16,500)	158,400	82,500
Health Insurance (Includes dental, etc.)-LD Teachers	1,200	600	600	8,400	4,200	4,200	7,200	(1,200)
Workers' Compensation-Classroom Teachers	-	172	(172)	181	1,206	(1,026)	2,068	1,887
Workers' Compensation-LD Teachers	-	22	(22)	24	156	(132)	267	243
Unemployment Compensation-Classroom Teachers	845	480	365	1,871	3,357	(1,485)	5,754	3,883
Unemployment Compensation-LD Teachers	81	78	3	81	547	(466)	937	856
Teacher bonuses	-	29,167	(29,167)	-	204,167	(204,167)	350,000	350,000
Classroom and Instructional Supplies	10,255	2,333	7,921	29,159	16,333	12,826	28,000	(1,159)
Exceptional Supplies	-	167	(167)	149	1,167	(1,018)	2,000	1,851
Textbooks	12,800	6,250	6,550	37,010	43,750	(6,740)	75,000	37,990
Classroom Equipment (desks, chairs, etc.)	-	-	-	-	-	-	-	-
Classroom Equipment (desks, chairs, etc.) LD	-	-	-	-	-	-	-	-
Computer Equipment	-	-	-	2,048	-	2,048	-	(2,048)
Computer Equipment-LD	-	-	-	-	-	-	-	-
Technology and Equipment	4,992	11,917	(6,924)	136,068	83,417	52,652	143,000	6,932
Curriculum Development	-	417	(417)	-	2,917	(2,917)	5,000	5,000
Substitute Teachers	550	1,833	(1,283)	5,900	12,833	(6,933)	22,000	16,100
Total Instruction	132,692	149,952	(17,260)	908,025	1,049,665	(141,640)	1,799,426	891,401

Gray Collegiate Academy
Revenues and Expenses - Budget to Actual
Management Use Only
For the Seven Months Ended January 31, 2021

	Month of January, 2021					YTD			Remaining Budget
	Actual	Budget	Variance	Actual	Budget	Variance	Annual		
Instructional Support Services									
Pupil Personnel Services									
Salaries									
Student Support	13,675	10,167	3,508	99,555	71,167	28,388	122,000	22,445	
PowerSchool Coordinator	2,917	2,917	(0)	22,517	20,417	2,100	35,000	12,483	
Total Pupil Personnel Staff	16,591	13,083	3,508	122,071	91,583	30,488	157,000	34,929	
Retirement	414	400	14	2,801	2,800	1	4,800	1,999	
Social Security	1,492	975	517	10,915	6,825	4,090	11,700	785	
Health Insurance (includes dental, life, etc.)	3,000	2,400	600	20,700	16,800	3,900	28,800	8,100	
Workers' Compensation	-	50	(50)	62	353	(291)	605	543	
Unemployment Compensation	224	78	147	461	544	(83)	933	472	
Total Pupil Personnel Services	21,722	16,987	4,735	157,011	118,906	38,106	203,838	46,827	
Staff Development									
Workshop Stipends	-	-	-	-	-	-	-	-	
Consulting Services - Exceptional	-	-	-	-	-	-	-	-	
Travel (workshop registration, lodging, etc.)	-	-	-	-	-	-	-	-	
Total Staff Development	-	-	-	-	-	-	-	-	
General Support Services									
Board									
Professional Services (Legal)	4,682	5,833	(1,152)	58,762	40,833	17,929	70,000	11,238	
Insurance - General Liability	2,388	3,000	(612)	16,716	21,000	(4,284)	36,000	19,284	
Audit	3,535	1,583	1,952	12,535	11,083	1,452	19,000	6,465	
Governance Training	-	-	-	100	-	100	-	(100)	
Total Board	10,605	10,417	188	88,113	72,917	15,196	125,000	36,887	
General Administration									
Pinnacle EMO Services per contract	55,996	56,417	(421)	391,544	394,917	(3,373)	677,000	285,456	
School Administration									
Salaries									
Administrative Personnel	31,083	29,000	2,083	252,092	203,000	49,092	348,000	95,908	
Total Office Personnel	31,083	29,000	2,083	252,092	203,000	49,092	348,000	95,908	
Retirement	669	867	(198)	5,289	6,067	(778)	10,400	5,111	
Social Security	2,660	2,217	443	18,583	15,517	3,067	26,600	8,017	
Health Insurance (includes dental, life, etc.)	3,800	3,600	200	29,200	25,200	4,000	43,200	14,000	
Workers' Compensation	-	111	(111)	129	775	(646)	1,329	1,200	
Unemployment Compensation	423	161	262	660	1,128	(468)	1,934	1,274	
Bonuses	-	-	-	-	-	-	-	-	
Office Equipment	-	-	-	-	-	-	-	-	
Printing/advertising	209	3,333	(3,124)	1,047	23,333	(22,286)	40,000	38,953	

Gray Collegiate Academy
Revenues and Expenses - Budget to Actual
Management Use Only
For the Seven Months Ended January 31, 2021

	Month of January, 2021					YTD		
	Actual	Budget	Variance	Actual	Budget	Variance	Annual	Remaining Budget
	-	-	-	-	-	-	-	-

Printing and Binding

Gray Collegiate Academy
Revenues and Expenses - Budget to Actual
Management Use Only
For the Seven Months Ended January 31, 2021

	Month of January, 2021					YTD			Annual	Remaining Budget
	Actual	Budget	Variance	Actual	Budget	Variance	Budget			
Membership Dues and Fees	1,550	-	1,550	6,169	-	6,169	5,000	(1,169)		
Office Services and Supplies	8,712	11,667	(2,954)	66,509	81,667	(15,157)	140,000	73,491		
Computer Equipment	-	1,667	(1,667)	300	11,667	(11,367)	20,000	19,700		
School Resource Officer	16,612	5,725	10,887	33,225	40,075	(6,850)	68,700	35,475		
Travel (workshop registration, lodging, etc.)	-	2,083	(2,083)	534	14,583	(14,049)	25,000	24,466		
Total School Administration	65,719	60,847	4,872	413,739	425,928	(12,189)	730,163	318,424		
Facilities Acquisition and Construction	-	-	-	-	-	-	-	-		
Building Lease	-	-	-	-	-	-	-	-		
Land	-	-	-	-	-	-	-	-		
Total Facilities Acquisition and Construction	-	-	-	-	-	-	-	-		
Fiscal/HR Services	-	-	-	-	-	-	-	-		
Contracted Finance	-	-	-	-	-	-	-	-		
Contracted Human Resources and Payroll	-	-	-	-	-	-	-	-		
Bank Fees/ Processing Fees	1,236	333	903	2,196	2,333	(138)	4,000	1,804		
Total Fiscal/HR Services	1,236	333	903	2,196	2,333	(138)	4,000	1,804		
Central Services	-	-	-	-	-	-	-	-		
Dues and Fees	-	1,083	(1,083)	-	7,583	(7,583)	13,000	13,000		
Total Central Services	-	1,083	(1,083)	-	7,583	(7,583)	13,000	13,000		
Operation of Plant	-	-	-	-	-	-	-	-		
Salaries	2,083	4,167	(2,083)	16,583	29,167	(12,583)	50,000	33,417		
Total Plant Personnel	2,083	4,167	(2,083)	16,583	29,167	(12,583)	50,000	33,417		
Retirement	81	125	(45)	456	875	(420)	1,500	1,045		
Social Security	205	317	(111)	1,590	2,217	(627)	3,800	2,210		
Health Insurance (includes dental, life, etc.)	600	1,200	(600)	4,200	8,400	(4,200)	14,400	10,200		
Workers' Compensation	-	9	(9)	10	66	(56)	113	103		
Unemployment Compensation	31	13	17	31	94	(63)	161	130		
Communication	2,631	-	2,631	14,962	-	14,962	-	(14,962)		
Water and Sewage	1,638	1,667	(28)	11,491	11,667	(176)	20,000	8,509		
Garbage	350	417	(67)	2,996	2,917	79	5,000	2,004		
Other Purchased Services	-	-	-	-	-	-	-	-		
Custodial Services (contracted)	5,248	5,000	248	35,240	35,000	240	60,000	24,760		
Fire/Security Alarm Monitoring	-	-	-	2,780	-	2,780	-	(2,780)		
Property insurance	-	-	-	-	-	-	-	-		
Electricity	4,380	9,167	(4,786)	35,594	64,167	(28,573)	110,000	74,406		
Equipment	-	1,667	(1,667)	7,500	11,667	(4,167)	20,000	20,000		
Construction Services	-	-	-	24,756	-	24,756	-	(24,756)		
Capital Outlay	-	6,348	(6,348)	58,653	44,435	14,217	76,175	17,523		
Total Operation of Plant	17,248	30,096	(12,848)	216,840	210,670	6,170	361,149	144,309		
Maintenance of Plant	-	-	-	-	-	-	-	-		
Repairs and Maintenance	9,431	20,937	(11,506)	84,623	146,558	(61,935)	251,243	166,620		
Supplies	849	2,917	(2,067)	6,911	20,417	(13,505)	35,000	28,089		
Total Maintenance of Plant	10,281	23,854	(13,573)	91,535	166,975	(75,440)	286,243	194,708		

Gray Collegiate Academy
Revenues and Expenses - Budget to Actual
Management Use Only
For the Seven Months Ended January 31, 2021

	YTD					Remaining Budget	
	Actual	Budget	Variance	Actual	Budget		Variance
Food Services							
Food Services Contractor	-	-	-	-	-	-	-
Total Food Services	-	-	-	-	-	-	-
Administrative Technology Services							
Supplies	-	-	-	-	-	-	-
Office Equipment	-	-	-	-	-	-	-
Computer Equipment/Servers	-	-	-	-	-	-	-
Software Leases	-	-	-	-	-	-	-
Total Administrative Technology Services	-	-	-	-	-	-	-
Debt Service							
Redemption of Principle	2,592	1,583	1,009	17,899	11,083	6,815	19,000
Interest	48,682	50,833	(2,151)	374,873	355,833	19,040	610,000
Fees	4,167	1,250	2,917	12,215	8,750	3,465	15,000
Total Debt Service	55,441	53,667	1,774	404,988	375,667	29,321	644,000
Student Transportation Services							
Student Transportation Services	-	-	-	-	-	-	-
Vehicle Liability	6,181	625	5,556	13,801	4,375	9,426	7,500
	6,181	625	5,556	13,801	4,375	9,426	7,500
Athletics							
Salary	27,351	24,419	2,932	166,172	170,932	(4,760)	293,027
Bonuses	-	-	-	-	-	-	-
Supplies & Equipment	42,273	25,000	17,273	175,704	175,000	704	300,000
Transportation	1,329	4,167	(2,837)	4,973	29,167	(24,194)	50,000
Practice Fields - Construction	-	-	-	-	-	-	-
Facility	-	3,333	(3,333)	6,225	23,333	(17,108)	40,000
Total Athletics	70,953	56,919	14,034	353,074	398,432	(45,358)	683,027
Total Budgeted Expenditures	448,073	461,196	(13,122)	3,040,885	3,228,389	(187,503)	5,534,346
Balance	58,589	54,195	4,373	414,473	379,368	35,105	650,345



Gray Collegiate Academy | 2021-2022 CALENDAR

JULY '21						
S	M	T	W	Th	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

4 Independence Day

JANUARY '22						
S	M	T	W	Th	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

3 Winter Break
4 Q3/S2 Begins
4 USC classes begin
17 M.L. King Day

AUGUST '21						
S	M	T	W	Th	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

2 Faculty & Staff Return
4 11th & 12th schedule pickup
5 8th, 9th, & 10th schedule pickup
11 First day of school
16 USC classes begin

FEBRUARY '22						
S	M	T	W	Th	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28					

18 2nd Weather Makeup Day
21 Presidents' Day

SEPTEMBER '21						
S	M	T	W	Th	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

6 Labor Day
17 1st Weather Makeup Day

MARCH '22						
S	M	T	W	Th	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

11 Q3 Ends
14 Q4 Begins
17 Parent/Teacher Conference (4pm - 7pm)
18 Parent/Teacher Conference (8am - 12pm)
21 135th day Reporting
25 3rd Weather Makeup Day

OCTOBER '21						
S	M	T	W	Th	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

7 Professional Development
15 45th day Reporting
15 Q1 ends
18 Q2 begins
21 Parent/Teacher Conference (4pm - 7pm)
22 Parent/Teacher Conference (8am - 12pm)

APRIL '22						
S	M	T	W	Th	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

15 Good Friday
17 Easter Sunday
18-22 Spring Break

NOVEMBER '21						
S	M	T	W	Th	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

2 Election Day
11 Veterans Day
22-26 Fall Break
25 Thanksgiving Day

MAY '22						
S	M	T	W	Th	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

9-13 USC Finals week
13 USC classes end
13 Last day for Seniors
19 Professional Development
27 S2 Edmentum ends
30 Memorial's Day

DECEMBER '21						
S	M	T	W	Th	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

6-10 USC exam week
10 USC classes end
10 S1 Edmentum end
16-17 Half Day
17 End of Q2/S1
17 Report Cards Issued (Email)
20-31 Winter Break
25 Christmas Day

JUNE '22						
S	M	T	W	Th	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

3-7 Half Day
7 Last day for student
7 Report Cards Issued (Email)
9 Last day for Teachers
Virtual/Remediation Days
School day for all students and staff
Half Day for Students
No School for students/ Faculty & staff must attend
Holiday for faculty, staff, & students

Athletics

Spring Season

Baseball

We now have three baseball teams here at Gray. We have a B-team, JV, and Varsity team. All three have had much success already this season. All three played in a preseason tournament and all three made it to the championship game. The Varsity ended up winning their tournament beating two 5A teams and a 4A team. The Varsity baseball team is ranked #2 in the State in Class 2A. They had a big win Friday night beating Northside Christian 16-6. All three teams are in action this week playing Batesburg, A.C. Flora, and Northside Christian. All three teams as well will be playing over Spring Break. The Varsity will be playing in the Forest Acres Classic which is one of the top Spring Break Tournaments around. If you are around next week and want to see some good Baseball come check them out. It will be played at A.C. Flora High School.

Softball

Our softball team is off to an amazing start as well. Our JV team played in a preseason tournament in Lugoff and went undefeated and won the tournament.

Our Varsity team is 2-0 and has wins over 5A Chapin and our sister school Legion beating them 4-3. Our girls rallied back and scored 2 runs in the bottom of the seventh to beat Legion. Coach Frye thinks this might be one of his best teams yet. He is excited about this season and the future of this program. They will also be playing Batesburg this week traveling there tomorrow and they will be coming to us on Thursday. Both the JV and Varsity will be playing. They are a fun group to watch.

Soccer

We are excited to now have four soccer programs here at Gray. We have JV boys and girls, along with Varsity boys and girls. All teams are playing extremely well. Our boys Varsity team is undefeated on the season right now sitting at 7-0. Our girls Varsity are undefeated in Region play, with a region record of 6-0. Both Varsity programs will be playing at Eau Claire tomorrow, and Home against Eau Claire on Thursday. Our JV girls are playing today at Home against Hammond at 5 p.m. Our JV boys will be playing at home Wednesday against A.C. Flora at 5:30 p.m. Both Varsity programs will be playing in the Nike Palmetto Cup over Spring Break. These games will take place at Saluda Shoals. If you like soccer this will be a great opportunity to watch some of the top teams in the state compete. Good luck to both teams.

Golf

We have finally gotten our golf program underway. We are excited to get this program going. It started last year but they only played in one match before Covid hit. Coach Bethune is taking over as the Head Coach. Our boys are undefeated with a record of 3-0. They are traveling down to Orangeburg tomorrow to play Orangeburg Prep. Right now, they are undefeated in Region play at 2-0.

Track

Just like golf we are excited to get our Track program underway. Just like golf they only ran in one meet last year, so we are glad to get this program going. Coach Robinson is our track coach and does an amazing job with them. They have already competed in two meets at Calhoun County and Orangeburg Prep.

We are excited to see this program keep growing.



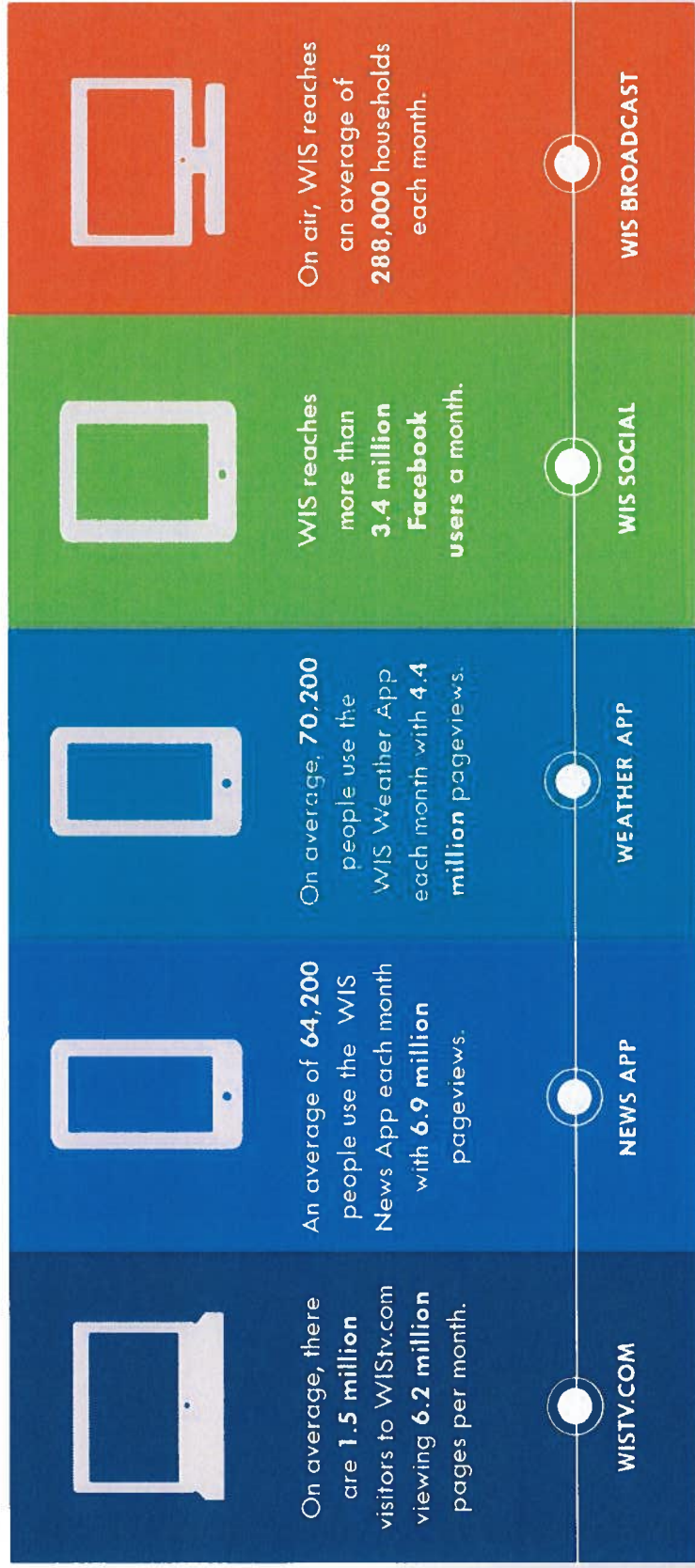
“Midland’s #1 College Prep Academy!”

Gray Collegiate Academy

Duvall Winns | WIS TV | Account Executive | Duvall.Winns@WIS-TV.com | 803-269-5342



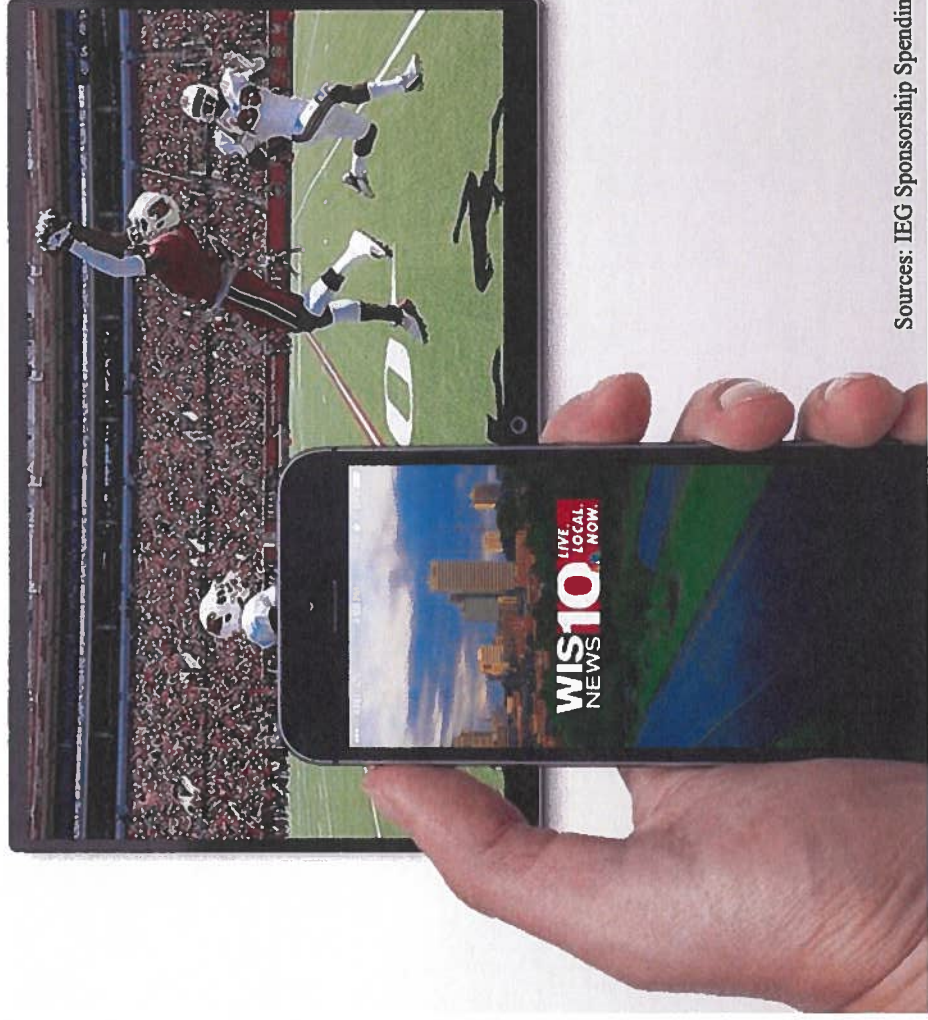
ONLINE, ON-AIR, EVERYWHERE



Source: comScore Monthly HH Cume July-December 2019, Google Analytics July-December 2019, WIS TV.com is desktop and mobile web traffic, Facebook



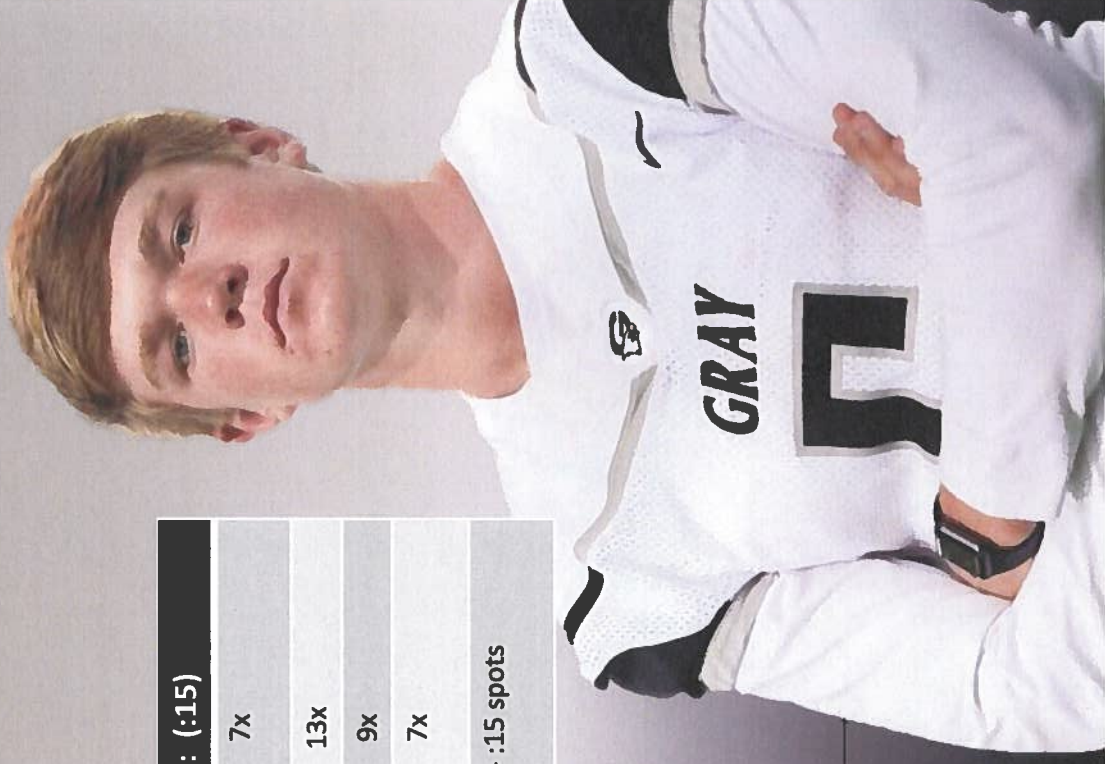
THE NEW CONVERSION DEVICES



- **84% of all TV viewing** is done with a mobile device being actively used
- **59%** of consumers attribute TV exposure to future online research about products and services
- Smartphones are within 3-feet of their owner **96% of the time**

Sources: IEG Sponsorship Spending Report, TVB Media Comparisons Study, Fortune.com

BROADCAST



Program	6-Month Campaign	Spots Total: (:15)
WIS Sunrise News 5am	Mon.-Fri. 5a-5:30a	7x
WIS Midday at 12pm	Mon.-Fri. 12p-12:30pm	13x
WIS News at 5pm	Mon.-Fri 11a-12p	9x
Columbia's 10pm News	Mon.-Fri. 10pm-10:30pm	7x
		36x- :15 spots

We looked at a Demographic of Women 35+

298,000 viewers!

Viewed 3 times by our audience!

73% of households reached



PREMIUM OVER THE TOP

ONE SOLUTION. EVERY ADVANTAGE.

Live OTT Programming
Subscription + Ad Supported



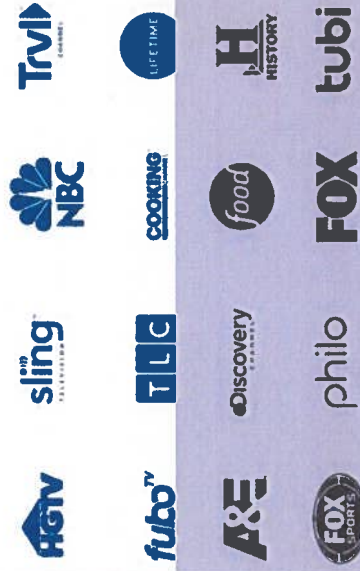
TV & Movie On-Demand Content
Free Ad Supported



Network Programming OTT App
Free Ad Supported



Content-Placement Examples



Premion is an award-winning OTT advertising platform.



GABCON | ABBY AWARDS

**WINNER: Best Audience-Based
Buying Platform of The Year -
2019**



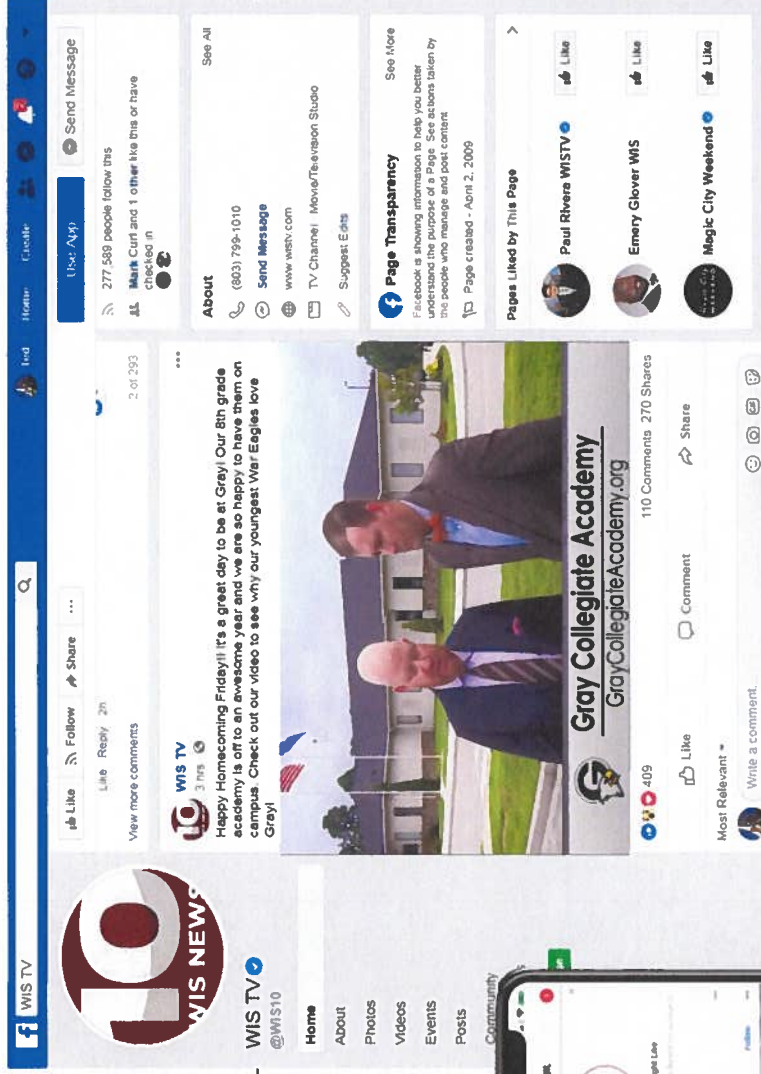
SOCIAL



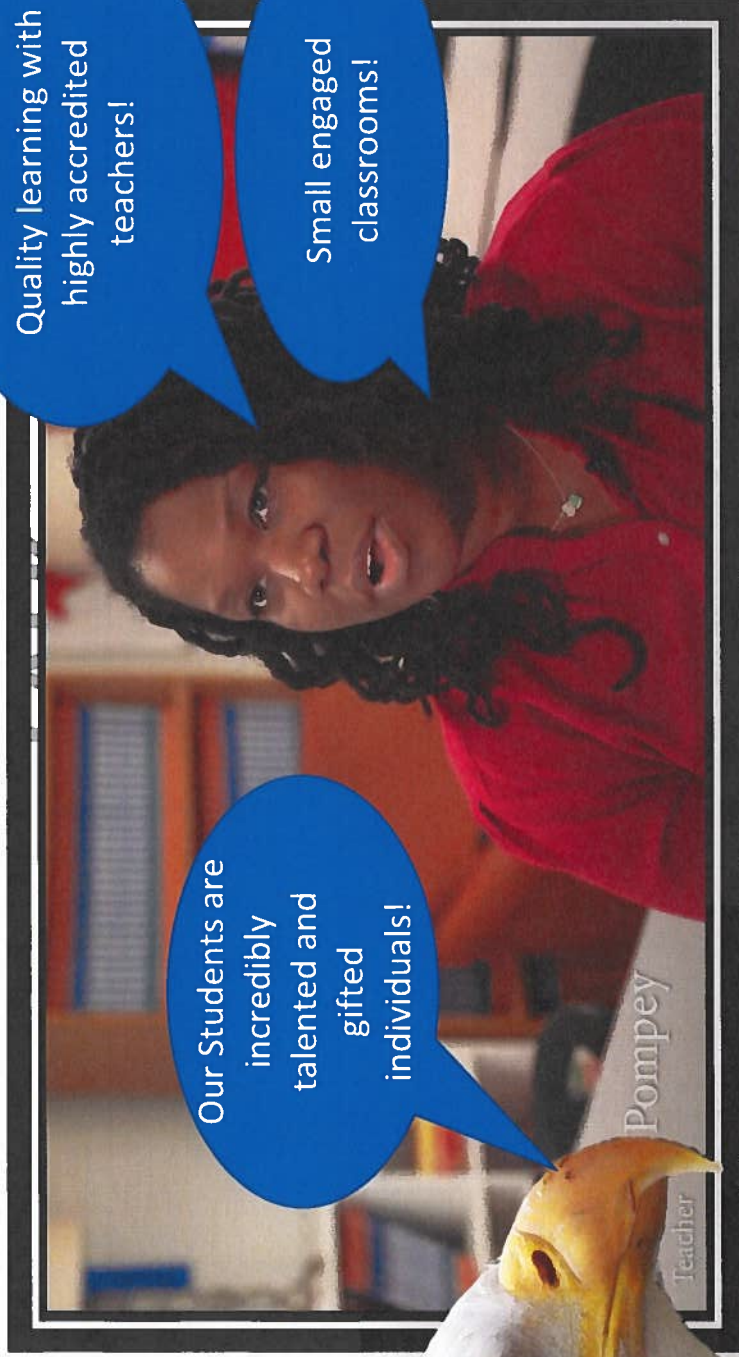
facebook
blueprint

One of the greatest components of social advertising is its innate ability to live beyond a single video or display ad.

- ✓ 50,000 impressions a month
- ✓ Ads will appear from WIS, your business will be tagged
- ✓ Drives traffic directly to your site
- ✓ All targeting options are included



GRAY



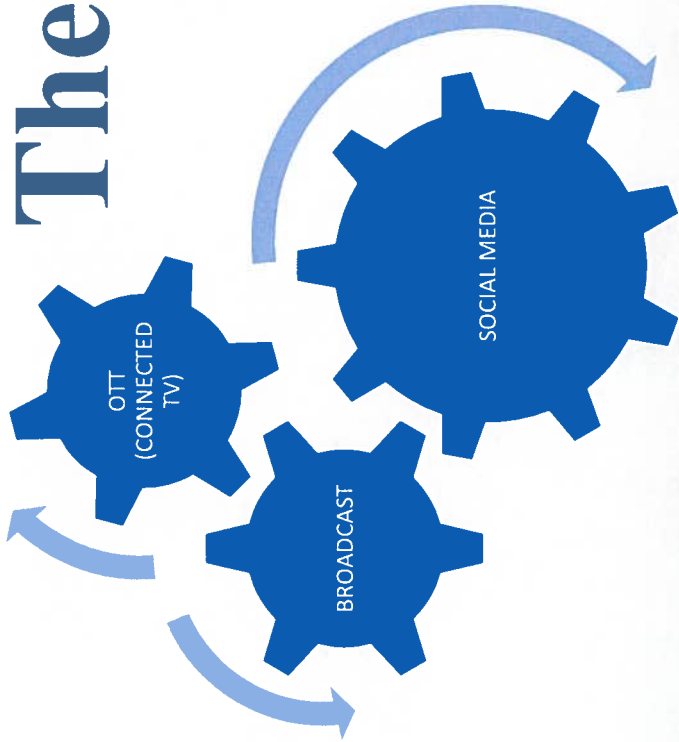
Quality learning with highly accredited teachers!

Small engaged classrooms!

Our Students are incredibly talented and gifted individuals!

WIS TV will produce 3 long form videos and the principal video valued at \$1,500 a piece.

The War Eagle Package



150,000 Facebook/Instagram
(Including Social Retargeting)



36 Commercials on WIS (298,000 Impressions)



65,000 Commercials Premium OTT

** Reporting & \$6,000 Production Value Included**

Total Monthly Investment: \$3,078

**PROMOTION- 3 months
Total Monthly Campaign Impressions:
513,000 Impressions**

Client Signature:
Date:
Campaign Dates:
Station Representative:
Date:
<small>All advertising, production services, consulting services, and digital management services sold or offered by Gray Media Group, Inc. ("Gray") are subject to Gray's Standard Terms and Conditions available at www.gray.tv/advertising</small>

