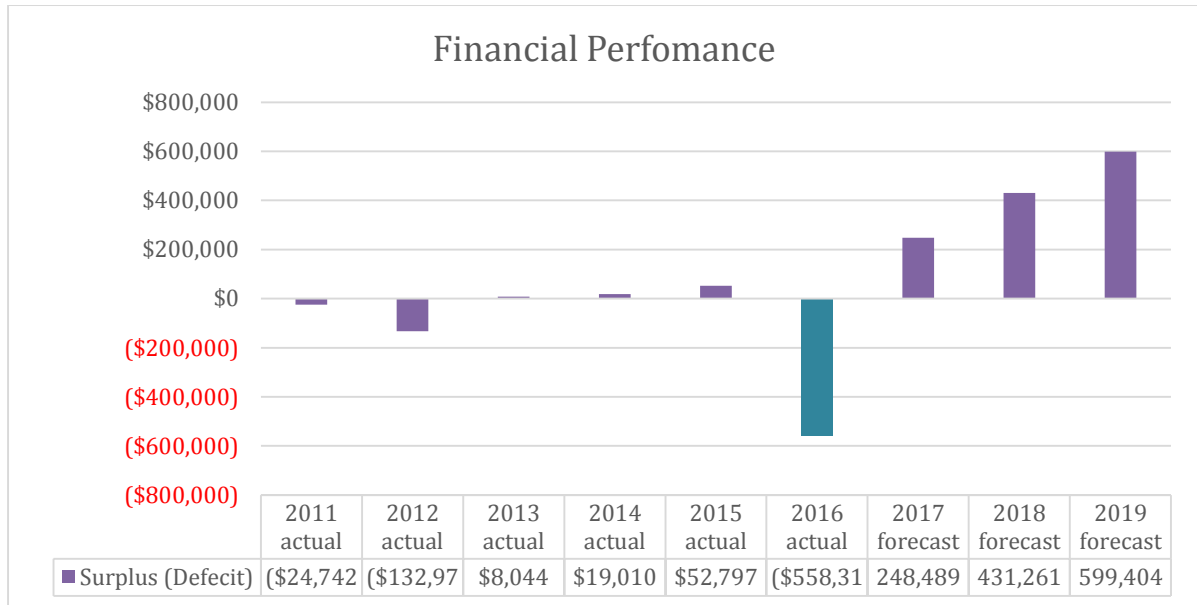


FY 2016 Results

Summary:

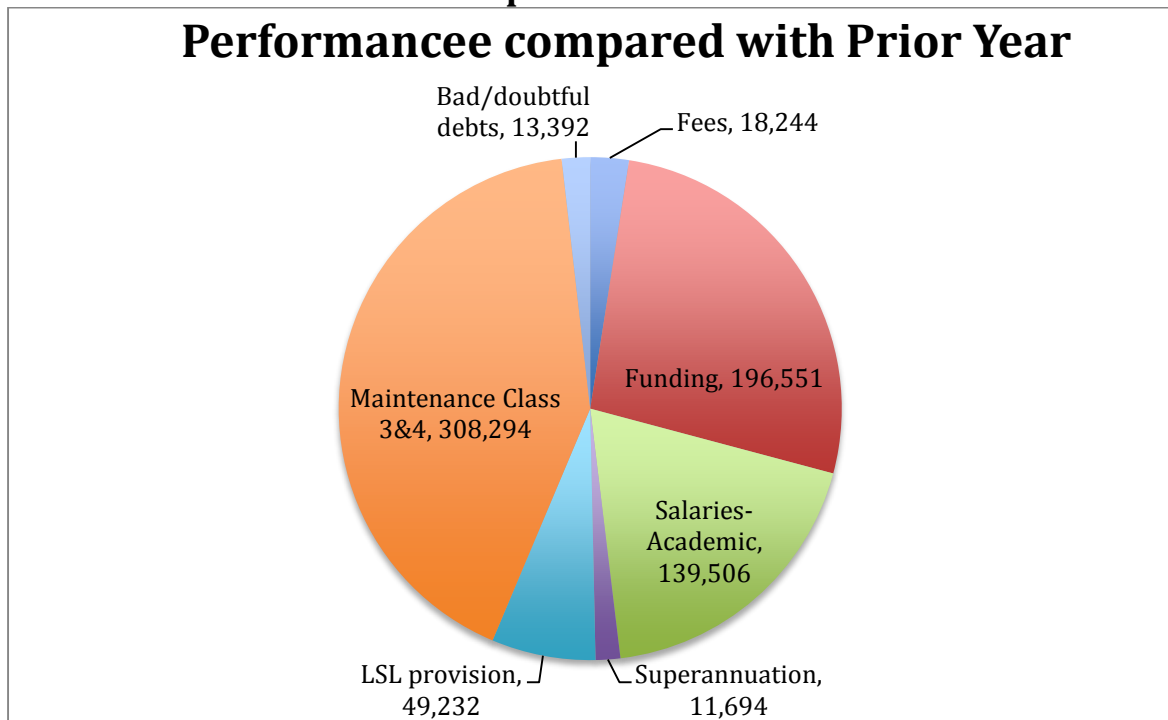
- 2016 Operating Deficit \$565 K
- Employee Costs 80% of Operating Costs
- Outstanding Debt is 66K (9.5% of Fees)

Financial Performance: Prior 6 Years Actual & 3 Year Forecast



FY 2016 Actual Compared with FY 2015 Actual

Performancee compared with Prior Year



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Commentary on Variances

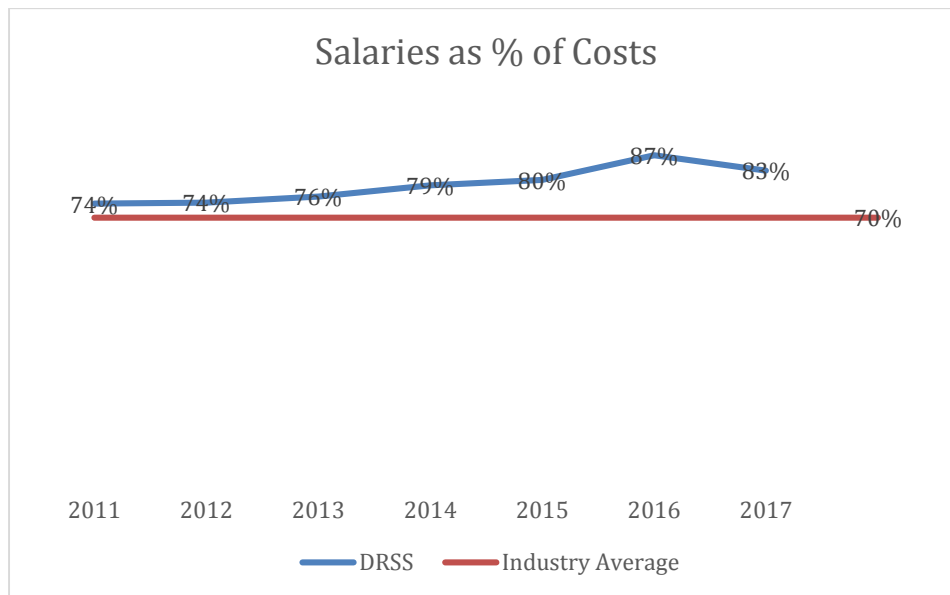
Income

Fee income	\$18K	↓	enrolment numbers down (125)
Funding income	\$197K	↓	enrolment numbers down (125)

Expenditure

Salaries	\$151K	↑	3 new positions plus increases
Maintenance class 3 & 4	\$343K	↑	Pursuing Legal Claim for recovery
LSL Provision	\$57K	↑	Updated Accounting Treatment
Sick Leave Provision	(\$60K)	↓	Correcting Accounting Treatment
Amort'n of Capital Grants	(\$124K)	↓	Correcting Accounting Treatment
Bad Debt	\$13K	↑	\$24K Debts written off in 2016
Total Variation	\$618K	↓	decline on prior year

Salary Costs & % of Operating Costs



3 positions introduced in 2016 => Impact \$130 K

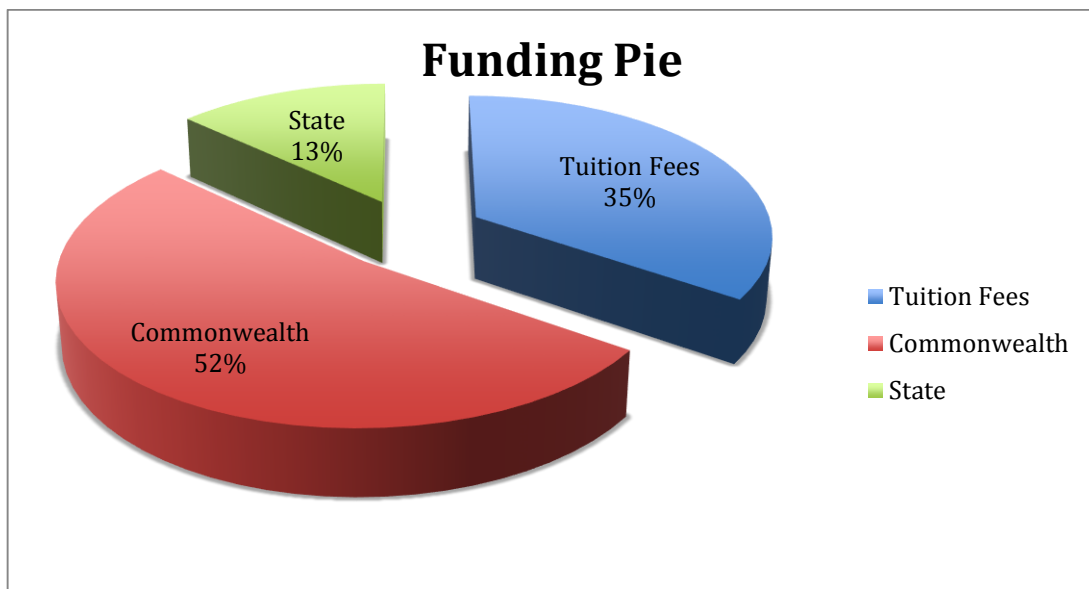
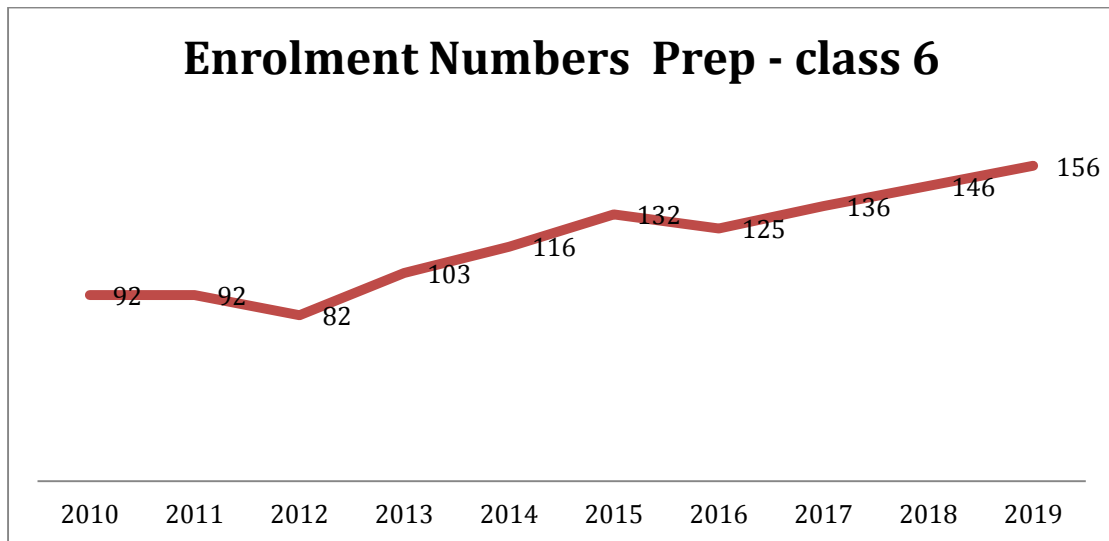
Industry Standard Salaries Approximately 70% of Operating costs

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Moving Forward - FY 2017 and Beyond

- Higher Enrolments
 - Increase in Tuition Fee income
 - Increase in Funding Income
- Funding
 - Increased enrolments leads to additional funding
 - Approx \$150 K in funding not received in 2016 has been recovered in 2017
 - Additional \$40K disability funding
 - Federal Budget predictions higher funding for education.
- Reduction in Salaries in 2017 and managed going forward.

Enrolments



Each Enrollment (Prep-Class 6) = \$14,700 (FY2017)

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