

California Association for Bilingual Education  
 Profit & Loss Statement  
 July 1, 2016 through June 30, 2017

Summary

9 Months (75%) of the fiscal year presented

	For the month of March				Year-to-date through Mar 31, 2017					
	Mar '17	Budget	\$ Over Budget	% of Budget	Jul '16 - Mar '17	YTD Budget	\$ Over Budget	% of Budget	Annual Budget	%
<b>Income</b>										
4011 · Membership-Teacher	8,357	3,792	4,565	220%	25,334	34,124	-8,790	74%	57,922	44%
4012 · Membership Paraprofessional	406	84	322	481%	1,107	757	350	146%	1,010	110%
4013 · Membership Parent/Community	1,200	238	963	505%	2,740	2,138	603	128%	2,850	96%
4014 · Membership Student	60	31	29	191%	630	283	347	223%	377	167%
4016 · Membership-Inst/Org/Commercial	0	365	-365	0%	3,000	3,281	-281	91%	4,375	69%
4017 · Membership Administrator	2,901	602	2,298	481%	10,973	5,422	5,551	202%	7,229	152%
4018 · Membership Retired Teacher	0	65	-65	0%	360	581	-221	62%	775	46%
4019 · 2 Day Institute fees	11,725	2,550	9,175	460%	19,950	12,750	7,200	156%	45,000	100%
4020 · Fees Registration	924,115	466,861	457,254	198%	2,442,181	2,008,265	433,916	122%	2,219,050	110%
4021 · Fees-Exhibitors	9,050	3,940	5,110	230%	134,385	90,225	44,160	149%	106,000	127%
4022 · Fees-Career Fair	0	100	-100	0%	0	12,500	-12,500	0%	12,500	0%
4023 · Fees-Meals	0	0	0	0%	6,100	0	6,100	100%	0	100%
4024 · Presenter Fees Annual	650	1,975	-1,325	33%	34,800	37,500	-2,700	93%	37,500	93%
4025 · Award Luncheon	3,900	17,500	-13,600	22%	5,400	37,000	-31,600	15%	37,000	100%
4026 · Seal of Exceclence Banquets	7,080	12,000	-4,920	59%	14,280	40,000	-25,720	36%	40,000	100%
4027 · Admin. Leadership Symposium	640	0	640	100%	1,880	0	1,880	100%	0	100%
4029 · Shipping Cost	3,050	25	3,025	12,200%	6,771	300	6,471	2,257%	300	2,257%
4030 · Publications / Books	6,531	6,208	323	105%	8,930	11,500	-2,570	78%	11,500	78%
4031 · Promotional Items	7,556	14,382	-6,826	53%	8,473	14,544	-6,071	58%	15,000	56%
4032 · Auxiliary Materials	0	0	0	0%	1,056	1,500	-444	70%	1,500	100%
4040 · Sponsors	17,524	37,520	-19,996	47%	126,844	91,670	35,174	138%	102,000	124%
4041 · Other Contributions	13	0	13	100%	274	0	274	100%	250	110%
4042 · Other-Advertising	1,000	5,914	-4,914	17%	4,282	13,988	-9,706	31%	19,000	23%
4043 · Government Grant	41,904	65,450	-23,546	64%	401,252	491,503	-90,251	82%	652,703	61%
4044 · Ticket Sales	530	0	530	100%	2,515	0	2,515	100%	0	0%
4045 · Other School Visits	1,905	5,650	-3,745	34%	5,980	8,350	-2,370	72%	13,000	46%
4046 · Hotel Rebates	0	0	0	0%	0	0	0	0%	49,410	0%
4047 · Mailing Lists	1,050	350	700	300%	1,750	700	1,050	250%	800	219%
4048 · Dues & Subscription Income	28	24	4	116%	1,215	3,970	-2,755	31%	4,162	29%
4900 · Interest Income	0	417	-417	0%	2	3,249	-3,247	0%	4,500	100%
4920 · Fundraising Income	0	2,500	-2,500	0%	500	2,500	-2,000	20%	4,000	13%
4921 · Grant Income	0	25,000	-25,000	0%	79,000	85,000	-6,000	93%	85,000	93%
4930 · Contract Income	107,188	141,190	-34,003	76%	401,045	362,800	38,245	111%	749,000	54%
4990 · Other Income	177	0	177	100%	254	0	254	100%	0	100%
<b>Total Income</b>	<b>1,158,538</b>	<b>814,733</b>	<b>343,805</b>	<b>142%</b>	<b>3,753,264</b>	<b>3,376,400</b>	<b>376,864</b>	<b>111%</b>	<b>4,283,713</b>	<b>88%</b>
<b>Cost of Goods Sold</b>										
5000 · COGS - Books/Publications	7,744	0	7,744	100%	7,744	0	7,744	100%	11,000	70%

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5010 · COGS - Promotional Items	8,969	1,182	7,787	759%	9,664	1,782	7,882	542%	15,000	64%
<b>Total COGS</b>	<b>16,713</b>	<b>1,182</b>	<b>15,531</b>	<b>1,414%</b>	<b>17,408</b>	<b>1,782</b>	<b>15,626</b>	<b>977%</b>	<b>26,000</b>	<b>67%</b>
<b>Gross Profit</b>	<b>1,141,824</b>	<b>813,551</b>	<b>328,274</b>	<b>140%</b>	<b>3,735,856</b>	<b>3,374,618</b>	<b>361,238</b>	<b>111%</b>	<b>4,257,713</b>	<b>88%</b>
<b>Expense</b>									<b>415,502</b>	
6000 · Payroll Expenses	153,759	137,805	15,954	112%	1,177,612	1,232,862	-55,250	96%	1,646,290	72%
6010 · Temporary Help	209	0	209	100%	209	0	209	100%	10,000	2%
6110 · Payroll Taxes	13,406	11,455	1,951	117%	98,681	105,560	-6,879	93%	139,945	71%
6120 · Workers Comp	1,296	1,509	-213	86%	15,278	13,577	1,701	113%	18,110	84%
6130 · Dental Insurance	777	1,372	-595	57%	9,612	12,346	-2,734	78%	16,463	58%
6140 · Medical Insurance	6,617	7,888	-1,271	84%	58,518	70,985	-12,467	82%	94,661	62%
6142 · Aflac Insurance	-640	0	-640	100%	1,213	0	1,213	100%	0	100%
6150 · Employee Life Insurance	193	206	-13	94%	1,711	1,846	-135	93%	2,470	69%
6155 · Retirement Plan	3,383	5,077	-1,694	67%	31,599	45,688	-14,089	69%	60,913	52%
6170 · Vacation Expense	4,512	0	4,512	100%	26,127	0	26,127	100%	0	100%
6210 · Phone Expense	3,791	3,925	-133	97%	24,338	22,239	2,099	109%	52,836	0%
6220 · Electricity Expense	541	1,000	-459	54%	6,361	9,000	-2,639	71%	24,000	27%
6221 · Disposal Expense	151	246	-95	61%	1,411	2,213	-802	64%	3,130	45%
6222 · Gas Expense	172	50	122	345%	367	450	-83	81%	720	51%
6223 · Janitorial Expense	350	517	-167	68%	3,080	4,649	-1,569	66%	7,800	39%
6224 · Security (Alarm) Expense	75	83	-8	90%	3,053	711	2,342	429%	9,960	31%
6230 · Insurance Expense	1,024	1,167	-142	88%	11,703	10,900	803	107%	14,400	81%
6240 · Water Expense	167	167	0	100%	1,592	1,500	92	106%	2,450	65%
6250 · Tax & Licenses	0	0	0	0%	2,704	5,250	-2,546	52%	5,750	47%
6300 · Postage	33	100	-67	33%	3,829	611	3,218	627%	1,985	193%
6301 · Postage Freight Shipping	0	645	-645	0%	234	2,145	-2,116	1%	3,500	7%
6302 · Postage UPS	781	269	512	291%	5,672	4,010	1,662	141%	6,020	94%
6303 · Postage Bulk Mail	0	1,779	-1,779	0%	0	7,369	-7,369	0%	9,100	0%
6304 · Postage FedEx	12	471	-460	2%	1,176	2,645	-1,470	44%	5,200	23%
6310 · Office Supplies Expense	6,448	2,786	3,662	231%	24,586	20,374	4,212	121%	31,677	78%
6330 · Maint & Repairs Equipment	0	1,292	-1,292	0%	8,640	12,518	-3,878	69%	16,394	53%
6331 · Maintenance & Repairs Building	0	163	-163	0%	12,945	34,583	-21,638	37%	35,000	37%
6340 · Equipment Rental Expense	3,186	2,979	207	107%	69,874	105,873	-35,999	66%	193,800	36%
6350 · Small Equipment Purchases										
6351 · Hardware	1,953	1,000	953	195%	7,408	9,559	-2,151	78%	11,559	64%
6352 · Software	2,315	0	2,315	100%	8,574	1,500	7,074	572%	1,500	572%
6353 · Other Small Equipment Purchases	4,697	0	4,697	100%	8,639	6,617	2,022	131%	7,117	121%
<b>Total 6350 · Small Equipment Purchases</b>	<b>8,964</b>	<b>1,000</b>	<b>7,964</b>	<b>896%</b>	<b>24,621</b>	<b>17,676</b>	<b>6,945</b>	<b>139%</b>	<b>20,176</b>	<b>122%</b>
6360 · Office Furniture Purchases	0	0	0	0%	712	0	712	100%	0	100%

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6400 · Activity Supplies	45,577	7,478	38,099	609%	48,964	14,563	34,401	336%	39,900	123%
6401 · Activity Supplies Region 1	0	0	0	0%	25	118	-93	21%	1,200	2%
6402 · Activity Supplies Region 2	0	0	0	0%	0	649	-649	0%	1,200	0%
6403 · Activity Supplies Region 3	0	0	0	0%	545	34	511	1,604%	1,200	45%
6404 · Activity Supplies Region 4	0	0	0	0%	0	0	0	0%	1,200	0%
6405 · Activity Supplies Region 5	0	0	0	0%	0	133	-133	0%	1,200	0%
6410 · Decorations	161	1,600	-1,439	10%	161	1,600	-1,439	10%	1,800	9%
6420 · Education/Prof. Materials	0	250	-250	0%	899	1,845	-946	49%	2,685	33%
6430 · Awards & Gifts	2,880	886	1,994	325%	9,506	11,230	-1,724	85%	19,031	50%
6440 · Reprographics	21,201	23,775	-2,574	89%	51,571	57,274	-5,703	90%	84,952	61%
6450 · Facility Rental	-401	0	-401	100%	18,784	20,872	-2,088	90%	23,550	80%
6500 · Depreciation	0	3,140	-3,140	0%	0	28,420	-28,420	0%	37,840	0%
6600 · Seminars & Education Expense	1,980	1,667	313	119%	11,422	14,139	-2,717	81%	18,623	61%
6610 · Dues & Subscriptions Expense	0	0	0	0%	4,513	2,042	2,471	221%	4,075	111%
6700 · Speaker Fees	20,450	21,050	-600	97%	25,825	31,600	-5,775	82%	35,000	74%
6710 · Speaker Travel Costs	2,719	1,180	1,539	230%	3,518	5,444	-1,926	65%	11,500	31%
6720 · Chapter Rebates	0	6,100	-6,100	0%	16,725	6,100	10,625	274%	15,000	112%
6730 · Scholarships	12,000	2,000	10,000	600%	16,680	15,000	1,680	111%	21,500	78%
6740 · Donations & Contributions	0	0	0	0%	1,012	2,000	-988	51%	4,500	22%
6800 · Travel Expense	28,078	7,567	20,409	370%	139,797	80,045	59,752	175%	137,035	102%
6810 · Meals Expense	9,481	10,882	-1,401	87%	25,617	23,761	1,856	108%	37,345	69%
6820 · Conference Music Show Expense	2,750	3,000	-250	92%	5,500	5,800	-300	95%	6,000	92%
6840 · Food Catering Service	54,504	87,454	-32,950	62%	145,788	173,608	-27,820	84%	304,525	48%
6850 · Lodging Expense	2,947	100,986	-98,039	3%	66,643	146,184	-79,541	46%	184,352	36%
6900 · Legal Expense	3,200	1,600	1,600	200%	24,400	24,400	0	100%	29,500	83%
6910 · Accounting Expense	12,333	9,333	3,000	132%	88,779	87,961	818	101%	115,960	77%
6920 · Bank Charges	1,675	1,492	183	112%	9,393	9,370	23	100%	11,000	85%
6921 · Credit Card Charge Fees	4,103	4,050	53	101%	28,596	21,100	7,496	136%	28,700	100%
6950 · Other-Services	12,685	30,624	-17,939	41%	101,703	166,928	-65,225	61%	304,852	33%
6960 · Consultants	44,750	51,148	-6,398	87%	210,247	222,248	-12,001	95%	312,346	67%
6961 · Consultant Reimbursements	7,286	1,034	6,253	705%	18,027	9,860	8,167	183%	14,411	125%
7000 · Advertising/Marketing Expense	1,103	92	1,011	1,199%	2,757	2,949	-192	93%	8,100	34%
7500 · Interest Expense (mortgage)	125	204	-79	61%	1,999	2,556	-557	78%	3,048	66%
7840 · Miscellaneous Expense	0	0	0	0%	0	500	-500	0%	1,833	0%
<b>Total Expense</b>	<b>504,014</b>	<b>562,542</b>	<b>-58,630</b>	<b>90%</b>	<b>2,735,806</b>	<b>2,937,912</b>	<b>-202,106</b>	<b>93%</b>	<b>4,257,713</b>	<b>64%</b>
<b>Net Income</b>	<b>637,810</b>	<b>251,009</b>	<b>386,904</b>	<b>254%</b>	<b>1,000,050</b>	<b>436,705</b>	<b>563,345</b>	<b>229%</b>	<b>0.00</b>	<b>100%</b>