

# California Association for Bilingual Education

## FY 2020-21 - Cash Flow Projections

Updated: Nov. 28, 2020

Four Months Actual

Eight Mos. Forecast

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	4 Mos. Actual & 8 Mos. Frstc	Approved FY20-21 Budget	Variance
<b>Income</b>															
4011 · Membership-Teacher	584	186	576	2,150	2,186	4,807	4,225	11,238	2,540	1,173	351	1,851	31,867	31,223	644
4012 · Membership Paraprofessional	7		118	17	35	218	131	13	12	20	10	7	587	470	118
4013 · Membership Parent/Community	20	20		20	217	350	397	220	122	183	250	173	1,972	2,110	-138
4014 · Membership Student		30		30	88	360	35	20	45	75	253	60	995	1,078	-83
4016 · Membership-Inst/Org/Commercial	500		500			500		333		68	265	167	2,333	2,000	333
4017 · Membership Administrator	439	182	283	407	1,237	2,386	2,521	1,541	1,101	1,411	1,202	1,111	13,819	14,260	-442
4018 · Membership Retired Teacher		80	80	40	150	240	140	80	30	100	20	40	1,000	860	140
4019 · Half Day & 2 Days Institutes															
4020 · Fees Registration	129,365	36,095	42,865	103,434	78,333	41,576	125,000	650,000	518,750	40,150	67,500	37,500	1,870,568	1,710,650	159,919
4021 · Fees-Exhibitors	300		-25		25				21,000				21,300	21,300	
4022 · Fees-Career Fair															
4023 · Fees-Meals															
4024 · Presenter Fees Annual		-800		-1,200									-2,000		-2,000
4025 · Award Luncheon															
4026 · Seal of Excellence															
4027 · Admin. Leadership Symposium															
4029 · Shipping Cost															
4030 · Publications / Books															
4031 · Promotional Items					100		100	100	100		100		500	500	
4040 · Sponsors			-10,000	5,000				10,000	40,000				45,000	40,000	5,000
4041 · Other Contributions	25	20	40										85	45	40
4042 · Other-Advertising	118					200		330			665		1,313	1,313	
4043 · Government Grant	45,809	48,272	45,339	61,685	49,327	69,868	44,132	56,045	44,543	70,243	43,435	66,579	645,277	639,397	5,879
4045 · Other School Visits			-655										-655		-655
4046 · Hotel Rebates															
4047 · Mailing Lists															
4048 · Dues & Subscription Income	81	14	53	14	112	56	167	153	56	140	195	54	1,095	1,014	81
4900 · Interest-Savings, Short-term CD															
4910 · Prior Year Income															
4920 · Fundraising Income															
4921 · Grant Income		359,616	385,100	183,191	37,229	37,499	31,829	31,829	31,829	31,829	39,276	70,356	1,239,584	1,237,084	2,500
4930 · Contract Income	14,876		56,513	19,341	56,263	66,793	56,286	55,584	56,013	55,867	92,045	259,610	789,191	753,538	35,653
4990 · Other Income		2,124	8										2,132	2,124	8
<b>Total Income</b>	192,125	445,839	520,794	374,129	225,301	224,852	264,963	817,487	716,141	201,259	245,567	437,507	4,665,963	4,458,966	206,997
<b>Cost of Goods Sold</b>															
5010 · COGS - Promotional Items															
<b>Total COGS</b>															
<b>Gross Profit</b>	192,125	445,839	520,794	374,129	225,301	224,852	264,963	817,487	716,141	201,259	245,567	437,507	4,665,963	4,458,966	206,997
<b>Expense</b>															5%
6000 · Payroll Expenses	151,821	138,204	172,335	175,559	166,540	166,540	166,540	166,540	166,540	165,630	161,046	193,539	1,990,834	1,969,404	21,430
6006 · Salaries - OT															
6008 · Bonus Expense															
6010 · Temporary Help															

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6110 · Payroll Taxes	11,050	10,502	12,061	11,562	12,740	12,740	12,740	12,740	12,740	12,474	12,320	14,806	148,476	149,663	-1,187
6120 · Workers Comp	1,096	1,095	1,095	1,095	1,249	1,249	1,249	1,249	1,249	1,223	1,208	1,452	14,508	15,292	-783
6130 · Dental Insurance	-81	1,627	1,627	1,615	1,832	1,832	1,832	1,832	1,832	1,822	1,772	2,129	19,670	20,519	-849
6140 · Medical Insurance	7,885	8,523	9,868	9,305	11,658	11,658	11,658	11,658	11,658	11,594	11,273	13,548	130,285	137,863	-7,578
6150 · Employee Life Insurance	-180	470	751	934	250	250	250	250	250	248	242	290	4,004	4,671	-667
6155 · Retirement Plan	2,302	8,021	4,604	7,342	5,696	5,696	5,696	5,696	5,696	5,665	5,508	6,619	68,539	68,020	519
6210 · Phone Expense	1,943	3,074	3,103	3,556	3,457	3,257	3,257	13,757	3,257	3,257	3,257	3,556	48,730	48,025	705
6220 · Electricity Expense	423		482	675	1,023	1,023	1,023	1,023	1,023	1,023	1,023	1,023	9,765	10,654	-889
6221 · Disposal Expense	148	148	148	148	150	150	150	292	292	292	292	292	2,500	3,211	-712
6222 · Gas Expense															
6223 · Janitorial Expense					1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	10,400	13,000	-2,600
6224 · Security (Alarm) Expense			135		100	100	100	100	100	100	100	100	935	1,000	-65
6230 · Insurance Expense	1,903	1,903	1,903	633	2,113	2,113	2,113	2,113	2,113	2,113	2,113	2,113	23,241	24,298	-1,057
6240 · Water Expense	27	157	179	159	27	27	27	27	27	27	27	477	1,189	905	284
6250 · Tax & Licenses	204			-2,159				4,000					2,046	4,084	-2,039
6300 · Postage		27		11	250	250	27	250	250	250	250	700	2,265	2,304	-39
6301 · Postage Freight Shipping									386				386	386	
6302 · Postage UPS				10	11	35							56	46	10
6303 · Postage Bulk Mail															
6304 · Postage FedEx	37												37	37	
6310 · Office Supplies Expense				126	758	581	949	1,142	413	1,173	767	993	6,904	6,928	-24
6330 · Equipment Maint & Repairs															
6331 · Bldg. Maintenance & Repairs	615	471	503	233									1,822	1,086	736
6340 · Equipment Rental Expense			2,962	3,114	2,900	2,900	2,900	2,900	2,900	2,900	5,800	3,096	32,372	32,096	276
6350 · Small Equipment Purchases															
6351 · Small Equipment Purchases-Hardware			1,216										1,216		1,216
6352 · Small Equipment Purchases-Software	2,427	1,800	1,544	1,156	4,230	3,550	3,430	4,230	3,430	3,430	3,430	7,790	40,450	40,252	198
6353 · Small Equipment Purchases-Other															
6360 · Office Furniture Purchases							16		1,011				1,027	1,027	
6400 · Activity Supplies			8		82	260	219	82	175		334	544	1,703	1,695	8
6401 · Activity Supplies Region 1															
6402 · Activity Supplies Region 2															
6403 · Activity Supplies Region 3															
6404 · Activity Supplies Region 4	-200												-200	-200	
6405 · Activity Supplies Region 5															
6410 · Decorations															
6420 · Education/Prof. Materials				-795			340	1,244				795	1,584	1,584	
6430 · Awards & Gifts	-990	84		1,900		300					400	500	2,194	1,284	910
6440 · Reprographics		324		190	319	292	840	589	8,228	884	634	820	13,119	13,011	109
6450 · Facility Rental															
6501 · Depreciation Expense	12,990	12,990	12,990	12,990	12,990	12,990	12,990	12,990	12,990	12,990	12,990	12,990	155,883	155,883	0
6600 · Seminars & Education Expense	75				6,500	3,250	3,250	3,250	3,250	3,250	3,250	5,000	31,075	31,075	
6610 · Dues & Subscriptions Expense			155			2,000		1,500	712				4,368	4,368	
6700 · Speaker Fees							1,000		5,000	1,000			7,000	7,000	

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6710 · Speaker Travel Costs															
6720 · Chapter Rebates						21,000							21,000	21,000	
6730 · Scholarships				1,000		5,000		10,000					16,000	5,000	11,000
6732 · Stipends						3,000							3,000	3,000	
6740 · Donations & Contributions															
6800 · Travel Expense	-646	-23	25	870	1,206	3,680	3,733	5,084	3,858	5,495	5,150	7,815	36,246	36,246	0
6810 · Meals Expense				386	400	374	579	488	1,015	1,570	1,817	579	7,207	7,207	-0
6820 · Conference Music Show Expense															
6840 · Food Catering Service															
6850 · Lodging Expense					227	1,227	1,415	750	750	750	2,029	2,250	9,399	9,399	
6900 · Legal Expense	1,902		1,890	3,780	1,890	1,890	1,890	1,890	1,890	1,890	1,890	1,890	22,692	22,692	
6910 · Accounting Expense	11,703	11,703	17,703	11,703	23,703	11,703	14,803	11,703	11,703	11,703	11,703	11,703	161,538	161,537	0
6920 · Bank Charges	688	905	1,044	614	550	550	550	550	550	550	550	550	7,651	7,094	558
6921 · Credit Card Charge Fees	2,671	2,465	708	221	542	1,394	2,297	16,472	14,278	1,356	1,284	3,537	47,222	44,711	2,512
6950 · Other-Services	1,489	17,815	40,404	32,676	13,500	33,750	8,500	23,500	8,500	35,500	14,521	25,562	255,717	255,717	-0
6960 · Consultants	23,450	12,083	11,100	39,976	24,663	22,358	22,763	23,813	28,438	14,738	17,288	12,513	253,183	245,984	7,199
6961 · Consultant Reimbursements					1,090				680		640	410	2,820	2,820	
7000 · Advertising/Marketing Expense	61												61	61	
7010 · Subcontract		299,000	296,600	139,300								25,572	760,472	760,472	
7500 · Interest Expense (mortgage)	9,122	9,095	8,774	9,041	8,719	8,980	8,952	8,060	8,891	8,577	8,833	8,520	105,564	105,561	3
7840 · Miscellaneous Expense	78		-78										0		0
7930 · Indirect Cost	-0		-0	0	-0	-0	-0	0	0	0	-0	-0	-0	-0	0
<b>Total Expense</b>	<b>244,014</b>	<b>542,463</b>	<b>605,839</b>	<b>468,926</b>	<b>312,664</b>	<b>349,249</b>	<b>299,376</b>	<b>353,063</b>	<b>327,374</b>	<b>314,772</b>	<b>295,040</b>	<b>375,372</b>	<b>4,488,153</b>	<b>4,458,968</b>	<b>29,185</b>
<b>Net Income</b>	<b>-51,889</b>	<b>-96,625</b>	<b>-85,044</b>	<b>-94,798</b>	<b>-87,363</b>	<b>-124,397</b>	<b>-34,412</b>	<b>464,424</b>	<b>388,767</b>	<b>-113,514</b>	<b>-49,472</b>	<b>62,135</b>	<b>177,811</b>	<b>-2</b>	<b>177,813</b>
<b>Cumulative Net Income/(Loss)</b>	<b>-51,889</b>	<b>-148,514</b>	<b>-233,558</b>	<b>-328,356</b>	<b>-415,719</b>	<b>-540,116</b>	<b>-574,529</b>	<b>-110,105</b>	<b>278,662</b>	<b>165,148</b>	<b>115,676</b>	<b>177,811</b>			

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<b>Change in Net Assets</b>	-51,889	-96,625	-85,044	-94,798	-87,363	-124,397	-34,412	464,424	388,767	-113,514	-49,472	62,135	177,811		
<b>Provided by (used in) operating activities</b>															
Depreciation	12,990	12,990	12,990	12,990	12,990	12,990	12,990	12,990	12,990	12,990	12,990	12,990	155,883		
Interest Income on Investments/Investment Transfer															
<b>Change in operating assets and liabilities</b>															
Accounts receivable	136,749	123,314	-28,734	25,874									257,204		
Gov't Grant Receivable	21,347	-2,463	-67,852	31,926									-17,043		
Contract receivable															
Pledges Receivable	300,000												300,000		
Inventory															
Prepaid expenses and other current assets	23,560	23,007	365	4,011									50,944		
Accounts payable and accrued expenses	-420,780	-328,188	-108,990	181,476									-676,483		
Deferred Revenue	-103,550	79,164	-385,100	-175,691									-585,177		
Earned income	114	114	109										337		
EIDL															
PPPL															
Line of Credit															
<b>Net cash used in operating activities</b>	-81,460	-188,686	-662,256	-14,211	-74,373	-111,407	-21,422	477,414	401,757	-100,523	-36,482	75,125	-336,524		
<b>Cash flows from investing activities</b>															
Purchase of property, bldg improvment and equipment															
Investment/Reinvested interest income															
<b>Cash flows from financing activities</b>															
Payment of note payable	-6,911	-6,939	-7,259	-6,993	-7,315	-7,054	-7,082	-7,974	-7,142	-7,457	-7,201	-7,514	-86,841		
<b>Net change in cash and cash equivalents</b>	-88,371	-195,625	-669,516	-21,204	-81,688	-118,461	-28,504	469,440	394,615	-107,980	-43,683	67,611	-423,365		
<b>Cash and cash equivalents (Ckg. &amp; Svgs) at b/g of this p</b>	2,105,843	2,017,472	1,821,847	1,152,331	1,131,127	1,049,439	930,979	902,475	1,371,915	1,766,530	1,658,550	1,614,867	2,105,843		
Transfer To/from CD & Investment Account															
<b>Cash and cash equivalents at end of this period</b>	2,017,472	1,821,847	1,152,331	1,131,127	1,049,439	930,979	902,475	1,371,915	1,766,530	1,658,550	1,614,867	1,682,478	1,682,478		
<b>Investments (Bank of the West - Savings &amp; CD as Collate</b>	1,827,982	1,827,982	1,827,982	1,827,982	1,827,982	1,827,982	1,827,982	1,827,982	1,827,982	1,827,982	1,827,982	1,827,982	1,827,982		
Transfer To/from CD & Investment Account															
<b>Investments (Morgan Stanley - CDs &amp; MMF)</b>	769,943	769,943	769,943	769,943	769,943	769,943	769,943	769,943	769,943	769,943	769,943	769,943	769,943		
Transfer To/from CD & Investment Account															
<b>Investments (Morgan Stanley - Penichet Trust)</b>	55,981	55,981	55,981	55,981	55,981	55,981	55,981	55,981	55,981	55,981	55,981	55,981	55,981		
Transfer To/from CD & Investment Account															
<b>Total Cash and cash equivalent incl. Investments</b>	4,671,378	4,475,753	3,806,237	3,785,033	3,703,346	3,584,885	3,556,381	4,025,821	4,420,436	4,312,456	4,268,773	4,336,384	\$ 4,336,384		