

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

Summary
 12 Months (100%) of the fiscal year presented

	For the month of June				Year-to-date through Jun 30, 2017				Annual	
	Jun '17	Budget	\$ Over Budget	% of Budget	Jul '16 - Jun '17	YTD Budget	\$ Over Budget	% of Budget	Budget	%
Income										
4011 - Membership-Teacher	17,276	16,214	1,062	107%	44,882	57,922	-13,040	77%	57,922	77%
4012 - Membership Paraprofessional	684	84	600	811%	1,972	1,010	962	195%	1,010	195%
4013 - Membership Parent/Community	1,214	238	976	511%	4,154	2,850	1,304	146%	2,850	146%
4014 - Membership Student	1,045	31	1,014	3,326%	1,675	377	1,298	444%	377	444%
4016 - Membership-Inst/Org/Commercial	0	365	-365	0%	3,000	4,375	-1,375	69%	4,375	69%
4017 - Membership Administrator	11,570	602	10,967	1,921%	23,034	7,229	15,805	319%	7,229	319%
4018 - Membership Retired Teacher	1,623	65	1,559	2,514%	1,983	775	1,208	256%	775	256%
4019 - 2 Day Institute fees	23,445	0	23,445	100%	44,620	45,000	-380	99%	45,000	100%
4020 - Fees Registration	-119,502	26,455	-145,957	-452%	2,637,577	2,219,050	418,527	119%	2,219,050	119%
4021 - Fees-Exhibitors	-71,342	0	-71,342	100%	64,443	106,000	-41,557	61%	106,000	61%
4022 - Fees-Career Fair	0	0	0	0%	0	12,500	-12,500	0%	12,500	0%
4023 - Fees-Meals	-6,920	0	-6,920	100%	0	0	0	0%	0	100%
4024 - Presenter Fees Annual	4,950	0	4,950	100%	39,700	37,500	2,200	106%	37,500	106%
4025 - Award Luncheon	31,625	0	31,625	100%	37,825	37,000	825	102%	37,000	100%
4026 - Seal of Exceclence Banquets	24,415	0	24,415	100%	40,440	40,000	440	101%	40,000	100%
4027 - Admin. Leadership Symposium	1,580	0	1,580	100%	4,800	0	4,800	100%	0	100%
4029 - Shipping Cost	13,455	0	13,455	100%	20,576	300	20,276	6,859%	300	6,859%
4030 - Publications / Books	-831	0	-831	100%	11,809	11,500	309	103%	11,500	103%
4031 - Promotional Items	-1,229	0	-1,229	100%	17,498	15,000	2,498	117%	15,000	117%
4032 - Auxiliary Materials	0	0	0	0%	1,126	1,500	-374	75%	1,500	100%
4040 - Sponsors	110,656	0	110,656	100%	242,500	102,000	140,500	238%	102,000	238%
4041 - Other Contributions	100	250	-150	40%	379	250	129	152%	250	152%
4042 - Other-Advertising	9,475	0	9,475	100%	14,070	19,000	-4,930	74%	19,000	74%
4043 - Government Grant	39,171	59,346	-20,175	66%	579,565	652,703	-73,138	89%	652,703	89%
4044 - Ticket Sales	-3,900	0	-3,900	100%	0	0	0	0%	0	0%
4045 - Other School Visits	6,050	0	6,050	100%	12,780	13,000	-220	98%	13,000	98%
4046 - Hotel Rebates	26,250	0	26,250	100%	26,250	49,410	-23,160	53%	49,410	53%
4047 - Mailing Lists	0	100	-100	0%	1,750	800	950	219%	800	219%
4048 - Dues & Subscription Income	84	82	2	102%	1,526	4,162	-2,636	37%	4,162	37%
4900 - Interest Income	3,971	417	3,554	952%	3,973	4,500	-527	88%	4,500	100%
4920 - Fundraising Income	0	0	0	0%	500	4,000	-3,500	13%	4,000	13%
4921 - Grant Income	0	0	0	0%	79,000	85,000	-6,000	93%	85,000	93%
4930 - Contract Income	90,417	78,325	12,092	115%	958,418	749,000	209,418	128%	749,000	128%
4990 - Other Income	0	0	0	0%	254	0	254	100%	0	100%
4992 - In-KInd Contribution	63,935	0	63,935	100%	63,935	0	63,935	100%	0	0%
Total Income	279,267	182,574	96,693	153%	4,986,014	4,283,713	702,301	116%	4,283,713	116%
Cost of Goods Sold										
5000 - COGS - Books/Publications	3,982	0	3,982	100%	11,726	11,000	726	107%	11,000	107%

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5010 · COGS - Promotional Items	3,890	1,000	2,890	389%	14,426	15,000	-574	96%	15,000	96%
Total COGS	7,872	1,000	6,872	787%	26,152	26,000	152	101%	26,000	101%
Gross Profit	271,395	181,574	89,821	149%	4,959,861	4,257,713	702,148	116%	4,257,713	116%
Expense										
6000 · Payroll Expenses	190,309	137,818	52,491	138%	1,628,390	1,646,290	-17,900	99%	1,646,290	99%
6010 · Temporary Help	0	0	0	0%	3,853	10,000	-6,147	39%	10,000	39%
6110 · Payroll Taxes	14,385	11,475	2,910	125%	134,062	139,945	-5,883	96%	139,945	96%
6120 · Workers Comp	1,825	1,515	310	120%	17,104	18,110	-1,006	94%	18,110	94%
6130 · Dental Insurance	1,643	1,373	270	120%	13,447	16,463	-3,016	82%	16,463	82%
6140 · Medical Insurance	7,297	7,900	-603	92%	79,265	94,661	-15,396	84%	94,661	84%
6142 · Aflac Insurance	818	0	818	100%	2,062	0	2,062	100%	0	100%
6150 · Employee Life Insurance	234	212	22	110%	2,332	2,470	-138	94%	2,470	94%
6155 · Retirement Plan	3,383	5,071	-1,688	67%	43,441	60,913	-17,472	71%	60,913	71%
6170 · Vacation Expense	-24,980	0	-24,980	100%	6,808	0	6,808	100%	0	100%
6210 · Phone Expense	2,891	2,474	418	117%	34,004	52,836	-18,832	64%	52,836	0%
6220 · Electricity Expense	1,495	3,000	-1,505	50%	9,048	24,000	-14,952	38%	24,000	38%
6221 · Disposal Expense	291	426	-135	68%	2,004	3,130	-1,126	64%	3,130	64%
6222 · Gas Expense	1	170	-169	1%	392	720	-328	54%	720	54%
6223 · Janitorial Expense	848	2,117	-1,270	40%	4,628	7,800	-3,173	59%	7,800	59%
6224 · Security (Alarm) Expense	652	83	569	786%	4,132	9,960	-5,828	41%	9,960	41%
6230 · Insurance Expense	-3,782	1,167	-4,949	-324%	13,615	14,400	-785	95%	14,400	95%
6240 · Water Expense	157	617	-459	26%	2,074	2,450	-376	85%	2,450	85%
6250 · Tax & Licenses	45	500	-455	9%	2,795	5,750	-2,955	49%	5,750	49%
6300 · Postage	225	355	-130	63%	4,854	1,985	2,869	245%	1,985	245%
6301 · Postage Freight Shipping	12	0	12	100%	1,034	3,500	-2,466	30%	3,500	30%
6302 · Postage UPS	388	375	13	104%	6,626	6,020	606	110%	6,020	110%
6303 · Postage Bulk Mail	0	50	-50	0%	5,000	9,100	-4,100	55%	9,100	55%
6304 · Postage FedEx	76	318	-242	24%	1,389	5,200	-3,811	27%	5,200	27%
6310 · Office Supplies Expense	3,461	3,421	40	101%	29,265	31,677	-2,412	92%	31,677	92%
6330 · Maint & Repairs Equipment	665	1,292	-627	51%	9,305	16,394	-7,089	57%	16,394	57%
6331 · Maintenance & Repairs Building	74	417	-343	18%	12,906	35,000	-22,094	37%	35,000	37%
6340 · Equipment Rental Expense	3,341	2,242	1,099	149%	207,449	193,800	13,649	107%	193,800	107%
6350 · Small Equipment Purchases										
6351 · Hardware	3,298	0	3,298	100%	19,631	11,559	8,072	170%	11,559	170%
6352 · Software	1,596	0	1,596	100%	15,632	1,500	14,132	1,042%	1,500	1,042%
6353 · Other Small Equipment Purchases	55	250	-195	22%	2,247	7,117	-4,870	32%	7,117	32%
Total 6350 · Small Equipment Purchases	4,949	250	4,699	1,979%	37,510	20,176	17,334	186%	20,176	186%
6360 · Office Furniture Purchases	0	0	0	0%	712	0	712	100%	0	100%
6400 · Activity Supplies	9,066	1,210	7,856	749%	68,465	39,900	28,565	172%	39,900	172%

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6401 - Activity Supplies Region 1	0	1,082	-1,082	0%	25	1,200	-1,175	2%	1,200	2%
6402 - Activity Supplies Region 2	0	0	0	0%	0	1,200	-1,200	0%	1,200	0%
6403 - Activity Supplies Region 3	0	1,166	-1,166	0%	545	1,200	-655	45%	1,200	45%
6404 - Activity Supplies Region 4	0	1,200	-1,200	0%	200	1,200	-1,000	17%	1,200	17%
6405 - Activity Supplies Region 5	0	1,067	-1,067	0%	0	1,200	-1,200	0%	1,200	0%
6410 - Decorations	10	200	-190	5%	464	1,800	-1,336	26%	1,800	26%
6420 - Education/Prof. Materials	270	840	-570	32%	1,212	2,685	-1,473	45%	2,685	45%
6430 - Awards & Gifts	1,614	1,132	482	143%	15,672	19,031	-3,359	82%	19,031	82%
6440 - Reprographics	1,713	2,882	-1,169	59%	68,979	84,952	-15,973	81%	84,952	81%
6450 - Facility Rental	1,450	378	1,072	384%	20,217	23,550	-3,334	86%	23,550	86%
6500 - Depreciation	8,958	3,140	5,818	285%	44,342	37,840	6,502	117%	37,840	117%
6600 - Seminars & Education Expense	1,803	1,458	345	124%	14,644	18,623	-3,979	79%	18,623	79%
6610 - Dues & Subscriptions Expense	488	666	-178	73%	5,407	4,075	1,332	133%	4,075	133%
6700 - Speaker Fees	1,500	0	1,500	100%	30,825	35,000	-4,175	88%	35,000	88%
6710 - Speaker Travel Costs	155	0	155	100%	7,408	11,500	-4,092	64%	11,500	64%
6720 - Chapter Rebates	0	7,500	-7,500	0%	16,836	15,000	1,836	112%	15,000	112%
6730 - Scholarships	-6,491	6,500	-12,991	-100%	20,004	21,500	-1,496	93%	21,500	93%
6740 - Donations & Contributions	0	0	0	0%	1,012	4,500	-3,488	22%	4,500	22%
6800 - Travel Expense	26,699	16,749	9,950	159%	198,369	137,035	61,334	145%	137,035	145%
6810 - Meals Expense	4,498	4,012	486	112%	33,217	37,345	-4,128	89%	37,345	89%
6820 - Conference Music Show Expense	0	0	0	0%	5,500	6,000	-500	92%	6,000	92%
6840 - Food Catering Service	17,070	10,250	6,820	167%	467,323	304,525	162,798	153%	304,525	153%
6850 - Lodging Expense	34,939	7,573	27,366	461%	175,401	184,352	-8,951	95%	184,352	95%
6900 - Legal Expense	3,200	1,900	1,300	168%	29,200	29,500	-300	99%	29,500	99%
6910 - Accounting Expense	9,333	9,333	0	100%	116,779	115,960	819	101%	115,960	101%
6920 - Bank Charges	562	233	329	241%	11,711	11,000	711	106%	11,000	106%
6921 - Credit Card Charge Fees	849	1,950	-1,101	44%	35,442	28,700	6,742	123%	28,700	100%
6940 - Security Services Annual	0	0	0	0%	9,460	0	9,460	100%	0	100%
6950 - Other-Services	4,347	15,983	-11,636	27%	245,267	304,852	-59,585	80%	304,852	80%
6960 - Consultants	128,666	19,673	108,993	654%	422,160	312,346	109,814	135%	312,346	135%
6961 - Consultant Reimbursements	5,972	1,234	4,738	484%	36,451	14,411	22,040	253%	14,411	253%
7000 - Advertising/Marketing Expense	0	217	-217	0%	4,560	8,100	-3,540	56%	8,100	56%
7500 - Interest Expense (mortgage)	51	144	-93	35%	2,225	3,048	-823	73%	3,048	73%
7840 - Miscellaneous Expense	39	716	-677	6%	139	1,833	-1,694	8%	1,833	8%
7920 - In-Kind Expense	63,935	0	63,935	100%	63,935	0	63,935	100%	0	0%
Total Expense	531,713	305,025	226,688	174%	4,493,424	4,257,713	235,711	106%	4,257,713	106%
Net Income	-260,318	-123,451	-136,867	211%	466,437	0	466,437	100%	0.00	100%