

Narrative

Major Variance Explanations

As of November 30, 2017

Current Assets – Comparative November 30, 2017 vs June 30, 2017

Overall current assets decreased by (\$1,369K)

- Decreased in cash by (\$602K)
- Decreased in Certificates of Deposit (CD) by (\$99K) due to close out a CD
- Liquidated an investment fund for (\$725K)
- Increased grants receivable by \$57K due to the new NPD Grant

The decrease in the current assets is related to purchase the new building acquisition.

Property and Equipment

The value of new property including closing costs and fees is \$ 3,869,754.

Liabilities

A new mortgage loan with Bank of the West related to the new building totals \$2,486,000.

Unrestricted Net Assets

The year over year comparison, unrestricted net assets increased by \$668,627 due to an increase in revenue of \$854,712 which offset an increase in expenses of \$186,085. Please see the Statement of Activities for line item changes.

Revenue

In a year over year comparison, revenue increased by \$855K due to the following:

Conference fee increased by \$273K

- Regional conference fees increased by 19% or \$18K
- Annual conference fees increased by 75% or \$174K
- PDS registration fees increased by 100% or \$81K

Grant Private – Foundation increased by \$400K

- Received Sobrato Family Foundation grant of \$375K, prior year grant was \$25K
- Received the California Endowment grant of \$50K

Government Grant

- Received a new NPD grant from the U.S. Department of Education for \$59k

Program Income

- The PDS contract Income increased by \$123K

Expenses

In a year over year comparison, expenses increased by \$186K due to the following:

- Increase in PDS consultants by \$51K
- Increase in other services by \$27K associated with the new building and early payment of SMART-Reg payment
- Increase in accounting fees by \$23K due to prior year accounting fees recorded in late September.
- Increase in lodging and food catering costs by \$35K associated with the increase in costs for both the staff and the board retreats.
- Increase in facility rental costs by \$50K related to CABE 2018 to be held at the Sacramento Convention Center.

Net Operating Income

The year over year comparison, the net operating income increased by \$669K or 115%

Moving Costs

CABE utilized \$36K of the \$50K budgeted for moving expenses. The expenses are as follow:

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|--|----------|
| • Moving services | \$14,353 |
| • IT Fees (Downtown Mac) | \$12,375 |
| • Building wiring equipment, TVs, etc. | \$8,455 |
| • Moving boxes | \$710 |