

California Association for Bilingual Education

Cash Flow Projections

FY 2015-16

	7 months actual							5 months Forecast					FY 15-16			
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Forecast Total	Approved Budget	Variance	%
Income																
4011 · Membership-Teacher	908	185	286	908	2,233	1,593	1,998	3,792	3,792	3,792	3,792	3,792	27,069	45,500	-18,431	59%
4012 · Membership Paraprofessional	30	4	12	84	40	114	118	167	167	167	167	167	1,234	2,000	-766	62%
4013 · Membership Parent/Community	80			140	180	520	60	417	417	417	417	417	3,063	5,000	-1,937	61%
4014 · Membership Student	30			30	30	30		83	83	83	83	83	537	1,000	-463	54%
4016 · Membership-Inst/Org/Commercial	500		500		2,000	500		292	292	292	292	292	4,958	3,500	1,458	142%
4017 · Membership Administrator	245	90	9	344	614	434	524	1,333	1,333	1,333	1,333	1,333	8,924	16,000	-7,076	56%
4018 · Membership Retired Teacher		40		80		40	120	125	125	125	125	125	905	1,500	-595	60%
4020 · Fees Registration	225	1,515	30,335	81,205	205,001	295,297	315,743	335,916	559,375	131,225	54,990		2,010,827	1,795,875	214,952	112%
4021 · Fees-Exhibitors			21,975	29,500	14,600	58,525	24,405	-250		750	825		150,330	78,350	71,980	192%
4022 · Fees-Career Fair				600									600	6,000	-5,400	10%
4023 · Fees-Meals						240	150	2,450	7,500	19,000			29,340	10,000	19,340	293%
4024 · Presenter Fees Annual				2,450	18,250	6,325	6,725	150	1,300				35,200	32,000	3,200	110%
4029 · Shipping Cost	102	35		105	15	6	30	10	200	181			685	650	35	105%
4030 · Publications / Books	270	1,635	483	2,778	45	-330	81	90	115	1,843	625	500	8,135	6,500	1,635	125%
4031 · Promotional Items			41		48	24		49	2,000	8,000			10,162	10,000	162	102%
4040 · Sponsors					10,000		22,300	10,000	35,700	44,000			122,000	65,000	57,000	188%
4041 · Other Contributions		25				25	20			50	50	80	250	250		100%
4042 · Other-Advertising		1,561	290	438			825	165	10,100	5,350			18,728	7,000	11,728	268%
4043 · Government Grant	39,371	49,513	35,412	42,054	34,579	64,950	34,231	63,745	54,991	59,747	59,748	59,749	598,090	717,251	-119,161	83%
4044 · Ticket Sales						4,215	4,240	4,300	30,000	1,245			44,000	32,000	12,000	138%
4045 · Other School Visits					50		850	1,800	7,000	4,650			14,350	10,000	4,350	144%
4046 · Hotel Rebates										34,000			34,000	34,000		100%
4047 · Mailing Lists												100	100	100		100%
4048 · Dues & Subscription Income	14	42	14	375	393	195	181		823		80	83	2,200	1,000	1,200	220%
4900 · Interest-Savings, Short-term CD							5,138	-4,847				4,500	4,790	5,000	-210	96%
4920 · Fundraising Income									2,500	1,500		500	4,500	4,500		100%
4921 · Grant Income							46,542	25,000					71,542	100,000	-28,458	72%
4930 · Contract Income	3,000	5,000	11,875	3,300	18,260	8,188	105,338	16,600	27,000	35,500	202,475	119,825	556,360	533,000	23,360	104%
4990 · Other Income			845	765	234	5,500	902	3,600	22,000	4,100		750	38,696	34,250	4,446	113%
Total Income	44,774	59,644	102,077	165,155	306,571	446,390	570,520	464,986	766,813	357,349	325,001	192,296	3,801,577	3,557,226	244,351	107%
Cost of Goods Sold																
5010 · COGS - Promotional Items			250	308			550		2,000	1,000	1,000		5,108	4,000	-1,108	128%
Total COGS			250	308			550		2,000	1,000	1,000		5,108	4,000	-1,108	128%
Gross Profit	44,774	59,644	101,827	164,847	306,571	446,390	569,970	464,986	764,813	356,349	324,001	192,296	3,796,469	3,553,226	245,459	107%

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	7 months actual							5 months Forecast						FY 15-16			
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Forecast Total	Approved Budget	Variance	%	
Expense																	
6000 · Payroll Expenses	100,700	91,150	112,045	125,454	118,216	126,492	121,269	130,115	141,668	133,348	133,348	131,848	1,465,653	1,525,222	59,568	96%	
6010 · Temporary Help									8,000				8,000	8,000		100%	
6110 · Payroll Taxes	8,387	7,320	7,656	7,922	8,380	9,015	18,061	14,663	12,948	12,278	12,278	12,278	131,186	122,825	-8,361	107%	
6120 · Workers Comp	899	899	899	899	1,283	1,047	1,047	1,047	1,812	1,246	1,246	1,246	13,571	14,832	1,261	91%	
6130 · Dental Insurance	956	710	740	627	883	1,348	1,052	1,052	1,338	1,338	1,338	1,338	12,719	19,188	6,469	66%	
6140 · Medical Insurance	4,434	4,811	4,664	1,454	7,526	5,332	5,332	5,631	5,764	5,765	5,765	5,765	62,242	69,175	6,933	90%	
6150 · Employee Life Insurance	245	2,036	199	-288	-892	258	803	250	331	331	331	331	3,934	3,968	34	99%	
6155 · Retirement Plan	1,587	3,419	2,541	2,541	2,541	5,460	2,779	2,779	4,037	4,037	4,037	4,037	39,796	48,444	8,648	82%	
6200 · Rent Expense																	
6210 · Phone Expense	1,097	2,706	1,847	2,380	2,734	2,374	1,975	1,697	1,789	2,118	2,163	2,438	25,319	25,015	-304	101%	
6220 · Electricity Expense	1,437	1,410	1,436	1,490	809	673	628	624	774	1,167	1,167	1,167	12,782	14,000	1,218	91%	
6221 · Disposal Expense	137	137	137	137	137	137	137	166	137	148	148	148	1,709	1,780	71	96%	
6222 · Gas Expense						27	93	155	33	43	43	43	438	520	82	84%	
6223 · Janitorial Expense	500	500	340	1,000	500		500	800	500	600	600	1,100	6,940	7,400	460	94%	
6224 · Security (Alarm) Expense	224	75	75	75	75	75	75	75	225	83	83	83	1,224	1,000	-224	122%	
6230 · Insurance Expense	1,264	709	739	3,030	845	1,968	569	628	628	1,083	1,083	1,083	13,630	13,000	-630	105%	
6240 · Water Expense	185	123	149	118	34	153	178	129	129	129	129	579	2,037	2,000	-37	102%	
6250 · Tax & Licenses	290	2		6,625	298			-4,847		4,000		750	7,119	8,000	881	89%	
6260 · Sales Tax Expense																	
6300 · Postage		71			33		15	8	395	422	322	412	1,676	4,933	3,257	34%	
6301 · Postage Freight Shipping									1,000	500	1,000		2,500	3,500	1,000	71%	
6302 · Postage UPS		209	458	129	1,548	14	367	48	365	825	623	175	4,762	4,750	-12	100%	
6303 · Postage Bulk Mail				5,540					1,017	1,017	17	84	7,674	8,267	593	93%	
6304 · Postage FedEx	64			553	98			104	467	242	192	192	1,910	4,250	2,340	45%	
6310 · Office Supplies Expense	711	144	3,408	4,324	509	2,202	1,275	2,791	3,690	3,395	2,595	2,283	27,326	32,311	4,985	85%	
6330 · Equipment Maint & Repairs	316	1,241	548	713	1,082	313	518	476	667	667	667	667	7,873	17,300	9,427	46%	
6331 · Bldg. Maintenance & Repairs	675	170	625				118		417	417	417	417	3,255	8,000	4,745	41%	
6340 · Equipment Rental Expense	3,830	1,760	1,760	6,583	-633	1,739	4,075	1,639	72,760	22,342	73,542	2,142	191,537	195,200	3,663	98%	
6350 · Small Equipment Purchases																	
6351 · Small Equip. Purchases-Hardware	954	1,211			1,349		80		11,000	1,000	1,000	1,000	17,595	27,830	10,235	63%	
6352 · Small Equip. Purchases-Software					80								80		-80	100%	
6353 · Small Equipment Purchases-Other			1,124	1,218						250		250	2,842	8,500	5,658	33%	
6400 · Activity Supplies		323	100	1,099	1,348	722	113	255	12,227	3,460	2,185	310	22,142	22,370	228	99%	
6401 · Activity Supplies Region 1					200							1,000	1,200	1,200		100%	
6402 · Activity Supplies Region 2										552			552	1,200	648	46%	
6403 · Activity Supplies Region 3					355							845	1,200	1,200	-0	100%	
6404 · Activity Supplies Region 4												1,200	1,200	1,200		100%	
6405 · Activity Supplies Region 5												1,067	1,067	1,200	133	89%	
6410 · Decorations									1,000	500		200	1,700	1,700		100%	
6420 · Education/Prof. Materials		16	787	30	264			851	155			225	2,328	1,125	-1,203	207%	
6430 · Awards & Gifts	69	79		117	347	337	1,577	275	2,455	100	2,200	6,350	13,905	13,050	-855	107%	

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	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Forecast Total	Approved Budget	Variance	%
6440 · Reprographics	100	2,749	5,661	5,278	2,743	1,294	6,630	107	6,665	13,049	13,167	2,527	59,968	72,965	12,997	82%
6450 · Facility Rental	2,700	2,000	4,067	1,580							7,800	100	18,247	14,600	-3,647	125%
6501 · Depreciation Expense	2,912	2,912	3,008	3,103	3,103	3,103	3,103	3,103	3,103	3,103	3,103	3,103	36,761	31,500	-5,261	117%
6600 · Seminars & Education Expense		239	400		1,275			690	417	1,092	1,742	1,542	7,396	17,450	10,054	42%
6610 · Dues & Subscriptions Expense		100		200	1,200		180	212	1,000	1,217	367	1,867	6,342	9,150	2,808	69%
6700 · Speaker Fees			1,000	4,750				4,050	22,700	4,000	5,750	3,600	45,850	46,600	750	98%
6710 · Speaker Travel Costs					77	170		463	2,500	7,037	1,000		11,247	12,000	753	94%
6720 · Chapter Rebates									12,026				12,026	8,900	-3,126	135%
6730 · Scholarships								14,000	9,000		1,000		24,000	17,000	-7,000	141%
6740 · Donations & Contributions	1,500	500						3,000		400	8,000		13,400	11,000	-2,400	122%
6800 · Travel Expense	1,992	1,827	11,433	8,813	13,594	8,103	9,762	13,750	13,205	14,550	14,264	13,978	125,269	161,890	36,621	77%
6810 · Meals Expense	107	280	679	1,082	1,386	562	874	1,345	7,827	2,051	3,577	1,625	21,396	35,325	13,929	61%
6820 · Conference Music Show Expense									3,000	2,500			5,500	6,000	500	92%
6840 · Food Catering Service			6,913	28,763	10,579	1,621	-212	3,692	185,000	287,500	64,475	7,000	595,331	234,125	-361,206	254%
6850 · Lodging Expense	1,573		7,862	7,095	4,118	2,462	991	4,917	103,550	3,125	8,125	8,825	152,642	143,880	-8,763	106%
6900 · Legal Expense		1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	3,500	19,500	21,300	1,800	92%
6910 · Accounting Expense						18,500				5,000			23,500	23,500		100%
6920 · Bank Charges	478	433	601	1,045	1,198	1,268	1,404	1,000	2,000	550	400	400	10,778	8,000	-2,778	135%
6921 · Credit Card Charge Fees	190	304	206	253	1,209	6,070	2,940	1,999	3,077	2,100	600	600	19,548	15,000	-4,548	130%
6950 · Other-Services	16,551	26,773	6,560	13,849	34,132	11,834	79,817	27,998	37,418	24,223	19,023	30,653	328,832	311,750	-17,082	105%
6960 · Consultants	6,575	6,188	14,640	21,798	8,805	6,200	14,614	17,400	18,721	15,272	14,523	20,974	165,707	201,216	35,508	82%
6961 · Consultant Reimbursements	595	862	602	1,079	825	1,099	310	230	423	1,100	500	1,000	8,625	2,000	-6,625	431%
7000 · Advertising/Marketing Expense			100	199	125					3,650	150	1,050	5,274	7,400	2,126	71%
7500 · Interest Expense (mortgage)	588	567	545	523	500	478	455	433	410	390	370	350	5,609	5,820	211	96%
7840 · Miscellaneous Expense		85	57							867	517	1,367	2,892	7,400	4,508	39%
Total Expense	164,823	168,650	208,212	274,779	236,419	224,051	285,106	261,401	721,366	597,776	418,569	287,111	3,848,263	3,669,225	-179,038	95%
Change in Net Assets	-120,049	-109,006	-106,384	-109,933	70,152	222,339	284,865	203,585	43,447	-241,426	-94,567	-94,815	-51,794	-115,999	64,205	45%

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Change in Net Assets	-120,049	-109,006	-106,384	-109,933	70,152	222,339	284,865	203,585	43,447	-241,426	-94,567	-94,815				
Provided by (used in) operating activities																
Depreciation	2,912	2,912	3,008	3,103	3,103	3,103	3,104	3,103	3,103	3,103	3,103	3,103	36,761			
Interest Income on Investments																
Change in operating assets and liabilities																
Accounts receivable	96,276	49,092	48,342	45,908	-83,218	-191,091	-93,618	-406,985	100,000	250,000	250,000	175,736	240,443			
Contract receivable	-39,371	-49,513	134,846	-118,698	77,517	-64,950	42,402	-3,565	63,745	34,231			76,644			
Inventory																
Prepaid expenses and other current assets	12,961	-528	2,954	-526	281	-594	-2,085	-196	2,954	5,500	2,482		23,203			
Accounts payable and accrued expenses	-49,563	-16,676	2,371	-41,701	7,106	-25,759	96,385	-47,074					-74,911			
Earned income	973	633	637	3,783	9,860	3,208	8,120						27,214			
Net cash used in operating activities	-95,861	-123,086	85,775	-218,064	84,801	-53,744	339,173	-251,132	213,249	51,408	161,018	84,024	277,560			
Cash flows from investing activities																
Purchase of property and equipment			-6,870													
Reinvested interest income																
Cash flows from financing activities																
Payment of note payable	-3,490	-3,512	-3,534	-3,556	-3,579	-3,600	-3,624	-3,646	-3,668	-3,690	-3,712	-3,734	-43,346			
Net change in cash and cash equivalents	-99,351	-126,598	75,370	-221,620	81,222	-57,344	335,549	-254,778	209,581	47,718	157,306	80,290	234,214			
Cash and cash equivalents at b/g of this period	653,864	554,513	427,915	503,285	281,666	362,888	305,544	641,093	386,314	298,942	346,659	320,082	653,864			
Transfer to CD									-296,953		-183,883		-480,837			
Cash and cash equivalents at end of this period	554,513	427,915	503,285	281,666	362,888	305,544	641,093	386,314	298,942	346,659	320,082	400,372	400,372			
Certificate of Deposits & Investments	519,163	519,163	519,163	519,163	519,163	519,163	519,163	519,163	816,116	816,116	1,000,000	1,000,000	1,000,000			
Total Cash and cash equivalent including Investments	1,073,676	947,078	1,022,448	800,829	882,051	824,707	1,160,256	905,477	1,115,058	1,162,776	1,320,082	1,400,371	1,400,371			