

California Association for Bilingual Education

Cash Flow Projections

FY 2015-16

	10 Mos. Actual										2 Mos. 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	1,332	1,136	1,324	958	98,792	111,653	45,500	66,153	245%
4012 · Membership Paraprofessional	30	4	12	84	40	114	118	53	58	135	41	167	855	2,000	-1,145	43%
4013 · Membership Parent/Community	80			140	180	520	60	40	580	180	20	417	2,217	5,000	-2,783	44%
4014 · Membership Student	30			30	30	30			90			83	293	1,000	-707	29%
4016 · Membership-Inst/Org/Commercial	500		500		2,000	500						292	3,792	3,500	292	108%
4017 · Membership Administrator	245	90	9	344	614	434	524	425	547	403	342	1,333	5,307	16,000	-10,693	33%
4018 · Membership Retired Teacher		40		80		40	120		120			125	525	1,500	-975	35%
4020 · Fees Registration	225	1,515	30,335	81,205	204,871	295,697	316,093	647,405	464,466	168,471	54,630	-9,244	2,255,669	1,795,875	459,794	126%
4021 · Fees-Exhibitors			21,975	29,500	14,600	58,525	24,405	19,325	4,090	750	170		173,340	78,350	94,990	221%
4022 · Fees-Career Fair				600				1,000					1,600	6,000	-4,400	27%
4023 · Fees-Meals						240	150	3,050	3,265	710	50		7,465	10,000	-2,535	75%
4024 · Presenter Fees Annual				2,450	18,250	6,325	6,725	1,925					35,675	32,000	3,675	111%
4029 · Shipping Cost	102	35		105	15	6	30	20	25	457			796	650	146	122%
4030 · Publications / Books	270	1,635	483	2,778	45	-330	81	135	7,178	49			12,324	6,500	5,824	190%
4031 · Promotional Items			41		48	24		49	15,382	-343	162	96	15,460	10,000	5,460	155%
4040 · Sponsors					10,000		22,300	25,850	2,520				60,670	65,000	-4,330	93%
4041 · Other Contributions		25				25	20				51	80	201	250	-49	80%
4042 · Other-Advertising		1,561	290	438			825	765	2,012	585		-165	6,310	7,000	-690	90%
4043 · Government Grant	39,371	49,513	35,412	42,054	34,579	64,950	34,231	63,745	60,365	33,896	59,748	59,749	577,613	717,251	-139,638	81%
4044 · Ticket Sales						4,215	4,390	3,860	7,962	240	60		20,727	32,000	-11,273	65%
4045 · Other School Visits					50		850	1,800	1,440				4,140	10,000	-5,860	41%
4046 · Hotel Rebates												64,540	64,540	34,000	30,540	190%
4047 · Mailing Lists								350				100	450	100	350	450%
4048 · Dues & Subscription Income	14	42	14	375	393	195	181	181	163		84		1,642	1,000	642	164%
4900 · Interest-Savings, Short-term CD							5,138	-4,847	1	110	197	4,500	5,098	5,000	98	102%
4920 · Fundraising Income														4,500	-4,500	
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	15,188	7,400	249,621	131,567	575,336	533,000	42,336	108%
4990 · Other Income			845	765	234	5,500	902	4,050	2,815	370			15,482	34,250	-18,768	45%
Total Income	44,774	59,644	102,077	165,155	306,440	446,790	571,020	812,112	589,403	214,738	366,134	352,432	4,030,721	3,557,226	473,494	113%
Cost of Goods Sold																
5010 · COGS - Promotional Items			250	308			550		1,182	14,418	9,150		25,858	4,000	-21,858	646%
Total COGS			250	308			550		1,182	14,418	9,150		25,858	4,000	-21,858	646%
Gross Profit	44,774	59,644	101,827	164,847	306,440	446,790	570,470	812,112	588,221	200,321	356,984	352,432	4,004,863	3,553,226	495,352	113%

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	10 Mos. Actual										2 Mos. 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	130,274	153,293	133,929	140,302	165,336	1,518,460	1,525,222	6,761	100%
6010 · Temporary Help										6,461			6,461	8,000	1,539	81%
6110 · Payroll Taxes	8,387	7,320	7,656	7,922	8,380	9,015	18,061	14,663	12,736	9,295	10,895	14,471	128,801	122,825	-5,976	105%
6120 · Workers Comp	899	899	899	899	1,283	1,047	1,047	1,047	1,047	2,063	2,145	1,156	14,433	14,832	400	97%
6130 · Dental Insurance	956	710	740	627	883	1,348	1,052	1,052	1,186	854	1,964	1,338	12,711	19,188	6,478	66%
6140 · Medical Insurance	4,434	4,811	4,664	1,454	7,526	5,332	5,332	5,631	6,148	5,272	9,202	5,724	65,530	69,175	3,645	95%
6150 · Employee Life Insurance	245	2,036	199	-288	-892	258	803	250	267	-327	246	331	3,129	3,968	839	79%
6155 · Retirement Plan	1,587	3,419	2,541	2,541	2,541	5,460	2,779	2,779	2,779	2,779	5,430	3,296	37,932	48,444	10,512	78%
6200 · Rent Expense																
6210 · Phone Expense	1,097	2,706	1,847	2,380	2,734	2,424	1,975	1,697	2,446	2,937	2,712	26,151	51,106	25,015	-26,091	204%
6220 · Electricity Expense	1,437	1,410	1,436	1,490	809	673	628	624	774	689	759	2,758	13,488	14,000	512	96%
6221 · Disposal Expense	137	137	137	137	137	137	137	166	137	137	137	331	1,869	1,780	-89	105%
6222 · Gas Expense						27	93	155	85	74		153	587	520	-67	113%
6223 · Janitorial Expense	500	500	340	1,000	500		500	800	500	1,000		2,700	8,340	7,400	-940	113%
6224 · Security (Alarm) Expense	224	75	75	75	75	75	75	75	75	75	75	75	1,049	1,000	-49	105%
6230 · Insurance Expense	1,264	709	739	3,030	845	1,968	569	628	628	628	628	3,844	15,479	13,000	-2,479	119%
6240 · Water Expense	185	123	149	118	34	153	178	129	149	300		750	2,270	2,000	-270	113%
6250 · Tax & Licenses	290	2		6,625	298			-4,097		1	205	750	4,075	8,000	3,925	51%
6260 · Sales Tax Expense																
6300 · Postage		71			33		15	8			73	495	694	4,933	4,239	14%
6301 · Postage Freight Shipping										1,855		680	2,535	3,500	965	72%
6302 · Postage UPS		209	458	129	1,548	14	367	48	338	167	714	368	4,361	4,750	389	92%
6303 · Postage Bulk Mail				5,540						1,681		50	7,271	8,267	996	88%
6304 · Postage FedEx	64			553	98			104	-2,818	2,701		167	868	4,250	3,382	20%
6310 · Office Supplies Expense	711	144	3,408	4,324	509	2,202	1,275	2,791	1,824	7,541	1,606	4,345	30,679	32,311	1,632	95%
6330 · Equipment Maint & Repairs	316	1,241	548	516	449	167	552	355	167	314	167	1,000	5,790	17,300	11,510	33%
6331 · Bldg. Maintenance & Repairs	675	170	625				118		163			12,000	13,751	8,000	-5,751	172%
6340 · Equipment Rental Expense	3,830	1,760	1,760	6,780		2,084	75,041	1,760	2,210	84,623	4,421	71,067	255,335	195,200	-60,135	131%
6350 · Small Equipment Purchases																
6351 · Small Equip. Purchases-Hardware	954	1,211			1,349		80		2,454			3,000	9,049	27,830	18,781	33%
6352 · Small Equip. Purchases-Software					80								80		-80	100%
6353 · Small Equipment Purchases-Other			1,124	1,218					3,753				6,095	8,500	2,405	72%
6400 · Activity Supplies		323		1,099	1,348	622	113	255	7,318	32,269	5,693	5,308	54,349	22,370	-31,979	243%
6401 · Activity Supplies Region 1					200					310		690	1,200	1,200	0	100%
6402 · Activity Supplies Region 2												1,200	1,200	1,200	0	100%
6403 · Activity Supplies Region 3					355						200	645	1,200	1,200	-0	100%
6404 · Activity Supplies Region 4												1,200	1,200	1,200		100%
6405 · Activity Supplies Region 5												1,200	1,200	1,200	0	100%
6410 · Decorations												200	200	1,700	1,500	12%
6420 · Education/Prof. Materials		16	787	30	264				851	179	35		2,162	1,125	-1,037	192%
6430 · Awards & Gifts	69	79		117	347	337	1,577	275	281	2,162	1,245	3,400	9,889	13,050	3,161	76%

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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	1,343	6,630	107	20,165	20,771	924	-7,368	59,101	72,965	13,864	81%
6450 · Facility Rental	2,700	2,000	4,067	1,580						4,000	1,260	2,800	18,407	14,600	-3,807	126%
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	25	150	42	242	3,063	17,450	14,387	18%
6610 · Dues & Subscriptions Expense		100		200	1,200		180	212		738	367	717	3,714	9,150	5,436	41%
6700 · Speaker Fees			1,000	4,750				4,050	8,850	6,047	500	4,000	29,197	46,600	17,403	63%
6710 · Speaker Travel Costs					77	170		463	1,180	3,160		600	5,651	12,000	6,349	47%
6720 · Chapter Rebates									12,026				12,026	8,900	-3,126	135%
6730 · Scholarships								14,000	-450		6,795		20,345	17,000	-3,345	120%
6740 · Donations & Contributions	1,500	500						3,000				4,000	9,000	11,000	2,000	82%
6800 · Travel Expense	1,992	1,827	11,433	8,813	13,594	8,103	9,762	13,250	5,313	15,035	12,588	23,647	125,355	161,890	36,535	77%
6810 · Meals Expense	107	280	679	1,082	1,386	562	874	1,316	7,794	1,182	3,042	2,556	20,861	35,325	14,464	59%
6820 · Conference Music Show Expense								3,000	200				3,200	6,000	2,800	53%
6840 · Food Catering Service			6,913	28,763	10,579	1,621	-212	3,692	185,000	43,305	3,604	24,716	307,981	234,125	-73,856	132%
6850 · Lodging Expense	1,573		7,862	7,095	5,707	2,462	991	4,917	100,153	250,238	2,151	-2,950	380,199	143,880	-236,320	264%
6900 · Legal Expense		1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	3,200	1,600	19,200	21,300	2,100	90%
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	931	1,409	1,019	750	150	10,688	8,000	-2,688	134%
6921 · Credit Card Charge Fees	190	304	206	253	1,209	6,070	2,940	8,573	3,920	3,220	2,200	600	29,685	15,000	-14,685	198%
6950 · Other-Services	16,551	25,173	6,560	13,849	34,132	11,834	6,967	26,298	29,114	23,744	14,488	124,783	333,493	311,750	-21,743	107%
6960 · Consultants	6,575	7,788	14,640	21,798	8,805	6,200	15,350	22,100	2,248	28,100	24,588	32,325	190,516	201,216	10,700	95%
6961 · Consultant Reimbursements	595	862	602	1,079	825	1,099	1,424	230	225	1,575	308	449	9,273	2,000	-7,273	464%
7000 · Advertising/Marketing Expense			100	199	125							1,025	1,449	7,400	5,951	20%
7500 · Interest Expense (mortgage)	588	567	545	523	500	578	455	425	410	387	364	254	5,596	5,820	224	96%
7840 · Miscellaneous Expense		85	57								367	617	1,125	7,400	6,275	15%
Total Expense	164,823	168,650	208,112	274,779	238,008	224,349	285,106	271,278	583,023	707,543	274,495	554,043	3,954,210	3,669,225	-284,985	93%
Change in Net Assets	-120,049	-109,006	-106,284	-109,933	68,432	222,441	285,364	540,834	5,198	-507,222	82,489	-201,611	50,653	-115,999	166,651	-44%

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Change in Net Assets	-120,049	-109,006	-106,284	-109,933	68,432	222,441	285,364	540,834	5,198	-507,222	82,489	-201,611				
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/Investment Tran												84,414	84,414			
Change in operating assets and liabilities																
Accounts receivable	96,276	49,092	48,342	45,908	-83,218	-191,091	-93,618	-406,985	225,948	308,813	250,000	100,000	349,468			
Contract receivable	-39,371	-49,513	134,846	-118,698	77,517	-64,950	42,402	-3,565	37,611	-33,896	34,231	34,231	50,845			
Inventory																
Prepaid expenses and other current assets	12,961	-528	2,954	-526	281	-594	-2,085	-196	-23,770	-1,416	2,482		-10,437			
Accounts payable and accrued expenses	-49,563	-16,676	2,371	-41,701	7,106	-25,759	96,385	-47,074	-4,576	187,380			107,893			
Earned income	973	633	637	3,783	9,860	3,208	8,120		7,997	1,863			37,074			
Net cash used in operating activities	-95,861	-123,086	85,875	-218,064	83,081	-53,642	339,672	86,117	251,511	43,039	372,305	-64,277	706,671			
Cash flows from investing activities																
Purchase of property and equipment			-6,870													
Investment/Reinvested interest income								3,058								
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	-3,669	-3,691	-3,713	-3,735	-43,350			
Net change in cash and cash equivalents	-99,351	-126,598	75,470	-221,620	79,502	-57,242	336,048	82,471	250,900	39,348	368,592	-68,012	663,321			
Cash and cash equivalents at b/g of this period	653,864	554,513	427,915	503,385	281,766	361,268	304,026	640,074	722,545	673,445	712,793	739,715	653,864			
Transfer from CD to Investment Account									-300,000		-341,670	-133,169	-774,839			
Cash and cash equivalents at end of this period	554,513	427,915	503,385	281,766	361,268	304,026	640,074	722,545	673,445	712,793	739,715	538,534	538,534			
Investments	48,977	48,977	48,977	48,977	48,977	48,977	48,977	48,977	348,977	349,589	691,258	824,428	824,428			
Total Cash and cash equivalent incl. Investments	603,490	476,892	552,362	330,742	410,245	353,003	689,051	771,522	1,022,422	1,062,381	1,430,974	1,362,961	1,362,961			