

	For the month of November				Year-to-date through Nov. 30, 17				Annual	
	Nov '17	Budget	\$ Over Budget	% of Budget	Jul '17 - Nov '17	YTD Budget	\$ Over Budget	% of Budget	Budget	%
Income										
4011 · Membership-Teacher	3,112	2,099	1,013	148%	5,106	4,698	408	109%	56,250	9%
4012 · Membership Paraprofessional	130	213	-83	61%	704	329	375	214%	989	71%
4013 · Membership Parent/Community	120	180	-60	67%	360	340	20	106%	2,520	14%
4014 · Membership Student	630	60	570	1,050%	750	60	690	1,250%	715	105%
4016 · Membership-Inst/Org/Commercial	500	1,000	-500	50%	1,000	2,000	-1,000	50%	3,292	30%
4017 · Membership Administrator	2,713	755	1,958	359%	4,361	1,892	2,469	230%	10,011	44%
4018 · Membership Retired Teacher	360	120	240	300%	480	160	320	300%	780	62%
4019 · 2 Day Institute fees	1,400	0	1,400	100%	1,400	0	1,400	100%	45,500	100%
4020 · Fees Registration	230,227	216,329	13,898	106%	457,672	364,074	93,598	126%	2,575,562	18%
4021 · Fees-Exhibitors	26,625	26,970	-345	99%	95,825	76,600	19,225	125%	146,050	66%
4022 · Fees-Career Fair	0	0	0	0%	0	0	0	0%	0	#DIV/0!
4023 · Fees-Meals	2,348	0	2,348	100%	2,348	0	2,348	100%	0	100%
4024 · Presenter Fees Annual	12,950	11,200	1,750	116%	16,500	13,250	3,250	125%	40,000	41%
4025 · Award Luncheon	1,800	5,000	-3,200	36%	2,400	12,000	-9,600	20%	36,000	100%
4026 · Seal of Exceclence Banquets	1,125	5,000	-3,875	23%	1,725	10,400	-8,675	17%	45,000	100%
4027 · Admin. Leadership Symposium	250	0	250	100%	300	0	300	100%	6,000	100%
4029 · Shipping Cost	550	500	50	110%	561	1,876	-1,315	30%	5,300	11%
4030 · Publications / Books	-50	12	-62	-416%	32	2,110	-2,078	2%	10,630	0%
4031 · Promotional Items	138	188	-50	73%	431	747	-316	58%	15,000	3%
4032 · Auxiliary Materials	0	0	0	0%	0	0	0	0%	1,000	100%
4040 · Sponsors	85,000	5,000	80,000	1,700%	85,000	5,000	80,000	1,700%	103,000	83%
4041 · Other Contributions	0	65	-65	0%	0	65	-65	0%	250	0%
4042 · Other-Advertising	400	586	-186	68%	1,080	3,452	-2,372	31%	4,500	24%
4043 · Government Grant	86,140	127,008	-40,868	68%	274,578	387,637	-113,059	71%	905,099	30%
4044 · Ticket Sales	0	1,050	-1,050	0%	0	1,050	-1,050	0%	3,000	0%
4045 · Other School Visits	850	3,270	-2,420	26%	950	3,270	-2,320	29%	10,000	10%
4046 · Hotel Rebates	0	0	0	0%	0	0	0	0%	30,000	0%
4047 · Mailing Lists	350	0	350	100%	1,050	350	700	300%	700	150%
4048 · Dues & Subscription Income	377	337	40	112%	837	782	55	107%	2,200	38%
4900 · Interest Income	0	0	0	0%	0	0	0	0%	0	100%
4920 · Fundraising Income	0	0	0	0%	0	2	-2	0%	4,502	0%
4921 · Grant Income	0	0	0	0%	0	500	-500	0%	1,500	0%
4930 · Contract Income	0	0	0	0%	425,000	25,000	400,000	1,700%	506,000	84%
4990 · Other Income	120,100	34,656	85,444	347%	263,213	134,506	128,707	196%	1,126,000	100%
4992 · In-Klnd Contribution	0	0	0	0%	0	0	0	0%	0	0%
Total Income	578,145	441,798	136,347	131%	1,643,662	1,052,350	591,312	156%	5,697,350	29%
Cost of Goods Sold										
5000 · COGS - Books/Publications	0	0	0	0%	0	0	0	0%	0	0%
5010 · COGS - Promotional Items	435	0	435	100%	435	391	44	111%	18,350	2%
Total COGS	577,710	441,798	135,912	131%	1,643,227	1,051,959	591,268	156%	18,350	8,955%
Gross Profit	304,434	292,189	12,245	104%	1,055,351	610,161	445,190	173%	5,679,000	19%
Expense										
6000 · Payroll Expenses	142,571	184,173	-41,602	77%	650,645	849,640	-198,995	77%	2,064,720	32%
6005 · Salaries Expense	0	0	0	0%	0	0	0	0%	47,500	0%
6008 · Bonus Expense	0	0	0	0%	0	0	0	0%	57,297	0%
6010 · Temporary Help	0	0	0	0%	0	0	0	0%	10,000	0%
6110 · Payroll Taxes	9,766	15,120	-5,354	65%	46,221	69,689	-23,468	66%	178,908	26%
6120 · Workers Comp	926	2,025	-1,099	46%	4,554	9,351	-4,797	49%	23,974	19%
6130 · Dental Insurance	1,356	2,025	-669	67%	6,324	9,351	-3,027	68%	23,974	26%
6140 · Medical Insurance	7,691	11,051	-3,360	70%	35,421	50,974	-15,553	69%	130,770	27%
6142 · Aflac Insurance	911	0	911	100%	730	0	730	100%	0	100%
6150 · Employee Life Insurance	214	277	-63	77%	988	1,269	-281	78%	3,269	30%

California Association for Bilingual Education
Profit & Loss Statement
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Summary

5 Months (41.67%) of the fiscal year presented

	For the month of November				Year-to-date through Nov. 30, 17				Annual	
	Nov '17	Budget	\$ Over Budget	% of Budget	Jul '17 - Nov '17	YTD Budget	\$ Over Budget	% of Budget	Budget	%
6155 · Retirement Plan	3,786	6,814	-3,028	56%	20,432	31,443	-11,011	65%	80,643	25%
6170 · Vacation Expense	4,484	0	4,484	100%	19,623	0	19,623	100%	0	100%
6200 · Rent Expense	0	0	0	0%	0	0	0	0%	124,763	0%
6210 · Phone Expense	2,937	2,764	173	106%	12,592	14,541	-1,949	87%	63,329	0%
6220 · Electricity Expense	899	604	295	149%	4,087	4,303	-216	95%	28,300	14%
6221 · Disposal Expense	156	250	-94	62%	781	1,151	-370	68%	4,581	17%
6222 · Gas Expense	0	0	0	0%	1	200	-199	0%	1,620	0%
6223 · Janitorial Expense	350	450	-100	78%	2,725	2,450	275	111%	10,200	27%
6224 · Security (Alarm) Expense	0	115	-115	0%	380	745	-365	51%	13,500	3%
6230 · Insurance Expense	0	1,667	-1,667	0%	5,108	8,536	-3,428	60%	31,299	16%
6240 · Water Expense	178	175	3	102%	955	875	80	109%	3,600	27%
6250 · Tax & Licenses	0	0	0	0%	3,612	1,405	2,207	257%	12,027	30%
6300 · Postage	0	50	-50	0%	2,000	3,841	-1,841	52%	5,375	37%
6301 · Postage Freight Shipping	133	333	-200	40%	210	1,847	-1,637	11%	4,700	4%
6302 · Postage UPS	1,069	1,086	-17	98%	1,927	1,897	30	102%	7,250	27%
6303 · Postage Bulk Mail	0	0	0	0%	57	5,000	-4,943	1%	15,050	0%
6304 · Postage FedEx	609	117	492	520%	2,373	949	1,424	250%	4,858	49%
6310 · Office Supplies Expense	4,020	4,021	-1	100%	9,729	13,723	-3,994	71%	31,530	31%
6330 · Maint & Repairs Equipment	0	189	-189	0%	0	4,776	-4,776	0%	12,875	0%
6331 · Maintenance & Repairs Building	276	2,810	-2,534	10%	802	11,707	-10,905	7%	20,000	4%
6340 · Equipment Rental Expense	1,150	4,413	-3,263	26%	8,799	17,863	-9,064	49%	197,850	4%
6350 · Small Equipment Purchases										
6351 · Hardware	70	1,524	-1,454	5%	1,184	6,238	-5,054	19%	17,350	7%
6352 · Software	417	189	228	221%	7,345	5,122	2,223	143%	15,500	47%
6353 · Other Small Equipment Purchases	0	0	0	0%	17	3,484	-3,467	1%	4,000	0%
Total 6350 · Small Equipment Purchases	487	1,713	-1,226	28%	8,546	14,844	-6,298	58%	36,850	23%
6360 · Office Furniture Purchases	0	148	-148	0%	0	712	-712	0%	1,000	100%
6400 · Activity Supplies	193	815	-622	24%	4,373	4,110	263	106%	61,028	7%
6401 · Activity Supplies Region 1	0	0	0	0%	0	25	-25	0%	1,200	0%
6402 · Activity Supplies Region 2	0	0	0	0%	0	0	0	0%	1,200	0%
6403 · Activity Supplies Region 3	0	0	0	0%	-200	545	-745	-37%	1,200	-17%
6404 · Activity Supplies Region 4	0	0	0	0%	15	0	15	100%	1,200	1%
6405 · Activity Supplies Region 5	0	0	0	0%	350	0	350	100%	1,200	29%
6410 · Decorations	94	0	94	100%	94	0	94	100%	1,750	5%
6420 · Education/Prof. Materials	204	13	191	1,567%	408	1,024	-616	40%	3,150	13%
6430 · Awards & Gifts	28	226	-198	13%	6,178	3,895	2,283	159%	16,425	38%
6440 · Reprographics	8,760	9,596	-836	91%	27,867	29,973	-2,106	93%	93,118	30%
6450 · Facility Rental	6,983	4,964	2,019	141%	83,890	18,926	64,964	443%	27,000	311%
6500 · Depreciation	0	3,217	-3,217	0%	7,551	16,083	-8,532	47%	38,652	20%
6600 · Seminars & Education Expense	527	1,226	-699	43%	2,748	13,190	-10,442	21%	29,260	9%
6610 · Dues & Subscriptions Expense	0	1,236	-1,236	0%	2,611	2,371	240	110%	6,350	41%
6700 · Speaker Fees	0	500	-500	0%	5,388	1,000	4,388	539%	32,250	17%
6710 · Speaker Travel Costs	0	175	-175	0%	0	225	-225	0%	11,225	0%
6720 · Chapter Rebates	15,453	16,725	-1,272	92%	15,453	16,725	-1,272	92%	17,000	91%
6730 · Scholarships	3,500	4,180	-680	84%	3,150	4,180	-1,030	75%	28,000	11%
6740 · Donations & Contributions	12	0	12	100%	512	1,000	-488	51%	4,500	11%
6800 · Travel Expense	11,048	18,940	-7,892	58%	53,082	80,832	-27,750	66%	213,457	25%
6810 · Meals Expense	5,738	2,672	3,066	215%	9,449	16,434	-6,985	58%	47,208	20%
6820 · Conference Music Show Expense	0	0	0	0%	0	0	0	0%	6,000	0%
6840 · Food Catering Service	8,066	46,455	-38,389	17%	76,644	57,417	19,227	133%	483,302	16%
6850 · Lodging Expense	5,711	10,664	-4,953	54%	60,032	46,257	13,775	130%	191,448	31%
6900 · Legal Expense	1,800	1,800	0	100%	9,000	11,500	-2,500	78%	26,900	33%
6910 · Accounting Expense	10,417	15,417	-5,000	68%	69,116	62,081	7,035	111%	145,000	48%
6920 · Bank Charges	507	1,310	-803	39%	3,902	4,774	-872	82%	15,500	25%

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	Nov '17	Budget	\$ Over Budget	% of Budget	Jul '17 - Nov '17	YTD Budget	\$ Over Budget	% of Budget	Budget	%
6921 · Credit Card Charge Fees	3,555	1,409	2,146	252%	7,096	4,886	2,210	145%	32,100	100%
6950 · Other-Services	36,639	12,143	24,496	302%	92,555	55,419	37,136	167%	269,955	34%
6960 · Consultants	23,075	80,442	-57,367	29%	145,475	217,057	-71,582	67%	571,410	25%
6961 · Consultant Reimbursements	1,432	924	508	155%	6,007	6,454	-447	93%	35,600	17%
7000 · Advertising/Marketing Expense	1,195	0	1,195	100%	3,063	1,355	1,708	226%	11,250	27%
7500 · Interest Expense (mortgage)	7,401	0	7,401	100%	7,427	50	7,377	14,854%	50	#####
7840 · Miscellaneous Expense	0	167	-167	0%	784	331	453	237%	2,500	31%
Total Expense	336,306	493,205	-156,899	68%	1,553,637	1,826,795	-273,158	85%	5,679,000	27%
Net Income	241,404	-51,407	292,811	-470%	89,590	-774,836	864,426	-12%	0.00	100%