

California Association for Bilingual Education

Financial Package (Preliminary)

April 30, 2019

These financial statements are based on the transaction information provided to the Accountant. They have not been subjected to an audit, review, or compilation engagement, and no "assurance" (which is done annually for this organization by auditors) is provided on them.

California Association for Bilingual Education

Un-audited Statement of Financial Position - Preliminary

April 30, 2019

	Apr. 2019	Apr. 2018	Variance	June 30, 2018	2019 vs. 2018 Variance	%
ASSETS						
Current Assets						
Cash	\$ 1,309,160	\$ 432,671	\$ 876,490	\$ 1,111,966	\$ 197,194	18%
Investments (Endowment)	53,500	52,317	1,183	53,500	-	0%
Investment	504,817	3,799	501,018	4,817	500,000	100%
Accounts Receivable	956,158	680,222	275,936	538,307	417,850	78%
Grant Receivable - i3 Grant	93,798	207,115	(113,316)	65,433	28,365	43%
Pledges Receivable	-	4,000	(4,000)	429,000	(429,000)	100%
Inventory*	19,818	19,073	746	19,818	-	0%
Prepaid expenses and other current assets	38,411	66,310	(27,899)	109,748	(71,337)	-65%
Total current assets	\$ 2,975,663	\$ 1,465,506	\$ 1,510,157	\$ 2,332,590	\$ 643,073	28%
Property and equipment						
Land - Covina	118,725	118,725	-	118,725	-	0%
Building and improvements - Covina	181,750	502,269	(320,519)	181,750	-	0%
Furniture and equipment	326,680	327,539	(859)	326,680	-	0%
Land - Walnut	509,144	509,144	-	509,144	-	100%
Building and improvements - Walnut	3,434,219	3,431,769	2,450	3,431,769	2,450	100%
	4,570,519	4,889,447	(318,928)	4,568,069	2,450	0%
Less: accumulated depreciation	(833,957)	(691,646)	(142,310)	(715,965)	(117,992)	16%
Property and equipment, net	3,736,562	4,197,801	(461,238)	3,852,104	(115,542)	-3%
Total assets	\$ 6,712,226	\$ 5,663,307	\$ 1,048,919	\$ 6,184,695	\$ 527,531	9%
LIABILITIES AND NET ASSETS						
Liabilities						
Accounts payable and accrued expenses	\$ 347,673	\$ 389,657	\$ (41,985)	335,360	12,313	100%
Unearned income	102,213	94,954	7,259	259,363	(157,150)	-61%
Note payable	2,369,243	2,447,668	(78,425)	2,434,895	(65,653)	-3%
Total liabilities	2,819,128	2,932,279	(113,150)	3,029,618	(210,489)	-7%
Net assets						
Unrestricted	3,202,476	2,653,090	549,387	2,464,457	738,020	30%
Temporarily restricted	650,621	37,939	612,682	650,621	0	0%
Permanently restricted	40,000	40,000	-	40,000	-	0%
Total net assets	3,893,097	2,731,028	1,162,069	3,155,077	738,020	23%
Total liabilities and net assets	\$ 6,712,226	\$ 5,663,307	\$ 1,048,919	\$ 6,184,695	\$ 527,531	9%

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* Subject to be reclassified.

California Association for Bilingual Education

Un-audited Statement of Activities (Preliminary)

Year-to-date through April 30, 2019

	Apr.	Apr.	Apr.	
	2019	2018	2019 vs. 2018	%
			Variance	
Revenues				
Conferences	\$3,791,972	\$2,548,727	\$1,243,245	49%
Grant Private - Foundation	50,000	436,500	(386,500)	100%
Government Grant	444,965	590,446	(145,481)	-25%
Membership Dues	55,169	46,633	8,536	18%
Program Income	988,608	952,263	36,345	4%
Publication & Promotional Sales	26,508	21,125	5,383	25%
Total revenue	5,357,266	4,595,695	761,572	17%
Expenses				
Program Services	4,038,611	3,524,610	514,001	15%
Support Services	580,635	442,901	137,734	31%
Total Expenses	4,619,246	3,967,511	651,735	16%
Change in unrestricted net assets	738,020	628,184	109,836	17%
Change in net assets	738,020	628,183	109,836	17%
Net assets at beginning of year	3,155,077	2,102,845	1,052,232	50%
Net assets at end of year	3,893,097	2,731,028	1,162,069	43%

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California Association for Bilingual Education

Un-audited Statement of Cash Flows - (Preliminary)

As of April 30, 2019

Cash flows from operating activities

Change in net assets	\$ 738,020
Adjustments to reconcile change in net assets to net cash	
Provided by (used in) operating activities	
Depreciation	117,992
Transfer from CD to Investments	(500,000)
Change in operating assets and liabilities	
Accounts receivable	(417,850)
Contract receivable	(28,365)
Pledges Receivable	429,000
Inventory	-
Prepaid expenses and other current assets	71,337
Accounts payable and accrued expenses	12,313
Earned income	(157,150)
Net cash used in operating activities	\$ 265,297

Cash flows from investing activities

Purchase of property and equipment	(2,450)
Reinvested interest income	-

Cash flows from financing activities

Payment of note payable	(65,653)
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Net change in cash and cash equivalents **\$ 197,194**

Cash and cash equivalents at beginning of year **1,111,966**

Cash and cash equivalents at end of this period **\$1,309,160**

Supplemental disclosures of cash flow information

Cash paid during the year for: Interest payment on note payable	<u><u>\$ 94,685</u></u>
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California Association for Bilingual Education
Actual vs. Budget
For year-to-date through April 30, 2019

10 months (83%) of the fiscal year presented

Summary by Total Category

	Apr 19	Budget	\$ Over Budget	% of Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	% of Budget	Annual Budget	% of Annual Budget
Income										
Membership	6,213	1,129	5,084	550%	53,356	38,678	14,678	138%	78,330	68%
Annual/Regional Conferences Fees	400,790	371,511	29,279	108%	3,677,656	2,773,258	904,398	133%	3,055,846	120%
Sponsorships	5,000	39,300	-34,300	13%	116,130	151,250	-35,120	77%	151,250	77%
Books/Promotion Items	56	-300	356	-19%	26,508	20,242	6,266	131%	20,242	131%
Gov't Grant	50,604	44,517	6,087	114%	444,965	546,577	-101,612	81%	667,612	67%
Private Grant Income	0	0	0	0%	50,000	387,500	-337,500	0%	480,000	10%
Contract Income	496,949	293,687	203,262	169%	988,608	1,090,000	-101,392	91%	1,268,000	78%
Interest Income	0	0	0	0%	44	0	44	100%	100	44%
Other Income	0	0	0	0%	0	0	0	0%	500	0%
Total Income	959,612	749,844	209,768	128%	5,357,266	5,007,505	349,761	107%	5,721,880	94%
Cost of Goods Sold										
COGS - Promotional Items	-165	1,947	-2,112	-8%	17,505	14,265	3,240	123%	14,365	122%
Total COGS	-165	1,947	-2,112	-8%	17,505	14,265	3,240	123%	14,365	122%
Gross Profit	959,777	747,897	211,880	128%	5,339,761	4,993,240	346,521	107%	5,707,515	94%
Expense										
Personnel Costs	196,523	191,925	4,598	102%	1,841,381	1,950,851	-109,470	94%	2,440,021	75%
Operating costs	97,679	63,246	34,433	154%	331,686	290,414	41,272	114%	444,149	75%
Office Furn./Comp. Hardware/ Software	2,713	1,314	1,399	206%	29,816	39,532	-9,716	75%	44,650	67%
Direct Program Costs	107,218	148,960	-41,742	72%	1,416,033	1,264,488	151,546	112%	1,558,130	91%
Consultants/Outside Services	100,244	74,330	25,914	135%	835,491	792,664	42,827	105%	1,060,422	79%
Interest Expense	9,227	9,661	-434	96%	94,685	94,905	-220	100%	113,639	83%
Credit Card Charge/Bank Fees	7,334	2,578	4,756	0%	51,678	41,889	9,789	0%	45,674	113%
Other Costs	0	0	0	0%	971	834	137	116%	830	117%
Total Expense	520,937	492,013	28,924	106%	4,601,741	4,475,576	126,165	103%	5,707,515	81%
Net Income	438,839	255,884	182,956	171%	738,020	517,664	220,356	143%	-0	100%

California Association for Bilingual Education
Actual vs. Budget
For year-to-date through April 30, 2019

10 months (83%) of the fiscal year presented

Summary by Line Item

	Apr 19	Budget	\$ Over Budget	% of Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	% of Budget	Annual Budget	% of Annual Budget
Income										
4011 · Membership-Teacher	4,086.25	959.00	3,127.25	426.1%	30,167.50	19,352.00	10,815.50	155.89%	56,129.00	53.75%
4012 · Membership Paraprofessional	21.00	39.00	-18.00	53.85%	2,179.50	1,976.00	203.50	110.3%	2,180.00	99.98%
4013 · Membership Parent/Community	200.00	20.00	180.00	1,000.0%	1,440.00	2,060.00	-620.00	69.9%	2,497.00	57.67%
4014 · Membership Student	0.00	0.00	0.00	0.0%	880.00	1,020.00	-140.00	86.28%	1,103.00	79.78%
4016 · Membership-Inst/Org/Commercial	0.00	0.00	0.00	0.0%	2,500.00	2,000.00	500.00	125.0%	2,292.00	109.08%
4017 · Membership Administrator	1,905.50	111.00	1,794.50	1,716.67%	15,748.50	11,430.00	4,318.50	137.78%	12,874.00	122.33%
4018 · Membership Retired Teacher	0.00	0.00	0.00	0.0%	440.00	840.00	-400.00	52.38%	1,255.00	35.06%
4019 · 2 Day Institute fees	1,575.00	17,125.00	-15,550.00	9.2%	31,125.00	33,375.00	-2,250.00	93.26%	35,000.00	88.93%
4020 · Fees Registration	385,522.00	304,095.00	81,427.00	126.78%	3,311,629.95	2,477,212.00	834,417.95	133.68%	2,712,760.00	122.08%
4021 · Fees-Exhibitors	0.00	0.00	0.00	0.0%	206,262.50	119,500.00	86,762.50	172.61%	121,300.00	170.04%
4022 · Fees-Career Fair	0.00	0.00	0.00	0.0%	1,350.00	0.00	1,350.00	100.0%	0.00	100.0%
4023 · Fees-Meals	0.00	0.00	0.00	0.0%	7,224.47	0.00	7,224.47	100.0%	0.00	100.0%
4024 · Presenter Fees	950.00	1,800.00	-850.00	52.78%	11,900.00	37,500.00	-25,600.00	31.73%	37,500.00	31.73%
4025 · Award Luncheon	3,720.00	21,000.00	-17,280.00	17.71%	29,905.00	36,000.00	-6,095.00	83.07%	36,000.00	83.07%
4026 · Seal of Excelecnce Banquets	3,225.00	13,550.00	-10,325.00	23.8%	39,600.00	33,600.00	6,000.00	117.86%	45,000.00	88.0%
4027 · Admin. Leadership Symposium	1,000.00	2,675.00	-1,675.00	37.38%	7,050.00	5,025.00	2,025.00	140.3%	6,000.00	117.5%
4029 · Shipping Cost/Processing Fees	3,992.63	2,032.00	1,960.63	196.49%	17,408.01	8,031.00	9,377.01	216.76%	8,031.00	216.76%
4030 · Publications / Books	0.00	-300.00	300.00	0.0%	3,203.35	3,242.00	-38.65	98.81%	3,242.00	98.81%
4031 · Promotional Items	56.00	0.00	56.00	100.0%	23,304.73	17,000.00	6,304.73	137.09%	17,000.00	137.09%
4040 · Sponsors	5,000.00	39,300.00	-34,300.00	12.72%	116,130.00	151,250.00	-35,120.00	76.78%	151,250.00	76.78%
4041 · Other Contributions	0.00	0.00	0.00	0.0%	225.00	860.00	-635.00	26.16%	860.00	26.16%
4042 · Other-Advertising	0.00	7,975.00	-7,975.00	0.0%	1,292.40	10,280.00	-8,987.60	12.57%	10,945.00	11.81%
4043 · Government Grant	50,603.66	44,517.00	6,086.66	113.67%	444,965.37	546,577.00	-101,611.63	81.41%	667,612.00	66.65%
4044 · Ticket Sales	0.00	40.00	-40.00	0.0%	400.00	2,000.00	-1,600.00	20.0%	2,000.00	20.0%
4045 · Other School Visits	750.00	1,050.00	-300.00	71.43%	9,070.00	7,500.00	1,570.00	120.93%	7,500.00	120.93%
4046 · Hotel Rebates	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%	30,000.00	0.0%
4047 · Mailing Lists	0.00	0.00	0.00	0.0%	1,400.00	700.00	700.00	200.0%	700.00	200.0%
4048 · Dues & Subscription Income	55.80	169.00	-113.20	33.02%	1,813.50	1,675.00	138.50	108.27%	2,250.00	80.6%
4900 · Interest Income	0.00	0.00	0.00	0.0%	43.92	0.00	43.92	100.0%	100.00	43.92%
4920 · Fundraising Income	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%	500.00	0.0%
4921 · Grant Income	0.00	0.00	0.00	0.0%	50,000.00	387,500.00	-337,500.00	12.9%	480,000.00	10.42%
4930 · Contract Income	496,949.05	293,687.00	203,262.05	169.21%	988,607.75	1,090,000.00	-101,392.25	90.7%	1,268,000.00	77.97%
4992 · In-Kind Contribution	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%	0.00	0.0%
Total Income	959,611.89	749,844.00	209,767.89	127.98%	5,357,266.45	5,007,505.00	349,761.45	106.99%	5,721,880.00	93.63%
Cost of Goods Sold										
5010 · COGS - Promotional Items	-164.72	1,947.00	-2,111.72	-8.46%	17,505.48	14,265.00	3,240.48	122.72%	14,365.00	121.86%
Total COGS	-164.72	1,947.00	-2,111.72	-8.46%	17,505.48	14,265.00	3,240.48	122.72%	14,365.00	121.86%
Gross Profit	959,776.61	747,897.00	211,879.61	128.33%	5,339,760.97	4,993,240.00	346,520.97	106.94%	5,707,515.00	93.56%
Expense										
6000 · Payroll Expenses	157,856.61	158,075.00	-218.39	99.86%	1,491,442.36	1,580,748.00	-89,305.64	94.35%	1,931,411.00	77.22%
6006 · Salary - OT	0.00	1,873.00	-1,873.00	0.0%	0.00	36,744.00	-36,744.00	0.0%	40,500.00	0.0%
6008 · Bonus Expense	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%	53,955.00	0.0%
6010 · Temporary Help	5,009.44	0.00	5,009.44	100.0%	29,120.52	10,000.00	19,120.52	291.21%	10,000.00	291.21%
6110 · Payroll Taxes	12,326.96	13,276.00	-949.04	92.85%	117,276.59	134,251.00	-16,974.41	87.36%	168,150.00	69.75%
6120 · Workers Comp	886.40	1,199.00	-312.60	73.93%	9,060.13	12,124.00	-3,063.87	74.73%	15,196.00	59.62%
6130 · Dental Insurance	1,732.81	1,759.00	-26.19	98.51%	15,167.51	17,788.00	-2,620.49	85.27%	22,279.00	68.08%
6140 · Medical Insurance	9,578.79	9,839.00	-260.21	97.36%	92,353.37	99,497.00	-7,143.63	92.82%	124,591.00	74.13%
6142 · Aflac Insurance	-10.52	0.00	-10.52	100.0%	-224.84	0.00	-224.84	100.0%	0.00	100.0%
6150 · Employee Life Insurance	249.60	241.25	8.35	103.46%	2,433.60	2,444.50	-10.90	99.55%	3,034.04	80.21%
6155 · Retirement Plan	3,667.32	5,662.42	-1,995.10	64.77%	40,825.95	57,254.20	-16,428.25	71.31%	70,905.04	57.58%
6170 · Vacation Expense	5,225.10	0.00	5,225.10	100.0%	43,925.45	0.00	43,925.45	100.0%	0.00	100.0%
Total 6000.1 · Personnel Costs	196,522.51	191,924.67	4,597.84	102.4%	1,841,380.64	1,950,850.70	-109,470.06	94.39%	2,440,021.08	75.47%
6210 · Phone Expense	4,886.55	3,850.00	1,036.55	126.92%	33,693.89	53,395.00	-19,701.11	63.1%	63,498.00	53.06%
6220 · Electricity Expense	674.85	1,500.00	-825.15	44.99%	10,636.53	15,000.00	-4,363.47	70.91%	30,000.00	35.46%
6221 · Disposal Expense	143.36	250.00	-106.64	57.34%	1,531.76	2,500.00	-968.24	61.27%	3,180.00	48.17%
6222 · Gas Expense	0.00	42.00	-42.00	0.0%	0.00	416.00	-416.00	0.0%	620.00	0.0%
6223 · Janitorial Expense	700.00	750.00	-50.00	93.33%	7,000.00	7,500.00	-500.00	93.33%	10,200.00	68.63%

California Association for Bilingual Education
Actual vs. Budget
For year-to-date through April 30, 2019

10 months (83%) of the fiscal year presented

Summary by Line Item

	Apr 19	Budget	\$ Over Budget	% of Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	% of Budget	Annual Budget	% of Annual Budget
6224 · Security (Alarm) Expense	0.00	250.00	-250.00	0.0%	1,494.84	10,500.00	-9,005.16	14.24%	11,000.00	13.59%
6230 · Insurance Expense	10,738.79	2,773.00	7,965.79	387.26%	25,367.04	25,273.00	94.04	100.37%	30,500.00	83.17%
6240 · Water Expense	248.42	400.00	-151.58	62.11%	2,441.18	4,000.00	-1,558.82	61.03%	5,250.00	46.5%
6250 · Tax/Licenses/Filing Fees	-18,167.96	17,500.00	-35,667.96	-103.82%	6,971.58	37,160.00	-30,188.42	18.76%	37,260.00	18.71%
6300 · Postage	841.52	775.00	66.52	108.58%	1,413.49	4,811.00	-3,397.51	29.38%	5,300.00	26.67%
6301 · Postage Freight Shipping	0.00	0.00	0.00	0.0%	0.00	1,120.00	-1,120.00	0.0%	1,630.00	0.0%
6302 · Postage UPS	225.33	218.00	7.33	103.36%	4,677.78	6,755.00	-2,077.22	69.25%	8,460.00	55.29%
6303 · Postage Bulk Mail	395.00	0.00	395.00	100.0%	395.00	557.00	-162.00	70.92%	650.00	60.77%
6304 · Postage FedEx	0.00	88.00	-88.00	0.0%	974.26	3,015.00	-2,040.74	32.31%	4,527.00	21.52%
6305 · Shipping & Handling	2,653.04	0.00	2,653.04	100.0%	3,474.63	0.00	3,474.63	100.0%	0.00	100.0%
6310 · Office Supplies Expense	1,582.56	3,152.00	-1,569.44	50.21%	27,454.35	27,184.00	270.35	101.0%	31,324.00	87.65%
6330 · Maint & Repairs Equipment	160.00	614.00	-454.00	26.06%	1,953.76	978.00	975.76	199.77%	2,000.00	97.69%
6331 · Maintenance & Repairs Building	1,446.80	500.00	946.80	289.36%	8,428.57	6,500.00	1,928.57	129.67%	10,000.00	84.29%
6340 · Equipment Rental Expense	91,150.86	30,584.00	60,566.86	298.03%	193,777.13	83,750.00	110,027.13	231.38%	188,750.00	102.66%
Total 6350 · Small Equipment Purchases	2,384.14	1,314.00	1,070.14	181.44%	28,821.98	35,032.00	-6,210.02	82.27%	40,150.00	71.79%
6360 · Office Furniture Purchases	328.61	0.00	328.61	100.0%	994.03	4,500.00	-3,505.97	22.09%	4,500.00	22.09%
6400 · Activity Supplies	712.77	1,395.00	-682.23	51.1%	58,499.77	25,821.00	32,678.77	226.56%	51,992.00	112.52%
6401 · Activity Supplies Region 1	0.00	0.00	0.00	0.0%	0.00	850.00	-850.00	0.0%	1,200.00	0.0%
6402 · Activity Supplies Region 2	0.00	0.00	0.00	0.0%	0.00	850.00	-850.00	0.0%	1,200.00	0.0%
6403 · Activity Supplies Region 3	0.00	200.00	-200.00	0.0%	350.00	850.00	-500.00	41.18%	1,200.00	29.17%
6404 · Activity Supplies Region 4	0.00	0.00	0.00	0.0%	200.00	850.00	-650.00	23.53%	1,200.00	16.67%
6405 · Activity Supplies Region 5	0.00	0.00	0.00	0.0%	800.00	1,200.00	-400.00	66.67%	1,200.00	66.67%
6410 · Decorations	0.00	0.00	0.00	0.0%	1,034.16	1,500.00	-465.84	68.94%	1,500.00	68.94%
6420 · Education/Prof. Materials	546.04	300.00	246.04	182.01%	10,579.91	1,955.00	8,624.91	541.17%	2,650.00	399.24%
6430 · Awards & Gifts	599.58	5,879.00	-5,279.42	10.2%	10,314.29	22,116.00	-11,801.71	46.64%	24,978.00	41.29%
6440 · Reprographics	21,645.21	17,333.69	4,311.52	124.87%	84,305.30	60,142.66	24,162.64	140.18%	84,941.00	99.25%
6450 · Facility Rental	0.00	3,550.00	-3,550.00	0.0%	129,440.57	92,939.00	36,501.57	139.28%	93,900.00	137.85%
6501 · Depreciation Expense	11,799.21	11,386.00	413.21	103.63%	117,992.17	113,860.00	4,132.17	103.63%	136,632.00	86.36%
6600 · Conf., Seminars & Education Exp	588.12	4,560.00	-3,971.88	12.9%	16,261.54	34,231.00	-17,969.46	47.51%	37,986.00	42.81%
6610 · Dues & Subscriptions Expense	0.00	117.00	-117.00	0.0%	5,583.27	4,700.00	883.27	118.79%	5,950.00	93.84%
6700 · Speaker Fees	500.00	500.00	0.00	100.0%	46,500.00	45,500.00	1,000.00	102.2%	46,000.00	101.09%
6710 · Speaker Travel Costs	572.38	3,069.00	-2,496.62	18.65%	1,304.46	7,675.00	-6,370.54	17.0%	11,175.00	11.67%
6720 · Chapter Rebates	0.00	0.00	0.00	0.0%	21,102.47	18,146.00	2,956.47	116.29%	18,500.00	114.07%
6730 · Scholarships	0.00	9,000.00	-9,000.00	0.0%	21,575.00	27,500.00	-5,925.00	78.46%	28,000.00	77.05%
6732 · Stipends	0.00	0.00	0.00	0.0%	3,500.00	0.00	3,500.00	100.0%	0.00	100.0%
6740 · Donations & Contributions	1,000.00	0.00	1,000.00	100.0%	12,100.00	500.00	11,600.00	2,420.0%	4,000.00	302.5%
6800 · Travel Expense	15,243.41	14,945.00	298.41	102.0%	155,057.83	138,906.00	16,151.83	111.63%	166,251.00	93.27%
6810 · Meals Expense	4,960.26	2,267.00	2,693.26	218.8%	51,642.82	33,972.00	17,670.82	152.02%	40,803.00	126.57%
6820 · Conference Music Show Expense	0.00	0.00	0.00	0.0%	3,900.00	6,000.00	-2,100.00	65.0%	6,000.00	65.0%
6840 · Food Catering Service	15,805.32	70,512.00	-54,706.68	22.42%	456,812.10	495,635.00	-38,822.90	92.17%	589,922.00	77.44%
6850 · Lodging Expense	33,245.83	3,946.00	29,299.83	842.52%	205,927.70	123,006.00	82,921.70	167.41%	193,700.00	106.31%
6900 · Legal Expense	3,600.00	1,800.00	1,800.00	200.0%	18,000.00	18,000.00	0.00	100.0%	21,600.00	83.33%
6910 · Accounting Expense	11,145.83	11,146.00	-0.17	100.0%	133,354.30	132,963.00	391.30	100.29%	154,913.00	86.08%
6920 · Bank Charges	1,011.43	1,500.00	-488.57	67.43%	8,925.49	11,043.00	-2,117.51	80.83%	12,500.00	71.4%
6921 · Credit Card Charge Fees	6,322.93	1,078.00	5,244.93	586.54%	42,752.89	30,846.00	11,906.89	138.6%	33,174.00	128.87%
6950 · Other-Services	16,172.58	21,142.00	-4,969.42	76.5%	237,724.86	310,667.00	-72,942.14	76.52%	482,583.00	49.26%
6960 · Consultants	62,790.00	37,113.00	25,677.00	169.19%	416,287.96	303,730.00	112,557.96	137.06%	365,056.00	114.03%
6961 · Consultant Reimbursements	6,535.09	3,129.00	3,406.09	208.86%	30,123.86	27,304.00	2,819.86	110.33%	36,270.00	83.05%
7000 · Advertising/Marketing Expense	0.00	0.00	0.00	0.0%	1,250.00	5,783.00	-4,533.00	21.62%	7,250.00	17.24%
7500 · Interest Expense (mortgage)	9,227.01	9,661.00	-433.99	95.51%	94,684.59	94,905.00	-220.41	99.77%	113,639.00	83.32%
7840 · Miscellaneous Expense	0.00	0.00	0.00	0.0%	971.19	830.00	141.19	117.01%	830.00	117.01%
7930 · Indirect Cost	0.00	0.00	0.00	0.0%	0.00	4.00	-4.00	0.0%	0.00	0.0%
Total Expense	520,937.38	492,013.36	28,924.02	105.88%	4,601,740.94	4,475,576.36	126,164.58	102.82%	5,707,515.08	80.63%
Net Income	438,839.23	255,883.64	182,955.59	171.5%	738,020.03	517,663.64	220,356.39	142.57%	-0.08	100%