

California Association for Bilingual Education

As of 10/31/2019

FY 2019-2020 Cash Flow Projections

Date: December 7, 2019

	Four Months Actual				Eight Months Forecast								3 MOS. Actual & 9 Frcst Total	FY20 Approved Budget	Variance
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun			
<b>Income</b>															
4011 · Membership-Teacher	502	71	200	681	2,904	1,659	1,583	964	693	19,378	21,459	17,938	68,032	68,656	-624
4012 · Membership Paraprofessional	7		7	41	138	111	51	18	49	1,701	39	167	2,327	2,385	-58
4013 · Membership Parent/Community					100	120	20	40	260	720	60	417	1,737	1,877	-140
4014 · Membership Student			30		30		210	10	30	540		83	933	963	-30
4016 · Membership-Inst/Org/Commercial	500				500	500		1,000				292	2,792	2,792	
4017 · Membership Administrator	80	2	191	178	1,453	2,083	913	1,084	274	8,468	111	333	15,169	15,825	-656
4018 · Membership Retired Teacher				40	40	80	40	40		120	40	375	775	855	-80
4019 · Half Day & 2 Days Institues					525	2,625	4,550	10,475	12,750	2,450	1,625		35,000	35,000	
4020 · Fees Registration	328,275	6,250	14,225	36,085	363,060	329,058	426,396	271,750	347,421	465,940	288,260	319,855	3,196,575	3,196,000	575
4021 · Fees-Exhibitors	3,550		7,925	40,405	20,955	17,600	11,295	10,210	10,802	3,525	888		127,155	126,550	606
4023 · Fees-Meals										5,000			5,000	5,000	
4024 · Presenter Fees Annual					600	5,200	1,950	2,200	15,350	950			26,250	26,250	
4025 · Award Luncheon					1,560	5,220	1,370	11,375	13,055	3,420			36,000	36,000	
4026 · Seal of Excellence					1,725	4,200	1,650	16,335	18,165	2,925			45,000	45,000	
4027 · Admin. Leadership Symposium					150	500	500	1,500	2,450	900			6,000	6,000	
4029 · Shipping Cost		30	39	8	508	875	2,200	2,784	2,406	3,093			11,943	12,000	-57
4030 · Publications / Books		280	-145							2,355			2,490	2,500	-10
4031 · Promotional Items	1,638		4		288	611	133	163	250	18,641	450	170	22,348	22,500	-153
4040 · Sponsors	1,500			3,000	2,800	49,150	13,500	31,330	7,100	20,500	59,220	150,000	338,100	338,100	
4041 · Other Contributions				40			50	25	105		25	350	595	575	20
4042 · Other-Advertising				200	1,102	1,000	1,000	2,000	4,000	1,000	665		10,967	11,357	-390
4043 · Government Grant	61,708	49,114	47,773	72,860	55,921	40,993	35,425	46,239	67,561	77,585	74,987	51,767	681,932	648,123	33,809
4045 · Other School Visits					850	950	1,970	800	2,180	3,250			10,000	10,000	
4046 · Hotel Rebates												72,500	72,500	72,500	
4047 · Mailing Lists				175	350				700		350		1,575	1,400	175
4048 · Dues & Subscription Income	28	14	56	98	335	363	223	140	181	314	237	90	2,078	2,190	-112
4900 · Interest-Savings, Short-term CD			1,522		-8	13						100	1,627	144	1,483
4921 · Grant Income	2,000	5,624										25,000	32,624	27,000	5,624
4930 · Contract Income	34,500	7,500	58,475	34,000	78,600	92,500	42,077	80,950	231,531	403,092	256,750	155,025	1,475,000	1,475,000	
4990 · Other Income												427,195	427,195	427,195	
<b>Total Income</b>	<b>434,288</b>	<b>68,885</b>	<b>130,427</b>	<b>187,812</b>	<b>534,486</b>	<b>555,410</b>	<b>547,106</b>	<b>491,431</b>	<b>737,313</b>	<b>1,045,867</b>	<b>705,165</b>	<b>1,221,656</b>	<b>6,659,845</b>	<b>6,619,736</b>	<b>40,109</b>
<b>Cost of Goods Sold</b>															
5010 · COGS - Promotional Items			-37						19,700		100		19,763	20,170	-407
<b>Total COGS</b>			-37						19,700		100		19,763	20,170	-407
<b>Gross Profit</b>	<b>434,288</b>	<b>68,885</b>	<b>130,464</b>	<b>187,812</b>	<b>534,486</b>	<b>555,410</b>	<b>547,106</b>	<b>491,431</b>	<b>717,613</b>	<b>1,045,867</b>	<b>705,065</b>	<b>1,221,656</b>	<b>6,640,081</b>	<b>6,599,566</b>	<b>40,515</b>
<b>Expense</b>															
6000 · Payroll Expenses	164,640	163,393	156,323	173,582	163,111	163,111	163,111	163,111	163,111	163,111	163,111	201,431	2,001,143	1,995,649	5,495
6006 · Salaries - OT												49,500	49,500	49,500	
6008 · Bonus Expense												64,959	64,959	64,959	
6010 · Temporary Help										10,000			10,000	10,000	
6110 · Payroll Taxes	11,490	11,600	10,829	11,631	13,294	13,294	13,294	13,294	13,294	13,294	13,294	25,745	164,349	171,974	-7,625
6120 · Workers Comp	901	901	901	901	1,223	1,223	1,223	1,223	1,223	1,223	1,223	2,369	14,535	15,826	-1,291
6130 · Dental Insurance	1,756	1,239	1,630	1,776	2,039	2,039	2,039	2,039	2,039	2,039	2,039	3,949	24,622	26,376	-1,755

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	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun			
6140 - Medical Insurance	11,104	9,465	11,905	11,570	13,130	13,130	13,130	13,130	13,130	13,130	13,130	25,429	161,386	169,864	-8,478
6150 - Employee Life Insurance	322	-494	593	921	245	245	245	245	245	245	245	474	3,529	3,165	363
6155 - Retirement Plan	4,046	6,263	9,955	4,240	5,709	5,709	5,709	5,709	5,709	5,709	5,709	11,056	75,523	73,854	1,669
6210 - Phone Expense	1,814	3,005	3,084	3,424	3,909	3,752	3,752	3,752	3,752	3,752	25,056	9,748	68,800	72,324	-3,524
6220 - Electricity Expense		863	1,468	1,503	1,333	1,333	1,333	1,333	1,333	1,333	1,333	13,333	26,501	28,000	-1,499
6221 - Disposal Expense	143	143	143	290	188	188	188	188	188	188	188	368	2,400	2,430	-30
6222 - Gas Expense												120	120	120	
6223 - Janitorial Expense	707	700	700	700	1,350	1,350	1,350	1,350	1,350	1,350	1,350	2,550	14,807	13,800	1,007
6224 - Security (Alarm) Expense	284		135			270	920		2,270	8,000		270	12,149	13,000	-852
6230 - Insurance Expense	3,781	-767	3,293	1,800	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,750	26,607	27,500	-893
6240 - Water Expense	133	287	271	313	494	156	281	151	230	307	250	700	3,573	3,450	123
6250 - Tax & Licenses	1,450					4,150				4,150	450	100	10,300	10,300	0
6300 - Postage	6	5,046	15	8,335	250	250	250	250	250	250	250	5,400	20,553	3,150	17,403
6301 - Postage Freight Shipping					150	39				3,461	300	50	4,000	4,000	
6302 - Postage UPS		298	247	159	1,397	398	419	419	410	1,175	589	2,675	8,185	9,260	-1,075
6303 - Postage Bulk Mail									5,000	2,400		650	8,050	8,050	
6304 - Postage FedEx			79	144	125	150	125	125	625	1,925	225	1,234	4,757	5,650	-892
6310 - Office Supplies Expense	830	4,282	3,322	2,777	3,168	2,003	2,520	1,916	6,062	2,128	2,164	3,180	34,351	33,834	517
6330 - Equipment Maint & Repairs					118	791	318	118		160	667	667	2,837	3,500	-664
6331 - Bldg. Maintenance & Repairs	725	1,547	1,233	90	2,332	892	452	748	1,340	1,447	671	900	12,377	15,000	-2,622
6340 - Equipment Rental Expense	31,420		3,323	465	9,285	2,173	5,754	77,325	2,998	151,150	5,250	1,750	290,892	292,325	-1,433
6350 - Small Equipment Purchases															
6351 - Small Equipment Purchases-Hardware			102			2,000			4,000		2,000	3,425	11,527	13,425	-1,898
6352 - Small Equipment Purchases-Software	2,039	1,544	8,066	1,000	1,844	1,282	1,817	5,774	907	2,470	2,199	1,015	29,955	24,830	5,125
6353 - Small Equipment Purchases-Other							120	450	30			930	1,530	1,650	-120
6360 - Office Furniture Purchases	11		361	153	25	25	25	25	25	25	25		701	250	451
6400 - Activity Supplies	8,750	2,388	1,553	1,257	662	3,137	953	1,850	11,126	30,623	1,759	2,779	66,836	62,660	4,177
6401 - Activity Supplies Region 1												1,200	1,200	1,200	
6402 - Activity Supplies Region 2												1,200	1,200	1,200	
6403 - Activity Supplies Region 3	200					150						850	1,200	1,200	
6404 - Activity Supplies Region 4			300	11								900	1,211	1,200	11
6405 - Activity Supplies Region 5								500			300	400	1,200	1,200	
6410 - Decorations			109		275	150		50		1,500	100		2,184	2,300	-116
6420 - Education/Prof. Materials	5,992	6		1,122	1,745	2,000	50	3,128	702	425	100	650	15,920	14,802	1,118
6430 - Awards & Gifts	-316	851	197	179	1,180	1,563	930	1,146	6,461	2,970	1,478	3,610	20,249	20,757	-508
6440 - Reprographics	3,247	1,836	1,236	9,269	2,769	1,610	2,779	10,726	15,276	19,293	16,412	7,094	91,544	99,730	-8,186
6450 - Facility Rental					7,150	775	6,650		1,575	500	5,500	1,500	23,650	23,650	
6501 - Depreciation Expense	12,022	12,022	12,022	12,022	12,052	12,082	12,112	12,142	12,172	12,202	12,277	16,516	149,638	176,600	-26,962
6600 - Seminars & Education Expense	1,270	115	750		1,185	1,775	25	295	5,355	12,500	550	7,300	31,120	31,500	-380
6610 - Dues & Subscriptions Expense	2,000	524	200	1,500	220	420		1,764	207	500	91	518	7,944	6,050	1,894
6700 - Speaker Fees	1,500		4,500		500	500	500		1,000	35,000			43,500	43,500	
6710 - Speaker Travel Costs	676				450		325		447	6,553	2,000	1,500	11,951	11,951	
6720 - Chapter Rebates						18,875		2,125					21,000	21,000	
6730 - Scholarships		710	1,990			4,500			10,000	4,000		500	21,700	19,000	2,700

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	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun			
6740 · Donations & Contributions			6,000						1,000			2,000	9,000	4,000	5,000
6800 · Travel Expense	12,377	14,964	13,604	27,013	12,042	13,501	15,368	18,169	47,308	15,250	21,184	10,912	221,692	219,556	2,136
6810 · Meals Expense	8,229	12,436	4,069	2,430	4,485	5,268	5,024	8,969	3,686	7,473	3,535	4,427	70,031	59,209	10,822
6820 · Conference Music Show Expense										6,000			6,000	6,000	
6840 · Food Catering Service	221,370		36,999	38	45,260	1,202	26,605	13,875	168,659	84,900	62,832	15,018	676,758	679,650	-2,891
6850 · Lodging Expense	30,714	13,324	30,934	8,649	15,345	20,718	4,612	9,210	21,992	204,349	31,761	15,550	407,158	380,795	26,363
6900 · Legal Expense		1,890	1,890	3,780	1,890	1,890	1,890	1,890	1,890	1,890	1,890	4,390	25,180	25,180	
6910 · Accounting Expense	11,703	11,703	23,203	19,203	16,725	11,725	11,725	16,725	11,725	11,725	11,725	11,725	169,610	165,696	3,914
6920 · Bank Charges	1,201	975	1,138	844	518	641	634	2,604	1,014	2,000	919	730	13,218	11,563	1,655
6921 · Credit Card Charge Fees	1,119	1,442	1,495	702	2,663	3,929	6,848	6,851	7,260	1,792	3,117	713	37,929	39,158	-1,229
6950 · Other-Services	15,000	16,697	18,602	23,428	29,016	91,913	15,997	15,997	28,776	120,267	130,967	28,337	534,995	502,199	32,795
6960 · Consultants	24,065	47,265	31,415	46,789	52,886	46,786	50,666	50,211	48,411	51,581	83,336	91,031	624,445	639,111	-14,666
6961 · Consultant Reimbursements	516	925	509	3,449	2,200	2,338	2,198	2,868	6,549	3,973	6,604	9,830	41,959	45,661	-3,702
7000 · Advertising/Marketing Expense				1,000	250		1,000			1,000	400	1,500	5,150	5,150	
7500 · Interest Expense (mortgage)	9,454	9,429	9,097	9,373	9,045	9,318	9,291	8,686	9,234	8,910	9,179	8,856	109,872	109,870	2
7840 · Miscellaneous Expense	4,888	-4,860	87	164	116				109				505	253	252
7930 · Indirect Cost			0		-0	-0	-0		-0	-0	-0		-0	-0	0
<b>Total Expense</b>	<b>613,577</b>	<b>353,957</b>	<b>419,875</b>	<b>397,995</b>	<b>447,595</b>	<b>478,965</b>	<b>396,803</b>	<b>485,705</b>	<b>652,705</b>	<b>1,043,845</b>	<b>651,981</b>	<b>688,263</b>	<b>6,631,267</b>	<b>6,599,566</b>	<b>31,701</b>
<b>Net Income</b>	<b>-179,289</b>	<b>-285,072</b>	<b>-289,412</b>	<b>-210,184</b>	<b>86,891</b>	<b>76,445</b>	<b>150,302</b>	<b>5,726</b>	<b>64,909</b>	<b>2,022</b>	<b>53,084</b>	<b>533,392</b>	<b>8,815</b>	<b>0</b>	<b>8,814</b>
<b>Cumulative Net Income/(Loss)</b>	<b>-179,289</b>	<b>-464,361</b>	<b>-753,773</b>	<b>-963,956</b>	<b>-877,065</b>	<b>-800,620</b>	<b>-650,318</b>	<b>-644,591</b>	<b>-579,683</b>	<b>-577,661</b>	<b>-524,578</b>	<b>8,815</b>			

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	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun			
<b>Change in Net Assets</b>				-963,956	86,891	76,445	150,302	5,726	64,909	2,022	53,084	533,392	8,815		
<b>Provided by (used in) operating activities</b>															
Depreciation				48,086	12,052	12,082	12,112	12,142	12,172	12,202	12,277	16,516	149,638		
Interest Income on Investments/Investment Transfer															
<b>Change in operating assets and liabilities</b>															
Accounts receivable				207,060									207,060		
Gov't Grant Receivable				42,481								9,285	51,766		
Pledges Receivable				300,000								-50,000	250,000		
Contract receivable				512,902									512,902		
Inventory															
Prepaid expenses and other current assets				80,693									80,693		
Accounts payable and accrued expenses				-314,795									-314,795		
Deferred Revenue				-333,525									-333,525		
Earned income				3,526	1,085	1,085	1,085	1,085	1,085	1,085	1,085	1,085	12,206		
<b>Net cash used in operating activities</b>				-417,529	100,028	89,612	163,499	18,953	78,165	15,308	66,445	510,278	624,759		
<b>Cash flows from investing activities</b>															
Purchase of property, bldg improvment and equipment				-451		-175,000							-175,451		
Investment/Reinvested interest income															
<b>Cash flows from financing activities</b>															
Payment of note payable				-26,782	-6,989	-6,716	-6,743	-7,347	-6,799	-7,124	-6,855	-7,178	-82,533		
<b>Net change in cash and cash equivalents</b>				-444,762	93,039	-92,104	156,756	11,605	71,366	8,185	59,590	503,101	366,775		
<b>Cash and cash equivalents (Ckg. &amp; Svgs) at b/g of this period</b>				1,201,968	507,206	600,244	508,141	664,897	676,502	747,868	756,053	815,643	1,201,968		
Transfer To/from CD & Investment Account				-250,000									-250,000		
<b>Cash and cash equivalents at end of this period</b>				507,206	600,244	508,141	664,897	676,502	747,868	756,053	815,643	1,318,743	1,318,743		
Investments (Bank of the West - CD)				250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000		
Investments (Morgan Stanley - CDs & MMF)				760,864	760,864	760,864	760,864	760,864	760,864	760,864	760,864	760,864	760,864		
Investments (Morgan Stanley - Penichet Trust)				54,826	54,826	54,826	54,826	54,826	54,826	54,826	54,826	54,826	54,826		
<b>Total Cash and cash equivalent incl. Investments</b>				1,572,895	1,665,934	1,573,830	1,730,586	1,742,192	1,813,557	1,821,742	1,881,332	2,384,433	2,384,433		