




CABE PDS YDT Revenue and Projected Revenue REPORT: AS OF NOVEMBER 15, 2014

- Legend:**
-  **Partnered/Regional PD** (i.e. collaborating with a COE or organization to target a geographic area or need)
 -  **On-site PD** (i.e. a one day stand and deliver PD, a keynote, or an ongoing classroom coaching contract)
 -  **Expert Consulting** (examples: Dual Language Immersion start up, feasibility study, Master Plan Development, etc)

First Quarter – 2014-15		Contract Goal \$72,956 by close of Q-1		Confirmed Revenue \$148,970	
Location Title of Institute Dates	# of participants/ maximum possible	Price and duration	Revenue Projected/ Generated	Cost and Expense (Includes presenter fees, travel, handouts, coffee/lunches for all attendees)	Profit and % Profit Margin
Del Norte Unified School District Eradicating Learned Passivity Elem, Sec., & Admin	District wide Aug. 27	\$3,300 Single day	\$3,300	\$	
Back to School STEM Literacy Dev. For English Learners in Secondary Science and Math	Pd. Reg. 34 Max: 50	\$395 Two days	\$13,430	Fee, mileage	\$9,800 72.9%
Back to School Unpacking the ELD Standards Elizabeth Jimenez	Max: 50	\$195 One day	\$6,240	Mileage, hotel	\$5,525 56%
San Bernardino City Unified School District A year-long alliance with the district to develop and write a districtwide multiliteracy plan and revise the EL Master Plan Sept. 2, 2014	—	Project fee \$126,000 4 consultants 2014-15 school year	\$126,000	\$88,200	\$37,800 30%
Quarter Two October – December 2014 Contract Goal by close of quarter \$175,095			\$208,155 Exceeded by \$33,060		

Location Title of Institute Dates	# of participants/ maximum possible	Price and duration	Revenue Projected/ Generated	Cost and Expense (Includes presenter fees, travel, handouts, coffee/ lunches for all attendees)	Profit and % Profit Margin
Oct. 11 and Oct. 13 Administrators Training on how to run DELAC Santa Maria Joint Union HSD – Elizabeth Jimenez	-----	\$5,600/ 2 days	\$5,600	\$900	\$4700 54%
October 30, 2014 Bakersfield Teacher Institute - Ron Rohac STEM Literacy for ELs in content areas	40 registered/ 40 max	\$195/ 1 day	\$7,800	\$2,000 fee, hotel room, mileage, meals	\$5,800 41%
November 12, 2014 Anaheim City School District Promoting Biliteracy through the Library and consulting on their DLI program	-----	\$13,500	\$13,500	\$500	\$13,000 96.2%
November 13, 2014 Sacramento Teacher Institute – Ron Rohac STEM Literacy for ELs in content areas	9 Max 30	\$195/ 1 day	\$1,755	\$2,200 fee, hotel room, mileage, meals	-\$445 0%
November 13, 2014 Sacramento Teacher Institute – Elizabeth Jimenez Unpacking the ELD Standards	54 Max 100	\$195/ 1 day	\$10,530	\$1,100 airfare, hotel, mileage, meals, shuttle, duplication and shipping handouts	\$9,430 89.5%
November/December 2014 SFUSD ELD Project		\$20,000	\$20,000	\$3,500 – Travel expense	\$16,500 82.5%
Quarter Three January – March 2015 Contract Goal by Q-Three \$260,000			Need \$51,845 to meet goal		
Shoreline USD - Pending ELD Standards January 9, 2015	Districtwide	\$3,300			

Location Title of Institute Dates	# of participants/ maximum possible	Price and duration	Revenue Projected/ Generated	Cost and Expense (Includes presenter fees, travel, handouts, coffee/ lunches for all attendees)	Profit and % Profit Margin
AUHSD - Pending Library Training January 23, 2015	Districtwide	\$1,650 Half-day			
Del Norte Unified - Pending ELD Strategies and Classroom Coaching Febraury 12-13, 2015		\$6,500 Two days			
Placentia Yorba Linda – Pending Unpacking the ELD Standards – Secondary ELD		\$2,500 One day		N/A	\$2,500 100%
March Teacher Institute 2 days at CAFE Conference					
March Teacher Institute					
March Teacher Institute					
Santa Clara County Office of Education STEM Literacy Strategies March 14, 2015	Countywide	\$2,500	\$2,500	Fee \$1,000+ travel \$500	\$1,000 40%
Quarter Four April – June 2015					
Teacher Institute					
Teacher Institute					
Teacher Institute					

Location Title of Institute Dates	# of participants/ maximum possible	Price and duration	Revenue Projected/ Generated	Cost and Expense (Includes presenter fees, travel, handouts, coffee/ lunches for all attendees)	Profit and % Profit Margin
Monterey Teacher Institute April 30, 2015 Elizabeth Jimenez					
Monterey Teacher Institute April 30, 2015 Ron Rohac				Fee and Travel expenses	
Teacher Institute DELAC for Administrators 9-2pm					
Riverside Teacher Institute May 20, 2015 Ron Rohac				Fee and Travel expenses	
Riverside Teacher Institute May 20, 2015 Elizabeth Jimenez				Travel expenses	

Projected Revenues Budget

Projected Goal for 2014-2015 is \$291,000 with 30% profit/surplus--\$87,300

As of Nov. 3, 2014 confirmed revenues of \$209,575