

	<u>Budget</u>	<u>Aug '17 - Jul 18</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Prop 18-19</u>	<u>Delta</u>	<u>Delta%</u>
Ordinary Income/Expense							
Income							
1100 · Teacher Training							
1110 · Teacher Training Tuitions	2,688,426.01	2,741,374.51	-11,806.50	99.56%	2,718,000.00	29,573.99	1%
1130 · Retail Sales	0.00	0.00	0.00	0.0%	0.00	0.00	
1150 · Lotteries and contests					0.00	0.00	
1160 · Exhibitors' Fees	27,810.00	42,465.00	14,655.00	136.52%	35,000.00	7,190.00	26%
1100 · Teacher Training - Other	0.00	939.18	939.19	100.0%	0.00	0.00	
<b>Total 1100 · Teacher Training</b>	<b>2,716,236.01</b>	<b>2,784,778.69</b>	<b>68,542.68</b>	<b>102.52%</b>	<b>2,753,000.00</b>	<b>36,763.99</b>	<b>1%</b>
1200 · FLIBS meetings							
1210 · Registration fees	83,920.00	57,750.00	-26,170.00	68.82%	67,000.00	-16,920.00	-20%
1220 · Exhibitors' fees	2,000.00	3,350.00	-275.00	86.25%	3,000.00	1,000.00	
1200 · FLIBS meetings - Other		0.00	0.00				
<b>Total 1200 · FLIBS meetings</b>	<b>85,920.00</b>	<b>61,100.00</b>	<b>-24,820.00</b>	<b>70.53%</b>	<b>70,000.00</b>	<b>-15,920.00</b>	<b>-19%</b>
1300 · Membership							
1310 · Member dues	40,000.00	39,600.00	-400.00	95.25%	40,000.00	0.00	0%
1300 · Membership - Other	0.00	0.00	0.00	0.0%			
<b>Total 1300 · Membership</b>	<b>40,000.00</b>	<b>39,600.00</b>	<b>-400.00</b>	<b>99.0%</b>	<b>40,000.00</b>	<b>0.00</b>	<b>0%</b>
1400 · Other income							
1410 · Interest income	100.00	1,591.55	1,491.55	1,523.33%	100.00	0.00	0%
1415 · Interest / Dividend - ProVise	14,400.00	20,840.50	6,440.50	127.34%	14,400.00	0.00	0%
1425 · Realized Gain/loss on Investmnt		341.62	341.62	0.62%	55,500.00	0.00	0%
1426 · Unrealized Gain/loss on Invstmn	55,500.00	83,731.02	28,231.02				
1400 · Other income - Other	0.00	0.00	0.00	0.0%			
<b>Total 1400 · Other income</b>	<b>70,000.00</b>	<b>106,504.69</b>	<b>36,504.69</b>	<b>111.37%</b>	<b>70,000.00</b>	<b>0.00</b>	<b>0%</b>
<b>Total Income</b>	<b>2,912,156.01</b>	<b>2,991,983.38</b>	<b>79,827.37</b>	<b>99.38%</b>	<b>2,933,000.00</b>	<b>20,843.99</b>	<b>1%</b>
<b>Gross Profit</b>	<b>2,912,156.01</b>	<b>2,991,983.38</b>	<b>79,827.37</b>	<b>99.38%</b>	<b>2,933,000.00</b>	<b>20,843.99</b>	<b>1%</b>

Expense

2100 · Teacher Training Workshops

2120 · Five-star AV	135,000.00	158,517.00	23,517.00	117.42%	135,000.00	0.00	0%
2130 · Printing	35,000.00	31,331.60	-3,668.40	89.52%	35,000.00	0.00	0%
2140 · Copier rental	9,000.00	4,527.84	-4,472.16	46.12%	9,000.00	0.00	0%
<b>2150 · Instructor expenses</b>							
2151 · Travel	84,000.00	71,679.13	-12,320.87	85.33%	75,000.00	-9,000.00	-11%
2152 · Meals	50,000.00	39,722.00	-10,278.00	79.44%	40,000.00	-10,000.00	-20%
2153 · Honoraria	240,000.00	207,800.00	-32,200.00	86.58%	220,000.00	-20,000.00	-8%
2154 · LCD Projector	9,000.00	8,000.00	-1,000.00	88.89%	8,000.00	-1,000.00	-11%
<b>Total 2150 · Instructor expenses</b>	<b>383,000.00</b>	<b>327,201.13</b>	<b>-55,798.87</b>	<b>85.43%</b>	<b>343,000.00</b>	<b>-40,000.00</b>	<b>-10%</b>
2160 · Participants' materials	16,000.00	14,736.58	-1,263.42	92.1%	15,000.00	-1,000.00	-6%
2170 · Postage and mailing	700.02	419.77	-280.25	59.97%	500.00	-200.02	-29%
2180 · Credit card transaction fees	50,000.00	53,158.46	3,158.46	95.22%	48,000.00	-2,000.00	-4%
<b>2190 · Staff TTW expense</b>							
2190.1 · Travel	18,000.00	4,930.58	-13,069.42	27.39%	5,000.00	-13,000.00	-72%
2190.2 · Meals	8,550.00	10,800.00	2,250.00	126.32%	11,000.00	2,450.00	29%
<b>Total 2190 · Staff TTW expense</b>	<b>26,550.00</b>	<b>15,730.58</b>	<b>-10,819.42</b>	<b>59.25%</b>	<b>16,000.00</b>	<b>-10,550.00</b>	<b>-40%</b>
2195 · IBA Per Capita	650,000.00	753,220.00	103,220.00	115.88%	750,000.00	100,000.00	15%
2100 · Teacher Training Workshops - Other	1,013,574.27	985,781.30	-27,792.97	97.26%	1,009,500.00	-4,074.27	0%
<b>Total 2100 · Teacher Training Workshops</b>	<b>2,318,824.29</b>	<b>2,344,624.26</b>	<b>25,799.97</b>	<b>100.86%</b>	<b>2,361,000.00</b>	<b>42,175.71</b>	<b>2%</b>

2200 - Quarterly Meetings

2210 - Executive Board meetings								
2212 - Meals	3,631.80	10,565.20	6,933.40	290.91%	5,000.00	1,368.20	38%	
2213 - Accomodations	6,492.80	7,608.00	1,115.20	117.18%	8,000.00	1,507.20	23%	
2214 - Five-star AV	2,934.10	175.00	-2,759.10	5.96%	500.00	-2,434.10	-83%	
2210 - Executive Board meetings - Other	0.00	0.00	0.00	0.0%	0.00	0.00		
<b>Total 2210 - Executive Board meetings</b>	<b>13,058.70</b>	<b>18,348.20</b>	<b>5,289.50</b>	<b>140.51%</b>	<b>13,500.00</b>	<b>441.30</b>	<b>3%</b>	
2220 - General membership meeting								
2221 - Five-star AV		3,866.50			4,000.00			
2222 - Speaker/presenter PYP								
2222.1 - Travel		153.00						
2222.3 - Accommodations		80.00						
2222 - Speaker/presenter PYP - Oth	7,000.00	1,000.00	-6,000.00	14.29%				
<b>Total 2222 - Speaker/presenter PYP</b>	<b>7,000.00</b>	<b>1,233.00</b>	<b>-5,767.00</b>	<b>17.61%</b>	<b>7,000.00</b>	<b>0.00</b>	<b>0%</b>	
2223 - Speaker/presenter MYP								
2223.1 - Travel		162.92						
2223.2 - Meals		51.00						
2223.4 - MYP Honorarium		5,880.00						
2223 - Speaker/presenter MYP - Oth	7,000.00	0.00	-7,000.00	0.0%				
<b>Total 2223 - Speaker/presenter MYP</b>	<b>7,000.00</b>	<b>6,093.92</b>	<b>-906.08</b>	<b>87.06%</b>	<b>7,000.00</b>	<b>0</b>	<b>0%</b>	
2224 - Speaker/presenter DP								
2224.1 - Travel		9.35						
2224.2 - Meals		112.00						
2224.3 - Accommodations		80.00						
2224.4 - DP Honorarium		1,300.00						
2224 - Speaker/presenter DP - Othe	7,000.00	0.00	-7,000.00	0.0%				
<b>Total 2224 - Speaker/presenter DP</b>	<b>7,000.00</b>	<b>1,501.35</b>	<b>-5,498.65</b>	<b>21.45%</b>	<b>7,000.00</b>	<b>0</b>	<b>0%</b>	
2231 - Staff Quarterly Expense								
2231.1 - Travel	2,310.00	2,075.97	-234.03	89.87%				
2231.2 - Meals	3,248.00	3,926.92	678.92	120.9%				
2231 - Staff Quarterly Expense - Other		12.21	12.21					
<b>Total 2231 - Staff Quarterly Expense</b>	<b>5,558.00</b>	<b>6,015.10</b>	<b>457.10</b>	<b>108.22%</b>	<b>6,000.00</b>	<b>442.00</b>	<b>8%</b>	
2220 - General membership meeting - Other	56,488.98	19,865.02	-36,623.96	35.17%	38,000.00			
<b>Total 2220</b>		<b>38,574.89</b>	<b>38,574.89</b>					
2233 - Tradewinds Accommodations		19,171.32	19,171.32					
2200 - Quarterly Meetings - Other	0.00	0.00	0.00	0.0%				
<b>Total 2200 - Quarterly Meetings</b>	<b>96,105.68</b>	<b>76,094.41</b>	<b>-20,011.27</b>	<b>79.18%</b>	<b>82,500.00</b>	<b>(13,605.68)</b>	<b>-14%</b>	

2400 - General Operating

<b>2410 - Office expenses</b>							
2411 - Telephone	4,000.00	2,889.48	-1,110.52	72.24%	3,000.00	-1,000.00	-25%
2412 - Computer	8,000.00	3,025.94	-4,974.06	37.82%	3,500.00	-4,500.00	-56%
2413 - Computer Repair & Software	3,602.88	451.98	-3,150.90	12.54%	1,000.00	-2,602.88	-72%
2414 - Storage	2,700.00	2,604.00	-96.00	96.44%	2,700.00	0.00	0%
2416 - Office Supplies	6,941.88	4,298.83	-2,643.05	61.93%	4,500.00	-2,441.88	-35%
2410 - Office expenses - Other	0.00	1,425.55	1,425.55		0.00	0.00	
<b>Total 2410 - Office expenses</b>	<b>25,244.76</b>	<b>14,695.78</b>	<b>-10,548.98</b>	<b>58.21%</b>	<b>14,700.00</b>	<b>-10,544.76</b>	<b>-42%</b>
<b>2420 - Promotional</b>							
Website expenses Platinum Web D		-2,675.12			0.00	0.00	
2421 - Promotional material	1,200.00	1,700.27	500.27	141.69%	1,700.00	500.00	42%
2422 - Website expenses	20,510.96	34,955.47	14,444.51	170.42%	35,500.00	14,989.04	73%
2423 - Member support activities	0.00	184.04	184.04	100.0%		0.00	
2420 - Promotional - Other		6,273.25			0.00	0.00	
<b>Total 2420 - Promotional</b>	<b>21,710.96</b>	<b>40,437.91</b>	<b>18,726.95</b>	<b>186.26%</b>	<b>37,200.00</b>	<b>15,489.04</b>	<b>71%</b>
<b>2430 - Staff</b>							
2431 - Staff payroll	233,603.18	230,343.62	-3,259.56	98.6%	231,000.00	-2,603.18	-1%
2432 - Temporary staff pay	0.00	0.00	0.00	#DIV/0!	20,000.00	20,000.00	
2433 - Payroll taxes IRS	18,030.98	15,540.17	-2,490.81	86.19%	20,000.00	1,969.02	11%
2435 - Payroll service charges	600.00	600.00	0.00	100.0%	600.00	0.00	0%
2441 - Staff Travel	1,635.00	964.44	-670.56	58.99%	1,000.00	-635.00	-39%
<b>Total 2430 - Staff</b>	<b>253,869.16</b>	<b>247,448.23</b>	<b>-3,161.37</b>	<b>97.47%</b>	<b>272,600.00</b>	<b>18,730.84</b>	<b>7%</b>
2440 - ED Staff travel	717.51	0.00	-717.51	0.0%	0.00	-717.51	-100%
<b>Total 2400 - General Operating</b>	<b>301,542.39</b>	<b>302,581.92</b>	<b>1,039.53</b>	<b>100.34%</b>	<b>324,500.00</b>	<b>22,957.61</b>	<b>8%</b>

2500 · Philanthropy

2510 · IB Americas

2511 · C of A sponsorship	19,070.90	18,844.20	-226.70	98.81%	18,000.00	-1,070.90	-6%
2512 · C of A travel	2,749.92	1,425.25	-1,324.67	51.83%	3,000.00	250.08	9%
2513 · C of A accomodations		2,746.86	2,746.86		3,600.00	3,600.00	
2514 · Charities	1,500.00	0.00	-1,500.00	0.0%		-1,500.00	-100%

<b>Total 2510 · IB Americas</b>	<b>23,320.82</b>	<b>23,016.31</b>	<b>-304.51</b>	<b>98.69%</b>	<b>24,600.00</b>	<b>1,279.18</b>	<b>5%</b>
---------------------------------	------------------	------------------	----------------	---------------	------------------	-----------------	-----------

2520 · FLIBS scholarships

2521 · FLIBS academic scholarships	30,000.00	28,000.00	-2,000.00	93.33%	30,000.00	0.00	0%
2522 · FLIBS challenge scholarships	2,000.00	2,000.00	0.00	100.0%	2,000.00	0.00	0%
2524 · FLIBS Teach Grants	28,560.00	15,109.09	-13,450.91	52.9%	29,400.00	840.00	3%
2520 · FLIBS scholarships - Other	0.00	2,000.00	2,000.00		0.00	0.00	

<b>Total 2520 · FLIBS scholarships</b>	<b>60,560.00</b>	<b>47,109.09</b>	<b>-13,450.91</b>	<b>77.79%</b>	<b>61,400.00</b>	<b>840.00</b>	<b>1%</b>
--	------------------	------------------	-------------------	---------------	------------------	---------------	-----------

<b>Total 2500 · Philanthropy</b>	<b>83,880.82</b>	<b>70,125.40</b>	<b>-13,755.42</b>	<b>83.6%</b>	<b>86,000.00</b>	<b>2,197.17</b>	<b>3%</b>
----------------------------------	------------------	------------------	-------------------	--------------	------------------	-----------------	-----------

2600 · Legislative

2610 · Lobbyist fees	26,000.00	26,400.00	400.00	101.54%	28,000.00	2,000.00	8%
2620 · Lobbyist expenses	802.83	296.40	-506.43	36.92%	1,000.00	197.17	25%

<b>Total 2600 · Legislative</b>	<b>26,802.83</b>	<b>26,696.40</b>	<b>-106.43</b>	<b>99.6%</b>	<b>29,000.00</b>	<b>2,197.17</b>	<b>8%</b>
---------------------------------	------------------	------------------	----------------	--------------	------------------	-----------------	-----------

2700 · Professional expenses

2705 · Accountant	11,000.04	13,464.00	2,463.96	122.4%	15,000.00	3,999.96	36%
2710 · Bank account fees	2,000.00	321.90	-1,678.10	15.6%	1,000.00	-1,000.00	-50%
2720 · Provise Fees	5,000.00	4,707.00	-293.00	94.14%	5,000.00	0.00	0%
2730 · Legal fees	0.00	0.00	0.00	0.0%		0.00	
2740 · Corporate filing fee	70.00	70.00	0.00	100.0%	70.00	0.00	0%
2750 · Insurance			0.00			0.00	
2752 · Liability		11,287.23	11,287.23		12,000.00	12,000.00	
2753 · UMBERELLA		1,002.00	1,002.00		1,500.00	1,500.00	
2754 · Workers Comp		1,102.00	1,102.00		1,500.00	1,500.00	

<b>Total 2750 · Insurance</b>	<b>16,929.96</b>	<b>13,391.23</b>	<b>-3,538.73</b>	<b>79.1%</b>	<b>15,000.00</b>	<b>-1,929.96</b>	<b>-11%</b>
-------------------------------	------------------	------------------	------------------	--------------	------------------	------------------	-------------

<b>Total 2700 · Professional expenses</b>	<b>35,000.00</b>	<b>31,954.13</b>	<b>-3,045.87</b>	<b>91.27%</b>	<b>35,000.00</b>	<b>0.00</b>	<b>0%</b>
---	------------------	------------------	------------------	---------------	------------------	-------------	-----------

<b>Total Expense</b>	<b>2,862,156.01</b>	<b>2,852,076.52</b>	<b>-10,079.49</b>	<b>99.65%</b>	<b>2,933,000.00</b>	<b>70,843.99</b>	<b>2%</b>
----------------------	---------------------	---------------------	-------------------	---------------	---------------------	------------------	-----------

<b>Net Income</b>	<b>50,000.00</b>	<b>139,906.86</b>			<b>0.00</b>		
-------------------	------------------	-------------------	--	--	-------------	--	--