

Revenue v Expense

February 2014

**Financial Report Dashboard -February 2014**

**REVENUE AND EXPENSES YTD COMPARISON**

	Feb-14	Actual	Budget	Variance	
				\$	%
Revenue	372,747	372,747	2,304,091	1,931,344	16.2%
Expense	403,841	403,841	2,304,091	1,900,250	17.5%
Net Revenue	(31,094)		-		

**FY 2013 to FY 2014 YTD COMPARISON**

	Feb-13	Feb-14	Variance	
			\$	%
Revenue	351,498	372,747	21,248	94.3%
Expense	310,871	403,841	92,970	77.0%
Net Revenue	40,627	(31,094)	-71,721	-130.7%

**REVENUE BREAKDOWN YTD COMPARISON**

	Feb-14	Actual	Budget	Variance	
				\$	%
Grants and Contracts	161,128	161,128	2,170,081	2,008,953	7.4%
Foundations	-	-	41,250	41,250	0.0%
Fund Raising	2,669	2,669	25,000	22,331	10.7%
Contract	1,891	1,891	22,692	20,801	8.3%
Other	44,650	44,650	45,068	418	99.1%
Donated Rent and Se	-	-	-	-	-
Total	210,338	210,338	2,304,091	2,093,753	9.1%

**EXPENSE BREAKDOWN YTD COMPARISON**

	Feb-14	Actual	Budget	Variance	
				\$	%
Personnel Expenses	103,311	103,311	1,678,444	1,575,133	6.2%
Other Expenses	68,751	68,751	625,647	556,896	11.0%
Total Expenses	172,062	172,062	2,304,091	2,132,029	7.5%

**CASH POSITION**

	Feb-13	Feb-14	Variance YTD	
			\$	%
Total	470,356	495,840	25,484	94.9%

**FY 2012 KEY INDICATORS**

	Feb-13	Feb-14	Variance	
			#	
Days Cash	428.62	451.84	23.22	
Current Ratio	4.13	3.98	-0.15	

**BALANCE SHEET**

	Feb-13	Feb-14	Variance	
			\$	%
Assets	1,032,697	1,232,208	199,510	83.8%
Liabilities	238,993	356,892	117,899	67.0%
Total Fund Assets	793,704	875,316	81,612	90.7%
Liabilities + Net Asse	1,032,697	1,232,208	199,510	83.8%

## Revenue v Expense

February 2014

Financial Report Dashboard -February 2014	Current Period Actual	January 2014	February 2013	Average to Date
Total Revenue	162,408.01	210,338.60	167,292.69	186,373.31
<b>Expense</b>				
Total Salaries	85,367.15	84,738.96	87,256.59	85,053.08
Total Fringe	26,428.71	18,572.17	19,592.98	22,500.36
Total Travel	7,636.98	16,842.17	8,433.31	12,239.49
Total Supplies	4,556.93	4,985.88	684.17	4,771.47
Computer Consulting AI-tec	6,530.00	7,210.00		
Contractual - Program	25,668.00	5,388.00		
Contractual-Bertha Armendariz	2,400.00	2,400.00		
Contractual - Theresa Lyons	3,433.00	3,383.00		
Contractual- Ileana Maria Ponce	3,333.33	3,333.33		
Computer - Website	1,700.00	7,656.50		
Webinars	100.00	100.00		
Stipends	20.00	1,861.51		
Total Contractual	43,184.33	31,332.34	20,488.77	37,258.17
<b>Other</b>				
Building Use - Rent-Utilities	8,770.66	8,712.32		
Postage & Shipping	1,187.91	408.73		
Telephone	3,247.33	2,532.16		
Ins Liab - Fees	42,980.74	3,222.80		
Printing	8,418.87	714.46		
Total Other	64,605.51	15,590.47	11,386.53	40,097.76
Total Expense	231,779.61	172,061.99	147,842.35	201,920.31
Net Revenue	-69,371.60	38,276.61	19,450.34	-15,547.00

Balance Sheet  
February 2014

	Current YTD	Prior Year	Current Year % Change
<b>Assets</b>			
<b>Current Assets</b>			
<b>Cash</b>			
NorthStar Bank	88,578.94	85,246.88	3.91
Treaty Oaks Investment	0.00	60,362.64	-100.00
NorthStar - Svgs Acct	18,007.53	21,643.21	-16.80
Evolve	157,865.79	97,753.77	61.49
Evolve - MW CD	206,286.51	205,049.50	0.60
Petty Cash	300.00	300.00	0.00
Everbank	125,000.00	0.00	100.00
Total Cash	<u>596,038.77</u>	<u>470,356.00</u>	<u>26.72</u>
Accounts Receivable	629,895.13	547,063.53	15.14
<b>Other Current Assets</b>			
Prepaid Expenses	6,273.72	15,277.76	-58.94
Total Other Current Assets	<u>6,273.72</u>	<u>15,277.76</u>	<u>-58.94</u>
Total Current Assets	<u>1,232,207.62</u>	<u>1,032,697.29</u>	<u>19.32</u>
Total Assets	<u>1,232,207.62</u>	<u>1,032,697.29</u>	<u>19.32</u>
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable	84,408.08	42,724.96	97.56
Payroll Liabilities	57,051.59	48,381.25	17.92
Vacation Accrual	80,146.52	80,146.52	0.00
Unearned Revenue	135,285.45	67,739.81	99.71
Refundable Advances	0.00	0.50	-100.00
Total Current Liabilities	<u>356,891.64</u>	<u>238,993.04</u>	<u>49.33</u>
Total Liabilities	<u>356,891.64</u>	<u>238,993.04</u>	<u>49.33</u>
<b>Fund Assets</b>			
<b>Retained Earnings</b>			
	<u>906,410.97</u>	<u>730,682.79</u>	<u>1.24</u>
Total Retained Earnings	<u>906,410.97</u>	<u>730,682.79</u>	<u>1.24</u>
<b>Net Income</b>			
	<u>-31,094.99</u>	<u>63,021.46</u>	<u>-49.20</u>
Total Fund Assets	<u>875,315.98</u>	<u>793,704.25</u>	<u>1.10</u>
Assets + Liabilities	1,232,207.62	1,032,697.29	
Current Ratio	3.45	4.32	

## Budget v Actual

February 2014

Financial Report  
Dashboard -  
February 2014

	Current Period Actual	Current Period <u>Budget - Original</u>	Current Year <u>Actual</u>	YTD Budget - Original	Variance
Total Revenue	<u>162,408.01</u>	192,008	372,747	2,304,091	16.18%
Expense					
Salaries	85,367.15	107,592	170,106	1,291,110	13.18%
Fringe	26,428.71	32,278	45,001	387,334	11.62%
Travel	7,636.98	9,777	24,479	117,329	20.86%
Supplies	4,556.93	5,435	9,543	65,214	14.63%
Contractual	43,184.33	19,057	74,516	228,678	32.59%
Other	<u>64,605.51</u>	17,869	80,196	214,426	37.40%
Total Expense	<u>231,779.61</u>	192,008	403,841	2,304,091	17.53%
Net Revenue	-69,372	0	-31,094	0	16.67%

February 2014

### **Income and Expense**

Our salaries are going to be over this range for 2014. They will continue to fluctuate due to length of the month (for hourly employees) and time spent by part time employees (Dr. Zuroweste and Ms. Kugel). Fringe is up a bit due to some additional insurance payments.

Rent includes utilities and our CA and MD offices.

Travel will be reduced in the future. February includes travel to the MAHC conference for Ed and a lot of travel for Amy.

Contractual is increasing. Our computer costs have risen. Program costs fluctuate. Ileana is a new contractor for this year.

Expense for the MAHC conference show in Contractual - Program and fees in other, totalling over \$60,000. Income came in prior months - we ended up making about \$7500 on the course overall.

### **BALANCE SHEET**

The A/P and Payroll was paid on the 5th of the following month. A drawdown to cover the majority of those costs was done the same day.

DIHS started putting money in our account and we opened another account to solve the problem - Everbank. We moved the \$125,000 and will be using that account to hold money we want to keep handy. They actually have a pretty good interest rate.

The current ratio is good.

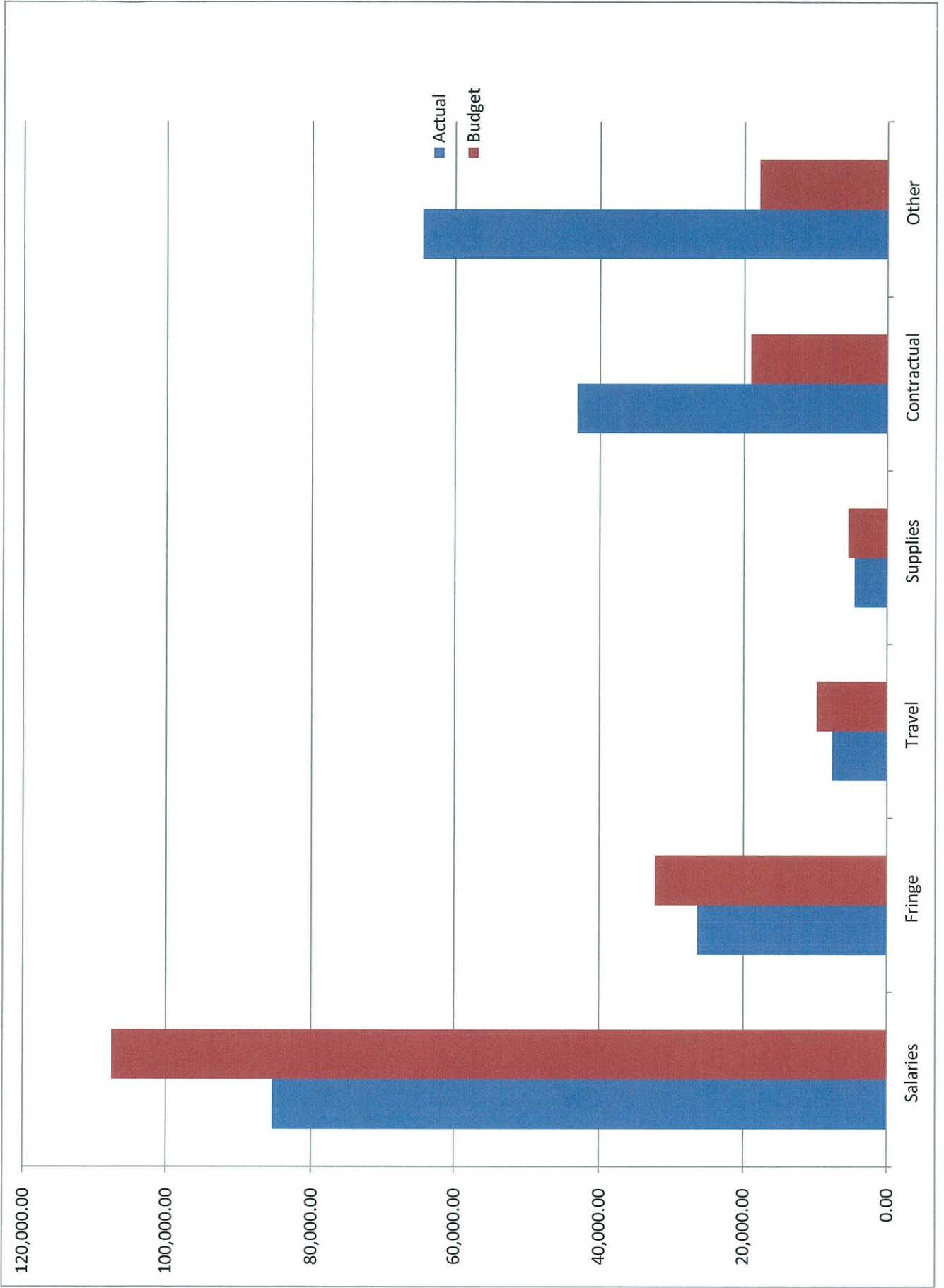
Prepaid expense includes those expenses (insurance on the building and maintenance fees on software, rent, portions of telephone, insurance and other items for January)

### **Budget**

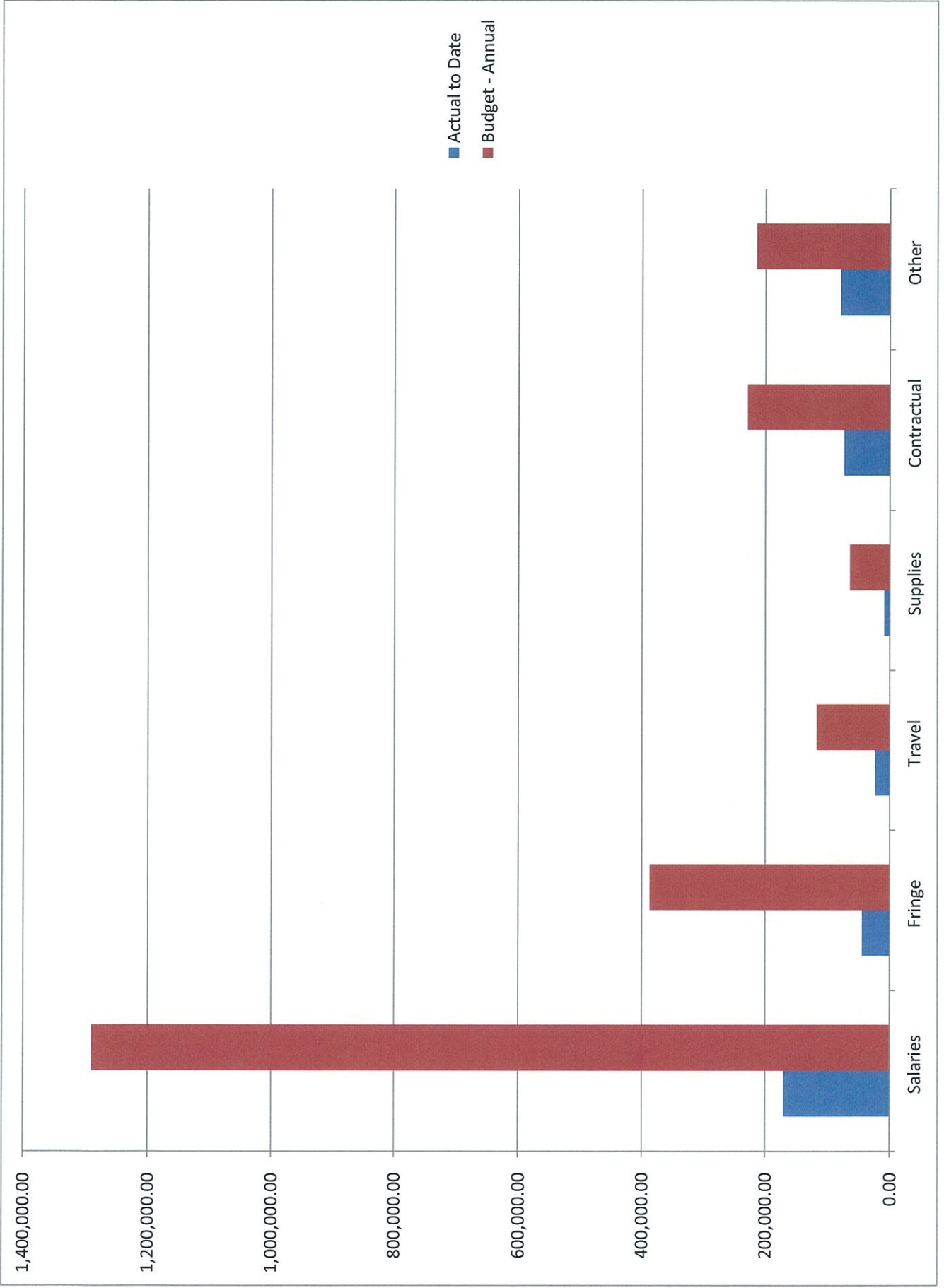
We are on budget in most categories, and overall. We received one percent more revenue than we expected and spent eight percent less than budget.

Our average for February is 16.67% vs. the average for a month of 21.11%. Most of the excess is due to the MAHC conference. I believe the expense will right itself in the next couple of months.

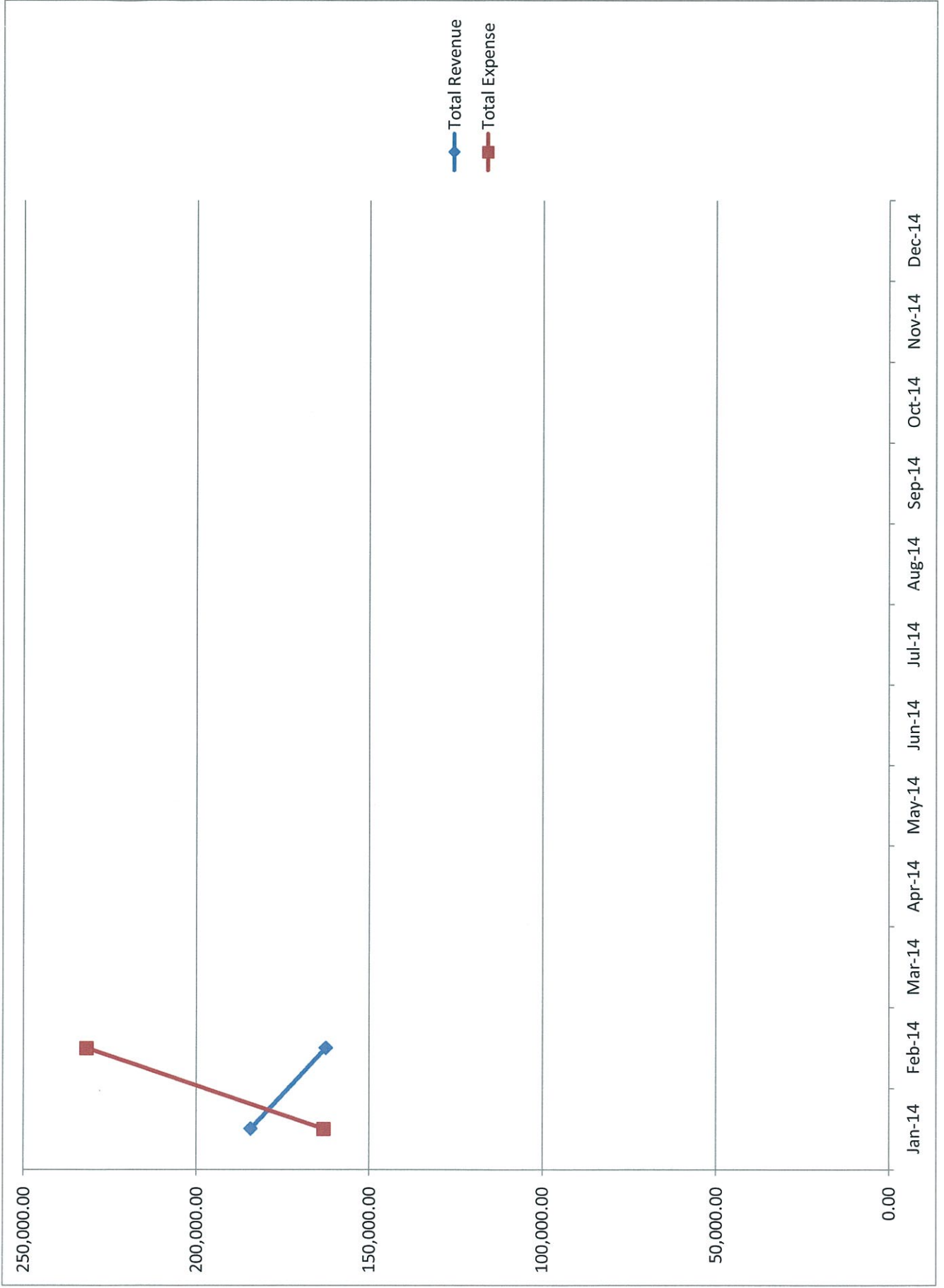
Budget v Actual  
February 2014



Budget v Actual to date  
February 2014



Revenue v Expense By Month  
February 2014





Revenue v Expense by Quarter  
February 2014

