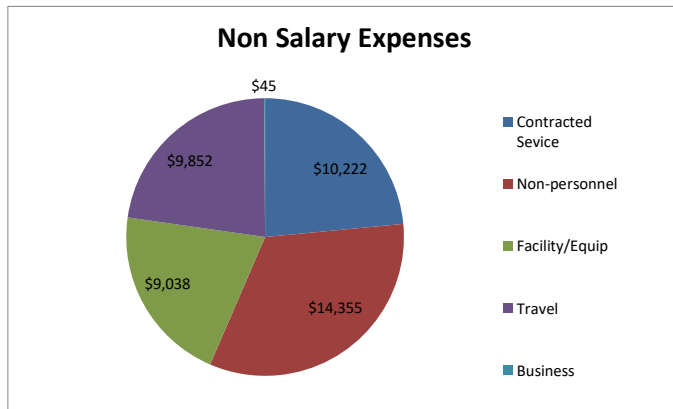


Q4 2015
Profit & Loss Budget Performance
Dec 2015

Through November						
	Association Current QT \$ Actual	Current QT 4 Budget	Actual vs. Budget	Year-to-Date Actual	Year-to-Date Budget	Total Annual Budget
Ordinary Income/Expense						
Income						
4000 · Contributed support	0.00	14,000.00	-14,000.00	0.00	20,000.00	-20,000.00
5000 · Earned revenues	188,797.58	166,000.00	22,797.58	750,563.48	670,000.00	80,563.48
Total Income	188,797.58	180,000.00	8,797.58	750,563.48	690,000.00	60,563.48
Gross Profit	188,797.58	180,000.00	8,797.58	750,563.48	690,000.00	60,563.48
Expense						
7200 · Salaries & related expenses	102,732.80	102,500.00	-232.80	409,083.07	405,000.00	-4,083.07
7500 · Contract services	18,114.06	26,250.00	8,135.94	99,594.67	105,000.00	5,405.33
8100 · Non-personnel expenses	4,969.08	3,750.00	-1,219.08	18,006.30	20,000.00	1,993.70
8200 · Facility & equipment expense	287.34	750.00	462.66	2,453.23	5,000.00	2,546.77
8300 · Travel & meetings expenses	12,774.27	15,000.00	2,225.73	58,462.23	65,000.00	6,537.77
8500 · Other expenses	0.00	750.00	750.00	2,799.00	3,000.00	201.00
8600 · Business expenses	1,222.08	2,150.00	927.92	9,108.59	10,000.00	891.41
Total Expense	140,099.63	151,150.00	11,050.37	599,507.09	613,000.00	13,492.91
Net Ordinary Income	48,697.95	28,850.00	19,847.95	151,056.39	77,000.00	74,056.39
Other Income/Expense						
Other Income						
6700 · Interest Income	0.45	0.00	0.45	0.84	0.00	0.84
6702 · Unrealized Gain/Loss on Investment	0.00	-1,750.00	1,750.00	0.00	-2,000.00	2,000.00
7700 · Exchange Gain/Loss	-401.24	0.00	-401.24	-5,097.95	-7,000.00	1,902.05
Total Other Income	-400.79	-1,750.00	1,349.21	-5,097.11	-9,000.00	3,902.89
Net Other Income	-400.79	-1,750.00	1,349.21	-5,097.11	-9,000.00	3,902.89
Net Income	48,297.16	27,100.00	21,197.16	145,959.28	68,000.00	77,959.28



Q4 2015

Profit & Loss Budget Performance

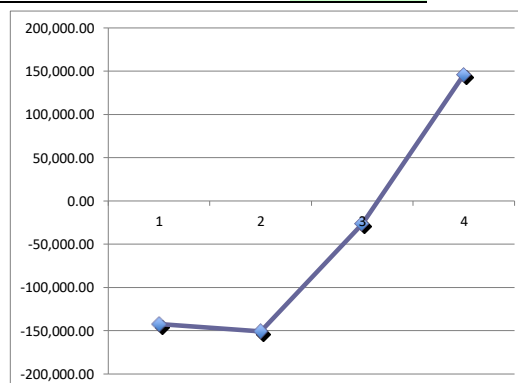
Dec 2015

	FY 15 Actual	Proposed FY 2016 Budget	Total Annual Budget	Rationale
Ordinary Income/Expense				
Income				
4000 · Contibuted support	0.00	55,000.00	55,000.00	* Move Certification and Project Income here / SIF 3x Certification
5000 · Earned revenues	750,563.48	720,000.00	30,563.48	* 3% Growht in memebrship (Privacy and Green Field)
Total Income	750,563.48	775,000.00	24,436.52	
Gross Profit	750,563.48	775,000.00	24,436.52	
Expense				
7200 · Salaries & related expenses	409,083.07	415,000.00	5,916.93	* Staff Performance Increases
7500 · Contract services	99,594.67	110,000.00	10,405.33	* 30% projected project contract work increase / movement of rent to 8200
8100 · Non-personnel expenses	18,006.30	20,000.00	1,993.70	
8200 · Facility & equipment expense	2,453.23	23,000.00	20,546.77	* Movement of Rent and closure with SIIA
8300 · Travel & meetings expenses	58,462.23	65,000.00	6,537.77	
8500 · Other expenses	2,799.00	3,000.00	201.00	
8600 · Business expenses	9,108.59	10,000.00	891.41	
Total Expense	599,507.09	646,000.00	46,492.91	
Net Ordinary Income	151,056.39	129,000.00	-22,056.39	
Other Income/Expense				
Other Income				
6700 · Interest Income	0.84	0.00	-0.84	
6702 · Unrealized Gain/Loss on Investment	0.00	-1,000.00	-1,000.00	
7700 · Exchange Gain/Loss	-5,097.95	-6,000.00	-902.05	
Total Other Income	-5,097.11	-7,000.00	-1,902.89	
Net Other Income	-5,097.11	-7,000.00	-1,902.89	
Net Income	145,959.28	122,000.00	-23,959.28	

Schools Interoperability Framework Profit & Loss YTD Comparison

Accrual Basis

	Ending 2012	Ending 2013	Ending 2014	Projected Ending 2015
Ordinary Income/Expense				
Income				
4000 · Contributed support	187,845.00	98,182.00	87,380.00	0.00
5000 · Earned revenues	954,896.00	885,043.00	697,944.00	750,563.48
Total Income	1,142,741.00	983,225.00	785,324.00	750,563.48
Gross Profit	1,142,741.00	983,225.00	785,324.00	750,563.48
Expense				
7200 · Salaries & related expenses	644,699.00	631,961.00	528,749.00	409,083.07
7500 · Contract services	555,994.00	406,891.00	161,471.00	99,594.67
8100 · Non-personnel expenses	30,876.00	39,738.00	38,934.00	18,006.30
8200 · Facility & equipment expenses	2,400.00	3,000.00	3,000.00	2,453.23
8300 · Travel & meetings expenses	44,183.00	49,394.00	76,662.00	58,462.23
8500 · Other expenses	0.00	0.00	300.00	2,799.00
8600 · Business expenses	6,862.00	3,000.00	2,754.00	9,108.59
Total Expense	1,285,014.00	1,133,984.00	811,870.00	599,507.09
Net Ordinary Income	-142,273.00	-150,759.00	-26,546.00	151,056.39
Other Income/Expense				
Other Income				
6700 · Interest Income	0.00	0.00	0.00	0.84
Total Other Income	0.00	0.00	0.00	0.84
Other Expense				
9000 · Exchange Gain or Loss	0.00	0.00	0.00	-5,097.95
Total Other Expense	0.00	0.00	0.00	-5,097.95
Net Other Income	0.00	0.00	0.00	-5,097.11
Net Income	-142,273.00	-150,759.00	-26,546.00	145,959.28



Compliance Oversight Areas

1. Finance Controls

Finance Controls	Performed
Proper Directors and Officers insurance is to be obtained and secured on an annual basis.	Sept
The Executive Director/CEO has the authority to sign checks and execute contracts on behalf of A4L	Ongoing
All check deposits are made immediately with proper notification is made to the Executive Director/CEO, Membership Coordinator and Accountant. These and credit card/direct deposits are entered into financial management system (QuickBooks) by accountant from online banking information.	Ongoing
Checks in the amount of \$10,000 or more require the additional authorization (email/fax) of either the Treasurer or co-Chairs.	Ongoing
The Executive Director/CEO ensures that all expense reports for which he/she is seeking monetary reimbursement from A4L are reviewed and signed-off by either the Treasurer or Co-Chairs before reimbursement is made.	Ongoing
As most expenses are charged to the corporate credit cards, monthly reconciliations and statements will either be emailed or faxed from the Executive Director/CEO to the Treasurer for review and sign-off before the monthly corporate credit cards bill are paid.	Ongoing Monthly
Where appropriate, all expenses submitted for reimbursement or payment will be classified as to the line item to which they belong in the annual budget.	Ongoing Monthly
The Compliance Committee will be sent a summary of the prior quarter financials one week after the quarter end. These documents will then be supplied to Association and Local Management Boards of the Community.	Quarterly
Yearly finance report generated and provided to the Compliance Committee	Feb
Tax submissions will be created and submitted to the Compliance Committee prior to IRS 990 submission	Feb

2. Human Resources

Human Resource Controls	Performed
HR Manual and required trainings performed by Executive Director/CEO and HR contracted agency	Ongoing
Letters of Employment performed yearly and includes yearly review information	Jan
Salary/Performance changes presented to the Compliance Committee for approval	Jan
Compliance Committee performs yearly review of Executive Director/CEO	June
Executive Director works with HR contracted agency to address Safe Harbor, 401K Equity reports, Workplace requirements, etc. issues	Nov

3. Legal

Legal Controls	Performed
All legal documentation reviewed yearly and posted on the Board Community Site	Ongoing
- Business establishment - DC	
- IP and Trademark Registrations	
- By-Laws	
- Membership Agreement	
- TMLA	
- Certification Agreements	
- Non-Disclosure Agreements	
- Contract Template	
- Product Standards	
- Other non-renewable documentation (Articles of Incorporation, Tax Exemption, Anti-trust, etc.)	

4. Policies and Procedures

Policy and Procedures Controls	Performed
All policy and procedures documentation reviewed yearly and posted on the Member Community Site	Ongoing
- Locale-Specific Operating Guides	
- Certification Program Guides	
- Test Harness User Manual	
- Specification Development (global and local specific)	
- Guide to Functional Groups	
- Community Site Best Practices	

[illegible]