



Key Performance Indicators (Q4 2016)

Financial Controls

Actual Versus Projected
Membership Change
Membership Revenue
Locale Specific Budgets
Projects Costs



Notes

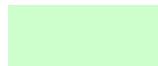
Tab
Tab
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Human Resources

Legal

Policies and Procedures

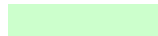
Open Source Framework
Spec Dev



Statement
Policy

Misc

xPress Roster Certification



Provider/Consumer

Q4 2016
Profit & Loss Budget Performance
December 2016

Through December							
	Association Current QT \$					Annual Budget	
	Actual	Current Budget	Actual vs. Budget	Year-to-Date Actual	Year-to-Date Budget	Adjusted (Feb)	Proposed 2017
Ordinary Income/Expense							
Income							
4000 · Contributed support	0.00	13,750.00	-13,750.00	20,319.40	75,000.00	75,000.00	45,000.00
5000 · Earned revenues	141,103.22	180,000.00	-38,896.78	643,629.16	650,000.00	640,000.00	650,000.00
Total Income	141,103.22	193,750.00	-52,646.78	663,948.56	725,000.00	715,000.00	695,000.00
Gross Profit	141,103.22	193,750.00	-52,646.78	663,948.56	725,000.00	715,000.00	695,000.00
Expense							
7200 · Salaries & related expense	96,694.35	103,750.00	7,055.65	408,325.45	415,000.00	415,000.00	415,000.00
7500 · Contract services	20,647.50	21,250.00	602.50	95,706.71	85,000.00	85,000.00	65,000.00
8100 · Non-personnel expenses	7,010.13	5,000.00	-2,010.13	21,320.63	20,000.00	20,000.00	35,000.00
8200 · Facility & equipment expen	59.11	5,750.00	5,690.89	5,933.52	15,000.00	15,000.00	5,000.00
8300 · Travel & meetings expense	13,651.44	6,500.00	-7,151.44	58,373.73	60,000.00	60,000.00	65,000.00
8500 · Other expenses	0.00	750.00	750.00	2,834.00	2,000.00	2,000.00	3,000.00
8600 · Business expenses	13,422.52	2,500.00	-10,922.52	13,890.71	10,000.00	10,000.00	10,000.00
Total Expense	151,485.05	145,500.00	-5,985.05	606,384.75	607,000.00	607,000.00	598,000.00
Net Ordinary Income	-10,381.83	48,250.00	-58,631.83	57,563.81	118,000.00	108,000.00	97,000.00
Other Income/Expense							
Other Income							
6700 · Interest Income	0.00	0.00	0.00	0.40	0.00	0.00	0.00
6702 · Unrealized Gain/Loss on Investment	0.00	-1,750.00	1,750.00		-2,000.00	-2,000.00	-1,000.00
7700 · Exchange Gain/Loss	-525.21	0.00	-525.21	-3,677.57	-6,000.00	-6,000.00	-6,000.00
Total Other Income	-525.21	-1,750.00	1,224.79	-3,677.17	-8,000.00	-8,000.00	-7,000.00
Net Other Income	-525.21	-1,750.00	1,224.79	-3,677.17	-8,000.00	-8,000.00	-7,000.00
Net Income	-10,907.04	46,500.00	-57,407.04	53,886.64	110,000.00	100,000.00	90,000.00

* Note Trend Tab

Rev Detail

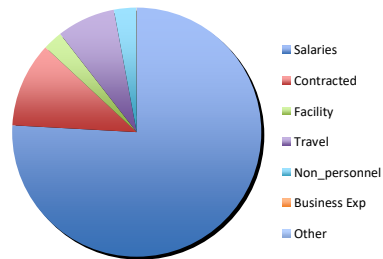
SDPC Impact	\$25,000
Roster Certification FY 2017	-\$25,000

Exp Detail

New Community/Web site investment	\$62,000
	\$15,000

FY 2017 Planning

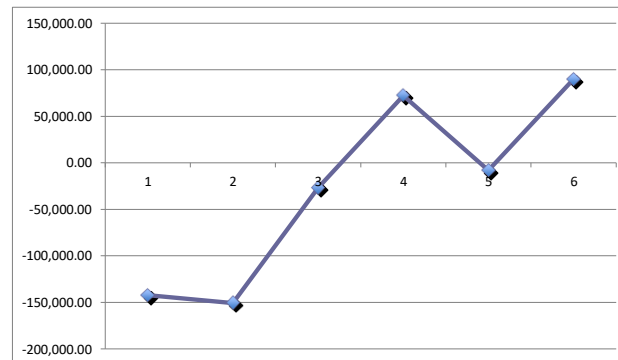
New Community/Web Site Savings (tab)	FY Impact
Mid Year HR Firm Removal	\$7,000.00
Roster Certification	\$4,000.00
SDPC Growth	\$25,000.00
	\$25,000.00
Grant Funding	
Zero Membership Rev Growth	0
	\$0.00



Schools Interoperability Framework Profit & Loss YTD Comparison

Accrual Basis * Green represents audit years

	Audit 2012	Ending 2013	Ending 2014	2015 Audit	Ending 2016	Proposed 2017
Ordinary Income/Expense						
Income						
4000 · Contributed support	187,845.00	98,182.00	87,380.00	54,030.00	20,319.00	45,000.00
5000 · Earned revenues	954,896.00	885,043.00	697,944.00	632,976.00	643,629.00	650,000.00
Total Income	1,142,741.00	983,225.00	785,324.00	687,006.00	663,948.00	695,000.00
Gross Profit	1,142,741.00	983,225.00	785,324.00	687,006.00	663,948.00	695,000.00
Expense						
7200 · Salaries & related expenses	644,699.00	631,961.00	528,749.00	409,083.07	408,325.00	415,000.00
7500 · Contract services	555,994.00	406,891.00	161,471.00	99,594.67	95,706.00	65,000.00
8100 · Non-personnel expenses	30,876.00	39,738.00	38,934.00	18,006.30	21,320.00	35,000.00
8200 · Facility & equipment expenses	2,400.00	3,000.00	3,000.00	2,453.23	5,933.00	5,000.00
8300 · Travel & meetings expenses	44,183.00	49,394.00	76,662.00	59,988.23	58,373.00	65,000.00
8500 · Other expenses	0.00	0.00	300.00	4,999.00	2,834.00	3,000.00
8600 · Business expenses	6,862.00	3,000.00	2,754.00	9,108.59	75,890.00	10,000.00
Total Expense	1,285,014.00	1,133,984.00	811,870.00	603,233.09	668,381.00	598,000.00
Net Ordinary Income	-142,273.00	-150,759.00	-26,546.00	83,772.91	-4,433.00	97,000.00
Other Income/Expense						
Other Income						
6700 · Interest Income	0.00	0.00	0.00	0.84	0.00	0.00
Total Other Income	0.00	0.00	0.00	0.84	0.00	-1,000.00
Other Expense						
9000 · Exchange Gain or Loss	0.00	0.00	-4,000.00	-11,494.00	-3,677.00	-6,000.00
Total Other Expense	0.00	0.00	-4,000.00	-11,494.00	-3,677.00	-7,000.00
Net Other Income	0.00	0.00	0.00	-11,493.16	-3,677.00	-7,000.00
Net Income	-142,273.00	-150,759.00	-26,546.00	72,279.75	-8,110.00	90,000.00



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, Accountant, and Membership Coordinator. These and credit card/direct deposits are entered into financial management system (QuickBooks) by accountant from online banking information.	Ongoing
Checks or charges 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 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	

2016 Membership Information

OCT-DECEMBER 2016

	Gained	Lost	Renewed
AUSTRALIA	0	0	9*
NORTH AMERICA	4	2	8
UNITED KINGDOM	0	1	1

* Includes 1 government consortium

Student Data	2	0	0
Privacy			

^ Plus two additional prospective members - invoices have been issued

JULY-SEPTEMBER 2016

	Gained	Lost	Renewed
AUSTRALIA	1 *	1	3 **
NORTH AMERICA	3 *	2	18
UNITED KINGDOM	-	-	5

* Prospective new members - invoices have been issued

** Includes ESA Consortium which consists of 13 organisations

Student Data	6 ^	0	1
Privacy			

^ Plus two additional prospective members - invoices have been issued

	Gained	Lost	Renewed
Australia	1	1	2
North America	38**	9	18
United Kingdom	0	0	4

** Dept inside of USED

JANUARY-MARCH 2016

	Gained	Lost	Renewed
Australia	0	1	4
North America	4	7	15
United Kingdom	1	1	1

Large Loss Impacts:

Pearson	\$30,000
HMH	\$19,000
Ren Learning	\$13,000
Horizon	\$6,000
	\$68,000

Large Gain Impacts

USED	\$29,000
West	\$10,000
PowerSchool	\$19,000
Cloudlock	\$7,500
Follet	\$10,000
Vinson	\$7,500
RISTE	\$3,000
CETPA	\$3,000
FL DOE	\$3,000
	\$92,000

* SDPC Total Approx \$29,000

* Also SDPC

* For SDPC

* Also SDPC

* For SDPC

* For SDPC

* For SDPC

2017

HMH	\$25,000
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2016 Project and Local Based Estimates

six months 2016

Project*	Description	Contracted	Staff %**
API's			
Roster Certification and Promotion (NA)	Consumer Certification complete and numerous outreach and adoption targeting underway	\$0	20%
SRE Promotion (NA)	Sessions promoting SRE adoption and work support WA project expansion	0	5%
- IEP Development (NA)	Data Model components identified and technical development underway to support IEP as part of SRE	0	5%
Assessment Development (Global)	Developing use case (LMS-Gradebook-SIS) for development	HOLD	5%
Data Model			
3.4 Specification (NA)	Modifications made to support SRE, VT SLDS project and identified 2x to 3x elements migration	\$0	20%
- 2-3x Objects Migrated/ VT Support	NA Data Model Work	0	10%
DfE Support (UK)	Meeting for UK Community and DfE Project Support	(Revenue pos \$3K)	10%
AU Style 3x DM (AU)	Data Modeling and Technical Support	0	1%
Infrastructure			
3.2 Specification (Global)	Approved 3.4 Global Specification	0	10%
DfE Support (UK)	Adjustments to 3.2 Spec for DfE support	0	10%
Implementation Support			
Privacy (Global)	Re-establishment of Privacy Group to focus on technical aspects to privacy enabling	0	5%
Privacy Consortium (NA)	Extensive growth with project work around contract framework and growth in membership. Ideal for external support	\$5,000	20%
Open Source Tools (Global)	Framework under development	0	5%
Solutions Templates (Global)	Continuation of few example templates on site	0	2%
Community Tools (Global)	Evaluation of tools and strategies to link to address community needs	\$15,000.00	50%
SIF 3x Certification (NA)		0	10%
* Strategic Tech Areas			
** Total % across three FTE			

* Travel Support

Murray	77%
Lovell	76%
Fruth	35%