



Key Performance Indicator (Q4 2018)

Financial Controls

Actual Versus Projected
Membership Change
Membership Revenue

Notes

Tab
Tab
Tab

Human Resources

Legal

None

Policies and Procedures

SDPC Gov

Complete

Misc

Triage Dev and Communications

Ongoing

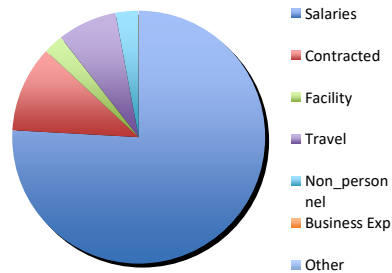
Q4 2018

Profit & Loss Budget Performance

Through Dec 2018

	Association Current QT \$ Actual	Current Budget	Actual vs. Budget	Year-to- Date Actual	Year-to- Date Budget	Proposed 2019
Ordinary Income/Expense						
Income						
4000 · Contributed support	0.00	2,500.00	-2,500.00	1,250.00	10,000.00	15,000.00
5000 · Earned revenues	113,525.00	150,000.00	-36,475.00	573,864.00	600,000.00	625,000.00
Total Income	113,525.00	152,500.00	-38,975.00	575,114.00	610,000.00	640,000.00
Gross Profit	113,525.00	152,500.00	-38,975.00	575,114.00	610,000.00	640,000.00
Expense						
7200 · Salaries & related expenses	105,731.00	103,750.00	-1,981.00	429,488.00	415,000.00	475,000.00
7500 · Contract services	\$13,257.00	12,500.00	-757.00	37,506.00	50,000.00	45,000.00
8100 · Non-personnel expenses	\$20,315.00	6,250.00	-14,065.00	41,812.00	25,000.00	30,000.00
8200 · Facility & equipment expenses	\$3,000.00	1,250.00	-1,750.00	13,671.00	5,000.00	15,000.00
8300 · Travel & meetings expenses	\$5,602.00	16,250.00	10,648.00	21,050.00	65,000.00	30,000.00
8500 · Other expenses	0.00	3,750.00	3,750.00	0.00	15,000.00	5,000.00
8600 · Business expenses	\$2,000.00	2,500.00	500.00	5,499.00	10,000.00	5,000.00
Total Expense	149,905.00	146,250.00	-3,655.00	549,026.00	585,000.00	605,000.00
Net Ordinary Income	-36,380.00	6,250.00	-42,630.00	26,088.00	25,000.00	35,000.00
Other Income/Expense						
Other Income						
6700 · Interest Income	0.00	0.00	0.00	0.00	0.00	0.00
6702 · Unrealized Gain/Loss on Investments	0.00	0.00	0.00	0.00	0.00	0.00
7700 · Exchange Gain/Loss	-850.00	1,250.00	1,250.00	-1,900.00	-5,000.00	-2,000.00
Total Other Income	-850.00	1,250.00	1,250.00	-1,900.00	-5,000.00	-2,000.00
Net Other Income	-850.00	1,250.00	1,250.00	-1,900.00	-5,000.00	-2,000.00
Net Income	-37,230.00	7,500.00	-41,380.00	24,188.00	20,000.00	33,000.00

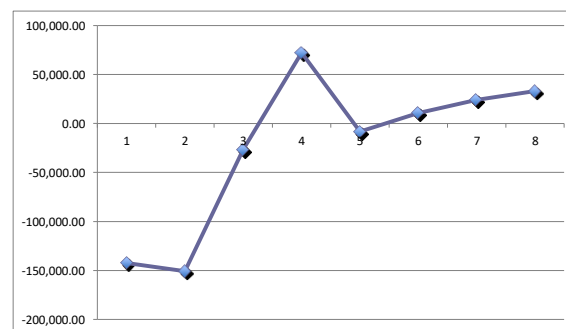
* Note Trend Tab



Schools Interoperability Framework Profit & Loss YTD Comparison

Accrual Basis * Green represents audit years

	Audit 2012	Ending 2013	Ending 2014	2015 Audit	Ending 2016	Ending 2017	Ending 2018	Proposed 2019
Ordinary Income/Expense								
Income								
4000 - Contributed support	187,845.00	98,182.00	87,380.00	54,030.00	20,319.00	5,000.00	1,250.00	15,000.00
5000 - Earned revenues	954,896.00	885,043.00	697,944.00	632,976.00	643,629.00	571,603.00	573,864.00	625,000.00
Total Income	1,142,741.00	983,225.00	785,324.00	687,006.00	663,948.00	576,603.00	575,114.00	640,000.00
Gross Profit	1,142,741.00	983,225.00	785,324.00	687,006.00	663,948.00	576,603.00	575,114.00	640,000.00
Expense								
7200 - Salaries & related expenses	644,699.00	631,961.00	528,749.00	409,083.07	408,325.00	411,459.00	429,488.00	475,000.00
7500 - Contract services	555,994.00	406,891.00	161,471.00	99,594.67	95,706.00	49,000.00	37,506.00	45,000.00
8100 - Non-personnel expenses	30,876.00	39,738.00	38,934.00	18,006.30	21,320.00	17,606.00	41,812.00	30,000.00
8200 - Facility & equipment expenses	2,400.00	3,000.00	3,000.00	2,453.23	5,933.00	3,221.00	13,671.00	15,000.00
8300 - Travel & meetings expenses	44,183.00	49,394.00	76,662.00	59,988.23	58,373.00	50,786.00	21,050.00	30,000.00
8500 - Other expenses	0.00	0.00	300.00	4,999.00	2,834.00	18,661.00	0.00	5,000.00
8600 - Business expenses	6,862.00	3,000.00	2,754.00	9,108.59	75,890.00	9,388.00	5,499.00	5,000.00
Total Expense	1,285,014.00	1,133,984.00	811,870.00	603,233.09	668,381.00	560,121.00	549,026.00	605,000.00
Net Ordinary Income	-142,273.00	-150,759.00	-26,546.00	83,772.91	-4,433.00	16,482.00	26,088.00	35,000.00
Other Income/Expense								
Other Income								
6700 - Interest Income	0.00	0.00	0.00	0.84	0.00	0.00	0.00	0.00
Total Other Income	0.00	0.00	0.00	0.84	0.00	0.00	0.00	0.00
Other Expense								
9000 - Exchange Gain or Loss	0.00	0.00	-4,000.00	-11,494.00	-3,677.00	-5,724.00	-1,900.00	-2,000.00
Total Other Expense	0.00	0.00	-4,000.00	-11,494.00	-3,677.00	-5,724.00	-1,900.00	-2,000.00
Net Other Income	0.00	0.00	0.00	-11,493.16	-3,677.00	-5,724.00	-1,900.00	-2,000.00
Net Income	-142,273.00	-150,759.00	-26,546.00	72,279.75	-8,110.00	10,758.00	24,188.00	33,000.00



2018 Membership Information

Oct-Dec 2018

	Gained	Lost	Renewed
AUSTRALIA	1	0	7
NORTH AMERICA	16	1	50
UNITED KINGDOM	0	1	1
Student Data Privacy	5	1	25

	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	
Actual Revenue	95290	126726	96141	95867	108560	106717	83601	97112	108348	89818.6	90290.37	155392.88	88694.67	85859.03	72852.86	65597.7	150949.62	68146.23	83110.06	67607.14	106435.21	120172.05	71628.75	133297.85	56913.5	103182.35										
Projected Revenue	122500	122500	122500	122500	122500	122500	122500	122500	122500	122500	122500	224000	104000	129000	104000	104000	104000	104000	104000	104000	94000	94000	94000	94000	115000	75000	120000	125000	85000	85000	95000	95000	95000	95000	95000	
Actual Expenses	94771	123095	116508	95725	101747	98376	89859	83147.75	90393	92870.53	80229.83	159974.33	75738.71	119797.52	75498.23	95329.88	139475.4	93635.47	112979.09	77772.38	116872.41	112874.04	84260.7	149090.44	83269.69	97219.39										
Projected Expenses	119000	119000	122000	118000	119000	119000	119000	119000	122000	123000	119000	202050	98350	99050	99050	99050	99050	99050	99050	99050	99050	99050	100750	99250	141000	92900	87900	87900	87900	88150	88150	88150	87900	86900	87900	
Actual Cash Balance	200257	158793	135431	151808.6	126926	148289.19	212934.39	224140.7	213983.86	226900.8	201467.7	175926.97	147899.95	143823.17	117274.53	127720.14	27924.46	103165.5	112748.61	121374	112126.99	52556.75	78608.84	104989.99	88352.61	83661.29										
Estimated Future Cash Balance																												120761.29	117861.29	114711.29	121561.29	128411.29	135261.29	142361.29	150461.29	158461.29