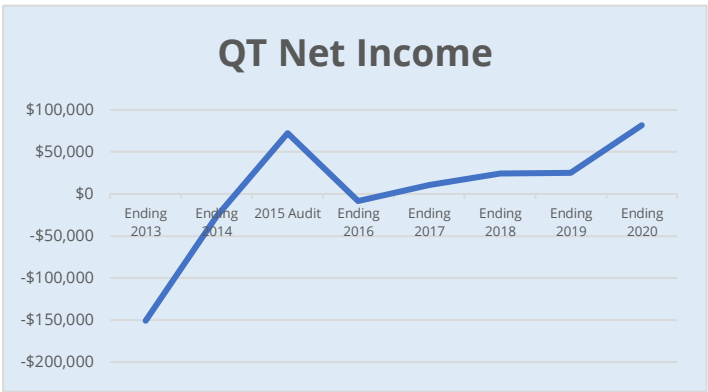
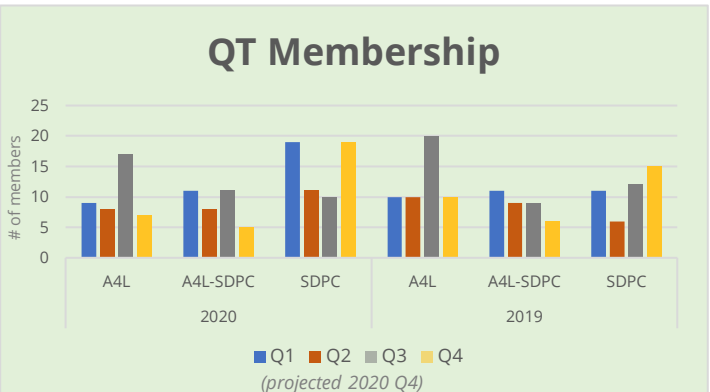
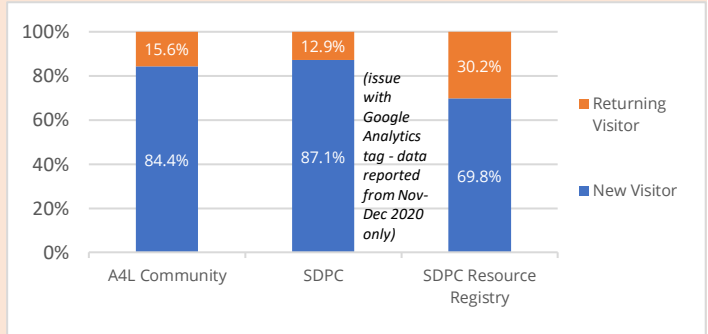
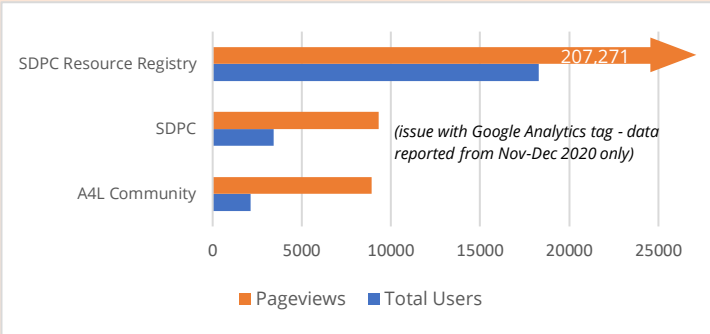


# Access 4 Learning/SDPC: 2020 KPI and Accountability Dashboard

## Website Visits: Oct-Dec 2020

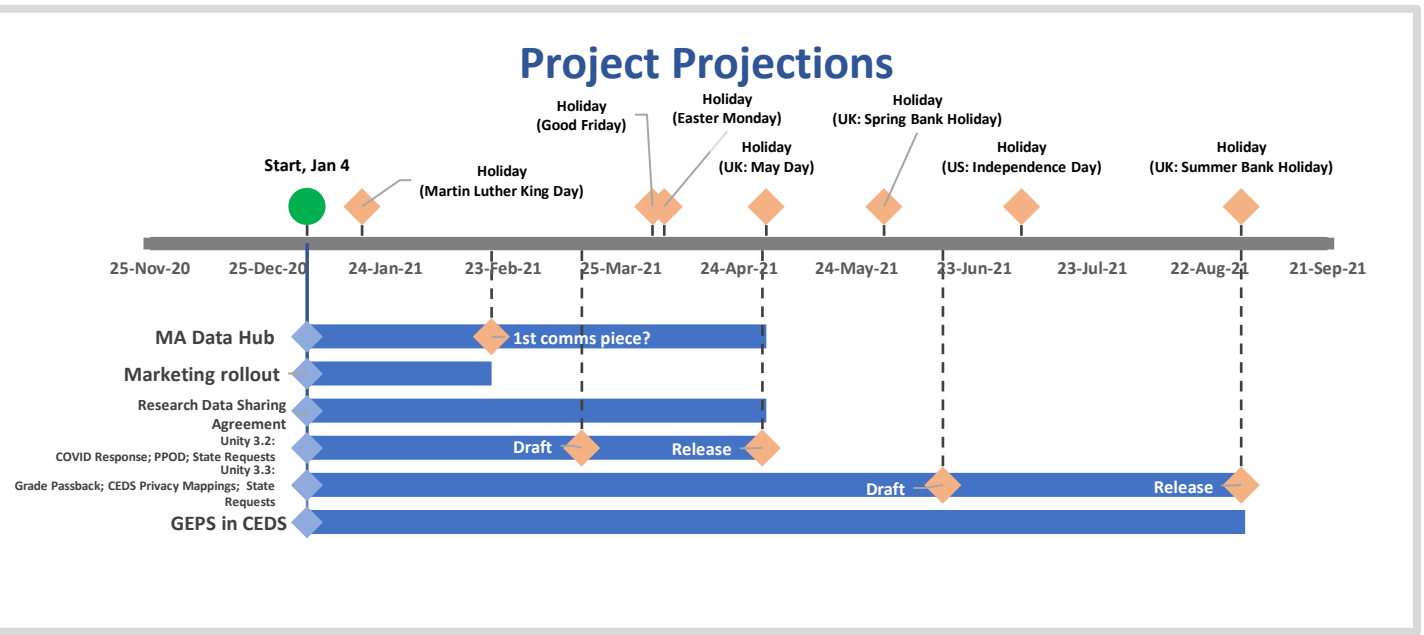


### Revenue

| Category                   | Value | Percentage |
|----------------------------|-------|------------|
| 4000 · Contributed support | 4000  | 3%         |
| 5000 · Earned revenues     | 5000  | 97%        |

### Expenses

| Category | Value | Percentage |
|----------|-------|------------|
| 100%     | -     | 100%       |

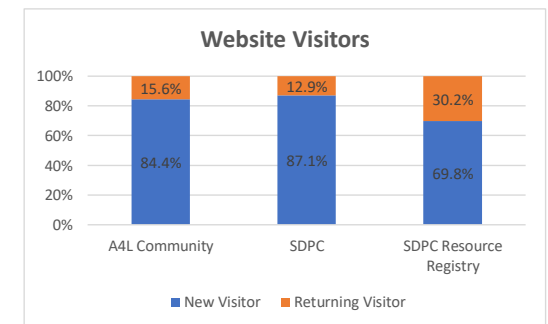
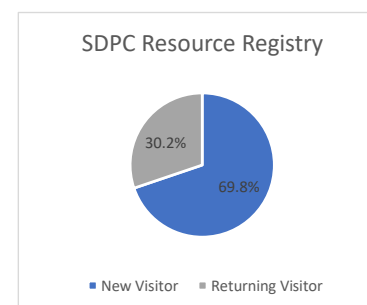
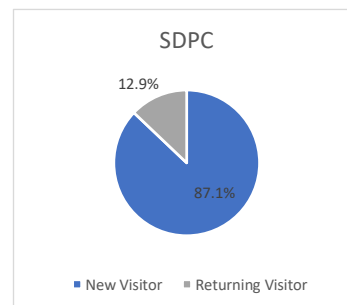
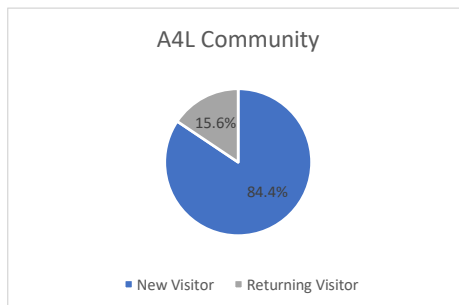
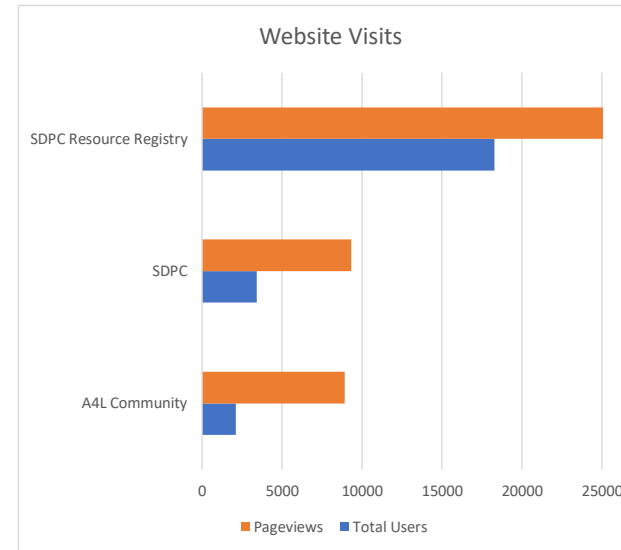


## WEBSITE VISITS

Oct-Dec 2020

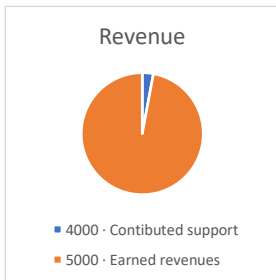
|                        | Total Users | Pageviews |
|------------------------|-------------|-----------|
| A4L Community          | 2119        | 8913      |
| SDPC                   | 3424        | 9320      |
| SDPC Resource Registry | 18290       | 207271    |

|                        | New Visitor | Returning Visitor |
|------------------------|-------------|-------------------|
| A4L Community          | 84.4%       | 15.6%             |
| SDPC                   | 87.1%       | 12.9%             |
| SDPC Resource Registry | 69.8%       | 30.2%             |



**Q4 2020**  
**Profit & Loss Budget Performance**  
 Through Dec 2020

|                                           | Association<br>Current QT \$<br>Actual | Current<br>Budget | Actual vs.<br>Budget | Year-to-<br>Date Actual | Year-to-Date<br>Budget | 2020 Budget       | 2021<br>Projected<br>Budget |
|-------------------------------------------|----------------------------------------|-------------------|----------------------|-------------------------|------------------------|-------------------|-----------------------------|
| <b>Ordinary Income/Expense</b>            |                                        |                   |                      |                         |                        |                   |                             |
| <b>Income</b>                             |                                        |                   |                      |                         |                        |                   |                             |
| 4000 · Contributed support                | 0.00                                   | 0.00              | 0.00                 | 17,900.00               | 50,000.00              | 50,000.00         | 15,000.00                   |
| 5000 · Earned revenues                    | 78,600.00                              | 108,360.00        | -29,760.00           | 592,461.00              | 602,000.00             | 602,000.00        | 625,000.00                  |
| <b>Total Income</b>                       | <b>78,600.00</b>                       | <b>108,360.00</b> | <b>-29,760.00</b>    | <b>610,361.00</b>       | <b>652,000.00</b>      | <b>652,000.00</b> | <b>640,000.00</b>           |
| <b>Gross Profit</b>                       | <b>78,600.00</b>                       | <b>108,360.00</b> | <b>-29,760.00</b>    | <b>610,361.00</b>       | <b>652,000.00</b>      | <b>652,000.00</b> | <b>640,000.00</b>           |
| <b>Expense</b>                            |                                        |                   |                      |                         |                        |                   |                             |
| 7200 · Salaries & related expenses        | 120,792.00                             | 118,750.00        | -2,042.00            | 473,416.00              | 475,000.00             | 475,000.00        | 500,000.00                  |
| 7500 · Contract services                  | 5166.00                                | 7,500.00          | 2,334.00             | 27,196.00               | 30,000.00              | 30,000.00         | 35,000.00                   |
| 8100 · Non-personnel expenses             | 861.00                                 | 6,250.00          | 5,389.00             | 10,473.00               | 25,000.00              | 25,000.00         | 12,000.00                   |
| 8200 · Facility & equipment expenses      | 7881.00                                | 2,500.00          | -5,381.00            | 11,519.00               | 10,000.00              | 10,000.00         | 15,000.00                   |
| 8300 · Travel & meetings expense          | 545.00                                 | 15,000.00         | 14,250.00            | 6,049.00                | 60,000.00              | 60,000.00         | 25,000.00                   |
| 8500 · Other expenses                     | 0.00                                   | 500.00            | 500.00               | 0.00                    | 2,000.00               | 2,000.00          | 5,000.00                    |
| 8600 · Business expenses                  | 0.00                                   | 500.00            | 500.00               | 0.00                    | 2,000.00               | 2,000.00          | 5,000.00                    |
| <b>Total Expense</b>                      | <b>135,245.00</b>                      | <b>151,000.00</b> | <b>15,550.00</b>     | <b>528,653.00</b>       | <b>604,000.00</b>      | <b>604,000.00</b> | <b>597,000.00</b>           |
| <b>Net Ordinary Income</b>                | <b>-56,645.00</b>                      | <b>-42,640.00</b> | <b>-14,210.00</b>    | <b>81,708.00</b>        | <b>48,000.00</b>       | <b>48,000.00</b>  | <b>43,000.00</b>            |
| <b>Other Income/Expense</b>               |                                        |                   |                      |                         |                        |                   |                             |
| <b>Other Income</b>                       |                                        |                   |                      |                         |                        |                   |                             |
| 6700 · Interest Income                    | 0.00                                   | 0.00              | 0.00                 | 0.00                    | 0.00                   | 0.00              | 0.00                        |
| 6702 · Unrealized Gain/Loss on Investment | 0.00                                   | 0.00              | 0.00                 | 0.00                    | 0.00                   | 0.00              | 0.00                        |
| 7700 · Exchange Gain/Loss                 | 0.00                                   | 500.00            | 1,250.00             | 0.00                    | -2,000.00              | -2,000.00         | 0.00                        |
| <b>Total Other Income</b>                 | <b>0.00</b>                            | <b>0.00</b>       | <b>1,250.00</b>      | <b>0.00</b>             | <b>-2,000.00</b>       | <b>-2,000.00</b>  | <b>0.00</b>                 |
| <b>Net Other Income</b>                   | <b>0.00</b>                            | <b>0.00</b>       | <b>1,250.00</b>      | <b>0.00</b>             | <b>-2,000.00</b>       | <b>-2,000.00</b>  | <b>0.00</b>                 |
| <b>Net Income</b>                         | <b>-56,645.00</b>                      | <b>-42,640.00</b> | <b>-12,960.00</b>    | <b>81,708.00</b>        | <b>46,000.00</b>       | <b>46,000.00</b>  | <b>43,000.00</b>            |



- 1 - Salary
- 2 - Contracted
- 3 - Facility
- 4 - Travel
- 5 - Non-Personnel

## 2020 TOTAL REVENUE - breakdown (actual)

|                | A4L | revenue      | A4L-SDPC | revenue      | SDPC | revenue      | TOTAL REVENUE       |
|----------------|-----|--------------|----------|--------------|------|--------------|---------------------|
| Australia      | 13  | \$62,075.00  | 0        | \$0.00       | 0    | \$0.00       | \$62,075.00         |
| North America  | 26  | \$166,100.00 | 35       | \$158,000.00 | 59   | \$122,125.00 | \$446,225.00        |
| New Zealand    | 1   | \$5,000.00   | 0        | \$0.00       | 0    | \$0.00       | \$5,000.00          |
| United Kingdom | 1   | \$500.00     | 0        | \$0.00       | 0    | \$0.00       | \$500.00            |
|                |     | \$233,675.00 |          | \$158,000.00 |      | \$122,125.00 | <b>\$513,800.00</b> |

0

## 2020 FIRST QUARTER

|                | A4L      | revenue            | A4L-SDPC  | revenue            | SDPC      | revenue            | TOTAL REVENUE       |
|----------------|----------|--------------------|-----------|--------------------|-----------|--------------------|---------------------|
| Australia      | 2        | \$8,600.00         | 0         | \$0.00             | 0         | \$0.00             | \$8,600.00          |
| North America  | 7        | \$35,950.00        | 11        | \$22,750.00        | 19        | \$34,500.00        | \$93,200.00         |
| New Zealand    | 0        | \$0.00             | 0         | \$0.00             | 0         | \$0.00             | \$0.00              |
| United Kingdom | 0        | \$0.00             | 0         | \$0.00             | 0         | \$0.00             | \$0.00              |
| <b>ACTUAL</b>  | <b>9</b> | <b>\$44,550.00</b> | <b>11</b> | <b>\$22,750.00</b> | <b>19</b> | <b>\$34,500.00</b> | <b>\$101,800.00</b> |

## 2020 SECOND QUARTER

|                  | A4L      | revenue            | A4L-SDPC  | revenue            | SDPC      | revenue            | TOTAL REVENUE      |
|------------------|----------|--------------------|-----------|--------------------|-----------|--------------------|--------------------|
| Australia        | 2        | \$2,100.00         | 0         | \$0.00             | 0         | \$0.00             | \$2,100.00         |
| North America    | 4        | \$25,400.00        | 8         | \$33,500.00        | 11        | \$22,500.00        | \$81,400.00        |
| New Zealand      | 1        | \$5,000.00         | 0         | \$0.00             | 0         | \$0.00             | \$5,000.00         |
| United Kingdom   | 1        | \$500.00           | 0         | \$0.00             | 0         | \$0.00             | \$500.00           |
| <b>ACTUAL</b>    | <b>8</b> | <b>\$33,000.00</b> | <b>8</b>  | <b>\$33,500.00</b> | <b>11</b> | <b>\$22,500.00</b> | <b>\$89,000.00</b> |
| <b>projected</b> | <b>9</b> | <b>\$43,950.00</b> | <b>10</b> | <b>\$36,300.00</b> | <b>8</b>  | <b>\$17,000.00</b> | <b>\$97,250.00</b> |

## 2020 THIRD QUARTER

|                  | A4L       | revenue             | A4L-SDPC  | revenue            | SDPC      | revenue            | TOTAL REVENUE       |
|------------------|-----------|---------------------|-----------|--------------------|-----------|--------------------|---------------------|
| Australia        | 5         | \$40,400.00         | 0         | \$0.00             | 0         | \$0.00             | \$40,400.00         |
| North America    | 12        | \$86,700.00         | 11        | \$78,000.00        | 10        | \$39,300.00        | \$204,000.00        |
| New Zealand      | 0         | \$0.00              | 0         | \$0.00             | 0         | \$0.00             | \$0.00              |
| United Kingdom   | 0         | \$0.00              | 0         | \$0.00             | 0         | \$0.00             | \$0.00              |
| <b>ACTUAL</b>    | <b>17</b> | <b>\$127,100.00</b> | <b>11</b> | <b>\$78,000.00</b> | <b>10</b> | <b>\$39,300.00</b> | <b>\$244,400.00</b> |
| <b>projected</b> | <b>20</b> | <b>\$150,100.00</b> | <b>10</b> | <b>\$71,750.00</b> | <b>9</b>  | <b>\$22,700.00</b> | <b>\$244,589.00</b> |

## 2020 FOURTH QUARTER

|                | A4L       | revenue             | A4L-SDPC  | revenue             | SDPC      | revenue             | TOTAL REVENUE       |
|----------------|-----------|---------------------|-----------|---------------------|-----------|---------------------|---------------------|
| Australia      | 4         | \$10,975.00         | 0         | \$0.00              | 0         | \$0.00              | \$10,975.00         |
| North America  | 3         | \$18,050.00         | 5         | \$23,750.00         | 19        | \$25,825.00         | \$67,625.00 *       |
| New Zealand    | 0         | \$0.00              | 0         | \$0.00              | 0         | \$0.00              | \$0.00              |
| United Kingdom | 0         | \$0.00              | 0         | \$0.00              | 0         | \$0.00              | \$0.00              |
| <b>ACTUAL</b>  | <b>7</b>  | <b>\$29,025.00</b>  | <b>5</b>  | <b>\$23,750.00</b>  | <b>19</b> | <b>\$25,825.00</b>  | <b>\$78,600.00</b>  |
|                | <b>41</b> | <b>\$233,675.00</b> | <b>35</b> | <b>\$158,000.00</b> | <b>59</b> | <b>\$122,125.00</b> | <b>\$513,800.00</b> |

\* A couple of members have 6-month or 3-month membership terms, so this explains differences between Q's on numbers & dues received



# Lost Members

| Date Membership Expires | First Name | Last Name  | Organization        | Employer Country | Member Type | Member Type Code | DUES    | A4L                         | revenue | A4L-SDPC | revenue | SDPC | revenue |
|-------------------------|------------|------------|---------------------|------------------|-------------|------------------|---------|-----------------------------|---------|----------|---------|------|---------|
| Sep-22-2020             | Nicholas   | Scanlen    | Elysian Education I | Australia        | A4L MP      | A4L Vendor       | \$1,100 | 1                           | \$1,100 |          |         |      |         |
| Sep-17-2020             | Carol      | Phillips   | Elder Grove Schoo   | United States    | A4L-SDPC EU | A4L-SDPC E       | \$750   |                             |         | 1        | \$750   |      |         |
| Sep-09-2020             | Rod        | Hsiao      | InPlay              | United States    | SDPC Vendor | SDPC Vend        | \$500   |                             |         |          |         | 1    | \$500   |
| Oct-25-2020             | Brian      | Peddle     | Motivis Learning    | United States    | SDPC Vendor | SDPC Vend        | \$500   |                             |         |          |         | 1    | \$500   |
| Oct-11-2020             | Devan      | DeLashmutt | West Ada Jt Schoo   | United States    | SDPC EU     | SDPC End L       | \$400   |                             |         |          |         | 1    | \$400   |
|                         |            |            |                     |                  |             |                  | \$3,250 | 1                           | \$1,100 | 1        | \$750   | 3    | \$1,400 |
|                         |            |            |                     |                  |             |                  |         | 5 lost members Oct-Dec 2020 |         |          |         |      |         |
|                         |            |            |                     |                  |             |                  |         | \$3,250 Total               |         |          |         |      |         |

**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       | Ending 2019       | Ending 2020       | Projected 2021    |
|--------------------------------------|---------------------|---------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Ordinary Income/Expense</b>       |                     |                     |                   |                   |                   |                   |                   |                   |                   |                   |
| <b>Income</b>                        |                     |                     |                   |                   |                   |                   |                   |                   |                   |                   |
| 4000 · Contributed support           | 187,845.00          | 98,182.00           | 87,380.00         | 54,030.00         | 20,319.00         | 5,000.00          | 1,250.00          | 23,650.00         | 17,900.00         | 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        | 568,400.00        | 592,461.00        | 625,000.00        |
| <b>Total Income</b>                  | <b>1,142,741.00</b> | <b>983,225.00</b>   | <b>785,324.00</b> | <b>687,006.00</b> | <b>663,948.00</b> | <b>576,603.00</b> | <b>575,114.00</b> | <b>592,050.00</b> | <b>610,361.00</b> | <b>640,000.00</b> |
| <b>Gross Profit</b>                  | <b>1,142,741.00</b> | <b>983,225.00</b>   | <b>785,324.00</b> | <b>687,006.00</b> | <b>663,948.00</b> | <b>576,603.00</b> | <b>575,114.00</b> | <b>592,050.00</b> | <b>610,361.00</b> | <b>640,000.00</b> |
| <b>Expense</b>                       |                     |                     |                   |                   |                   |                   |                   |                   |                   |                   |
| 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        | 466,278.44        | 473,416.00        | 500,000.00        |
| 7500 · Contract services             | 555,994.00          | 406,891.00          | 161,471.00        | 99,594.67         | 95,706.00         | 49,000.00         | 37,506.00         | 9,467.07          | 27,196.00         | 35,000.00         |
| 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         | 24,223.70         | 10,473.00         | 12,000.00         |
| 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         | 4,405.99          | 11,519.00         | 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         | 58,920.81         | 6,049.00          | 25,000.00         |
| 8500 · Other expenses                | 0.00                | 0.00                | 300.00            | 4,999.00          | 2,834.00          | 18,661.00         | 0.00              | 0.00              | 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          | 845.00            | 0.00              | 5,000.00          |
| <b>Total Expense</b>                 | <b>1,285,014.00</b> | <b>1,133,984.00</b> | <b>811,870.00</b> | <b>603,233.09</b> | <b>668,381.00</b> | <b>560,121.00</b> | <b>549,026.00</b> | <b>564,141.01</b> | <b>528,653.00</b> | <b>597,000.00</b> |
| <b>Net Ordinary Income</b>           | <b>-142,273.00</b>  | <b>-150,759.00</b>  | <b>-26,546.00</b> | <b>83,772.91</b>  | <b>-4,433.00</b>  | <b>16,482.00</b>  | <b>26,088.00</b>  | <b>27,908.99</b>  | <b>81,708.00</b>  | <b>43,000.00</b>  |
| <b>Other Income/Expense</b>          |                     |                     |                   |                   |                   |                   |                   |                   |                   |                   |
| <b>Other Income</b>                  |                     |                     |                   |                   |                   |                   |                   |                   |                   |                   |
| 6700 · Interest Income               | 0.00                | 0.00                | 0.00              | 0.84              | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              |
| <b>Total Other Income</b>            | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>       | <b>0.84</b>       | <b>0.00</b>       | <b>0.00</b>       | <b>0.00</b>       | <b>0.00</b>       | <b>0.00</b>       | <b>0.00</b>       |
| <b>Other Expense</b>                 |                     |                     |                   |                   |                   |                   |                   |                   |                   |                   |
| 9000 · Exchange Gain or Loss         | 0.00                | 0.00                | -4,000.00         | -11,494.00        | -3,677.00         | -5,724.00         | -1,900.00         | -2,500.00         | 0.00              | 0.00              |
| <b>Total Other Expense</b>           | <b>0.00</b>         | <b>0.00</b>         | <b>-4,000.00</b>  | <b>-11,494.00</b> | <b>-3,677.00</b>  | <b>-5,724.00</b>  | <b>-1,900.00</b>  | <b>-2,500.00</b>  | <b>0.00</b>       | <b>0.00</b>       |
| <b>Net Other Income</b>              | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>       | <b>-11,493.16</b> | <b>-3,677.00</b>  | <b>-5,724.00</b>  | <b>-1,900.00</b>  | <b>-2,500.00</b>  | <b>-2,500.00</b>  | <b>0.00</b>       |
| <b>Net Income</b>                    | <b>-142,273.00</b>  | <b>-150,759.00</b>  | <b>-26,546.00</b> | <b>72,279.75</b>  | <b>-8,110.00</b>  | <b>10,758.00</b>  | <b>24,188.00</b>  | <b>25,408.99</b>  | <b>81,708.00</b>  | <b>43,000.00</b>  |

