

# UNITED TEACHERS OF DADE

## FINANCIAL MANAGEMENT REVIEW

**For July 1<sup>st</sup> to November 30<sup>th</sup>, 2004**

	Actual	%
<b>FTE Membership</b>	<b>12,743 Members</b>	
<b>Income:</b>		
Dues	\$ 4,336,682	
Miscellaneous Income	268,521	
	<u>Total \$ 4,605,203</u>	100.0%
<b>Expenses:</b>		
Payroll & Related Costs	\$ 1,170,330	25.4%
General & Administrative Expenses		
Admin. - Others	157,670	3.4%
Building Expenses	173,424	3.8%
Professional Fees	84,688	1.8%
Members Benefits & Services		
UTD Elections	141,916	3.1%
Campaign "Building the New UTD"	127,593	2.8%
Members Benefits & Services - Other	428,710	9.3%
Per Capita & Affiliated Expenses	<u>1,526,978</u>	33.2%
	<u>Total \$ 3,811,309</u>	82.8%
<b>Operating Income (Loss)</b>	<b>\$ 793,894</b>	<b>17.2%</b>
Other Income		
Gain on Sale of Real Estate	\$ 3,493,727	75.9%
Settlement - TIS Travel	21,915	0.5%
Other Expenses		
Interest - Bank Loan	12,724	0.3%
Interest - AFT Loan	<u>121,752</u>	2.6%
	<u><b>Net Income (Loss) \$ 4,175,060</b></u>	<b>90.7%</b>

We have started our new financial year after experiencing the most challenging and difficult months ever lived by UTD. Going forward, with all the enthusiasm and excitement of a new beginning, we will continue to rebuild a better and stronger Union, putting in place and enforcing policies, processes and procedures to serve our members the best way possible.

The following is a summary of key financial points noted in reviewing our financial statements

**Membership**

Actual: 15,882 Members. 12,743 FTE Members

Our records show that as of November 30, 2004, we had a total of 12,743 FTE (Full time equivalent), which includes full, 1/2 and 1/8 paid dues.

**Income – Dues**

Actual: \$4,605,203.

As we increase our membership, introducing special programs in connection with a very aggressive and effective blitz campaign and membership drives, we should expect a continued increase in membership.

In Miscellaneous Income we group Contributions, Advertising, Rent, AFT and FEA Assistance, and other revenues.

**Payroll & Related Costs:**

Actual: \$1,170,330

We kept costs low mainly due to lower headcount.

**General & Administrative Expense:**

Actual: \$415,782.

Expenses have continued to be very tightly controlled at all levels. We have included Professional Services and Building Expenses to this account.

**Members Benefits & Services:**

Actual: \$698,220.

In this account, we include this year's UTD Election expenses, as well as expenses for specials events, Member Awards and Recognition, Professional Development, Printing, Postage, Advertising and Promotion, etc.

**Per Capita & Affiliated Expenses:**

Actual: \$1,526,978

- Actual: \$750,663 AFT
- Actual: \$730,291 FEA
- Actual: \$31,774 AFL-CIO
- Actual: \$14,250 S.FL AFL-CIO

**Operating Income/Loss**

Actual: \$793,894.

We finished with a positive bottom line of \$793,894, due to an increase in membership and tight control of expenses. These excess funds will be used to fund operations over the summer when we do not receive dues revenue.

**Other Income:**

Actual: \$3,515,642.

Our Other Income account had the impact from the sale of 1814 Brickell and the settlement on TIS Travel.

As noted on the Audit Report, cash proceeds from the sales of 1814 Brickell were used to pay down the AFT Advances Payable, in the amount of \$2.8 million. In addition, sales proceeds amounting to \$504K were set aside as an escrow with a third party for a lien against the property and hopefully will come to us during this year. The remaining sale proceeds of \$275K remained at the Union.

**Other Expenses:**

Actual: \$134,476.

Interest on the Commercial Bank loan and AFT Mortgage loan make the total of this account.

**Loans Payable:**

Per capita dues payable to: AFT: \$3,341,000 and FEA: \$1,362,000

We owe AFT and FEA for per capita dues for past years. Starting July, 2004, we are paying current dues monthly to AFT and as of September 2003, to FEA. AFT and FEA are verifying these amounts and we will be notified.

Loan for Operations payable to AFT: \$2,315,000

Loan for Bank of America SWAP liability payable to AFT: \$412,000

Mortgage on 2200 Biscayne Blvd, payable to AFT: \$12,651,000

**Notes Payable:**

Commercial Bank Loan: \$ 631,000

Edison Schools Loan \$ 100,000

UTD will schedule payments against the outstanding balance of these loans after the sale of our Headquarters building. The schedule will be included in the UTD 2005-2006 Budget.

**Cash Flow:**

As of November 30, 2004, our bank balance was \$1,782,000 and our general trade payable liability was \$743,000.

A projection of our incoming expenses and cash flow for the year ending June 30, 2005 is being compiled and will be presented at our next meeting, along with December 04 financial statements. In the preliminary calculations, we show a positive cash flow through the end of our fiscal year.