



FINANCIAL MANAGEMENT REVIEW
As of April 30, 2007 and Year to Date

STATEMENT OF FINANCIAL ACTIVITIES

	April 2007		Year to Date as of 04/30/07	
	Actual	Budget	Actual	Budget
INCOME				
Operating Income				
Dues Revenues	\$ 979,170	\$ 861,075	\$ 10,332,254	\$ 8,610,750
Other Income (Includes: Grants, Rebates, AFT/NEA Assistance, Sponsorships, Advertising, Events)	\$ 67,420	\$ 35,100	\$ 941,933	\$ 805,952
	\$ 1,046,590	\$ 896,175	\$ 11,274,187	\$ 9,416,702
EXPENSES				
Wages, Taxes and Benefits				
Salaries	\$ 222,151	\$ 217,390	\$ 2,160,669	\$ 2,157,330
Payroll Taxes	15,038	17,394	\$ 165,974	\$ 170,983
Employee Benefits	\$ 47,231	\$ 48,198	\$ 460,586	\$ 480,216
	\$ 284,420	\$ 282,982	\$ 2,787,229	\$ 2,808,528
Employee Expenses (Includes: Mileage, Cellular Phones, Staff Travel)	\$ 7,627	\$ 9,116	\$ 88,239	\$ 95,389
Administrative Expenses (Includes: Office Supplies, Printing, Postage, Telephone, Insurance, Equipment Leases, Office Lease and Expenses, Other Administrative Expenses)	\$ 59,142	\$ 72,892	\$ 645,017	\$ 684,683
Professional Services (Includes: Consulting, Legal, Audit & Other Professional Services)	\$ -	\$ 2,400	\$ 11,667	\$ 28,220
Member Benefits & Services				
Stewards Expenses	\$ 5,970	\$ 3,026	\$ 78,339	\$ 86,897
Executive Board Expenses	4,348	4,397	43,100	43,961
Legislative Action	21,327	16,875	181,108	168,750
TSA Release - Organizing Project	30,430	30,430	304,294	304,294
Communication & Organizing, Events, Community Support/Outreach, Contract Enforcement/Member Advocacy, Strategic Serv., Planning, Negotiations, Internal Training, Scholarships, Elections, Conferences, Meetings & Workshops.	\$ 117,012	\$ 82,042	\$ 1,042,874	\$ 778,549
	\$ 179,087	\$ 136,770	\$ 1,649,715	\$ 1,382,451
Loan Interest				
Commercial Bank	\$ -	\$ 3,200	\$ 18,137	\$ 32,000
Edison Loan	\$ -	\$ 1,477	\$ 12,759	\$ 14,237
	\$ -	\$ 4,677	\$ 30,896	\$ 46,237
Per Capita Current (Includes: AFT, FEA/NEA, National AFL-CIO, & So. FL AFL-CIO)	\$ 444,817	\$ 412,140	\$ 4,424,079	\$ 4,121,423
Total Operating Expenses	\$ 975,093	\$ 920,978	\$ 9,636,842	\$ 9,166,930
Non Operating Income & Accruals				
Interest Accrued on Promissory Note	\$ 90,646	\$ -	\$ 884,707	\$ -
Other	\$ 73,790	\$ -	\$ 73,790	\$ -
	\$ 164,436	\$ -	\$ 958,497	\$ -
Non Operating Payments & Accruals				
Contingency - UTD Towers	\$ -	\$ 4,000	\$ -	\$ 40,000
UTD Towers RFP Expenses	2,789	-	21,428	-
Depreciation	\$ 8,598	\$ -	\$ 85,982	\$ -
	\$ 11,387	\$ 4,000	\$ 107,410	\$ 40,000
Total Non Operating Activities	\$ 153,049	\$ (4,000)	\$ 851,087	\$ (40,000)
Operating Income (Loss)	\$ 224,546	\$ (28,803)	\$ 2,488,432	\$ 209,771
Cash Flow Activities				
Commercial Bank Loan	\$ -	\$ 10,000	\$ 451,346	\$ 100,000
Capital Leases	509	500	5,036	5,000
Leasehold Improvements	\$ -	\$ 1,000	\$ -	\$ 10,000
	\$ 509	\$ 11,500	\$ 456,382	\$ 115,000
Total Cash Before AFT Loans & Per Capita Arrearage Obligations	\$ 224,037	\$ (40,303)	\$ 2,032,050	\$ 94,771

(For Reporting Purposes Only)

The following is a summary of key financial points, highlights and achievements noted in reviewing our financial statements for the month of April 2007.

Membership

Actual: 18,100 Members. 14,665 FTE Members

Our records indicate that as of April 30, 2007, we have a total of 14,665 FTE (Full time equivalent), which includes full, 1/2 and 1/8 paid dues. UTD's budget is based on an FTE of 13,500.

Income: Dues Revenue

Actual: \$979,170 Budget: \$861,075

During April 2007, we had dues revenue in the amount of \$979,170. We had a favorable variance due to the increase in membership from the budgeted FTE. Another factor is the pass through per capita increase by AFT, which started on September 1, 2006. We have deferred \$195,791 of income dues for the month of April 2007 to cover the summer months in which we will have zero income.

Other Income:

Actual: \$67,420 Budget: \$35,100

We have grouped the following items: AFT local assistance, Education Summit's sponsorships. Also included are interest earned on the sweep account and accrued interest on UTD Towers receivable.

Wages, Taxes & Benefits:

Actual: \$284,420 Budget: \$282,982

Salaries have a minor variance for the month of April 2007. The budget for those items is calculated in equal monthly amounts. This will correct itself.

Employee Expenses:

Actual: \$7,627 Budget: \$9,116

Actual expenses are under budget and include mileage, cellular phones and travel. YTD we also have a favorable variance with budget in this category.

Administrative Expenses:

Actual: \$59,142 Budget: \$72,892

We have a favorable variance with the budget due to the continued control in expenses at all levels. The processes and procedures of the Organization are consistently followed. YTD we are under budget in this category.

Professional Services:

Actual: \$0 Budget: \$2,400

Includes: consulting and other professional expenses. No expenses incurred during the month of April 2007.

Member Benefits & Services:

Actual: \$179,087 Budget: \$136,770

Some of the programs and events are seasonal and for budget purposes, we spread the expenses evenly throughout the year; therefore, in the month of April 2007, we show that actual is higher than budget. As programs and events develop, we will be applying these budget figures to cover the expenses. Since the budget calls for additional dues revenue to be applied to this category, expenditures fall within the budgeted amount.

Loan Interest:

Actual: \$0 Budget: \$4,677

No interest expense was incurred this month. In April 2007, at our President's direction, AFT paid Edison Schools, the loan principal and interest in the amount of \$133,500 (\$100,000 principal and \$33,500 interest). After negotiations, Edison charged us interest only through May 1, 2004. The total interest accrued as of March 2007 was \$77,290. Our Operational Loan to AFT was increased in the amount of \$133,500.

Per Capita & Affiliated Expenses:

Actual: \$444,817 Budget: \$412,140

- Actual: \$199,862 AFT
- Actual: \$236,950 FEA / NEA
- Actual: \$8,005 AFL-CIO and South FL AFL-CIO

Variance with budget is due to the difference between FTE budget and FTE actual. Another factor is the pass through per capita increase by AFT, which started on September 1, 2006.

Non-Operating Income:

Actual: \$164,436

Interest on the Promissory Note with Grouper LLC is recorded on this account. This item was not included in the budget. According to the Promissory Note, prepayment of the Note is acceptable any time after December 15, 2005.

During this month we paid the Edison Schools loan and after negotiations, interest was paid only through May 2004. The difference between the accrual and the actual payment was posted on this account.

Non Operating Payments & Accruals:

Actual: \$11,387 Budget \$4,000

Depreciation of Fixed Assets has been calculated for April 2007 and added to this account. Depreciation expenses were not budgeted but are running at about \$8,600 per month. In the past, the auditors calculated the depreciation expense at the end of the year. We are now scheduling this expense on a monthly basis. During this month we also incurred on expenses for the UTD Towers RFP.

Cash Flow Activities:

Actual: \$509 Budget: \$11,500

Lease payment on the van. In the budget, we included payments to Commercial Bank in the amount of \$10,000 per month. The loan was paid off on December 2006.

Total Cash before AFT Loans & Per Capita Obligations:

Actual: \$224,037 Budget \$-40,303

Our income exceeded our budgeted expenses and we finished with a favorable variance due to the increase in membership and very good control on expenses. With the favorable difference, we will be able to cover expenses for seasonal programs.

FINANCIAL POSITION:

Advances: Receivable from UTD Towers

Actual balance: \$3,329,232 (Including Accrued Interest)

Deferred Member Dues:

Actual balance: \$1,739,200

Promissory Note – Grouper Finance:

Actual balance: \$10,969,591 (Including Accrued Interest)

Affiliate Loans Payable:

Past due per capita dues payable are:

- AFT: \$3,341,000
- FEA: \$1,491,000

Loan for Operations payable to AFT:

- AFT: \$2,460,713

In April 2007, at our President's direction, AFT paid Edison Schools, the loan principal and interest in the amount of \$133,500. This amount was added to AFT Loans Payable.

Notes Payable:

Edison Schools Loan \$0.0

In the month of April, 2007, at the request of UTD's President, AFT paid on our behalf the Edison Schools loan in its entirety, \$100,000 and interest in the amount of \$33,500. After negotiations, Edison charged us interest only through May 1, 2004. The total interest accrued as of March 2007 was \$77,290. Our Operational Loan to AFT will be increased by the amount of \$133,500.

Long Term Leases Payable:

GMC Van \$5,128

Cash Flow:

As of April 30, 2007, our bank balance was \$5,237,201, including a Certificate of Deposit in Commercial Bank for \$150,000. Our general payable liability was \$960,000.

Our actual results for the first 10 months of the fiscal year as well as our projections for the remainder of the year, show a positive operating income for the year ending 6/30/07.
