



**FINANCIAL MANAGEMENT REVIEW**  
**As of November 30, 2006 and Year To Date**

**STATEMENT OF FINANCIAL ACTIVITIES**

	November 2006		Year to date as of 11/30/06	
	Actual	Budget	Actual	Budget
<b>INCOME</b>				
<b>Operating Income</b>				
Dues Revenues	\$ 1,023,685	\$ 861,075	\$ 5,344,778	\$ 4,305,375
Other Income				
(Includes: Grants, Rebates, AFT/NEA Assistance, Sponsorships, Advertising, Interest, Events)	\$ 27,573	\$ 66,936	\$ 377,405	\$ 326,825
<b>Total Income</b>	<b>\$ 1,051,258</b>	<b>\$ 928,011</b>	<b>\$ 5,722,183</b>	<b>\$ 4,632,200</b>
<b>EXPENSES</b>				
<b>Wages, Taxes &amp; Benefits</b>				
Salaries	\$ 246,777	\$ 214,906	\$ 1,125,465	\$ 1,072,866
Payroll Taxes	\$ 16,479	\$ 16,901	\$ 78,447	\$ 84,505
Employee Benefits	\$ 48,119	\$ 47,902	\$ 224,554	\$ 239,512
	\$ 311,374	\$ 279,709	\$ 1,428,466	\$ 1,396,883
<b>Employee Expenses</b>				
(Includes: Mileage, Cellular Phones, Staff Travel)	\$ 5,759	\$ 9,337	\$ 45,117	\$ 46,589
<b>Administrative Expenses</b>				
(Includes: Office Supplies, Printing, Postage, Telephone Equipment Leases, Insurance and Other Administrative Expenses)	\$ 25,216	\$ 28,915	\$ 130,915	\$ 147,430
<b>Building Expenses</b>				
(Includes: Rent, Utilities, Taxes & Misc. Building Related Expenses)	\$ 38,307	\$ 40,061	\$ 172,835	\$ 178,983
<b>Professional Services</b>				
(Includes: Consulting, Legal, Audit & Other Professional Services)	\$ -	\$ 2,400	\$ 10,667	\$ 16,220
<b>Member Benefits &amp; Services</b>				
Stewards Expenses	\$ 7,838	\$ 4,282	\$ 51,310	\$ 72,208
Executive Board Expenses	\$ 3,630	\$ 4,397	\$ 19,193	\$ 21,985
Legislative Action	\$ 21,359	\$ 16,875	\$ 74,970	\$ 84,375
TSA Release-Organizing Project	\$ 30,430	\$ 30,430	\$ 152,144	\$ 152,144
Communication & Organizing, Events, Community Support/Outreach, Contract Enforcement/Member Advocacy, Strategic Services, Planning, Negotiations, Internal Training, Scholarships, Conferences, Meetings & Workshops.	\$ 157,718	\$ 50,850	\$ 480,244	\$ 322,583
<b>Total Member Benefits &amp; Services</b>	<b>\$ 220,975</b>	<b>\$ 106,834</b>	<b>\$ 777,860</b>	<b>\$ 653,295</b>
<b>Loan Interest</b>				
Commercial Bank	\$ 2,922	\$ 3,200	\$ 15,105	\$ 16,000
Edison Loan	\$ 1,417	\$ 1,417	\$ 6,971	\$ 6,971
	\$ 4,340	\$ 4,617	\$ 22,076	\$ 22,971
<b>Per Capita</b>				
Current (Includes: AFT, FEA/NEA, National AFL-CIO, & So.FL AFL-CIO)	\$ 449,232	\$ 412,140	\$ 2,198,394	\$ 2,060,723
<b>Total Operating Expenses</b>	<b>\$ 1,055,203</b>	<b>\$ 884,013</b>	<b>\$ 4,786,330</b>	<b>\$ 4,523,094</b>
<b>Non Operating Income &amp; Accruals</b>				
Interest Accrued on Promissory Note	\$ 86,938	\$ -	\$ 435,955	\$ -
<b>Non Operating Payments &amp; Accruals</b>				
Contingency - UTD Towers	\$ -	\$ 4,000	\$ 7,341	\$ 20,000
RFP Expenses - UTD Towers	\$ -	\$ -	\$ -	\$ -
Depreciation	\$ 8,598	\$ -	\$ 42,991	\$ -
	\$ 8,598	\$ 4,000	\$ 50,332	\$ 20,000
<b>Total Non Operating Activities</b>	<b>\$ 78,340</b>	<b>\$ (4,000)</b>	<b>\$ 385,623</b>	<b>\$ (20,000)</b>
<b>Operating Income (Loss)</b>	<b>\$ 74,395</b>	<b>\$ 39,998</b>	<b>\$ 1,321,477</b>	<b>\$ 89,106</b>
<b>Cash Flow Activities</b>				
Commercial Bank Loan	\$ 10,000	\$ 10,000	\$ 50,000	\$ 50,000
Capital Leases	\$ 503	\$ 500	\$ 2,503	\$ 2,500
Leasehold Improvements	\$ -	\$ 1,000	\$ -	\$ 5,000
	\$ 10,503	\$ 11,500	\$ 52,503	\$ 57,500
<b>Total Cash Before AFT Loans &amp; Per Capita Arrearage Obligations</b>	<b>\$ 63,892</b>	<b>\$ 28,498</b>	<b>\$ 1,268,974</b>	<b>\$ 31,606</b>

(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 November, 2006.

**Membership**

Actual: 17,713 Members. 14,478 FTE Members

Our records indicate that as of November 30, 2006, we have a total of 14,478 FTE (Full time equivalent), which includes full, 1/2 and 1/8 paid dues. UTD's budget is based on a FTE of 13,500.

**Income: Dues Revenue**

Actual: \$1,023,685 Budget: \$861,075

During November, 2006, we had dues revenue in the amount of \$1,023,685. 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 \$211,385 of income dues for the month of November, 2006 to cover the summer months in which we will have zero income.

**Other Income:**

Actual: \$27,573 Budget: \$62,812

We have grouped the following items: AFT local assistance, FEA contribution to the Stewards Training, FEA contribution to the ESP Conference and sponsorships for Hispanic Heritage. Also included are advertising, interest earned on the sweep account and accrued interest on UTD Towers receivable. The budgeted amount includes approximately \$55,000 for dividends from PESCO which had not been received as of 11/30/06.

**Wages, Taxes, Benefits & Expenses:**

Actual: \$311,374 Budget: \$279,710

Salaries were over budget due to a month end accrual. This will correct itself in December. Year to date (YTD), we are slightly over budget in the payroll and related costs category.

**Employee Expenses:**

Actual: \$5,759 Budget: \$9,337

Actual expenses as planned and includes mileage, cellular phones and travel. YTD we are under budget in this category.

**Administrative Expenses:**

Actual: \$63,523      Budget: \$68,976

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.

**Member Benefits & Services:**

Actual: \$220,975      Budget: \$106,834

Some of the programs and events are seasonal and for budget purposes, we spread the expenses evenly throughout the year as you see in the year to date figures. In November, 2006 we show a negative variance due to expenditures for the Education Summit, a Peter Hart and Associates' survey and officer's election packet mailings. The bulk of these expenditures were budgeted in later months.

**Loan Interest:**

Actual: \$4,340              Budget: \$4,606

We continue paying interest to Commercial Bank for our loan. The balance of the loan as of November 30, 2006 is \$401,346. This loan was paid in full on December 21, 2006 on the recommendation of the auditors. We also accrued monthly interest on the Edison Schools loan.

**Per Capita & Affiliated Expenses:**

Actual: \$449,232      Budget: \$412,140

- Actual: \$200,128 AFT
- Actual: \$237,264 FEA / NEA
- Actual: \$8,239 AFL-CIO
- Actual: \$3,600 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: \$89,092

This account is interest on the Promissory Note with Grouper LLC. 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.

**Non Operating Payments & Accruals:**

Actual: \$8,598      Budget \$4,000

Depreciation of Fixed Assets has been calculated for the month of November 2006 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.

**Cash Flow Activities:**

Actual: \$10,503      Budget \$11,500

We paid \$10,000 toward the loan at Commercial Bank and the lease payment on the van.

**Total Cash before AFT Loans & Per Capita Obligations:**

Actual: \$63,892      Budget \$28,498

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. Due to the increase in membership and our adherence to the budget, we anticipate a surplus for the fiscal year ending 6/30/07.

**FINANCIAL POSITION:**

**Advances: Receivable from UTD Towers**

Actual balance: \$3,281,176 (Including Accrued Interest)

**Deferred Member Dues:**

Actual balance: \$750,928

**Affiliate Loans Payable:**

Past due per capita dues payable are:

- AFT: \$3,341,000
- FEA: \$1,491,000
- Loan for Operations payable to AFT: \$2,320,109

**Notes Payable:**

Commercial Bank Loan: \$401,346 (\$0.00 as of 12/21/06)

Edison Schools Loan \$100,000 plus accrued interest \$71,501.

**Long Term Leases Payable:**

GMC Van \$7,661

**Cash Flow:**

As of November 30, 2006, our bank balance was \$3,139,872, including a Certificate of Deposit in Commercial Bank for \$150,000. Our general payable liability was \$540,547.

Our actual results for the first 5 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.

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