

LA CANADA FLINTRIDGE EDUCATION FOUNDATION

MAY 2018

Prepared 4 June 2018

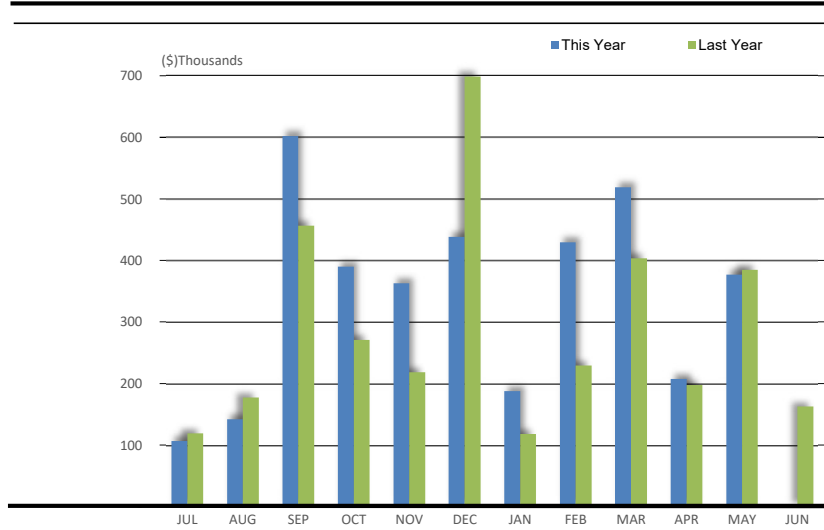
MONTHLY REPORTS

LA CANADA FLINTRIDGE EDUCATION FOUNDATION

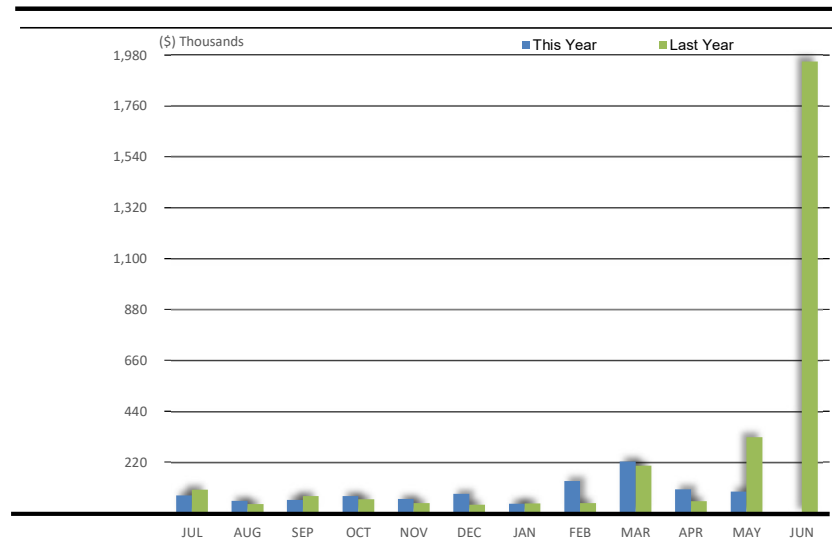
MAY 2018

| | YTD2018 | Actual vs Last Year | | May18 Plus Last 3 Months | | | |
|--------------------------------------|------------------|---------------------|----------------|--------------------------|-----------------|------------------|----------------|
| | Actual | YTD2017 | Variance % | May-18 | Apr-18 | Mar-18 | Feb-18 |
| Individual Contributions | 2,986,243 | 1,851,708 | 38.0% | 326,648 | 182,812 | 448,530 | 271,233 |
| Auction Income | 119,205 | 267,756 | -124.6% | - | - | - | - |
| Corporate Contributions | 184,034 | 75,970 | 58.7% | 6,354 | 1,000 | 2,207 | 52,285 |
| Gifts in kind | 87,778 | 325,325 | -270.6% | - | 400 | - | 100 |
| Tuition | 319,583 | 82,840 | 74.1% | 44,388 | 23,125 | 68,300 | 105,913 |
| Ticket sales | 52,787 | 196,211 | -271.7% | - | - | - | - |
| Other Contributions | 10,000 | 298,989 | -2889.9% | - | - | - | - |
| Sponsorship | 2,900 | 120,522 | -4055.9% | - | - | - | - |
| Raffle - main | - | 53,250 | -100.0% | - | - | 0 | - |
| Total Revenue | 3,762,530 | 3,272,571 | 13.0% | 377,390 | 207,337 | 519,038 | 429,531 |
| Cost of Sales | 73,753 | 243,808 | -230.6% | - | - | - | - |
| Gross Profit | 3,688,777 | 3,028,763 | 243.6% | 377,390 | 207,337 | 519,038 | 429,531 |
| GP% | 98.0% | 92.5% | 1870.6% | 100.0% | 100.0% | 100.0% | 100.0% |
| Payroll and payroll related expenses | 206,427 | 424,059 | -105.4% | 17,148 | 15,037 | 16,200 | 10,090 |
| Professional fees | 145,266 | 98,463 | 32.2% | 14,971 | 8,678 | 50,552 | 3,784 |
| Awards & grants | 60,847 | 22,571 | 62.9% | 24,016 | 25,640 | 3,666 | 1,307 |
| Office supplies | 80,233 | 89,288 | -11.3% | 5,567 | 10,657 | 9,408 | 5,579 |
| Prizes (cash and in kind) | - | 20,900 | -100.0% | - | - | - | - |
| Occupancy expense | 23,030 | 67,292 | -192.2% | 2 | 1,380 | 1,534 | 349 |
| Event & meeting expense | 361,572 | 195,411 | 46.0% | 3,672 | 23,982 | 123,654 | 109,450 |
| Bank & credit card charges | 63,947 | 57,460 | 10.1% | 5,066 | 15,453 | 6,752 | 6,412 |
| Advertising & Publicity | 5,400 | 11,422 | -111.5% | - | 900 | - | - |
| Insurance | 5,103 | 9,989 | -95.8% | 872 | - | - | - |
| Membership Dues | 1,166 | 945 | 19.0% | - | - | - | - |
| Other expenses | 36,586 | 11,238 | 69.3% | 20,265 | 236 | 10,041 | 770 |
| Total OPEX | 989,577 | 1,009,037 | -2.0% | 91,579 | 101,963 | 221,806 | 137,742 |
| NOPBT | 2,699,200 | 2,019,726 | 25.2% | 285,811 | 105,374 | 297,231 | 291,789 |
| Investment related income | 594,581 | 800,335 | -34.6% | 52,423 | (60,938) | (236,882) | - |
| Other revenue | - | 3 | 0.0% | - | - | - | - |
| Total Other Revenue | 594,581 | 800,338 | -34.6% | 52,423 | (60,938) | (236,882) | - |
| Net Profit | 3,293,782 | 2,820,064 | -9.4% | 338,235 | 44,436 | 60,350 | 291,789 |

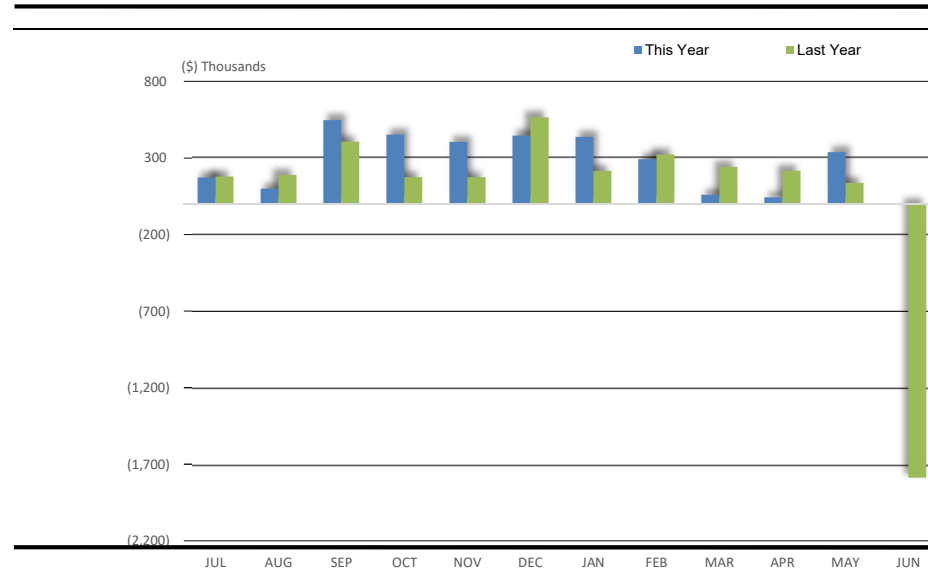
REVENUE - This Year vs Last Year



OPEX - This Year vs Last Year



NET OPERATING PROFIT - This Year vs Last Year



| | YTD2018 | Actual vs Last Year | | May18 Plus Last 3 Months | | | |
|--------------------------------------|------------------|---------------------|-----------------|--------------------------|----------------|----------------|----------------|
| | Actual | YTD2017 | Variance % | May-18 | Apr-18 | Mar-18 | Feb-18 |
| Individual Contributions | 2,700,294 | 1,499,718 | 44.5% | 266,103 | 175,035 | 442,447 | 268,449 |
| Auction Income | - | 177,866 | 0.0% | - | - | - | - |
| Corporate Contributions | 117,713 | 75,970 | 35.5% | 6,354 | (45,321) | 2,207 | 52,285 |
| Gifts in kind | 25,755 | 263,332 | -922.4% | - | 400 | - | 100 |
| Tuition | - | - | 0.0% | - | - | - | - |
| Ticket sales | - | 144,986 | 0.0% | - | - | - | - |
| Other Contributions | 10,000 | 281,474 | -2714.7% | - | - | - | - |
| Sponsorship | 2,900 | 120,522 | -4055.9% | - | - | - | - |
| Raffle - main | - | 47,300 | 0.0% | - | - | - | - |
| Total Revenue | 2,856,663 | 2,611,168 | 8.6% | 272,457 | 130,114 | 444,654 | 320,835 |
| Cost of merchandise sold | 4,765 | 164,854 | -3359.3% | - | - | - | - |
| Gross Profit | 2,851,897 | 2,446,314 | 14.2% | 272,457 | 130,114 | 444,654 | 320,835 |
| GP% | 99.8% | 93.7% | 6.2% | 100.0% | 100.0% | 100.0% | 100.0% |
| Payroll and payroll related expenses | 127,534 | 136,298 | -6.9% | 12,928 | 11,914 | 11,950 | 5,364 |
| Professional fees | 98,096 | 68,795 | 29.9% | 3,477 | 3,416 | 40,294 | 2,652 |
| Awards & grants | 60,847 | 7,971 | 86.9% | 24,016 | 25,640 | 3,666 | 1,307 |
| Office supplies | 54,198 | 71,682 | -32.3% | 740 | 10,657 | 9,312 | 5,579 |
| Prizes (cash and in kind) | - | 20,900 | 0.0% | - | - | - | - |
| Occupancy expense | 6,982 | 53,536 | -666.8% | 2 | 1,380 | 1,534 | 349 |
| Event & meeting expense | 312,977 | 157,056 | 49.8% | 3,194 | 23,982 | 117,666 | 109,450 |
| Bank & credit card charges | 63,447 | 57,460 | 9.4% | 5,066 | 15,453 | 6,752 | 5,912 |
| Advertising & Publicity | 4,500 | 9,904 | -120.1% | - | - | - | - |
| Insurance | 2,628 | 5,051 | -92.2% | 872 | - | - | - |
| Membership Dues | 196 | 25 | 87.2% | - | - | - | - |
| Other expenses | 16,254 | 2,583 | 84.1% | - | 236 | 10,041 | 770 |
| Total OPEX | 747,661 | 591,261 | 20.9% | 50,295 | 92,678 | 201,216 | 131,383 |
| NOPBT | 2,104,236 | 1,855,053 | 11.8% | 222,162 | 37,436 | 243,438 | 189,452 |
| Investment related income | 4,809 | 6,215 | -29.2% | 5 | - | (53) | - |
| Other revenue | - | 3 | 0.0% | - | - | - | - |
| Total Other Revenue | 4,809 | 6,218 | -29.3% | 5 | - | (53) | - |
| Net Profit | 2,109,046 | 1,861,272 | 11.7% | 222,167 | 37,436 | 243,385 | 189,452 |

| | YTD2018 | Actual vs Last Year | | May18 Plus Last 3 Months | | | |
|--------------------------------------|----------------|---------------------|---------------|--------------------------|-----------------|------------------|---------------|
| | Actual | YTD2017 | Variance % | May-18 | Apr-18 | Mar-18 | Feb-18 |
| Individual Contributions | 285,949 | 351,990 | -23.1% | 60,545 | 7,777 | 6,083 | 2,783 |
| Auction Income | 119,205 | 89,890 | 24.6% | - | - | - | - |
| Corporate Contributions | 66,321 | - | 100.0% | - | 46,321 | - | - |
| Gifts in kind | 62,022 | 58,144 | 6.3% | - | - | - | - |
| Tuition | - | - | 0.0% | - | - | - | - |
| Ticket sales | 52,787 | 51,225 | 3.0% | - | - | - | - |
| Other Contributions | - | 17,515 | 0.0% | - | - | - | - |
| Sponsorship | - | - | 0.0% | - | - | - | - |
| Raffle - main | - | 5,950 | 0.0% | - | - | - | - |
| Total Revenue | 586,284 | 574,714 | 2.0% | 60,545 | 54,098 | 6,083 | 2,783 |
| Cost of merchandise sold | 68,988 | 78,954 | -14.4% | - | - | - | - |
| Gross Profit | 517,296 | 495,760 | 4.2% | 60,545 | 54,098 | 6,083 | 2,783 |
| GP% | 88.2% | 86.3% | 2.2% | 100.0% | 100.0% | 100.0% | 100.0% |
| Payroll and payroll related expenses | - | - | 0.0% | - | - | - | - |
| Professional fees | 26,746 | 24,683 | 7.7% | 6,708 | - | 6,567 | - |
| Awards & grants | - | 13,600 | 0.0% | - | - | - | - |
| Office supplies | 23,514 | 9,285 | 60.5% | 4,827 | - | 95 | - |
| Prizes (cash and in kind) | - | - | 0.0% | - | - | - | - |
| Occupancy expense | 7,929 | 6,089 | 23.2% | - | - | - | - |
| Event & meeting expense | 48,408 | 37,362 | 22.8% | 479 | - | 5,988 | - |
| Bank & credit card charges | - | - | 0.0% | - | - | - | - |
| Advertising & Publicity | - | 668 | 0.0% | - | - | - | - |
| Insurance | 586 | - | 100.0% | - | - | - | - |
| Membership Dues | - | - | 0.0% | - | - | - | - |
| Other expenses | 20,265 | 8,645 | 57.3% | 20,265 | - | - | - |
| Total OPEX | 127,449 | 100,332 | 21.3% | 32,278 | - | 12,650 | - |
| NOPBT | 389,848 | 395,427 | -1.4% | 28,267 | 54,098 | (6,567) | 2,783 |
| Investment related income | 589,772 | 794,119 | -34.6% | 52,418 | (60,938) | (236,828) | - |
| Other revenue | - | - | 0.0% | - | - | - | - |
| Total Other Revenue | 589,772 | 794,119 | -34.6% | 52,418 | (60,938) | (236,828) | - |
| Net Profit | 979,620 | 1,189,547 | -21.4% | 80,686 | (6,840) | (243,395) | 2,783 |

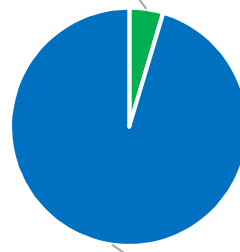
| | YTD2018 | Actual vs Last Year | | May18 Plus Last 3 Months | | | |
|--------------------------------------|----------------|---------------------|----------------|--------------------------|---------------|---------------|----------------|
| | Actual | YTD2017 | Variance % | May-18 | Apr-18 | Mar-18 | Feb-18 |
| Individual Contributions | - | - | 0.0% | - | - | - | - |
| Auction Income | - | - | 0.0% | - | - | - | - |
| Corporate Contributions | - | - | 0.0% | - | - | - | - |
| Gifts in kind | - | 3,850 | 0.0% | - | - | - | - |
| Tuition | 319,583 | 82,840 | 74.1% | 44,388 | 23,125 | 68,300 | 105,913 |
| Ticket sales | - | - | 0.0% | - | - | - | - |
| Other Contributions | - | - | 0.0% | - | - | - | - |
| Sponsorship | - | - | 0.0% | - | - | - | - |
| Raffle - main | - | - | 0.0% | - | - | - | - |
| Total Revenue | 319,583 | 86,690 | 72.9% | 44,388 | 23,125 | 68,300 | 105,913 |
| Cost of merchandise sold | - | - | 0.0% | - | - | - | - |
| Gross Profit | 319,583 | 86,690 | 72.9% | 44,388 | 23,125 | 68,300 | 105,913 |
| GP% | 100.0% | 100.0% | 0.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| Payroll and payroll related expenses | 78,893 | 287,761 | -264.7% | 4,220 | 3,123 | 4,249 | 4,727 |
| Professional fees | 20,423 | 4,985 | 75.6% | 4,786 | 5,262 | 3,691 | 1,132 |
| Awards & grants | - | 1,000 | 0.0% | - | - | - | - |
| Office supplies | 2,521 | 8,321 | -230.1% | - | - | - | - |
| Prizes (cash and in kind) | - | - | 0.0% | - | - | - | - |
| Occupancy expense | 8,119 | 7,667 | 5.6% | - | - | - | - |
| Event & meeting expense | 187 | 992 | -431.7% | - | - | - | - |
| Bank & credit card charges | 500 | - | 100.0% | - | (0) | - | 500 |
| Advertising & Publicity | 900 | 850 | 5.6% | - | 900 | - | - |
| Insurance | 1,888 | 4,938 | -161.5% | - | - | - | - |
| Membership Dues | 970 | 920 | 5.2% | - | - | - | - |
| Other expenses | 67 | 10 | 85.1% | - | - | - | - |
| Total OPEX | 114,467 | 317,444 | -177.3% | 9,006 | 9,285 | 7,940 | 6,359 |
| NOPBT | 205,116 | (230,755) | 212.5% | 35,382 | 13,840 | 60,360 | 99,554 |
| Investment related income | - | - | 0.0% | - | - | - | - |
| Other revenue | - | - | 0.0% | - | - | - | - |
| Total Other Revenue | - | - | 0.0% | - | - | - | - |
| Net Profit | 205,116 | (230,755) | 212.5% | 35,382 | 13,840 | 60,360 | 99,554 |

BALANCE SHEET SCHEDULE
LA CANADA FLINTRIDGE EDUCATION FOUNDATION
MAY 2018

| Account/Description | Now | Actual vs Last Year | | | Apr-18 | Mar-18 | Feb-18 |
|-----------------------------|-------------------|---------------------|------------------|--------------|-------------------|-------------------|-------------------|
| | May-18 | May-17 | Variance | Variance % | | | |
| Cash | 1,929,771 | 1,940,802 | (11,031) | -0.6% | 1,642,463 | 1,744,876 | 1,438,051 |
| Accounts receivable | 31,357 | 23,419 | 7,938 | 33.9% | 31,357 | 31,357 | 31,357 |
| Pledge Receivable | - | - | - | 0.0% | - | - | - |
| Other current assets | 50,360 | (196,250) | 246,610 | -125.7% | 50,360 | 50,360 | 50,360 |
| Current assets | 2,011,488 | 1,767,971 | 243,517 | 13.8% | 1,724,180 | 1,826,593 | 1,519,768 |
| Investments | 803,002 | 651,175 | 151,827 | 23.3% | 803,002 | 803,002 | 803,002 |
| Endowment | 8,124,289 | 6,928,758 | 1,195,531 | 17.3% | 8,091,932 | 7,913,093 | 8,156,488 |
| PPE and Land | 6,037 | 74 | 5,963 | 8078.3% | 5,537 | 5,537 | 5,537 |
| Other assets | 2,040 | 2,025 | 15 | 0.7% | 2,040 | 2,040 | 2,040 |
| Total assets | 10,946,857 | 9,350,003 | 1,596,853 | 17.1% | 10,626,691 | 10,550,265 | 10,486,835 |
| Accounts payable | 139,274 | 5,476 | 133,798 | 0.0% | 154,248 | 122,839 | 126,042 |
| Credit card payable | (7,144) | - | (7,144) | 0.0% | (2,974) | (2,974) | (7,855) |
| Grants payable | 2,091,213 | 2,000,000 | 91,213 | 4.6% | 2,091,213 | 2,091,213 | 2,091,213 |
| Accrued liabilities | 7,518 | (331) | 7,849 | -2371.0% | 6,442 | 5,451 | 4,460 |
| Deferred revenue | - | 245,375 | (245,375) | 0.0% | - | - | - |
| Current liabilities | 2,230,861 | 2,250,520 | (19,659) | -0.9% | 2,248,930 | 2,216,529 | 2,213,859 |
| Deposits held in trust | 4,879 | 12,077 | (7,197) | -59.6% | 4,879 | 4,879 | 4,879 |
| Rounding | - | 0.5 | (1) | 0.0% | - | (2.0) | (1.0) |
| Fund Balance and net income | 8,711,117 | 7,087,406 | 1,623,711 | 22.9% | 8,372,882 | 8,328,858 | 8,268,097 |
| Total liabilities | 10,946,857 | 9,350,003 | 1,596,854 | 17.1% | 10,626,691 | 10,550,265 | 10,486,835 |

ENDOWMENT COMPOSITION

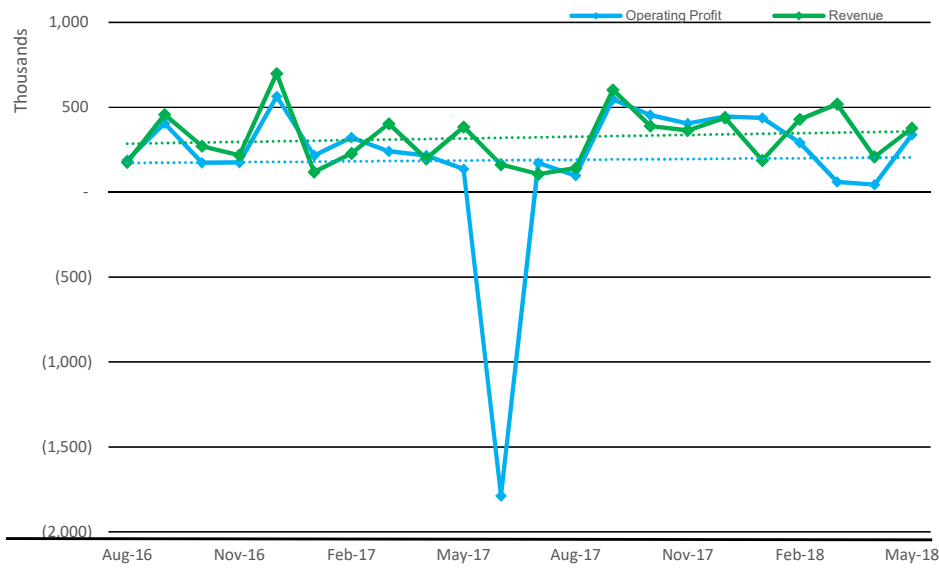
Endowment - Harrington \$373,717



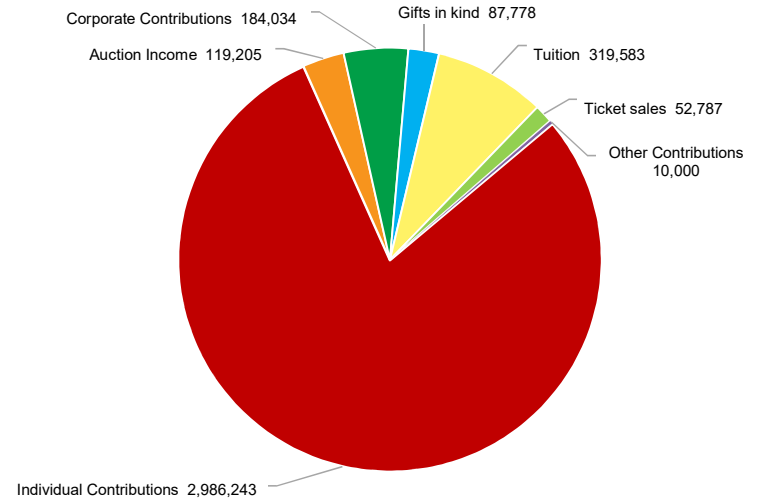
Endowment - CCF \$7,718,214

| | Current Financial Year | | | | | | | | | | |
|---|------------------------|------------------|------------------|--------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 | Apr-18 | May-18 |
| Cash Flows from Operating Activities | | | | | | | | | | | |
| Operational revenue less expenses | 172,794 | 98,283 | 546,762 | 453,712 | 404,069 | 445,897 | 437,456 | 291,789 | 60,349 | 44,436 | 338,235 |
| Add depreciation | 12 | 12 | 12 | - | - | - | - | - | - | - | - |
| Less investment income | (141,062) | (8,665) | (8,665) | (190,942) | (105,574) | (89,966) | (290,011) | - | 236,828 | 60,938 | (52,680) |
| Plus endowment management fees | - | 6,173 | 6,173 | (6,173) | 6,375 | - | - | - | 6,567 | - | 6,558 |
| Adjustments: | | | | | | | | | | | |
| Decrease (increase) in: | | | | | | | | | | | |
| Accounts receivable | 8,664 | (12,958) | (14,130) | (733) | - | - | - | - | - | - | - |
| Pledge receivable | - | - | - | - | - | - | - | - | - | - | - |
| Prepaid expenses | (11,105) | (2,104) | 2,248 | - | - | - | - | - | - | - | - |
| Accounts payable | (6,414) | 12,562 | 1,911,211 | (1,913,719) | (2,481) | 45,100 | (65,048) | 116,850 | (3,203) | 31,410 | (14,974) |
| Credit card payable | 1,150 | (2,360) | - | - | - | (2,554) | (4,822) | (479) | 4,882 | - | (4,171) |
| Grants payable | - | (5,566) | (1,903,221) | - | - | - | - | - | - | - | - |
| Accrued liabilities | - | - | - | 6,471 | 19,413 | 12,942 | (4,984) | (29,382) | 991 | 991 | 1,076 |
| Deposits held in trust | 100 | 200 | (2,599) | - | - | - | - | - | - | - | - |
| Deferred revenue | (79,357) | - | - | - | - | - | - | - | - | - | - |
| Rounding | | | (2) | 7 | | (10) | (15) | - | - | 1 | - |
| Net cash provided by operating activities | (55,218) | 85,578 | 537,789 | (1,651,376) | 321,803 | 411,410 | 72,576 | 378,778 | 306,414 | 137,774 | 274,044 |
| Cash Flows from Investing Activities | | | | | | | | | | | |
| Purchases of equipment/building improvements/properties/website | - | - | - | - | (5,500) | - | - | - | - | - | (500) |
| Net cash used in investing activities | - | - | - | - | (5,500) | - | - | - | - | - | (500) |
| Cash Flows from Financing Activities | | | | | | | | | | | |
| Endowment Transfer | | (51,478) | (25,944) | - | - | - | - | - | - | (239,777) | 13,765 |
| Sale of CD's | - | - | 649,702 | - | - | - | - | (800,000) | - | - | - |
| Net cash used in financing activities | - | (51,478) | 623,758 | - | - | - | - | (800,000) | - | (239,777) | 13,765 |
| Net increase (decrease) in cash and cash equivalents | (55,218) | 34,099 | 1,161,547 | (1,651,376) | 316,303 | 411,410 | 72,576 | (421,222) | 306,414 | (102,002) | 287,308 |
| Cash and Cash Equivalents at Beginning of Month | 1,570,625 | 1,515,406 | 1,549,506 | 2,711,055 | 1,059,162 | 1,375,464 | 1,786,697 | 1,859,273 | 1,438,051 | 1,744,876 | 1,642,463 |
| Cash and Equivalents End of Month | 1,515,406 | 1,549,506 | 2,711,053 | 1,059,679 | 1,375,464 | 1,786,874 | 1,859,273 | 1,438,051 | 1,744,465 | 1,642,873 | 1,929,771 |

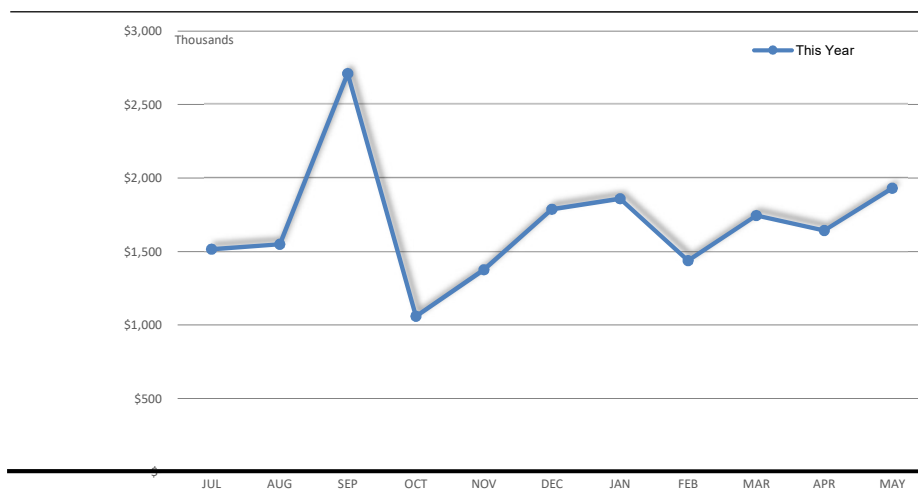
REVENUE AND OPERATING PROFIT TRENDS - Last 18 Months



TOP REVENUE CONTRIBUTORS



CASH ON HAND - With High and Low Balances



LIQUIDITY - (Cash + Debtors)

