

**JOHN J. PULLES, C.P.A., INC.**

**2900 BRISTOL ST., SUITE E-202**

**COSTA MESA, CA 92626**

**(714) 300-4811**

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**JOHN@PULLESCPA.COM**

September 17, 2015

Dr. Ruben L. Ingram  
School Employers Association of California  
2172 Dupont Drive, Suite 13  
Irvine, CA 92612-1317

Re: 2013-2014 Financial Statements

Dear Dr. Ingram:

Please find enclosed the financial reports for the School Employers Association of California. These reports pertain to the fiscal year ended June 30, 2014.

Please contact me if you have any questions or require further assistance.

Sincerely yours,



John J. Pulles, C.P.A.  
President

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School Employers Association of California  
**Balance Sheet**  
As of June 30, 2014

|                                         | Jun 30, 14                       |
|-----------------------------------------|----------------------------------|
| <b>ASSETS</b>                           |                                  |
| <b>Current Assets</b>                   |                                  |
| Checking/Savings                        |                                  |
| 101 Checking/Wells Fargo 2007           | 13,742.71                        |
| 102 M M/Wells Fargo 7982                | 26,004.66                        |
| <b>Total Checking/Savings</b>           | <u>39,747.37</u>                 |
| Accounts Receivable                     |                                  |
| Accounts Receivable                     | -226,726.49                      |
| Allowance for Doubtful Accou...         | -85,409.69                       |
| <b>Total Accounts Receivable</b>        | <u>-312,136.18</u>               |
| <b>Other Current Assets</b>             |                                  |
| CSMA Accounts                           |                                  |
| Restricted Assets                       | -29,292.03                       |
| CSMA Accounts - Other                   | 36,023.59                        |
| <b>Total CSMA Accounts</b>              | <u>6,731.56</u>                  |
| Prepaid Expense                         |                                  |
| Insurance-D&O                           | 8,958.00                         |
| Insurance-E&O                           | 3,046.48                         |
| Rent                                    | 970.00                           |
| Prepaid Expense - Other                 | 2.42                             |
| <b>Total Prepaid Expense</b>            | <u>12,976.90</u>                 |
| <b>Total Other Current Assets</b>       | <u>19,708.46</u>                 |
| <b>Total Current Assets</b>             | <u>-252,680.35</u>               |
| <b>Fixed Assets</b>                     |                                  |
| Accumulated Depreciation                | -16,622.35                       |
| Fixed Assets-Original Cost              |                                  |
| Dell Computer                           | 2,604.92                         |
| Dell Laptop Computer                    | 4,959.47                         |
| Furniture & Equip                       | 11,532.23                        |
| <b>Total Fixed Assets-Original Cost</b> | <u>19,096.62</u>                 |
| <b>Total Fixed Assets</b>               | <u>2,474.27</u>                  |
| <b>TOTAL ASSETS</b>                     | <u><u><b>-250,206.08</b></u></u> |
| <b>LIABILITIES &amp; EQUITY</b>         |                                  |
| <b>Liabilities</b>                      |                                  |
| <b>Current Liabilities</b>              |                                  |
| Accounts Payable                        |                                  |
| Accounts Payable                        | 250.00                           |
| <b>Total Accounts Payable</b>           | <u>250.00</u>                    |
| <b>Other Current Liabilities</b>        |                                  |
| Compensated Absences                    | 28,489.94                        |
| Deferred Revenue                        | 34,841.00                        |
| Deposit Payable                         | 7,500.00                         |
| Payroll Liabilities                     | 21.15                            |
| <b>Total Other Current Liabilities</b>  | <u>70,852.09</u>                 |
| <b>Total Current Liabilities</b>        | <u>71,102.09</u>                 |
| <b>Total Liabilities</b>                | 71,102.09                        |
| <b>Equity</b>                           |                                  |
| Invested in Capital Assets              | 4,202.00                         |
| Retained Earnings                       | -397,854.21                      |
| Unrestricted Net Assets                 | 56,842.86                        |
| Net Income                              | 15,501.18                        |
| <b>Total Equity</b>                     | <u><u>-321,308.17</u></u>        |

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**School Employers Association of California**  
**Balance Sheet**  
As of June 30, 2014

|                                       | <u>Jun 30, 14</u>         |
|---------------------------------------|---------------------------|
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <u><u>-250,206.08</u></u> |

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**School Employers Association of California**  
**Profit & Loss**  
July 2013 through June 2014

|                                          | <u>Jul '13 - Jun 14</u> |
|------------------------------------------|-------------------------|
| <b>Ordinary Income/Expense</b>           |                         |
| <b>Income</b>                            |                         |
| <b>Conferences_Workshops</b>             |                         |
| <b>ACA Workshops 2013</b>                |                         |
| ACA Workshop Los Angeles                 | 2,675.00                |
| ACA Workshop Sacramento                  | 3,215.00                |
| ACA Workshop Santa Clara                 | 2,640.00                |
| <b>Total ACA Workshops 2013</b>          | 8,530.00                |
| District Negotiator Cert 2012            | 1,500.00                |
| District Negotiators Cert 2013           | 25,084.36               |
| <b>Total Conferences_Workshops</b>       | 35,114.36               |
| <b>Corporate Reimbursements</b>          | 1,616.17                |
| <b>Direct Services</b>                   |                         |
| Consulting                               | 16,750.00               |
| Direct Services - Other                  | 137.84                  |
| <b>Total Direct Services</b>             | 16,887.84               |
| <b>Interest</b>                          | 18.25                   |
| <b>Membership Revenue</b>                |                         |
| District Membership Dues                 | 168,908.50              |
| <b>Total Membership Revenue</b>          | 168,908.50              |
| <b>Total Income</b>                      | 222,545.12              |
| <b>Expense</b>                           |                         |
| <b>Banking</b>                           |                         |
| Service Charge                           | 15.00                   |
| <b>Total Banking</b>                     | 15.00                   |
| <b>Conferences/Workshops-Other</b>       |                         |
| Dist Negotiators Cert Prog 2013          | 7,763.74                |
| <b>Total Conferences/Workshops-Ot...</b> | 7,763.74                |
| <b>Contracted Services</b>               |                         |
| Accounting Service                       | 3,300.00                |
| Governmental Relations                   |                         |
| SEAC Lobbying Fee                        | 10,045.00               |
| <b>Total Governmental Relations</b>      | 10,045.00               |
| <b>Independent Contractors</b>           |                         |
| Expense Reimbursement                    | 210.51                  |
| Independent Contractors - Ot...          | 797.16                  |
| <b>Total Independent Contractors</b>     | 1,007.67                |
| <b>Total Contracted Services</b>         | 14,352.67               |
| <b>Dues/Membership Expense</b>           | 2,319.00                |
| <b>Insurance</b>                         |                         |
| Errors & Omissions                       | 4,615.45                |
| Workers Comp                             | 582.00                  |
| <b>Total Insurance</b>                   | 5,197.45                |
| <b>Leases</b>                            |                         |
| Copier                                   | 3,039.30                |
| Office                                   | 11,000.00               |
| Postage Meter                            |                         |
| Equipment tax                            | 46.82                   |
| <b>Total Postage Meter</b>               | 46.82                   |
| <b>Storage</b>                           | 935.20                  |
| <b>Total Leases</b>                      | 15,021.32               |
| <b>Maintenance/Repairs</b>               |                         |
| Copier                                   | 1,695.03                |

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**School Employers Association of California**  
**Profit & Loss**  
July 2013 through June 2014

|                                           | <u>Jul '13 - Jun 14</u> |
|-------------------------------------------|-------------------------|
| <b>Total Maintenance/Repairs</b>          | 1,695.03                |
| <b>Marketing/Repro</b>                    | 1,554.00                |
| <b>Office Supplies</b>                    | 2,420.35                |
| <b>Postage and Delivery</b>               | 250.94                  |
| <b>Staff Travel Expense</b>               |                         |
| <b>Car Expense</b>                        | 905.88                  |
| <b>CHCC Expenses</b>                      |                         |
| <b>Meals</b>                              | 50.00                   |
| <b>Total CHCC Expenses</b>                | 50.00                   |
| <b>Lodging</b>                            | 808.97                  |
| <b>Meals</b>                              | 427.69                  |
| <b>Travel Expense/Airfare</b>             | 488.97                  |
| <b>Staff Travel Expense - Other</b>       | 17,655.40               |
| <b>Total Staff Travel Expense</b>         | 20,336.91               |
| <b>Staffing</b>                           |                         |
| <b>Payroll AsstDir Salary</b>             | 20,387.50               |
| <b>Payroll Executive Director</b>         |                         |
| <b>Health/Expense Reimburseme...</b>      | 3,709.06                |
| <b>Payroll Executive Director - Ot...</b> | 52,800.00               |
| <b>Total Payroll Executive Director</b>   | 56,509.06               |
| <b>Payroll Secretary</b>                  | 21,460.00               |
| <b>Payroll Taxes/Deductions</b>           | 7,921.60                |
| <b>Temporary Personnel</b>                | 3,262.50                |
| <b>Total Staffing</b>                     | 109,540.66              |
| <b>Subscriptions</b>                      | 740.42                  |
| <b>Telecommunications</b>                 |                         |
| <b>Internet Services</b>                  | 3,511.51                |
| <b>Network Services</b>                   | 17,604.77               |
| <b>Telephone Service</b>                  | 3,520.17                |
| <b>Web Site</b>                           |                         |
| <b>Development</b>                        | 1,200.00                |
| <b>Total Web Site</b>                     | 1,200.00                |
| <b>Total Telecommunications</b>           | 25,836.45               |
| <b>Total Expense</b>                      | 207,043.94              |
| <b>Net Ordinary Income</b>                | 15,501.18               |
| <b>Net Income</b>                         | <u><u>15,501.18</u></u> |