

	Junior Achievement of Arizona			
	Budget			
	FY 2020-21			
	Budget		Approved	Change
	FY 20-21		Budget	
CAZ K12 Student Numbers	36,283		36,283	-
SAZ K12 Students Numbers	7,100		7,100	-
Total K-12 Student Numbers	43,383		43,383	-
JABT Student Numbers	11,400		5,300	6,100
JAFP Student Numbers	2,200		700	1,500
Total Students	56,983		49,383	7,600
	Budget	Explanations of revisions to approved		
	FY 20-21	budget		
<b>Revenues</b>				
Corporate Gifts	1,103,000		1,103,000	-
Individual Giving	395,000		395,000	-
Foundation Gifts	199,000		199,000	-
Government	460,000	We will be able to get full forgiveness with the 24 week option on the PPP loan	440,000	20,000.00
Amort of LT Op Pledges	2,750		2,750	-
Special Events Revenue	850,000		850,000	-
Other Income	65,304		65,304	-
Gain on Investments	-		-	-
Experiential Education Fees	66,783	Will not be able to open the Towns until the spring, at earliest	109,672	(42,889.50)
<b>Total Revenues and Gains</b>	<b>3,141,837</b>		3,164,726	(22,889.50)
	<b>2,721,837</b>	Without \$420K PPP		
<b>Expenses</b>				
Salaries	1,640,822		1,919,215	(278,393.22)
Payroll Taxes	118,625		141,674	(23,049.64)
Insurance & Pension	251,403		267,485	(16,082.37)
<b>Salaries &amp; benefits</b>	<b>2,010,849</b>	Due to 3 week furlough of non-exempt staff, salary reductions for exempt staff, layoff of JABT PT staff and attrition.	2,328,375	(317,525.23)
Taxes & Insurance	39,423		39,336	87.77
Outside Services	104,145		104,145	-
Administrative Interest	22,974	Interest for EIDL loan.	18,848	4,126.35
Lease Expense	27,124		27,124	-
Utilities	29,387	Utilities are lower than expected to continued shut down	31,423	(2,035.96)
Maintenance & Repair	114,670		114,670	-
Supplies	19,835		19,835	-
Dues & Subscriptions	14,742		14,742	-
Postage	29,444		29,444	-
Telephone	17,940		17,940	-
Training	15,120		15,120	-
Travel	12,755		12,755	-
Depreciation Leased Equip	27,746		27,746	-
Business Mtgs/Meals	6,295		6,295	-
Miscellaneous	28,905		28,905	-
<b>Operating Expenses</b>	<b>510,505</b>		508,327	2,178.15
Volunteer Recruiting/Recog	295		295	-
Stipends/Marketing	16,200		16,200	-
Scholarship/Annual Meeting Exp	4,060		4,060	-
K-12 Young Ambassadors	-		-	-
Program Materials	113,670	\$50K for JABT/JAFP mobile as fixed asset not expense.	163,670	(50,000.00)
Program & Support Fee	266,655	JA USA giving a 20% discount	333,319	(66,663.82)
<b>Program Expenses</b>	<b>400,880</b>		517,544	(116,663.82)
Board/Donor Recog & Cultivatio	620		620	-
Campaigns	-		-	-
Special Events Expenses	191,235		191,235	-
Public Relations	10,860		10,860	-
Uncollectible Accounts	8,500		8,500	-

Development Expenses	211,215		211,215	-
<b>Total Expenses</b>	<b>3,133,449</b>		3,565,460	(432,010.90)
<b>Income before GIK/Non-Cash Items</b>	<b>8,387</b>		(400,734)	409,121.40
	(411,613)	Without \$420K PPP		
Gift-In-Kind				
Gift-In-Kind Revenue	149,900		149,900	-
Gift-In-Kind Expenses	(149,900)		(149,900)	-
Net Gift-in-Kind	-		-	-
<b>Income before Non-Cash Items</b>	<b>8,387</b>		(400,734)	409,121.40
<b>Special Projects Contributions</b>	<b>200,000</b>		200,000	-
Depreciation	(109,299)		(109,299)	-
Amortization	-		-	-
Unrealized Gain/(Loss) on Inv	-		-	-
Loss on Disposal of Asset	-		-	-
Loss on Inventory Valuation	-		-	-
<b>Special Projects &amp; Non-Cash Items</b>	<b>90,701</b>		90,701	-
<b>Net Surplus (Loss)</b>	<b>99,089</b>		(310,033)	409,121.40
	(300,911)	Without \$420K PPP		