

JUNIOR ACHIEVEMENT OF ARIZONA, INC. AND AFFILIATES
FINANCIAL STATEMENT
YEAR ENDED JUNE 30, 2020

**JUNIOR ACHIEVEMENT OF ARIZONA, INC. AND AFFILIATES
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ACCOUNTANTS' COMPILATION REPORT

Board of Directors of
Junior Achievement of Arizona, Inc. and Affiliates
Tempe, Arizona

Management is responsible for the accompanying statement of revenue subject to program and support fee of Junior Achievement of Arizona, Inc. and Affiliates (a nonprofit organization), for the year ended June 30, 2020 in the prescribed form. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statement nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on this financial statement.

CliftonLarsonAllen LLP

Phoenix, Arizona
REPORT DATE

DRAFT

JUNIOR ACHIEVEMENT OF ARIZONA, INC. AND AFFILIATES
STATEMENT OF REVENUE SUBJECT TO PROGRAM AND SUPPORT FEE
YEAR ENDED JUNE 30, 2020
(SEE ACCOUNTANTS' COMPILATION REPORT)

JA Area ID (Enter 6 digits with no dashes) **108204**
Arizona

STEP 1: CALCULATE REVENUE SUBJECT TO PROGRAM & SUPPORT FEE		COMMENTS
Revenue Per Audited Financial Statements		
Total unrestricted revenue	\$ 4,164,966	
Total permanently restricted revenue		
Total pledges (accounts receivable) from prior year-end - Gross (enter as a positive number)	\$ 1,090,783	
Total pledges (accounts receivable) from current year-end - Gross (enter as a positive number)	\$ 735,014	
Add special event expenses (if net special event expense was presented on financials)	\$ 154,470	
If netted, add program & support fee back in		
Total Adjusted Revenue Per Audited Financial Statements	\$ 4,675,205	

Adjustments to Revenue Subject to Program & Support Fee		
In-kind	\$ 583,585	
In-kind special event (if included in special event revenue)		
Realized gains	\$ 58,834	
Realized losses (enter as a positive number)		
Unrealized gains		
Unrealized losses (enter as a positive number)	\$ 49,163	
Investment income		
Interest	\$ 63,010	
Rental income		
Actual pledges write-offs	\$ 5,489	

For the next few rows, please enter information on the ADJUSTMENTS Tab. Totals will auto-populate for the fields below.

Revenue Exempt from Program & Support Fee		
Other income (0% fee payment)	\$ -	
Pass-through income from JA USA (0% fee payment)	\$ 116,209	
Capital campaign - construction of buildings or purchase of new buildings (0% fee payment)	\$ -	
Capital campaign - major improvements to existing buildings (0% fee payment)	\$ -	
Capital campaign - leasehold improvements (0% fee payment)	\$ -	
Restricted funds for mortgage principal payments (0% fee payment)	\$ -	
Scholarships for higher education (0% fee payment)	\$ -	

Total Revenue Subject to Program & Support Fee	\$ 3,897,241
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JUNIOR ACHIEVEMENT OF ARIZONA, INC. AND AFFILIATES
STATEMENT OF REVENUE SUBJECT TO PROGRAM AND SUPPORT FEE
YEAR ENDED JUNE 30, 2020
(SEE ACCOUNTANTS' COMPILATION REPORT)

STEP 2: CALCULATE FEES		
Revenue Items Subject to 2.5% Program and Support Fee	Revenue	Fees
Capital campaign - furniture/fixtures (2.5% fee payment)	\$ -	
Capital campaign - technology hardware (2.5% fee payment)	\$ -	
Gifts from any single source paid to one JA Area during a single fiscal year, as shown through a financial audit, where such gift amount is 25% or more of the JA Area's audited revenue subject to program and support fees during the prior fiscal year (2.5% fee payment)	\$ -	
Gifts from any single source paid to one JA Area during a single fiscal year, as shown through a financial audit, where such gift amount is valued at \$1,000,000 or higher (2.5% fee payment)	\$ -	
Gifts of any dollar amount received through an individual's estate or otherwise effective upon the individual's death (2.5% fee payment)	\$ -	
Proceeds from the sale of a building (2.5% fee payment)	\$ -	
2.5% Revenue and Fees	\$ -	\$ -
Revenue Items Subject to 5% Program and Support Fee	Revenue	Fees
Ongoing technology hardware for student use (5% fee payment)	\$ -	
5% Revenue and Fee	\$ -	\$ -
Remaining Revenue Subject to 3-Tier Program and Support Fee	Revenue	Fees
3-Tier Fee: 11.5% fee on first \$1M raised 9.5% fee on next \$1M raised 7.5% fee on revenue raised above \$2M		
11.5% fee on the first \$1M raised		\$ 115,000
9.5% fee on the second \$1M raised		\$ 95,000
7.5% fee on revenue raised above \$2M		\$ 142,293
3-Tier Revenue and Fees	\$ 3,897,241	\$ 352,293

TOTAL PROGRAM AND SUPPORT FEE DUE FROM JA AREA	\$ 352,293
Monthly Program and Support Fee (September - June)	\$ 35,229