

Junior Achievement of Arizona				
Budget				
FY 2020-21				
	Revised Budget FY 20-21	Forecast FY 20-21		
CAZ K12 Student Numbers	36,283	40,000		
SAZ K12 Students Numbers	7,100	7,100		
Total K-12 Student Numbers	43,383	47,100		
JABT Student Numbers	11,400	6,000		
JAFP Student Numbers	2,200	2,500		
Total Students	56,983	55,600		
2:23:07	Revised Budget FY 20-21	Forecast FY 20-21	Variance	
Revenues				
Corporate Gifts	1,103,000	1,086,198	(16,802)	-1.52%
Individual Giving	395,000	439,304	44,304	11.22%
Foundation Gifts	199,000	284,012	85,012	42.72%
Government	460,000	468,870	8,870	1.93%
Amort of LT Op Pledges	2,750	22,495	19,745	718.00%
Special Events Revenue	850,000	1,196,772	346,772	40.80%
Other Income	65,304	57,028	(8,276)	-12.67%
Gain on Investments	-	16,967	16,967	
Experiential Education Fees	66,783	-	(66,783)	-100.00%
Total Revenues and Gains	3,141,837	3,571,646	429,809	13.68%
		3,148,646		Without PPP
Expenses				
Salaries	1,640,822	1,635,005	(5,817)	-0.35%
Payroll Taxes	118,625	116,571	(2,053)	-1.73%
Insurance & Pension	251,403	242,207	(9,196)	-3.66%
Salaries & benefits	2,010,849	1,993,783	(17,066)	-0.85%
Taxes & Insurance	39,423	38,413	(1,011)	-2.56%
Outside Services	104,145	81,333	(22,812)	-21.90%
Administrative Interest	22,974	22,572	(402)	-1.75%
Lease Expense	27,124	21,650	(5,474)	-20.18%
Utilities	29,387	24,765	(4,622)	-15.73%
Maintenance & Repair	114,670	90,423	(24,247)	-21.14%
Supplies	19,835	18,938	(897)	-4.52%
Dues & Subscriptions	14,742	14,474	(268)	-1.82%
Postage	29,444	24,704	(4,740)	-16.10%
Telephone	17,940	18,116	176	0.98%
Training	15,120	11,873	(3,247)	-21.47%
Travel	12,755	3,888	(8,867)	-69.52%
Depreciation Leased Equip	27,746	27,746	-	0.00%
Business Mtgs/Meals	6,295	2,671	(3,624)	-57.58%
Miscellaneous	28,905	35,804	6,899	23.87%
Operating Expenses	510,505	437,369	(73,136)	-14.33%
Volunteer Recruiting/Recog	295	70	225	76.27%
Stipends/Marketing	16,200	17,400	(1,200)	-7.41%
Scholarship/Annual Meeting Exp	4,060	-	4,060	100.00%
K-12 Young Ambassadors	-	-	-	
Program Materials	113,670	57,826	55,844	49.13%
Program & Support Fee	266,655	266,995	(340)	-0.13%
Program Expenses	400,880	342,291	58,589	14.62%
Board	620	4,663	(4,043)	-652.05%
Campaigns	-	-	-	
Special Events Expenses	191,235	298,036	(106,801)	-55.85%
Public Relations	10,860	41,680	(30,820)	-283.79%
Uncollectible Accounts	8,500	8,500	-	0.00%
Development Expenses	211,215	352,878	(141,663)	-67.07%

Total Expenses	3,133,449	3,126,322	(173,276)	-5.53%	
Income before GIK/Non-Cash Items	8,387	445,324	603,085	7190.56%	
	(354,903)	25,324	180,085		Without PPP
Gift-In-Kind					
Gift-In-Kind Revenue	149,900	14,969	(134,931)	-90.01%	
Gift-In-Kind Expenses	(149,900)	(29,381)	120,519	80.40%	
Net Gift-in-Kind	-	(14,412)	(14,412)	#DIV/0!	
Income before Non-Cash Items	8,387	430,912	588,673	7018.72%	
Special Projects Contributions	200,000	18,280	(181,720)	-90.86%	
Depreciation	(109,299)	(110,407)	(1,109)	1.01%	
Amortization	-	-	-		
Unrealized Gain/(Loss) on Inv	-	99,477	99,477	#DIV/0!	
Loss on Disposal of Asset	-	(724)	(724)		
Loss on Inventory Valuation	-	-	-		
Special Projects & Non-Cash Items	90,701	6,626	(84,076)	-92.69%	
Net Surplus (Loss)	99,089	437,538	504,597	509.24%	
		37,538			Without PPP