

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	1,083,707	(19,293)	-1.75%
Individual Giving	395,000	404,192	9,192	2.33%
Foundation Gifts	199,000	262,286	63,286	31.80%
Government	460,000	467,952	7,952	1.73%
Amort of LT Op Pledges	2,750	17,803	15,053	547.38%
Special Events Revenue	850,000	1,194,780	344,780	40.56%
Other Income	65,304	55,517	(9,787)	-14.99%
Gain on Investments	-	16,967	16,967	
Experiential Education Fees	66,783	-	(66,783)	-100.00%
Total Revenues and Gains	3,141,837	3,503,204	361,367	11.50%
		3,080,204		Without PPP
Expenses				
Salaries	1,640,822	1,632,658	(8,164)	-0.50%
Payroll Taxes	118,625	115,912	(2,712)	-2.29%
Insurance & Pension	251,403	243,202	(8,200)	-3.26%
Salaries & benefits	2,010,849	1,991,772	(19,077)	-0.95%
Taxes & Insurance	39,423	38,577	(846)	-2.15%
Outside Services	104,145	79,417	(24,728)	-23.74%
Administrative Interest	22,974	21,281	(1,693)	-7.37%
Lease Expense	27,124	21,673	(5,451)	-20.10%
Utilities	29,387	25,025	(4,362)	-14.84%
Maintenance & Repair	114,670	92,357	(22,313)	-19.46%
Supplies	19,835	18,652	(1,183)	-5.96%
Dues & Subscriptions	14,742	14,313	(429)	-2.91%
Postage	29,444	25,695	(3,749)	-12.73%
Telephone	17,940	18,086	146	0.81%
Training	15,120	12,248	(2,872)	-18.99%
Travel	12,755	4,366	(8,389)	-65.77%
Depreciation Leased Equip	27,746	27,746	-	0.00%
Business Mtgs/Meals	6,295	2,881	(3,414)	-54.24%
Miscellaneous	28,905	32,382	3,477	12.03%
Operating Expenses	510,505	434,698	(75,807)	-14.85%
Volunteer Recruiting/Recog	295	70	225	76.27%
Stipends/Marketing	16,200	17,100	(900)	-5.56%
Scholarship/Annual Meeting Exp	4,060	-	4,060	100.00%
K-12 Young Ambassadors	-	-	-	
Program Materials	113,670	60,262	53,408	46.99%
Program & Support Fee	266,655	267,052	(396)	-0.15%
Program Expenses	400,880	344,483	56,397	14.07%
Board	620	4,713	(4,093)	-660.11%
Campaigns	-	-	-	
Special Events Expenses	191,235	235,362	(44,127)	-23.07%
Public Relations	10,860	39,923	(29,063)	-267.62%
Uncollectible Accounts	8,500	8,500	-	0.00%
Development Expenses	211,215	288,498	(77,283)	-36.59%

Total Expenses	3,133,449	3,059,451	(115,769)	-3.69%	
Income before GIK/Non-Cash Items	8,387	443,753	477,137	5688.88%	
	(354,903)	23,753	54,137		Without PPP
Gift-In-Kind					
Gift-In-Kind Revenue	149,900	25,900	(124,000)	-82.72%	
Gift-In-Kind Expenses	(149,900)	(40,312)	109,588	73.11%	
Net Gift-in-Kind	-	(14,412)	(14,412)	#DIV/0!	
Income before Non-Cash Items	8,387	429,340	462,724	5517.04%	
Special Projects Contributions	200,000	18,280	(181,720)	-90.86%	
Depreciation	(109,299)	(110,223)	(924)	0.85%	
Amortization	-	-	-		
Unrealized Gain/(Loss) on Inv	-	77,914	77,914	#DIV/0!	
Loss on Disposal of Asset	-	(724)	(724)		
Loss on Inventory Valuation	-	-	-		
Special Projects & Non-Cash Items	90,701	(14,752)	(105,454)	-116.26%	
Net Surplus (Loss)	99,089	414,588	357,270	360.56%	
		14,588			Without PPP