

Junior Achievement of Arizona				
Budget				
FY 2020-21				
	Revised Budget FY 20-21	Forecast FY 20-21		
CAZ K12 Student Numbers	36,283	44,000		
SAZ K12 Students Numbers	7,100	7,100		
Total K-12 Student Numbers	43,383	51,100		
JABT Student Numbers	11,400	6,500	Virtual	
JAFP Student Numbers	2,200	2,900	Virtual	
Total Students	56,983	60,500		
	2:23:07	Revised Budget FY 20-21	Forecast FY 20-21	Variance
Revenues				
Corporate Gifts	1,103,000	1,125,751	22,751	2.06%
Individual Giving	395,000	429,373	34,373	8.70%
Foundation Gifts	199,000	206,012	7,012	3.52%
Government	460,000	468,870	8,870	1.93%
Amort of LT Op Pledges	2,750	11,045	8,295	301.62%
Special Events Revenue	850,000	1,146,693	296,693	34.91%
Other Income	65,304	55,240	(10,064)	-15.41%
Gain on Investments	-	16,967	16,967	
Experiential Education Fees	66,783	-	(66,783)	-100.00%
Total Revenues and Gains	3,141,837	3,459,951	318,114	10.13%
		3,036,951		Without PPP
Expenses				
Salaries	1,640,822	1,657,260	16,438	1.00%
Payroll Taxes	118,625	121,214	2,589	2.18%
Insurance & Pension	251,403	243,088	(8,315)	-3.31%
Salaries & benefits	2,010,849	2,021,562	10,713	0.53%
Taxes & Insurance	39,423	37,512	(1,912)	-4.85%
Outside Services	104,145	84,122	(20,023)	-19.23%
Administrative Interest	22,974	19,117	(3,857)	-16.79%
Lease Expense	27,124	22,457	(4,667)	-17.21%
Utilities	29,387	20,935	(8,452)	-28.76%
Maintenance & Repair	114,670	81,724	(32,946)	-28.73%
Supplies	19,835	14,580	(5,255)	-26.49%
Dues & Subscriptions	14,742	14,553	(189)	-1.28%
Postage	29,444	20,196	(9,247)	-31.41%
Telephone	17,940	18,472	532	2.97%
Training	15,120	9,604	(5,517)	-36.48%
Travel	12,755	1,919	(10,836)	-84.95%
Depreciation Leased Equip	27,746	27,746	-	0.00%
Business Mtgs/Meals	6,295	2,386	(3,909)	-62.10%
Miscellaneous	28,905	31,484	2,579	8.92%
Operating Expenses	510,505	406,806	(103,699)	-20.31%
Volunteer Recruiting/Recog	295	-	(295)	-100.00%
Stipends/Marketing	16,200	13,800	(2,400)	-14.81%
Scholarship/Annual Meeting Exp	4,060	-	(4,060)	-100.00%
K-12 Young Ambassadors	-	-	-	
Program Materials	113,670	25,342	(88,328)	-77.71%
Program & Support Fee	266,655	266,663	8	0.00%
Program Expenses	400,880	305,805	(95,075)	-23.72%
Board	620	4,188	3,568	575.43%
Campaigns	-	-	-	
Special Events Expenses	191,235	237,742	46,507	24.32%
Public Relations	10,860	43,484	32,624	300.40%
Uncollectible Accounts	8,500	8,500	-	0.00%
Development Expenses	211,215	293,914	82,699	39.15%
Total Expenses	3,133,449	3,028,086	(105,363)	-3.36%
Income before GIK/Non-Cash Items	8,387	431,864	423,477	5049.10%
		11,864		Without PPP
Gift-In-Kind				
Gift-In-Kind Revenue	149,900	42,154	(107,746)	-71.88%
Gift-In-Kind Expenses	(149,900)	(56,567)	93,333	62.26%
Net Gift-in-Kind	-	(14,412)	(14,412)	
Income before Non-Cash Items	8,387	417,452	409,065	4877.26%
Special Projects Contributions	200,000	19,299	(180,701)	-90.35%
Depreciation	(109,299)	(106,015)	3,283	-3.00%
Amortization	-	-	-	
Unrealized Gain/(Loss) on Inv	-	109,523	109,523	
Loss on Disposal of Asset	-	(724)	(724)	
Loss on Inventory Valuation	-	-	-	
Special Projects & Non-Cash Items	90,701	22,082	(68,619)	-75.65%
Net Surplus (Loss)	99,089	439,534	340,446	343.58%
		39,534		Without PPP