

Junior Achievement of Arizona				
Budget				
FY 2020-21				
	Revised Budget FY 20-21	Forecast FY 20-21		
CAZ K12 Student Numbers	36,283	39,000		
K-12 Online Resources, Videos, etc.				
JA Inspire Event		5,000		
SAZ K12 Students Numbers	7,100	7,100		
Total K-12 Student Numbers	43,383	51,100		
JABT Student Numbers	11,400			
JABT Virtual		6,500		
JAFP Student Numbers	2,200			
JAFP Virtual		2,900		
Total Capstone Students	13,600	9,400		
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	1,120,313	17,313	1.57%
Individual Giving	395,000	453,288	58,288	14.76%
Foundation Gifts	199,000	223,012	24,012	12.07%
Government	37,000	42,490	5,490	14.84%
PPP-ERC	423,000	426,380	3,380	0.80%
Amort of LT Op Pledges	2,750	9,543	6,793	247.01%
Special Events Revenue	850,000	1,020,496	170,496	20.06%
Other Income	65,304	55,099	(10,205)	-15.63%
Gain on Investments	-	16,977	16,977	
Experiential Education Fees	66,783	-	(66,783)	-100.00%
Total Revenues and Gains	3,141,837	3,367,597	225,761	7.19%
		2,941,217		Without PPP
Expenses				
Salaries	1,640,822	1,658,295	17,473	1.06%
Payroll Taxes	118,625	120,953	2,328	1.96%
Insurance & Pension	251,403	243,220	(8,182)	-3.25%
Salaries & benefits	2,010,849	2,022,469	11,619	0.58%
Taxes & Insurance	39,423	38,009	(1,415)	-3.59%
Outside Services	104,145	83,738	(20,407)	-19.60%
Administrative Interest	22,974	18,544	(4,430)	-19.28%
Lease Expense	27,124	22,338	(4,786)	-17.65%
Utilities	29,387	20,429	(8,958)	-30.48%
Maintenance & Repair	114,670	81,929	(32,741)	-28.55%
Supplies	19,835	13,784	(6,051)	-30.51%
Dues & Subscriptions	14,742	14,400	(342)	-2.32%
Postage	29,444	18,830	(10,614)	-36.05%
Telephone	17,940	18,472	532	2.96%
Training	15,120	9,813	(5,308)	-35.10%
Travel	12,755	1,871	(10,884)	-85.33%
Depreciation Leased Equip	27,746	27,746	-	0.00%
Business Mtgs/Meals	6,295	2,011	(4,284)	-68.06%
Miscellaneous	28,905	30,322	1,417	4.90%
Operating Expenses	510,505	402,234	(108,271)	-21.21%
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	23,827	(89,843)	-79.04%
Program & Support Fee	266,655	266,661	6	0.00%
Program Expenses	400,880	304,288	(96,593)	-24.10%
Board	620	4,163	3,543	571.39%
Campaigns	-	-	-	
Special Events Expenses	191,236	236,371	45,135	23.60%
Public Relations	10,860	34,801	23,941	220.45%
Uncollectible Accounts	8,500	8,500	-	0.00%
Development Expenses	211,216	283,834	72,618	34.38%
Total Expenses	3,133,450	3,012,824	(120,626)	-3.85%
Income before GIK/Non-Cash Items	8,386	354,773	346,387	4130.45%
		(71,607)		Without PPP
Gift-In-Kind				
Gift-In-Kind Revenue	149,900	38,916	(110,984)	-74.04%
Gift-In-Kind Expenses	(149,900)	(41,329)	108,571	72.43%
Net Gift-in-Kind	-	(2,412)	(2,412)	
Income before Non-Cash Items	8,386	352,361	343,975	4101.68%
Special Projects Contributions	200,000	19,299	(180,701)	-90.35%
Depreciation	(109,299)	(103,820)	5,479	-5.01%
Amortization	-	-	-	
Unrealized Gain/(Loss) on Inv	-	116,118	116,118	
Loss on Disposal of Asset	-	(724)	(724)	
Loss on Inventory Valuation	-	-	-	
Special Projects & Non-Cash Items	90,701	30,874	(59,828)	-65.96%
Net Surplus (Loss)	99,088	383,235	284,147	286.76%
		(43,145)		Without PPP