

Junior Achievement of Arizona				
Budget				
FY 2020-21				
	Revised Budget FY 20-21	Forecast FY 20-21	Variance	
CAZ K12 Classroom	36,283	20,000	(16,283)	
K12 Full Program Online Videos		13,500	13,500	
K12 Online Resources		10,900	10,900	
JA Inspire Event		5,000	5,000	
JA SSMC		400	400	
SAZ K12 Students Classroom	7,100	7,265	165	
Total K12 Student Numbers	43,383	57,065	13,682	
JABT	11,400	-	(11,400)	
JABT Adventures		6,275	6,275	
JAFP	2,200	-	(2,200)	
JAFP Virtual		2,675	2,675	
Total Capstone Students	13,600	8,950	(4,650)	
Total Students	56,983	66,015	9,032	
2-23-07				
	Revised Budget FY 20-21	Forecast FY 20-21	Variance	
Revenues				
Corporate Gifts	1,103,000	1,114,695	11,695	1.06%
Individual Giving	395,000	476,129	81,129	20.54%
Foundation Gifts	199,000	438,012	239,012	120.11%
Government	37,000	28,952	(8,048)	-21.75%
PPP-ERC	423,000	426,380	3,380	0.80%
Amort of LT Op Pledges	2,750	17,915	15,165	551.47%
Special Events Revenue	850,000	1,014,685	164,685	19.37%
Other Income	65,304	56,119	(9,185)	-14.07%
Gain on Investments	-	17,397	17,397	
Experiential Education Fees	66,783	750	(66,033)	-98.88%
Total Revenues and Gains	3,141,837	3,591,034	449,197	14.30%
		3,164,654		Without PPP
Expenses				
Salaries	1,640,822	1,674,432	33,610	2.05%
Payroll Taxes	118,625	(34,956)	(153,581)	-129.47%
Insurance & Pension	251,403	240,479	(10,924)	-4.35%
Salaries & benefits	2,010,849	1,879,955	(130,895)	-6.51%
Taxes & Insurance	39,423	37,479	(1,944)	-4.93%
Outside Services	104,145	76,243	(27,902)	-26.79%
Administrative Interest	22,974	16,406	(6,568)	-28.59%
Lease Expense	27,124	22,028	(5,096)	-18.79%
Utilities	29,387	19,180	(10,206)	-34.73%
Maintenance & Repair	114,670	82,996	(31,674)	-27.62%
Supplies	19,835	12,954	(6,881)	-34.69%
Dues & Subscriptions	14,742	13,932	(810)	-5.49%
Postage	29,444	30,106	662	2.25%
Telephone	17,940	18,256	316	1.76%
Training	15,120	10,486	(4,635)	-30.65%
Travel	12,755	1,043	(11,712)	-91.82%
Depreciation Leased Equip	27,746	27,746	-	0.00%
Business Mtgs/Meals	6,295	1,991	(4,304)	-68.37%
Miscellaneous	28,905	32,813	3,908	13.52%
Operating Expenses	510,505	403,659	(106,846)	-20.93%
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	21,732	(91,938)	-80.88%
Program & Support Fee	266,655	266,657	2	0.00%
Program Expenses	400,880	302,189	(98,691)	-24.62%
Board	620	4,877	4,257	686.55%
Campaigns	-	-	-	
Special Events Expenses	191,236	262,635	71,399	37.34%
Public Relations	10,860	31,802	20,942	192.83%
Uncollectible Accounts	8,500	7,500	(1,000)	-11.76%
Development Expenses	211,216	306,814	95,598	45.26%
Total Expenses	3,133,450	2,892,616	(240,835)	-7.69%
Income before GIK/Non-Cash Items	8,386	698,418	690,032	8228.20%
		272,038		Without PPP
Gift-In-Kind				
Gift-In-Kind Revenue	149,900	337,228	187,328	124.97%
Gift-In-Kind Expenses	(149,900)	(40,329)	109,571	73.10%
Net Gift-in-Kind	-	296,900	296,900	
Income before Non-Cash Items	8,386	995,318	986,932	11768.55%
Special Projects Contributions	200,000	19,299	(180,701)	-90.35%
Depreciation	(109,299)	(99,431)	9,867	-9.03%
Amortization	-	-	-	
Unrealized Gain/(Loss) on Inv	-	152,322	152,322	
Loss on Disposal of Asset	-	(724)	(724)	
Loss on Inventory Valuation	-	-	-	
Special Projects & Non-Cash Items	90,701	71,465	(19,236)	-21.21%
Net Surplus (Loss)	99,088	1,066,784	967,696	976.61%
		640,404		Without PPP