

Junior Achievement of Arizona				
Budget				
FY 2022-23				
	Forecast FY 21-22	Budget FY 22-23	Variance	
JA Inspire Event	15,000	75,000	60,000	
CAZ K12 Classroom	27,000	31,050	4,050	
K12 Full Program Online Videos	2,400	2,640	240	
K12 Online Resources	12,000	12,600	600	
JA SSMC	600	810	210	
SAZ K12 Students Classroom	10,000	12,000	2,000	
Total K12 Student Numbers	52,000	59,100	7,100	
JABT	13,300	17,955	4,655	
JABT Adventures	500	650	150	
JAFP	2,500	3,000	500	
JAFP Virtual	300	375	75	
Total Capstone Students	16,600	21,980	5,380	
Total Students	83,600	156,080	12,480	
	Forecast FY 21-22	Budget FY 22-23	Variance	
Revenues				
Corporate Gifts	1,979,900	1,727,000	(252,900)	-12.77%
Individual Giving	554,600	596,400	41,800	7.54%
Foundation Gifts	836,900	745,000	(91,900)	-10.98%
Government	1,203,400	1,993,500	790,100	65.66%
PPP-ERC	409,000	-	(409,000)	-100.00%
Amort of LT Op Pledges	(400)	5,200	5,600	-1400.00%
Special Events Revenue	1,052,900	1,106,000	53,100	5.04%
Other Income	102,500	102,100	(400)	-0.39%
Gain on Investments	9,100	-	(9,100)	
Experiential Education Fees	246,200	438,800	192,600	78.23%
Total Revenues and Gains	6,394,100	6,714,000	319,900	5.00%
	5,985,100		728,900	Without PPP
Expenses				
Salaries	2,133,800	2,619,800	486,000	22.78%
Payroll Taxes	154,800	189,000	34,200	22.09%
Insurance & Pension	270,800	306,500	35,700	13.18%
Salaries & benefits	2,559,400	3,115,300	555,900	21.72%
Taxes & Insurance	43,600	47,600	4,000	9.17%
Outside Services	88,900	166,400	77,500	87.18%
Administrative Interest	16,300	12,400	(3,900)	-23.93%
Lease Expense	25,600	27,000	1,400	5.47%
Utilities	30,300	35,200	4,900	16.17%
Maintenance & Repair	113,200	181,800	68,600	60.60%
Supplies	80,100	46,400	(33,700)	-42.07%
Dues & Subscriptions	11,800	20,000	8,200	69.49%
Postage	20,000	20,200	200	1.00%
Telephone	19,300	19,400	100	0.52%
Training	22,100	36,600	14,500	65.61%
Travel	11,200	32,100	20,900	186.61%
Depreciation Leased Equip	13,900	12,200	(1,700)	-12.23%
Business Mtgs/Meals	8,900	14,700	5,800	65.17%
Miscellaneous	36,800	86,800	50,000	135.87%
Operating Expenses	542,000	758,800	216,800	40.00%
Volunteer Recruiting/Recog	100	200	100	100.00%
Stipends/Marketing	12,900	17,800	4,900	37.98%
Scholarship/Annual Meeting Exp	25,100	34,800	9,700	38.65%
K-12 Young Ambassadors	-	-	-	
Program Materials	148,600	228,500	79,900	53.77%
Program & Support Fee	337,800	288,000	(49,800)	-14.74%
Program Expenses	524,500	569,300	44,800	8.54%
Board	4,300	7,000	2,700	
Campaigns	-	-	-	
Special Events Expenses	251,800	248,000	(3,800)	-1.51%
Public Relations	154,500	274,800	120,300	77.86%
Uncollectible Accounts	8,500	8,900	400	4.71%
Development Expenses	419,100	538,700	119,600	28.54%
Total Expenses	4,045,000	4,982,100	937,100	23.17%
Income before GIK/Non-Cash Items	2,349,100	1,731,900	(617,200)	-26.27%
	1,940,100		(208,200)	
Gift-In-Kind	-	-	-	
Gift-In-Kind Revenue	47,300	411,500	364,200	769.98%
Gift-In-Kind Expenses	(46,500)	(411,500)	(365,000)	-784.95%
Net Gift-In-Kind	800	-	(800)	
Income before Non-Cash Items	2,349,900	1,731,900	(618,000)	-26.30%
Special Projects Contributions				
Depreciation	(153,300)	(173,900)	(20,600)	13.44%
Amortization	-	-	-	
Unrealized Gain/(Loss) on Investments	(291,700)	-	291,700	
Loss on Disposal of Asset	-	-	-	
Loss on Inventory Valuation	-	-	-	
Special Projects & Non-Cash Items	(445,000)	(173,900)	271,100	-60.92%
Net Surplus (Loss)	1,904,900	1,558,000	(346,900)	-18.21%
	1,495,900	1,558,000	62,100	