

Junior Achievement of Arizona				
Forecast				
FY 2022-23				
	Approved Budget FY 22-23	Forecast FY 22-23	Variance	
JA Inspire Event	75,000	55,000	(20,000)	
CAZ K12 Classroom	31,050	31,050	-	
K12 Full Program Online Videos	2,640	2,640	-	
K12 Online Resources	12,600	12,600	-	
JA SSMC	810	810	-	
SAZ K12 Students Classroom	12,000	12,000	-	
Total K12 Student Numbers	59,100	59,100	-	Note: At January all K12 programs look to be on track to reach goals.
JABT	17,955	17,955	-	
JABT Adventures	650	650	-	
JAFP	3,000	3,000	-	
JAFP Virtual	375	375	-	
Total Capstone Students	21,980	21,980	-	Note: At January all JABT/JAFP programs look to be on track to reach goals.
Total Students	156,080	136,080	(20,000)	
	Budget FY 22-23	Forecast FY 22-23	Variance	
Revenues				
Corporate Gifts	1,727,000	2,323,900	596,900	34.56%
Individual Giving	596,400	539,100	(57,300)	-9.61%
Foundation Gifts	745,000	622,400	(122,600)	-16.46%
Government	1,993,500	2,084,900	91,400	4.58%
Amort of LT Op Pledges	5,200	(17,900)	(23,100)	-444.23%
Special Events Revenue	1,106,000	1,133,300	27,300	2.47%
Other Income	102,100	102,000	(100)	-0.10%
Gain on Investments	-	32,700	32,700	
Experiential Education Fees	438,800	333,400	(105,400)	-24.02%
Total Revenues and Gains	6,714,000	7,153,800	439,800	6.55%
Expenses				
Salaries	2,619,800	2,687,700	67,900	2.59%
Payroll Taxes	189,000	177,900	(11,100)	-5.87%
Insurance & Pension	306,500	317,500	11,000	3.59%
Salaries & benefits	3,115,300	3,183,100	67,800	2.18%
Taxes & Insurance	47,600	45,200	(2,400)	-5.04%
Outside Services	166,400	266,600	100,200	60.22%
Administrative Interest	12,400	11,900	(500)	-4.03%
Lease Expense	27,000	26,100	(900)	-3.33%
Utilities	35,200	37,400	2,200	6.25%
Maintenance & Repair	181,800	182,600	800	0.44%
Supplies	46,400	81,200	34,800	75.00%
Dues & Subscriptions	20,000	28,900	8,900	44.50%
Postage	20,200	10,300	(9,900)	-49.01%
Telephone	19,400	17,800	(1,600)	-8.25%
Training	36,600	18,400	(18,200)	-49.73%
Travel	32,100	32,500	400	1.25%
Depreciation Leased Equip	12,200	12,200	-	0.00%
Business Mtgs/Meals	14,700	14,800	100	0.68%
Miscellaneous	86,800	81,000	(5,800)	-6.68%
Operating Expenses	758,800	866,900	108,100	14.25%
Volunteer Recruiting/Recog	200	100	(100)	
Stipends/Marketing	17,800	13,200	(4,600)	-25.84%
Scholarship/Annual Meeting Exp	34,800	27,000	(7,800)	
K-12 Young Ambassadors				
Program Materials	228,500	210,900	(17,600)	-7.70%
Program & Support Fee	288,000	288,400	400	0.14%
Program Expenses	569,300	539,600	(29,700)	-5.22%
Board	7,000	13,200	6,200	88.57%
Campaigns				
Special Events Expenses	248,000	269,900	21,900	8.83%
Public Relations	274,800	282,000	7,200	2.62%
Uncollectible Accounts	8,900	8,900	-	0.00%
Development Expenses	538,700	574,000	35,300	6.55%
Total Expenses	4,982,100	5,163,600	181,500	3.64%
Income before GIK/Non-Cash Items	1,731,900	1,990,200	258,300	14.91%
Gift-In-Kind				
Gift-In-Kind Revenue	411,500	59,700	(351,800)	-85.49%
Gift-In-Kind Expenses	(411,500)	(59,700)	351,800	85.49%
Net Gift-In-Kind	-	-	-	
Income before Non-Cash Items	1,731,900	1,990,200	258,300	14.91%
Special Projects Contributions	-	-	-	
Depreciation	(173,900)	(168,700)	5,200	-2.99%
Amortization	-	-	-	
Unrealized Gain/(Loss) on Investments	-	37,500	37,500	
Loss on Disposal of Asset	-	-	-	
Loss on Inventory Valuation	-	-	-	
Special Projects & Non-Cash Items	(173,900)	(131,200)	42,700	-24.55%
Net Surplus (Loss)	1,558,000	1,859,000	301,000	19.32%