

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	2,170,100	443,100	25.66%
Individual Giving	596,400	548,900	(47,500)	-7.96%
Foundation Gifts	745,000	450,400	(294,600)	-39.54%
Government	1,993,500	2,382,500	389,000	19.51%
Amort of LT Op Pledges	5,200	(33,900)	(39,100)	-751.92%
Special Events Revenue	1,106,000	1,138,300	32,300	2.92%
Other Income	102,100	116,400	14,300	14.01%
Gain on Investments	-	32,700	32,700	
Experiential Education Fees	438,800	379,700	(59,100)	-13.47%
Total Revenues and Gains	6,714,000	7,185,100	471,100	7.02%
Expenses				
Salaries	2,619,800	2,664,000	44,200	1.69%
Payroll Taxes	189,000	174,600	(14,400)	-7.62%
Insurance & Pension	306,500	317,200	10,700	3.49%
Salaries & benefits	3,115,300	3,155,800	40,500	1.30%
Taxes & Insurance	47,600	39,200	(8,400)	-17.65%
Outside Services	166,400	231,600	65,200	39.18%
Administrative Interest	12,400	11,900	(500)	-4.03%
Lease Expense	27,000	26,100	(900)	-3.33%
Utilities	35,200	36,300	1,100	3.13%
Maintenance & Repair	181,800	236,600	54,800	30.14%
Supplies	46,400	73,100	26,700	57.54%
Dues & Subscriptions	20,000	31,200	11,200	56.00%
Postage	20,200	10,200	(10,000)	-49.50%
Telephone	19,400	18,000	(1,400)	-7.22%
Training	36,600	17,100	(19,500)	-53.28%
Travel	32,100	33,400	1,300	4.05%
Depreciation Leased Equip	12,200	12,200	-	0.00%
Business Mtgs/Meals	14,700	24,300	9,600	65.31%
Miscellaneous	86,800	77,500	(9,300)	-10.71%
Operating Expenses	758,800	878,700	119,900	15.80%
Volunteer Recruiting/Recog	200	100	(100)	
Stipends/Marketing	17,800	13,800	(4,000)	-22.47%
Scholarship/Annual Meeting Exp	34,800	27,000	(7,800)	
K-12 Young Ambassadors	-	-	-	
Program Materials	228,500	217,300	(11,200)	-4.90%
Program & Support Fee	288,000	288,400	400	0.14%
Program Expenses	569,300	546,600	(22,700)	-3.99%
Board	7,000	15,800	8,800	125.71%
Campaigns	-	-	-	
Special Events Expenses	248,000	286,700	38,700	15.60%
Public Relations	274,800	273,400	(1,400)	-0.51%
Uncollectible Accounts	8,900	8,900	-	0.00%
Development Expenses	538,700	584,800	46,100	8.56%
Total Expenses	4,982,100	5,165,900	183,800	3.69%
Income before GIK/Non-Cash Items	1,731,900	2,019,200	287,300	16.59%
Gift-In-Kind				
Gift-In-Kind Revenue	411,500	56,700	(354,800)	-86.22%
Gift-In-Kind Expenses	(411,500)	(56,700)	354,800	86.22%
Net Gift-in-Kind	-	-	-	
Income before Non-Cash Items	1,731,900	2,019,200	287,300	16.59%
Special Projects Contributions				
Depreciation	(173,900)	(167,300)	6,600	-3.80%
Amortization	-	-	-	
Unrealized Gain/(Loss) on Investments	-	99,800	99,800	
Loss on Disposal of Asset	-	-	-	
Loss on Inventory Valuation	-	-	-	
Special Projects & Non-Cash Items	(173,900)	(67,500)	106,400	-61.18%
Net Surplus (Loss)	1,558,000	1,951,700	393,700	25.27%