

	Junior Achievement of Arizona				
	Forecast - Budget				
	FY 2022-23 - FY 2023-24				
	Actuals FY 21-22	Forecast FY 22-23	Budget FY 23-24	Variance	
JA Inspire	11,088	62,000	90,000	28,000	
CAZ K12 Classroom	39,122	33,500	34,160	660	
Money in Motion	-	-	2,100	2,100	
K12 Full Program Online Videos	5,053	5,000	5,500	500	
K12 Online Resources	24,557	12,000	12,000	-	
JA Student Stock Market Challenge	155	600	1,020	420	
3DE Arizona	-	-	-	-	
SAZ K12 Students Classroom	11,125	12,000	12,840	840	
Total K12 Student Numbers	80,012	63,100	67,620	4,520	
JABT	13,847	18,040	17,300	(740)	
JABT Adventures	480	900	1,000	100	
JAFP	2,156	2,890	2,825	(65)	
JAFP Virtual	712	160	375	215	
Total Capstone Students	17,195	21,990	21,500	(490)	
Total Students	108,295	147,090	179,120	32,030	
	Actuals FY 21-22	Forecast FY 22-23	Budget FY 23-24	Variance	
Revenues					
Corporate Gifts	2,072,900	2,503,000	1,854,400	(648,600)	-34.98%
Individual Giving	550,100	660,700	697,000	36,300	5.21%
Foundation Gifts	1,349,400	153,400	1,235,000	1,081,600	87.58%
Government	2,078,500	2,299,200	1,060,000	(1,239,200)	-116.91%
Amort of LT Op Pledges	(600)	(31,800)	(24,900)	6,900	-27.71%
Special Events Revenue	940,200	1,093,900	1,165,000	71,100	6.10%
Other Income	120,400	141,100	142,600	1,500	1.05%
Gain on Investments	3,300	39,100	-	(39,100)	
Experiential Education Fees	310,500	391,200	487,500	96,300	19.75%
Total Revenues and Gains	7,424,700	7,249,800	6,616,600	(633,200)	-9.57%
Expenses					
Salaries	2,186,700	2,681,800	3,344,000	662,200	19.80%
Payroll Taxes	150,600	178,800	205,300	26,500	12.91%
Insurance & Pension	268,800	334,300	354,500	20,200	5.70%
Salaries & benefits	2,606,100	3,194,900	3,903,800	708,900	18.16%
Taxes & Insurance	44,000	45,900	64,000	18,100	28.28%
Outside Services	139,800	177,900	230,700	52,800	22.89%
Administrative Interest	15,300	17,200	29,400	12,200	41.50%
Lease Expense	25,600	26,100	28,600	2,500	8.74%
Utilities	28,900	29,100	31,900	2,800	8.78%
Maintenance & Repair	121,100	135,500	141,700	6,200	4.38%
Supplies	93,400	70,700	73,100	2,400	3.28%
Dues & Subscriptions	13,700	41,500	40,100	(1,400)	-3.49%
Postage	20,200	16,600	15,700	(900)	-5.73%
Telephone	19,100	18,100	17,000	(1,100)	-6.47%
Training	8,700	15,300	19,700	4,400	22.34%

Travel	11,700	36,700	44,500	7,800	17.53%
Depreciation Leased Equip	13,900	10,300	10,800	500	4.63%
Business Mtgs/Meals	9,400	24,700	22,200	(2,500)	-11.26%
Miscellaneous	41,100	73,900	34,200	(39,700)	-116.08%
Operating Expenses	605,900	739,500	803,600	64,100	7.98%
Volunteer Recruiting/Recog	100	100	8,400	8,300	98.81%
Stipends/Marketing	11,400	15,000	15,100	100	0.66%
Scholarship/Annual Meeting Exp	8,100	5,000	28,100	23,100	82.21%
Program Materials	134,600	182,900	278,100	95,200	34.23%
Program & Support Fee	337,800	288,400	374,000	85,600	22.89%
Program Expenses	492,000	491,400	703,700	212,300	30.17%
Board	4,200	13,200	16,300	3,100	19.02%
Government Relations	-	-	35,000	35,000	100.00%
Special Events Expenses	251,800	301,900	289,700	(12,200)	-4.21%
PR & Marketing	162,500	218,200	353,400	135,200	38.26%
Uncollectible Accounts	12,600	8,900	9,400	500	5.32%
Development Expenses	431,100	542,200	703,800	161,600	22.96%
Total Expenses	4,135,100	4,968,000	6,114,900	1,146,900	18.76%
Income before GIK/Non-Cash Items	3,289,600	2,281,800	501,700	(1,780,100)	-354.81%
Gift-In-Kind					
Gift-In-Kind Revenue	83,300	167,000	245,700	78,700	32.03%
Gift-In-Kind Expenses	(99,700)	(167,000)	(245,700)	(78,700)	-32.03%
Net Gift-in-Kind	(16,400)	-	-	-	
Income before Non-Cash Items	3,273,200	2,281,800	501,700	(1,780,100)	-354.81%
Depreciation	(155,600)	(164,500)	(179,600)	(15,100)	8.41%
Unrealized Gain/(Loss) on Investments	(410,600)	24,200	-	(24,200)	
Special Projects & Non-Cash Items	(566,200)	(140,300)	(179,600)	(39,300)	21.88%
Net Surplus (Loss)	2,707,000	2,141,500	322,100	(1,819,400)	-564.86%