

Junior Achievement of Arizona				
Forecast				
FY 2022-23				
	Approved Budget FY 22-23	Forecast FY 22-23	Variance	
JA Inspire	75,000	62,000	(13,000)	
CAZ K12 Classroom	31,050	33,500	2,450	
Money on the Move				
Money in Millions	2,640	5,000	2,360	
K12 Online Resources	12,600	12,000	(600)	
JA Student Stock Market Challenge	810	600	(210)	
3DE Arizona		-		
SAZ K12 Students Classroom	12,000	12,000	-	
Total K12 Student Numbers	59,100	63,100	4,000	
JABT	17,955	18,040	85	
JABT Adventures	650	900	250	
JAFP	3,000	2,890	(110)	
JAFP Virtual	375	160	(215)	
Total Capstone Students	21,980	21,990	10	
Total Students	156,080	147,090	(8,990)	
	Budget FY 22-23	Forecast FY 22-23	Variance	
Revenues				
Corporate Gifts	1,727,000	2,580,600	853,600	49.43%
Individual Giving	596,400	645,500	49,100	8.23%
Foundation Gifts	745,000	177,900	(567,100)	-76.12%
Government	1,993,500	2,550,700	557,200	27.95%
Amort of LT Op Pledges	5,200	(29,900)	(35,100)	-675.00%
Special Events Revenue	1,106,000	1,095,300	(10,700)	-0.97%
Other Income	102,100	149,000	46,900	45.94%
Gain on Investments	-	39,800	39,800	
Experiential Education Fees	438,800	379,400	(59,400)	-13.54%
Total Revenues and Gains	6,714,000	7,588,300	874,300	13.02%
Expenses				
Salaries	2,619,800	2,674,400	54,600	2.08%
Payroll Taxes	189,000	181,300	(7,700)	-4.07%
Insurance & Pension	306,500	322,300	15,800	5.15%
Salaries & benefits	3,115,300	3,178,000	62,700	2.01%
Taxes & Insurance	47,600	45,700	(1,900)	-3.99%
Outside Services	166,400	212,300	45,900	27.58%
Administrative Interest	12,400	17,000	4,600	37.10%
Lease Expense	27,000	28,000	1,000	3.70%
Utilities	35,200	29,800	(5,400)	-15.34%
Maintenance & Repair	181,800	137,200	(44,600)	-24.53%
Supplies	46,400	93,200	46,800	100.86%
Dues & Subscriptions	20,000	42,500	22,500	112.50%
Postage	20,200	18,500	(1,700)	-8.42%
Telephone	19,400	18,300	(1,100)	-5.67%
Training	36,600	14,800	(21,800)	-59.56%
Travel	32,100	38,200	6,100	19.00%
Depreciation Leased Equip	12,200	7,800	(4,400)	-36.07%
Business Mtgs/Meals	14,700	23,400	8,700	59.18%
Miscellaneous	86,800	26,100	(60,700)	-69.93%
Operating Expenses	758,800	752,800	(6,000)	-0.79%
Volunteer Recruiting/Recog	200	100	(100)	
Stipends/Marketing	17,800	16,200	(1,600)	-8.99%
Scholarship/Annual Meeting Exp	34,800	27,800	(7,000)	
K-12 Young Ambassadors	-	-	-	
Program Materials	228,500	173,200	(55,300)	-24.20%
Program & Support Fee	288,000	288,400	400	0.14%
Program Expenses	569,300	505,700	(63,600)	-11.17%
Board	7,000	12,900	5,900	84.29%
Campaigns	-	-	-	
Special Events Expenses	248,000	325,300	77,300	31.17%
Public Relations	274,800	192,700	(82,100)	-29.88%
Uncollectible Accounts	8,900	17,900	9,000	101.12%
Development Expenses	538,700	548,800	10,100	1.87%
Total Expenses	4,982,100	4,985,300	3,200	0.06%
Income before GIK/Non-Cash Items	1,731,900	2,603,000	871,100	50.30%
Gift-In-Kind				
Gift-In-Kind Revenue	411,500	192,600	(218,900)	-53.20%
Gift-In-Kind Expenses	(411,500)	(192,600)	218,900	53.20%
Net Gift-In-Kind	-	-	-	
Income before Non-Cash Items	1,731,900	2,603,000	871,100	50.30%
Special Projects Contributions				
Depreciation	(173,900)	(162,000)	11,900	-6.84%
Amortization	-	-	-	
Unrealized Gain/(Loss) on Investments	-	(39,500)	(39,500)	
Loss on Disposal of Asset	-	-	-	
Loss on Inventory Valuation	-	-	-	
Special Projects & Non-Cash Items	(173,900)	(201,500)	(27,600)	15.87%
Net Surplus (Loss)	1,558,000	2,401,500	843,500	54.14%