

2017-18 NAAE Budget

Explanatory Notes

Revenue

Dues Calculation

6,539 Active Members* @ \$60 per member	\$ 392,340
31 Retired Members* @ \$35 per member	1,085
58 Associate Members* @ \$35 per member	2,030
899 Student Members @ \$10 per member	8,990
(life members' dues are invested according to NAAE investment policies and do not contribute to the revenue from the dues calculation)	\$ 404,445
*based on the 2015-16 final membership counts	

42 Organizational Members** @ \$750 each	\$ 31,500
**based on the 2015-16 final Organizational Member counts	
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	\$ 435,945

Convention Receipts

Registration – based on previous conventions	\$ 115,000
Convention Sponsorships (other than FFA Foundation)	\$ 24,000
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	\$ 139,000

Fees and Grants

Delmar Scholarships	\$ 7,500
FFA Foundation Management Fees (Management fees on projects NAAE manages as special projects of the National FFA Foundation such as the NATAA, Agriscience Teacher award, FFA convention teacher workshops, NAAE awards programs, and so forth.)	\$ 120,000
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	\$ 127,500

Other Revenue

Interest and dividends	\$ 35,000
Sales of Merchandise (estimate based on past sales)	\$ 6,000
Miscellaneous Income (sale of mailing labels, newsletter advertisements)	\$ 9,000
Investment Income – Life Fund (based on current performance)	\$ 12,000
CASE Management Fee	\$ 24,000
Ag Ed Magazine Business Manager Stipend	\$ 4,000
Council Management Fee	\$ 5,000
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	\$ 95,000

FFA Foundation Projects

NPS Ag Ed Leadership Luncheon	\$ 4,225
Outstanding Middle/Secondary Program	\$ 11,000
Outstanding Teacher	\$ 11,000
Outstanding Postsecondary/Adult Program	\$ 11,000
Outstanding Young Member	\$ 11,000
Teachers Turn the Key	\$ 52,500
XLR8	\$ 24,000
Communities of Practice	\$ 57,400
Lifetime Achievement	\$ 2,500
NAAE Convention Sponsorships	\$ 60,000
National Teach Ag Campaign	\$ 450,000
NATAA	\$ 120,000
FFA Conv't Teacher Workshops	\$ 20,000
Agriscience Teacher of the Year	\$ 24,600
Upper Division Scholarships	\$ 22,000
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	\$ 881,225

Total Revenue **\$ 1,678,670**

Expenses**General Office/Administrative Expenses**

Salaries	
Executive Director	\$128,750
Associate Executive Director	76,863
Communications/Marketing Coordinator	65,882
Program Communications Assistant	37,312
Meeting Planner/Advocacy Coordinator	35,180
Membership Coordinator / Prgm Assistant	28,000
Student Assistants	15,000
Total Salaries	\$ 386,987
Benefits and Taxes	
401(k) Contributions (7% of qualified salaries)	\$26,039
401(k) Plan Administration Fees (\$1,750 annually plus \$25/participant)	1,900
Total FICA and SS (7.65% of all salaries)	29,605
Parking Fees	2,375
Health Insurance	45,780
Total Disability Insurance	1,900
Total Life Insurance	1,600
Total Benefits and Taxes	\$ 109,199
Depreciation	\$ 4,000
Telephone	\$ 6,000
(based on past figures)	
Postage	
General (based on past figures)	\$ 8,000

Travel		
Staff		
Travel (35 trips @ \$1,000 each)		\$35,000
Board of Directors		
Spring Meeting (8 @ \$875 each)	\$7,000	
Summer Meeting (8 @ \$875 each)	7,000	
3 trips per region @ \$600 each	10,800	
President -- 5 trips @ \$600 each	3,000	
President Elect -- 5 trips @ \$600 each	3,000	
NYFEA Rep (3 trips @ \$500 each)	1,500	
Miscellaneous	7,700	
Subtotal Travel Board of Directors		\$ 40,000
Substitute Hire Behinds (based on past figures)		\$ 500
Regional Secretaries		
(includes actual travel expenses to attend the regional summer conference and the NAAE convention – estimated at \$3,000 for each of the six persons. Increase estimated on past history.)		\$ 18,000
Public Relations		\$ 1,000
(includes expressions of condolences and congratulations and costs of meals with agricultural education advocates)		
Professional Liability Insurance		\$ 38,790
(7,758 members @ \$5 each; based on the 2015-16 actual count of active, active life, and student members projected in this budget)		
Memberships and Contributions		\$ 20,000
(includes \$8,000 to The Council; based on past figures)		
Promotion and Marketing		\$ 25,000
(National FFA Expo, marketing plan)		
Rent (\$2,500 discount due to Jackman's teaching)		\$ 10,000
Computer Service/Equip Maintenance		\$ 8,000
(increase due to CoP maintenance)		
Photocopies (2,000 copies @ 5 cents each)		\$ 100
Accounting Services		\$ 16,400
(\$700 per month; \$8,000 for audit & taxes)		
Legal Services		\$ 1,000
Insurance		
Board of Directors Liability	\$ 5,950	
Travel Accident Insurance	400	
General Liability and Workman's Comp	3,500	
401(k) Plan Insurance	150	
Total Insurance		\$ 10,000
Office Supplies		\$ 13,000
(based on past figures)		
Staff Training and Education		\$ 500
(based on past figures)		
Delmar Scholarships (Upperdivision)		\$ 7,500

Merchandise	\$ 2,500
Printing – General	\$ 3,000
Bank charges, interest, investment fees	\$ 100
Business Taxes	\$ 50
NPS Expense (Reg Fees and Dinner for ACTE NPS)	\$ 5,000
Webinar Expenses	\$ 500
Website Maintenance	\$ 18,000
Credit Card Processing	\$ 4,000

Subtotal General Office/Administrative Expenses **\$ 792,126**

FFA Foundation Projects

NPS Ag Ed Leadership Luncheon	\$ 4,225
Outstanding Middle/Secondary Program	\$ 11,000
Outstanding Teacher	\$ 11,000
Outstanding Postsecondary/Adult Program	\$ 11,000
Outstanding Young Member	\$ 11,000
Teachers Turn the Key	\$ 46,500
XLR8	\$ 24,000
Communities of Practice	\$ 38,000
Lifetime Achievement	\$ 2,500
NAAE Convention Sponsorships	\$ 55,000
National Teach Ag Campaign	\$ 410,000
NATAA	\$ 120,000
Agriscience Teacher of the Year	\$ 10,000
Upper Division Scholarships	\$ 22,000

Subtotal FFA Foundation Projects **\$ 776,225**

Convention Expenses (all based on past figures)

Travel	
Board of Directors	\$ 23,000
Staff	\$ 12,000
Committee Chair/Vice Chair Expenses	\$ 4,550
Plaques and gifts	\$ 2,000
Meal Functions (not sponsored)	\$ 10,000
Marketing	\$ 2,000
Postage and Shipping	\$ 2,000
Equipment rental	\$ 20,000
Award Expenses	\$ 10,000

Subtotal Convention Expenses **\$ 85,550**

3 Percent of Projected Revenue Set-aside **\$ 23,923**

(excluding the FFA Foundation Project revenue)

Total Expenses **\$ 1,677,824**

Excess of Revenue Over Expenses **\$ 846**