

2018-19 NAAE Budget

REVENUE		
Member Dues		
Active, Associate and Collegiate		\$408,280
Organizational Memberships		\$15,000
Subtotal Member Dues		\$423,280
Convention Receipts		
Registration Fees		\$127,000
Sponsorships (other than FFA Foundation)		\$20,000
Subtotal Convention Receipts		\$147,000
Fees and Grants		
Delmar Scholarships (Upperdivision)		\$7,500
Subtotal Fees and Grants		\$7,500
Other Revenue		
Interest and dividends		\$35,000
Unrealized Gains on Investments		
Sales of Merchandise		\$6,000
Miscellaneous Income		\$9,000
Investment Income – Life Fund		\$12,000
CASE Management Fees		\$24,000
Ag Ed Magazine Business Manager Stipend		\$4,000
Council MMM Management Fee		\$5,000
Subtotal Other Revenue		\$95,000
FFA Foundation Projects		
NPS Ag Ed Leadership Dinner		\$4,225
Outstanding Middle/Secondary Program		\$15,580
Outstanding Teacher		\$15,580
Outstanding Postsecondary/Adult Program		\$15,025
Outstanding Early Career Teacher		\$16,400
Teachers Turn the Key		\$65,600
XLR8		\$78,800
Communities of Practice		\$67,200
Lifetime Achievement Awards		\$4,920
NAAE Convention Sponsorships		\$65,000
National Teach Ag Campaign		\$975,000
Nat'l Agriscience Teacher Ambassadors		\$164,000
Agriscience Initiative		\$24,600
Upper Division Scholarships		\$20,000
Subtotal FFA Foundation Projects		\$1,531,930
TOTAL REVENUE		\$2,204,710

2018-19 NAAE Budget

EXPENSES		
General Office/Administration Expenses		
Salaries		\$390,000
Employee Benefits		\$109,815
Depreciation		\$4,000
Telephone		\$6,000
Postage -- General		\$8,000
Travel -- Staff		\$35,000
Travel -- Board of Directors		\$40,000
Substitute Teacher Hire Behinds		\$500
Travel -- Regional Secretaries		\$18,000
Public Relations		\$1,000
Professional Liability Insurance		\$39,425
Memberships and Contributions		\$20,000
Promotion/Marketing		\$25,000
Rent		\$10,050
Computer Service/Equipment Maintenance		\$20,000
Photocopies		\$100
Accounting Services		\$16,400
Legal Services		\$1,000
Insurance		\$12,000
Office Supplies		\$13,000
Staff Training and Education		\$1,000
Delmar Scholarships (Upperdivision)		\$7,500
Merchandise		\$5,000
Printing -- General		\$3,000
Bank Charges, Interest, Investment Fees		\$100
Business Taxes		\$50
NPS Expenses		\$5,000
Webinar Expenses		\$500
Website Maintenance		\$18,000
Credit Card Processing		\$4,000
Subtotal General Office/Administrative Expenses		\$813,440
FFA Foundation Projects Expenses		
NPS Ag Ed Leadership Dinner		\$4,225
Outstanding Middle/Secondary Program		\$9,000
Outstanding Teacher		\$9,000
Outstanding Postsecondary/Adult Program		\$9,000
Outstanding Early Career Teacher		\$9,000
Teachers Turn the Key		\$40,000
XLR8		\$40,000
Communities of Practice		\$38,000
Lifetime Achievement		\$2,500
NAAE Convention Sponsorships		\$55,000
National Teach Ag Campaign		\$900,000
NATAA		\$130,000
Agriscience Initiative		\$20,000
Upper Division Scholarships		\$20,000
Subtotal FFA Foundation Projects Expenses		\$1,285,725

2018-19 NAAE Budget

NAAE Convention Expenses		
Travel -- Board of Directors		\$23,000
Travel -- Staff		\$12,000
Committee Chair/Secretary Expenses		\$4,550
Plaques and Gifts		\$2,000
Meal Functions		\$1,500
Marketing		\$5,000
Postage and Shipping		\$4,000
Equipment Rental		\$24,000
Awards Expenses		\$9,000
Subtotal NAAE Convention Expenses		\$85,050
Three Percent of Projected Revenue Set-Aside **		\$20,183
TOTAL EXPENSES		\$2,204,398
EXCESS REVENUE OVER EXPENSES		\$312

**NAAE
2018-19 Dues Revenue Calculations***

Type	Number	Dues	Total
Active	6,593	\$60	\$395,580
Retired	19	\$35	\$665
Associate	65	\$35	\$2,275
Student	976	\$10	\$9,760
			\$408,280
* Based on the final 2016-17 membership counts in each membership type.			
ProLiability	6,593	Active	
	976	Student	
	316	Active Life	
	7,885		
	x \$5		
	\$39,425		

NAAE 2018-19 Breakdown of Staff Salaries and Fringes

Position	Salaries	401(k) Contributions*	401(k) Plan Costs	Payroll Taxes**	Parking	UK Fringes	Health Insurance	Disability Insurance	Life Insurance	Total Benefits Cost	Total Cost
Executive Director	\$132,000	\$9,240	\$25	\$10,098	\$425		\$7,630	\$1,900	\$1,600	\$30,918	\$162,918
Associate Executive Director	\$80,000	\$5,600	\$25	\$6,120	\$425		\$7,630			\$19,800	\$99,800
Communications/Marketing Coord.	\$55,000	\$3,850	\$25	\$4,208	\$425		\$7,630			\$16,138	\$71,138
Program Communications Assistant	\$41,000	\$2,870	\$25	\$3,137	\$425		\$7,630			\$14,087	\$55,087
Meeting Planner/Advocacy Coord	\$38,000	\$2,660	\$25	\$2,907	\$425		\$7,630			\$13,647	\$51,647
Membership Coord./Prgm Assisant	\$29,000	\$2,030	\$25	\$2,219	\$425		\$7,630			\$12,329	\$41,329
Student Assistants	\$15,000			\$1,148						\$1,148	\$16,148
Expense Across All Positions			\$1,750							\$1,750	\$1,750
	\$390,000	\$26,250	\$1,900	\$29,835	\$2,550	\$0	\$45,780	\$1,900	\$1,600	\$109,815	\$499,815
CASE Outreach Director	\$63,225	\$4,426	\$25	\$4,837	\$250		\$7,630			\$17,167	\$80,392
CASE/Teach Ag Marketing Assistant	\$37,200	\$2,604	\$25	\$2,846	\$425		\$7,630			\$13,530	\$50,730
Total Salaries	\$390,000										
Total Benefits	\$109,815										
Total Employee Costs	\$499,815										
*Assumes all eligible employees contribute at least four percent of salary and NAAE, therefore, contributes seven percent of salary.)											
All employees may not contribute their four percent, which means the NAAE contribution could be less.											
**Payroll taxes calculated at 7.65 percent of salary.											

2018-19 NAAE Proposed Budget

Explanatory Notes

Revenue

Dues Calculation

6,593 Active Members* @ \$60 per member	\$ 395,580
19 Retired Members* @ \$35 per member	665
65 Associate Members* @ \$35 per member	2,275
976 Student Members @ \$10 per member	9,760
(life members' dues are invested according to NAAE investment policies and do not contribute to the revenue from the dues calculation)	\$ 408,280
*based on the 2015-16 final membership counts	

20 Organizational Members** @ \$750 each	\$ 15,000
**based on the number of 2016-17 Organizational Members that paid directly to NAAE (not through FFA Foundation)	<u>\$ 423,280</u>

Convention Receipts

Registration – based on previous conventions	\$ 127,000
Convention Sponsorships (other than FFA Foundation)	\$ 20,000
	<u>\$ 147,000</u>

Fees and Grants

Delmar Scholarships	\$ 7,500
	<u>\$ 7,500</u>

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
	<u>\$ 95,000</u>

FFA Foundation Projects

NPS Ag Ed Leadership Luncheon	\$ 4,225
Outstanding Middle/Secondary Program	\$ 15,580
Outstanding Teacher	\$ 15,580
Outstanding Postsecondary/Adult Program	\$ 15,025
Outstanding Early Career Teacher	\$ 16,400
Teachers Turn the Key	\$ 65,600
XLR8	\$ 78,800
Communities of Practice	\$ 67,200
Lifetime Achievement	\$ 4,920
NAAE Convention Sponsorships	\$ 65,000
National Teach Ag Campaign	\$ 975,000
NATAA	\$ 164,000
Agriscience Initiative	\$ 24,600
Upper Division Scholarships	\$ 20,000
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	\$ 1,531,930

Total Revenue **\$ 2,204,710**

Expenses**General Office/Administrative Expenses**

Salaries (refer to spreadsheet for details)	\$ 390,000
Benefits and Taxes (refer to spreadsheet for details)	\$109,815
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	\$ 39,425
(7,885 members @ \$5 each; based on the 2016-17 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)	\$ 10,050
Computer Service/Equip Maintenance	\$ 20,000
(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	5,500
401(k) Plan Insurance	150
Total Insurance	\$ 12,000
Office Supplies	\$ 13,000
(based on past figures)	
Staff Training and Education	\$ 1,000
(based on past figures)	
Delmar Scholarships (Upperdivision)	\$ 7,500
Merchandise	\$ 5,000
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	\$ 813,440
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FFA Foundation Projects

NPS Ag Ed Leadership Luncheon	\$ 4,225
Outstanding Middle/Secondary Program	\$ 9,000
Outstanding Teacher	\$ 9,000
Outstanding Postsecondary/Adult Program	\$ 9,000
Outstanding Early Career Teacher	\$ 9,000
Teachers Turn the Key	\$ 40,000
XLR8	\$ 40,000
Communities of Practice	\$ 38,000
Lifetime Achievement	\$ 2,500

NAAE Convention Sponsorships	\$ 55,000
National Teach Ag Campaign	\$ 900,000
NATAA	\$ 130,000
Agriscience Initiative	\$ 20,000
Upper Division Scholarships	\$ 20,000
Subtotal FFA Foundation Projects	\$ 1,285,725
Convention Expenses (all based on past figures)	
Travel	
Board of Directors	\$ 23,000
Staff	\$ 12,000
Committee Chair/Secretary Expenses	\$ 4,550
Plaques and gifts	\$ 2,000
Meal Functions (not sponsored)	\$ 1,500
Marketing	\$ 5,000
Postage and Shipping	\$ 4,000
Equipment rental	\$ 24,000
Award Expenses	\$ 9,000
Subtotal Convention Expenses	\$ 85,050
3 Percent of Projected Revenue Set-aside	\$ 20,183
(excluding the FFA Foundation Project revenue)	
Total Expenses	\$ 2,204,398
Excess of Revenue Over Expenses	\$ 312