

**NAAE Expenses/Income and Budget
FY 2005 - FY 2018**

Budget Category	FY 2005 Actual	FY 2006 Actual	FY 2007 Actual	FY 2008 Actual	FY 2009 Actual	FY 2010 Actual	FY 2011 Actual	FY 2012 Actual	FY 2013 Actual	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2017 Budget	FY2018 Budget
REVENUE															
Member Dues															
Active, Associate and Collegiate	\$319,390	\$368,790	\$411,286	\$396,640	\$391,279	\$400,854	\$394,918	\$375,600	\$388,660	\$386,067	\$407,980	\$421,072	\$408,179	\$394,880	\$404,445
Organizational Membership	\$13,000	\$12,000	\$24,000	\$32,550	\$28,500	\$31,250	\$28,750	\$30,700	\$28,500	\$30,750	\$17,400	\$31,500	\$30,750	\$30,750	\$31,500
NSTA Dues							\$832								
Subtotal member dues	\$332,390	\$380,790	\$435,286	\$429,190	\$419,779	\$432,104	\$424,500	\$406,300	\$417,160	\$416,817	\$425,380	\$452,572	\$438,929	\$425,630	\$435,945
Convention receipts															
Registration	\$80,475	\$75,619	\$77,970	\$104,315	\$76,751	\$83,892	\$99,693	\$82,293	\$94,847	\$122,817	\$108,443	\$113,604	\$127,206	\$115,000	\$115,000
Trade Show	\$3,000	\$1,250	\$900	\$900	\$300	\$1,500	\$1,500	\$300	\$600	\$900	\$1,810	\$1,200	\$1,800		
Sponsorships	\$31,373	\$36,750	\$20,950	\$21,950	\$31,700	\$56,479	\$59,214	\$28,950	\$18,850	\$15,863	\$10,850	\$31,579	\$17,250	\$16,000	\$24,000
Ticket Income	\$2,608	\$1,275	\$2,550		\$1,215			\$227							
Host State Social		\$7,925	\$7,075		\$8,424	\$8,572		\$7,975	\$2,220		\$8,897				
Subtotal convention receipts	\$117,456	\$122,819	\$109,445	\$127,165	\$118,390	\$150,443	\$160,407	\$119,745	\$116,517	\$139,580	\$130,000	\$146,383	\$146,256	\$131,000	\$139,000
Fees and Grants															
Delmar Learning (Upper Division Scholars)	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500
Scholarship Revenue (from Convention)	\$1,935	\$2,085	\$2,386	\$1,811	\$2,146	\$1,667	\$1,813	\$1,389	\$1,357	\$1,494	\$1,486	\$2,346	\$0	\$1,500	
Foundation Management Fees	\$7,497	\$12,715	\$14,119	\$16,427	\$3,600		\$60,406	\$94,402	\$88,969	\$93,237	\$84,887	\$90,787	\$95,000	\$95,000	\$120,000
Subtotal fees and grants	\$16,932	\$22,300	\$24,005	\$25,738	\$13,246	\$9,167	\$69,719	\$103,291	\$97,826	\$102,231	\$93,873	\$100,633	\$102,500	\$104,000	\$127,500
Other Revenue															
Interest and dividends	\$4,294	\$7,891	\$23,937	\$34,759	\$8,716	\$6,590	\$7,603	\$9,704	\$22,610	\$22,799	\$38,148	\$34,236	\$20,568	\$35,000	\$35,000
Unrealized Gains on Investments						\$43,759	\$103,299	-\$34,455	\$62,775	\$118,091	-\$12,641	-\$70,184	\$104,587		
Sales of Merchandise	\$8,230	\$7,009	\$6,214	\$8,689	\$10,335	\$9,676	\$8,715	\$8,672	\$9,076	\$11,359	\$7,017	\$6,096	\$7,838	\$10,000	\$6,000
Miscellaneous Income	\$1,395		\$2,650	\$4,150	\$5,726	\$3,000	\$6,000	\$7,877	\$5,272	\$4,386	\$5,011	\$8,227	\$15,550	\$10,000	\$9,000
Investment Income-Life Fund	\$482	\$290	\$2,810	\$7,537	\$1,249	\$1,188	\$3,295	\$3,936	\$860	\$803	\$12,859	\$12,360	\$6,263	\$11,000	\$12,000
USDA BFRDP Grant								\$14,474	\$22,507	\$67,529	\$12,797				
Farmer 2 Farmer Program										\$15,000		\$15,000			
CASE Management Fee								\$20,000	\$20,000	\$20,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000
Ag Ed Magazine Business Manager Stipend					\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
Council MMM Management Fee								\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Contributions to Legislative Fund	\$656	\$980	\$1,045	\$730	\$1,160	\$700	\$49	\$704	\$695	\$550	\$480	\$490	\$580		
Seeds of Hope -- Hurricane Relief		\$673													
Ag Educator Relief Fund		\$8,305	\$7,743	\$1,307	\$1,681	\$1,196	\$2,752	\$7,678	\$5,042	\$3,378	\$1,908	\$6,466	\$26,812		
State Assoc Website Development									\$800						
Credit Card Revenue (test phase)										\$95					
General Sponsorships		\$6,000		\$22,375											
FL Dept. of Citrus (New Freshman Scholars)	\$11,000	\$11,000													
MBNA Affinity Credit Card Program	\$1,073	\$837	\$565	\$691	\$800	\$1,072									
Toyota Vehicle Lease Management Fee				\$5,333	\$2,732										
Webinar Revenue				\$180	\$9,382	\$4,100									
Subtotal other revenue	\$27,130	\$42,985	\$44,964	\$85,751	\$45,781	\$75,281	\$135,713	\$47,590	\$158,637	\$272,990	\$98,579	\$45,691	\$215,198	\$99,000	\$95,000
FFA Foundation Projects															
NPS Ag Ed Leadership Dinner					\$3,280			\$820				\$4,225	\$4,225		\$4,225
Outstanding Young Member	\$11,726	\$10,020	\$18,975	\$10,020	\$13,239	\$11,661	\$7,452	\$8,655	\$13,215	\$5,803	\$18,334	\$18,766	\$13,726	\$11,000	\$11,000
Outstanding Teacher	\$14,378	\$11,417	\$15,453	\$13,668	\$15,567	\$12,205	\$7,398	\$9,830	\$11,752	\$6,699	\$14,442	\$19,784	\$7,380	\$11,000	\$11,000
Outstanding Middle/Secondary Program	\$11,140	\$12,793	\$12,620	\$19,950	\$13,621	\$12,577	\$8,509	\$8,473	\$8,491	\$7,571	\$10,944	\$15,406	\$8,200	\$11,000	\$11,000

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FY 2005 - FY 2018**

Budget Category	FY 2005 Actual	FY 2006 Actual	FY 2007 Actual	FY 2008 Actual	FY 2009 Actual	FY 2010 Actual	FY 2011 Actual	FY 2012 Actual	FY 2013 Actual	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2017 Budget	FY2018 Budget
Outstanding Postsec/Adult Program	\$12,294	\$12,938	\$16,835	\$15,062	\$14,443	\$13,144	\$5,805	\$14,219	\$11,420	\$7,496	\$9,745	\$19,417		\$11,000	\$11,000
Teachers Turn the Key	\$64,641	\$64,668	\$80,790	\$61,371	\$58,315	\$59,701	\$42,157	\$45,105	\$48,710	\$48,891	\$73,465	\$107,780		\$46,500	\$52,500
XLR8										\$24,089	\$29,202	\$51,706	\$24,999	\$24,000	\$24,000
Communities of Practice										\$5,460	\$38,135	\$97,580	\$57,400	\$57,400	\$57,400
Lifetime Achievement	\$1,787	\$260		\$780				\$768	\$1,994	\$1,300	\$1,625	\$4,920	\$3,120	\$2,500	\$2,500
Outstanding Service Citation									\$1,176	\$1,625	\$975	\$2,460			
NAAE Convention Sponsorships	\$13,357	\$10,015	\$22,550	\$26,479	\$18,426	\$12,790	\$27,410	\$56,655	\$41,856	\$34,573	\$48,640	\$100,469	\$29,028	\$55,000	\$60,000
International Forum	\$6,626	\$4,708		\$10,872											
Nursery/Landscape Grants	\$4,100	\$4,100	\$4,100	\$3,900	\$4,041										
Greenhouse Grants						\$20,500						\$4,100			
National Teach Ag Campaign						\$46,721	\$43,426	\$86,016	\$126,861	\$168,126	\$226,118	\$669,930	\$475,686	\$450,000	\$450,000
DuPont Agriscience -- NATAA/NAII							\$70,807	\$77,559	\$141,086	\$123,663	\$251,574	\$145,471	\$140,294	\$120,000	\$120,000
Teacher Workshops -- FFA Convention							\$1,098	\$9,970	\$1,094	\$3,346	\$5,001	\$20,000	\$20,000	\$20,000	\$20,000
Internet Café -- FFA Convention							\$2,484	\$2,639	\$11,085	\$8,352		\$1,476			
Pfizer Classroom -- FFA Convention							\$1,212	\$8,453	\$4,243						
Agriscience Teacher of the Year								\$13,700	\$17,515	\$14,768	\$10,368	\$10,432	\$8,600	\$8,000	\$24,600
Regional Grants -- Ford							\$18,000	\$18,000		\$18,000	\$18,000	\$18,000			
Student Teacher Scholarships												\$62,000	\$13,527	\$22,000	\$22,000
Risk Management Education (travel reimbursement)					\$8,124	\$14,376									
Subtotal FFA Foundation Projects	\$140,049	\$130,919	\$171,323	\$162,102	\$149,056	\$203,675	\$235,758	\$360,862	\$440,498	\$479,762	\$756,568	\$1,365,242	\$806,185	\$849,400	\$881,225
Council Support	\$75,000														
Pioneer Student Leadership Academy		\$133,000	\$9,000												
CASE Program Net Gain/Loss						\$18,207	-\$161,306	-\$68,522	-\$74,224	\$180,672	\$41,002	\$271,068	-\$211,928		
TOTAL REVENUE**	\$708,957	\$832,813	\$794,023	\$829,946	\$746,252	\$870,670	\$1,026,097	\$1,037,788	\$1,230,638	\$1,411,380	\$1,504,400	\$2,280,028	\$1,709,068	\$1,609,030	\$1,678,670
**not including CASE gains/losses															
EXPENSES															
General Office/Administrative Expenses															
Salaries	\$191,041	\$198,194	\$205,703	\$212,272	\$223,751	\$239,124	\$278,927	\$298,523	\$323,665	\$327,465	\$372,298	\$428,823	\$483,161	\$363,967	\$386,987
Benefits and Taxes	\$28,187	\$35,796	\$44,093	\$47,357	\$47,015	\$54,635	\$69,542	\$72,015	\$73,406	\$82,087	\$87,392	\$98,015	\$91,278	\$101,023	\$109,199
Depreciation	\$5,763	\$5,206	\$5,417	\$5,704	\$6,654	\$6,718	\$4,514	\$3,040	\$3,229	\$3,431	\$3,032	\$3,579	\$3,319	\$4,000	\$4,000
Telephone	\$2,690	\$4,110	\$3,744	\$3,633	\$3,957	\$5,000	\$4,967	\$2,952	\$3,279	\$6,403	\$4,697	\$5,578	\$4,884	\$5,000	\$6,000
Postage -- General	\$5,490	\$4,157	\$3,430	\$4,520	\$4,493	\$5,885	\$5,958	\$6,241	\$5,868	\$6,687	\$6,361	\$7,781	\$7,717	\$6,500	\$8,000
Travel -- Staff	\$19,924	\$23,263	\$19,208	\$30,884	\$25,266	\$31,501	\$21,061	\$22,760	\$35,121	\$30,441	\$32,619	\$32,186	\$39,518	\$35,000	\$35,000
Travel -- Board of Directors	\$33,644	\$34,422	\$33,387	\$24,990	\$35,444	\$32,191	\$39,451	\$34,108	\$43,154	\$38,460	\$43,145	\$27,008	\$33,683	\$40,000	\$40,000
Substitute Teacher Hire Behinds								\$0	\$0	\$299	\$0	\$0	\$0	\$500	\$500
Travel -- Alternate VPs/Regional Secretaries	\$8,566	\$8,530	\$7,185	\$5,203	\$11,541	\$12,575	\$10,948	\$12,552	\$15,919	\$12,736	\$18,427	\$6,578	\$11,654	\$18,000	\$18,000
Travel -- Special Projects	\$7,731	\$5,695	\$1,498	-\$25	\$734										
Public Relations	\$562	\$1,003	\$420	\$469	\$521	\$386	\$643	\$208	\$1,180	\$605	\$825	\$1,090	\$520	\$1,000	\$1,000
Local	\$57														
Professional Liability Insurance	\$39,465	\$38,075	\$38,340	\$37,390	\$36,895	\$37,125	\$37,415	\$37,270	\$36,610	\$36,485	\$36,810	\$38,200	\$38,775	\$38,200	\$38,790
Memberships and Contributions	\$18,593	\$15,685	\$11,503	\$11,557	\$13,775	\$11,283	\$20,457	\$16,332	\$16,465	\$16,383	\$19,784	\$19,640	\$21,329	\$20,000	\$20,000
Promotion/Marketing	\$14,453	\$4,227	\$9,389	\$13,955	\$32,186	\$25,598	\$8,797	\$9,701	\$7,121	\$13,222	\$8,450	\$25,662	\$24,490	\$15,000	\$25,000
Rent				\$7,500	\$7,500	\$7,500	\$7,500	\$5,000	\$2,500	\$2,500	\$5,000	\$7,550	\$7,550	\$7,550	\$10,000
Storage										\$1,055		\$2,270	\$2,708		
Computer Service/Equip. Maint.		\$751	\$285	\$1,670	\$1,986	\$713	\$4,304	\$7,072	\$6,035	\$8,182	\$8,216	\$8,612	\$14,875	\$8,000	\$8,000
Photocopies	\$10	\$107	\$40	\$17	\$63	\$15	\$210	\$89	\$0	\$71	\$0		\$100	\$100	\$100
Accounting Services	\$9,800	\$10,300	\$11,100	\$11,400	\$11,900	\$12,400	\$12,700	\$13,100	\$13,500	\$13,500	\$15,800	\$15,755	\$16,300	\$15,800	\$16,400
Legal Services	\$54	\$543		\$7,557	\$1,445		\$1,744	\$2,419	\$1,035	\$0	\$0	\$0	\$0	\$1,000	\$1,000
Insurance	\$3,536	\$3,823	\$4,415	\$5,459	\$5,025	\$7,546	\$5,886	\$5,939	\$4,076	\$7,880	\$11,475	\$11,570	-\$1,978	\$10,000	\$10,000

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FY 2005 - FY 2018**

Budget Category	FY 2005 Actual	FY 2006 Actual	FY 2007 Actual	FY 2008 Actual	FY 2009 Actual	FY 2010 Actual	FY 2011 Actual	FY 2012 Actual	FY 2013 Actual	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2017 Budget	FY2018 Budget
Office supplies	\$5,622	\$4,611	\$4,542	\$7,277	\$5,430	\$6,866	\$7,007	\$7,854	\$10,736	\$7,709	\$11,368	\$13,085	\$10,273	\$10,000	\$13,000
Staff training and education	\$537	\$2,400	\$1,034	\$849	\$590	\$522	\$54	\$0	\$189	\$336	\$625	\$150	\$964	\$500	\$500
Florida Citrus New Freshman Scholarships	\$10,000	\$10,000													
Delmar Learning Upper Div Scholarships	\$11,250	\$11,250	\$10,500	\$10,500	\$11,250	\$11,250	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500
Additional Upper Div Scholarships							\$4,500	\$3,750	\$3,000	\$3,750	\$3,750	\$3,750	\$0	\$1,500	
Merchandise	\$18,569	\$19,284	\$19,810	\$10,585	\$16,177	\$4,134	\$6,430	\$2,892	\$7,064	\$2,423	\$2,039	\$6,003	\$3,336	\$2,500	\$2,500
Printing -- General	\$545	\$2,752	\$4,882	\$5,216	\$5,910	\$2,290	\$3,882	\$4,458	\$3,082	\$1,696	\$2,696	\$3,090	\$4,028	\$3,000	\$3,000
Bank charges, interest, investment fees	\$58	\$92	\$26	\$25	\$254	\$1,653		\$3,255	\$6,317	\$7,256	\$5,943	\$5,781	\$7,905	\$100	\$100
Business Property Taxes/Licenses/Fees	\$73	\$147	\$154	\$4	\$68	\$48	\$82	\$55	\$35	\$111	\$25	\$25	\$25	\$100	\$50
BFRDP Grant									\$10,000	\$24,375	\$7,500	\$3,500			
Contract Labor									\$3,250						
Website Development									\$15,000	\$50,166	\$13,042				
Moving Expenses (one year only)	\$1,478	\$639													
Seeds of Hope -- Hurricane Relief		\$15,673													
Ag Ed Opportunities Fund			\$15,000	\$10,000											
Ag Educator Relief Fund		\$2,800	\$5,000	\$2,500	\$1,000	\$1,500	\$4,500	\$2,000	\$2,850	\$8,000	\$6,300	\$5,800	\$8,000		
NPS Expenses			\$4,458	\$9,835	\$6,462	\$7,397	\$7,378	\$12,095	\$13,379	\$10,542	\$12,172	\$9,710	\$9,500	\$5,000	\$5,000
Webinar Expenses				\$1,061	\$3,003	\$1,188	\$1,188	\$1,188	\$1,188	\$990	\$1,576	\$301	\$535	\$1,200	\$500
Website Maintenance												\$18,863	\$15,231	\$13,000	\$18,000
Communities of Practice Expenses					\$3,960	\$6,416	\$9,239	\$10,853	\$13,096	\$17,391					
NSTA Dues							\$896								
Professional Development Initiatives													\$318		
Credit Card Processing										\$400	\$2,512	\$3,611	\$5,406	\$2,500	\$4,000
Miscellaneous	\$993		\$4,696	\$345			\$195	\$578	\$355	\$2,027	\$399	\$344			
Subtotal general office/admin.	\$438,691	\$463,535	\$469,259	\$489,709	\$524,255	\$533,459	\$587,875	\$605,799	\$689,204	\$752,564	\$751,778	\$821,410	\$872,804	\$737,540	\$792,126
FFA Foundation Projects Expenses															
NPS Ag Ed Leadership Dinner															\$4,225
Outstanding Young Member	\$11,726	\$10,020	\$18,975	\$10,020	\$14,154	\$10,636	\$7,452	\$8,655	\$8,390	\$5,156	\$11,858	\$11,632	\$12,385	\$11,000	\$11,000
Outstanding Teacher	\$14,378	\$11,417	\$15,453	\$13,668	\$15,494	\$11,352	\$7,398	\$9,603	\$9,300	\$6,928	\$11,474	\$11,404	\$8,593	\$11,000	\$11,000
Outstanding Middle/Secondary Program	\$11,140	\$12,793	\$12,620	\$19,950	\$13,383	\$11,374	\$8,509	\$8,473	\$10,464	\$8,221	\$10,462	\$10,223	\$6,676	\$11,000	\$11,000
Outstanding Postsec/Adult Program	\$12,294	\$12,938	\$16,835	\$15,062	\$13,710	\$11,587	\$5,805	\$14,487	\$9,372	\$6,829	\$10,719	\$8,308	\$8,280	\$11,000	\$11,000
Teachers Turn the Key	\$63,853	\$64,668	\$80,790	\$61,371	\$76,612	\$72,948	\$42,157	\$44,880	\$45,016	\$50,935	\$73,485	\$58,414	\$43,058	\$46,500	\$46,500
XLR8										\$18,479	\$19,678	\$20,022	\$23,854	\$24,000	\$24,000
Communities of Practice											\$23,481	\$63,287	\$64,791	\$38,000	\$38,000
Lifetime Achievement	\$1,787	\$700		\$780			\$155	\$768	\$1,793	\$1,300	\$1,625	\$1,179	\$1,546	\$2,500	\$2,500
Outstanding Service Citation									\$1,176	\$1,300	\$975	\$1,504	\$902		
NAAE Convention Sponsorships	\$13,357	\$10,015	\$22,550	\$26,479	\$18,426	\$20,903	\$7,765	\$56,655	\$44,856	\$39,073	\$48,640	\$55,041	\$57,258	\$55,000	\$55,000
GMAC Smart Edge							\$400	\$1,100							
International Forum	\$6,626	\$4,708		\$10,872											
Greenhouse Grants						\$18,000						\$4,000			
National Teach Ag Campaign						\$46,720	\$48,589	\$86,345	\$119,506	\$135,336	\$169,399	\$417,493	\$511,461	\$410,000	\$410,000
DuPont Agriscience -- NATAA/NAII							\$73,932	\$74,366	\$140,650	\$106,633	\$187,378	\$200,521	\$254,461	\$120,000	\$120,000
Teacher Workshops -- FFA Convention							\$1,098	\$8,981	\$1,094	\$3,859	\$6,851	\$6,885			
Internet Café -- FFA Convention							\$2,484	\$2,639	\$11,085	\$9,218					
Pfizer Classroom -- FFA Convention							\$1,212	\$8,409	\$4,243						
Agriscience Teacher of the Year								\$13,700	\$17,840	\$14,768	\$19,368	\$8,087	\$7,490	\$8,000	\$10,000
Upper Division Scholarships													\$30,000	\$22,000	\$22,000
Regional Grants -- Ford							\$18,000	\$18,000	\$0	\$18,000	\$18,000	\$18,000			
Nursery/Landscape Grants	\$4,100	\$3,900	\$4,100	\$3,900	\$3,250										
Subtotal FFA Foundation Projects	\$139,261	\$131,159	\$171,323	\$162,102	\$155,029	\$203,520	\$224,956	\$357,061	\$424,785	\$426,035	\$613,393	\$896,000	\$1,030,755	\$770,000	\$776,225

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Convention Expenses															
Board of Directors Travel	\$8,928	\$14,511	\$9,629	\$15,161	\$8,007	\$15,629	\$11,586	\$14,165	\$11,072	\$13,361	\$21,596	\$23,770	\$16,037	\$16,000	\$23,000
Staff Travel	\$3,861	\$5,179	\$4,160	\$11,057	\$6,459	\$9,375	\$10,903	\$4,219	\$11,924	\$7,829	\$10,951	\$21,327	\$9,088	\$12,000	\$12,000
Other Travel	\$2,198	\$1,946	\$492	\$2,367	\$492										
Committee Expenses			\$1,277	\$364	\$1,228	\$2,527	\$2,109	\$2,079	\$1,868	\$2,373	\$2,112	\$1,950	\$3,316	\$4,550	\$4,550
Transportation-Buses/Tour Expenses	\$3,822	\$3,449			\$702										
Plaques and trophies	\$1,424	\$1,413	\$1,803	\$2,439	\$3,841	\$1,467	\$2,077	\$1,446	\$1,101	\$2,855	\$5,341	\$1,684	\$1,179	\$2,900	\$2,000
Printing	\$854	\$1,622	\$944	\$1,400	\$3,847	\$3,416	\$394	\$0	\$1,687	\$1,627	\$2,304	\$3,218	\$4,117		
Photography	\$20	\$699			\$28	\$28	\$72	\$25							
Meal Functions	\$14,339	\$23,175	\$10,089	\$9,155	\$12,845	\$34,891	\$45,878	\$7,045	\$11,714	\$11,422	\$2,535		\$1,043	\$10,000	\$10,000
Speakers	\$867														
Promotion/marketing	\$429		\$367	\$2,023	\$1,840	\$516		\$2,782	\$834	\$5,600	\$3,325	\$1,965	\$5,865	\$2,500	\$2,000
Postage and shipping	\$61	\$2,924	\$154	\$4,518	\$658	\$583	\$5,183	\$472	\$0	\$5,758	\$2,347	\$4,875	\$7,519	\$4,000	\$2,000
Equipment rental	\$3,904	\$8,837	\$275	\$10,337	\$5,971	\$8,616	\$20,139	\$16,800	\$17,508	\$19,099	\$21,104	\$27,178	\$4,963	\$19,000	\$20,000
Trade Show Expenses	\$2,850														
Host State Social		\$7,925	\$7,075		\$8,424	\$8,572		\$8,202	\$2,220		\$8,890				
Workshop Expenses			\$3,508		\$564										
Award Expenses	\$11,525	\$8,894	\$9,694	\$9,773	\$11,120	\$8,365	\$8,340	\$8,423	\$8,994	\$6,695	\$9,075	\$9,962	\$8,227	\$7,000	\$10,000
Miscellaneous	\$1,240	\$399	\$323	\$729		\$1,475	-\$75	\$0	\$184	\$222	\$0		\$428		
Subtotal convention expenses	\$56,322	\$80,973	\$49,790	\$69,323	\$66,026	\$95,460	\$106,606	\$65,658	\$69,106	\$76,841	\$89,580	\$95,929	\$61,782	\$77,950	\$85,550
Pioneer Student Leadership Academy		\$133,000	\$9,000												
Write-off Bad Debt						\$4,500		\$150							
3 Percent of															
Projected Revenue Set-aside***	\$14,817	\$17,067	\$18,411	\$20,035	\$17,916	\$20,010	\$23,710	\$9,120	\$23,704	\$27,949	\$22,435	\$22,358	\$20,729	\$22,789	\$23,923
TOTAL EXPENSES	\$649,091	\$825,734	\$717,783	\$741,169	\$763,226	\$856,949	\$943,147	\$1,037,788	\$1,206,799	\$1,283,389	\$1,477,186	\$1,835,697	\$1,986,070	\$1,608,279	\$1,677,824
EXCESS OF REVENUE															
OVER EXPENSES**	\$59,866	\$7,079	\$76,240	\$88,777	-\$16,974	\$13,721	\$82,950	\$0	\$23,839	\$127,991	\$27,214	\$444,331	-\$277,002	\$751	\$846
** not including CASE gains/losses															
***FY2012 set-aside is 1.35 percent															

The unusual increase in net revenue for 2015-16 is due to the National FFA Foundation now sending sponsorship revenue directly to NAAE as they receive the funds from the sponsors. The unusual decrease in net revenue for 2016-17 is due to the increase in revenue received in 2015-16. Not-for-profit organizations must book revenue in the fiscal year in which the revenue is received. Some of the sponsorship revenue received in 2015-16 was expended in 2016-17, but the revenue was recorded in the 2015-16 financial statements. If the two years, 2015-16 and 2016-17, are combined, the increase in NAAE's net assets is about \$100,000. So, the organization is operating within its budget even though revenues may not be received in the same fiscal year as they are expended.