

**NAAE Expenses/Income and Budget
2012 - 2022**

Budget Category	FY2012 Actual	FY2013 Actual	FY2014 Actual	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Actual	FY2019 Actual	FY2020 Actual	FY2021 Actual	6-Months 2021 Actual	6-Months 2021 Budget	CY2022 Budget
REVENUE													
Member Dues													
Active, Associate and Collegiate	\$375,600	\$388,660	\$386,067	\$407,980	\$421,072	\$408,179	\$428,577	\$450,791	\$445,385	\$432,200	\$374,080	\$363,000	\$459,555
Organizational Membership	\$30,700	\$28,500	\$30,750	\$17,400	\$31,500	\$30,750	\$31,500	\$15,300	\$15,000	\$7,500	\$6,750	\$4,500	\$9,000
NSTA Dues													
Subtotal member dues	\$406,300	\$417,160	\$416,817	\$425,380	\$452,572	\$438,929	\$460,077	\$466,091	\$460,385	\$439,700	\$380,830	\$367,500	\$468,555
Convention receipts													
Registration	\$82,293	\$94,847	\$122,817	\$108,443	\$113,604	\$127,206	\$127,428	\$144,041	\$150,695	\$70,082	\$147,435	\$100,000	\$150,000
Trade Show	\$300	\$600	\$900	\$1,810	\$1,200	\$1,800	\$3,600	\$2,100	\$1,200			\$1,200	\$1,200
Sponsorships	\$28,950	\$18,850	\$15,863	\$10,850	\$31,579	\$17,250	\$19,226	\$27,210	\$29,743	\$77,750	\$30,850	\$18,000	\$18,000
Ticket Income	\$227												
Host State Social	\$7,975	\$2,220		\$8,897									
Subtotal convention receipts	\$119,745	\$116,517	\$139,580	\$130,000	\$146,383	\$146,256	\$150,254	\$173,351	\$181,638	\$147,832	\$178,285	\$119,200	\$169,200
Fees and Grants													
Upper Division Scholars (Nat'l Geo Cengege)	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500			\$7,500
Ag Teacher Resource Guide									\$24,446				
Scholarship Revenue (from Convention)	\$1,389	\$1,357	\$1,494	\$1,486	\$2,346								
Foundation Management Fees	\$94,402	\$88,969	\$93,237	\$84,887	\$90,787	\$95,000	\$100,000						
PPP Loan Forgiveness										\$81,700			
Subtotal fees and grants	\$103,291	\$97,826	\$102,231	\$93,873	\$100,633	\$102,500	\$107,500	\$7,500	\$31,946	\$89,200	\$0	\$0	\$7,500
Other Revenue													
Interest and dividends	\$9,704	\$22,610	\$22,799	\$38,148	\$34,236	\$20,568	\$20,242	\$34,962	\$37,933	\$23,095	\$44,490	\$8,750	\$17,500
Unrealized Gains on Investments	-\$34,455	\$62,775	\$118,091	-\$12,641	-\$70,184	\$104,587	\$89,415	\$4,048	-\$15,330	\$370,118	\$14,365	\$8,750	\$17,500
Sales of Merchandise	\$8,672	\$9,076	\$11,359	\$7,017	\$6,096	\$7,838	\$8,538	\$12,341	\$6,496	\$9,211	\$112	\$2,000	\$6,000
Miscellaneous Income	\$7,877	\$5,272	\$4,386	\$5,011	\$8,227	\$15,550	\$2,076	\$4,859	\$1,000	\$34,613	\$0	\$2,000	\$5,000
Investment Income-Life Fund	\$3,936	\$860	\$803	\$12,859	\$12,360	\$6,263	\$6,379	\$10,494	\$13,000	\$9,037	\$17,193	\$6,000	\$12,000
USDA BFRDP Grant	\$14,474	\$22,507	\$67,529	\$12,797									
Farmer 2 Farmer Program			\$15,000		\$15,000								
Nat'l Teach Ag Campaign Management Fee									\$46,000	\$38,000	\$20,000	\$19,000	\$40,000
Nat'l Teach Ag -- non FFA Foundation									\$4,207	\$14,437	\$3,178	\$0	
CASE Management Fee	\$20,000	\$20,000	\$20,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$30,000	\$15,000	\$15,000	\$30,000
Ag Ed Magazine Business Manager Stipend	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$1,500	\$500	\$500	\$500
Council MMM Management Fee	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$2,500	\$2,500	\$5,000
Contributions to Legislative Fund	\$704	\$695	\$550	\$480	\$490	\$580			\$170		\$150	\$0	
Ag Educator Relief Fund	\$7,678	\$5,042	\$3,378	\$1,908	\$6,466	\$26,812	\$17,134	\$13,213	\$17,847	\$10,905	\$11,534		
State Assoc Website Development		\$800											
Credit Card Revenue (test phase)			\$95										
Subtotal other revenue	\$47,590	\$158,637	\$272,990	\$98,579	\$45,691	\$215,198	\$176,784	\$112,917	\$144,323	\$545,916	\$129,022	\$64,500	\$133,500
FFA Foundation Projects													
FFA Foundation Projects										\$1,208,000	\$247,621	\$289,569	\$295,000
FFA Foundation Office Space Grant										\$50,000	\$25,000	\$25,000	\$50,000

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FFA Foundation Salary Support Grant										\$43,066	\$18,087	\$18,087	\$36,173
FFA Foundation New Positions Grant										\$58,111	\$31,697	\$31,697	\$63,393
NPS Ag Ed Leadership Luncheon	\$820				\$4,225	\$4,225	\$4,225	\$4,225	\$0				
Outstanding Young Member	\$8,655	\$13,215	\$5,803	\$18,334	\$18,766		\$26,050		\$22,400				
Outstanding Teacher	\$9,830	\$11,752	\$6,699	\$14,442	\$19,784	\$7,380	\$18,030	\$7,380	\$17,400				
Outstanding Middle/Secondary Program	\$8,473	\$8,491	\$7,571	\$10,944	\$15,406	\$8,200	\$8,200		\$22,400				
Outstanding Postsec/Adult Program	\$14,219	\$11,420	\$7,496	\$9,745	\$19,417	\$13,726	\$15,026		\$16,400				
Teachers Turn the Key	\$45,105	\$48,710	\$48,891	\$73,465	\$107,780		\$54,850	\$65,600	\$87,600				
XLR8			\$24,089	\$29,202	\$51,706	\$24,999	\$30,999	\$49,200	\$100,000				
Communities of Practice			\$5,460	\$38,135	\$97,580	\$57,400	\$86,240	\$54,120	\$67,200				
Lifetime Achievement	\$768	\$1,994	\$1,300	\$1,625	\$4,920	\$3,120	\$9,740		\$4,920				
Outstanding Service Citation		\$1,176	\$1,625	\$975	\$2,460								
NAAE Convention Sponsorships	\$56,655	\$41,856	\$34,573	\$48,640	\$100,469	\$29,028	\$74,368	\$61,658	\$107,440				
Greenhouse Grants					\$4,100								
National Teach Ag Campaign	\$86,016	\$126,861	\$168,126	\$226,118	\$669,930	\$475,686	\$763,284	\$762,860	\$790,417		\$377,379	\$460,431	\$750,000
DuPont Agriscience -- NATAA/NAII	\$77,559	\$141,086	\$123,663	\$251,574	\$145,471	\$140,294	\$209,115	\$212,000	\$164,000				
Teacher Workshops -- FFA Convention	\$9,970	\$1,094	\$3,346	\$5,001	\$11,320	\$20,000							
Internet Café -- FFA Convention	\$2,639	\$11,085	\$8,352		\$1,476								
Pfizer Classroom -- FFA Convention	\$8,453	\$4,243											
Agriscience Teacher of the Year	\$13,700	\$17,515	\$14,768	\$10,368	\$10,432	\$8,600	\$13,850						
Regional Grants -- Ford	\$18,000		\$18,000	\$18,000	\$18,000								
Student Teacher Scholarships					\$62,000	\$13,527	\$61,476	\$20,500	\$38,226				
Office Space Grant									\$25,000				
Staff Support Grant									\$11,194				
Subtotal FFA Foundation Projects	\$360,862	\$440,498	\$479,762	\$756,568	\$1,365,242	\$806,185	\$1,375,453	\$1,237,543	\$1,474,597	\$1,359,177	\$699,784	\$824,784	\$1,194,566
CASE Revenue									\$1,995,916	\$1,510,439	\$1,432,380	\$862,436	\$2,368,891
Nat'l Ag Ed Summit Revenue								\$14,094					
CASE Program Net Gain/Loss	-\$68,522	-\$74,224	\$180,672	\$41,002	\$271,068	-\$211,928	\$333,820	\$463,422			-\$73,448	\$99,010	-\$99,286
TOTAL REVENUE**	\$1,037,788	\$1,230,638	\$1,411,380	\$1,504,400	\$2,110,521	\$1,709,068	\$2,270,068	\$2,474,918	\$4,288,805	\$4,092,264	\$2,820,301	\$2,238,420	\$4,342,212
**not including CASE gains/losses													
EXPENSES													
General Office/Administrative Expenses													
Salaries	\$298,523	\$323,665	\$327,465	\$372,298	\$428,823	\$483,161	\$460,990	\$386,906	\$473,295	\$468,841	\$199,596	\$229,454	\$389,949
Benefits and Taxes	\$72,015	\$73,406	\$82,087	\$87,392	\$98,015	\$91,278	\$87,050	\$95,055	\$70,394	\$139,711	\$52,877	\$64,964	\$107,628
Contract Labor		\$3,250						\$6,100	\$1,367	\$1,253	\$15,810	\$0	
Depreciation	\$3,040	\$3,229	\$3,431	\$3,032	\$3,579	\$3,319	\$3,083	\$4,152	\$8,005	\$12,659	\$6,235	\$6,000	\$12,000
Telephone	\$2,952	\$3,279	\$6,403	\$4,697	\$5,578	\$4,884	\$4,848	\$4,064	\$11,202	\$17,296	\$7,044	\$8,250	\$16,500
Postage -- General	\$6,241	\$5,868	\$6,687	\$6,361	\$7,781	\$7,717	\$7,646	\$9,941	\$9,608	\$6,588	\$1,015	\$5,000	\$10,000
Travel -- Staff	\$22,760	\$35,121	\$30,441	\$32,619	\$32,186	\$39,518	\$16,236	\$22,415	\$21,253	\$5,310	\$7,774	\$17,500	\$17,500
Travel -- Board of Directors	\$34,108	\$43,154	\$38,460	\$43,145	\$27,008	\$33,683	\$36,488	\$40,263	\$27,982	\$3,216	\$12,761	\$20,000	\$20,000
Substitute Teacher Hire Behinds	\$0	\$0	\$299	\$0					\$0			\$250	\$500
Travel -- Alternate VPs/Regional Secretaries	\$12,552	\$15,919	\$12,736	\$18,427	\$6,578	\$11,654	\$12,872	\$16,802	\$15,122	\$1,748	\$12,335	\$9,000	\$18,000
Travel -- Special Projects									\$95				
Public Relations	\$208	\$1,180	\$605	\$825	\$1,090	\$520	\$252	\$576	\$204	\$357	\$227	\$500	\$1,000
Professional Liability Insurance	\$37,270	\$36,610	\$36,485	\$36,810	\$38,200	\$38,775	\$39,375	\$40,830	\$42,330	\$42,280	\$39,240	\$42,275	\$42,275

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Memberships and Contributions	\$16,332	\$16,465	\$16,383	\$19,784	\$19,640	\$21,329	\$19,209	\$15,860	\$21,007	\$15,714	\$4,745	\$10,000	\$20,000
Promotion/Marketing	\$9,701	\$7,121	\$13,222	\$8,450	\$25,662	\$24,490	\$12,175	\$15,229	\$27,793	\$1,568	\$11,987	\$7,500	\$15,000
Rent	\$5,000	\$2,500	\$2,500	\$5,000	\$7,550	\$7,550	\$10,050	\$10,050	\$45,619	\$58,346	\$29,269	\$30,000	\$60,000
Storage			\$1,055		\$2,270	\$2,708	\$2,269	\$2,269	\$3,182	\$3,323	\$2,418	\$1,500	\$3,000
Computer Service/Equip. Maint.	\$7,072	\$6,035	\$8,182	\$8,216	\$8,612	\$14,875	\$23,160	\$15,783	\$22,497	\$13,673	\$5,050	\$10,000	\$20,000
Photocopies	\$89	\$0	\$71	\$0					\$1,171	\$2,780	\$1,412	\$1,500	\$3,000
Accounting Services	\$13,100	\$13,500	\$13,500	\$15,800	\$15,755	\$16,300	\$17,150	\$17,900	\$16,950	\$19,600	\$4,800	\$9,600	\$19,200
Legal Services	\$2,419	\$1,035	\$0	\$0	\$0				\$4,886	\$5,395	\$4,987	\$500	\$1,000
Insurance	\$5,939	\$4,076	\$7,880	\$11,475	\$11,570	-\$1,978	\$3,538	\$8,741	\$3,838	\$4,110	\$2,633	\$6,000	\$12,000
Office supplies	\$7,854	\$10,736	\$7,709	\$11,368	\$13,085	\$10,273	\$11,316	\$15,500	\$26,782	\$11,603	\$6,390	\$7,750	\$15,500
Staff training and education	\$0	\$189	\$336	\$625	\$150	\$1,282	\$1,571	\$1,868	\$7,543	\$223		\$1,000	\$2,000
Upper Div Scholarships (Nat'l Geo Cengage)	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$0	\$7,500	\$6,000	\$7,500	\$7,500
Additional Upper Div Scholarships	\$3,750	\$3,000	\$3,750	\$3,750	\$3,750								
Merchandise	\$2,892	\$7,064	\$2,423	\$2,039	\$6,003	\$3,336	\$4,791	\$5,974	\$10,483	\$776	\$3,710	\$3,000	\$6,000
Printing -- General	\$4,458	\$3,082	\$1,696	\$2,696	\$3,090	\$4,028	\$5,158	\$1,360	\$2,992	\$27	\$1,250	\$1,500	\$3,000
Bank charges, interest, investment fees	\$3,255	\$6,317	\$7,256	\$5,943	\$5,781	\$7,905	\$9,171	\$9,534	\$7,736	\$10,143	\$7,315	\$5,000	\$10,000
Business Property Taxes/Licenses/Fees	\$55	\$35	\$111	\$25	\$25	\$25	\$50	\$288	\$45	\$45	\$572	\$150	\$300
BFRDP Grant		\$10,000	\$24,375	\$7,500	\$3,500								
Website Development		\$15,000	\$50,166	\$13,042									
Professional Development Expense								\$373	\$214	\$332			
Ag Teacher Resource Guide									\$15,038		\$86	\$0	
Ag Educator Relief Fund	\$2,000	\$2,850	\$8,000	\$6,300	\$5,800	\$8,000	\$8,500	\$16,850	\$9,000	\$20,850	\$11,050	\$0	
NPS Expenses	\$12,095	\$13,379	\$10,542	\$12,172	\$9,710	\$5,275	\$10,519	\$4,275	-\$275				\$5,000
Webinar Expenses	\$1,188	\$1,188	\$990	\$1,576	\$301	\$535	\$1,023	\$408	\$299				
Website Maintenance					\$18,863	\$15,231	\$16,794	\$14,132	\$36,044	\$12,386	\$8,100	\$9,000	\$18,000
Communities of Practice Expenses	\$10,853	\$13,096	\$17,391										
NSTA Dues													
Credit Card Processing			\$400	\$2,512	\$3,611	\$5,406	\$4,556	\$8,522	\$8,659	\$8,287	\$8,110	\$5,000	\$10,000
Miscellaneous	\$578	\$355	\$2,027	\$399	\$344		\$384	\$3,680	\$4,158	\$757	\$9,813	\$0	
Subtotal general office/admin.	\$605,799	\$689,204	\$752,564	\$751,778	\$821,410	\$868,579	\$837,724	\$803,200	\$956,018	\$896,697	\$484,611	\$519,693	\$865,852
FFA Foundation Projects Expenses													
NPS Ag Ed Leadership Luncheon						\$4,225	\$4,225	\$4,225	\$0	\$1,900			
Outstanding Young Member / OECT	\$8,655	\$8,390	\$5,156	\$11,858	\$11,632	\$12,385	\$9,327	\$11,548	\$14,123	\$1,676	\$6,816	\$17,000	\$10,000
Outstanding Teacher	\$9,603	\$9,300	\$6,928	\$11,474	\$11,404	\$8,593	\$8,298	\$11,952	\$10,087	\$1,799	\$8,553	\$17,000	\$10,000
Outstanding Middle/Secondary Program	\$8,473	\$10,464	\$8,221	\$10,462	\$10,223	\$6,676	\$8,555	\$10,907	\$14,855	\$1,684	\$8,516	\$17,000	\$10,000
Outstanding Postsec/Adult Program	\$14,487	\$9,372	\$6,829	\$10,719	\$8,308	\$8,280	\$6,471	\$8,099	\$8,012	\$1,388	\$6,403	\$17,000	\$10,000
Teachers Turn the Key	\$44,880	\$45,016	\$50,935	\$73,485	\$58,414	\$43,058	\$42,526	\$59,913	\$64,192	\$13,360	\$77,899	\$91,750	\$50,000
XLR8			\$18,479	\$19,678	\$20,022	\$23,854	\$32,505	\$66,964	\$46,623	\$12,137	\$73,630	\$84,613	\$50,000
Communities of Practice				\$23,481	\$63,287	\$64,791	\$37,191	\$40,910	\$40,910	\$40,910			
Lifetime Achievement	\$768	\$1,793	\$1,300	\$1,625	\$1,179	\$1,546	\$1,751	\$2,024	\$3,015	\$1,683	\$1,555	\$11,152	
Outstanding Service Citation		\$1,176	\$1,300	\$975	\$1,504	\$902	\$1,675	\$1,900	\$1,340		\$1,868	\$0	
NAAE Convention Sponsorships	\$56,655	\$44,856	\$39,073	\$48,640	\$55,041	\$57,258	\$59,456	\$65,375	\$70,562		\$47,808	\$80,000	\$50,000
GMAC Smart Edge	\$1,100												
Greenhouse Grants					\$4,000								
National Teach Ag Campaign	\$86,345	\$119,506	\$135,336	\$169,399	\$417,493	\$511,461	\$595,180	\$838,235	\$786,042	\$579,742	\$380,557	\$460,431	\$750,000
NATAA/NAII	\$74,366	\$140,650	\$106,633	\$187,378	\$200,521	\$254,461	\$113,862	\$164,314	\$110,418	\$5,826	\$86,600	\$104,826	\$75,000
Teacher Workshops -- FFA Convention	\$8,981	\$1,094	\$3,859	\$6,851	\$6,885								

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Internet Café -- FFA Convention	\$2,639	\$11,085	\$9,218										
Pfizer Classroom -- FFA Convention	\$8,409	\$4,243											
Agriscience Teacher of the Year	\$13,700	\$17,840	\$14,768	\$19,368	\$8,087	\$7,490	\$9,662						
Upper Division Scholarships						\$30,000	\$25,500	\$22,500	\$30,000	\$22,500		\$25,000	
Regional Grants -- Ford	\$18,000	\$0	\$18,000	\$18,000	\$18,000								
Subtotal FFA Foundation Projects	\$357,061	\$424,785	\$426,035	\$613,393	\$896,000	\$1,034,980	\$956,184	\$1,308,866	\$1,200,179	\$684,605	\$700,205	\$925,772	\$1,015,000
Convention Expenses													
Board of Directors Travel	\$14,165	\$11,072	\$13,361	\$21,596	\$23,770	\$16,037	\$19,024	\$21,662	\$26,940	\$1,899	\$27,346	\$23,000	\$23,000
Staff Travel	\$4,219	\$11,924	\$7,829	\$10,951	\$21,327	\$9,088	\$13,599	\$20,683	\$30,757	\$2,895	\$21,489	\$15,000	\$15,000
Committee Expenses	\$2,079	\$1,868	\$2,373	\$2,112	\$1,950	\$3,316	\$3,015	\$3,350	\$3,035	\$2,025	\$2,450	\$4,550	\$4,550
Plaques and trophies	\$1,446	\$1,101	\$2,855	\$5,341	\$1,684	\$1,179	\$1,961	\$1,404	\$1,607	\$1,357	\$11,655	\$12,000	\$12,000
Printing	\$0	\$1,687	\$1,627	\$2,304	\$3,218	\$4,117	\$3,083	\$3,696	\$4,126		\$133	\$0	
Photography	\$25												
Meal Functions	\$7,045	\$11,714	\$11,422	\$2,535		\$1,043	\$1,000					\$1,500	\$1,500
Promotion/marketing	\$2,782	\$834	\$5,600	\$3,325	\$1,965	\$5,865	\$8,874	\$12,670	\$6,430	\$8,244	\$1,199	\$10,000	\$10,000
Postage and shipping	\$472	\$0	\$5,758	\$2,347	\$4,875	\$7,519	\$1,128	\$7,234	\$4,574	\$3,441	\$8,026	\$4,000	\$4,000
Equipment rental	\$16,800	\$17,508	\$19,099	\$21,104	\$27,178	\$4,963	\$34,235	\$36,165	\$24,262	\$34,144	\$41,131	\$35,000	\$35,000
Host State Social	\$8,202	\$2,220		\$8,890									
Workshop Expenses													
Award Expenses	\$8,423	\$8,994	\$6,695	\$9,075	\$9,962	\$8,227	\$10,642	\$12,104	\$6,390	\$6,716			
Miscellaneous	\$0	\$184	\$222	\$0		\$428		\$1,801	\$24	\$4,050	\$68,028	\$118,500	
Subtotal convention expenses	\$65,658	\$69,106	\$76,841	\$89,580	\$95,929	\$61,782	\$96,561	\$120,769	\$108,145	\$64,771	\$181,457	\$223,550	\$100,500
CASE Expenses									\$1,962,166	\$1,500,828	\$1,505,828	\$763,426	\$2,468,177
Nat'l Ag Ed Summit Expenses								\$14,094					
Write-off Bad Debt	\$150												
3 Percent of													
Projected Revenue Set-aside***	\$9,120	\$23,704	\$27,949	\$22,435	\$22,358	\$27,086	\$26,838	\$22,796	\$24,549	\$36,679	\$20,644	\$16,536	
TOTAL EXPENSES	\$1,037,788	\$1,206,799	\$1,283,389	\$1,477,186	\$1,835,697	\$1,992,427	\$1,917,307	\$2,269,725	\$4,251,057	\$3,183,580	\$2,892,745	\$2,448,977	\$4,449,529
EXCESS OF REVENUE OVER EXPENSES**	\$0	\$23,839	\$127,991	\$27,214	\$274,824	-\$283,359	\$352,761	\$205,193	\$37,748	\$908,684	-\$72,444	-\$210,557	-\$107,317
**CASE gains/losses not included prior to FY19													
***FY2012 set-aside is 1.35 percent													
NAAE Net Assets, including CASE Assets	\$788,888	\$762,208	\$1,098,820	\$1,189,469	\$1,757,719	\$1,289,518	\$2,002,937	\$2,230,928	\$2,293,225	\$3,237,770	\$3,173,639		
NAAE Net Assets, excluding CASE Assets	\$706,362	\$753,154	\$909,094	\$958,742	\$1,255,924	\$999,651	\$1,379,250	\$1,143,819	\$1,172,366	\$2,107,300	\$2,128,455		
CASE Net Assets	\$82,526	\$9,054	\$189,726	\$230,727	\$501,795	\$289,867	\$623,687	\$1,087,109	\$1,120,859	\$1,130,470	\$1,045,184		

The increase in net revenue for FY16, FY18, and FY19 and the decrease in net revenue for FY17 are due largely to the National FFA Foundation sending sponsorship revenue directly to NAAE as they receive the funds from the sponsors. Not-for-profit organizations must book revenue in the fiscal year in which the revenue is received. Some of the sponsorship revenue received in one year may not be expended in that same year, but the revenue must be recorded in the year in which it is received.

On January 1, 2022, NAAE moved from a July-June Fiscal Year to a Calendar Year accounting period.