

2013-14 NAAE Budget

REVENUE		
Member Dues		
Active, Associate and Collegiate		\$375,005
Organizational Memberships		\$30,750
Subtotal Member Dues		\$405,755
Convention Receipts		
Registration Fees		\$94,800
Sponsorships (other than FFA Foundation)		\$17,500
Subtotal Convention Receipts		\$112,300
Fees and Grants		
Delmar Scholarships (Upperdivision)		\$7,500
Scholarship Raffle Proceeds (from convention)		\$1,350
Foundation Management Fees		\$90,000
Subtotal Fees and Grants		\$98,850
Other Revenue		
Interest and dividends		\$10,000
Realized Gains on Investments		
Sales of Merchandise		\$8,500
Miscellaneous Income		\$7,500
Investment Income – Life Fund		\$4,000
BFRDP Grant		\$28,000
CASE Management Fees		\$20,000
Ag Ed Magazine Business Manager Stipend		\$4,000
Council MMM Management Fee		\$5,000
Subtotal Other Revenue		\$87,000
FFA Foundation Projects		
National Teach Ag Campaign		\$166,000
NAAE Convention Sponsorships		\$50,000
Outstanding Middle/Secondary Program		\$12,000
Outstanding Teacher		\$11,000
Outstanding Postsecondary/Adult Program		\$12,000
Outstanding Young Member		\$11,000
Teachers Turn the Key		\$46,500
Lifetime Achievement Awards		\$2,500
Outstanding Service Citation		\$2,460
NATAA/NAII		\$120,000
FFA Conv't Interactive Classroom		\$10,000
FFA Conv't Teacher Workshops		\$11,500
Agriscience Teacher of the Year		\$18,740
FFA Conv't Internet Café		\$6,000
Regional Grants (Ford)		\$18,000
Subtotal FFA Foundation Projects		\$497,700
TOTAL REVENUE		\$1,201,605

2013-14 NAAE Budget

EXPENSES		
General Office/Administration Expenses		
Salaries		\$316,929
Employee Benefits		\$71,443
Depreciation		\$4,000
Telephone		\$4,000
Postage -- General		\$6,000
Travel -- Staff		\$25,000
Travel -- Board of Directors		\$35,000
Substitute Teacher Hire Behinds		\$3,000
Travel -- Regional Secretaries		\$12,500
Public Relations		\$600
Professional Liability Insurance		\$36,735
Memberships and Contributions		\$20,000
Promotion/Marketing		\$12,000
Rent		\$7,500
Computer Service/Equipment Maintenance		\$7,500
Photocopies		\$100
Accounting Services		\$13,250
Legal Services		\$1,000
Insurance		\$4,500
Office Supplies		\$8,000
Staff Training and Education		\$500
Delmar Scholarships (Upperdivision)		\$7,500
Additional Scholarships (Upperdivision)		\$3,750
Merchandise		\$6,000
Printing -- General		\$5,000
Bank Charges, Interest, Investment Fees		\$100
Business Taxes		\$100
BFRDP Grant		\$10,000
NPS Expenses		\$10,000
Webinar Expenses		\$1,200
Communities of Practice Expenses		\$11,000
Subtotal General Office/Administrative Expenses		\$644,207
FFA Foundation Projects Expenses		
National Teach Ag Campaign		\$144,000
NAAE Convention Sponsorships		\$50,000
Outstanding Middle/Secondary Program		\$12,000
Outstanding Teacher		\$11,000
Outstanding Postsecondary/Adult Program		\$12,000
Outstanding Young Member		\$11,000
Teachers Turn the Key		\$46,500
Lifetime Achievement		\$2,500
Outstanding Service Citation		\$2,460
NATAA/NAII		\$120,000
FFA Conv't Interactive Classroom		\$10,000
FFA Conv't Teacher Workshops		\$11,500
Agriscience Teacher of the Year		\$18,740
FFA Conv't Internet Café		\$6,000
Regional Grants (Ford)		\$18,000
Subtotal FFA Foundation Projects Expenses		\$475,700

2013-14 NAAE Budget

NAAE Convention Expenses		
	Travel -- Board of Directors	\$14,000
	Travel -- Staff	\$7,500
	Committee Chair/Vice Chair Expenses	\$2,940
	Plaques and Gifts	\$2,000
	Meal Functions	\$5,000
	Marketing	\$2,500
	Postage and Shipping	\$2,000
	Equipment Rental	\$15,000
	Awards Expenses	\$9,000
	Miscellaneous	\$0
	Subtotal NAAE Convention Expenses	\$59,940
	Three Percent of Projected Revenue Set-Aside **	\$21,117
	TOTAL EXPENSES	\$1,200,964
	EXCESS REVENUE OVER EXPENSES	\$641

**NAAE
2013-14 Dues Revenue Calculations***

Type	Number	Dues	Total
Active	6,056	\$60	\$363,360
Retired	19	\$35	\$665
Associate	54	\$35	\$1,890
Student	909	\$10	\$9,090
			\$375,005
* Based on the final 2011-12 membership counts in each membership type.			
ProLiability	6,056	Active	
	909	Student	
	382	Active Life	
	7,347		
	x \$5		
	\$36,735		

NAAE 2013-14 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	\$107,748	\$7,542	\$25	\$8,081	\$372		\$5,124	\$1,900	\$1,600	\$24,644	\$132,392
Associate Executive Director	\$62,676	\$4,387	\$25	\$4,701	\$372		\$5,124			\$14,609	\$77,285
Communications/Marketing Coord.	\$53,045	\$3,713	\$25	\$3,978	\$200		\$5,124			\$13,041	\$66,086
Communications Assistant	\$30,000				\$200					\$200	\$30,200
Meeting Planner/Advocacy Coord	\$32,960	\$2,307	\$25	\$2,472	\$372		\$5,124			\$10,300	\$43,260
Staff Associate	\$15,000				\$186	\$5,550				\$5,736	\$20,736
Student Assistants	\$15,500			\$1,163						\$1,163	\$16,663
Expense Across All Positions			\$1,750							\$1,750	\$1,750
	\$316,929	\$17,950	\$1,850	\$20,395	\$1,702	\$5,550	\$20,496	\$1,900	\$1,600	\$71,443	\$388,372
Total Salaries	\$316,929										
Total Benefits	\$71,443										
Total Employee Costs	\$388,372										
*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.											

2013-14 NAAE Budget
Explanatory Notes

Revenue

Dues Calculation

6,056 Active Members* @ \$60 per member	\$ 363,360
19 Retired Members* @ \$35 per member	665
54 Associate Members* @ \$35 per member	1,890
909 Student Members @ \$10 per member	9,090
(life members' dues are invested according to NAAE investment policies and do not contribute to the revenue from the dues calculation)	\$ 375,005

*based on the 2011-12 final membership counts

41 Organizational Members** @ \$750 each	\$ 30,750
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**based on the 2011-12 final Organizational Member counts -----
\$ 405,755

Convention Receipts

Registration – based on 2012 convention	\$ 94,800
Convention Sponsorships (other than FFA Foundation)	\$ 17,500
	----- \$ 112,300

Fees and Grants

Delmar Scholarships	\$ 7,500
Scholarship Raffle Proceeds (from convention)	\$ 1,350
FFA Foundation Management Fees	\$ 90,000
(Management fees on projects NAAE manages as special projects of the National FFA Foundation such as the NATAA, NAI, Agriscience Teacher award, FFA convention teacher workshops, NAAE awards programs, and so forth.)	----- \$ 98,850

Other Revenue

Interest and dividends	\$ 10,000
Sales of Merchandise	\$ 8,500
(estimate based on past sales)	
Miscellaneous Income	\$ 7,500
(sale of mailing labels, newsletter advertisements)	
Investment Income – Life Fund	\$ 4,000
(based on current performance)	
BFRDP Grant	\$ 28,000
CASE Management Fee	\$ 20,000
Ag Ed Magazine Business Manager Stipend	\$ 4,000
Council Management Fee	\$ 5,000
	----- \$ 87,000

FFA Foundation Projects

National Teach Ag Campaign	\$ 166,000
NAAE Convention Sponsorships	\$ 50,000
Outstanding Middle/Secondary Program	\$ 12,000
Outstanding Teacher	\$ 11,000
Outstanding Postsecondary/Adult Program	\$ 12,000
Outstanding Young Member	\$ 11,000
Teachers Turn the Key	\$ 46,500
Lifetime Achievement	\$ 2,500
Outstanding Service Citation	\$ 2,460
NATAA/NAII	\$ 120,000
FFA Conv't Interactive Classroom	\$ 10,000
FFA Conv't Teacher Workshops	\$ 11,500
Agriscience Teacher of the Year	\$ 18,740
FFA Conv't Internet Café	\$ 6,000
Regional Grants (Ford)	\$ 18,000

	\$ 497,700

Total Revenue **\$ 1,201,605**

Expenses**General Office/Administrative Expenses**

Salaries	
Executive Director	\$107,748
Associate Executive Director	62,676
Communications/Marketing Coordinator	53,045
Communications/Marketing Assistant	30,000
Meeting Planner/Advocacy Coordinator	32,960
Staff Associate (part-time)	15,000
Student Assistants	15,500
Total Salaries	\$ 316,929
Benefits and Taxes	
401(k) Contributions (7% of qualified salaries)	\$17,950
401(k) Plan Administration Fees	
(\$1,750 annually plus \$25/participant)	1,850
Total FICA and SS (7.5% of all salaries)	20,395
Parking Fees	1,702
UK Fringes for Part-time Staff Associate	5,550
Health Insurance	20,496
Total Disability Insurance	1,900
Total Life Insurance	1,600
Total Benefits and Taxes	\$ 71,443

Depreciation	\$ 4,000
Telephone	\$ 4,000
(based on past figures)	
Postage	
General (based on past figures)	\$ 6,000
Travel	
Staff	
Travel (25 trips @ \$1,000 each)	\$25,000
Board of Directors	
Spring Board Meeting (8 @ \$750 each)	\$6,000
July Board Meeting (8 @ \$750 each)	6,000
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	4,700
Subtotal Travel Board of Directors	\$ 35,000
Substitute Hire Behinds (\$375 per board member)	3,000
Regional Secretaries	
(includes actual travel expenses to attend the regional summer conference and the NAAE convention – estimated at \$2,083.33 for each of the six persons. Increase estimated on past history.)	\$ 12,500
Public Relations	\$ 600
(includes expressions of condolences and congratulations and costs of meals with agricultural education advocates)	
Professional Liability Insurance	\$ 36,735
(7,347 members @ \$5 each; based on the 2011-12 actual count of active, active life, and student members projected in this budget)	
Memberships and Contributions	\$ 20,000
(includes \$8,000 to The Council and \$3,000 new to PAS for Ag Ed CPA; based on past figures)	
Promotion and Marketing	\$ 12,000
(FFA Ag Career Show, marketing plan, ATA award)	
Rent	\$ 7,500
Computer Service/Equip Maintenance	\$ 7,500
(increase due to CoP maintenance)	
Photocopies (2,000 copies @ 5 cents each)	\$ 100
Accounting Services	\$ 13,250
(\$500 per month; \$7,250 for audit & taxes)	
Legal Services	\$ 1,000
Insurance	
Board of Directors Liability	\$ 2,450
Travel Accident Insurance	400
General Liability and Workman's Comp	1,500
401(k) Plan Insurance	150
Total Insurance	\$ 4,500

Office Supplies	\$ 8,000
(based on past figures)	
Staff Training and Education	\$ 500
(based on past figures)	
Delmar Scholarships (Upperdivision)	\$ 7,500
Additional Scholarships (Upperdivision)	\$ 3,750
Merchandise	\$ 6,000
Printing – General	\$ 5,000
Bank charges, interest, investment fees	\$ 100
Business Taxes	\$ 100
BFRDP Grant	\$ 10,000
NPS Expense (Reg Fees and Dinner for ACTE NPS)	\$ 10,000
Webinar Expenses	\$ 1,200
Communities of Practice Expenses	\$ 11,000

Subtotal General Office/Administrative Expenses **\$ 644,207**

FFA Foundation Projects

National Teach Ag Campaign	\$ 144,000
NAAE Convention Sponsorships	\$ 50,000
Outstanding Middle/Secondary Program	\$ 12,000
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Agriscience Teacher of the Year	\$ 18,740
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Regional Grants (Ford)	\$ 18,000

Subtotal FFA Foundation Projects **\$ 475,700**

Convention Expenses (all based on past figures)

Travel	
Board of Directors	\$ 14,000
Staff	\$ 7,500
Committee Chair/Vice Chair Expenses	\$ 2,940
Plaques and gifts	\$ 2,000
Meal Functions (not sponsored)	\$ 5,000
Marketing	\$ 2,500
Postage and Shipping	\$ 2,000
Equipment rental	\$ 15,000
Award Expenses	\$ 9,000

Subtotal Convention Expenses **\$ 59,940**

3 Percent of Projected Revenue Set-aside (excluding the FFA Foundation Project revenue)	\$ 21,117
Total Expenses	\$ 1,200,964
Excess of Revenue Over Expenses	\$ 641