

## 2015-16 NAAE Budget

<b>REVENUE</b>		
<b>Member Dues</b>		
Active, Associate and Collegiate		\$383,260
Organizational Memberships		\$30,750
<b>Subtotal Member Dues</b>		<b>\$414,010</b>
<b>Convention Receipts</b>		
Registration Fees		\$115,000
Sponsorships (other than FFA Foundation)		\$16,000
<b>Subtotal Convention Receipts</b>		<b>\$131,000</b>
<b>Fees and Grants</b>		
Delmar Scholarships (Upperdivision)		\$7,500
Scholarship Raffle Proceeds (from convention)		\$1,500
Foundation Management Fees		\$88,000
<b>Subtotal Fees and Grants</b>		<b>\$97,000</b>
<b>Other Revenue</b>		
Interest and dividends		\$22,000
Unrealized Gains on Investments		
Sales of Merchandise		\$10,000
Miscellaneous Income		\$10,000
Investment Income – Life Fund		\$500
CASE Management Fees		\$24,000
Ag Ed Magazine Business Manager Stipend		\$4,000
Council MMM Management Fee		\$5,000
<b>Subtotal Other Revenue</b>		<b>\$75,500</b>
<b>FFA Foundation Projects</b>		
National Teach Ag Campaign		\$166,000
NAAE Convention Sponsorships		\$50,000
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		\$32,800
Lifetime Achievement Awards		\$2,500
Outstanding Service Citation		\$2,460
NATAA/NAII		\$120,000
FFA Conv't Teacher Workshops		\$11,500
FFA Conv't Internet Lounge		\$8,200
Agriscience Teacher of the Year		\$18,740
Regional Grants (Ford)		\$18,000
<b>Subtotal FFA Foundation Projects</b>		<b>\$544,700</b>
<b>TOTAL REVENUE</b>		<b>\$1,262,210</b>

## 2015-16 NAAE Budget

<b>EXPENSES</b>		
<b>General Office/Administration Expenses</b>		
Salaries		\$345,675
Employee Benefits		\$87,613
Depreciation		\$3,000
Telephone		\$5,000
Postage -- General		\$6,500
Travel -- Staff		\$30,000
Travel -- Board of Directors		\$37,000
Substitute Teacher Hire Behinds		\$500
Travel -- Regional Secretaries		\$12,000
Public Relations		\$600
Professional Liability Insurance		\$36,515
Memberships and Contributions		\$17,000
Promotion/Marketing		\$12,000
Rent		\$5,000
Computer Service/Equipment Maintenance		\$8,000
Photocopies		\$100
Accounting Services		\$15,800
Legal Services		\$1,000
Insurance		\$8,000
Office Supplies		\$8,000
Staff Training and Education		\$500
Delmar Scholarships (Upperdivision)		\$7,500
Additional Scholarships (Upperdivision)		\$2,250
Merchandise		\$2,500
Printing -- General		\$2,000
Bank Charges, Interest, Investment Fees		\$100
Business Taxes		\$100
NPS Expenses		\$10,000
Webinar Expenses		\$1,200
Website Maintenance		\$10,000
Credit Card Processing		\$2,500
<b>Subtotal General Office/Administrative Expenses</b>		<b>\$677,953</b>
<b>FFA Foundation Projects Expenses</b>		
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		\$20,000
Lifetime Achievement		\$2,500
Outstanding Service Citation		\$2,460
NAAE Convention Sponsorships		\$40,000
National Teach Ag Campaign		\$134,000
NATAA		\$120,000
FFA Conv't Teacher Workshops		\$11,500
FFA Conv't Internet Lounge		\$8,200
Agriscience Teacher of the Year		\$18,740
Regional Grants (Ford)		\$18,000
<b>Subtotal FFA Foundation Projects Expenses</b>		<b>\$489,900</b>

## 2015-16 NAAE Budget

	<b>NAAE Convention Expenses</b>	
	Travel -- Board of Directors	\$14,000
	Travel -- Staff	\$8,000
	Committee Chair/Vice Chair Expenses	\$4,550
	Plaques and Gifts	\$2,900
	Meal Functions	\$10,000
	Marketing	\$2,500
	Postage and Shipping	\$4,000
	Equipment Rental	\$19,000
	Awards Expenses	\$7,000
	Miscellaneous	\$0
	<b>Subtotal NAAE Convention Expenses</b>	<b>\$71,950</b>
	<b>Three Percent of Projected Revenue Set-Aside **</b>	<b>\$21,525</b>
	<b>TOTAL EXPENSES</b>	<b>\$1,261,328</b>
	<b>EXCESS REVENUE OVER EXPENSES</b>	<b>\$882</b>

**NAAE  
2015-16 Dues Revenue Calculations\***

Type	Number	Dues	Total
Active	6,209	\$60	\$372,540
Retired	24	\$35	\$840
Associate	62	\$35	\$2,170
Student	771	\$10	\$7,710
			<b>\$383,260</b>
* Based on the final 2013-14 membership counts in each membership type.			
ProLiability	6,209	Active	
	711	Student	
	383	Active Life	
	7,303		
	x \$5		
	\$36,515		

**NAAE 2015-16 Breakdown of Staff Salaries and Fringes**

<b>Position</b>	<b>Salaries</b>	<b>401(k) Contributions*</b>	<b>401(k) Plan Costs</b>	<b>Payroll Taxes**</b>	<b>Parking</b>	<b>UK Fringes</b>	<b>Health Insurance</b>	<b>Disability Insurance</b>	<b>Life Insurance</b>	<b>Total Benefits Cost</b>	<b>Total Cost</b>
Executive Director	\$113,775	\$7,964	\$25	\$8,704	\$372		\$5,484	\$1,900	\$1,600	\$26,049	<b>\$139,824</b>
Associate Executive Director	\$72,100	\$5,047	\$25	\$5,516	\$372		\$5,484			\$16,444	<b>\$88,544</b>
Communications/Marketing Coord.	\$61,800	\$4,326	\$25	\$4,728	\$200		\$5,484			\$14,763	<b>\$76,563</b>
Program Communications Assistant	\$35,000	\$2,450	\$25	\$2,678	\$372		\$5,484			\$11,009	<b>\$46,009</b>
Meeting Planner/Advocacy Coord	\$33,000	\$2,310	\$25	\$2,525	\$372		\$5,484			\$10,716	<b>\$43,716</b>
Staff Associate	\$15,000				\$186	\$5,550				\$5,736	<b>\$20,736</b>
Student Assistants	\$15,000			\$1,148						\$1,148	<b>\$16,148</b>
Expense Across All Positions			\$1,750							\$1,750	<b>\$1,750</b>
	<b>\$345,675</b>	<b>\$22,097</b>	<b>\$1,875</b>	<b>\$25,297</b>	<b>\$1,874</b>	<b>\$5,550</b>	<b>\$27,420</b>	<b>\$1,900</b>	<b>\$1,600</b>	\$87,613	<b>\$433,288</b>
CASE Operations Coordinator	\$50,212	\$3,515	\$25	\$3,841	\$200		\$5,484			\$13,065	\$63,277
<b>Total Salaries</b>	<b>\$345,675</b>										
<b>Total Benefits</b>	<b>\$87,613</b>										
<b>Total Employee Costs</b>	<b>\$433,288</b>										
*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.											

## 2015-16 NAAE Budget

### Explanatory Notes

#### Revenue

##### Dues Calculation

6,209 Active Members* @ \$60 per member	\$ 372,540
24 Retired Members* @ \$35 per member	840
62 Associate Members* @ \$35 per member	2,170
771 Student Members @ \$10 per member	7,710
(life members' dues are invested according to NAAE investment policies and do not contribute to the revenue from the dues calculation)	\$ 383,260
*based on the 2013-14 final membership counts	

41 Organizational Members** @ \$750 each	\$ 30,750
**based on the 2013-14 final Organizational Member counts	
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	<b>\$ 414,010</b>

##### Convention Receipts

Registration – based on previous conventions	\$ 115,000
Convention Sponsorships (other than FFA Foundation)	\$ 16,000
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	<b>\$ 131,000</b>

##### Fees and Grants

Delmar Scholarships	\$ 7,500
Scholarship Raffle Proceeds (from convention)	\$ 1,500
FFA Foundation Management Fees	\$ 88,000
(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.)	
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	<b>\$ 97,000</b>

##### Other Revenue

Interest and dividends	\$ 22,000
Sales of Merchandise	\$ 10,000
(estimate based on past sales)	
Miscellaneous Income	\$ 10,000
(sale of mailing labels, newsletter advertisements)	
Investment Income – Life Fund	\$ 500
(based on current performance)	
Farmer to Farmer Program	\$ 0
BFRDP Grant	\$ 0
CASE Management Fee	\$ 24,000
Ag Ed Magazine Business Manager Stipend	\$ 4,000
Council Management Fee	\$ 5,000
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	<b>\$ 75,500</b>

##### FFA Foundation Projects

National Teach Ag Campaign	\$ 166,000
NAAE Convention Sponsorships	\$ 50,000
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	\$ 32,800
Lifetime Achievement	\$ 2,500
Outstanding Service Citation	\$ 2,460
NATAA	\$ 120,000
FFA Conv't Teacher Workshops	\$ 11,500
FFA Conv't Internet Lounge	\$ 8,200
Agriscience Teacher of the Year	\$ 18,740
Regional Grants (Ford)	\$ 18,000
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	<b>\$ 544,700</b>

**Total Revenue** **\$ 1,262,210**

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**Expenses**

**General Office/Administrative Expenses**

Salaries	
Executive Director	\$113,755
Associate Executive Director	72,100
Communications/Marketing Coordinator	61,800
Program Communications Assistant	35,000
Meeting Planner/Advocacy Coordinator	33,000
Staff Associate (part-time)	15,000
Student Assistants	15,000
Total Salaries	\$ 345,675
Benefits and Taxes	
401(k) Contributions (7% of qualified salaries)	\$22,097
401(k) Plan Administration Fees	
(\$1,750 annually plus \$25/participant)	1,875
Total FICA and SS (7.65% of all salaries)	25,297
Parking Fees	1,874
UK Fringes for Part-time Staff Associate	5,550
Health Insurance	27,420
Total Disability Insurance	1,900
Total Life Insurance	1,600
Total Benefits and Taxes	\$ 87,613

Depreciation	\$ 3,000
Telephone	\$ 5,000
(based on past figures)	
Postage	
General (based on past figures)	\$ 6,500
Travel	
Staff	
Travel (30 trips @ \$1,000 each)	\$30,000
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	4,700
Subtotal Travel Board of Directors	\$ 37,000
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 \$2,000 for each of the six persons. Increase estimated on past history.)	\$ 12,000
Public Relations	\$ 600
(includes expressions of condolences and congratulations and costs of meals with agricultural education advocates)	
Professional Liability Insurance	\$ 36,515
(7,303 members @ \$5 each; based on the 2013-14 actual count of active, active life, and student members projected in this budget)	
Memberships and Contributions	\$ 17,000
(includes \$8,000 to The Council; based on past figures)	
Promotion and Marketing	\$ 12,000
(National FFA Expo, marketing plan)	
Rent (\$2,500 discount due to Jackman's teaching)	\$ 5,000
Computer Service/Equip Maintenance	\$ 8,000
(increase due to CoP maintenance)	
Photocopies (2,000 copies @ 5 cents each)	\$ 100
Accounting Services	\$ 15,800
(\$650 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	1,500
401(k) Plan Insurance	150
Total Insurance	\$ 8,000



Office Supplies (based on past figures)	\$ 8,000
Staff Training and Education (based on past figures)	\$ 500
Delmar Scholarships (Upperdivision)	\$ 7,500
Additional Scholarships (Upperdivision)	\$ 2,250
Merchandise	\$ 2,500
Printing – General	\$ 2,000
Bank charges, interest, investment fees	\$ 100
Business Taxes	\$ 100
BFRDP Grant	\$ 0
NPS Expense (Reg Fees and Dinner for ACTE NPS)	\$ 10,000
Webinar Expenses	\$ 1,200
Website Maintenance	\$ 10,000
Credit Card Processing	\$ 2,500

**Subtotal General Office/Administrative Expenses** **\$ 677,953**

**FFA Foundation Projects**

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	\$ 20,000
Lifetime Achievement	\$ 2,500
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NAAE Convention Sponsorships	\$ 40,000
National Teach Ag Campaign	\$ 134,000
NATAA	\$ 120,000
FFA Conv't Teacher Workshops	\$ 11,500
FFA Conv't Internet Lounge	\$ 8,200
Agriscience Teacher of the Year	\$ 18,740
Regional Grants (Ford)	\$ 18,000

**Subtotal FFA Foundation Projects** **\$ 489,900**

**Convention Expenses (all based on past figures)**

Travel	
Board of Directors	\$ 14,000
Staff	\$ 8,000
Committee Chair/Vice Chair Expenses	\$ 4,550
Plaques and gifts	\$ 2,900
Meal Functions (not sponsored)	\$ 10,000
Marketing	\$ 2,500
Postage and Shipping	\$ 4,000
Equipment rental	\$ 19,000
Award Expenses	\$ 7,000

<b>Subtotal Convention Expenses</b>	<b>\$ 71,950</b>
<b>3 Percent of Projected Revenue Set-aside</b> (excluding the FFA Foundation Project revenue)	<b>\$ 21,525</b>
<b>Total Expenses</b>	<b>\$ 1,261,328</b>
<b>Excess of Revenue Over Expenses</b>	<b>\$ 882</b>