

2016-17 NAAE Budget

| REVENUE | | |
|---|--|--------------------|
| Member Dues | | |
| Active, Associate and Collegiate | | \$394,880 |
| Organizational Memberships | | \$30,750 |
| Subtotal Member Dues | | \$425,630 |
| Convention Receipts | | |
| Registration Fees | | \$115,000 |
| Sponsorships (other than FFA Foundation) | | \$16,000 |
| Subtotal Convention Receipts | | \$131,000 |
| Fees and Grants | | |
| Delmar Scholarships (Upperdivision) | | \$7,500 |
| Scholarship Raffle Proceeds (from convention) | | \$1,500 |
| Foundation Management Fees | | \$95,000 |
| Subtotal Fees and Grants | | \$104,000 |
| Other Revenue | | |
| Interest and dividends | | \$35,000 |
| Unrealized Gains on Investments | | |
| Sales of Merchandise | | \$10,000 |
| Miscellaneous Income | | \$10,000 |
| Investment Income – Life Fund | | \$11,000 |
| CASE Management Fees | | \$24,000 |
| Ag Ed Magazine Business Manager Stipend | | \$4,000 |
| Council MMM Management Fee | | \$5,000 |
| Subtotal Other Revenue | | \$99,000 |
| 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 | | \$57,400 |
| Lifetime Achievement Awards | | \$2,500 |
| NAAE Convention Sponsorships | | \$55,000 |
| National Teach Ag Campaign | | \$450,000 |
| NATAA/NAII | | \$120,000 |
| FFA Conv't Teacher Workshops | | \$20,000 |
| Agriscience Teacher of the Year | | \$8,000 |
| Upper Division Scholarships | | \$22,000 |
| Subtotal FFA Foundation Projects | | \$849,400 |
| TOTAL REVENUE | | \$1,609,030 |

2016-17 NAAE Budget

| EXPENSES | | |
|--|--|------------------|
| General Office/Administration Expenses | | |
| Salaries | | \$363,967 |
| Employee Benefits | | \$101,023 |
| Depreciation | | \$4,000 |
| Telephone | | \$5,000 |
| Postage -- General | | \$6,500 |
| 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 | | \$38,200 |
| Memberships and Contributions | | \$20,000 |
| Promotion/Marketing | | \$15,000 |
| Rent | | \$7,550 |
| Computer Service/Equipment Maintenance | | \$8,000 |
| Photocopies | | \$100 |
| Accounting Services | | \$15,800 |
| Legal Services | | \$1,000 |
| Insurance | | \$10,000 |
| Office Supplies | | \$10,000 |
| Staff Training and Education | | \$500 |
| Delmar Scholarships (Upperdivision) | | \$7,500 |
| Additional Scholarships (Upperdivision) | | \$1,500 |
| Merchandise | | \$2,500 |
| Printing -- General | | \$3,000 |
| Bank Charges, Interest, Investment Fees | | \$100 |
| Business Taxes | | \$100 |
| NPS Expenses | | \$5,000 |
| Webinar Expenses | | \$1,200 |
| Website Maintenance | | \$13,000 |
| Credit Card Processing | | \$2,500 |
| Subtotal General Office/Administrative Expenses | | \$737,540 |
| FFA Foundation Projects Expenses | | |
| 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 | | \$38,000 |
| Lifetime Achievement | | \$2,500 |
| NAAE Convention Sponsorships | | \$55,000 |
| National Teach Ag Campaign | | \$410,000 |
| NATAA | | \$120,000 |
| Agriscience Teacher of the Year | | \$8,000 |
| Upper Division Scholarships | | \$22,000 |
| Subtotal FFA Foundation Projects Expenses | | \$770,000 |
| | | |
| | | |
| | | |

2016-17 NAAE Budget

| NAAE Convention Expenses | | |
|--|--|--------------------|
| Travel -- Board of Directors | | \$16,000 |
| Travel -- Staff | | \$12,000 |
| 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 |
| Subtotal NAAE Convention Expenses | | \$77,950 |
| | | |
| | | |
| Three Percent of Projected Revenue Set-Aside ** | | \$22,789 |
| | | |
| | | |
| TOTAL EXPENSES | | \$1,608,279 |
| | | |
| EXCESS REVENUE OVER EXPENSES | | \$751 |
| | | |

**NAAE
2016-17 Dues Revenue Calculations***

| Type | Number | Dues | Total |
|---|----------|-------------|------------------|
| Active | 6,386 | \$60 | \$383,160 |
| Retired | 19 | \$35 | \$665 |
| Associate | 59 | \$35 | \$2,065 |
| Student | 899 | \$10 | \$8,990 |
| | | | |
| | | | \$394,880 |
| | | | |
| * Based on the final 2014-15 membership counts in each membership type. | | | |
| | | | |
| ProLiability | 6,386 | Active | |
| | 899 | Student | |
| | 355 | Active Life | |
| | 7,640 | | |
| | x \$5 | | |
| | \$38,200 | | |

NAAE 2016-17 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 | \$125,000 | \$8,750 | \$25 | \$9,563 | \$372 | | \$7,630 | \$1,900 | \$1,600 | \$29,840 | \$154,840 |
| Associate Executive Director | \$74,624 | \$5,224 | \$25 | \$5,709 | \$372 | | \$7,630 | | | \$18,959 | \$93,583 |
| Communications/Marketing Coord. | \$63,963 | \$4,477 | \$25 | \$4,893 | \$200 | | \$7,630 | | | \$17,226 | \$81,189 |
| Program Communications Assistant | \$36,225 | \$2,536 | \$25 | \$2,771 | \$372 | | \$7,630 | | | \$13,334 | \$49,559 |
| Meeting Planner/Advocacy Coord | \$34,155 | \$2,391 | \$25 | \$2,613 | \$372 | | \$7,630 | | | \$13,031 | \$47,186 |
| Staff Associate | \$15,000 | | | | \$186 | \$5,550 | | | | \$5,736 | \$20,736 |
| Student Assistants | \$15,000 | | | \$1,148 | | | | | | \$1,148 | \$16,148 |
| Expense Across All Positions | | | \$1,750 | | | | | | | \$1,750 | \$1,750 |
| | \$363,967 | \$23,378 | \$1,875 | \$26,696 | \$1,874 | \$5,550 | \$38,150 | \$1,900 | \$1,600 | \$101,023 | \$464,989 |
| CASE Outreach Director | \$57,908 | \$4,054 | \$25 | \$4,430 | \$100 | | \$7,630 | | | \$16,239 | \$74,147 |
| CASE/Teach Ag Marketing Assistant | \$35,000 | \$2,450 | \$25 | \$2,678 | \$372 | | \$7,630 | | | \$13,155 | \$48,155 |
| Total Salaries | \$363,967 | | | | | | | | | | |
| Total Benefits | \$101,023 | | | | | | | | | | |
| Total Employee Costs | \$464,989 | | | | | | | | | | |
| *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. | | | | | | | | | | | |

2016-17 NAAE Budget

Explanatory Notes

Revenue

Dues Calculation

| | |
|--|-------------------|
| 6,386 Active Members* @ \$60 per member | \$ 383,160 |
| 19 Retired Members* @ \$35 per member | 665 |
| 59 Associate Members* @ \$35 per member | 2,065 |
| 899 Student Members @ \$10 per member | 8,990 |
| (life members' dues are invested according to NAAE investment policies and do not contribute to the revenue from the dues calculation) | \$ 394,880 |
| *based on the 2013-14 final membership counts | |
| | |
| 41 Organizational Members** @ \$750 each | \$ 30,750 |
| **based on the 2014-15 final Organizational Member counts | |
| | <hr/> |
| | \$ 425,630 |

Convention Receipts

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

Fees and Grants

| | |
|---|-------------------|
| Delmar Scholarships | \$ 7,500 |
| Scholarship Raffle Proceeds (from convention) | \$ 1,500 |
| FFA Foundation Management Fees | \$ 95,000 |
| (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.) | |
| | <hr/> |
| | \$ 104,000 |

Other Revenue

| | |
|---|------------------|
| Interest and dividends | \$ 35,000 |
| Sales of Merchandise | \$ 10,000 |
| (estimate based on past sales) | |
| Miscellaneous Income | \$ 10,000 |
| (sale of mailing labels, newsletter advertisements) | |
| Investment Income – Life Fund | \$ 11,000 |
| (based on current performance) | |
| CASE Management Fee | \$ 24,000 |
| Ag Ed Magazine Business Manager Stipend | \$ 4,000 |
| Council Management Fee | \$ 5,000 |
| | <hr/> |
| | \$ 99,000 |

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 | \$ 57,400 |
| Lifetime Achievement | \$ 2,500 |
| NAAE Convention Sponsorships | \$ 55,000 |
| National Teach Ag Campaign | \$ 450,000 |
| NATAA | \$ 120,000 |
| FFA Conv't Teacher Workshops | \$ 20,000 |
| Agriscience Teacher of the Year | \$ 8,000 |
| Upper Division Scholarships | \$ 22,000 |
| | <hr/> |
| | \$ 849,400 |

Total Revenue **\$ 1,609,030**

Expenses**General Office/Administrative Expenses**

| | |
|---|------------|
| Salaries | |
| Executive Director | \$125,000 |
| Associate Executive Director | 74,264 |
| Communications/Marketing Coordinator | 63,963 |
| Program Communications Assistant | 36,225 |
| Meeting Planner/Advocacy Coordinator | 34,155 |
| Staff Associate (part-time) | 15,000 |
| Student Assistants | 15,000 |
| Total Salaries | \$ 363,967 |
| Benefits and Taxes | |
| 401(k) Contributions (7% of qualified salaries) | \$23,378 |
| 401(k) Plan Administration Fees (\$1,750 annually plus \$25/participant) | 1,875 |
| Total FICA and SS (7.65% of all salaries) | 26,696 |
| Parking Fees | 1,874 |
| UK Fringes for Part-time Staff Associate | 5,550 |
| Health Insurance | 38,150 |
| Total Disability Insurance | 1,900 |
| Total Life Insurance | 1,600 |
| Total Benefits and Taxes | \$ 101,023 |
| Depreciation | \$ 4,000 |
| Telephone | \$ 5,000 |
| (based on past figures) | |
| Postage | |
| General (based on past figures) | \$ 6,500 |

| | | |
|--|----------|-----------|
| 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 | | \$ 38,200 |
| (7,640 members @ \$5 each; based on the 2014-15 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 | | \$ 15,000 |
| (National FFA Expo, marketing plan) | | |
| Rent (\$2,500 discount due to Jackman's teaching) | | \$ 7,550 |
| 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 | 3,500 | |
| 401(k) Plan Insurance | 150 | |
| Total Insurance | | \$ 10,000 |
| Office Supplies | | \$ 10,000 |
| (based on past figures) | | |
| Staff Training and Education | | \$ 500 |
| (based on past figures) | | |
| Delmar Scholarships (Upperdivision) | | \$ 7,500 |
| Additional Scholarships (Upperdivision) | | \$ 1,500 |

| | |
|--|-----------|
| Merchandise | \$ 2,500 |
| Printing – General | \$ 3,000 |
| Bank charges, interest, investment fees | \$ 100 |
| Business Taxes | \$ 100 |
| NPS Expense (Reg Fees and Dinner for ACTE NPS) | \$ 5,000 |
| Webinar Expenses | \$ 1,200 |
| Website Maintenance | \$ 13,000 |
| Credit Card Processing | \$ 2,500 |

Subtotal General Office/Administrative Expenses **\$ 737,540**

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 | \$ 38,000 |
| Lifetime Achievement | \$ 2,500 |
| NAAE Convention Sponsorships | \$ 55,000 |
| National Teach Ag Campaign | \$ 410,000 |
| NATAA | \$ 120,000 |
| Agriscience Teacher of the Year | \$ 8,000 |
| Upper Division Scholarships | \$ 22,000 |

Subtotal FFA Foundation Projects **\$ 770,000**

Convention Expenses (all based on past figures)

| | |
|-------------------------------------|-----------|
| Travel | |
| Board of Directors | \$ 16,000 |
| Staff | \$ 12,000 |
| 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 |

Subtotal Convention Expenses **\$ 77,950**

3 Percent of Projected Revenue Set-aside **\$ 22,789**
(excluding the FFA Foundation Project revenue)

Total Expenses **\$ 1,608,279**

Excess of Revenue Over Expenses **\$ 751**