

**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 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	\$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	\$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	\$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	\$115,000	\$115,000
Trade Show	\$3,000	\$1,250	\$900	\$900	\$300	\$1,500	\$1,500	\$300	\$600	\$900	\$1,810	\$1,200		\$24,000
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	\$16,000	
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	\$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
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	\$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	\$100,000
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	\$104,000	\$107,500
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	\$35,000	\$35,000
Unrealized Gains on Investments						\$43,759	\$103,299	-\$34,455	\$62,775	\$118,091	-\$12,641	-\$70,184		
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	\$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	\$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	\$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
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
Council MMM Management Fee								\$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		
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		
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	\$99,000	\$95,000
FFA Foundation Projects														
NPS Ag Ed Leadership Luncheon					\$3,280			\$820			\$4,225			\$4,225

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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 Budget	FY2018 Budget
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	\$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	\$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	\$11,000	\$11,000
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	\$24,000	\$24,000
Communities of Practice										\$5,460	\$38,135	\$97,580	\$57,400	\$57,400
Lifetime Achievement	\$1,787	\$260		\$780				\$768	\$1,994	\$1,300	\$1,625	\$4,920	\$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	\$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	\$450,000	\$450,000
DuPont Agriscience -- NATAA/NAII							\$70,807	\$77,559	\$141,086	\$123,663	\$251,574	\$145,471	\$120,000	\$120,000
Teacher Workshops -- FFA Convention							\$1,098	\$9,970	\$1,094	\$3,346	\$5,001	\$11,320	\$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	\$8,000	\$24,600
Regional Grants -- Ford							\$18,000	\$18,000		\$18,000	\$18,000	\$18,000		
Student Teacher Scholarships												\$62,000	\$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	\$849,400	\$881,225
Council Support	\$75,000													
Pioneer Student Leadership Acacemy		\$133,000	\$9,000											
CASE Program Net Gain/Loss						\$18,207	-\$161,306	-\$68,522	-\$74,224	\$180,672	\$41,002	\$271,068		
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	\$2,110,521	\$1,609,030	\$1,658,670
**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	\$363,967	\$373,987
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	\$101,023	\$102,817
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	\$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	\$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	\$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	\$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	\$40,000	\$40,000
Substitute Teacher Hire Behinds								\$0	\$0	\$299	\$0	\$500	\$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	\$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	\$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	\$38,200	\$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	\$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	\$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	\$10,000

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Storage										\$1,055		\$2,270		
Computer Service/Equip. Maint.		\$751	\$285	\$1,670	\$1,986	\$713	\$4,304	\$7,072	\$6,035	\$8,182	\$8,216	\$8,612	\$8,000	\$8,000
Photocopies	\$10	\$107	\$40	\$17	\$63	\$15	\$210	\$89	\$0	\$71	\$0		\$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	\$15,800	\$16,400
Legal Services	\$54	\$543		\$7,557	\$1,445		\$1,744	\$2,419	\$1,035	\$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	\$10,000	\$10,000
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	\$10,000	\$13,000
Staff training and education	\$537	\$2,400	\$1,034	\$849	\$590	\$522	\$54	\$0	\$189	\$336	\$625	\$150	\$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
Additional Upper Div Scholarships							\$4,500	\$3,750	\$3,000	\$3,750	\$3,750	\$3,750	\$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	\$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	\$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	\$100	\$100
Business Property Taxes/Licenses/Fees	\$73	\$147	\$154	\$4	\$68	\$48	\$82	\$55	\$35	\$111	\$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		
NPS Expenses			\$4,458	\$9,835	\$6,462	\$7,397	\$7,378	\$12,095	\$13,379	\$10,542	\$12,172	\$9,710	\$5,000	\$5,000
Webinar Expenses				\$1,061	\$3,003	\$1,188	\$1,188	\$1,188	\$1,188	\$990	\$1,576	\$301	\$1,200	\$500
Website Maintenance												\$18,863	\$13,000	\$18,000
Communities of Practice Expenses					\$3,960	\$6,416	\$9,239	\$10,853	\$13,096	\$17,391				
NSTA Dues							\$896							
Credit Card Processing										\$400	\$2,512	\$3,611	\$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	\$737,540	\$772,744
FFA Foundation Projects Expenses														
NPS Ag Ed Leadership Luncheon														\$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	\$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	\$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	\$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	\$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	\$46,500	\$46,500
XLR8										\$18,479	\$19,678	\$20,022	\$24,000	\$24,000
Communities of Practice											\$23,481	\$63,287	\$38,000	\$38,000
Lifetime Achievement	\$1,787	\$700		\$780			\$155	\$768	\$1,793	\$1,300	\$1,625	\$1,179	\$2,500	\$2,500
Outstanding Service Citation									\$1,176	\$1,300	\$975	\$1,504		
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	\$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	\$410,000	\$410,000
DuPont Agriscience -- NATAA/NAII							\$73,932	\$74,366	\$140,650	\$106,633	\$187,378	\$200,521	\$120,000	\$120,000
Teacher Workshops -- FFA Convention							\$1,098	\$8,981	\$1,094	\$3,859	\$6,851	\$6,885		

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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	\$8,000	\$10,000
Upper Division Scholarships													\$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	\$770,000	\$776,225
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	\$16,000	\$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	\$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	\$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	\$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		
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		\$10,000	\$10,000
Speakers	\$867													
Promotion/marketing	\$429		\$367	\$2,023	\$1,840	\$516		\$2,782	\$834	\$5,600	\$3,325	\$1,965	\$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	\$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	\$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	\$7,000	\$10,000
Miscellaneous	\$1,240	\$399	\$323	\$729		\$1,475	-\$75	\$0	\$184	\$222	\$0			
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	\$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	\$22,789	\$23,323
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	\$1,608,279	\$1,657,842
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	\$274,824	\$751	\$828
** not including CASE gains/losses														
***FY2012 set-aside is 1.35 percent														

The unusual increase in net revenue for 2015-16 is due largely to the National FFA Foundation now 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 2015-16 will be expended in 2016-17, but it must be recorded in the 2015-16 financial statements.