

Junior Achievement of South Texas / Financial Statement June 2019

| | | | | Annual Budget vs. YTD | |
|--------------------------|-------------------------------|--------------------------|----------------------------|----------------------------------|--------------------|
| Revenue | 2017-2018 Year End | Annual Budget | June YTD Actual | Variance Col 1- 2 | % of Budget |
| Corporate Contributions | \$ 546,015 | \$ 552,500 | \$ 421,744 | \$ (130,756) | 76% |
| Finance Park | \$ 186,500 | \$ 170,000 | \$ 294,500 | \$ 124,500 | 173% |
| Foundations | \$ 113,925 | \$ 120,500 | \$ 120,050 | \$ (450) | 100% |
| Individual Giving | \$ 188,655 | \$ 180,500 | \$ 173,726 | \$ (6,774) | 96% |
| Board Fees | \$ 8,400 | \$ 8,500 | \$ 9,450 | \$ 950 | 111% |
| Interest | \$ 2,166 | \$ 2,000 | \$ 7,123 | \$ 5,123 | 356% |
| Bowling Classic | \$ 390,086 | \$ 410,000 | \$ 371,878 | \$ (38,122) | 91% |
| Golf Tournament | \$ 78,571 | \$ 80,000 | \$ 81,571 | \$ 1,571 | 102% |
| Half Marathon | \$ 93,410 | \$ 95,000 | \$ 96,860 | \$ 1,860 | 102% |
| Auction | \$ - | \$ 55,000 | \$ 53,485 | \$ (1,515) | 97% |
| Hall of Fame | \$ 314,150 | \$ 325,000 | \$ 326,200 | \$ 1,200 | 100% |
| B & E Luncheon | \$ 22,250 | \$ 45,000 | \$ - | \$ (45,000) | 0% |
| Sporting Clay Tournament | \$ 150,348 | \$ 140,000 | \$ 176,298 | \$ 36,298 | 126% |
| Fiscally Fit 5K | \$ 15,301 | \$ 15,000 | \$ 18,578 | \$ 3,578 | 124% |
| Top Golf | \$ 13,875 | \$ 15,000 | \$ 13,327 | \$ (1,673) | 89% |
| Miscellaneous | \$ 12,600 | \$ 16,600 | \$ 46,018 | \$ 29,418 | 277% |
| Total Income | \$2,136,252 | \$2,230,600 | \$2,210,808 | \$ (19,792) | 99% |
| Expenses | | | | | |
| Salaries | \$ 830,934 | \$ 925,607 | \$ 919,511 | \$ 6,096 | 99% |
| Payroll Taxes | \$ 65,185 | \$ 70,480 | \$ 72,013 | \$ (1,533) | 102% |
| Pension | \$ 123,910 | \$ 115,328 | \$ 118,466 | \$ (3,138) | 103% |
| Insurance Benefits | \$ 79,061 | \$ 100,414 | \$ 98,881 | \$ 1,533 | 98% |
| National Participation | \$ 54,653 | \$ 56,191 | \$ 56,190 | \$ 1 | 100% |
| Staff Development | \$ 7,251 | \$ 11,300 | \$ 3,611 | \$ 7,689 | 32% |
| Outside Services | \$ 60,847 | \$ 59,025 | \$ 59,249 | \$ (224) | 100% |
| Professional Fees | \$ 21,588 | \$ 22,600 | \$ 24,043 | \$ (1,443) | 106% |
| Technology /Software | \$ 541 | \$ 1,300 | \$ 1,112 | \$ 188 | 86% |
| Office Supplies | \$ 5,627 | \$ 7,500 | \$ 5,489 | \$ 2,011 | 73% |
| Postage | \$ 596 | \$ 1,000 | \$ 1,861 | \$ (861) | 186% |
| Travel | \$ 11,361 | \$ 12,200 | \$ 13,125 | \$ (925) | 108% |
| Public Relations | \$ 335 | \$ 850 | \$ 268 | \$ 582 | 32% |
| Subscription & Dues | \$ 2,187 | \$ 2,275 | \$ 3,115 | \$ (840) | 137% |
| General Insurance | \$ 31,827 | \$ 32,688 | \$ 34,847 | \$ (2,159) | 107% |
| Business Center Rent | \$ 55,618 | \$ 57,656 | \$ 57,940 | \$ (284) | 100% |
| Utilities / Telephone | \$ 26,638 | \$ 25,450 | \$ 20,641 | \$ 4,809 | 81% |
| Bowling Classic | \$ 49,129 | \$ 55,000 | \$ 48,064 | \$ 6,936 | 87% |
| Golf Tournament | \$ 19,062 | \$ 20,000 | \$ 16,138 | \$ 3,862 | 81% |
| Half Marathon | \$ 37,511 | \$ 40,000 | \$ 42,367 | \$ (2,367) | 106% |
| Auction | \$ - | \$ 18,000 | \$ 19,712 | \$ (1,712) | 110% |
| Hall of Fame | \$ 104,674 | \$ 111,700 | \$ 119,515 | \$ (7,815) | 107% |
| B & E Luncheon | \$ 4,289 | \$ 10,000 | \$ - | \$ 10,000 | 0% |
| Sporting Clay Tournament | \$ 58,516 | \$ 61,000 | \$ 73,931 | \$ (12,931) | 121% |
| Fiscally Fit 5K | \$ 2,978 | \$ 3,500 | \$ 2,611 | \$ 889 | 75% |
| Top Golf | \$ 5,280 | \$ 6,000 | \$ 5,066 | \$ 934 | 84% |
| Program Materials | \$ 287,825 | \$ 312,000 | \$ 317,144 | \$ (5,144) | 102% |
| Finance Park Operations | \$ 21,695 | \$ 55,000 | \$ 16,934 | \$ 38,066 | 31% |
| Program Rec / Recruit | \$ 3,776 | \$ 5,050 | \$ 2,492 | \$ 2,558 | 49% |
| Miscellaneous | \$ 2,184 | \$ 5,100 | \$ 5,526 | \$ (426) | 108% |
| Total Expenses | \$1,975,078 | \$2,204,214 | \$2,159,861 | \$ 44,353 | 98% |
| Surplus / Deficit | \$ 161,174 | \$ 26,386 | \$ 50,947 | \$ 24,561 | |