

**JUNIOR ACHIEVEMENT  
OF MIDDLE TENNESSEE, INC.  
FINANCIAL STATEMENTS,  
SUPPLEMENTAL SCHEDULES,  
AND  
INDEPENDENT AUDITORS' REPORT  
YEARS ENDED JUNE 30, 2007 AND 2006**



JUNIOR ACHIEVEMENT  
OF MIDDLE TENNESSEE, INC.  
FINANCIAL STATEMENTS,  
SUPPLEMENTAL SCHEDULES  
AND  
INDEPENDENT AUDITORS' REPORT  
YEARS ENDED JUNE 30, 2007 AND 2006

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# BLANKENSHIP CPA GROUP, PLLC

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

## INDEPENDENT AUDITORS' REPORT

To the Board of Directors of  
Junior Achievement of Middle Tennessee, Inc.

We have audited the accompanying statements of financial position of Junior Achievement of Middle Tennessee, Inc. (the "Organization") as of June 30, 2007 and 2006, and the related statements of activities and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Junior Achievement of Middle Tennessee, Inc., as of June 30, 2007 and 2006, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplemental schedules, as listed in the table of contents, on pages 14 through 19 are presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

*Blankenship CPA Group, PLLC*

July 27, 2007



JUNIOR ACHIEVEMENT OF MIDDLE TENNESSEE, INC.  
 STATEMENTS OF FINANCIAL POSITION  
 JUNE 30, 2007 AND 2006

	2007	2006
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$ 176,783	\$ 174,565
Contributions receivable currently due, net	368,781	791,124
Prepaid expenses and other current assets	<u>29,222</u>	<u>24,067</u>
Total current assets	574,786	989,756
Property and equipment, net	841,244	1,019,253
Non-current contributions receivable, net	<u>923,513</u>	<u>993,822</u>
<b>TOTAL ASSETS</b>	<u><u>\$ 2,339,543</u></u>	<u><u>\$ 3,002,831</u></u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable and accrued expenses	\$ 141,689	\$ 127,631
Current portion of long-term debt	<u>33,835</u>	<u>632,992</u>
Total current liabilities	175,524	760,623
Long-term debt, net of current portion	<u>428,530</u>	<u>17,272</u>
Total liabilities	<u>604,054</u>	<u>777,895</u>
<b>NET ASSETS</b>		
Unrestricted	661,726	775,113
Temporarily restricted	<u>1,073,763</u>	<u>1,449,823</u>
Total net assets	<u>1,735,489</u>	<u>2,224,936</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u><u>\$ 2,339,543</u></u>	<u><u>\$ 3,002,831</u></u>

The accompanying notes are an integral part of these financial statements.



JUNIOR ACHIEVEMENT OF MIDDLE TENNESSEE, INC.  
STATEMENTS OF ACTIVITIES  
YEARS ENDED JUNE 30, 2007 AND 2006

	2007			2006		
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Revenues and other support						
Contributions:						
Corporations and individuals	\$ 345,381	\$ 249,301	\$ 594,682	\$ 226,653	\$ 530,514	\$ 757,167
Special events	854,337	-	854,337	865,609	-	865,609
Foundations and grants	-	-	-	165,700	-	165,700
Total contributions	1,199,718	249,301	1,449,019	1,257,962	530,514	1,788,476
Program fees	95,971	-	95,971	83,938	-	83,938
Other	16,316	-	16,316	21,556	-	21,556
Interest income	6,866	-	6,866	6,828	-	6,828
Net assets released from restrictions	625,361	(625,361)	-	344,474	(344,474)	-
Total revenues and other support	1,944,232	(376,060)	1,568,172	1,714,758	186,040	1,900,798
Expenses						
Functional expenses:						
Program services	1,403,926	-	1,403,926	1,329,171	-	1,329,171
Management and general	153,652	-	153,652	150,363	-	150,363
Fundraising	162,423	-	162,423	166,295	-	166,295
Total functional expenses	1,720,001	-	1,720,001	1,645,829	-	1,645,829
Special events	285,780	-	285,780	303,982	-	303,982
Franchise and licensee fees	51,838	-	51,838	54,594	-	54,594
Total expenses	2,057,619	-	2,057,619	2,004,405	-	2,004,405
INCREASE (DECREASE) IN NET ASSETS	(113,387)	(376,060)	(489,447)	(289,647)	186,040	(103,607)
NET ASSETS, BEGINNING OF THE YEAR	775,113	1,449,823	2,224,936	1,064,760	1,263,783	2,328,543
NET ASSETS, END OF THE YEAR	<u>\$ 661,726</u>	<u>\$ 1,073,763</u>	<u>\$ 1,735,489</u>	<u>\$ 775,113</u>	<u>\$ 1,449,823</u>	<u>\$ 2,224,936</u>

The accompanying notes are an integral part of these financial statements.



JUNIOR ACHIEVEMENT OF MIDDLE TENNESSEE, INC.  
STATEMENTS OF CASH FLOWS  
YEARS ENDED JUNE 30, 2007 AND 2006

	2007	2006
CASH FLOWS FROM OPERATING ACTIVITIES		
Decrease in net assets	\$ (489,447)	\$ (103,607)
Adjustments to reconcile decrease in net assets to net cash provided by operating activities:		
Depreciation	210,294	211,899
Donated assets	(700)	-
Loss on sale of equipment	2,554	-
Decrease in contributions receivable, net	492,652	15,142
(Increase) decrease in prepaid expenses and other current assets	(5,155)	29,475
Increase in accounts payable and accrued expenses	14,058	27,435
Decrease in deferred revenue	<u>-</u>	<u>(29,500)</u>
Net cash provided by operating activities	<u>224,256</u>	<u>150,844</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of property and equipment	(48,339)	(15,615)
Proceeds from sale of equipment	<u>14,200</u>	<u>-</u>
Net cash used by investing activities	<u>(34,139)</u>	<u>(15,615)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from borrowings	44,883	-
Repayments of long-term debt	<u>(232,782)</u>	<u>(168,218)</u>
Net cash used by financing activities	<u>(187,899)</u>	<u>(168,218)</u>
Increase (decrease) in cash and cash equivalents	2,218	(32,989)
CASH AND CASH EQUIVALENTS, BEGINNING OF THE YEAR	<u>174,565</u>	<u>207,554</u>
CASH AND CASH EQUIVALENTS, END OF THE YEAR	<u><u>\$ 176,783</u></u>	<u><u>\$ 174,565</u></u>
<u>SUPPLEMENTAL DISCLOSURES</u>		
CASH PAID DURING THE YEAR FOR INTEREST	<u><u>\$ 49,525</u></u>	<u><u>\$ 56,306</u></u>

The accompanying notes are an integral part of these financial statements.



**JUNIOR ACHIEVEMENT  
OF MIDDLE TENNESSEE, INC.  
NOTES TO FINANCIAL STATEMENTS  
YEARS ENDED JUNE 30, 2007 AND 2006**

**NOTE 1 - NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

Junior Achievement of Middle Tennessee, Inc. (the "Organization") was chartered as a not-for-profit corporation on August 31, 1957, and organized as a franchise of Junior Achievement, Inc. Since 1919, Junior Achievement, Inc. has been educating and inspiring young people to value free enterprise, understand business and economics, and improve the quality of their lives. Through partnerships and collaborations between businesses, educators, and other not-for-profit organizations, approximately 45,250 students in kindergarten through twelfth grade, in 254 schools throughout middle Tennessee, benefited from the economic education programs. The programs also meet the state's curriculum requirements for economics, with the aid of 2,272 volunteer role models from business, industry and the community. Junior Achievement's funding support comes primarily from businesses, foundations, special events and individuals.

In addition to providing the program services available as a franchisee of Junior Achievement, Inc., the Organization began operating the Exchange City program in Nashville as a licensee of Experiencia. Through this program students experience the real-life applications of social studies, math, language arts, economics, government and technology by spending the day as a participant in this experimental city.

Basis of Accounting

The financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America using the accrual method of accounting.

Basis of Presentation

The Organization reports information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted, and permanently restricted net assets based on the existence or absence of donor-imposed restrictions.

Contributions

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. All donor-restricted support is reported as an increase in temporarily or permanently restricted net assets depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions.



**JUNIOR ACHIEVEMENT  
OF MIDDLE TENNESSEE, INC.  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
YEARS ENDED JUNE 30, 2007 AND 2006**

**NOTE 1 - NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

Contributions receivable

Contributions receivable, less an allowance for uncollectible amounts, are recognized as revenues in the period promised and as assets, decreases in liabilities, or expenses depending on the form of the benefits received. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

Amounts expected to be collected within the next fiscal year are classified as current assets at the face value of the receivable. Amounts which are not collectible within the next fiscal year are recorded as non-current contributions receivable, using the estimated present value of the future cash flows.

Donated Material and Services

Contributions of donated material that are useable for program services, fundraising, and support of management and general functions are recorded at their estimated fair values in the period received. Contributions of donated services requiring specialized skills and which would typically need to be purchased if not donated, are recorded at their estimated fair values in the period received.

Donations of property and equipment are recorded as support at their estimated fair value. Such donations are reported as unrestricted support unless the donor has restricted the donated asset for a specific purpose. As of June 30, 2007, the Organization has no donated property or equipment which is restricted.

The fair value of donated volunteer services is not reflected in the accompanying financial statements since it is not practicable to objectively determine the fair value of the service received. However, management estimates that a substantial number of volunteers have donated significant amounts of their time as instructors, chapter advisors and as fundraisers.

Cash and Cash Equivalents

Cash includes amounts on hand and on deposit in financial institutions. Cash equivalents include highly liquid investments with an original maturity of three months or less.



**JUNIOR ACHIEVEMENT  
OF MIDDLE TENNESSEE, INC.  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
YEARS ENDED JUNE 30, 2007 AND 2006**

**NOTE 1 - NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

Property and Equipment

Property and equipment are carried at cost if purchased and at estimated fair value if donated, less accumulated depreciation. Significant additions and improvements are capitalized. Repairs and maintenance are charged to expense as incurred. Depreciation is provided on a straight-line basis over the following estimated useful lives:

	<b>Years</b>
Tenant improvements	10
Furniture and equipment	3 - 7
Automobile	5

Income Taxes

Junior Achievement is a not-for-profit service organization exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, income taxes are not provided.

Functional Allocation

Allocation of costs on a functional basis is dependent upon management's estimate of the percentage of staff time incurred in conjunction with each activity and the nature of the expense.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

**NOTE 2 - CONCENTRATION OF CREDIT RISK**

The Organization maintains its cash in bank deposit accounts in financial institutions. Accounts at each institution are insured by the Federal Deposit Insurance Corporation up to \$100,000. At June 30, 2007, the Organization maintained cash balances of \$108,132 that were not FDIC insured.



**JUNIOR ACHIEVEMENT  
OF MIDDLE TENNESSEE, INC.  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
YEARS ENDED JUNE 30, 2007 AND 2006**

**NOTE 3 - CONTRIBUTIONS RECEIVABLE**

Contributions receivable as of June 30, 2007 and 2006 are summarized as follows:

	<b>2007</b>	<b>2006</b>
United Way (from donor designations)	\$ 9,746	\$ 15,533
Exchange City program	1,382,188	1,811,037
Other corporations and individuals	<u>226,847</u>	<u>344,590</u>
	1,618,781	2,171,160
Less discounts to net present value	(316,487)	(361,214)
Less allowance for uncollectible amounts	<u>(10,000)</u>	<u>(25,000)</u>
<b>Total</b>	<b><u>\$ 1,292,294</u></b>	<b><u>\$ 1,784,946</u></b>

The net amounts are classified in the statements of financial position as follows:

	<b>2007</b>	<b>2006</b>
Current portion	\$ 368,781	\$ 791,124
Non-current portion	<u>923,513</u>	<u>993,822</u>
<b>Total</b>	<b><u>\$ 1,292,294</u></b>	<b><u>\$ 1,784,946</u></b>

The current portion represents the face value of contributions collectible within the next fiscal year. The non-current portion represents the present value of amounts due after one year. The non-current portion was discounted using a 5% annual interest rate to estimate present value. This rate is used in all subsequent periods to update the estimated present value of this pledge as follows:

	<b>2007</b>	<b>2006</b>
Due in one to five years	\$ 391,783	\$ 409,060
Due after five years	<u>531,730</u>	<u>584,762</u>
<b>Total non-current portion</b>	<b><u>\$ 923,513</u></b>	<b><u>\$ 993,822</u></b>



**JUNIOR ACHIEVEMENT  
OF MIDDLE TENNESSEE, INC.  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
YEARS ENDED JUNE 30, 2007 AND 2006**

**NOTE 4 - PROPERTY AND EQUIPMENT**

Property and equipment consists of the following:

	<b>2007</b>	<b>2006</b>
Tenant improvements	\$ 1,272,201	\$ 1,272,201
Furniture and equipment	583,647	570,800
Automobile	<u>36,193</u>	<u>31,968</u>
	1,892,041	1,874,969
Less accumulated depreciation	<u>(1,050,797)</u>	<u>(855,716)</u>
Net	<u>\$ 841,244</u>	<u>\$ 1,019,253</u>

Depreciation expense was \$210,294 and \$211,899 for the years ended June 30, 2007 and 2006, respectively.

**NOTE 5 - LONG-TERM DEBT**

The Organization's outstanding debt at June 30 was as follows:

	<b>2007</b>	<b>2006</b>
Note payable to bank	\$ 419,600	\$ 626,800
Note payable to Toyota Motor	39,599	23,464
Capital lease obligations	<u>3,166</u>	<u>-</u>
	462,365	650,264
Less current portion	<u>(33,835)</u>	<u>(632,992)</u>
Total non-current portion	<u>\$ 428,530</u>	<u>\$ 17,272</u>

During 2007, the Organization extended the balance of their note payable to the bank and their revolving line of credit into a new bank note with an original amount of \$616,400. The note is payable in monthly principal payments of \$5,200 with interest due monthly at a rate of LIBOR plus .50%. The note matures September 2009 and is collateralized by contributions receivable and equipment.

Also during 2007, the Organization traded in their vehicle and acquired a new note payable to Toyota Motor due in monthly installments aggregating \$689 including interest at 6.49% and maturing March 2013 and is collateralized by the automobile.

The Organization has a \$150,000 revolving line-of-credit with Bank of America with interest at a floating rate, 9.75% at June 30, 2007. The credit agreement expires in September, 2007. This line of credit had a zero balance at June 30, 2007.



**JUNIOR ACHIEVEMENT  
OF MIDDLE TENNESSEE, INC.  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
YEARS ENDED JUNE 30, 2007 AND 2006**

**NOTE 5 - LONG-TERM DEBT (CONTINUED)**

The Organization has a capital lease on computer equipment. The lease provides for monthly payments of \$149 for 36 months and matures September 2009.

Maturities of long-term debt are as follows:

Year Ending June 30,	Amount
2008	\$ 33,835
2009	36,956
2010	370,800
2011	7,133
2012	7,607
Thereafter	<u>6,034</u>
	<u>\$ 462,365</u>

Interest expense was \$49,525 and \$56,306 for the years ended June 30, 2007 and 2006, respectively.

The Organization had an interest swap agreement with Bank of America for its outstanding debt to the Bank. The Organization entered into this agreement to manage its risk between its floating and variable interest rates. The term of the agreement ran out in March 2007 and was not renewed. Excess interest cost for the year ended June 30, 2007 amounted to approximately \$624.

**NOTE 6 - TEMPORARILY RESTRICTED NET ASSETS**

Temporarily restricted net assets as of June 30 were restricted for the following purposes:

	2007	2006
Contributions receivable restricted for Exchange City program	\$ 1,068,513	\$ 1,449,823
Grant for technology equipment	<u>5,250</u>	<u>-</u>
Total temporarily restricted net assets	<u>\$ 1,073,763</u>	<u>\$ 1,449,823</u>



**JUNIOR ACHIEVEMENT  
OF MIDDLE TENNESSEE, INC.  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
YEARS ENDED JUNE 30, 2007 AND 2006**

**NOTE 7 - AGENCY FUND**

On January 13, 1995, the Organization created the Junior Achievement Agency Fund (the "Fund") with the Nashville Area Community Foundation (the "Foundation"). The Organization retains the right to make future contributions to the Fund and to suggest the manner in which income of the Fund is distributed to charitable organizations, including the Organization, which otherwise meet the eligibility standards of the Foundation.

The Foundation has ultimate authority and control over all property of the Fund, including income derived therefrom, for use in conjunction with the charitable purposes of the Foundation, therefore, these assets are not included in the financial statements of the Organization. The Fund is charged an asset management fee by the Foundation equal to 0.75% of the current value of the Fund annually, payable quarterly in arrears.

The market value of the Fund was \$123,740 and \$111,347 as of June 30, 2007 and 2006, respectively.

**NOTE 8 - DONATED MATERIALS AND SERVICES**

The Organization receives donated materials and services ("in-kind" contributions) in the normal course of its operations, to include program materials, special events, fundraising goods or services, property and equipment and office supplies. The estimated fair values of these items are included in the statements of activities for the years ended June 30, 2007 and 2006 as follows:

	2007	2006
Special events	\$ 47,377	\$ 73,337
Program materials	8,693	2,474
Management and general	1,892	5,646
Property and equipment	<u>700</u>	<u>-</u>
Total in-kind contributions	<u>\$ 58,662</u>	<u>\$ 81,457</u>



**JUNIOR ACHIEVEMENT  
OF MIDDLE TENNESSEE, INC.  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
YEARS ENDED JUNE 30, 2007 AND 2006**

**NOTE 9 - OPERATING LEASE**

Junior Achievement of Middle Tennessee, Inc. leases its administrative offices and Exchange City facilities under an operating lease expiring August 31, 2011. Junior Achievement pays certain operating expenses in addition to the base rent.

Future minimum rental commitments are as follows:

Year Ending June 30,	Amount
2008	\$ 136,314
2009	142,273
2010	148,663
2011	155,356
2012	<u>26,079</u>
Total	<u>\$ 608,685</u>

Rent amounted to \$131,737 for the year ended June 30, 2007 and \$115,971 for 2006.

**NOTE 10 - COMMITMENTS**

As a franchisee of Junior Achievement, Inc., the Organization pays franchise fees based on contribution revenue. The fees are based on contributions for the prior fiscal year ended, paid monthly in equal installments.

As a licensee of Experiencia, operating the Exchange City program in Nashville, the Organization pays license fees based on the number of students utilizing the program. The fees are \$2.50 per student up to a \$25,000 annual maximum.

Total franchise and licensee fees were \$51,838 and \$54,594 for 2007 and 2006, respectively.



**JUNIOR ACHIEVEMENT  
OF MIDDLE TENNESSEE, INC.  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
YEARS ENDED JUNE 30, 2007 AND 2006**

**NOTE 11 - PENSION PLAN**

The Organization participates in the Junior Achievement, Inc. non-contributory, defined benefit pension plan (the "Plan"), which is available to all employees who have completed one year of service and work at least 1,000 hours a year.

Contributions

The Organization's contribution is actuarially determined to fund future anticipated benefits. Forfeitures of the Organization's contributions occur when a participant terminates employment and is not 100% vested. Any forfeitures are used to reduce subsequent contributions by the Organization. Total pension expense was \$57,014 and \$42,284 for the years ended June 30, 2007 and 2006, respectively.

Benefits

Benefits (for normal, early, or late retirement) are payable monthly based on years of service and average earnings, as defined in the Plan document.

Vesting

Prior to retirement or attaining age 65 (when all participants become 100% vested), participants vest in the Organization's contributions as follows:

<b>Years of Service</b>	<b>Vesting %</b>
Less than 5 years	0%
5 years and over	100%

Investments

The Plan's assets are invested by the Equitable Life Assurance Society of the United States. The Organization's allocable portion of total Plan assets is not readily determinable.



## **SUPPLEMENTAL SCHEDULES**



JUNIOR ACHIEVEMENT OF MIDDLE TENNESSEE, INC.  
SCHEDULE OF FUNCTIONAL EXPENSES  
YEAR ENDED JUNE 30, 2007

	<u>Program Services</u>	<u>Management and General</u>	<u>Fund Raising</u>	<u>Total</u>
Salaries and benefits	\$ 562,172	\$ 70,271	\$ 70,271	\$ 702,714
Program materials	160,771	-	-	160,771
Rent	105,390	13,174	13,173	131,737
Employee insurance	74,541	9,317	9,318	93,176
Repairs and maintenance	62,958	7,870	7,870	78,698
Retirement benefits	45,611	5,701	5,702	57,014
Interest	39,620	4,953	4,952	49,525
Payroll taxes	38,875	4,860	4,859	48,594
Utilities	26,581	3,323	3,322	33,226
Staff training	21,203	2,650	2,651	26,504
Telephone	15,598	1,950	1,950	19,498
Travel	9,007	1,126	1,126	11,259
Business insurance	8,885	1,111	1,110	11,106
Subscriptions	8,523	1,065	1,066	10,654
Volunteer training	9,196	-	-	9,196
Office supplies	7,045	881	880	8,806
Program insurance	8,651	-	-	8,651
Computer expense	5,026	628	628	6,282
Business development	-	-	5,780	5,780
Postage	3,979	498	497	4,974
Marketing	-	-	4,885	4,885
Outside services	3,905	488	488	4,881
Audit	3,760	470	470	4,700
Public relations	3,162	395	395	3,952
Contract labor	2,539	-	-	2,539
	<hr/>	<hr/>	<hr/>	<hr/>
Total functional expenses before depreciation and in-kind items	1,226,998	130,731	141,393	1,499,122
Depreciation	168,235	21,029	21,030	210,294
In-kind items	8,693	1,892	-	10,585
	<hr/>	<hr/>	<hr/>	<hr/>
Total functional expenses	<u>\$ 1,403,926</u>	<u>\$ 153,652</u>	<u>\$ 162,423</u>	<u>\$ 1,720,001</u>



JUNIOR ACHIEVEMENT OF MIDDLE TENNESSEE, INC.  
SCHEDULE OF SPECIAL EVENTS  
YEAR ENDED JUNE 30, 2007

**BOWL-A-THON**

Revenues:	
Cash contributions	\$ 287,430
In-kind contributions	7,091
Total Revenues	<u>294,521</u>
Expenses:	
Awards/luncheon	33,414
T-shirts	11,807
Lanes fees	8,965
Printing/miscellaneous	3,380
Kintera fees	2,989
Promotional items	1,233
Concessions	635
Décor/supplies/photos	431
Total Expenses	<u>62,854</u>
Net	<u><u>\$ 231,667</u></u>

**FREE ENTERPRISE AWARD DINNER**

Revenues:	
Cash contributions	\$ 147,650
Total Revenues	<u>147,650</u>
Expenses:	
Reception/dinner/AV equipment	25,547
Photography/videography	4,310
Printing/signs/supplies	1,017
Decorations	1,410
Awards	604
Postage/courier	452
Miscellaneous	291
Total Expenses	<u>33,631</u>
Net	<u><u>\$ 114,019</u></u>

**AWARENESS BREAKFAST**

Revenues:	
Cash contributions	\$ 46,925
Total Revenues	<u>46,925</u>
Expenses:	
Reception/dinner/AV equipment	6,678
Printing/signs/supplies	436
Awards	137
Postage/courier	156
Total Expenses	<u>7,407</u>
Net	<u><u>\$ 39,518</u></u>



JUNIOR ACHIEVEMENT OF MIDDLE TENNESSEE, INC.  
SCHEDULE OF SPECIAL EVENTS (CONTINUED)  
YEAR ENDED JUNE 30, 2007

**GAYLORD GOLF TOURNAMENT**

Revenues:	
Cash contributions	\$ 287,455
In-kind contributions	40,286
Total Revenues	<u>327,741</u>
Expenses:	
Awards/gifts	86,467
Dining and refreshments	45,336
Course fees	19,200
Trust event solutions fee	2,800
Sign/printing	1,671
Insurance	1,073
Supplies/photography	925
Miscellaneous	731
Total Expenses	<u>158,203</u>
Net	<u><u>\$ 169,538</u></u>

**STOCK MARKET CHALLENGE**

Revenues:	
Cash contributions	\$ 37,500
Total Revenues	<u>37,500</u>
Expenses:	
Room rental/food/AV	13,144
Fundraiser Inc. fees	9,142
Awards	991
Promo items/supplies	375
Printing	33
Total Expenses	<u>23,685</u>
Net	<u><u>\$ 13,815</u></u>

TOTAL SPECIAL EVENTS, REVENUES*	\$ 854,337
TOTAL SPECIAL EVENTS, EXPENSES*	<u>285,780</u>
NET	<u><u>\$ 568,557</u></u>

* Total in-kind amounts included in revenues and expenses	<u><u>\$ 47,377</u></u>
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JUNIOR ACHIEVEMENT OF MIDDLE TENNESSEE, INC.  
SCHEDULE OF ACTIVITIES BY DIVISION  
YEAR ENDED JUNE 30, 2007

	Junior Achievement Program Activities	Exchange City Program Activities	Total
<b>Revenues and other support</b>			
Contributions - special events	\$ 854,337	\$ -	\$ 854,337
Contributions - corporations and individuals	350,631	244,051	594,682
Program fees	-	95,971	95,971
Other	5,613	10,703	16,316
Interest income	6,272	594	6,866
	<u>1,216,853</u>	<u>351,319</u>	<u>1,568,172</u>
<b>Total revenues and other support</b>			
	<u>1,216,853</u>	<u>351,319</u>	<u>1,568,172</u>
<b>Expenses</b>			
Salaries and wages	507,140	195,574	702,714
Special events	285,780	-	285,780
Program materials	129,289	31,482	160,771
Rent	52,159	79,578	131,737
Employee insurance	80,994	12,182	93,176
Repairs and maintenance	43,304	35,394	78,698
Retirement benefits	51,111	5,903	57,014
Franchise and licensee fees	36,923	14,915	51,838
Interest	22,178	27,347	49,525
Payroll taxes	34,482	14,112	48,594
Utilities	13,317	19,909	33,226
Staff training	22,468	4,036	26,504
Telephone	11,838	7,660	19,498
Travel	10,576	683	11,259
Business insurance	6,342	4,764	11,106
Subscriptions	9,780	874	10,654
In-kind items	1,892	8,693	10,585
Volunteer training	8,159	1,037	9,196
Office supplies	6,409	2,397	8,806
Program insurance	8,651	-	8,651
Computer expense	3,163	3,119	6,282
Business development	5,714	66	5,780
Postage	4,611	363	4,974
Marketing	4,648	237	4,885
Outside services	2,675	2,206	4,881
Audit	2,620	2,080	4,700
Public relations	2,796	1,156	3,952
Contract labor	2,367	172	2,539
	<u>1,371,386</u>	<u>475,939</u>	<u>1,847,325</u>
<b>Total expenses before depreciation</b>			
	<u>1,371,386</u>	<u>475,939</u>	<u>1,847,325</u>
<b>DECREASE IN NET ASSETS BEFORE DEPRECIATION</b>	(154,533)	(124,620)	(279,153)
<b>Depreciation</b>	<u>14,191</u>	<u>196,103</u>	<u>210,294</u>
<b>DECREASE IN NET ASSETS</b>	<u>\$ (168,724)</u>	<u>\$ (320,723)</u>	<u>\$ (489,447)</u>