

**JUNIOR ACHIEVEMENT
OF MIDDLE TENNESSEE, INC.
FINANCIAL STATEMENTS,
SUPPLEMENTAL SCHEDULES,
AND
INDEPENDENT AUDITORS' REPORT
YEARS ENDED JUNE 30, 2005 AND 2004**

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OF MIDDLE TENNESSEE, INC.
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SUPPLEMENTAL SCHEDULES
AND
INDEPENDENT AUDITORS' REPORT
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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, 2005 and 2004, 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, 2005 and 2004, 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 18 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

August 17, 2005

JUNIOR ACHIEVEMENT OF MIDDLE TENNESSEE, INC.
STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2005 AND 2004

	2005	2004
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	\$ 207,554	\$ 213,044
Contributions receivable currently due, net	739,305	734,767
Prepaid expenses and other current assets	<u>53,542</u>	<u>37,741</u>
Total current assets	<u>1,000,401</u>	<u>985,552</u>
Property and equipment, net	1,215,537	1,423,918
Non-current contributions receivable, net	<u>1,060,783</u>	<u>1,124,556</u>
TOTAL ASSETS	<u><u>\$ 3,276,721</u></u>	<u><u>\$ 3,534,026</u></u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Current portion of notes payable	\$ 68,218	\$ 392,076
Accounts payable and accrued expenses	100,196	85,888
Deferred revenue	<u>29,500</u>	<u>-</u>
Total current liabilities	197,914	477,964
LONG-TERM DEBT		
Notes payable, net of current portion	<u>750,264</u>	<u>608,950</u>
Total liabilities	<u>948,178</u>	<u>1,086,914</u>
NET ASSETS		
Unrestricted	1,064,760	1,091,556
Temporarily restricted	<u>1,263,783</u>	<u>1,355,556</u>
Total net assets	<u>2,328,543</u>	<u>2,447,112</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>\$ 3,276,721</u></u>	<u><u>\$ 3,534,026</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, 2005 AND 2004

	2005			2004		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
Revenues and other support:						
Contributions:						
Corporations and individuals	\$ 273,768	\$ 619,668	\$ 893,436	\$ 312,752	\$ 552,525	\$ 865,277
Foundations and grants	64,725	-	64,725	119,075	-	119,075
Special events	633,420	-	633,420	741,206	-	741,206
Total contributions	971,913	619,668	1,591,581	1,173,033	552,525	1,725,558
Interest income	5,646	-	5,646	5,082	-	5,082
Program fees	83,387	-	83,387	77,859	-	77,859
Other	25,967	-	25,967	18,735	-	18,735
Net assets released from restrictions	711,441	(711,441)	-	555,376	(555,376)	-
Total revenues and other support	1,798,354	(91,773)	1,706,581	1,830,085	(2,851)	1,827,234
Expenses						
Functional expenses:						
Program services	1,248,352	-	1,248,352	1,363,001	-	1,363,001
Management and general	155,920	-	155,920	150,336	-	150,336
Fundraising	151,698	-	151,698	176,052	-	176,052
Total functional expenses	1,555,970	-	1,555,970	1,689,389	-	1,689,389
Special events	214,246	-	214,246	205,405	-	205,405
Franchise and licensee fees	54,934	-	54,934	56,654	-	56,654
Total expenses	1,825,150	-	1,825,150	1,951,448	-	1,951,448
DECREASE IN NET ASSETS	(26,796)	(91,773)	(118,569)	(121,363)	(2,851)	(124,214)
NET ASSETS, BEGINNING OF THE YEAR	1,091,556	1,355,556	2,447,112	1,212,919	1,358,407	2,571,326
NET ASSETS, END OF THE YEAR	<u>\$ 1,064,760</u>	<u>\$ 1,263,783</u>	<u>\$ 2,328,543</u>	<u>\$ 1,091,556</u>	<u>\$ 1,355,556</u>	<u>\$ 2,447,112</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, 2005 AND 2004

	2005	2004
CASH FLOWS FROM OPERATING ACTIVITIES		
Decrease in net assets	\$ (118,569)	\$ (124,214)
Adjustments to reconcile decrease in net assets to net cash provided (used) by operating activities:		
Depreciation	231,859	230,463
Donated assets	(1,270)	(6,270)
(Increase) decrease in contributions receivable, net	59,235	(327,617)
Increase in prepaid expenses and other current assets	(15,801)	(1,152)
Increase in accounts payable and accrued expenses	14,308	55,826
Increase in deferred revenue	<u>29,500</u>	<u>-</u>
Net cash provided (used) by operating activities	<u>199,262</u>	<u>(172,964)</u>
 CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of property and equipment	<u>(22,208)</u>	<u>(2,989)</u>
Net cash used by investing activities	<u>(22,208)</u>	<u>(2,989)</u>
 CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from borrowings and refinancing of notes payable	1,017,981	-
Net borrowings under line of credit agreement	12,000	186,000
Principal payments on and refinancing of notes payable	<u>(1,212,525)</u>	<u>(55,846)</u>
Net cash provided (used) by financing activities	<u>(182,544)</u>	<u>130,154</u>
Decrease in cash and cash equivalents	(5,490)	(45,799)
CASH AND CASH EQUIVALENTS, BEGINNING OF THE YEAR	<u>213,044</u>	<u>258,843</u>
CASH AND CASH EQUIVALENTS, END OF THE YEAR	<u><u>\$ 207,554</u></u>	<u><u>\$ 213,044</u></u>
 <u>SUPPLEMENTAL DISCLOSURES</u>		
CASH PAID DURING THE YEAR FOR INTEREST	<u>\$ 66,282</u>	<u>\$ 59,988</u>
NON-CASH INVESTING ACTIVITY: donated property and equipment	<u><u>\$ 1,270</u></u>	<u><u>\$ 6,270</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, 2005 AND 2004**

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, over 37,610 students in kindergarten through twelfth grade, in 224 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 1,993 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, 2005 AND 2004**

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, 2005, 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 fund raisers.

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, 2005 AND 2004**

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:

	Years
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.

**JUNIOR ACHIEVEMENT
OF MIDDLE TENNESSEE, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
YEARS ENDED JUNE 30, 2005 AND 2004**

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, 2005, the Organization maintained cash balances of \$99,352 that were not FDIC insured.

NOTE 3 - CONTRIBUTIONS RECEIVABLE

Contributions receivable as of June 30, 2005 and 2004 are summarized as follows:

	2005	2004
United Way (from donor designations)	\$ 20,890	\$ 26,386
Exchange City program	1,983,000	2,031,000
Other corporations and individuals	<u>240,415</u>	<u>302,381</u>
	2,244,305	2,359,767
Less discounts to net present value	(419,217)	(475,444)
Less allowance for uncollectible amounts	<u>(25,000)</u>	<u>(25,000)</u>
Total	<u>\$ 1,800,088</u>	<u>\$ 1,859,323</u>

The net amounts are classified in the statements of financial position as of June 30 as follows:

	2005	2004
Current portion	\$ 739,305	\$ 734,767
Non-current portion	<u>1,060,783</u>	<u>1,124,556</u>
Total	<u>\$ 1,800,088</u>	<u>\$ 1,859,323</u>

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:

	2005	2004
Due in one to five years	\$ 425,514	\$ 425,514
Due after five years	<u>635,269</u>	<u>699,042</u>
Total non-current portion	<u>\$ 1,060,783</u>	<u>\$ 1,124,556</u>

**JUNIOR ACHIEVEMENT
OF MIDDLE TENNESSEE, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
YEARS ENDED JUNE 30, 2005 AND 2004**

NOTE 4 - PROPERTY AND EQUIPMENT

Property and equipment consists of the following as of June 30:

	2005	2004
Tenant improvements	\$ 1,266,730	\$ 1,265,638
Furniture and equipment	560,657	557,791
Automobile	<u>31,967</u>	<u>29,875</u>
	1,859,354	1,853,304
Less accumulated depreciation	<u>(643,817)</u>	<u>(429,386)</u>
Total	<u>\$ 1,215,537</u>	<u>\$ 1,423,918</u>

Depreciation expense was \$231,859 and \$230,463 for the years ended June 30, 2005 and 2004, respectively.

NOTE 5 - NOTES PAYABLE AND LONG-TERM DEBT

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

	2005	2004
Note payable to bank	\$ 789,200	\$ 800,000
Note payable to Toyota Motor	29,282	-
Note payable to GMAC	-	15,026
Revolving line of credit	<u>-</u>	<u>186,000</u>
Total notes payable	818,482	1,001,026
Less current portion	<u>68,218</u>	<u>392,076</u>
Total non-current portion	<u>\$ 750,264</u>	<u>\$ 608,950</u>

During 2005, the Organization consolidated 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 \$986,000. The note is payable in monthly principal payments of \$5,200 with interest due monthly at a rate of LIBOR plus 2.75% and a fixed rate of 5.0% less LIBOR. The note matures September 2006 and is collateralized by contributions receivable and equipment.

Also during 2005, the Organization traded in their vehicle and acquired a new note payable to Toyota Motor which is payable in monthly installments aggregating \$624 and maturing December 2009 and is collateralized by title to the automobile.

**JUNIOR ACHIEVEMENT
OF MIDDLE TENNESSEE, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
YEARS ENDED JUNE 30, 2005 AND 2004**

NOTE 5 - NOTES PAYABLE AND LONG-TERM DEBT (CONTINUED)

Maturities of notes payable are as follows:

Fiscal Year Ending	Amount
June 30	
2006	\$ 68,218
2007	732,992
2008	6,590
2009	7,014
2010	3,668
	<u>\$ 818,482</u>

Interest expense was \$66,282 and \$59,988 for the years ended June 30, 2005 and 2004, respectively.

The Organization has a \$100,000 revolving line-of-credit with Bank of America with interest at a floating rate, which was 7.75% at June 30, 2005. The credit agreement expires in December, 2005. This line of credit had a zero balance at June 30, 2005.

The Organization has an interest swap agreement with Bank of America for \$800,000 of 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 is for five years beginning March 2002 with the fixed interest rate at approximately 6.71%. Excess interest cost for the year ended June 30, 2005 amounted to approximately \$17,390.

NOTE 6 - TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets as of June 30, 2005 and 2004, were restricted for the following purposes:

	2005	2004
Contributions receivable restricted for Exchange City program	<u>\$ 1,263,783</u>	<u>\$ 1,355,556</u>

**JUNIOR ACHIEVEMENT
OF MIDDLE TENNESSEE, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
YEARS ENDED JUNE 30, 2005 AND 2004**

NOTE 7 - AGENCY FUND

On January 13, 1995, the Organization created the Junior Achievement Agency Fund (the "Fund") at 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, and, 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 \$106,599 and \$103,356 as of June 30, 2005 and 2004, 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, 2005 and 2004 as follows:

	2005	2004
Property and equipment	\$ 1,270	\$ 6,270
Program materials	18,775	52,498
Management and general	21,053	6,577
Fundraising	5,900	-
Special events	<u>72,775</u>	<u>49,738</u>
Total in-kind contributions	<u>\$ 119,773</u>	<u>\$ 115,083</u>

**JUNIOR ACHIEVEMENT
OF MIDDLE TENNESSEE, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
YEARS ENDED JUNE 30, 2005 AND 2004**

NOTE 9 - LEASE OBLIGATIONS

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

Future minimum rental commitments as of June 30, 2005 are as follows:

Fiscal Year Ending June 30	Amount
2006	\$124,742
2007	130,399
2008	136,314
2009	142,273
2010	148,663
Thereafter	<u>181,435</u>
Total	<u>\$ 863,826</u>

Rent amounted to \$119,181 for the year ended June 30, 2005 and \$115,718 for 2004.

NOTE 10 - COMMITMENTS

As a franchisee of Junior Achievement, Inc., the Organization pays franchise fees based on contribution revenue. These 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. These fees are \$2.50 per student up to a \$25,000 annual maximum.

Total franchise and licensee fees were \$54,934 and \$56,654 for 2005 and 2004, respectively.

**JUNIOR ACHIEVEMENT
OF MIDDLE TENNESSEE, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
YEARS ENDED JUNE 30, 2005 AND 2004**

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 \$51,704 and \$54,246 for the years ended June 30, 2005 and 2004, respectively.

Benefits

Benefits (for normal, early, or late retirement) are payable monthly and are 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:

Years of Service	Vesting %
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, 2005

	<u>Program Services</u>	<u>Management and General</u>	<u>Fund Raising</u>	<u>Total Functional Expenses</u>
Salaries and benefits	\$ 453,812	\$ 56,727	\$ 56,726	\$ 567,265
Program materials	129,772	-	-	129,772
Rent	95,345	11,918	11,918	119,181
Employee insurance	50,382	6,297	6,297	62,976
Repairs and maintenance	70,342	8,793	8,793	87,928
Interest	53,026	6,628	6,628	66,282
Payroll taxes	29,843	3,731	3,730	37,304
Retirement benefits	41,363	5,171	5,170	51,704
Contract labor	5,588	-	-	5,588
Utilities	23,166	2,896	2,896	28,958
Marketing	-	-	8,959	8,959
Telephone	12,919	1,615	1,615	16,149
Public relations	7,395	924	924	9,243
Office supplies	7,543	943	943	9,429
Travel	6,489	811	811	8,111
Postage	4,714	589	590	5,893
Subscriptions	7,336	917	917	9,170
Volunteer training	7,696	-	-	7,696
Computer expense	5,624	703	703	7,030
Business insurance	7,898	987	988	9,873
Staff training	7,330	916	916	9,162
Program insurance	7,591	-	-	7,591
Business development	-	-	1,974	1,974
Audit	4,320	540	540	5,400
Outside services	4,596	575	574	5,745
Total functional expenses before depreciation and in-kind items	1,044,090	111,681	122,612	1,278,383
Depreciation	185,487	23,186	23,186	231,859
In-kind items	18,775	21,053	5,900	45,728
Total functional expenses	<u>\$ 1,248,352</u>	<u>\$ 155,920</u>	<u>\$ 151,698</u>	<u>\$ 1,555,970</u>

JUNIOR ACHIEVEMENT OF MIDDLE TENNESSEE, INC.
SCHEDULE OF SPECIAL EVENTS
YEAR ENDED JUNE 30, 2005

BOWL-A-THON

Revenues:	
Cash contributions	\$ 249,540
In-kind contributions	21,899
Total Revenues	<u>271,439</u>
Expenses:	
Awards/gifts/prizes	38,344
Lanes fees	7,849
Printing/décor/supplies	1,765
Miscellaneous	370
In-kind items	21,899
Administration	3,514
Total Expenses	<u>73,741</u>
Net	<u><u>\$ 197,698</u></u>

GAYLORD GOLF TOURNAMENT

Revenues:	
Cash contributions	\$ 311,105
In-kind contributions	50,876
Total Revenues	<u>361,981</u>
Expenses:	
Awards/gifts	54,276
Dining and refreshments	29,522
Sign/printing	1,846
Miscellaneous	1,485
In-kind items	50,876
Administration	2,500
Total Expenses	<u>140,505</u>
Net	<u><u>\$ 221,476</u></u>

TOTAL SPECIAL EVENTS, REVENUE*	\$ 633,420
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TOTAL SPECIAL EVENTS, EXPENSES*	<u>214,246</u>
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TOTAL NET	<u><u>\$ 419,174</u></u>
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* Total in-kind amounts included in revenues and expenses	<u><u>\$ 72,775</u></u>
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JUNIOR ACHIEVEMENT OF MIDDLE TENNESSEE, INC.
SCHEDULE OF ACTIVITIES BY DIVISION
YEAR ENDED JUNE 30, 2005

	Junior Achievement Program Activities	Exchange City Program Activities	Total
Revenues and other support			
Contributions - corporations and individuals	\$ 273,768	\$ 619,668	\$ 893,436
Contributions - special events	633,420	-	633,420
Contributions - foundations and grants	64,725	-	64,725
Program fees	-	83,387	83,387
Interest income	5,420	226	5,646
Other	11,342	14,625	25,967
	<u>988,675</u>	<u>717,906</u>	<u>1,706,581</u>
Total revenues and other support			
	<u>988,675</u>	<u>717,906</u>	<u>1,706,581</u>
Expenses			
Salaries and wages	399,252	168,013	567,265
Special events	214,246	-	214,246
Program materials	110,926	18,846	129,772
Rent	47,672	71,509	119,181
Repairs and maintenance	42,673	45,255	87,928
Employee insurance	43,426	19,550	62,976
Interest	29,094	37,188	66,282
In-kind items	26,953	18,775	45,728
Franchise and licensee fees	39,546	15,388	54,934
Retirement benefits	43,845	7,859	51,704
Payroll taxes	25,852	11,452	37,304
Marketing	8,746	213	8,959
Utilities	11,582	17,376	28,958
Computer expense	3,475	3,555	7,030
Telephone	10,124	6,025	16,149
Public relations	495	8,748	9,243
Travel	6,897	1,214	8,111
Contract labor	5,588	-	5,588
Business insurance	5,596	4,277	9,873
Subscriptions	8,112	1,058	9,170
Office supplies	5,681	3,748	9,429
Postage	5,612	281	5,893
Volunteer training	5,972	1,724	7,696
Staff training	7,670	1,492	9,162
Program insurance	7,591	-	7,591
Outside services	3,024	2,721	5,745
Audit	3,170	2,230	5,400
Business development	1,904	70	1,974
	<u>1,124,724</u>	<u>468,567</u>	<u>1,593,291</u>
Total expenses before depreciation			
	<u>1,124,724</u>	<u>468,567</u>	<u>1,593,291</u>
INCREASE IN NET ASSETS BEFORE DEPRECIATION	(136,049)	249,339	113,290
Depreciation	18,870	212,989	231,859
(DECREASE) IN NET ASSETS	<u>\$ (154,919)</u>	<u>\$ 36,350</u>	<u>\$ (118,569)</u>



Junior Achievement of MIDDLE TENNESSEE, INC.

Area # 106803

Supplemental Schedule to the Audit

FOR PERIOD ENDED JUNE 30, 2005

REVENUE AND EXPENSE	UNRESTRICTED	TEMPORARILY RESTRICTED	PERMANENTLY RESTRICTED	TOTAL
REVENUE (GROSS)				
Contributions (Exclusive of Special Events)				
- Corporations	194,770	-	-	194,770
- Individual	51,775	619,668	-	671,443
- Foundation	64,725	-	-	64,725
Special Events (Gross)	633,420	-	-	633,420
Less Special Event expenses (please see attached sheet for allocable expenses)	214,246	-	-	214,246
Net Special events income	419,174	-	-	419,174
Realized Gains or Losses on investments	-	-	-	5,646
Unrealized Gains or Losses on investments	-	-	-	-
Contributed Services (Inkind)	27,223	-	-	27,223
Govenmental Income	-	-	-	-
Other Income	115,000	-	-	109,354
Net Assets Released From Restrictions	711,441	(711,441)	-	-
TOTAL REVENUE	1,584,108	(91,773)	-	1,492,335
EXPENSES				
Program Expense	1,248,352	-	-	1,248,352
General & Administrative	210,854	-	-	210,854
Fund Raising	151,698	-	-	151,698
TOTAL EXPENSES	1,610,904	-	-	1,610,904
SURPLUS/(DEFICIT)	(26,796)	(91,773)	-	(118,569)
STATEMENT OF FINANCIAL POSITION				
ASSETS	2,012,938	1,263,783	-	3,276,721
LIABILITIES	948,178	-	-	948,178
BEGINNING NET ASSETS	1,091,556	1,355,556	-	2,447,112
SURPLUS/(DEFICIT)	(26,796)	(91,773)	-	(118,569)
ADJUSTMENTS/TRANSFERS	-	-	-	-
ENDING NET ASSETS	1,064,760	1,263,783	-	2,328,543
TOTAL LIABILITIES AND NET ASSETS	2,012,938	1,263,783	-	3,276,721

Please indicate total income not subject to License fees. (ATTACH DETAIL LIST)

829,624

Please indicate total Depreciation and/or Amortization

231,859

SEE INDEPENDENT AUDITORS' REPORT
Auditor's Signature

8/17/2005
Date

License Fee Paid

54,934

**JUNIOR ACHIEVEMENT
OF MIDDLE TENNESSEE, INC.
YEAR ENDED JUNE 30, 2005**

INCOME NOT SUBJECT TO LICENSE FEES:

Exchange City revenue	\$ 717,680
Contributed services	99,998
Board member dues	6,300
Investment income	<u>5,646</u>
	<u>\$829,624</u>