



To the Board of Directors
National Association of
Agricultural Educators, Inc.
Lexington, Kentucky 40546

Management is responsible for the accompanying financial statements of National Association of Agricultural Educators, Inc. (a nonprofit organization), which comprise the statement of financial position as of January 31, 2020 and the related statement of activities for the seven months then ended in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

The supplementary information contained in the Schedule of Actual vs. Budget, Convention Revenue and Expenses, CASE Initiative Revenue and Expenses, and National Teach Ag Campaign Revenue and Expenses is presented for purposes of additional analysis and is not a required part of the basic financial statements. This information is the representation of management. The information was subject to our compilation engagement, however, we have not audited or reviewed the supplementary information and, accordingly, do not express an opinion, a conclusion, nor provide any form of assurance on such supplementary information.

Management has elected to omit substantially all the disclosures and the statement of cash flows required by accounting principles generally accepted in the United States of America. If the omitted disclosures and statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Organization's financial position, changes in net assets, and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

The Livesay Group, PLLC

March 2, 2020

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Financial Position

January 31, 2020

ASSETS

Cash on deposit	\$ 875,567
Investments - operating fund	829,473
Investments - life membership fund	331,762
Accounts receivable	289,946
Inventory	5,000
Prepaid expenses	22,674
Property and equipment - CASE Initiative	143
Property and equipment	30,850
Deposit	<u>4,814</u>

TOTAL ASSETS \$ 2,390,229

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts payable	\$ 265,758
Accrued leave payable	40,004
Other current liabilities	<u>9,144</u>

TOTAL LIABILITIES 314,906

NET ASSETS

Unrestricted net assets:	
Current operation	1,354,118
Board designated for special purposes	220,715
Temporarily restricted net assets	(515,517)
CASE Initiative	<u>1,016,007</u>

TOTAL NET ASSETS 2,075,323

TOTAL LIABILITIES AND NET ASSETS \$ 2,390,229

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Activities

For the Seven Months Ended January 31, 2020

	<u>Unrestricted</u>				
	<u>Current</u>	<u>Board</u>	<u>NTAC</u>	<u>CASE</u>	<u>Total</u>
	<u>Operations</u>	<u>Designated</u>	<u>Initiative</u>	<u>Initiative</u>	
Revenue, Gains and Losses					
Membership dues	\$ 413,530	\$ 1,440	\$ -	\$ -	\$ 414,970
Convention registration	150,695	-	-	-	150,695
Sponsorship and awards	18,143	-	-	-	18,143
Merchandise sales	3,857	-	-	-	3,857
Contributions	-	-	170	-	170
Net realized and unrealized					
gains (losses) on securities	61,931	-	-	-	61,931
Interest and dividends	5,866	-	-	-	5,866
FFA Foundation projects	246,740	-	-	-	246,740
FFA Foundation grants	162,500	-	-	-	162,500
CASE Initiative income	-	-	-	1,355,341	1,355,341
National Teach Ag Campaign Income	-	-	123,339	-	123,339
Other income	262,498	-	-	-	262,498
	<u>1,325,760</u>	<u>1,440</u>	<u>123,509</u>	<u>1,355,341</u>	<u>2,643,550</u>
Total Revenue, Gains and Losses					
	-	-	-	-	-
Net Assets Released from Restrictions					
	<u>1,325,760</u>	<u>1,440</u>	<u>123,509</u>	<u>1,355,341</u>	<u>2,643,550</u>
Total Revenue, Gains and Losses and Reclassifications					
	<u>1,325,760</u>	<u>1,440</u>	<u>123,509</u>	<u>1,355,341</u>	<u>2,643,550</u>
Expenses					
General expenses	630,051	-	-	-	630,051
FFA Foundation projects	214,901	-	-	-	214,901
CASE Initiative expenses	-	-	-	1,426,443	1,426,443
National Teach Ag Campaign expenses	-	-	560,841	-	560,841
Convention expenses	129,417	-	-	-	129,417
	<u>974,369</u>	<u>-</u>	<u>560,841</u>	<u>1,426,443</u>	<u>2,400,812</u>
Total expenses					
	<u>974,369</u>	<u>-</u>	<u>560,841</u>	<u>1,426,443</u>	<u>2,400,812</u>
INCREASE (DECREASE) IN NET ASSETS	351,391	1,440	(437,332)	(71,102)	(155,603)
NET ASSETS AT BEGINNING OF PERIOD	<u>1,002,727</u>	<u>219,275</u>	<u>(78,185)</u>	<u>1,087,109</u>	<u>2,230,926</u>
NET ASSETS AT END OF PERIOD	<u>\$ 1,354,118</u>	<u>\$ 220,715</u>	<u>\$ (515,517)</u>	<u>\$ 1,016,007</u>	<u>\$ 2,075,323</u>

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Seven Months Month Ended January 31, 2020

	MONTH		MONTH		MONTH		YEAR TO DATE		YEAR		YEAR
	<u>ACTUAL</u>		<u>BUDGET</u>		<u>\$VARIANCE</u>		<u>ACTUAL</u>		<u>BUDGET</u>		<u>\$VARIANCE</u>
REVENUE											
Member dues	\$ 24,280	\$	\$ 35,008	\$	\$ (10,728)	\$	\$ 403,990	\$	\$ 420,090	\$	\$ (16,100)
Corporate membership dues	2,250		1,250		1,000		10,980		15,000		(4,020)
Scholarships upper division	-		625		(625)		-		7,500		(7,500)
National Geographic Cengage scholarships	-		-		-		-		-		-
Foundation management fees	-		-		-		-		-		-
Interest and dividends	489		2,917		(2,428)		4,193		35,000		(30,807)
Net realized and unrealized gains (losses) on securities	(5,619)		-		(5,619)		61,931		-		61,931
Merchandise sales	-		500		(500)		3,857		6,000		(2,143)
Investment income, Life Fund	201		1,000		(799)		1,673		12,000		(10,327)
Contributions, Legislative Fund	-		-		-		170		-		170
Miscellaneous income	-		750		(750)		1,936		9,000		(7,064)
Scholarship raffle proceeds	-		-		-		-		-		-
Student teacher scholarship revenue	-		-		-		-		-		-
Teacher crisis fund	4,265		-		4,265		15,976		-		15,976
BFRDP Grant	-		-		-		-		-		-
AEM business manager stipend	-		333		(333)		-		4,000		(4,000)
Agriculture Teacher Resource Guide	-		-		-		24,446		-		24,446
National Ag Ed Summit Revenue	-		-		-		-		-		-
National Teach Ag Campaign management fee	-		-		-		-		46,000		(46,000)
Nat'l Agriscience Teacher Ambassadors	-		13,667		(13,667)		164,000		164,000		-
NPS National Ag Ed leadership dinner	-		352		(352)		-		4,225		(4,225)
CASE Initiative management fee	-		2,000		(2,000)		-		24,000		(24,000)
Council MMM management fee	-		417		(417)		-		5,000		(5,000)
FFA Foundation project - TTTK	-		5,467		(5,467)		65,600		65,600		-
FFA Foundation project - OPAP	-		1,367		(1,367)		16,400		16,400		-
FFA Foundation project - OMSP	-		1,367		(1,367)		16,400		16,400		-
FFA Foundation project - OT	-		1,367		(1,367)		9,020		16,400		(7,380)
FFA Foundation project - OECT	-		1,367		(1,367)		16,400		16,400		-
FFA Foundation project - Lifetime Achievement	-		410		(410)		13,120		4,920		8,200
FFA Foundation project - Outstanding Service Citation	-		-		-		-		-		-
FFA Foundation teacher workshop	-		-		-		-		-		-
FFA Foundation upper division scholarships	-		1,667		(1,667)		-		20,000		(20,000)
FFA Foundation Agriscience Initiative	-		-		-		-		-		-
FFA Foundation NATAA/NAII	-		-		-		-		-		-
FFA Foundation project - XLR8	-		8,333		(8,333)		91,800		100,000		(8,200)
FFA Foundation communities of practice	-		5,600		(5,600)		18,000		67,200		(49,200)
FFA Foundation convention internet lounge	-		-		-		-		-		-
FFA Foundation Grant general operating	150,000		-		150,000		150,000		-		150,000
FFA Foundation Grant office space	12,500		-		12,500		12,500		-		12,500
CASE Initiative net income	(2,255)		(2)		(2,253)		(71,102)		-		(71,102)
Convention net income	11,946		8,161		3,785		95,561		97,950		(2,389)
National Teach Ag Campaign net income	(278,294)		556		(278,850)		(437,502)		6,685		(444,187)
TOTAL REVENUE	(80,237)		94,479		(174,716)		689,349		1,179,770		(490,421)
EXPENSES											
Salaries	40,475		33,524		6,951		277,720		402,290		(124,570)
Taxes and benefits	5,654		9,470		(3,816)		50,362		113,645		(63,283)
Computer service	1,939		1,667		272		11,181		20,000		(8,819)
Telephone	1,278		500		778		3,488		6,000		(2,512)
Accounting	700		1,429		(729)		13,005		17,150		(4,145)
Depreciation	698		333		365		2,768		4,000		(1,232)
Rent	9,628		838		8,790		15,060		10,050		5,010
Insurance	1,397		1,000		397		6,934		12,000		(5,066)
Legal	-		83		(83)		4,386		1,000		3,386
Office Supplies	2,256		1,083		1,173		8,762		13,000		(4,238)
Bank charges and investment fees	930		8		922		3,558		100		3,458
Printing, general	-		250		(250)		2,175		3,000		(825)
Staff training	6,661		83		6,578		6,661		1,000		5,661
Taxes and licenses	-		4		(4)		-		50		(50)

(Continued)

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Seven Months Month Ended January 31, 2020

	<u>MONTH</u> <u>ACTUAL</u>	<u>MONTH</u> <u>BUDGET</u>	<u>MONTH</u> <u>\$VARIANCE</u>	<u>YEAR TO DATE</u> <u>ACTUAL</u>	<u>YEAR</u> <u>BUDGET</u>	<u>YEAR</u> <u>\$VARIANCE</u>
Membership and contributions	8,000	1,667	6,333	12,508	20,000	(7,492)
Travel, staff	259	2,833	(2,574)	19,120	34,000	(14,880)
Promotion and marketing	2,100	1,250	850	23,719	15,000	8,719
Merchandise and diaries	-	417	(417)	5,448	5,000	448
Photocopying	-	8	(8)	-	100	(100)
Postage, general	495	667	(172)	7,340	8,000	(660)
Professional liability insurance	-	3,397	(3,397)	42,330	40,760	1,570
Public relations	-	83	(83)	-	1,000	(1,000)
Delmar scholarships	-	625	(625)	3,000	7,500	(4,500)
Scholarships upper division	25,500	-	25,500	26,996	20,000	6,996
National Geographic Cengage scholarships	-	-	-	-	-	-
Travel, regional secretaries	-	1,500	(1,500)	7,180	18,000	(10,820)
Travel, board of directors	-	3,250	(3,250)	24,901	39,000	(14,099)
FFA Foundation project - TTTK	-	3,333	(3,333)	42,185	40,000	2,185
FFA Foundation project - OPAP	-	750	(750)	4,734	9,000	(4,266)
FFA Foundation project - OMSP	-	750	(750)	9,693	9,000	693
FFA Foundation project - OT	-	750	(750)	5,409	9,000	(3,591)
FFA Foundation project - OECT	-	750	(750)	9,758	9,000	758
FFA Foundation project - Lifetime achievement	-	208	(208)	3,015	2,500	515
FFA Foundation project - Outstanding service citation	-	-	-	1,340	-	1,340
FFA Foundation teacher workshop	-	-	-	-	-	-
FFA Foundation Regional Grants	-	-	-	-	-	-
FFA Foundation Agriscience Initiative	-	-	-	-	-	-
FFA Foundation XLR8	-	5,000	(5,000)	33,348	60,000	(26,652)
FFA Foundation convention internet lounge	-	-	-	-	-	-
NPS Ag Ed Leadership dinner	-	352	(352)	-	4,225	(4,225)
TTTK	-	-	-	-	-	-
NATAA	(1,718)	10,833	(12,551)	86,594	130,000	(43,406)
Regional grants	-	-	-	-	-	-
NPS expense	-	417	(417)	-	5,000	(5,000)
Webinar expense	-	42	(42)	494	500	(6)
Teacher crisis fund	1,500	-	1,500	5,000	-	5,000
Communities of practice expense	-	3,409	(3,409)	-	40,910	(40,910)
Substitute teacher hire behinds	-	42	(42)	-	500	(500)
Website	-	1,500	(1,500)	13,372	18,000	(4,628)
NATAA stipends	-	-	-	18,825	-	18,825
TTTK stipends	-	-	-	1,000	-	1,000
XLR8 stipends	-	-	-	2,250	-	2,250
BFRDP expense	-	-	-	-	-	-
BFPD contract labor	-	-	-	-	-	-
Contract labor	-	-	-	1,367	-	1,367
Credit card expense	536	333	203	6,298	4,000	2,298
Storage	-	-	-	3,016	-	3,016
Professional development	-	-	-	-	-	-
National Ag Ed Summit Expense	-	-	-	-	-	-
Ag ed opportunity fund	-	-	-	-	-	-
Ag ed resource guide expense	-	-	-	18,652	-	18,652
Miscellaneous	-	-	-	-	-	-
TOTAL EXPENSES	108,288	94,438	13,850	844,952	1,153,280	(308,328)
NET INCOME (LOSS)	\$ (188,525)	\$ 41	\$ (188,566)	\$ (155,603)	\$ 26,490	\$ (182,093)

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of Convention Revenue and Expenses
For the One and Seven Months Month Ended January 31, 2020.

	<u>MONTH</u> <u>ACTUAL</u>	<u>MONTH</u> <u>BUDGET</u>	<u>MONTH</u> <u>\$VARIANCE</u>	<u>YEAR TO DATE</u> <u>ACTUAL</u>	<u>YEAR</u> <u>BUDGET</u>	<u>YEAR</u> <u>\$VARIANCE</u>
REVENUE						
Convention, registration	\$ 12,889	\$ 12,083	\$ 806	\$ 150,695	\$ 145,000	\$ 5,695
Convention, trade show	-	-	-	1,200	-	1,200
Convention, sponsorships - FFA Foundation	-	5,833	(5,833)	54,940	70,000	(15,060)
Convention, partners reception	-	250	-	-	3,000	-
Convention, host state social	-	-	-	-	-	-
Convention, sponsorships	-	2,083	(2,083)	18,143	25,000	(6,857)
TOTAL REVENUE	<u>12,889</u>	<u>20,249</u>	<u>(7,110)</u>	<u>224,978</u>	<u>243,000</u>	<u>(15,022)</u>
EXPENSES						
Convention, plaques and trophies	-	167	(167)	1,607	2,000	(393)
Convention, printing	-	-	-	4,126	-	4,126
Convention, awards	-	750	(750)	5,670	9,000	(3,330)
Convention, miscellaneous	-	-	-	24	-	24
Convention, meal functions	-	125	(125)	-	1,500	(1,500)
Convention, promotion and marketing	-	417	(417)	6,430	5,000	1,430
Convention, postage and shipping	-	333	(333)	4,574	4,000	574
Convention, equipment rental	-	2,000	(2,000)	-	24,000	(24,000)
Convention, host state social	-	-	-	-	-	-
Convention, committee expense	690	379	311	3,035	4,550	(1,515)
Convention, sponsorships - FFA Foundation	-	5,000	(5,000)	70,562	60,000	10,562
Convention, travel/board of directors	-	1,917	(1,917)	13,893	23,000	(9,107)
Convention, staff travel	253	1,000	(747)	19,496	12,000	7,496
TOTAL EXPENSES	<u>943</u>	<u>12,088</u>	<u>(11,145)</u>	<u>129,417</u>	<u>145,050</u>	<u>(15,633)</u>
NET INCOME (LOSS)	<u>\$ 11,946</u>	<u>\$ 8,161</u>	<u>\$ 4,035</u>	<u>\$ 95,561</u>	<u>\$ 97,950</u>	<u>\$ 611</u>

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of CASE Initiative Revenue and Expenses

For the One and Seven Months Month Ended January 31, 2020

	MONTH ACTUAL	MONTH BUDGET	MONTH \$VARIANCE	YEAR TO DATE ACTUAL	YEAR BUDGET	YEAR \$VARIANCE
REVENUE						
CI fee revenue	\$ 1,300	30,000	\$ (28,700)	\$ 245,363	\$ 360,000	\$ (114,637)
Brief CASE CI fee revenue	4,445	833	3,612	24,743	10,000	14,743
Brief CASE service fee	1,500	625	875	11,539	7,500	4,039
LT service fee	-	21,000	(21,000)	109,200	252,000	(142,800)
USDA NIFA PD-STEP 18	-	5,167	(5,167)	-	62,000	(62,000)
Vernier revenue	109,550	53,333	56,217	679,528	640,000	39,528
NewByte revenue	189	375	(186)	2,740	4,500	(1,760)
Vendor - Bio-Rad	-	417	(417)	3,872	5,000	(1,128)
TAA revenue	-	-	-	10,000	-	10,000
APT revenue	-	-	-	3,696	-	3,696
MSA Revenue	-	-	-	2,500	-	2,500
ABF	-	-	-	-	-	-
ARD CI Revenue	-	-	-	500	-	500
Capstone Revenue	-	-	-	-	-	-
Cengage revenue	3,500	2,083	1,417	52,794	25,000	27,794
Ward's kits	-	-	-	2,816	-	2,816
Ward's revenue	-	1,167	(1,167)	-	14,000	(14,000)
FSS revenue	-	-	-	-	-	-
New projects	-	8,590	(8,590)	-	103,082	(103,082)
CI scholarships/grants	-	37,875	(37,875)	190,000	454,500	(264,500)
MidSch	-	-	-	-	-	-
Sustain revenue	-	-	-	-	-	-
G.W. Pubs revenue	563	-	563	563	-	563
Online	3,859	-	3,859	14,784	-	14,784
Merchandise	-	3,000	(3,000)	153	36,000	(35,847)
Course downloads	(50)	-	(50)	550	-	550
TOTAL REVENUE	124,856	164,465	(39,609)	1,355,341	1,973,582	(618,241)
EXPENSES						
Travel	1,506	3,875	(2,369)	16,737	46,500	(29,763)
Travel - staff	6,960	2,542	4,418	46,366	30,500	15,866
Salary	6,164	7,077	(913)	43,146	84,922	(41,776)
Taxes and benefits	306	2,025	(1,719)	2,225	24,295	(22,070)
Contract labor	20,938	28,021	(7,083)	191,337	336,250	(144,913)
Supplies	-	479	(479)	92	5,750	(5,658)
Promotion	(2,100)	808	(2,908)	1,586	9,700	(8,114)
Printing	-	458	(458)	506	5,500	(4,994)
Postage	-	121	(121)	169	1,450	(1,281)
Technology	10,000	458	9,542	25,982	5,500	20,482
Management fee	-	2,000	(2,000)	-	24,000	(24,000)
Vernier	78,113	46,400	31,713	594,728	556,800	37,928
NewByte	-	214	(214)	1,806	2,565	(759)
Bio-Rad	-	-	-	-	-	-
Legal and profesional	-	183	(183)	-	2,200	(2,200)
Lead teacher orientation	-	5,513	(5,513)	-	66,150	(66,150)
Lead teacher stipends	3,500	17,500	(14,000)	97,125	210,000	(112,875)
Field test	-	-	-	-	-	-
Institute expense	-	-	-	180,800	-	180,800
USDA NIFA PD-STEP 18	-	5,167	(5,167)	-	62,000	(62,000)
NRES	-	-	-	-	-	-
FSS	-	-	-	-	-	-
APT	-	-	-	3,208	-	3,208
ARD	-	-	-	-	-	-
ESI	-	-	-	-	-	-
MSA	-	-	-	2,427	-	2,427
ABF	-	-	-	-	-	-
ARDCI	-	-	-	110	-	110
G.W. Publisher	476	-	476	476	-	476
Sustain expense	-	-	-	-	-	-
Online expense	-	1,667	(1,667)	-	20,000	(20,000)
Cengage	539	1,792	(1,253)	45,351	21,500	23,851
BriefCASE LT stipends	700	292	408	4,200	3,500	700
CI scholarship	-	37,875	(37,875)	168,000	454,500	(286,500)
CI Mentor contract labor	-	-	-	-	-	-
CI mentor	-	-	-	-	-	-
Depreciation	9	-	9	66	-	66
TOTAL EXPENSES	127,111	164,467	(37,356)	1,426,443	1,973,582	(547,139)
NET INCOME (LOSS)	\$ (2,255)	\$ (2)	\$ (2,253)	\$ (71,102)	\$ -	\$ (71,102)

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of National Teach Ag Campaign Revenue and Expenses
For the One and Seven Months Month Ended January 31, 2020

	MONTH <u>ACTUAL</u>	MONTH <u>BUDGET</u>	MONTH <u>\$VARIANCE</u>	YEAR TO DATE <u>ACTUAL</u>	YEAR <u>BUDGET</u>	YEAR <u>\$VARIANCE</u>
REVENUE						
National Teach Ag Campaign	\$ 45	\$ 69,833	\$ (69,788)	\$ 123,339	\$ 838,000	\$ (714,661)
EXPENSES						
Contractor stipends	825	11,754	(10,929)	28,200	141,050	(112,850)
Staff salaries	2,494	4,718	(2,224)	17,458	56,610	(39,152)
Staff fringes	625	1,658	(1,033)	625	19,890	(19,265)
Travel	5,612	13,999	(8,387)	120,374	167,990	(47,616)
Supplies	-	1,313	(1,313)	11,790	15,750	(3,960)
Promotion	-	2,738	(2,738)	46,148	32,850	13,298
Presenter stipends	50	1,008	(958)	50	12,100	(12,050)
IT services	-	583	(583)	48	7,000	(6,952)
Printing	-	360	(360)	9,550	4,325	5,225
Postage/shipping	-	313	(313)	551	3,750	(3,199)
Professional dev	-	417	(417)	-	5,000	(5,000)
STAR grants	242,900	24,833	218,067	251,250	298,000	(46,750)
NAAE management fee	-	3,833	(3,833)	-	46,000	(46,000)
Grants	-	1,250	(1,250)	-	15,000	(15,000)
National Tech Ag Campaign expense	25,833	-	25,833	72,021	-	72,021
Miscellaneous	-	500	(500)	2,776	6,000	(3,224)
TOTAL EXPENSES	<u>278,339</u>	<u>69,277</u>	<u>209,062</u>	<u>560,841</u>	<u>831,315</u>	<u>(270,474)</u>
NET INCOME (LOSS)	<u>\$ (278,294)</u>	<u>\$ 556</u>	<u>\$ (278,850)</u>	<u>\$ (437,502)</u>	<u>\$ 6,685</u>	<u>\$ (444,187)</u>

SEE ACCOMPANYING ACCOUNTANT'S REPORT