



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 May 31, 2020 and the related statement of activities for the eleven 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

August 4, 2020

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Financial Position

May 31, 2020

ASSETS

Cash on deposit	\$ 691,073
Investments - operating fund	781,439
Investments - life membership fund	318,240
Accounts receivable	156,417
Inventory	5,000
Prepaid expenses	5,815
Property and equipment - CASE Initiative	104
Property and equipment	68,487
Deposit	<u>4,814</u>

TOTAL ASSETS \$ 2,031,389

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts payable	\$ 64,143
Accrued leave payable	40,004
Note payable Fifth Third Bank - PPP loan	81,700
Other current liabilities	<u>5,415</u>

TOTAL LIABILITIES 191,262

NET ASSETS

Unrestricted net assets:	
Current operation	1,379,190
Board designated for special purposes	222,155
Temporarily restricted net assets	(683,784)
CASE Initiative	<u>922,566</u>

TOTAL NET ASSETS 1,840,127

TOTAL LIABILITIES AND NET ASSETS \$ 2,031,389

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Activities

For the Eleven Months Ended May 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	\$ 444,910	\$ 2,880	\$ -	\$ -	\$ 447,790
Convention registration	150,695	-	-	-	150,695
Sponsorship and awards	18,143	-	-	-	18,143
Merchandise sales	4,020	-	-	-	4,020
Contributions	-	-	170	-	170
Net realized and unrealized					
gains (losses) on securities	(39,296)	-	-	-	(39,296)
Interest and dividends	48,925	-	-	-	48,925
FFA Foundation projects	246,740	-	-	-	246,740
FFA Foundation grants	625,000	-	-	-	625,000
CASE Initiative income	-	-	-	1,655,351	1,655,351
National Teach Ag Campaign Income	-	-	123,974	-	123,974
Other income	306,595	-	-	-	306,595
	<u>1,805,732</u>	<u>2,880</u>	<u>124,144</u>	<u>1,655,351</u>	<u>2,963,107</u>
Total Revenue, Gains and Losses					
Net Assets Released from Restrictions	-	-	-	-	-
	<u>1,805,732</u>	<u>2,880</u>	<u>124,144</u>	<u>1,655,351</u>	<u>2,963,107</u>
Total Revenue, Gains and Losses and Reclassifications					
	<u>1,805,732</u>	<u>2,880</u>	<u>124,144</u>	<u>1,655,351</u>	<u>2,963,107</u>
Expenses					
General expenses	935,295	-	-	-	935,295
FFA Foundation projects	315,051	-	-	-	315,051
CASE Initiative expenses	-	-	-	1,819,894	1,819,894
National Teach Ag Campaign expenses	-	-	729,743	-	729,743
Convention expenses	178,923	-	-	-	178,923
	<u>1,429,269</u>	<u>-</u>	<u>729,743</u>	<u>1,819,894</u>	<u>3,249,163</u>
Total expenses					
	<u>1,429,269</u>	<u>-</u>	<u>729,743</u>	<u>1,819,894</u>	<u>3,249,163</u>
INCREASE (DECREASE) IN NET ASSETS	376,463	2,880	(605,599)	(164,543)	(390,799)
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>\$ 1,379,190</u>	<u>\$ 222,155</u>	<u>\$ (683,784)</u>	<u>\$ 922,566</u>	<u>\$ 1,840,127</u>

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Eleven Months Month Ended May 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	\$ 6,215	\$	\$ 35,008	\$	\$ (28,793)	\$	\$ 436,060	\$	\$ 420,090	\$	\$ 15,970
Corporate membership dues	750		1,250		(500)		11,730		15,000		(3,270)
Scholarships upper division	-		625		(625)		18,226		7,500		10,726
National Geographic Cengage scholarships	-		-		-		-		-		-
Foundation management fees	-		-		-		-		-		-
Interest and dividends	483		2,917		(2,434)		36,464		35,000		1,464
Net realized and unrealized gains (losses) on securities	48,187		-		48,187		(39,296)				(39,296)
Merchandise sales	163		500		(337)		4,020		6,000		(1,980)
Investment income, Life Fund	194		1,000		(806)		12,461		12,000		461
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	1,010		-		1,010		17,847				17,847
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	-		-		-		600,000		-		600,000
FFA Foundation Grant office space	-		-		-		25,000		-		25,000
CASE Initiative net income	9,001		(2)		9,003		(164,543)		-		(164,543)
Convention net income	-		8,161		(8,161)		46,055		97,950		(51,895)
National Teach Ag Campaign net income	(20,857)		556		(21,413)		(605,769)		6,685		(612,454)
TOTAL REVENUE	45,146		94,479		(49,333)		859,547		1,179,770		(320,223)
EXPENSES											
Salaries	38,621		33,524		5,097		418,917		402,290		16,627
Taxes and benefits	7,777		9,470		(1,693)		76,427		113,645		(37,218)
Computer service	837		1,667		(830)		20,772		20,000		772
Telephone	1,386		500		886		9,646		6,000		3,646
Accounting	700		1,429		(729)		16,250		17,150		(900)
Depreciation	698		333		365		5,558		4,000		1,558
Rent	4,814		838		3,976		40,805		10,050		30,755
Insurance	(2,084)		1,000		(3,084)		6,099		12,000		(5,901)
Legal	-		83		(83)		4,386		1,000		3,386
Office Supplies	430		1,083		(653)		26,007		13,000		13,007
Bank charges and investment fees	840		8		832		6,882		100		6,782
Printing, general	-		250		(250)		2,175		3,000		(825)
Staff training	731		83		648		7,496		1,000		6,496
Taxes and licenses	-		4		(4)		25		50		(25)

(Continued)

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of Actual vs. Budget
For the One and Eleven Months Month Ended May 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>
Membership and contributions	4,540	1,667	2,873	21,007	20,000	1,007
Travel, staff	20	2,833	(2,813)	23,662	34,000	(10,338)
Promotion and marketing	216	1,250	(1,034)	27,409	15,000	12,409
Merchandise and diaries	34	417	(383)	10,437	5,000	5,437
Photocopying	374	8	366	984	100	884
Postage, general	305	667	(362)	9,433	8,000	1,433
Professional liability insurance	-	3,397	(3,397)	42,330	40,760	1,570
Public relations	-	83	(83)	204	1,000	(796)
Delmar scholarships	-	625	(625)	3,000	7,500	(4,500)
Scholarships upper division	-	-	-	26,996	20,000	6,996
National Geographic Cengage scholarships	-	-	-	-	-	-
Travel special projects	-	-	-	860	-	860
Travel, regional secretaries	-	1,500	(1,500)	15,122	18,000	(2,878)
Travel, board of directors	-	3,250	(3,250)	30,799	39,000	(8,201)
FFA Foundation project - TTTK	-	3,333	(3,333)	61,907	40,000	21,907
FFA Foundation project - OPAP	-	750	(750)	8,012	9,000	(988)
FFA Foundation project - OMSP	-	750	(750)	15,311	9,000	6,311
FFA Foundation project - OT	-	750	(750)	10,087	9,000	1,087
FFA Foundation project - OECT	-	750	(750)	14,910	9,000	5,910
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)	44,039	60,000	(15,961)
FFA Foundation convention internet lounge	-	-	-	-	-	-
NPS Ag Ed Leadership dinner	-	352	(352)	-	4,225	(4,225)
TTTK	-	-	-	-	-	-
NATAA	-	10,833	(10,833)	96,720	130,000	(33,280)
Regional grants	-	-	-	-	-	-
NPS expense	-	417	(417)	(275)	5,000	(5,275)
Webinar expense	-	42	(42)	494	500	(6)
Teacher crisis fund	-	-	-	7,000	-	7,000
Communities of practice expense	-	3,409	(3,409)	40,910	40,910	-
Substitute teacher hire behinds	-	42	(42)	-	500	(500)
Website	8	1,500	(1,492)	36,052	18,000	18,052
NATAA stipends	-	-	-	19,075	-	19,075
TTTK stipends	-	-	-	1,000	-	1,000
XLR8 stipends	-	-	-	2,600	-	2,600
BFRDP expense	-	-	-	-	-	-
BFPD contract labor	-	-	-	-	-	-
Contract labor	-	-	-	1,367	-	1,367
Credit card expense	271	333	(62)	8,292	4,000	4,292
Storage	-	-	-	3,016	-	3,016
Professional development	-	-	-	99	-	99
National Ag Ed Summit Expense	-	-	-	-	-	-
Ag ed opportunity fund	-	-	-	-	-	-
Ag ed resource guide expense	-	-	-	18,652	-	18,652
Miscellaneous	250	-	250	3,035	-	3,035
TOTAL EXPENSES	60,768	94,438	(33,670)	1,250,346	1,153,280	97,066
NET INCOME (LOSS)	\$ (15,622)	\$ 41	\$ (15,663)	\$ (390,799)	\$ 26,490	\$ (417,289)

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of Convention Revenue and Expenses
For the One and Eleven Months Month Ended May 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	\$ -	\$ 12,083	\$ (12,083)	\$ 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>-</u>	<u>20,249</u>	<u>(19,999)</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)	24,262	24,000	262
Convention, host state social	-	-	-	-	-	-
Convention, committee expense	-	379	(379)	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)	26,940	23,000	3,940
Convention, staff travel	-	1,000	(1,000)	31,693	12,000	19,693
TOTAL EXPENSES	<u>-</u>	<u>12,088</u>	<u>(12,088)</u>	<u>178,923</u>	<u>145,050</u>	<u>33,873</u>
NET INCOME (LOSS)	<u>\$ -</u>	<u>\$ 8,161</u>	<u>\$ (7,911)</u>	<u>\$ 46,055</u>	<u>\$ 97,950</u>	<u>\$ (48,895)</u>

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of CASE Initiative Revenue and Expenses

For the One and Eleven Months Month Ended May 31, 2020

	MONTH ACTUAL	MONTH BUDGET	MONTH \$VARIANCE	YEAR TO DATE ACTUAL	YEAR BUDGET	YEAR \$VARIANCE
REVENUE						
CI fee revenue	\$ 22,400	30,000	\$ (7,600)	\$ 268,914	\$ 360,000	\$ (91,086)
Brief CASE CI fee revenue	38,355	833	37,522	74,666	10,000	64,666
Brief CASE service fee	-	625	(625)	14,539	7,500	7,039
LT service fee	-	21,000	(21,000)	109,200	252,000	(142,800)
USDA NIFA PD-STEP 18	-	5,167	(5,167)	36,500	62,000	(25,500)
Vernier revenue	7,292	53,333	(46,041)	777,783	640,000	137,783
NewByte revenue	-	375	(375)	2,898	4,500	(1,602)
Vendor - Bio-Rad	-	417	(417)	3,872	5,000	(1,128)
TAA revenue	-	-	-	10,000	-	10,000
APT revenue	564	-	564	4,260	-	4,260
MSA Revenue	-	-	-	2,500	-	2,500
ABF	-	-	-	-	-	-
ARD CI Revenue	-	-	-	500	-	500
Capstone Revenue	-	-	-	-	-	-
Cengage revenue	8,424	2,083	6,341	65,908	25,000	40,908
Ward's kits	-	-	-	2,816	-	2,816
Ward's revenue	-	1,167	(1,167)	16,499	14,000	2,499
FSS revenue	-	-	-	-	-	-
FFA Foundation	-	-	-	6,510	-	6,510
New projects	-	8,590	(8,590)	-	103,082	(103,082)
CI scholarships/grants	-	37,875	(37,875)	204,000	454,500	(250,500)
G.W. Pubs revenue	-	-	-	563	-	563
Online	32	-	32	27,220	-	27,220
Merchandise	-	3,000	(3,000)	153	36,000	(35,847)
Miscellaneous	-	-	-	25,500	-	25,500
Course downloads	-	-	-	550	-	550
TOTAL REVENUE	77,067	164,465	(87,398)	1,655,351	1,973,582	(318,231)
EXPENSES						
Travel	-	3,875	(3,875)	17,085	46,500	(29,415)
Travel - staff	14,917	2,542	12,375	90,626	30,500	60,126
Salary	7,660	7,077	583	78,702	84,922	(6,220)
Taxes and benefits	306	2,025	(1,719)	4,021	24,295	(20,274)
Contract labor	22,550	28,021	(5,471)	299,290	336,250	(36,960)
Supplies	327	479	(152)	419	5,750	(5,331)
Promotion	-	808	(808)	8,435	9,700	(1,265)
Printing	-	458	(458)	1,256	5,500	(4,244)
Postage	38	121	(83)	5,667	1,450	4,217
Technology	7,608	458	7,150	35,642	5,500	30,142
Management fee	-	2,000	(2,000)	24,000	24,000	-
Vernier	6,410	46,400	(39,990)	682,122	556,800	125,322
NewByte	-	214	(214)	1,998	2,565	(567)
Bio-Rad	-	-	-	-	-	-
Legal and profesional	-	183	(183)	-	2,200	(2,200)
Lead teacher orientation	-	5,513	(5,513)	49,590	66,150	(16,560)
Lead teacher stipends	-	17,500	(17,500)	97,125	210,000	(112,875)
Field test	-	-	-	-	-	-
Institute expense	-	-	-	182,800	-	182,800
USDA NIFA PD-STEP 18	-	5,167	(5,167)	-	62,000	(62,000)
NRES	-	-	-	-	-	-
FSS	-	-	-	-	-	-
APT	431	-	431	3,640	-	3,640
ARD	-	-	-	-	-	-
ESI	-	-	-	-	-	-
MSA	-	-	-	2,427	-	2,427
ABF	-	-	-	-	-	-
ARDCI	-	-	-	110	-	110
G.W. Publisher	-	-	-	476	-	476
Sustain expense	-	-	-	-	-	-
Online expense	-	1,667	(1,667)	-	20,000	(20,000)
Cengage	7,810	1,792	6,018	57,019	21,500	35,519
BriefCASE LT stipends	-	292	(292)	9,340	3,500	5,840
CI scholarship	-	37,875	(37,875)	168,000	454,500	(286,500)
CI Mentor contract labor	-	-	-	-	-	-
CI mentor	-	-	-	-	-	-
Depreciation	9	-	9	104	-	104
TOTAL EXPENSES	68,066	164,467	(96,401)	1,819,894	1,973,582	(153,688)
NET INCOME (LOSS)	\$ 9,001	\$ (2)	\$ 9,003	\$ (164,543)	\$ -	\$ (164,543)

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of National Teach Ag Campaign Revenue and Expenses
For the One and Eleven Months Month Ended May 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	\$ 635	\$ 69,833	\$ (69,198)	\$ 123,974	\$ 838,000	\$ (714,026)
EXPENSES						
Contractor stipends	6,500	11,754	(5,254)	43,600	141,050	(97,450)
Staff salaries	2,494	4,718	(2,224)	27,798	56,610	(28,812)
Staff fringes	625	1,658	(1,033)	2,919	19,890	(16,971)
Travel	-	13,999	(13,999)	157,814	167,990	(10,176)
Supplies	-	1,313	(1,313)	13,453	15,750	(2,297)
Promotion	574	2,738	(2,164)	50,000	32,850	17,150
Presenter stipends	-	1,008	(1,008)	400	12,100	(11,700)
IT services	1,464	583	881	2,422	7,000	(4,578)
Printing	-	360	(360)	9,804	4,325	5,479
Postage/shipping	63	313	(250)	614	3,750	(3,136)
Professional dev	999	417	582	26,499	5,000	21,499
STAR grants	-	24,833	(24,833)	287,250	298,000	(10,750)
NAAE management fee	-	3,833	(3,833)	-	46,000	(46,000)
Grants	700	1,250	(550)	800	15,000	(14,200)
National Tech Ag Campaign expense	7,833	-	7,833	103,354	-	103,354
Miscellaneous	240	500	(260)	3,016	6,000	(2,984)
TOTAL EXPENSES	<u>21,492</u>	<u>69,277</u>	<u>(47,785)</u>	<u>729,743</u>	<u>831,315</u>	<u>(101,572)</u>
NET INCOME (LOSS)	<u>\$ (20,857)</u>	<u>\$ 556</u>	<u>\$ (21,413)</u>	<u>\$ (605,769)</u>	<u>\$ 6,685</u>	<u>\$ (612,454)</u>

SEE ACCOMPANYING ACCOUNTANT'S REPORT