



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 November 30, 2020 and the related statement of activities for the five 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 Schedules 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

December 16, 2020

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Financial Position

November 30, 2020

ASSETS

Current Assets

Cash on Deposit	\$ 1,584,222
Investments - Operating Fund	924,139
Investments - Life Membership Fund	375,796
Accounts Receivable	266,107
Inventory	5,000
Prepaid Expenses	<u>30,738</u>
Total Current Assets	<u>3,186,002</u>

Property and Equipment

Property and Equipment - CASE Initiative (net of accumulated depreciation)	2,068
Property and Equipment (net of accumulated depreciation)	<u>63,293</u>
Total Property and Equipment	<u>65,361</u>

Other Assets

Deposit	<u>4,814</u>
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TOTAL ASSETS \$ 3,256,177

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts Payable	\$ 32,222
Accrued Leave Payable	40,998
Note Payable Fifth Third Bank - PPP Loan	81,700
Other Current Liabilities	<u>8,313</u>

TOTAL LIABILITIES 163,233

NET ASSETS

Unrestricted Net Assets:	
Current Operation	1,685,744
Board Designated for Special Purposes	280,227
CASE Initiative	<u>1,126,973</u>

TOTAL NET ASSETS 3,092,944

TOTAL LIABILITIES AND NET ASSETS \$ 3,256,177

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Statement of Activities
For the Five Months Ended November 30, 2020

	<u>Unrestricted</u>		<u>CASE</u> <u>Initiative</u>	<u>Total</u>
	<u>Current</u> <u>Operations</u>	<u>Board</u> <u>Designated</u>		
Revenue, Gains and Losses				
Membership Dues	\$ 349,325	\$ 6,900	\$ -	\$ 356,225
Convention Income	100	-	-	100
Sponsorship and Awards	10,750	-	-	10,750
Merchandise Sales	1,508	-	-	1,508
Contributions	-	-	-	-
Net Realized and Unrealized				
Gains (Losses) on Securities	125,294	49,862	-	175,156
Interest and Dividends	3,448	1,310	-	4,758
FFA Foundation Projects	826,393	-	-	826,393
CASE Initiative Income	-	-	611,256	611,256
Other Income	25,576	-	-	25,576
	<u>1,342,394</u>	<u>58,072</u>	<u>611,256</u>	<u>2,011,722</u>
Total Revenue, Gains and Losses				
	-	-	-	-
Net Assets Released from Restrictions				
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total Revenue, Gains and Losses and Reclassifications	<u>1,342,394</u>	<u>58,072</u>	<u>611,256</u>	<u>2,011,722</u>
Expenses				
General Expenses	351,133	-	-	351,133
FFA Foundation Projects	177,191	-	29,900	207,091
CASE Initiative Expenses	-	-	575,242	575,242
Convention Expenses	78,537	-	-	78,537
	<u>606,861</u>	<u>-</u>	<u>605,142</u>	<u>1,212,003</u>
Total Expenses				
	735,533	58,072	6,114	799,719
INCREASE (DECREASE) IN NET ASSETS				
NET ASSETS AT BEGINNING OF PERIOD	<u>950,211</u>	<u>222,155</u>	<u>1,120,859</u>	<u>2,293,225</u>
NET ASSETS AT END OF PERIOD	<u>\$ 1,685,744</u>	<u>\$ 280,227</u>	<u>\$ 1,126,973</u>	<u>\$ 3,092,944</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Five Months Ended November 30, 2020

<u>CODE</u>		<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							
4010	Membership Dues Rev	\$ 71,105	\$ 36,738	\$ 34,367	\$ 346,325	\$ 440,850	\$ (94,525)
4020	Life Membership Dues Rev	1,260	-	1,260	6,900	-	6,900
4030	Org Membership Dues Rev	750	750	-	3,000	9,000	(6,000)
6110	Interest -- Operating Fund	26	2,896	(2,870)	119	34,750	(34,631)
6121	Dividends -- Operating Fund	454	21	433	3,329	250	3,079
6221	Net Realized and Unrealized Gains (Losses) on Securities -- Life Fund	32,949	-	32,949	49,862	-	49,862
6222	Net Realized and Unrealized Gains (Losses) on Securities -- Operating Fund	87,171	-	87,171	125,294	-	125,294
6130	Dividends, Life Fund	187	1,000	(813)	1,310	12,000	(10,690)
6410	Contributions, Legislative Fund	-	-	-	-	-	-
6900	Miscellaneous Income Rev	760	417	343	8,658	5,000	3,658
5219	Nat'l Geo/Cengage Scholarships Rev	-	625	(625)	-	7,500	(7,500)
6310	Merchandise Sales Rev	(466)	500	(966)	1,508	6,000	(4,492)
6880	Ag Ed Relief Fund Rev	628	275	353	5,633	3,300	2,333
5300	Ag Tchr Res Guide Rev	-	-	-	-	-	-
5330	AEM Bus Mgr Stipend Rev	-	333	(333)	-	4,000	(4,000)
5331	Council MMM Mgt Fee Rev	-	417	(417)	-	5,000	(5,000)
5332	CASE Mgt Fee Rev	-	2,500	(2,500)	-	30,000	(30,000)
5333	NTAC Mgt Fee Rev	-	3,167	(3,167)	-	38,000	(38,000)
5352	FFA FND - Scholarships Rev	-	-	-	-	-	-
5045	FFA FND - TTTK Rev	-	-	-	-	-	-
5044	FFA FND - OPAP Rev	-	-	-	-	-	-
5043	FFA FND - OMSP Rev	-	-	-	-	-	-
5042	FFA FND - OT Rev	-	-	-	-	-	-
5048	FFA FND - OECT Rev	-	-	-	-	-	-
5046	FFA FND - LAA Rev	-	-	-	-	-	-
5063	FFA FND - NATAA/NAII Rev	-	-	-	-	-	-
5057	FFA FND - XLR8 Rev	-	-	-	-	-	-
5848	FFA FND - CoP Rev	-	-	-	-	-	-
5062	FFA FND - NPS Event Rev	-	-	-	-	-	-
5081	FFA FND - Gen Support Grant Rev	150,000	45,458	104,542	750,000	545,500	204,500
5082	FFA FND - Office Space Grant Rev	12,500	4,167	8,333	25,000	50,000	(25,000)
5083	FFA FND - Staff Support Grant Rev	-	-	-	51,393	49,958	1,435
5084	FFA FND - New Positions Grant Rev	-	-	-	-	15,000	(15,000)
	Convention Net Income	(13,767)	5,245	(19,012)	(67,687)	64,150	(131,837)
	CASE Initiative Net Income	(57,752)	(2)	(57,750)	6,114	-	6,114
	NTAC Net Income	(12,631)	-	(12,631)	(137,802)	816	(138,618)
	TOTAL REVENUE	273,174	104,507	168,667	1,178,956	1,321,074	(142,118)
EXPENSES							
8010	Salaries Exp	35,304	36,779	(1,475)	188,372	441,349	(252,977)
8015	Employee Insurance Exp	4,949	-	4,949	24,925	-	24,925
8020	Employee Benefits Exp	5,407	-	5,407	20,169	-	20,169
8030	Employee FICA/Medicare Exp	2,922	9,305	(6,383)	16,496	111,664	(95,168)
8050	Computer Service Exp	772	1,667	(895)	5,923	20,000	(14,077)
8060	Telephone & ISP Exp	1,451	1,250	201	7,366	15,000	(7,634)
8080	Accounting Exp	9,550	1,600	7,950	12,750	19,200	(6,450)
8150	Depreciation Exp	1,038	1,250	(212)	5,494	15,000	(9,506)
8160	Rent Exp	4,814	4,917	(103)	24,070	59,000	(34,930)
8170	Insurance Exp	529	1,000	(471)	2,214	12,000	(9,786)
8180	Legal Exp	-	83	(83)	4,237	1,000	3,237
8190	Office Supplies Exp	2,875	1,292	1,583	3,898	15,500	(11,602)
8195	Bank charges and investment fees Exp	938	833	105	4,673	10,000	(5,327)
8200	Printing, general Exp	-	250	(250)	-	3,000	(3,000)
8210	Staff training Exp	-	167	(167)	96	2,000	(1,904)
8211	Taxes and licenses Exp	-	25	(25)	-	300	(300)
8215	Membership & Contributions Exp	165	1,667	(1,502)	1,730	20,000	(18,270)
8220	Travel - Staff Exp	499	2,917	(2,418)	780	35,000	(34,220)
8225	Promotion & Marketing Exp	30	1,250	(1,220)	325	15,000	(14,675)
8260	Merchandise Exp	-	500	(500)	251	6,000	(5,749)

Continued

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Five Months Ended November 30, 2020

<u>CODE</u>		<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>
8300	Photocopies & Machine Lease Exp	390	250	140	1,258	3,000	(1,742)
8530	Postage - General Exp	299	833	(534)	2,217	10,000	(7,783)
8545	Prof Liability Insurance Exp		3,640	(3,640)	-	43,675	(43,675)
8222	Public Relations Exp		83	(83)	207	1,000	(793)
8224	Penalties	-	-	-	262	-	262
8550	Scholarships - NatGeo/Cengage Exp	-	625	(625)	-	7,500	(7,500)
8610	Travel - Special Project Exp	-	-	-	-	-	-
8645	Travel - Regional Sec Exp	-	1,500	(1,500)	1,350	18,000	(16,650)
8620	Travel - Board of Directors Exp	215	3,333	(3,118)	215	40,000	(39,785)
8847	Webinar Exp		42	(42)	-	500	(500)
8880	Ag Ed Relief Fund Exp	500	-	500	12,850	-	12,850
9100	Substitute teacher hire behinds	-	42	(42)	-	500	(500)
8849	Website Exp	600	1,500	(900)	2,835	18,000	(15,165)
8055	Contractor Exp	-	-	-	-	-	-
8920	Credit Card Exp	1,474	833	641	4,677	10,000	(5,323)
8161	Storage Exp	154	250	(96)	616	3,000	(2,384)
8895	Professional Development Exp	-	-	-	120	-	120
9300	Ag Ed Resource Guide Exp	-	-	-	-	-	-
8850	Miscellaneous Exp	-	-	-	757	-	757
8846	NPS Event Exp	-	417	(417)	-	5,000	(5,000)
8555	FFA FND - Scholarships Exp	-	-	-	4,500	20,000	(15,500)
9045	FFA FND - TTTK Exp	2,694	3,333	(639)	10,344	40,000	(29,656)
90451	FFA FND - TTTK Stipends Exp	-	-	-	-	-	-
9044	FFA FND - OPAP Exp	224	750	(526)	1,349	9,000	(7,651)
9043	FFA FND - OMSP Exp	269	750	(481)	1,619	9,000	(7,381)
9042	FFA FND - OT Exp	269	750	(481)	1,719	9,000	(7,281)
9048	FFA FND - OECT Exp	269	750	(481)	1,619	9,000	(7,381)
9046	FFA FND - LAA Exp	269	208	61	1,619	2,500	(881)
9051	FFA FND - OSC Exp	-	-	-	-	-	-
9057	FFA FND - XLR8 Exp	4,009	5,000	(991)	4,309	60,000	(55,691)
90571	FFA FND - XLR8 Stipends Exp	-	-	-	-	-	-
9058	FFA FND - NPS Event Exp	-	352	(352)	-	4,225	(4,225)
9063	FFA FND - NATAA Exp	-	10,833	(10,833)	1,026	130,000	(128,974)
9062	FFA FND - NATAA Stipends Exp	-	-	-	-	-	-
8848	FFA FND - CoP Exp	-	3,409	(3,409)	-	40,910	(40,910)
	TOTAL EXPENSES	<u>82,878</u>	<u>106,235</u>	<u>(23,357)</u>	<u>379,237</u>	<u>1,294,823</u>	<u>(915,586)</u>
	NET INCOME (LOSS)	<u>\$ 190,296</u>	<u>\$ (1,728)</u>	<u>\$ 192,024</u>	<u>\$ 799,719</u>	<u>\$ 26,251</u>	<u>\$ 773,468</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of Convention Revenue and Expenses
For the One and Five Months Ended November 30, 2020

<u>CODE</u>		<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						
5010	Conv't - Registration Rev	\$ -	\$ 12,500	\$ (12,500)	\$ 100	\$ 150,000	\$ (149,900)
5020	Conv't - Partner Reception Rev	-	-	-	-	1,200	(1,200)
5047	FFA FND - Conv't Sponsors Rev	-	5,000	(5,000)	-	60,000	(60,000)
5021	Conv't - Sponsorships Rev	-	1,500	(1,500)	10,750	18,000	(7,250)
	TOTAL REVENUE	-	19,000	(19,000)	10,850	229,200	(218,350)
	EXPENSES						
9011	Conv't, Plaques & Trophies Exp	802	167	635	802	2,000	(1,198)
9012	Conv't, Printing Exp	-	-	-	-	-	-
9024	Conv't, IU Awards Exp	269	417	(148)	1,619	5,000	(3,381)
9025	Conv't, TM Awards Exp	289	417	(128)	1,639	5,000	(3,361)
9013	Conv't, Miscellaneous Exp	4,050	-	4,050	4,050	-	4,050
9015	Conv't, Meal Functions	-	125	(125)	-	1,500	(1,500)
9017	Conv't, Promotion & Marketing Exp	1,587	833	754	1,587	10,000	(8,413)
9018	Conv't, Postage & Shipping Exp	685	333	352	685	4,000	(3,315)
9019	Conv't, Equipment Rental Exp	2,500	2,917	(417)	58,945	35,000	23,945
9026	Conv't, OSC Exp	269	-	269	1,619	-	1,619
9027	Conv't, OC Exp	269	-	269	1,619	-	1,619
9090	Conv't - Committee Leaders Exp	225	379	(154)	1,350	4,550	(3,200)
9047	FFA FND - NAAE Conv't Exp	-	5,000	(5,000)	-	60,000	(60,000)
9031	Conv't - Travel - Board of Directors Exp	-	1,917	(1,917)	1,800	23,000	(21,200)
9032	Conv't - Travel - Staff Exp	2,822	1,250	1,572	2,822	15,000	(12,178)
	TOTAL EXPENSES	13,767	13,755	12	78,537	165,050	(86,513)
	NET INCOME (LOSS)	\$ (13,767)	\$ 5,245	\$ (19,012)	\$ (67,687)	\$ 64,150	\$ (131,837)

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
 Schedule of CASE Initiative Revenue and Expenses
 For the One and Five Months Ended November 30, 2020

CODE	REVENUE	MONTH	MONTH	MONTH	YEAR TO DATE	YEAR	YEAR
		ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE
410000	FFA Foundation Rev	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
410010	NSF for TAA Grant Rev	-	-	-	-	-	-
410020	NAAE Projects Rev	-	-	-	-	-	-
410030	FFA Projects Rev	-	-	-	-	-	-
410100	NRES Rev	22,880	-	22,880	22,880	-	22,880
410450	Short-term Project Rev	-	-	-	-	-	-
410825	Industry Rev	-	-	-	-	-	-
410850	USDA PD-STEP Grant Rev	-	1,167	(1,167)	-	14,000	(14,000)
430000	CI Fees Rev	-	38,833	(38,833)	-	466,000	(466,000)
430100	Probationary CI Cert Fees Rev	800	-	800	120,700	-	120,700
430200	Preservice CI Fees Rev	800	-	800	22,700	-	22,700
430400	Immersive Management Fees Rev	1,775	-	1,775	65,025	-	65,025
430450	Immersive CI Cert Fees Rev	-	-	-	60,400	-	60,400
430500	CI Scholarships and Grants -- FFA FND Rev	-	29,500	(29,500)	-	354,000	(354,000)
430600	CI Scholarships and Grants -- Direct Rev	-	8,333	(8,333)	-	100,000	(100,000)
430700	Traditional CI Management Fees Rev	-	26,600	(26,600)	12,500	319,200	(306,700)
430750	Traditional CI Cert Fees Rev	-	-	-	-	-	-
430800	BriefCASE Management Fees Rev	725	1,375	(650)	9,475	16,500	(7,025)
430850	BriefCASE CI Cert Fees Rev	100	1,833	(1,733)	23,075	22,000	1,075
430900	Fast Track Management Fees Rev	-	-	-	-	-	-
430950	Fast Track CI Cert Fees Rev	-	-	-	-	-	-
440000	Vendor -- Vernier Rev	22,289	94,000	(71,711)	229,197	1,128,000	(898,803)
445000	Vendor -- Am Tech Pub Rev	-	542	(542)	377	6,500	(6,123)
450000	Vendor -- NewByte Rev	-	250	(250)	-	3,000	(3,000)
460000	Vendor -- Ward's Rev	-	2,083	(2,083)	-	25,000	(25,000)
460100	Ward's Kits Rev	-	-	-	-	-	-
470000	Vendor -- Cengage Rev	1,632	8,333	(6,701)	20,030	100,000	(79,970)
480000	Vendor -- Bio-Rad Rev	-	333	(333)	-	4,000	(4,000)
485000	CASE Online Rev	-	2,083	(2,083)	13,050	25,000	(11,950)
490000	Vendor -- Goodheart-Willeox Rev	-	500	(500)	6,062	6,000	62
495000	Merchandise Rev	-	-	-	-	-	-
499000	New Projects Rev	5,785	9,042	(3,257)	5,785	108,506	(102,721)
	TOTAL REVENUE	56,786	224,807	(168,021)	611,256	2,697,706	(2,086,450)
	EXPENSES						
614000	Vendor -- Am Tech Pub Exp	-	458	(458)	333	5,500	(5,167)
615000	Vendor -- Vernier Exp	19,629	82,500	(62,871)	202,209	990,000	(787,791)
616000	Vendor -- Cengage Exp	3,821	7,500	(3,679)	15,066	90,000	(74,934)
618000	Vendor -- Goodheart-Willeox Exp	-	417	(417)	5,321	5,000	321
619000	CASE On-line Exp	-	1,667	(1,667)	-	20,000	(20,000)
620000	Vendor -- NewByte Exp	-	175	(175)	(75)	2,100	(2,175)
621500	Postage Exp	-	250	(250)	38	3,000	(2,962)
623000	Printing Exp	-	292	(292)	-	3,500	(3,500)
623400	BriefCASE LT Stipends Exp	-	642	(642)	-	7,700	(7,700)
623549	eliteElevation Travel Exp	-	-	-	-	-	-
623550	eliteElevation Exp	-	10,000	(10,000)	-	120,000	(120,000)
623551	CI LT Stipends Exp	-	22,167	(22,167)	-	266,000	(266,000)
623552	CI Travel -- LT Exp	-	-	-	-	-	-
623561	Fast Track LT Stipends Exp	-	-	-	-	-	-
623562	Fast Track LT Travel Exp	-	-	-	-	-	-
623571	Immersive LT Stipends Exp	16,500	-	16,500	16,500	-	16,500
623572	Immersive Travel -- LT & Participants Exp	-	-	-	-	-	-
623573	Immersive Exp	-	-	-	69,837	-	69,837
623581	BriefCASE LT Stipends Exp	-	-	-	14,700	-	14,700
623582	BriefCASE LT Travel Exp	-	-	-	-	-	-
623583	BriefCASE Exp	30,029	-	30,029	30,029	-	30,029
623600	Contractor Exp	34,757	31,460	3,297	166,066	377,525	(211,459)
623610	Salaries Exp	5,250	7,929	(2,679)	26,250	95,144	(68,894)
623620	FICA & Medicare Exp	464	-	464	2,318	-	2,318
623630	Employee Benefits Exp	424	2,331	(1,907)	2,121	27,975	(25,854)
623640	Employee Insurance Exp	810	-	810	4,025	-	4,025
625000	Management Fees Exp	-	2,500	(2,500)	-	30,000	(30,000)
625500	Legal Exp	-	42	(42)	-	500	(500)
627000	Promotion Exp	53	1,500	(1,447)	825	18,000	(17,175)
631000	Supplies Exp	-	164	(164)	101	1,962	(1,861)
632000	IT & Technology Exp	-	1,667	(1,667)	9,890	20,000	(10,110)
632100	IT Software Subscriptions Exp	1,422	-	1,422	3,388	-	3,388
635000	Travel -- Staff CI Exp	-	7,900	(7,900)	-	94,800	(94,800)
635100	Travel -- Staff non-CI Exp	1,350	6,250	(4,900)	1,579	75,000	(73,421)
635200	Staff Professional Development Exp	-	-	-	-	-	-
636000	Depreciation Exp	29	-	29	121	-	121
710850	USDA PD-STEP Grant Exp	-	-	-	-	-	-
730000	CI Scholarships and Grants -- FFA FND Exp	-	28,667	(28,667)	29,900	344,000	(314,100)
740000	CI Scholarships and Grants -- Direct Exp	-	8,333	(8,333)	4,600	100,000	(95,400)
	TOTAL EXPENSE	114,538	224,809	(110,271)	605,142	2,697,706	(2,092,564)
	NET INCOME (LOSS)	\$ (57,752)	\$ (2)	\$ (57,750)	\$ 6,114	\$ -	\$ 6,114

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of National Teach Ag Campaign Revenue and Expenses
For the One and Five Months Ended November 30, 2020

<u>CODE</u>		<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							
5350	NTAC -- FFA FND Rev	\$ -	\$ 70,042	\$ (70,042)	\$ -	\$ 840,500	\$ (840,500)
5351	NTAC -- non FFA FND Rev	460	-	460	11,285	-	11,285
	TOTAL REVENUE	<u>460</u>	<u>70,042</u>	<u>(69,582)</u>	<u>11,285</u>	<u>840,500</u>	<u>(829,215)</u>
EXPENSES							
8951	Contractor Stipends Exp	7,833	12,442	(4,609)	46,917	149,300	(102,383)
8952	Staff Salaries Exp	2,026	5,095	(3,069)	11,876	61,142	(49,266)
8953	Staff FICA & Medicare Exp	220	1,661	(1,441)	1,102	19,932	(18,830)
8966	Staff Benefits Exp	202	-	202	1,008	-	1,008
8967	Staff Insurance Exp	465	-	465	2,325	-	2,325
8954	Travel Exp	-	11,209	(11,209)	7,147	134,510	(127,363)
8955	Supplies Exp	-	1,417	(1,417)	1,583	17,000	(15,417)
8956	Promotion Exp	1,714	1,892	(178)	61,240	22,700	38,540
8957	Presenter Stipends Exp	450	83	367	2,328	1,000	1,328
8958	IT Services Exp	4	542	(538)	1,639	6,500	(4,861)
8959	Printing Exp	15	513	(498)	15	6,150	(6,135)
8960	Postage/Shipping Exp	162	313	(151)	3,334	3,750	(416)
8961	Professional Development Exp	-	1,250	(1,250)	-	15,000	(15,000)
8962	STAR Grants Exp	-	28,642	(28,642)	8,000	343,700	(335,700)
8963	NAAE Management Fee Exp	-	3,167	(3,167)	-	38,000	(38,000)
8964	Grants Exp	-	1,250	(1,250)	100	15,000	(14,900)
8965	Miscellaneous Exp	-	500	(500)	473	6,000	(5,527)
	TOTAL EXPENSES	<u>13,091</u>	<u>69,976</u>	<u>(56,885)</u>	<u>149,087</u>	<u>839,684</u>	<u>(690,597)</u>
	NET INCOME (LOSS)	<u>\$ (12,631)</u>	<u>\$ 66</u>	<u>\$ (12,697)</u>	<u>\$ (137,802)</u>	<u>\$ 816</u>	<u>\$ (138,618)</u>

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