



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 August 31, 2021 and the related statement of activities for the two 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*

November 24, 2021

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.  
Statement of Financial Position  
August 31, 2021

ASSETS

Current Assets

Cash on Deposit	\$ 1,361,500
Accounts Receivable	823,773
Investments - Operating Fund	1,114,478
Investments - Life Membership Fund	448,714
Inventory	5,000
Prepaid Expenses	<u>19,058</u>
Total Current Assets	<u>3,772,523</u>

Property and Equipment

Property and Equipment - CASE Initiative (net of accumulated depreciation)	7,010
Property and Equipment (net of accumulated depreciation)	<u>48,832</u>
Total Property and Equipment	<u>55,842</u>

Other Assets

Deposit	<u>4,814</u>
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TOTAL ASSETS \$ 3,833,179

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts Payable	\$ 67,414
Accrued Leave Payable	38,777
Other Current Liabilities	<u>6,291</u>

TOTAL LIABILITIES 112,482

NET ASSETS

Unrestricted Net Assets:

Current Operation	1,959,373
Board Designated for Special Purposes	362,358
CASE Initiative	<u>1,398,966</u>

TOTAL NET ASSETS 3,720,697

TOTAL LIABILITIES AND NET ASSETS \$ 3,833,179

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Activities

For the Two Months Ended August 31, 2021

	<u>Unrestricted</u>			
	<u>Current</u>	<u>Board</u>	<u>CASE</u>	<u>Total</u>
	<u>Operations</u>	<u>Designated</u>	<u>Initiative</u>	
Revenue, Gains and Losses				
Membership Dues	\$ 128,180	\$ 3,840	\$ -	\$ 132,020
Convention Income	-	-	-	-
Sponsorship and Awards	5,000	-	-	5,000
Merchandise Sales	49	-	-	49
Contributions	-	-	-	-
Net Realized and Unrealized				
Gains (Losses) on Securities	34,777	15,331	-	50,108
Interest and Dividends	802	314	-	1,116
FFA Foundation Projects	287,392	-	-	287,392
CASE Initiative Income	-	-	1,262,513	1,262,513
Other Income	5,811	-	-	5,811
	<u>462,011</u>	<u>19,485</u>	<u>1,262,513</u>	<u>1,744,009</u>
Total Revenue, Gains and Losses				
Net Assets Released from Restrictions	-	-	-	-
	<u>462,011</u>	<u>19,485</u>	<u>1,262,513</u>	<u>1,744,009</u>
Total Revenue, Gains and Losses and Reclassifications				
Expenses				
General Expenses	183,247	-	-	183,247
FFA Foundation Projects	82,500	-	386,631	469,131
CASE Initiative Expenses	-	-	607,386	607,386
Convention Expenses	1,318	-	-	1,318
	<u>267,065</u>	<u>-</u>	<u>994,017</u>	<u>1,261,082</u>
Total Expenses				
INCREASE (DECREASE) IN NET ASSETS	194,946	19,485	268,496	482,927
NET ASSETS AT BEGINNING OF PERIOD	<u>1,764,427</u>	<u>342,873</u>	<u>1,130,470</u>	<u>3,237,770</u>
NET ASSETS AT END OF PERIOD	<u>\$ 1,959,373</u>	<u>\$ 362,358</u>	<u>\$ 1,398,966</u>	<u>\$ 3,720,697</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Two Months Ended August 31, 2021

<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>
<b>REVENUE</b>							
4010	Membership Dues Rev	\$ 105,055	\$ 30,250	\$ 74,805	\$ 126,680	\$ 363,000	\$ (236,320)
4020	Life Membership Dues Rev	3,840	-	3,840	3,840	-	3,840
4030	Org Membership Dues Rev	750	375	375	1,500	4,500	(3,000)
6110	Interest -- Operating Fund	24	365	(341)	48	4,375	(4,327)
6121	Dividends -- Operating Fund	385	365	20	754	4,375	(3,621)
6220	Gain (Loss) Sale of Securities Operating Fund	20,001	-	20,001	20,001	-	20,001
6221	Net Realized and Unrealized Gains (Losses) on Securities -- Life Fund	10,953	365	10,588	16,297	4,375	11,922
6222	Net Realized and Unrealized Gains (Losses) on Securities -- Operating Fund	4,023	365	3,658	14,776	4,375	10,401
6223	Gain (Loss) Sale of Securities Life Fund	(966)	-	(966)	(966)	-	(966)
6130	Dividends, Life Fund	160	500	(340)	314	6,000	(5,686)
6410	Contributions, Legislative Fund	-	-	-	-	-	-
6900	Miscellaneous Income Rev	-	167	(167)	-	2,000	(2,000)
5219	Nat'l Geo/Cengage Scholarships Rev	-	-	-	-	-	-
6310	Merchandise Sales Rev	-	167	(167)	49	2,000	(1,951)
6880	Ag Ed Relief Fund Rev	1,335	-	1,335	4,201	-	4,201
5300	Ag Tchr Res Guide Rev	-	-	-	-	-	-
5330	AEM Bus Mgr Stipend Rev	-	42	(42)	-	500	(500)
5331	Council MMM Mgt Fee Rev	-	208	(208)	-	2,500	(2,500)
5332	CASE Mgt Fee Rev	-	1,250	(1,250)	-	15,000	(15,000)
5333	NTAC Mgt Fee Rev	-	1,583	(1,583)	-	19,000	(19,000)
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	125,000	62,500	62,500	250,000	750,000	(500,000)
5082	FFA FND - Office Space Grant Rev	-	2,083	(2,083)	12,500	25,000	(12,500)
5083	FFA FND - Staff Support Grant Rev	-	-	-	9,043	18,087	(9,044)
5084	FFA FND - NTAC Staff Grant Rev	-	-	-	15,849	31,697	(15,848)
	Convention Net Income	5,000	(5,588)	10,588	3,682	(184,350)	188,032
	CASE Initiative Net Income	(78,976)	8,251	(87,227)	268,496	99,010	169,486
	NTAC Net Income	(35,711)	-	(35,711)	(77,687)	-	(77,687)
	<b>TOTAL REVENUE</b>	<b>160,873</b>	<b>103,248</b>	<b>57,625</b>	<b>669,377</b>	<b>1,171,444</b>	<b>(502,067)</b>
<b>EXPENSES</b>							
8010	Salaries Exp	33,042	19,121	13,921	70,375	229,454	(159,079)
8015	Employee Insurance Exp	4,858	-	4,858	9,661	-	9,661
8020	Employee Benefits Exp	2,755	3,951	(1,196)	6,646	47,411	(40,765)
8030	Employee FICA/Medicare Exp	2,634	1,463	1,171	5,550	17,553	(12,003)
8050	Computer Service Exp	-	833	(833)	875	10,000	(9,125)
8060	Telephone & ISP Exp	1,375	688	687	2,786	8,250	(5,464)
8080	Accounting Exp	800	800	-	1,600	9,600	(8,000)
8150	Depreciation Exp	1,050	500	550	2,101	6,000	(3,899)
8160	Rent Exp	4,750	2,500	2,250	9,500	30,000	(20,500)
8170	Insurance Exp	359	500	(141)	717	6,000	(5,283)
8180	Legal Exp	2,387	42	2,345	2,679	500	2,179
8190	Office Supplies Exp	3,021	646	2,375	3,318	7,750	(4,432)
8195	Bank charges and investment fees Exp	1,225	417	808	2,435	5,000	(2,565)
8200	Printing, general Exp	-	125	(125)	1,082	1,500	(418)
8210	Staff training Exp	-	83	(83)	-	1,000	(1,000)
8230	Taxes and licenses Exp	582	13	569	582	150	432
8215	Membership & Contributions Exp	-	833	(833)	595	10,000	(9,405)
8220	Travel - Staff Exp	2,988	1,458	1,530	3,003	17,500	(14,497)

Continued

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Two Months Ended August 31, 2021

<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>
8221	Interest Expense	-	-	-	-	-	-
8225	Promotion & Marketing Exp	63	625	(562)	1,328	7,500	(6,172)
8260	Merchandise Exp	210	250	(40)	210	3,000	(2,790)
8300	Photocopies & Machine Lease Exp	195	125	70	407	1,500	(1,093)
8530	Postage - General Exp	11	417	(406)	473	5,000	(4,527)
8545	Prof Liability Insurance Exp	39,240	3,523	35,717	39,240	42,275	(3,035)
8222	Public Relations Exp	-	42	(42)	-	500	(500)
8224	Penalties	-	-	-	-	-	-
8031	Fines and Penalties	-	-	-	-	-	-
8550	Scholarships - NatGeo/Cengage Exp	-	625	(625)	-	7,500	(7,500)
8610	Travel - Special Project Exp	-	-	-	-	-	-
8645	Travel - Regional Sec Exp	-	750	(750)	-	9,000	(9,000)
8620	Travel - Board of Directors Exp	1,116	1,667	(551)	4,379	20,000	(15,621)
8847	Webinar Exp	-	-	-	-	-	-
8880	Ag Ed Relief Fund Exp	1,000	-	1,000	1,500	-	1,500
9100	Substitute teacher hire behinds	-	21	(21)	-	250	(250)
8849	Website Exp	3,481	750	2,731	4,914	9,000	(4,086)
8055	Contractor Exp	-	-	-	-	-	-
8920	Credit Card Exp	1,042	417	625	2,850	5,000	(2,150)
8161	Storage Exp	403	125	278	806	1,500	(694)
8895	Professional Development Exp	-	-	-	-	-	-
9300	Ag Ed Resource Guide Exp	-	-	-	-	-	-
8850	Miscellaneous Exp	-	-	-	3,635	-	3,635
8846	NPS Event Exp	-	-	-	-	-	-
8555	FFA FND - Scholarships Exp	-	-	-	-	25,000	(25,000)
9045	FFA FND - TTTK Exp	-	7,646	(7,646)	-	91,750	(91,750)
90451	FFA FND - TTTK Stipends Exp	-	-	-	-	-	-
9044	FFA FND - OPAP Exp	-	1,417	(1,417)	-	17,000	(17,000)
9043	FFA FND - OMSP Exp	-	1,417	(1,417)	-	17,000	(17,000)
9042	FFA FND - OT Exp	-	1,417	(1,417)	-	17,000	(17,000)
9048	FFA FND - OECT Exp	-	1,417	(1,417)	-	17,000	(17,000)
9046	FFA FND - LAA Exp	-	929	(929)	-	11,152	(11,152)
9051	FFA FND - OSC Exp	350	-	350	350	-	350
9057	FFA FND - XLR8 Exp	52	7,051	(6,999)	853	84,613	(83,760)
90571	FFA FND - XLR8 Stipends Exp	500	-	500	2,000	-	2,000
9058	FFA FND - NPS Event Exp	-	-	-	-	-	-
9063	FFA FND - NATAA Exp	-	8,736	(8,736)	-	104,826	(104,826)
9062	FFA FND - NATAA Stipends Exp	-	-	-	-	-	-
8848	FFA FND - CoP Exp	-	-	-	-	-	-
	TOTAL EXPENSES	<u>109,489</u>	<u>73,340</u>	<u>36,149</u>	<u>186,450</u>	<u>905,034</u>	<u>(718,584)</u>
	NET INCOME (LOSS)	<u>\$ 51,384</u>	<u>\$ 29,908</u>	<u>\$ 21,476</u>	<u>\$ 482,927</u>	<u>\$ 266,410</u>	<u>\$ 216,517</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.  
Schedule of Convention Revenue and Expenses  
For the One and Two Months Ended August 31, 2021

<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	\$ -	\$ 8,333	\$ (8,333)	\$ -	\$ 100,000	\$ (100,000)
5020	Conv't - Partner Reception Rev	-	-	-	-	1,200	(1,200)
5047	FFA FND - Conv't Sponsors Rev	-	-	-	-	-	-
5021	Conv't - Sponsorships Rev	5,000	1,500	3,500	5,000	18,000	(13,000)
	TOTAL REVENUE	<u>5,000</u>	<u>9,833</u>	<u>(4,833)</u>	<u>5,000</u>	<u>119,200</u>	<u>(114,200)</u>
	EXPENSES						
9011	Conv't, Plaques & Trophies Exp	-	1,000	(1,000)	-	12,000	(12,000)
9012	Conv't, Printing Exp	-	-	-	-	-	-
9024	Conv't, IU Awards Exp	-	-	-	-	-	-
9025	Conv't, TM Awards Exp	-	-	-	-	-	-
9013	Conv't, Miscellaneous Exp	-	-	-	-	118,500	(118,500)
9015	Conv't, Meal Functions	-	125	(125)	-	1,500	(1,500)
9017	Conv't, Promotion & Marketing Exp	-	833	(833)	-	10,000	(10,000)
9018	Conv't, Postage & Shipping Exp	-	333	(333)	-	4,000	(4,000)
9019	Conv't, Equipment Rental Exp	-	2,917	(2,917)	-	35,000	(35,000)
9026	Conv't, OSC Exp	-	-	-	-	-	-
9027	Conv't, OC Exp	-	-	-	-	-	-
9090	Conv't - Committee Leaders Exp	-	379	(379)	-	4,550	(4,550)
9047	FFA FND - NAAE Conv't Exp	-	6,667	(6,667)	-	80,000	(80,000)
9031	Conv't - Travel - Board of Directors Exp	-	1,917	(1,917)	-	23,000	(23,000)
9032	Conv't - Travel - Staff Exp	-	1,250	(1,250)	1,318	15,000	(13,682)
	TOTAL EXPENSES	<u>-</u>	<u>15,421</u>	<u>(15,421)</u>	<u>1,318</u>	<u>303,550</u>	<u>(302,232)</u>
	NET INCOME (LOSS)	<u>\$ 5,000</u>	<u>\$ (5,588)</u>	<u>\$ 10,588</u>	<u>\$ 3,682</u>	<u>\$ (184,350)</u>	<u>\$ 188,032</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.  
Schedule of CASE Initiative Revenue and Expenses  
For the One and Two Months Ended August 31, 2021

<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>
<b>REVENUE</b>						
410000	FFA Foundation Rev	\$ -	\$ -	\$ -	\$ -	\$ -
410010	NSF for TAA Grant Rev	-	1,577	(1,577)	-	(18,926)
410020	NAAE Projects Rev	-	-	-	-	-
410030	FFA Projects Rev	-	833	(833)	-	(10,000)
410100	NRES Rev	4,222	-	4,222	-	4,222
410450	Short-term Project Rev	-	-	-	-	-
410825	Industry Rev	-	-	-	-	-
410850	USDA PD-STEP Grant Rev	-	-	-	-	-
430000	CI Fees Rev	-	-	-	-	-
430100	Probationary CI Cert Fees Rev	10,400	200	10,200	21,200	18,800
430200	Preservice CI Fees Rev	13,300	625	12,675	23,900	16,400
430400	Immersive Management Fees Rev	-	-	-	2,781	-
430450	Immersive CI Cert Fees Rev	-	-	-	-	-
430500	CI Scholarships and Grants -- FFA FND Rev	-	-	-	-	-
430600	CI Scholarships and Grants -- Direct Rev	-	-	-	-	-
430700	Traditional CI Management Fees Rev	-	18,900	(18,900)	271,475	226,800
430750	Traditional CI Cert Fees Rev	-	29,880	(29,880)	698,349	358,560
430800	BriefCASE Management Fees Rev	-	375	(375)	20,300	4,500
430850	BriefCASE CI Cert Fees Rev	-	625	(625)	2,400	7,500
430900	Fast Track Management Fees Rev	-	-	-	-	-
430950	Fast Track CI Cert Fees Rev	-	-	-	-	-
440000	Vendor -- Vernier Rev	83,057	16,667	66,390	171,079	200,000
445000	Vendor -- Am Tech Pub Rev	919	-	919	919	-
446000	Vendor - LabAids	-	625	(625)	11,446	7,500
447000	Vendor - Reality Works	1,586	104	-	1,586	1,250
450000	Vendor -- NewByte Rev	-	-	-	-	-
460000	Vendor -- Ward's Rev	-	625	(625)	-	7,500
460100	Ward's Kits Rev	-	-	-	-	-
470000	Vendor -- Cengage Rev	8,063	-	8,063	10,156	-
480000	Vendor -- Bio-Rad Rev	3,149	167	2,982	3,149	2,000
485000	CASE Online Rev	-	-	-	-	-
490000	Vendor -- Goodheart-Willcox Rev	913	250	663	1,456	3,000
495000	Merchandise Rev	-	-	-	-	-
499000	New Projects Rev	3	417	(414)	18,095	5,000
	<b>TOTAL REVENUE</b>	<b>125,612</b>	<b>71,870</b>	<b>52,260</b>	<b>1,262,513</b>	<b>862,436</b>
<b>EXPENSES</b>						
614000	Vendor - Am Tech Pub Exp	108	-	108	108	108
615000	Vendor -- Vernier Exp	57,701	14,667	43,034	114,316	176,000
616000	Vendor -- Cengage Exp	8,322	-	8,322	9,983	-
618000	Vendor -- Goodheart-Willcox Exp	-	220	(220)	1,341	2,640
619000	CASE On-line Exp	-	-	-	-	-
620000	Vendor -- NewByte Exp	-	-	-	-	-
621500	Postage Exp	168	208	(40)	168	2,500
623000	Printing Exp	-	167	(167)	-	2,000
623400	BriefCASE LT Stipends Exp	-	-	-	-	-
623549	eliteElevation Travel Exp	-	-	-	-	-
623550	eliteElevation Exp	-	417	(417)	6,000	5,000
623551	CI LT Stipends Exp	86,450	15,750	70,700	209,826	189,000
623552	CI Travel -- LT Exp	-	-	-	-	-
623561	Fast Track LT Stipends Exp	-	-	-	-	-
623562	Fast Track LT Travel Exp	-	-	-	-	-
623571	Immersive LT Stipends Exp	5,088	-	5,088	9,285	-
623572	Immersive Travel -- LT & Participants Exp	-	-	-	-	-
623573	Immersive Exp	321	-	321	(19,165)	-
623581	BriefCASE LT Stipends Exp	2,800	175	2,625	5,050	2,100
623582	BriefCASE LT Travel Exp	-	75	(75)	-	900
623583	BriefCASE Exp	-	-	-	-	-
623600	Contractor Exp	29,620	19,626	9,994	92,337	235,506
623610	Salaries Exp	5,775	2,704	3,071	11,550	32,445
623620	FICA & Medicare Exp	503	207	296	1,006	2,482

Continued

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.  
Schedule of CASE Initiative Revenue and Expenses  
For the One and Two Months Ended August 31, 2021

<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>
623630	Employee Benefits Exp	460	584	(124)	921	7,003	(6,082)
623640	Employee Insurance Exp	801	-	801	1,603	-	1,603
625000	Management Fees Exp	-	1,250	(1,250)	-	15,000	(15,000)
625500	Legal Exp	-	21	(21)	-	250	(250)
627000	Promotion Exp	-	417	(417)	946	5,000	(4,054)
631000	Supplies Exp	-	208	(208)	205	2,500	(2,295)
632000	IT & Technology Exp	-	833	(833)	5,000	10,000	(5,000)
632100	IT Software Subscriptions Exp	2,010	1,042	968	4,435	12,500	(8,065)
635000	Travel -- Staff CI Exp	597	667	(70)	597	8,000	(7,403)
635100	Travel -- Staff non-CI Exp	3,667	3,750	(83)	5,840	45,000	(39,160)
635200	Staff Professional Development Exp	-	208	(208)	-	2,500	(2,500)
636000	Depreciation Exp	35	8	27	71	100	(29)
710850	USDA PD-STEP Grant Exp	-	-	-	-	-	-
720000	Probationary Fee Exp	-	-	-	139,377	-	139,377
730000	CI Scholarships and Grants -- FFA FND Exp	-	-	-	386,631	-	386,631
740000	CI Scholarships and Grants -- Direct Exp	-	-	-	5,085	-	5,085
760000	Course Development	15	-	15	15	-	15
799000	New Projects Expense	147	-	147	1,486	5,000	(3,514)
	<b>TOTAL EXPENSE</b>	<u>204,588</u>	<u>63,619</u>	<u>140,969</u>	<u>994,017</u>	<u>763,426</u>	<u>230,591</u>
	<b>NET INCOME (LOSS)</b>	<u>\$ (78,976)</u>	<u>\$ 8,251</u>	<u>\$ (88,709)</u>	<u>\$ 268,496</u>	<u>\$ 99,010</u>	<u>\$ 169,486</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT



NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.  
Schedule of National Teach Ag Campaign Revenue and Expenses  
For the One and Two Months Ended August 31, 2021

<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	\$ -	\$ 38,369	\$ (38,369)	\$ -	\$ 460,431	\$ (460,431)
5351	NTAC -- non FFA FND Rev	1,560	-	1,560	1,610	-	1,610
	TOTAL REVENUE	<u>1,560</u>	<u>38,369</u>	<u>(36,809)</u>	<u>1,610</u>	<u>460,431</u>	<u>(458,821)</u>
EXPENSES							
8951	Contractor Stipends Exp	12,833	7,521	5,312	35,250	90,254	(55,004)
8952	Staff Salaries Exp	2,099	1,895	204	4,198	22,734	(18,536)
8953	Staff FICA & Medicare Exp	227	729	(502)	455	8,752	(8,297)
8966	Staff Benefits Exp	208	-	208	416	-	416
8967	Staff Insurance Exp	484	-	484	967	-	967
8954	Travel Exp	9,302	5,218	4,084	18,838	62,611	(43,773)
8955	Supplies Exp	1,258	2,089	(831)	2,520	25,080	(22,560)
8956	Promotion Exp	7,936	2,063	5,873	11,602	24,750	(13,148)
8957	Presenter Stipends Exp	-	625	(625)	50	7,500	(7,450)
8958	IT Services Exp	2,226	271	1,955	2,347	3,250	(903)
8959	Printing Exp	94	271	(177)	94	3,250	(3,156)
8960	Postage/Shipping Exp	604	833	(229)	2,560	10,000	(7,440)
8961	Professional Development Exp	-	250	(250)	-	3,000	(3,000)
8962	STAR Grants Exp	-	14,229	(14,229)	-	170,750	(170,750)
8963	NAAE Management Fee Exp	-	1,667	(1,667)	-	20,000	(20,000)
8964	Grants Exp	-	625	(625)	-	7,500	(7,500)
8965	Miscellaneous Exp	-	83	(83)	-	1,000	(1,000)
	TOTAL EXPENSES	<u>37,271</u>	<u>38,369</u>	<u>(1,098)</u>	<u>79,297</u>	<u>460,431</u>	<u>(381,134)</u>
	NET INCOME (LOSS)	<u>\$ (35,711)</u>	<u>\$ -</u>	<u>\$ (35,711)</u>	<u>\$ (77,687)</u>	<u>\$ -</u>	<u>\$ (77,687)</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT