



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, 2022 and the related statement of activities for the one month 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

May 4, 2022

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Statement of Financial Position
January 31, 2022

ASSETS

Current Assets

Cash on Deposit	\$ 860,825
Accounts Receivable	761,492
Investments - Operating Fund	1,078,705
Investments - Life Membership Fund	429,115
Inventory	5,000
Prepaid Expenses	<u>11,716</u>
Total Current Assets	<u>3,146,853</u>

Property and Equipment

Property and Equipment - CASE Initiative (net of accumulated depreciation)	1,640
Property and Equipment (net of accumulated depreciation)	<u>48,839</u>
Total Property and Equipment	<u>50,479</u>

Other Assets

Deposit	<u>4,814</u>
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TOTAL ASSETS	<u>\$ 3,202,146</u>
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LIABILITIES AND NET ASSETS

LIABILITIES

Accounts Payable	\$ 12,789
Accrued Leave Payable	30,172
Other Current Liabilities	<u>4,254</u>

TOTAL LIABILITIES	<u>47,215</u>
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NET ASSETS

Unrestricted Net Assets:	
Current Operation	1,398,258
Board Designated for Special Purposes	406,284
CASE Initiative	<u>1,350,389</u>

TOTAL NET ASSETS	<u>3,154,931</u>
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TOTAL LIABILITIES AND NET ASSETS	<u>\$ 3,202,146</u>
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SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Activities

For the One Month Ended January 31, 2022

	<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	\$ 30,745	\$ 1,140	\$ -	\$ 31,885
Convention Income	-	-	-	-
Sponsorship and Awards	-	-	-	-
Merchandise Sales	-	-	-	-
Contributions	-	-	-	-
Net Realized and Unrealized				
Gains (Losses) on Securities	(24,802)	(49,139)	-	(73,941)
Interest and Dividends	20	-	-	20
FFA Foundation Projects	-	-	-	-
CASE Initiative Income	-	-	700,363	700,363
Other Income	649	-	-	649
	<u>6,612</u>	<u>(47,999)</u>	<u>700,363</u>	<u>658,976</u>
Total Revenue, Gains and Losses	6,612	(47,999)	700,363	658,976
Net Assets Released from Restrictions	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total Revenue, Gains and Losses and Reclassifications	<u>6,612</u>	<u>(47,999)</u>	<u>700,363</u>	<u>658,976</u>
Expenses				
General Expenses	54,742	-	-	54,742
FFA Foundation Projects	227,827	-	172,700	400,527
CASE Initiative Expenses	-	-	222,325	222,325
Convention Expenses	90	-	-	90
	<u>282,659</u>	<u>-</u>	<u>395,025</u>	<u>677,684</u>
Total Expenses	282,659	-	395,025	677,684
INCREASE (DECREASE) IN NET ASSETS	(276,047)	(47,999)	305,338	(18,708)
NET ASSETS AT BEGINNING OF PERIOD	<u>1,674,305</u>	<u>454,283</u>	<u>1,045,051</u>	<u>3,173,639</u>
NET ASSETS AT END OF PERIOD	<u>\$ 1,398,258</u>	<u>\$ 406,284</u>	<u>\$ 1,350,389</u>	<u>\$ 3,154,931</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One Month Ended January 31, 2022

<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	\$ 30,745	\$ 38,296	\$ (7,551)	\$ 30,745	\$ 459,555	\$ (428,810)
4020	Life Membership Dues Rev	1,140	-	1,140	1,140	-	1,140
4030	Org Membership Dues Rev	-	750	(750)	-	9,000	(9,000)
6110	Interest -- Operating Fund	20	729	(709)	20	8,750	(8,730)
6121	Dividends -- Operating Fund	-	729	(729)	-	8,750	(8,750)
6220	Gain (Loss) Sale of Securities Operating Fund	-	-	-	-	-	-
6221	Net Realized and Unrealized Gains (Losses) on Securities -- Life Fund	(49,139)	729	(49,868)	(49,139)	8,750	(57,889)
6222	Net Realized and Unrealized Gains (Losses) on Securities -- Operating Fund	(24,802)	729	(25,531)	(24,802)	8,750	(33,552)
6223	Gain (Loss) Sale of Securities Life Fund	-	-	-	-	-	-
6130	Dividends, Life Fund	-	1,000	(1,000)	-	12,000	(12,000)
6410	Contributions, Legislative Fund	-	-	-	-	-	-
6900	Miscellaneous Income Rev	39	417	(378)	39	5,000	(4,961)
6930	Returned deposit item	-	-	-	-	-	-
5219	Nat'l Geo/Cengage Scholarships Rev	-	625	(625)	-	7,500	(7,500)
6310	Merchandise Sales Rev	-	500	(500)	-	6,000	(6,000)
6320	State Website Development	-	-	-	-	-	-
6880	Ag Ed Relief Fund Rev	535	-	535	535	-	535
5300	Ag Tchr Res Guide Rev	-	-	-	-	-	-
5330	AEM Bus Mgr Stipend Rev	-	42	(42)	-	500	(500)
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	-	3,333	(3,333)	-	40,000	(40,000)
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	-	24,583	(24,583)	-	295,000	(295,000)
5082	FFA FND - Office Space Grant Rev	-	4,167	(4,167)	-	50,000	(50,000)
5083	FFA FND - Staff Support Grant Rev	-	-	-	-	36,173	(36,173)
5084	FFA FND - NTAC Staff Grant Rev	-	-	-	-	63,393	(63,393)
	Convention Net Income	(90)	1,458	(1,548)	(90)	18,700	(18,790)
	CASE Initiative Net Income	305,338	(8,274)	313,612	305,338	(99,286)	404,624
	NTAC Net Income	<u>(198,149)</u>	<u>-</u>	<u>(198,149)</u>	<u>(198,149)</u>	<u>-</u>	<u>(198,149)</u>
	TOTAL REVENUE	<u>65,637</u>	<u>72,730</u>	<u>(7,093)</u>	<u>65,637</u>	<u>973,535</u>	<u>(907,898)</u>
EXPENSES							
8010	Salaries Exp	25,714	32,496	(6,782)	25,714	389,949	(364,235)
8015	Employee Insurance Exp	2,858	7,097	(4,239)	2,858	85,161	(82,303)
8020	Employee Benefits Exp	(410)	171	(581)	(410)	2,050	(2,460)
8030	Employee FICA/Medicare Exp	1,969	1,701	268	1,969	20,417	(18,448)
8050	Computer Service Exp	450	1,667	(1,217)	450	20,000	(19,550)
8060	Telephone & ISP Exp	2,564	1,375	1,189	2,564	16,500	(13,936)
8080	Accounting Exp	800	1,600	(800)	800	19,200	(18,400)
8150	Depreciation Exp	1,055	1,000	55	1,055	12,000	(10,945)
8160	Rent Exp	4,750	5,000	(250)	4,750	60,000	(55,250)
8170	Insurance Exp	701	1,000	(299)	701	12,000	(11,299)
8180	Legal Exp	554	83	471	554	1,000	(446)
8190	Office Supplies Exp	805	1,292	(487)	805	15,500	(14,695)
8195	Bank charges and investment fees Exp	1,267	833	434	1,267	10,000	(8,733)
8200	Printing, general Exp	-	250	(250)	-	3,000	(3,000)
8210	Staff training Exp	-	167	(167)	-	2,000	(2,000)
8230	Taxes and licenses Exp	-	25	(25)	-	300	(300)

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NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One Month Ended January 31, 2022

<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>
8215	Membership & Contributions Exp	1,000	1,667	(667)	1,000	20,000	(19,000)
8220	Travel - Staff Exp	4,343	1,458	2,885	4,343	17,500	(13,157)
8221	Interest Expense	-	-	-	-	-	-
8225	Promotion & Marketing Exp	2,509	1,250	1,259	2,509	15,000	(12,491)
8260	Merchandise Exp	-	500	(500)	-	6,000	(6,000)
8300	Photocopies & Machine Lease Exp	383	250	133	383	3,000	(2,617)
8530	Postage - General Exp	303	833	(530)	303	10,000	(9,697)
8545	Prof Liability Insurance Exp	-	3,523	(3,523)	-	42,275	(42,275)
8222	Public Relations Exp	-	83	(83)	-	1,000	(1,000)
8224	Penalties	-	-	-	-	-	-
8031	Fines and Penalties	-	-	-	-	-	-
8550	Scholarships - NatGeo/Cengage Exp	1,500	625	875	1,500	7,500	(6,000)
8610	Travel - Special Project Exp	-	-	-	-	-	-
8645	Travel - Regional Sec Exp	-	1,500	(1,500)	-	18,000	(18,000)
8620	Travel - Board of Directors Exp	1,111	1,667	(556)	1,111	20,000	(18,889)
8847	Webinar Exp	-	-	-	-	-	-
8880	Ag Ed Relief Fund Exp	1,500	-	1,500	1,500	-	1,500
9100	Substitute teacher hire behinds	-	42	(42)	-	500	(500)
8849	Website Exp	1,100	1,500	(400)	1,100	18,000	(16,900)
8055	Contractor Exp	825	-	825	825	-	825
8920	Credit Card Exp	2,698	833	1,865	2,698	10,000	(7,302)
8161	Storage Exp	403	250	153	403	3,000	(2,597)
8895	Professional Development Exp	162	-	162	162	-	162
9300	Ag Ed Resource Guide Exp	-	-	-	-	-	-
8850	Miscellaneous Exp	(6,172)	-	(6,172)	(6,172)	-	(6,172)
8846	NPS Event Exp	-	417	(417)	-	5,000	(5,000)
8555	FFA FND - Scholarships Exp	22,500	-	22,500	22,500	-	22,500
8950	FFA FND - NTAC Expense	-	-	-	-	-	-
9045	FFA FND - TTTK Exp	-	4,167	(4,167)	-	50,000	(50,000)
90451	FFA FND - TTTK Stipends Exp	-	-	-	-	-	-
9044	FFA FND - OPAP Exp	-	833	(833)	-	10,000	(10,000)
9043	FFA FND - OMSP Exp	-	833	(833)	-	10,000	(10,000)
9042	FFA FND - OT Exp	-	833	(833)	-	10,000	(10,000)
9048	FFA FND - OECT Exp	-	833	(833)	-	10,000	(10,000)
9046	FFA FND - LAA Exp	-	-	-	-	-	-
9051	FFA FND - OSC Exp	-	-	-	-	-	-
9057	FFA FND - XLR8 Exp	2,408	4,167	(1,759)	2,408	50,000	(47,592)
90571	FFA FND - XLR8 Stipends Exp	-	-	-	-	-	-
9058	FFA FND - NPS Event Exp	-	-	-	-	-	-
9063	FFA FND - NATAA Exp	4,345	6,250	(1,905)	4,345	75,000	(70,655)
9061	FFA FND - Nursery/Landscape Exp	350	-	350	350	-	350
9062	FFA FND - NATAA Stipends Exp	-	-	-	-	-	-
8848	FFA FND - CoP Exp	-	-	-	-	-	-
	TOTAL EXPENSES	<u>84,345</u>	<u>90,071</u>	<u>(6,076)</u>	<u>84,345</u>	<u>1,080,852</u>	<u>(996,857)</u>
	NET INCOME (LOSS)	<u>\$ (18,708)</u>	<u>\$ (17,341)</u>	<u>\$ (1,017)</u>	<u>\$ (18,708)</u>	<u>\$ (107,317)</u>	<u>\$ 88,959</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of Convention Revenue and Expenses
For the One Month Ended January 31, 2022

<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)	\$ -	\$ 150,000	\$ (150,000)
5020	Conv't - Partner Reception Rev	-	-	-	-	1,200	(1,200)
5047	FFA FND - Conv't Sponsors Rev	-	-	-	-	-	-
5021	Conv't - Sponsorships Rev	-	1,500	(1,500)	-	18,000	(18,000)
	TOTAL REVENUE	<u>-</u>	<u>14,000</u>	<u>(14,000)</u>	<u>-</u>	<u>169,200</u>	<u>(169,200)</u>
	EXPENSES						
9011	Conv't, Plaques & Trophies Exp	33	1,000	(967)	33	12,000	(11,967)
9012	Conv't, Printing Exp	120	-	120	120	-	120
9024	Conv't, IU Awards Exp	-	-	-	-	-	-
9025	Conv't, TM Awards Exp	-	-	-	-	-	-
9013	Conv't, Miscellaneous Exp	-	-	-	-	-	-
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	(63)	333	(396)	(63)	4,000	(4,063)
9019	Conv't, Equipment Rental Exp	-	2,917	(2,917)	-	35,000	(35,000)
9026	Conv't, OSC Exp	-	-	-	-	-	-
9027	Conv't, OC Exp	-	-	-	-	-	-
9041	Conv't, Registration-Award Exp	-	-	-	-	-	-
9090	Conv't - Committee Leaders Exp	-	-	-	-	-	-
9047	FFA FND - NAAE Conv't Exp	-	4,167	(4,167)	-	50,000	(50,000)
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)	-	15,000	(15,000)
	TOTAL EXPENSES	<u>90</u>	<u>12,542</u>	<u>(12,452)</u>	<u>90</u>	<u>150,500</u>	<u>(150,410)</u>
	NET INCOME (LOSS)	<u>\$ (90)</u>	<u>\$ 1,458</u>	<u>\$ (1,548)</u>	<u>\$ (90)</u>	<u>\$ 18,700</u>	<u>\$ (18,790)</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of CASE Initiative Revenue and Expenses
For the One Month Ended January 31, 2022

<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						
410000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
410010	-	4,052	(4,052)	-	48,626	(48,626)
410020	-	-	-	-	-	-
410030	-	-	-	-	-	-
410050	-	-	-	-	-	-
410100	-	-	-	-	-	-
410450	-	-	-	-	-	-
410825	-	-	-	-	-	-
410850	-	-	-	-	-	-
430000	(3,000)	-	(3,000)	(3,000)	-	(3,000)
430100	1,660	333	1,327	1,660	4,000	(2,340)
430200	7,970	1,250	6,720	7,970	15,000	(7,030)
430400	(8,420)	-	(8,420)	(8,420)	-	(8,420)
430450	-	-	-	-	-	-
430500	-	19,333	(19,333)	-	232,000	(232,000)
430600	-	6,083	(6,083)	-	73,000	(73,000)
430700	487,284	28,000	459,284	487,284	336,000	151,284
430750	183,887	44,267	139,620	183,887	531,200	(347,313)
430800	(3,400)	1,375	(4,775)	(3,400)	16,500	(19,900)
430850	(1,135)	2,292	(3,427)	(1,135)	27,500	(28,635)
430900	-	-	-	-	-	-
430950	-	-	-	-	-	-
440000	24,864	75,000	(50,136)	24,864	900,000	(875,136)
445000	-	417	(417)	-	5,000	(5,000)
446000	10,898	1,250	9,648	10,898	15,000	(4,102)
447000	-	208	(208)	-	2,500	(2,500)
450000	-	-	-	-	-	-
460000	-	1,667	(1,667)	-	20,000	(20,000)
460100	-	-	-	-	-	-
470000	-	6,250	(6,250)	-	75,000	(75,000)
480000	-	333	(333)	-	4,000	(4,000)
485000	(264)	200	(464)	(264)	2,400	(2,664)
490000	-	500	(500)	-	6,000	(6,000)
495000	-	17	(17)	-	200	(200)
499000	-	1,247	(1,247)	-	14,965	(14,965)
499100	19	-	19	19	-	19
	-	3,333	(3,333)	-	40,000	(40,000)
TOTAL REVENUE	<u>700,363</u>	<u>197,407</u>	<u>502,956</u>	<u>700,363</u>	<u>2,368,891</u>	<u>(1,668,528)</u>
EXPENSES						
614000	-	354	(354)	-	4,250	(4,250)
615000	11,917	66,000	(54,083)	11,917	792,000	(780,083)
616000	-	5,688	(5,688)	-	68,250	(68,250)
618000	-	440	(440)	-	5,280	(5,280)
619000	-	125	(125)	-	1,500	(1,500)
620000	-	-	-	-	-	-
621500	62	417	(355)	62	5,000	(4,938)
623000	-	292	(292)	-	3,500	(3,500)
623400	-	-	-	-	-	-
623549	29,499	5,000	24,499	29,499	60,000	(30,501)
623550	-	10,000	(10,000)	-	120,000	(120,000)
623551	4,900	23,333	(18,433)	4,900	280,000	(275,100)
623552	854	4,667	(3,813)	854	56,000	(55,146)
623561	-	-	-	-	-	-
623562	-	-	-	-	-	-
623571	-	-	-	-	-	-
623572	-	-	-	-	-	-
623573	-	-	-	-	-	-
623581	-	642	(642)	-	7,700	(7,700)
623582	-	275	(275)	-	3,300	(3,300)
623583	35	-	35	35	-	35

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NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of CASE Initiative Revenue and Expenses
For the One Month Ended January 31, 2022

<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>
623600 Contractor Exp	49,546	39,201	10,345	49,546	470,411	(420,865)
623610 Salaries Exp	5,775	5,408	367	5,775	64,890	(59,115)
623620 FICA & Medicare Exp	503	342	161	503	4,106	(3,603)
623630 Employee Benefits Exp	460	460	-	460	5,524	(5,064)
623640 Employee Insurance Exp	801	801	-	801	9,616	(8,815)
625000 Management Fees Exp	-	2,500	(2,500)	-	30,000	(30,000)
625100 Credit Card Fees	-	-	-	-	-	-
625500 Legal Exp	-	42	(42)	-	500	(500)
627000 Promotion Exp	-	833	(833)	-	10,000	(10,000)
631000 Supplies Exp	148	417	(269)	148	5,000	(4,852)
632000 IT & Technology Exp	12,691	1,667	11,024	12,691	20,000	(7,309)
632100 IT Software Subscriptions Exp	1,593	2,083	(490)	1,593	25,000	(23,407)
635000 Travel -- Staff CI Exp	-	1,250	(1,250)	-	15,000	(15,000)
635100 Travel -- Staff non-CI Exp	3,511	7,500	(3,989)	3,511	90,000	(86,489)
635200 Staff Professional Development Exp	-	417	(417)	-	5,000	(5,000)
636000 Depreciation Exp	36	17	19	36	200	(164)
710850 USDA PD-STEP Grant Exp	-	-	-	-	-	-
720000 Probationary Fee Exp	-	-	-	-	-	-
730000 CI Scholarships and Grants -- FFA FND Exp	172,700	19,333	153,367	172,700	232,000	(59,300)
740000 CI Scholarships and Grants -- Direct Exp	99,994	5,346	94,648	99,994	64,150	35,844
750000 Host Conference Expense	-	-	-	-	-	-
760000 Course Development	-	-	-	-	-	-
799000 Thrive	-	-	-	-	10,000	(10,000)
TOTAL EXPENSE	<u>395,025</u>	<u>205,681</u>	<u>189,344</u>	<u>395,025</u>	<u>2,468,177</u>	<u>(2,073,152)</u>
NET INCOME (LOSS)	<u>\$ 305,338</u>	<u>\$ (8,274)</u>	<u>\$ 313,612</u>	<u>\$ 305,338</u>	<u>\$ (99,286)</u>	<u>\$ 404,624</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of National Teach Ag Campaign Revenue and Expenses
For the One Month Ended January 31, 2022

<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	\$ -	\$ 62,500	\$ (62,500)	\$ -	\$ 750,000	\$ (750,000)
5351	NTAC -- non FFA FND Rev	<u>75</u>	<u>-</u>	<u>75</u>	<u>75</u>	<u>-</u>	<u>75</u>
	TOTAL REVENUE	<u>75</u>	<u>62,500</u>	<u>(62,425)</u>	<u>75</u>	<u>750,000</u>	<u>(749,925)</u>
EXPENSES							
8951	Contractor Stipends Exp	9,583	15,125	(5,542)	9,583	181,500	(171,917)
8952	Staff Salaries Exp	-	2,500	(2,500)	-	30,000	(30,000)
8953	Staff FICA & Medicare Exp	-	833	(833)	-	10,000	(10,000)
8966	Staff Benefits Exp	-	-	-	-	-	-
8967	Staff Insurance Exp	-	-	-	-	-	-
8954	Travel Exp	3,999	7,417	(3,418)	3,999	89,000	(85,001)
8955	Supplies Exp	-	792	(792)	-	9,500	(9,500)
8956	Promotion Exp	-	3,750	(3,750)	-	45,000	(45,000)
8957	Presenter Stipends Exp	-	417	(417)	-	5,000	(5,000)
8958	IT Services Exp	-	833	(833)	-	10,000	(10,000)
8959	Printing Exp	-	83	(83)	-	1,000	(1,000)
8960	Postage/Shipping Exp	200	333	(133)	200	4,000	(3,800)
8961	Professional Development Exp	42	250	(208)	42	3,000	(2,958)
8962	STAR Grants Exp	184,400	23,000	161,400	184,400	276,000	(91,600)
8963	NAAE Management Fee Exp	-	3,333	(3,333)	-	40,000	(40,000)
8964	Grants Exp	-	3,583	(3,583)	-	43,000	(43,000)
8965	Miscellaneous Exp	<u>-</u>	<u>250</u>	<u>(250)</u>	<u>-</u>	<u>3,000</u>	<u>(3,000)</u>
	TOTAL EXPENSES	<u>198,224</u>	<u>62,499</u>	<u>135,725</u>	<u>198,224</u>	<u>750,000</u>	<u>(551,776)</u>
	NET INCOME (LOSS)	<u>\$ (198,149)</u>	<u>\$ 1</u>	<u>\$ (198,150)</u>	<u>\$ (198,149)</u>	<u>\$ -</u>	<u>\$ (198,149)</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT