



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 April 30, 2022 and the related statement of activities for the one and four 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 and 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 25, 2022

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Statement of Financial Position
April 30, 2022

ASSETS

Current Assets

Cash on Deposit	\$ 1,147,179
Accounts Receivable	463,979
Investments - Operating Fund	980,900
Investments - Life Membership Fund	387,078
Inventory	5,000
Prepaid Expenses	<u>5,511</u>
Total Current Assets	<u>2,989,647</u>

Property and Equipment

Property and Equipment - CASE Initiative (net of accumulated depreciation)	1,538
Property and Equipment (net of accumulated depreciation)	<u>45,811</u>
Total Property and Equipment	<u>47,349</u>

Other Assets

Deposit	<u>4,814</u>
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TOTAL ASSETS \$ 3,041,810

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts Payable	\$ 45,075
Accrued Leave Payable	30,172
Other Current Liabilities	<u>4,788</u>

TOTAL LIABILITIES 80,035

NET ASSETS

Unrestricted Net Assets:	
Current Operation	1,018,838
Board Designated for Special Purposes	389,567
CASE Initiative	<u>1,553,370</u>

TOTAL NET ASSETS 2,961,775

TOTAL LIABILITIES AND NET ASSETS \$ 3,041,810

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Activities

For the Four Months Ended April 30, 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	\$ 72,910	\$ 1,140	\$ -	\$ 74,050
Convention Income	-	-	-	-
Sponsorship and Awards	-	-	-	-
Merchandise Sales	599	-	-	599
Contributions	-	-	-	-
Net Realized and Unrealized				
Gains (Losses) on Securities	(147,445)	(66,939)	-	(214,384)
Interest and Dividends	3,021	1,083	-	4,104
FFA Foundation Projects	175,379	-	-	175,379
CASE Initiative Income	-	-	1,701,459	1,701,459
Other Income	3,274	-	-	3,274
	<u>107,738</u>	<u>(64,716)</u>	<u>1,701,459</u>	<u>1,744,481</u>
Total Revenue, Gains and Losses				
Net Assets Released from Restrictions	-	-	-	-
	<u>107,738</u>	<u>(64,716)</u>	<u>1,701,459</u>	<u>1,744,481</u>
Total Revenue, Gains and Losses and Reclassifications				
Expenses				
General Expenses	296,632	-	-	296,632
FFA Foundation Projects	464,733	-	184,960	649,693
CASE Initiative Expenses	-	-	1,008,180	1,008,180
Convention Expenses	1,840	-	-	1,840
	<u>763,205</u>	<u>-</u>	<u>1,193,140</u>	<u>1,956,345</u>
Total Expenses				
INCREASE (DECREASE) IN NET ASSETS	(655,467)	(64,716)	508,319	(211,864)
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>\$ 1,018,838</u>	<u>\$ 389,567</u>	<u>\$ 1,553,370</u>	<u>\$ 2,961,775</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Four Months Ended April 30, 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	\$ 6,540	\$ 38,296	\$ (31,756)	\$ 72,910	\$ 459,555	\$ (386,645)
4020	Life Membership Dues Rev	-	-	-	1,140	-	1,140
4030	Org Membership Dues Rev	-	750	(750)	-	9,000	(9,000)
4045	Regional Conf Rev	650	-	650	725	-	725
6110	Interest -- Operating Fund	22	729	(707)	76	8,750	(8,674)
6121	Dividends -- Operating Fund	632	729	(97)	2,945	8,750	(5,805)
6220	Gain (Loss) Sale of Securities Operating Fund	-	-	-	-	-	-
6221	Net Realized and Unrealized Gains (Losses) on Securities -- Life Fund	(36,010)	729	(36,739)	(66,939)	8,750	(75,689)
6222	Net Realized and Unrealized Gains (Losses) on Securities -- Operating Fund	(82,712)	729	(83,441)	(147,445)	8,750	(156,195)
6223	Gain (Loss) Sale of Securities Life Fund	-	-	-	-	-	-
6130	Dividends, Life Fund	232	1,000	(768)	1,083	12,000	(10,917)
6410	Contributions, Legislative Fund	-	-	-	-	-	-
6900	Miscellaneous Income Rev	-	417	(417)	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)	599	6,000	(5,401)
6320	State Website Development	-	-	-	-	-	-
6880	Ag Ed Relief Fund Rev	25	-	25	2,435	-	2,435
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	-	-	-	35,595	-	35,595
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	55,000	24,583	30,417	55,000	295,000	(240,000)
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	9,044	-	9,044	18,088	36,173	(18,085)
5084	FFA FND - NTAC Staff Grant Rev	15,848	-	-	31,696	63,393	(31,697)
	Convention Net Income	(823)	1,458	(2,281)	8,160	18,700	(10,540)
	CASE Initiative Net Income	(145,051)	(8,274)	(136,777)	508,319	(99,286)	607,605
	NTAC Net Income	(34,704)	-	(34,704)	(403,157)	-	(403,157)
	TOTAL REVENUE	(198,807)	72,730	(287,385)	146,269	973,535	(827,266)
	EXPENSES						
8010	Salaries Exp	27,671	32,496	(4,825)	107,187	389,949	(282,762)
8015	Employee Insurance Exp	2,858	7,097	(4,239)	11,432	85,161	(73,729)
8020	Employee Benefits Exp	1,728	171	1,557	1,412	2,050	(638)
8030	Employee FICA/Medicare Exp	2,119	1,701	418	8,315	20,417	(12,102)
8045	Regional Conf Exp	3,417	-	3,417	3,465	-	3,465
8050	Computer Service Exp	-	1,667	(1,667)	975	20,000	(19,025)
8060	Telephone & ISP Exp	1,349	1,375	(26)	6,629	16,500	(9,871)
8080	Accounting Exp	-	1,600	(1,600)	2,400	19,200	(16,800)
8150	Depreciation Exp	1,021	1,000	21	4,083	12,000	(7,917)
8160	Rent Exp	4,942	5,000	(58)	19,930	60,000	(40,070)
8170	Insurance Exp	373	1,000	(627)	1,596	12,000	(10,404)
8180	Legal Exp	-	83	(83)	554	1,000	(446)
8190	Office Supplies Exp	2,855	1,292	1,563	6,179	15,500	(9,321)
8195	Bank charges and investment fees Exp	1,181	833	348	4,724	10,000	(5,276)
8200	Printing, general Exp	1,000	250	750	1,000	3,000	(2,000)

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NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Four Months Ended April 30, 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>
8210	Staff training Exp	-	167	(167)	82	2,000	(1,918)
8230	Taxes and licenses Exp	15	25	(10)	15	300	(285)
8215	Membership & Contributions Exp	-	1,667	(1,667)	1,000	20,000	(19,000)
8220	Travel - Staff Exp	5,490	1,458	4,032	13,187	17,500	(4,313)
8221	Interest Expense	-	-	-	-	-	-
8225	Promotion & Marketing Exp	48	1,250	(1,202)	10,047	15,000	(4,953)
8260	Merchandise Exp	-	500	(500)	10,877	6,000	4,877
8300	Photocopies & Machine Lease Exp	193	250	(57)	1,078	3,000	(1,922)
8530	Postage - General Exp	58	833	(775)	789	10,000	(9,211)
8545	Prof Liability Insurance Exp	-	3,523	(3,523)	-	42,275	(42,275)
8222	Public Relations Exp	-	83	(83)	75	1,000	(925)
8223	Travel - Staff Local Exp	-	-	-	23	-	23
8224	Penalties	-	-	-	-	-	-
8031	Fines and Penalties	-	-	-	-	-	-
8550	Scholarships - NatGeo/Cengage Exp	-	625	(625)	1,500	7,500	(6,000)
8610	Travel - Special Project Exp	-	-	-	-	-	-
8645	Travel - Regional Sec Exp	566	1,500	(934)	566	18,000	(17,434)
8620	Travel - Board of Directors Exp	2,572	1,667	905	12,423	20,000	(7,577)
8847	Webinar Exp	-	-	-	-	-	-
8880	Ag Ed Relief Fund Exp	300	-	300	3,300	-	3,300
9100	Substitute teacher hire behinds	-	42	(42)	-	500	(500)
8849	Website Exp	3,100	1,500	1,600	6,508	18,000	(11,492)
8055	Contractor Exp	3,636	-	3,636	7,662	-	7,662
8920	Credit Card Exp	566	833	(267)	6,236	10,000	(3,764)
8161	Storage Exp	308	250	58	1,557	3,000	(1,443)
8895	Professional Development Exp	-	-	-	162	-	162
9300	Ag Ed Resource Guide Exp	-	-	-	-	-	-
8850	Miscellaneous Exp	-	-	-	(6,172)	-	(6,172)
8860	A/R Write Off Exp	21,659	-	21,659	41,011	-	41,011
8846	NPS Event Exp	-	417	(417)	4,825	5,000	(175)
8555	FFA FND - Scholarships Exp	-	-	-	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	-	-	-	350	-	350
9057	FFA FND - XLR8 Exp	2,967	4,167	(1,200)	13,276	50,000	(36,724)
90571	FFA FND - XLR8 Stipends Exp	3,000	-	3,000	4,500	-	4,500
9058	FFA FND - NPS Event Exp	-	-	-	-	-	-
9063	FFA FND - NATAA Exp	1,764	6,250	(4,486)	20,525	75,000	(54,475)
9061	FFA FND - Nursery/Landscape Exp	-	-	-	350	-	350
9062	FFA FND - NATAA Stipends Exp	-	-	-	-	-	-
8848	FFA FND - CoP Exp	-	-	-	-	-	-
	TOTAL EXPENSES	<u>96,756</u>	<u>90,071</u>	<u>6,685</u>	<u>358,133</u>	<u>1,080,852</u>	<u>(723,069)</u>
	NET INCOME (LOSS)	<u>\$ (295,563)</u>	<u>\$ (17,341)</u>	<u>\$ (294,070)</u>	<u>\$ (211,864)</u>	<u>\$ (107,317)</u>	<u>\$ (104,197)</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of Convention Revenue and Expenses
For the One and Four Months Ended April 30, 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	-	-	-	10,000	-	10,000
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>10,000</u>	<u>169,200</u>	<u>(159,200)</u>
	EXPENSES						
9011	Conv't, Plaques & Trophies Exp	-	1,000	(1,000)	33	12,000	(11,967)
9012	Conv't, Printing Exp	-	-	-	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)	799	10,000	(9,201)
9018	Conv't, Postage & Shipping Exp	-	333	(333)	(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	823	1,250	(427)	951	15,000	(14,049)
	TOTAL EXPENSES	<u>823</u>	<u>12,542</u>	<u>(11,719)</u>	<u>1,840</u>	<u>150,500</u>	<u>(148,660)</u>
	NET INCOME (LOSS)	<u>\$ (823)</u>	<u>\$ 1,458</u>	<u>\$ (2,281)</u>	<u>\$ 8,160</u>	<u>\$ 18,700</u>	<u>\$ (10,540)</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of CASE Initiative Revenue and Expenses

For the One and Four Months Ended April 30, 2022

<u>CODE</u>	<u>MONTH ACTUAL</u>	<u>MONTH BUDGET</u>	<u>MONTH VARIANCE</u>	<u>YEAR TO DATE ACTUAL</u>	<u>YEAR BUDGET</u>	<u>YEAR VARIANCE</u>	
REVENUE							
410000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
410010	-	4,052	(4,052)	9,879	48,626	(38,747)	
410020	-	-	-	-	-	-	
410030	-	-	-	-	-	-	
410050	-	-	-	-	-	-	
410100	-	-	-	-	-	-	
410450	-	-	-	-	-	-	
410825	-	-	-	-	-	-	
410850	-	-	-	-	-	-	
430000	-	-	-	(3,000)	-	(3,000)	
430100	-	333	(333)	1,660	4,000	(2,340)	
430200	520	1,250	(730)	10,590	15,000	(4,410)	
430400	-	-	-	(8,420)	-	(8,420)	
430450	-	-	-	-	-	-	
430500	-	19,333	(19,333)	-	232,000	(232,000)	
430600	-	6,083	(6,083)	81,300	73,000	8,300	
430700	175,049	28,000	147,049	998,181	336,000	662,181	
430750	65,355	44,267	21,088	374,482	531,200	(156,718)	
430800	2,465	1,375	1,090	2,390	16,500	(14,110)	
430850	3,800	2,292	1,508	13,265	27,500	(14,235)	
430900	-	-	-	-	-	-	
430950	-	-	-	-	-	-	
440000	44,339	75,000	(30,661)	173,742	900,000	(726,258)	
445000	-	417	(417)	-	5,000	(5,000)	
446000	-	1,250	(1,250)	10,898	15,000	(4,102)	
447000	-	208	(208)	-	2,500	(2,500)	
450000	-	-	-	-	-	-	
460000	-	1,667	(1,667)	13,361	20,000	(6,639)	
460100	-	-	-	-	-	-	
470000	2,092	6,250	(4,158)	7,141	75,000	(67,859)	
480000	3,646	333	3,313	3,646	4,000	(354)	
485000	2,040	200	1,840	3,540	2,400	1,140	
490000	1,682	500	1,182	1,682	6,000	(4,318)	
495000	-	17	(17)	-	200	(200)	
499000	-	1,247	(1,247)	-	14,965	(14,965)	
499100	526	-	526	7,122	-	7,122	
	Thrive Rev	3,333	(3,333)	-	40,000	(40,000)	
	TOTAL REVENUE	301,514	197,407	104,107	1,701,459	2,368,891	(667,432)
EXPENSES							
614000	-	354	(354)	-	4,250	(4,250)	
615000	18,052	66,000	(47,948)	122,029	792,000	(669,971)	
616000	1,965	5,688	(3,723)	5,636	68,250	(62,614)	
618000	-	440	(440)	-	5,280	(5,280)	
619000	-	125	(125)	-	1,500	(1,500)	
620000	-	-	-	-	-	-	
621500	-	417	(417)	62	5,000	(4,938)	
623000	-	292	(292)	-	3,500	(3,500)	
623400	-	-	-	-	-	-	
623549	1,024	5,000	(3,976)	64,600	60,000	4,600	
623550	245	10,000	(9,755)	46,549	120,000	(73,451)	
623551	-	23,333	(23,333)	11,375	280,000	(268,625)	
623552	617	4,667	(4,050)	1,471	56,000	(54,529)	
623561	-	-	-	-	-	-	
623562	-	-	-	-	-	-	
623571	-	-	-	-	-	-	
623572	-	-	-	-	-	-	
623573	-	-	-	-	-	-	
623581	-	642	(642)	-	7,700	(7,700)	
623582	-	275	(275)	212	3,300	(3,088)	

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NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of CASE Initiative Revenue and Expenses
For the One and Four Months Ended April 30, 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>
623583 BriefCASE Exp	-	-	-	748	-	748
623600 Contractor Exp	50,571	39,201	11,370	189,148	470,411	(281,263)
623610 Salaries Exp	5,775	5,408	367	23,100	64,890	(41,790)
623620 FICA & Medicare Exp	503	342	161	2,012	4,106	(2,094)
623630 Employee Benefits Exp	460	460	-	1,841	5,524	(3,683)
623640 Employee Insurance Exp	801	801	-	3,205	9,616	(6,411)
625000 Management Fees Exp	-	2,500	(2,500)	-	30,000	(30,000)
625100 Credit Card Fees	3,653	-	3,653	4,854	-	4,854
625500 Legal Exp	-	42	(42)	-	500	(500)
627000 Promotion Exp	850	833	17	850	10,000	(9,150)
631000 Supplies Exp	-	417	(417)	148	5,000	(4,852)
632000 IT & Technology Exp	8,540	1,667	6,873	23,631	20,000	3,631
632100 IT Software Subscriptions Exp	6,086	2,083	4,003	12,193	25,000	(12,807)
635000 Travel -- Staff CI Exp	-	1,250	(1,250)	-	15,000	(15,000)
635100 Travel -- Staff non-CI Exp	648	7,500	(6,852)	5,326	90,000	(84,674)
635200 Staff Professional Development Exp	15	417	(402)	15	5,000	(4,985)
636000 Depreciation Exp	34	17	17	138	200	(62)
710850 USDA PD-STEP Grant Exp	-	-	-	-	-	-
720000 Probationary Fee Exp	800	-	800	2,400	-	2,400
730000 CI Scholarships and Grants -- FFA FND Exp	260	19,333	(19,073)	184,960	232,000	(47,040)
740000 CI Scholarships and Grants -- Direct Exp	20,839	5,346	15,493	161,660	64,150	97,510
750000 Host Conference Expense	-	-	-	-	-	-
760000 Course Development	385	-	385	385	-	385
770000 CASE - Host Payment Refunds	324,442	-	324,442	324,592	-	324,592
799000 Thrive	-	-	-	-	10,000	(10,000)
TOTAL EXPENSE	<u>446,565</u>	<u>205,681</u>	<u>240,884</u>	<u>1,193,140</u>	<u>2,468,177</u>	<u>(1,275,037)</u>
NET INCOME (LOSS)	<u>\$ (145,051)</u>	<u>\$ (8,274)</u>	<u>\$ (136,777)</u>	<u>\$ 508,319</u>	<u>\$ (99,286)</u>	<u>\$ 607,605</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of National Teach Ag Campaign Revenue and Expenses
For the One and Four Months Ended April 30, 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	-	-	-	75	-	75
	TOTAL REVENUE	<u>-</u>	<u>62,500</u>	<u>(62,500)</u>	<u>75</u>	<u>750,000</u>	<u>(749,925)</u>
EXPENSES							
8951	Contractor Stipends Exp	13,300	15,125	(1,825)	50,800	181,500	(130,700)
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	14,109	7,417	6,692	46,581	89,000	(42,419)
8955	Supplies Exp	1,299	792	507	4,990	9,500	(4,510)
8956	Promotion Exp	4,271	3,750	521	21,719	45,000	(23,281)
8957	Presenter Stipends Exp	200	417	(217)	1,424	5,000	(3,576)
8958	IT Services Exp	1,299	833	466	2,393	10,000	(7,607)
8959	Printing Exp	-	83	(83)	-	1,000	(1,000)
8960	Postage/Shipping Exp	115	333	(218)	529	4,000	(3,471)
8961	Professional Development Exp	111	250	(139)	446	3,000	(2,554)
8962	STAR Grants Exp	-	23,000	(23,000)	274,350	276,000	(1,650)
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	-	250	(250)	-	3,000	(3,000)
	TOTAL EXPENSES	<u>34,704</u>	<u>62,499</u>	<u>(27,795)</u>	<u>403,232</u>	<u>750,000</u>	<u>(346,768)</u>
	NET INCOME (LOSS)	<u>\$ (34,704)</u>	<u>\$ 1</u>	<u>\$ (34,705)</u>	<u>\$ (403,157)</u>	<u>\$ -</u>	<u>\$ (403,157)</u>

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