



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 September 30, 2021 and the related statement of activities for the three 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
September 30, 2021

ASSETS

Current Assets

Cash on Deposit	\$ 1,667,268
Accounts Receivable	563,102
Investments - Operating Fund	1,080,333
Investments - Life Membership Fund	432,967
Inventory	5,000
Prepaid Expenses	<u>23,134</u>
Total Current Assets	<u>3,771,804</u>

Property and Equipment

Property and Equipment - CASE Initiative (net of accumulated depreciation)	6,976
Property and Equipment (net of accumulated depreciation)	<u>47,815</u>
Total Property and Equipment	<u>54,791</u>

Other Assets

Deposit	<u>4,814</u>
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TOTAL ASSETS \$ 3,831,409

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts Payable	\$ 62,167
Accrued Leave Payable	38,777
Other Current Liabilities	<u>41,263</u>

TOTAL LIABILITIES 142,207

NET ASSETS

Unrestricted Net Assets:	
Current Operation	1,982,460
Board Designated for Special Purposes	349,121
CASE Initiative	<u>1,357,621</u>

TOTAL NET ASSETS 3,689,202

TOTAL LIABILITIES AND NET ASSETS \$ 3,831,409

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Activities

For the Three Months Ended September 30, 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	\$ 277,150	\$ 6,000	\$ -	\$ 283,150
Convention Income	-	-	-	-
Sponsorship and Awards	5,000	-	-	5,000
Merchandise Sales	49	-	-	49
Contributions	150	-	-	150
Net Realized and Unrealized				
Gains (Losses) on Securities	(51)	(657)	-	(708)
Interest and Dividends	2,371	905	-	3,276
FFA Foundation Projects	412,392	-	-	412,392
CASE Initiative Income	-	-	1,371,809	1,371,809
Other Income	8,080	-	-	8,080
	<u>705,141</u>	<u>6,248</u>	<u>1,371,809</u>	<u>2,083,198</u>
Total Revenue, Gains and Losses				
Net Assets Released from Restrictions	-	-	-	-
	<u>705,141</u>	<u>6,248</u>	<u>1,371,809</u>	<u>2,083,198</u>
Total Revenue, Gains and Losses and Reclassifications				
Expenses				
General Expenses	260,043	-	-	260,043
FFA Foundation Projects	222,247	-	386,631	608,878
CASE Initiative Expenses	-	-	758,027	758,027
Convention Expenses	4,818	-	-	4,818
	<u>487,108</u>	<u>-</u>	<u>1,144,658</u>	<u>1,631,766</u>
Total Expenses				
INCREASE (DECREASE) IN NET ASSETS	218,033	6,248	227,151	451,432
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>\$ 1,982,460</u>	<u>\$ 349,121</u>	<u>\$ 1,357,621</u>	<u>\$ 3,689,202</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Three Months Ended September 30, 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							
4010	Membership Dues Rev	\$ 148,970	\$ 30,250	\$ 118,720	\$ 275,650	\$ 363,000	\$ (87,350)
4020	Life Membership Dues Rev	2,160	-	2,160	6,000	-	6,000
4030	Org Membership Dues Rev	-	375	(375)	1,500	4,500	(3,000)
6110	Interest -- Operating Fund	24	365	(341)	73	4,375	(4,302)
6121	Dividends -- Operating Fund	1,544	365	1,179	2,298	4,375	(2,077)
6220	Gain (Loss) Sale of Securities Operating Fund	-	-	-	20,001	-	20,001
6221	Net Realized and Unrealized Gains (Losses) on Securities -- Life Fund	(15,988)	365	(16,353)	309	4,375	(4,066)
6222	Net Realized and Unrealized Gains (Losses) on Securities -- Operating Fund	(34,829)	365	(35,194)	(20,052)	4,375	(24,427)
6223	Gain (Loss) Sale of Securities Life Fund	-	-	-	(966)	-	(966)
6130	Dividends, Life Fund	591	500	91	905	6,000	(5,095)
6410	Contributions, Legislative Fund	150	-	150	150	-	150
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	1,326	-	1,326	5,527	-	5,527
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	375,000	750,000	(375,000)
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	(3,500)	(5,588)	2,088	182	(184,350)	184,532
	CASE Initiative Net Income	(41,347)	8,251	(49,598)	227,151	99,010	128,141
	NTAC Net Income	(126,804)	-	(126,804)	(204,491)	-	(204,491)
	TOTAL REVENUE	57,297	103,248	(45,951)	726,678	1,171,444	(444,766)
EXPENSES							
8010	Salaries Exp	32,912	19,121	13,791	103,288	229,454	(126,166)
8015	Employee Insurance Exp	4,858	-	4,858	14,518	-	14,518
8020	Employee Benefits Exp	4,431	3,951	480	11,077	47,411	(36,334)
8030	Employee FICA/Medicare Exp	2,568	1,463	1,105	8,118	17,553	(9,435)
8050	Computer Service Exp	1,125	833	292	2,000	10,000	(8,000)
8060	Telephone & ISP Exp	1,374	688	686	4,160	8,250	(4,090)
8080	Accounting Exp	800	800	-	2,400	9,600	(7,200)
8150	Depreciation Exp	1,017	500	517	3,117	6,000	(2,883)
8160	Rent Exp	4,750	2,500	2,250	14,250	30,000	(15,750)
8170	Insurance Exp	492	500	(8)	1,209	6,000	(4,791)
8180	Legal Exp	-	42	(42)	2,679	500	2,179
8190	Office Supplies Exp	549	646	(97)	3,872	7,750	(3,878)
8195	Bank charges and investment fees Exp	1,211	417	794	3,646	5,000	(1,354)
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	-	13	(13)	582	150	432
8215	Membership & Contributions Exp	-	833	(833)	595	10,000	(9,405)
8220	Travel - Staff Exp	743	1,458	(715)	3,746	17,500	(13,754)

Continued

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Three Months Ended September 30, 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)	1,390	7,500	(6,110)
8260	Merchandise Exp	3,501	250	3,251	3,710	3,000	710
8300	Photocopies & Machine Lease Exp	193	125	68	600	1,500	(900)
8530	Postage - General Exp	28	417	(389)	501	5,000	(4,499)
8545	Prof Liability Insurance Exp	-	3,523	(3,523)	39,240	42,275	(3,035)
8222	Public Relations Exp	58	42	16	58	500	(442)
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	1,400	750	650	1,400	9,000	(7,600)
8620	Travel - Board of Directors Exp	5,688	1,667	4,021	10,068	20,000	(9,932)
8847	Webinar Exp	-	-	-	-	-	-
8880	Ag Ed Relief Fund Exp	5,550	-	5,550	7,050	-	7,050
9100	Substitute teacher hire behinds	-	21	(21)	-	250	(250)
8849	Website Exp	1,433	750	683	6,347	9,000	(2,653)
8055	Contractor Exp	-	-	-	-	-	-
8920	Credit Card Exp	1,646	417	1,229	4,496	5,000	(504)
8161	Storage Exp	403	125	278	1,209	1,500	(291)
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	6,650	7,646	(996)	6,650	91,750	(85,100)
90451	FFA FND - TTTK Stipends Exp	-	-	-	-	-	-
9044	FFA FND - OPAP Exp	-	1,417	(1,417)	-	17,000	(17,000)
9043	FFA FND - OMSP Exp	700	1,417	(717)	700	17,000	(16,300)
9042	FFA FND - OT Exp	1,050	1,417	(367)	1,050	17,000	(15,950)
9048	FFA FND - OECT Exp	700	1,417	(717)	700	17,000	(16,300)
9046	FFA FND - LAA Exp	700	929	(229)	700	11,152	(10,452)
9051	FFA FND - OSC Exp	700	-	700	1,050	-	1,050
9057	FFA FND - XLR8 Exp	-	7,051	(7,051)	853	84,613	(83,760)
90571	FFA FND - XLR8 Stipends Exp	1,500	-	1,500	3,500	-	3,500
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>88,793</u>	<u>73,340</u>	<u>15,453</u>	<u>275,246</u>	<u>905,034</u>	<u>(629,788)</u>
	NET INCOME (LOSS)	<u>\$ (31,496)</u>	<u>\$ 29,908</u>	<u>\$ (61,404)</u>	<u>\$ 451,432</u>	<u>\$ 266,410</u>	<u>\$ 185,022</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of Convention Revenue and Expenses
For the One and Three Months Ended September 30, 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	-	1,500	(1,500)	5,000	18,000	(13,000)
	TOTAL REVENUE	<u>-</u>	<u>9,833</u>	<u>(9,833)</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	350	-	350	350	-	350
9025	Conv't, TM Awards Exp	700	-	700	700	-	700
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	-	-	-	-	-	-
9041	Conv't, Registration-Award Exp	350	-	350	350	-	350
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	350	1,917	(1,567)	350	23,000	(22,650)
9032	Conv't - Travel - Staff Exp	1,750	1,250	500	3,068	15,000	(11,932)
	TOTAL EXPENSES	<u>3,500</u>	<u>15,421</u>	<u>(11,921)</u>	<u>4,818</u>	<u>303,550</u>	<u>(298,732)</u>
	NET INCOME (LOSS)	<u>\$ (3,500)</u>	<u>\$ (5,588)</u>	<u>\$ 2,088</u>	<u>\$ 182</u>	<u>\$ (184,350)</u>	<u>\$ 184,532</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of CASE Initiative Revenue and Expenses
For the One and Three Months Ended September 30, 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						
410000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
410010	-	1,577	(1,577)	4,222	18,926	(14,704)
410020	-	-	-	-	-	-
410030	-	833	(833)	-	10,000	(10,000)
410100	-	-	-	-	-	-
410450	-	-	-	-	-	-
410825	-	-	-	-	-	-
410850	-	-	-	-	-	-
430000	-	-	-	-	-	-
430100	9,500	200	9,300	30,700	2,400	28,300
430200	2,100	625	1,475	26,000	7,500	18,500
430400	600	-	600	3,381	-	3,381
430450	-	-	-	-	-	-
430500	-	-	-	-	-	-
430600	-	-	-	-	-	-
430700	-	18,900	(18,900)	271,475	226,800	44,675
430750	-	29,880	(29,880)	698,349	358,560	339,789
430800	-	375	(375)	20,300	4,500	15,800
430850	-	625	(625)	2,400	7,500	(5,100)
430900	-	-	-	-	-	-
430950	-	-	-	-	-	-
440000	94,685	16,667	78,018	265,764	200,000	65,764
445000	-	-	-	919	-	919
446000	-	625	(625)	11,446	7,500	3,946
447000	-	104	(104)	1,586	1,250	336
450000	-	-	-	-	-	-
460000	-	625	(625)	-	7,500	(7,500)
460100	-	-	-	-	-	-
470000	2,411	-	2,411	12,567	-	12,567
480000	-	167	(167)	3,149	2,000	1,149
485000	-	-	-	-	-	-
490000	-	250	(250)	1,456	3,000	(1,544)
495000	-	-	-	-	-	-
499000	-	417	(417)	18,095	5,000	13,095
TOTAL REVENUE	<u>109,296</u>	<u>71,870</u>	<u>37,426</u>	<u>1,371,809</u>	<u>862,436</u>	<u>509,373</u>
EXPENSES						
614000	-	-	-	108	-	108
615000	46,258	14,667	31,591	160,574	176,000	(15,426)
616000	-	-	-	9,983	-	9,983
618000	-	220	(220)	1,341	2,640	(1,299)
619000	-	-	-	-	-	-
620000	-	-	-	-	-	-
621500	(300)	208	(508)	(132)	2,500	(2,632)
623000	-	167	(167)	-	2,000	(2,000)
623400	-	-	-	-	-	-
623549	-	-	-	-	-	-
623550	-	417	(417)	6,000	5,000	1,000
623551	6,300	15,750	(9,450)	216,126	189,000	27,126
623552	-	-	-	-	-	-
623561	-	-	-	-	-	-
623562	-	-	-	-	-	-
623571	192	-	192	9,477	-	9,477
623572	-	-	-	-	-	-
623573	24,062	-	24,062	4,897	-	4,897
623581	-	175	(175)	5,050	2,100	2,950
623582	-	75	(75)	-	900	(900)
623583	-	-	-	-	-	-
623600	38,905	19,626	19,279	131,242	235,506	(104,264)
623610	5,775	2,704	3,071	17,325	32,445	(15,120)
623620	503	207	296	1,509	2,482	(973)

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NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of CASE Initiative Revenue and Expenses
For the One and Three Months Ended September 30, 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)	1,381	7,003	(5,622)
623640	Employee Insurance Exp	801	-	801	2,404	-	2,404
625000	Management Fees Exp	-	1,250	(1,250)	-	15,000	(15,000)
625100	Credit Card Fees	45	-	45	45	-	45
625500	Legal Exp	-	21	(21)	-	250	(250)
627000	Promotion Exp	385	417	(32)	1,331	5,000	(3,669)
631000	Supplies Exp	-	208	(208)	205	2,500	(2,295)
632000	IT & Technology Exp	20,800	833	19,967	25,800	10,000	15,800
632100	IT Software Subscriptions Exp	2,945	1,042	1,903	7,379	12,500	(5,121)
635000	Travel -- Staff CI Exp	-	667	(667)	597	8,000	(7,403)
635100	Travel -- Staff non-CI Exp	2,659	3,750	(1,091)	8,499	45,000	(36,501)
635200	Staff Professional Development Exp	-	208	(208)	-	2,500	(2,500)
636000	Depreciation Exp	34	8	26	105	100	5
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
799000	New Projects Expense	819	-	819	2,304	5,000	(2,696)
	TOTAL EXPENSE	<u>150,643</u>	<u>63,619</u>	<u>87,024</u>	<u>1,144,658</u>	<u>763,426</u>	<u>381,232</u>
	NET INCOME (LOSS)	<u>\$ (41,347)</u>	<u>\$ 8,251</u>	<u>\$ (49,598)</u>	<u>\$ 227,151</u>	<u>\$ 99,010</u>	<u>\$ 128,141</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of National Teach Ag Campaign Revenue and Expenses
For the One and Three Months Ended September 30, 2021

CODE		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							
5350	NTAC -- FFA FND Rev	\$ -	\$ 38,369	\$ (38,369)	\$ -	\$ 460,431	\$ (460,431)
5351	NTAC -- non FFA FND Rev	<u>943</u>	<u>-</u>	<u>943</u>	<u>2,553</u>	<u>-</u>	<u>2,553</u>
	TOTAL REVENUE	<u>943</u>	<u>38,369</u>	<u>(37,426)</u>	<u>2,553</u>	<u>460,431</u>	<u>(457,878)</u>
EXPENSES							
8951	Contractor Stipends Exp	83,133	7,521	75,612	118,383	90,254	28,129
8952	Staff Salaries Exp	2,099	1,895	204	6,297	22,734	(16,437)
8953	Staff FICA & Medicare Exp	227	729	(502)	682	8,752	(8,070)
8966	Staff Benefits Exp	208	-	208	624	-	624
8967	Staff Insurance Exp	484	-	484	1,451	-	1,451
8954	Travel Exp	19,650	5,218	14,432	38,488	62,611	(24,123)
8955	Supplies Exp	8,111	2,089	6,022	10,630	25,080	(14,450)
8956	Promotion Exp	10,417	2,063	8,354	22,019	24,750	(2,731)
8957	Presenter Stipends Exp	-	625	(625)	50	7,500	(7,450)
8958	IT Services Exp	574	271	303	2,922	3,250	(328)
8959	Printing Exp	1,299	271	1,028	1,393	3,250	(1,857)
8960	Postage/Shipping Exp	1,390	833	557	3,950	10,000	(6,050)
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	<u>155</u>	<u>83</u>	<u>72</u>	<u>155</u>	<u>1,000</u>	<u>(845)</u>
	TOTAL EXPENSES	<u>127,747</u>	<u>38,369</u>	<u>89,378</u>	<u>207,044</u>	<u>460,431</u>	<u>(253,387)</u>
	NET INCOME (LOSS)	<u>\$ (126,804)</u>	<u>\$ -</u>	<u>\$ (126,804)</u>	<u>\$ (204,491)</u>	<u>\$ -</u>	<u>\$ (204,491)</u>

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