



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 March 31, 2022 and the related statement of activities for the one and 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 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 6, 2022

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

ASSETS

Current Assets

Cash on Deposit	\$ 1,285,781
Accounts Receivable	546,177
Investments - Operating Fund	1,063,800
Investments - Life Membership Fund	423,186
Inventory	5,000
Prepaid Expenses	<u>13,442</u>
Total Current Assets	<u>3,337,386</u>

Property and Equipment

Property and Equipment - CASE Initiative (net of accumulated depreciation)	1,572
Property and Equipment (net of accumulated depreciation)	<u>46,832</u>
Total Property and Equipment	<u>48,404</u>

Other Assets

Deposit	<u>4,814</u>
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TOTAL ASSETS \$ 3,390,604

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts Payable	\$ 42,712
Accrued Leave Payable	30,172
Other Current Liabilities	<u>60,259</u>

TOTAL LIABILITIES 133,143

NET ASSETS

Unrestricted Net Assets:	
Current Operation	1,133,696
Board Designated for Special Purposes	425,344
CASE Initiative	<u>1,698,421</u>

TOTAL NET ASSETS 3,257,461

TOTAL LIABILITIES AND NET ASSETS \$ 3,390,604

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Activities

For the Three Months Ended March 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	\$ 66,370	\$ 1,140	\$ -	\$ 67,510
Convention Income	-	-	-	-
Sponsorship and Awards	-	-	-	-
Merchandise Sales	599	-	-	599
Contributions	-	-	-	-
Net Realized and Unrealized				
Gains (Losses) on Securities	(64,733)	(30,930)	-	(95,663)
Interest and Dividends	2,367	851	-	3,218
FFA Foundation Projects	82,987	-	-	82,987
CASE Initiative Income	-	-	1,399,945	1,399,945
Other Income	2,599	-	-	2,599
	<u>90,189</u>	<u>(28,939)</u>	<u>1,399,945</u>	<u>1,461,195</u>
Total Revenue, Gains and Losses				
	-	-	-	-
Net Assets Released from Restrictions				
	<u>90,189</u>	<u>(28,939)</u>	<u>1,399,945</u>	<u>1,461,195</u>
Total Revenue, Gains and Losses and Reclassifications				
Expenses				
General Expenses	207,481	-	-	207,481
FFA Foundation Projects	422,300	-	184,700	607,000
CASE Initiative Expenses	-	-	561,875	561,875
Convention Expenses	1,017	-	-	1,017
	<u>630,798</u>	<u>-</u>	<u>746,575</u>	<u>1,377,373</u>
Total Expenses				
	<u>(540,609)</u>	<u>(28,939)</u>	<u>653,370</u>	<u>83,822</u>
INCREASE (DECREASE) IN NET ASSETS				
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>\$ 1,133,696</u>	<u>\$ 425,344</u>	<u>\$ 1,698,421</u>	<u>\$ 3,257,461</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Three Months Ended March 31, 2022

<u>CODE</u>		<u>MONTH</u>	<u>MONTH</u>	<u>MONTH</u>	<u>YEAR TO DATE</u>	<u>YEAR</u>	<u>YEAR</u>
		<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
	REVENUE						
4010	Membership Dues Rev	\$ 21,810	\$ 38,296	\$ (16,486)	\$ 66,370	\$ 459,555	\$ (393,185)
4020	Life Membership Dues Rev	-	-	-	1,140	-	1,140
4030	Org Membership Dues Rev	-	750	(750)	-	9,000	(9,000)
4045	Regional Conf Rev	75	-	75	75	-	75
6110	Interest -- Operating Fund	20	729	(709)	54	8,750	(8,696)
6121	Dividends -- Operating Fund	1,723	729	994	2,313	8,750	(6,437)
6220	Gain (Loss) Sale of Securities Operating Fund	-	-	-	-	-	-
6221	Net Realized and Unrealized Gains (Losses)						
	on Securities -- Life Fund	2,487	729	1,758	(30,930)	8,750	(39,680)
6222	Net Realized and Unrealized Gains (Losses)						
	on Securities -- Operating Fund	1,793	729	1,064	(64,733)	8,750	(73,483)
6223	Gain (Loss) Sale of Securities Life Fund	-	-	-	-	-	-
6130	Dividends, Life Fund	634	1,000	(366)	851	12,000	(11,149)
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	10	-	10	2,410	-	2,410
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	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	-	24,583	(24,583)	-	295,000	(295,000)
5082	FFA FND - Office Space Grant Rev	-	4,167	(4,167)	12,500	50,000	(37,500)
5083	FFA FND - Staff Support Grant Rev	-	-	-	9,044	36,173	(27,129)
5084	FFA FND - NTAC Staff Grant Rev	-	-	-	15,848	63,393	(47,545)
	Convention Net Income	(927)	1,458	(2,385)	8,983	18,700	(9,717)
	CASE Initiative Net Income	136,903	(8,274)	145,177	653,370	(99,286)	752,656
	NTAC Net Income	(128,641)	-	(128,641)	(368,454)	-	(368,454)
	TOTAL REVENUE	<u>71,482</u>	<u>72,730</u>	<u>(1,248)</u>	<u>345,074</u>	<u>973,535</u>	<u>(628,461)</u>
	EXPENSES						
8010	Salaries Exp	26,452	32,496	(6,044)	79,517	389,949	(310,432)
8015	Employee Insurance Exp	2,858	7,097	(4,239)	8,574	85,161	(76,587)
8020	Employee Benefits Exp	120	171	(51)	(316)	2,050	(2,366)
8030	Employee FICA/Medicare Exp	2,132	1,701	431	6,196	20,417	(14,221)
8045	Regional Conf Exp	48	-	48	48	-	48
8050	Computer Service Exp	525	1,667	(1,142)	975	20,000	(19,025)
8060	Telephone & ISP Exp	1,364	1,375	(11)	5,280	16,500	(11,220)
8080	Accounting Exp	800	1,600	(800)	2,400	19,200	(16,800)
8150	Depreciation Exp	1,055	1,000	55	3,062	12,000	(8,938)
8160	Rent Exp	5,488	5,000	488	14,988	60,000	(45,012)
8170	Insurance Exp	38	1,000	(962)	1,223	12,000	(10,777)
8180	Legal Exp	-	83	(83)	554	1,000	(446)
8190	Office Supplies Exp	2,065	1,292	773	3,321	15,500	(12,179)
8195	Bank charges and investment fees Exp	1,185	833	352	3,543	10,000	(6,457)
8200	Printing, general Exp	-	250	(250)	-	3,000	(3,000)

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NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Three Months Ended March 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>
8210	Staff training Exp	82	167	(85)	82	2,000	(1,918)
8230	Taxes and licenses Exp	-	25	(25)	-	300	(300)
8215	Membership & Contributions Exp	-	1,667	(1,667)	1,000	20,000	(19,000)
8220	Travel - Staff Exp	3,136	1,458	1,678	7,574	17,500	(9,926)
8221	Interest Expense	-	-	-	-	-	-
8225	Promotion & Marketing Exp	-	1,250	(1,250)	9,999	15,000	(5,001)
8260	Merchandise Exp	10,877	500	10,377	10,877	6,000	4,877
8300	Photocopies & Machine Lease Exp	491	250	241	885	3,000	(2,115)
8530	Postage - General Exp	78	833	(755)	731	10,000	(9,269)
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	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	-	1,500	(1,500)	-	18,000	(18,000)
8620	Travel - Board of Directors Exp	3,286	1,667	1,619	9,851	20,000	(10,149)
8847	Webinar Exp	-	-	-	-	-	-
8880	Ag Ed Relief Fund Exp	1,500	-	1,500	3,000	-	3,000
9100	Substitute teacher hire behinds	-	42	(42)	-	500	(500)
8849	Website Exp	1,165	1,500	(335)	3,408	18,000	(14,592)
8055	Contractor Exp	-	-	-	4,025	-	4,025
8920	Credit Card Exp	924	833	91	5,670	10,000	(4,330)
8161	Storage Exp	403	250	153	1,249	3,000	(1,751)
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	17,852	-	17,852	19,352	-	19,352
8846	NPS Event Exp	4,825	417	4,408	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	3,340	4,167	(827)	10,309	50,000	(39,691)
90571	FFA FND - XLR8 Stipends Exp	1,500	-	1,500	1,500	-	1,500
9058	FFA FND - NPS Event Exp	-	-	-	-	-	-
9063	FFA FND - NATAA Exp	4,968	6,250	(1,282)	18,762	75,000	(56,238)
9061	FFA FND - Nursery/Landscape Exp	-	-	-	350	-	350
9062	FFA FND - NATAA Stipends Exp	-	-	-	-	-	-
8848	FFA FND - CoP Exp	-	-	-	-	-	-
	TOTAL EXPENSES	98,580	90,071	8,509	261,252	1,080,852	(819,950)
	NET INCOME (LOSS)	\$ (27,098)	\$ (17,341)	\$ (9,757)	\$ 83,822	\$ (107,317)	\$ 191,489

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of Convention Revenue and Expenses
For the One and Three Months Ended March 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	-	-	-	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	799	833	(34)	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	128	1,250	(1,122)	128	15,000	(14,872)
	TOTAL EXPENSES	<u>128</u>	<u>12,542</u>	<u>(11,615)</u>	<u>1,017</u>	<u>150,500</u>	<u>(149,483)</u>
	NET INCOME (LOSS)	<u>\$ (927)</u>	<u>\$ 1,458</u>	<u>\$ (2,385)</u>	<u>\$ 8,983</u>	<u>\$ 18,700</u>	<u>\$ (9,717)</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 March 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	9,879	4,052	5,827	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	1,400	1,250	150	10,070	15,000	(4,930)
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	204,385	28,000	176,385	823,132	336,000	487,132
430750	73,870	44,267	29,603	309,127	531,200	(222,073)
430800	-	1,375	(1,375)	(75)	16,500	(16,575)
430850	-	2,292	(2,292)	9,465	27,500	(18,035)
430900	-	-	-	-	-	-
430950	-	-	-	-	-	-
440000	43,477	75,000	(31,523)	129,403	900,000	(770,597)
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	13,361	1,667	11,694	13,361	20,000	(6,639)
460100	-	-	-	-	-	-
470000	-	6,250	(6,250)	5,049	75,000	(69,951)
480000	-	333	(333)	-	4,000	(4,000)
485000	1,764	200	1,564	1,500	2,400	(900)
490000	-	500	(500)	-	6,000	(6,000)
495000	-	17	(17)	-	200	(200)
499000	-	1,247	(1,247)	-	14,965	(14,965)
499100	6,569	-	6,569	6,596	-	6,596
	-	3,333	(3,333)	-	40,000	(40,000)
TOTAL REVENUE	354,705	197,407	157,298	1,399,945	2,368,891	(968,946)
EXPENSES						
614000	-	354	(354)	-	4,250	(4,250)
615000	47,134	66,000	(18,866)	103,977	792,000	(688,023)
616000	-	5,688	(5,688)	3,671	68,250	(64,579)
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	31,287	5,000	26,287	63,576	60,000	3,576
623550	46,304	10,000	36,304	46,304	120,000	(73,696)
623551	3,150	23,333	(20,183)	11,375	280,000	(268,625)
623552	-	4,667	(4,667)	854	56,000	(55,146)
623561	-	-	-	-	-	-
623562	-	-	-	-	-	-
623571	-	-	-	-	-	-
623572	-	-	-	-	-	-
623573	-	-	-	-	-	-
623581	-	642	(642)	-	7,700	(7,700)
623582	-	275	(275)	212	3,300	(3,088)
623583	155	-	155	748	-	748

Continued on Next Page

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of CASE Initiative Revenue and Expenses
For the One and Three Months Ended March 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	43,736	39,201	4,535	138,577	470,411	(331,834)
623610 Salaries Exp	5,775	5,408	367	17,325	64,890	(47,565)
623620 FICA & Medicare Exp	503	342	161	1,509	4,106	(2,597)
623630 Employee Benefits Exp	460	460	-	1,381	5,524	(4,143)
623640 Employee Insurance Exp	801	801	-	2,404	9,616	(7,212)
625000 Management Fees Exp	-	2,500	(2,500)	-	30,000	(30,000)
625100 Credit Card Fees	442	-	442	1,202	-	1,202
625500 Legal Exp	-	42	(42)	-	500	(500)
627000 Promotion Exp	-	833	(833)	-	10,000	(10,000)
631000 Supplies Exp	-	417	(417)	148	5,000	(4,852)
632000 IT & Technology Exp	500	1,667	(1,167)	15,091	20,000	(4,909)
632100 IT Software Subscriptions Exp	1,647	2,083	(436)	6,107	25,000	(18,893)
635000 Travel -- Staff CI Exp	-	1,250	(1,250)	-	15,000	(15,000)
635100 Travel -- Staff non-CI Exp	1,245	7,500	(6,255)	4,678	90,000	(85,322)
635200 Staff Professional Development Exp	-	417	(417)	-	5,000	(5,000)
636000 Depreciation Exp	36	17	19	103	200	(97)
710850 USDA PD-STEP Grant Exp	-	-	-	-	-	-
720000 Probationary Fee Exp	1,600	-	1,600	1,600	-	1,600
730000 CI Scholarships and Grants -- FFA FND Exp	2,000	19,333	(17,333)	184,700	232,000	(47,300)
740000 CI Scholarships and Grants -- Direct Exp	31,027	5,346	25,681	140,821	64,150	76,671
750000 Host Conference Expense	-	-	-	-	-	-
760000 Course Development	-	-	-	-	-	-
77000 CASE - Host Payment Refunds	-	-	-	150	-	150
799000 Thrive	-	-	-	-	10,000	(10,000)
TOTAL EXPENSE	<u>217,802</u>	<u>205,681</u>	<u>12,121</u>	<u>746,575</u>	<u>2,468,177</u>	<u>(1,721,602)</u>
NET INCOME (LOSS)	<u>\$ 136,903</u>	<u>\$ (8,274)</u>	<u>\$ 145,177</u>	<u>\$ 653,370</u>	<u>\$ (99,286)</u>	<u>\$ 752,656</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 March 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	-	-	-	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	12,500	15,125	(2,625)	37,500	181,500	(144,000)
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	22,790	7,417	15,373	32,472	89,000	(56,528)
8955	Supplies Exp	175	792	(617)	3,691	9,500	(5,809)
8956	Promotion Exp	13,653	3,750	9,903	17,448	45,000	(27,552)
8957	Presenter Stipends Exp	1,074	417	657	1,224	5,000	(3,776)
8958	IT Services Exp	244	833	(589)	1,094	10,000	(8,906)
8959	Printing Exp	-	83	(83)	-	1,000	(1,000)
8960	Postage/Shipping Exp	144	333	(189)	415	4,000	(3,585)
8961	Professional Development Exp	111	250	(139)	335	3,000	(2,665)
8962	STAR Grants Exp	77,950	23,000	54,950	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>128,641</u>	<u>62,499</u>	<u>66,142</u>	<u>368,529</u>	<u>750,000</u>	<u>(381,471)</u>
	NET INCOME (LOSS)	<u>\$ (128,641)</u>	<u>\$ 1</u>	<u>\$ (128,642)</u>	<u>\$ (368,454)</u>	<u>\$ -</u>	<u>\$ (368,454)</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT