



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 February 29, 2020 and the related statement of activities for the eight 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 Schedule 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 19, 2020

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Financial Position

February 29, 2020

ASSETS

Cash on deposit	\$ 577,030
Investments - operating fund	782,300
Investments - life membership fund	314,208
Accounts receivable	261,279
Inventory	5,000
Prepaid expenses	25,643
Property and equipment - CASE Initiative	133
Property and equipment	35,460
Deposit	<u>4,814</u>

TOTAL ASSETS \$ 2,005,867

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts payable	\$ 78,795
Accrued leave payable	40,004
Other current liabilities	<u>8,462</u>

TOTAL LIABILITIES 127,261

NET ASSETS

Unrestricted net assets:	
Current operation	1,267,752
Board designated for special purposes	221,435
Temporarily restricted net assets	(584,535)
CASE Initiative	<u>973,954</u>

TOTAL NET ASSETS 1,878,606

TOTAL LIABILITIES AND NET ASSETS \$ 2,005,867

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Activities

For the Eight Months Ended February 29, 2020

	<u>Unrestricted</u>		<u>NTAC</u> <u>Initiative</u>	<u>CASE</u> <u>Initiative</u>	<u>Total</u>
	<u>Current</u> <u>Operations</u>	<u>Board</u> <u>Designated</u>			
Revenue, Gains and Losses					
Membership dues	\$ 426,085	\$ 2,160	\$ -	\$ -	\$ 428,245
Convention registration	150,695	-	-	-	150,695
Sponsorship and awards	18,143	-	-	-	18,143
Merchandise sales	3,857	-	-	-	3,857
Contributions	-	-	170	-	170
Net realized and unrealized gains (losses) on securities	(41,472)	-	-	-	(41,472)
Interest and dividends	45,427	-	-	-	45,427
FFA Foundation projects	246,740	-	-	-	246,740
FFA Foundation grants	312,500	-	-	-	312,500
CASE Initiative income	-	-	-	1,435,851	1,435,851
National Teach Ag Campaign Income	-	-	123,339	-	123,339
Other income	263,784	-	-	-	263,784
	<u>1,425,759</u>	<u>2,160</u>	<u>123,509</u>	<u>1,435,851</u>	<u>2,674,779</u>
Total Revenue, Gains and Losses					
Net Assets Released from Restrictions	-	-	-	-	-
	<u>1,425,759</u>	<u>2,160</u>	<u>123,509</u>	<u>1,435,851</u>	<u>2,674,779</u>
Total Revenue, Gains and Losses and Reclassifications					
Expenses					
General expenses	704,063	-	-	-	704,063
FFA Foundation projects	278,054	-	-	-	278,054
CASE Initiative expenses	-	-	-	1,549,006	1,549,006
National Teach Ag Campaign expenses	-	-	629,859	-	629,859
Convention expenses	178,617	-	-	-	178,617
	<u>1,160,734</u>	<u>-</u>	<u>629,859</u>	<u>1,549,006</u>	<u>2,709,740</u>
Total expenses					
INCREASE (DECREASE) IN NET ASSETS	265,025	2,160	(506,350)	(113,155)	(352,320)
NET ASSETS AT BEGINNING OF PERIOD	<u>1,002,727</u>	<u>219,275</u>	<u>(78,185)</u>	<u>1,087,109</u>	<u>2,230,926</u>
NET ASSETS AT END OF PERIOD	<u>\$ 1,267,752</u>	<u>\$ 221,435</u>	<u>\$ (584,535)</u>	<u>\$ 973,954</u>	<u>\$ 1,878,606</u>

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Eight Months Month Ended February 29, 2020

	MONTH		MONTH		MONTH		YEAR TO DATE		YEAR		YEAR
	<u>ACTUAL</u>		<u>BUDGET</u>		<u>\$VARIANCE</u>		<u>ACTUAL</u>		<u>BUDGET</u>		<u>\$VARIANCE</u>
REVENUE											
Member dues	\$ 13,275	\$	\$ 35,008	\$	\$ (21,733)	\$	\$ 417,265	\$	\$ 420,090	\$	\$ (2,825)
Corporate membership dues	-		1,250		(1,250)		10,980		15,000		(4,020)
Scholarships upper division	-		625		(625)		-		7,500		(7,500)
National Geographic Cengage scholarships	-		-		-		-		-		-
Foundation management fees	-		-		-		-		-		-
Interest and dividends	512		2,917		(2,405)		33,942		35,000		(1,058)
Net realized and unrealized gains (losses) on securities	(64,562)		-		(64,562)		(41,472)		-		(41,472)
Merchandise sales	-		500		(500)		3,857		6,000		(2,143)
Investment income, Life Fund	208		1,000		(792)		11,485		12,000		(515)
Contributions, Legislative Fund	-		-		-		170		-		170
Miscellaneous income	-		750		(750)		1,936		9,000		(7,064)
Scholarship raffle proceeds	-		-		-		-		-		-
Student teacher scholarship revenue	-		-		-		-		-		-
Teacher crisis fund	1,286		-		1,286		17,262		-		17,262
BFRDP Grant	-		-		-		-		-		-
AEM business manager stipend	-		333		(333)		-		4,000		(4,000)
Agriculture Teacher Resource Guide	-		-		-		24,446		-		24,446
National Ag Ed Summit Revenue	-		-		-		-		-		-
National Teach Ag Campaign management fee	-		-		-		-		46,000		(46,000)
Nat'l Agriscience Teacher Ambassadors	-		13,667		(13,667)		164,000		164,000		-
NPS National Ag Ed leadership dinner	-		352		(352)		-		4,225		(4,225)
CASE Initiative management fee	-		2,000		(2,000)		-		24,000		(24,000)
Council MMM management fee	-		417		(417)		-		5,000		(5,000)
FFA Foundation project - TTTK	-		5,467		(5,467)		65,600		65,600		-
FFA Foundation project - OPAP	-		1,367		(1,367)		16,400		16,400		-
FFA Foundation project - OMSP	-		1,367		(1,367)		16,400		16,400		-
FFA Foundation project - OT	-		1,367		(1,367)		9,020		16,400		(7,380)
FFA Foundation project - OECT	-		1,367		(1,367)		16,400		16,400		-
FFA Foundation project - Lifetime Achievement	-		410		(410)		13,120		4,920		8,200
FFA Foundation project - Outstanding Service Citation	-		-		-		-		-		-
FFA Foundation teacher workshop	-		-		-		-		-		-
FFA Foundation upper division scholarships	-		1,667		(1,667)		-		20,000		(20,000)
FFA Foundation Agriscience Initiative	-		-		-		-		-		-
FFA Foundation NATAA/NAII	-		-		-		-		-		-
FFA Foundation project - XLR8	-		8,333		(8,333)		91,800		100,000		(8,200)
FFA Foundation communities of practice	-		5,600		(5,600)		18,000		67,200		(49,200)
FFA Foundation convention internet lounge	-		-		-		-		-		-
FFA Foundation Grant general operating	150,000		-		150,000		300,000		-		300,000
FFA Foundation Grant office space	-		-		-		12,500		-		12,500
CASE Initiative net income	(30,720)		(2)		(30,718)		(113,155)		-		(113,155)
Convention net income	(49,276)		8,161		(57,437)		46,361		97,950		(51,589)
National Teach Ag Campaign net income	(67,379)		556		(67,935)		(506,520)		6,685		(513,205)
TOTAL REVENUE	(46,656)		94,479		(141,135)		629,797		1,179,770		(549,973)
EXPENSES											
Salaries	41,750		33,524		8,226		300,721		402,290		(101,569)
Taxes and benefits	6,463		9,470		(3,007)		56,197		113,645		(57,448)
Computer service	2,575		1,667		908		13,756		20,000		(6,244)
Telephone	1,949		500		1,449		5,323		6,000		(677)
Accounting	1,845		1,429		416		14,850		17,150		(2,300)
Depreciation	698		333		365		3,465		4,000		(535)
Rent	-		838		(838)		15,060		10,050		5,010
Insurance	1,249		1,000		249		8,183		12,000		(3,817)
Legal	-		83		(83)		4,386		1,000		3,386
Office Supplies	9,245		1,083		8,162		21,501		13,000		8,501
Bank charges and investment fees	867		8		859		4,426		100		4,326
Printing, general	-		250		(250)		2,175		3,000		(825)
Staff training	-		83		(83)		6,661		1,000		5,661
Taxes and licenses	25		4		21		25		50		(25)

(Continued)

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Eight Months Month Ended February 29, 2020

	<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>
Membership and contributions	2,500	1,667	833	15,008	20,000	(4,992)
Travel, staff	2,250	2,833	(583)	23,564	34,000	(10,436)
Promotion and marketing	41	1,250	(1,209)	24,321	15,000	9,321
Merchandise and diaries	-	417	(417)	5,448	5,000	448
Photocopying	159	8	151	159	100	59
Postage, general	753	667	86	8,360	8,000	360
Professional liability insurance	-	3,397	(3,397)	42,330	40,760	1,570
Public relations	93	83	10	93	1,000	(907)
Delmar scholarships	-	625	(625)	3,000	7,500	(4,500)
Scholarships upper division	-	-	-	26,996	20,000	6,996
National Geographic Cengage scholarships	-	-	-	-	-	-
Travel, regional secretaries	7,942	1,500	6,442	15,122	18,000	(2,878)
Travel, board of directors	612	3,250	(2,638)	27,423	39,000	(11,577)
FFA Foundation project - TTTK	20,894	3,333	17,561	61,907	40,000	21,907
FFA Foundation project - OPAP	3,278	750	2,528	8,012	9,000	(988)
FFA Foundation project - OMSP	5,618	750	4,868	15,311	9,000	6,311
FFA Foundation project - OT	4,678	750	3,928	10,087	9,000	1,087
FFA Foundation project - OECT	5,153	750	4,403	14,910	9,000	5,910
FFA Foundation project - Lifetime achievement	-	208	(208)	3,015	2,500	515
FFA Foundation project - Outstanding service citation	-	-	-	1,340	-	1,340
FFA Foundation teacher workshop	-	-	-	-	-	-
FFA Foundation Regional Grants	-	-	-	-	-	-
FFA Foundation Agriscience Initiative	-	-	-	-	-	-
FFA Foundation XLR8	10,691	5,000	5,691	44,039	60,000	(15,961)
FFA Foundation convention internet lounge	-	-	-	-	-	-
NPS Ag Ed Leadership dinner	-	352	(352)	-	4,225	(4,225)
TTTK	-	-	-	-	-	-
NATAA	9,577	10,833	(1,256)	96,171	130,000	(33,829)
Regional grants	-	-	-	-	-	-
NPS expense	4,187	417	3,770	4,187	5,000	(813)
Webinar expense	-	42	(42)	494	500	(6)
Teacher crisis fund	-	-	-	5,000	-	5,000
Communities of practice expense	-	3,409	(3,409)	-	40,910	(40,910)
Substitute teacher hire behinds	-	42	(42)	-	500	(500)
Website	48	1,500	(1,452)	13,428	18,000	(4,572)
NATAA stipends	250	-	250	19,075	-	19,075
TTTK stipends	-	-	-	1,000	-	1,000
XLR8 stipends	-	-	-	2,250	-	2,250
BFRDP expense	-	-	-	-	-	-
BFPD contract labor	-	-	-	-	-	-
Contract labor	-	-	-	1,367	-	1,367
Credit card expense	1,152	333	819	7,450	4,000	3,450
Storage	-	-	-	3,016	-	3,016
Professional development	-	-	-	68	-	68
National Ag Ed Summit Expense	-	-	-	-	-	-
Ag ed opportunity fund	-	-	-	-	-	-
Ag ed resource guide expense	-	-	-	18,652	-	18,652
Miscellaneous	2,785	-	2,785	2,785	-	2,785
TOTAL EXPENSES	149,327	94,438	54,889	982,117	1,153,280	(171,163)
NET INCOME (LOSS)	\$ (195,983)	\$ 41	\$ (196,024)	\$ (352,320)	\$ 26,490	\$ (378,810)

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of Convention Revenue and Expenses
For the One and Eight Months Month Ended February 29, 2020.

	<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						
Convention, registration	\$ -	\$ 12,083	\$ (12,083)	\$ 150,695	\$ 145,000	\$ 5,695
Convention, trade show	-	-	-	1,200	-	1,200
Convention, sponsorships - FFA Foundation	-	5,833	(5,833)	54,940	70,000	(15,060)
Convention, partners reception	-	250	-	-	3,000	-
Convention, host state social	-	-	-	-	-	-
Convention, sponsorships	-	2,083	(2,083)	18,143	25,000	(6,857)
TOTAL REVENUE	<u>-</u>	<u>20,249</u>	<u>(19,999)</u>	<u>224,978</u>	<u>243,000</u>	<u>(15,022)</u>
EXPENSES						
Convention, plaques and trophies	-	167	(167)	1,607	2,000	(393)
Convention, printing	-	-	-	4,126	-	4,126
Convention, awards	-	750	(750)	5,670	9,000	(3,330)
Convention, miscellaneous	-	-	-	24	-	24
Convention, meal functions	-	125	(125)	-	1,500	(1,500)
Convention, promotion and marketing	-	417	(417)	6,430	5,000	1,430
Convention, postage and shipping	-	333	(333)	4,574	4,000	574
Convention, equipment rental	24,262	2,000	22,262	24,262	24,000	262
Convention, host state social	-	-	-	-	-	-
Convention, committee expense	-	379	(379)	3,035	4,550	(1,515)
Convention, sponsorships - FFA Foundation	-	5,000	(5,000)	70,562	60,000	10,562
Convention, travel/board of directors	12,740	1,917	10,823	26,634	23,000	3,634
Convention, staff travel	12,274	1,000	11,274	31,693	12,000	19,693
TOTAL EXPENSES	<u>49,276</u>	<u>12,088</u>	<u>37,188</u>	<u>178,617</u>	<u>145,050</u>	<u>33,567</u>
NET INCOME (LOSS)	<u>\$ (49,276)</u>	<u>\$ 8,161</u>	<u>\$ (57,187)</u>	<u>\$ 46,361</u>	<u>\$ 97,950</u>	<u>\$ (48,589)</u>

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of CASE Initiative Revenue and Expenses

For the One and Eight Months Month Ended February 29, 2020

	MONTH ACTUAL	MONTH BUDGET	MONTH \$VARIANCE	YEAR TO DATE ACTUAL	YEAR BUDGET	YEAR \$VARIANCE
REVENUE						
CI fee revenue	\$ (2,050)	30,000	\$ (32,050)	\$ 243,314	\$ 360,000	\$ (116,686)
Brief CASE CI fee revenue	11,036	833	10,203	35,779	10,000	25,779
Brief CASE service fee	3,000	625	2,375	14,539	7,500	7,039
LT service fee	-	21,000	(21,000)	109,200	252,000	(142,800)
USDA NIFA PD-STEP 18	-	5,167	(5,167)	-	62,000	(62,000)
Vernier revenue	47,819	53,333	(5,514)	727,541	640,000	87,541
NewByte revenue	-	375	(375)	2,740	4,500	(1,760)
Vendor - Bio-Rad	-	417	(417)	3,872	5,000	(1,128)
TAA revenue	-	-	-	10,000	-	10,000
APT revenue	-	-	-	3,696	-	3,696
MSA Revenue	-	-	-	2,500	-	2,500
ABF	-	-	-	-	-	-
ARD CI Revenue	-	-	-	500	-	500
Capstone Revenue	-	-	-	-	-	-
Cengage revenue	-	2,083	(2,083)	52,794	25,000	27,794
Ward's kits	-	-	-	2,816	-	2,816
Ward's revenue	-	1,167	(1,167)	-	14,000	(14,000)
FSS revenue	-	-	-	-	-	-
FFA Foundation	6,510	-	6,510	6,510	-	6,510
New projects	-	8,590	(8,590)	-	103,082	(103,082)
CI scholarships/grants	14,000	37,875	(23,875)	204,000	454,500	(250,500)
G.W. Pubs revenue	-	-	-	563	-	563
Online	-	-	-	14,784	-	14,784
Merchandise	-	3,000	(3,000)	153	36,000	(35,847)
Course downloads	-	-	-	550	-	550
TOTAL REVENUE	80,315	164,465	(84,150)	1,435,851	1,973,582	(537,731)
EXPENSES						
Travel	375	3,875	(3,500)	17,112	46,500	(29,388)
Travel - staff	14,178	2,542	11,636	61,338	30,500	30,838
Salary	6,174	7,077	(903)	58,967	84,922	(25,955)
Taxes and benefits	306	2,025	(1,719)	2,532	24,295	(21,763)
Contract labor	20,938	28,021	(7,083)	212,275	336,250	(123,975)
Supplies	-	479	(479)	92	5,750	(5,658)
Promotion	2,913	808	2,105	5,240	9,700	(4,460)
Printing	750	458	292	1,256	5,500	(4,244)
Postage	96	121	(25)	277	1,450	(1,173)
Technology	333	458	(125)	26,648	5,500	21,148
Management fee	-	2,000	(2,000)	-	24,000	(24,000)
Vernier	42,958	46,400	(3,442)	637,687	556,800	80,887
NewByte	123	214	(91)	1,929	2,565	(636)
Bio-Rad	-	-	-	-	-	-
Legal and profesional	-	183	(183)	-	2,200	(2,200)
Lead teacher orientation	19,918	5,513	14,405	19,918	66,150	(46,232)
Lead teacher stipends	-	17,500	(17,500)	97,125	210,000	(112,875)
Field test	-	-	-	-	-	-
Institute expense	-	-	-	180,800	-	180,800
USDA NIFA PD-STEP 18	-	5,167	(5,167)	-	62,000	(62,000)
NRES	-	-	-	-	-	-
FSS	-	-	-	-	-	-
APT	-	-	-	3,208	-	3,208
ARD	-	-	-	-	-	-
ESI	-	-	-	-	-	-
MSA	-	-	-	2,427	-	2,427
ABF	-	-	-	-	-	-
ARDCI	-	-	-	110	-	110
G.W. Publisher	-	-	-	476	-	476
Sustain expense	-	-	-	-	-	-
Online expense	-	1,667	(1,667)	-	20,000	(20,000)
Cengage	(137)	1,792	(1,929)	45,213	21,500	23,713
BriefCASE LT stipends	2,100	292	1,808	6,300	3,500	2,800
CI scholarship	-	37,875	(37,875)	168,000	454,500	(286,500)
CI Mentor contract labor	-	-	-	-	-	-
CI mentor	-	-	-	-	-	-
Depreciation	10	-	10	76	-	76
TOTAL EXPENSES	111,035	164,467	(53,432)	1,549,006	1,973,582	(424,576)
NET INCOME (LOSS)	\$ (30,720)	\$ (2)	\$ (30,718)	\$ (113,155)	\$ -	\$ (113,155)

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of National Teach Ag Campaign Revenue and Expenses
For the One and Eight Months Month Ended February 29, 2020

	MONTH <u>ACTUAL</u>	MONTH <u>BUDGET</u>	MONTH <u>SVARIANCE</u>	YEAR TO DATE <u>ACTUAL</u>	YEAR <u>BUDGET</u>	YEAR <u>SVARIANCE</u>
REVENUE						
National Teach Ag Campaign	\$ -	\$ 69,833	\$ (69,833)	\$ 123,339	\$ 838,000	\$ (714,661)
EXPENSES						
Contractor stipends	1,950	11,754	(9,804)	30,150	141,050	(110,900)
Staff salaries	2,494	4,718	(2,224)	19,953	56,610	(36,657)
Staff fringes	625	1,658	(1,033)	1,250	19,890	(18,640)
Travel	26,970	13,999	12,971	148,108	167,990	(19,882)
Supplies	53	1,313	(1,260)	11,843	15,750	(3,907)
Promotion	200	2,738	(2,538)	47,221	32,850	14,371
Presenter stipends	-	1,008	(1,008)	50	12,100	(12,050)
IT services	-	583	(583)	48	7,000	(6,952)
Printing	254	360	(106)	9,804	4,325	5,479
Postage/shipping	-	313	(313)	551	3,750	(3,199)
Professional dev	-	417	(417)	-	5,000	(5,000)
STAR grants	27,000	24,833	2,167	278,250	298,000	(19,750)
NAAE management fee	-	3,833	(3,833)	-	46,000	(46,000)
Grants	-	1,250	(1,250)	-	15,000	(15,000)
National Tech Ag Campaign expense	7,833	-	7,833	79,855	-	79,855
Miscellaneous	-	500	(500)	2,776	6,000	(3,224)
TOTAL EXPENSES	<u>67,379</u>	<u>69,277</u>	<u>(1,898)</u>	<u>629,859</u>	<u>831,315</u>	<u>(201,456)</u>
NET INCOME (LOSS)	<u>\$ (67,379)</u>	<u>\$ 556</u>	<u>\$ (67,935)</u>	<u>\$ (506,520)</u>	<u>\$ 6,685</u>	<u>\$ (513,205)</u>

SEE ACCOMPANYING ACCOUNTANT'S REPORT