



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 June 30, 2021 and the related statement of activities for the year 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*

October 20, 2021

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.  
Statement of Financial Position  
June 30, 2021

ASSETS

Current Assets

Cash on Deposit	\$ 1,469,641
Investments - Operating Fund	1,080,679
Investments - Life Membership Fund	433,772
Accounts Receivable	297,829
Inventory	5,000
Prepaid Expenses	<u>28,253</u>
Total Current Assets	<u>3,315,174</u>

Property and Equipment

Property and Equipment - CASE Initiative (net of accumulated depreciation)	7,081
Property and Equipment (net of accumulated depreciation)	<u>50,933</u>
Total Property and Equipment	<u>58,014</u>

Other Assets

Deposit	<u>4,814</u>
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TOTAL ASSETS \$ 3,378,002

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts Payable	\$ 92,693
Accrued Leave Payable	38,777
Other Current Liabilities	<u>8,762</u>

TOTAL LIABILITIES 140,232

NET ASSETS

Unrestricted Net Assets:	
Current Operation	1,764,427
Board Designated for Special Purposes	342,873
CASE Initiative	<u>1,130,470</u>

TOTAL NET ASSETS 3,237,770

TOTAL LIABILITIES AND NET ASSETS \$ 3,378,002

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.  
Statement of Activities  
For the Year Ended June 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	\$ 430,340	\$ 9,360	\$ -	\$ 439,700
Convention Income	70,082	-	-	70,082
Sponsorship and Awards	17,750	-	-	17,750
Merchandise Sales	9,211	-	-	9,211
Contributions	-	-	-	-
Net Realized and Unrealized				
Gains (Losses) on Securities	267,797	102,321	-	370,118
Interest and Dividends	23,095	9,037	-	32,132
FFA Foundation Projects	1,419,177	-	232,000	1,651,177
CASE Initiative Income	-	-	1,278,439	1,278,439
Other Income	223,655	-	-	223,655
	<u>2,461,107</u>	<u>120,718</u>	<u>1,510,439</u>	<u>4,092,264</u>
Total Revenue, Gains and Losses				
	-	-	-	-
Net Assets Released from Restrictions				
	<u>2,461,107</u>	<u>120,718</u>	<u>1,510,439</u>	<u>4,092,264</u>
Total Revenue, Gains and Losses and Reclassifications				
	<u>2,461,107</u>	<u>120,718</u>	<u>1,510,439</u>	<u>4,092,264</u>
Expenses				
General Expenses	896,697	-	-	896,697
FFA Foundation Projects	684,605	-	180,593	865,198
CASE Initiative Expenses	-	-	1,320,235	1,320,235
Convention Expenses	64,771	-	-	64,771
	<u>1,646,073</u>	<u>-</u>	<u>1,500,828</u>	<u>3,146,901</u>
Total Expenses				
	<u>1,646,073</u>	<u>-</u>	<u>1,500,828</u>	<u>3,146,901</u>
INCREASE (DECREASE) IN NET ASSETS	815,034	120,718	9,611	945,363
NET ASSETS AT BEGINNING OF PERIOD	<u>949,393</u>	<u>222,155</u>	<u>1,120,859</u>	<u>2,292,407</u>
NET ASSETS AT END OF PERIOD	<u>\$ 1,764,427</u>	<u>\$ 342,873</u>	<u>\$ 1,130,470</u>	<u>\$ 3,237,770</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Twelve Months Ended June 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	\$ 7,380	\$ 36,738	\$ (29,358)	\$ 422,840	\$ 440,850	\$ (18,010)
4020	Life Membership Dues Rev	-	-	-	9,360	-	9,360
4030	Org Membership Dues Rev	750	750	-	7,500	9,000	(1,500)
6110	Interest -- Operating Fund	27	21	6	301	250	51
6121	Dividends -- Operating Fund	1,405	2,896	(1,491)	22,794	34,750	(11,956)
6221	Net Realized and Unrealized Gains (Losses) on Securities -- Life Fund	8,164	-	8,164	102,321	-	102,321
6222	Net Realized and Unrealized Gains (Losses) on Securities -- Operating Fund	13,563	-	13,563	267,797	-	267,797
6130	Dividends, Life Fund	507	1,000	(493)	9,037	12,000	(2,963)
6410	Contributions, Legislative Fund	-	-	-	-	-	-
6900	Miscellaneous Income Rev	(2,138)	417	(2,555)	34,613	5,000	29,613
5219	Nat'l Geo/Cengage Scholarships Rev	-	625	(625)	7,500	7,500	-
6310	Merchandise Sales Rev	5,011	500	4,511	9,211	6,000	3,211
6880	Ag Ed Relief Fund Rev	984	275	709	10,905	3,300	7,605
5300	Ag Tchr Res Guide Rev	-	-	-	-	-	-
5330	AEM Bus Mgr Stipend Rev	1,500	333	1,167	1,500	4,000	(2,500)
5331	Council MMM Mgt Fee Rev	5,000	417	4,583	5,000	5,000	-
5332	CASE Mgt Fee Rev	-	2,500	(2,500)	30,000	30,000	-
5333	NTAC Mgt Fee Rev	-	3,167	(3,167)	38,000	38,000	-
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	(97,500)	45,458	(142,958)	545,500	545,500	-
5082	FFA FND - Office Space Grant Rev	-	4,167	(4,167)	50,000	50,000	-
5083	FFA FND - Staff Support Grant Rev	-	-	-	43,066	49,958	(6,892)
5084	FFA FND - NTAC Staff Grant Rev	-	-	-	58,111	15,000	43,111
6990	PPP Loan Forgiven	-	-	-	81,700	-	81,700
	Convention Net Income	60,000	5,245	54,755	83,061	64,150	18,911
	CASE Initiative Net Income	(129,819)	(2)	(129,817)	9,611	-	9,611
	NTAC Net Income	113,025	-	113,025	97,195	816	96,379
	<b>TOTAL REVENUE</b>	<b>(12,141)</b>	<b>104,507</b>	<b>(116,648)</b>	<b>1,946,923</b>	<b>1,321,074</b>	<b>625,849</b>
EXPENSES							
8010	Salaries Exp	37,277	36,779	498	468,841	441,349	27,492
8015	Employee Insurance Exp	4,920	-	4,920	59,392	-	59,392
8020	Employee Benefits Exp	1,733	-	1,733	43,690	-	43,690
8030	Employee FICA/Medicare Exp	2,957	9,305	(6,348)	36,629	111,664	(75,035)
8050	Computer Service Exp	3,475	1,667	1,808	13,673	20,000	(6,327)
8060	Telephone & ISP Exp	1,375	1,250	125	17,296	15,000	2,296
8080	Accounting Exp	800	1,600	(800)	19,600	19,200	400
8150	Depreciation Exp	1,006	1,250	(244)	12,659	15,000	(2,341)
8160	Rent Exp	4,942	4,917	25	58,346	59,000	(654)
8170	Insurance Exp	1,887	1,000	887	4,110	12,000	(7,890)
8180	Legal Exp	-	83	(83)	5,395	1,000	4,395
8190	Office Supplies Exp	1,313	1,292	21	11,603	15,500	(3,897)
8195	Bank charges and investment fees Exp	1,159	833	326	12,342	10,000	2,342
8200	Printing, general Exp	451	250	201	27	3,000	(2,973)
8210	Staff training Exp	-	167	(167)	223	2,000	(1,777)
8230	Taxes and licenses Exp	-	25	(25)	45	300	(255)
8215	Membership & Contributions Exp	3,000	1,667	1,333	15,714	20,000	(4,286)
8220	Travel - Staff Exp	3,027	2,917	110	5,310	35,000	(29,690)
8221	Interest Expense	-	-	-	4	-	4

Continued

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Twelve Months Ended June 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>
8225	Promotion & Marketing Exp	412	1,250	(838)	1,568	15,000	(13,432)
8260	Merchandise Exp	-	500	(500)	776	6,000	(5,224)
8300	Photocopies & Machine Lease Exp	195	250	(55)	2,780	3,000	(220)
8530	Postage - General Exp	2,212	833	1,379	6,588	10,000	(3,412)
8545	Prof Liability Insurance Exp	-	3,640	(3,640)	42,280	43,675	(1,395)
8222	Public Relations Exp	-	83	(83)	357	1,000	(643)
8224	Penalties	-	-	-	300	-	300
8031	Fines and Penalties	(626)	-	(626)	(2,503)	-	(2,503)
8550	Scholarships - NatGeo/Cengage Exp	7,500	625	6,875	7,500	7,500	-
8610	Travel - Special Project Exp	-	-	-	-	-	-
8645	Travel - Regional Sec Exp	337	1,500	(1,163)	1,748	18,000	(16,252)
8620	Travel - Board of Directors Exp	3,001	3,333	(332)	3,216	40,000	(36,784)
8847	Webinar Exp	-	42	(42)	-	500	(500)
8880	Ag Ed Relief Fund Exp	2,500	-	2,500	20,850	-	20,850
9100	Substitute teacher hire behinds	-	42	(42)	-	500	(500)
8849	Website Exp	1,858	1,500	358	12,386	18,000	(5,614)
8055	Contractor Exp	-	-	-	1,253	-	1,253
8920	Credit Card Exp	425	833	(408)	8,287	10,000	(1,713)
8161	Storage Exp	403	250	153	3,323	3,000	323
8895	Professional Development Exp	-	-	-	332	-	332
9300	Ag Ed Resource Guide Exp	-	-	-	-	-	-
8850	Miscellaneous Exp	-	-	-	757	-	757
8846	NPS Event Exp	-	417	(417)	-	5,000	(5,000)
8555	FFA FND - Scholarships Exp	(7,500)	-	(7,500)	22,500	20,000	2,500
9045	FFA FND - TTTK Exp	-	3,333	(3,333)	10,660	40,000	(29,340)
90451	FFA FND - TTTK Stipends Exp	-	-	-	2,700	-	2,700
9044	FFA FND - OPAP Exp	-	750	(750)	1,388	9,000	(7,612)
9043	FFA FND - OMSP Exp	-	750	(750)	1,684	9,000	(7,316)
9042	FFA FND - OT Exp	-	750	(750)	1,799	9,000	(7,201)
9048	FFA FND - OECT Exp	-	750	(750)	1,676	9,000	(7,324)
9046	FFA FND - LAA Exp	-	208	(208)	1,683	2,500	(817)
9051	FFA FND - OSC Exp	-	-	-	-	-	-
9057	FFA FND - XLR8 Exp	1,510	5,000	(3,490)	6,762	60,000	(53,238)
90571	FFA FND - XLR8 Stipends Exp	1,375	-	1,375	5,375	-	5,375
9058	FFA FND - NPS Event Exp	-	352	(352)	1,900	4,225	(2,325)
9063	FFA FND - NATAA Exp	2,000	10,833	(8,833)	3,026	130,000	(126,974)
9062	FFA FND - NATAA Stipends Exp	-	-	-	2,800	-	2,800
8848	FFA FND - CoP Exp	-	3,409	(3,409)	40,910	40,910	-
	TOTAL EXPENSES	<u>84,924</u>	<u>106,235</u>	<u>(21,311)</u>	<u>1,001,560</u>	<u>1,294,823</u>	<u>(293,263)</u>
	NET INCOME (LOSS)	<u>\$ (97,065)</u>	<u>\$ (1,728)</u>	<u>\$ (95,337)</u>	<u>\$ 945,363</u>	<u>\$ 26,251</u>	<u>\$ 919,112</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.  
Schedule of Convention Revenue and Expenses  
For the One and Twelve Months Ended June 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	\$ -	\$ 12,500	\$ (12,500)	\$ 70,082	\$ 150,000	\$ (79,918)
5020	Conv't - Partner Reception Rev	-	-	-	-	1,200	(1,200)
5047	FFA FND - Conv't Sponsors Rev	60,000	5,000	55,000	60,000	60,000	-
5021	Conv't - Sponsorships Rev	-	1,500	(1,500)	17,750	18,000	(250)
	TOTAL REVENUE	<u>60,000</u>	<u>19,000</u>	<u>41,000</u>	<u>147,832</u>	<u>229,200</u>	<u>(81,368)</u>
	EXPENSES						
9011	Conv't, Plaques & Trophies Exp	-	167	(167)	1,357	2,000	(643)
9012	Conv't, Printing Exp	-	-	-	-	-	-
9024	Conv't, IU Awards Exp	-	417	(417)	1,671	5,000	(3,329)
9025	Conv't, TM Awards Exp	-	417	(417)	1,703	5,000	(3,297)
9013	Conv't, Miscellaneous Exp	-	-	-	4,050	-	4,050
9015	Conv't, Meal Functions	-	125	(125)	-	1,500	(1,500)
9017	Conv't, Promotion & Marketing Exp	-	833	(833)	8,244	10,000	(1,756)
9018	Conv't, Postage & Shipping Exp	-	333	(333)	3,441	4,000	(559)
9019	Conv't, Equipment Rental Exp	-	2,917	(2,917)	34,144	35,000	(856)
9026	Conv't, OSC Exp	-	-	-	1,655	-	1,655
9027	Conv't, OC Exp	-	-	-	1,687	-	1,687
9090	Conv't - Committee Leaders Exp	-	379	(379)	2,025	4,550	(2,525)
9047	FFA FND - NAAE Conv't Exp	-	5,000	(5,000)	-	60,000	(60,000)
9031	Conv't - Travel - Board of Directors Exp	-	1,917	(1,917)	1,899	23,000	(21,101)
9032	Conv't - Travel - Staff Exp	-	1,250	(1,250)	2,895	15,000	(12,105)
	TOTAL EXPENSES	<u>-</u>	<u>13,755</u>	<u>(13,755)</u>	<u>64,771</u>	<u>165,050</u>	<u>(100,279)</u>
	NET INCOME (LOSS)	<u>\$ 60,000</u>	<u>\$ 5,245</u>	<u>\$ 54,755</u>	<u>\$ 83,061</u>	<u>\$ 64,150</u>	<u>\$ 18,911</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.  
Schedule of CASE Initiative Revenue and Expenses  
For the One and Twelve Months Ended June 30, 2021

CODE	MONTH			YEAR TO DATE		YEAR	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	
REVENUE							
410000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
410010	1,738	-	1,738	93,738	-	-	93,738
410020	-	-	-	-	-	-	-
410030	-	-	-	-	-	-	-
410100	-	-	-	-	-	-	-
410450	-	-	-	-	-	-	-
410825	-	-	-	-	-	-	-
410850	-	1,167	(1,167)	10,977	14,000	-	(3,023)
430000	(15,500)	38,833	(54,333)	(15,500)	466,000	-	(481,500)
430100	800	-	800	121,500	-	-	121,500
430200	1,300	-	1,300	24,700	-	-	24,700
430400	20,340	-	20,340	85,864	-	-	85,864
430450	-	-	-	60,400	-	-	60,400
430500	-	29,500	(29,500)	232,000	354,000	-	(122,000)
430600	-	8,333	(8,333)	178,350	100,000	-	78,350
430700	-	26,600	(26,600)	16,800	319,200	-	(302,400)
430750	-	-	-	-	-	-	-
430800	5,425	1,375	4,050	28,300	16,500	-	11,800
430850	(375)	1,833	(2,208)	30,650	22,000	-	8,650
430900	-	-	-	-	-	-	-
430950	-	-	-	-	-	-	-
440000	72,247	94,000	(21,753)	471,921	1,128,000	-	(656,079)
445000	1,139	542	597	1,516	6,500	-	(4,984)
450000	-	250	(250)	-	3,000	-	(3,000)
460000	-	2,083	(2,083)	13,970	25,000	-	(11,030)
460100	-	-	-	-	-	-	-
470000	6,642	8,333	(1,691)	38,312	100,000	-	(61,688)
480000	-	333	(333)	3,300	4,000	-	(700)
485000	15,751	2,083	13,668	31,779	25,000	-	6,779
490000	-	500	(500)	8,405	6,000	-	2,405
495000	-	-	-	-	-	-	-
499000	(362)	9,042	(9,404)	73,457	108,506	-	(35,049)
TOTAL REVENUE	109,145	224,807	(115,662)	1,510,439	2,697,706	-	(1,187,267)
EXPENSES							
614000	999	458	541	1,332	5,500	-	(4,168)
615000	72,233	82,500	(10,267)	422,787	990,000	-	(567,213)
616000	11,329	7,500	3,829	35,517	90,000	-	(54,483)
618000	-	417	(417)	5,468	5,000	-	468
619000	-	1,667	(1,667)	-	20,000	-	(20,000)
620000	-	175	(175)	(75)	2,100	-	(2,175)
621500	508	250	258	662	3,000	-	(2,338)
623000	-	292	(292)	200	3,500	-	(3,300)
623400	-	642	(642)	-	7,700	-	(7,700)
623549	-	-	-	-	-	-	-
623550	(120)	10,000	(10,120)	23,669	120,000	-	(96,331)
623551	70,140	22,167	47,973	73,640	266,000	-	(192,360)
623552	-	-	-	-	-	-	-
623561	-	-	-	-	-	-	-
623562	-	-	-	-	-	-	-
623571	-	-	-	16,500	-	-	16,500
623572	-	-	-	-	-	-	-
623573	31,108	-	31,108	108,534	-	-	108,534
623581	2,800	-	2,800	20,300	-	-	20,300
623582	-	-	-	-	-	-	-
623583	(30,029)	-	(30,029)	-	-	-	-
623600	47,260	31,460	15,800	412,528	377,525	-	35,003
623610	6,320	7,929	(1,609)	64,047	95,144	-	(31,097)
623620	464	-	464	5,563	-	-	5,563
623630	424	2,331	(1,907)	5,090	27,975	-	(22,885)
623640	810	-	810	9,715	-	-	9,715
625000	-	2,500	(2,500)	30,000	30,000	-	-
625500	-	42	(42)	-	500	-	(500)
627000	22	1,500	(1,478)	3,141	18,000	-	(14,859)
631000	-	164	(164)	3,096	1,962	-	1,134
632000	5,465	1,667	3,798	27,635	20,000	-	7,635
632100	1,882	-	1,882	11,378	-	-	11,378
635000	-	7,900	(7,900)	-	94,800	-	(94,800)
635100	2,977	6,250	(3,273)	9,031	75,000	-	(65,969)
635200	-	-	-	486	-	-	486
636000	19	-	19	304	-	-	304
710850	-	-	-	-	-	-	-
730000	-	28,667	(28,667)	180,593	344,000	-	(163,407)
740000	8,500	8,333	167	13,100	100,000	-	(86,900)
799000	5,853	-	5,853	16,587	-	-	16,587
TOTAL EXPENSE	238,964	224,809	14,155	1,500,828	2,697,706	-	(1,196,878)
NET INCOME (LOSS)	\$ (129,819)	\$ (2)	\$ (129,817)	\$ 9,611	\$ -	\$ -	\$ 9,611

SEE ACCOMPANYING ACCOUNTANTS' REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.  
Schedule of National Teach Ag Campaign Revenue and Expenses  
For the One and Twelve Months Ended June 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							
5350	NTAC -- FFA FND Rev	\$ 162,500	\$ 70,042	\$ 92,458	\$ 662,500	\$ 840,500	\$ (178,000)
5351	NTAC -- non FFA FND Rev	560	-	560	14,437	-	14,437
	TOTAL REVENUE	<u>163,060</u>	<u>70,042</u>	<u>93,018</u>	<u>676,937</u>	<u>840,500</u>	<u>(163,563)</u>
EXPENSES							
8951	Contractor Stipends Exp	12,833	12,442	391	144,860	149,300	(4,440)
8952	Staff Salaries Exp	3,173	5,095	(1,922)	35,218	61,142	(25,924)
8953	Staff FICA & Medicare Exp	643	1,661	(1,018)	5,600	19,932	(14,332)
8966	Staff Benefits Exp	202	-	202	2,420	-	2,420
8967	Staff Insurance Exp	465	-	465	5,579	-	5,579
8954	Travel Exp	3,175	11,209	(8,034)	25,399	134,510	(109,111)
8955	Supplies Exp	-	1,417	(1,417)	2,707	17,000	(14,293)
8956	Promotion Exp	3,278	1,892	1,386	67,334	22,700	44,634
8957	Presenter Stipends Exp	-	83	(83)	950	1,000	(50)
8958	IT Services Exp	1,018	542	476	7,320	6,500	820
8959	Printing Exp	-	513	(513)	68	6,150	(6,082)
8960	Postage/Shipping Exp	682	313	369	6,044	3,750	2,294
8961	Professional Development Exp	-	1,250	(1,250)	-	15,000	(15,000)
8962	STAR Grants Exp	23,913	28,642	(4,729)	235,017	343,700	(108,683)
8963	NAAE Management Fee Exp	-	3,167	(3,167)	38,000	38,000	-
8964	Grants Exp	-	1,250	(1,250)	100	15,000	(14,900)
8965	Miscellaneous Exp	653	500	153	3,126	6,000	(2,874)
	TOTAL EXPENSES	<u>50,035</u>	<u>69,976</u>	<u>(19,941)</u>	<u>579,742</u>	<u>839,684</u>	<u>(259,942)</u>
	NET INCOME (LOSS)	<u>\$ 113,025</u>	<u>\$ 66</u>	<u>\$ 112,959</u>	<u>\$ 97,195</u>	<u>\$ 816</u>	<u>\$ 96,379</u>

SEE ACCOMPANYING ACCOUNTANTS' REPORT