

STEPHEN D. SCHNETTLER, PLLC

Certified Public Accountants

300 W. Maxwell Street

Lexington, Kentucky 40508

Telephone: (859) 254-8558

Fax: (859) 252-1545

Member
American Institute of
Certified Public Accountants

Member
Kentucky Society of
Certified Public Accountants

To the Board of Directors
National Association of
Agricultural Educators, Inc.
Lexington, Kentucky 40546

We have compiled the accompanying statement of financial position of National Association of Agricultural Educators, Inc. (a nonprofit organization) as of April 30, 2014 and the related statement of activities for the ten months then ended, and the accompanying supplementary information contained in the Schedule of Actual vs. Budget, Convention Revenue and Expenses, and Case Program Revenue and Expenses, which is presented only for supplementary purposes. We have not audited or reviewed the accompanying financial statements and supplementary schedules and, accordingly, do not express an opinion or provide any assurance about whether the financial statements and supplementary schedules are in accordance with accounting principles generally accepted in the United States of America.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Management has elected to omit substantially all of 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.

Stephen D. Schnettler, PLLC

May 21, 2014

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Financial Position

April 30, 2014

ASSETS

Cash on deposit	\$ 109,446
Investments - operating fund	551,754
Investments - life membership fund	193,628
Investments - reserve fund	87,016
Accounts receivable	107,813
Prepaid expenses	42,103
Property and equipment - CASE	798
Property and equipment	<u>10,559</u>

TOTAL ASSETS \$ 1,103,117

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts payable	\$ 33,224
Accrued expenses	5,249
Accrued leave payable	31,422
Other current liabilities	<u>8,058</u>

TOTAL LIABILITIES 77,953

NET ASSETS

Unrestricted net assets:	
Current operation	683,988
Board designated for special purposes	160,531
Temporarily restricted net assets	1,467
CASE Project	<u>179,178</u>

TOTAL NET ASSETS 1,025,164

TOTAL LIABILITIES AND NET ASSETS \$ 1,103,117

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Activities

For the Ten Months ended April 30, 2014

	Unrestricted				
	Current Operations	Board Designated	Temporarily Restricted	CASE Project	Total
Revenue, Gains and Losses					
Membership dues	\$ 368,988	\$ 2,400	\$ -	\$ -	\$ 371,388
Convention registration	122,817	-	-	-	122,817
Sponsorship and awards	15,863	-	-	-	15,863
Merchandise sales	6,191	-	-	-	6,191
Contributions	-	-	20	-	20
Management fees	103,737	-	-	-	103,737
Net realized and unrealized gains (losses) on securities	78,676	-	-	-	78,676
Interest and dividends	23,098	-	-	-	23,098
FFA Foundation projects	146,196	-	-	-	146,196
Case Program income	-	-	-	1,562,825	1,562,825
Other income	265,243	-	-	-	265,243
	1,130,809	2,400	20	1,562,825	2,696,054
Total Revenue, Gains and Losses					
Net Assets Released from Restrictions	-	-	-	-	-
Total Revenue, Gains and Losses and Reclassifications	1,130,809	2,400	20	1,562,825	2,696,054
Expenses					
General expenses	799,627	-	-	-	799,627
FFA Foundation projects	124,856	-	-	-	124,856
Case Program expenses	-	-	-	1,392,701	1,392,701
Convention expenses	115,914	-	-	-	115,914
	1,040,397	-	-	1,392,701	2,433,098
Total expenses					
INCREASE (DECREASE) IN NET ASSETS	90,412	2,400	20	170,124	262,956
NET ASSETS AT BEGINNING OF PERIOD	593,576	158,131	1,447	9,054	762,208
NET ASSETS AT END OF PERIOD	\$ 683,988	\$ 160,531	\$ 1,467	\$ 179,178	\$ 1,025,164

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Ten Months Ended April 30, 2014

	<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						
Member dues	\$ 660	\$ 31,250	\$ (30,590)	\$ 356,148	\$ 375,005	\$ (18,857)
Corporate membership dues	-	2,563	(2,563)	15,240	30,750	(15,510)
NSTA Dues	-	-	-	-	-	-
Delmar scholarships	-	-	-	-	-	-
Freshman scholarships	-	-	-	419	-	419
Foundation management fees	-	7,500	(7,500)	103,737	90,000	13,737
MBNA affinity credit card program	-	-	-	-	-	-
Toyota vehicle lease management fee	-	-	-	-	-	-
Interest and dividends	192	833	(641)	22,610	10,000	12,610
Net realized and unrealized gains (losses) on securities	(18,033)	-	(18,033)	78,676	-	78,676
Merchandise sales	445	708	(263)	6,191	8,500	(2,309)
Investment income, Life Fund	153	333	(180)	488	4,000	(3,512)
Contributions, Legislative Fund	-	-	-	20	-	20
Miscellaneous income	-	625	(625)	4,386	7,500	(3,114)
Scholarship raffle proceeds	-	113	(113)	-	1,350	(1,350)
National Teach Ag Campaign	-	13,833	(13,833)	110,115	166,000	(55,885)
Teacher crisis fund	438	-	438	3,378	-	3,378
BFRDP Grant	-	2,333	(2,333)	-	28,000	(28,000)
AEM business manager stipend	-	333	(333)	-	4,000	(4,000)
Webinar revenue	-	-	-	-	-	-
DuPont Agriscience	-	-	-	79,823	-	79,823
NPS	-	-	-	-	-	-
State website development	-	-	-	-	-	-
Hurricane relief	-	-	-	-	-	-
Credit card revenue	95	-	95	95	-	95
CASE management fee	-	1,667	(1,667)	-	20,000	(20,000)
Council MMM management fee	-	417	(417)	-	5,000	(5,000)
C O P	-	-	-	30,060	-	30,060
FFA Foundation project - TTTK	-	3,875	(3,875)	48,417	46,500	1,917
FFA Foundation project - OPAP	-	1,000	(1,000)	6,602	12,000	(5,398)
FFA Foundation project - OMSP	-	1,000	(1,000)	7,571	12,000	(4,429)
FFA Foundation project - OT	-	917	(917)	6,323	11,000	(4,677)
FFA Foundation project - OYM	-	917	(917)	5,803	11,000	(5,197)
FFA Foundation project - Lifetime Achievement	-	208	(208)	19,300	2,500	16,800
FFA Foundation project - Outstanding Service Citation	-	205	(205)	1,625	2,460	(835)
FFA Foundation teacher workshop	-	-	-	3,346	-	3,346
FFA Foundation internet café	-	500	(500)	8,352	6,000	2,352
FFA Foundation Pfizer classroom	-	833	(833)	-	10,000	(10,000)
FFA Foundation Regional Grants Revenue	-	1,500	(1,500)	-	18,000	(18,000)
FFA Foundation Agriscience Teacher	-	1,562	(1,562)	14,768	18,740	(3,972)
FFA Foundation NATAA/NAII	-	10,000	(10,000)	-	120,000	(120,000)
FFA Foundation project - XLR8	-	-	-	24,089	-	24,089
CASE program net income	(46,211)	-	(46,211)	170,124	-	170,124
Convention net income	-	5,112	(5,112)	59,733	52,360	7,373
TOTAL REVENUE	(62,261)	90,137	(152,398)	1,187,439	1,072,665	114,774
EXPENSES						
Salaries	36,705	26,411	10,294	278,101	316,929	(38,828)
Taxes and benefits	8,177	5,954	2,223	66,409	71,443	(5,034)
Computer service	1,780	625	1,155	6,685	7,500	(815)
Telephone	207	333	(126)	2,474	4,000	(1,526)
Accounting	500	1,104	(604)	12,500	13,250	(750)
Depreciation	268	333	(65)	2,639	4,000	(1,361)
Rent	-	625	(625)	-	7,500	(7,500)
Insurance	556	375	181	4,867	4,500	367
Legal	-	83	(83)	-	1,000	(1,000)
Office Supplies	30	667	(637)	4,230	8,000	(3,770)
Bank charges and investment fees	1,866	8	1,858	7,256	100	7,156
Printing, general	699	417	282	1,523	5,000	(3,477)
Staff training	-	42	(42)	292	500	(208)
Taxes and licenses	-	8	(8)	91	100	(9)
Membership and contributions	647	1,667	(1,020)	14,578	20,000	(5,422)
Travel, staff	278	2,083	(1,805)	12,080	25,000	(12,920)
Promotion and marketing	-	1,000	(1,000)	12,540	12,000	540
Merchandise and diaries	40	500	(460)	2,392	6,000	(3,608)
Photocopying	-	8	(8)	71	100	(29)
Postage, general	315	500	(185)	4,227	6,000	(1,773)
Professional liability insurance	-	3,061	(3,061)	36,485	36,735	(250)
Public relations	-	50	(50)	605	600	5

(Continued)

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Ten Months Ended April 30, 2014

	<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>
Scholarships	-	938	(938)	11,250	11,250	-
Travel, regional secretaries	-	1,042	(1,042)	9,695	12,500	(2,805)
Travel, board of directors	1,541	2,917	(1,376)	18,685	35,000	(16,315)
Nat'l Teach Ag Campaign	1,596	12,000	(10,404)	57,392	144,000	(86,608)
FFA Foundation project - TTTK	-	3,875	(3,875)	50,434	46,500	3,934
FFA Foundation project - OPAP	-	1,000	(1,000)	6,048	12,000	(5,952)
FFA Foundation project - OMSP	-	1,000	(1,000)	8,221	12,000	(3,779)
FFA Foundation project - OT	-	917	(917)	6,552	11,000	(4,448)
FFA Foundation project - OYM	-	917	(917)	5,156	11,000	(5,844)
FFA Foundation project - Lifetime achievement	-	208	(208)	19,300	2,500	16,800
FFA Foundation project - Outstanding service citation	-	205	(205)	1,300	2,460	(1,160)
FFA Foundation project - Smart Edge	-	-	-	-	-	-
FFA Foundation teacher workshop	-	-	-	3,859	-	3,859
FFA Foundation internet café	-	500	(500)	9,218	6,000	3,218
FFA Foundation Pfizer Classroom	-	833	(833)	-	10,000	(10,000)
FFA Foundation Regional Grants	-	1,500	(1,500)	-	18,000	(18,000)
FFA Foundation Agriscience Teachers	-	1,562	(1,562)	14,768	18,740	(3,972)
FFA Foundation NATAA/NAII	-	10,000	(10,000)	-	120,000	(120,000)
FFA Foundation XLR8	-	-	-	18,479	-	18,479
DuPont Agriscience	273	-	273	57,171	-	57,171
GMAC SmartEdge program	-	-	-	-	-	-
NPS expense	2,738	833	1,905	3,542	10,000	(6,458)
Webinar expense	-	100	(100)	594	1,200	(606)
Teacher crisis fund	500	-	500	5,000	-	5,000
Communities of practice expense	-	917	(917)	17,391	11,000	6,391
Substitute teacher hire behinds	-	250	(250)	299	3,000	(2,701)
NSTA dues	-	-	-	-	-	-
Bad debts	-	-	-	-	-	-
Website	5,955	-	5,955	46,484	-	46,484
NATAA stipends	-	-	-	750	-	750
BFRDP expense	-	-	-	-	10,000	(10,000)
Contract labor	3,125	-	3,125	79,660	-	79,660
Storage	-	-	-	1,055	-	1,055
Credit card expense	108	-	108	108	-	108
Miscellaneous	100	-	100	2,027	-	2,027
TOTAL EXPENSES	68,004	87,368	(19,364)	924,483	1,058,407	(133,924)
NET INCOME (LOSS)	\$ (130,265)	\$ 2,769	\$ (133,034)	\$ 262,956	\$ 14,258	\$ 248,698

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of Convention Revenue and Expenses
For the One and Ten Months Ended April 30, 2014

	<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	\$ -	\$ 7,900	\$ (7,900)	\$ 122,817	\$ 94,800	\$ 28,017
Convention, tickets/workshops	-	958	(958)	-	11,500	(11,500)
Convention, trade show	-	-	-	900	-	900
Convention - Ideas Unlimited	-	-	-	-	-	-
Convention - Teacher Mentor	-	-	-	-	-	-
Convention scholarship fund	-	-	-	1,494	-	1,494
Convention, sponsorships - FFA Foundation	-	4,167	(4,167)	34,573	50,000	(15,427)
Convention, host state social	-	-	-	-	-	-
Convention, sponsorships	-	1,458	(1,458)	15,863	17,500	(1,637)
TOTAL REVENUE	<u>-</u>	<u>14,483</u>	<u>(14,483)</u>	<u>175,647</u>	<u>173,800</u>	<u>1,847</u>
EXPENSES						
Convention, plaques and trophies	-	167	(167)	2,855	2,000	855
Convention, printing	-	-	-	1,627	-	1,627
Convention, miscellaneous	-	-	-	222	-	222
Convention, awards	-	-	-	6,695	9,000	(2,305)
Convention, photography	-	-	-	-	-	-
Convention, meal functions	-	417	(417)	11,422	5,000	6,422
Convention, promotion and marketing	-	208	(208)	5,600	2,500	3,100
Convention, postage and shipping	-	167	(167)	5,758	2,000	3,758
Convention, equipment rental	-	1,250	(1,250)	19,099	15,000	4,099
Convention, workshops	-	958	(958)	-	11,500	(11,500)
Convention, host state social	-	-	-	-	-	-
Convention, speakers	-	-	-	-	-	-
Convention, trade show expense	-	-	-	-	-	-
Convention, tour expenses	-	-	-	-	-	-
Convention, committee expense	-	245	(245)	2,373	2,940	(567)
Convention, sponsorships - FFA Foundation	-	4,167	(4,167)	39,073	50,000	(10,927)
Convention, travel/board of directors	-	1,167	(1,167)	13,361	14,000	(639)
Convention, staff travel	-	625	(625)	7,829	7,500	329
Convention, other travel	-	-	-	-	-	-
TOTAL EXPENSES	<u>-</u>	<u>9,371</u>	<u>(9,371)</u>	<u>115,914</u>	<u>121,440</u>	<u>(5,526)</u>
NET INCOME (LOSS)	<u>\$ -</u>	<u>\$ 5,112</u>	<u>\$ (5,112)</u>	<u>\$ 59,733</u>	<u>\$ 52,360</u>	<u>\$ 7,373</u>

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Case Program Revenue and Expenses

For the One and Ten Months Ended April 30, 2014

	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						
CI fees	\$ -	\$ -	\$ -	\$ 610,212	\$ -	\$ 610,212
Vendor - Vernier	13,363	-	13,363	577,518	-	577,518
Vendor - NewByte	670	-	670	11,902	-	11,902
Vendor - Bio-Rad	-	-	-	58,747	-	58,747
Field test fees	-	-	-	57,000	-	57,000
New Jersey	-	-	-	-	-	-
NRES	-	-	-	75,210	-	75,210
APB	-	-	-	50,589	-	50,589
Royalty - Cengage	-	-	-	15,512	-	15,512
Royalty - Ward's	-	-	-	5,676	-	5,676
FSS revenue	-	-	-	99,577	-	99,577
Assesments - ASP	-	-	-	432	-	432
Assesments - ASA	-	-	-	-	-	-
Replacement CD	-	-	-	450	-	450
Interest	-	-	-	-	-	-
FFA Foundation	-	-	-	-	-	-
TOTAL REVENUE	14,033	-	14,033	1,562,825	-	1,562,825
EXPENSES						
Legal and professional	-	-	-	-	-	-
Council assessment	-	-	-	9,675	-	9,675
Travel	3,439	-	3,439	(5,207)	-	(5,207)
Travel - staff	-	-	-	20,374	-	20,374
Salary	4,184	-	4,184	38,772	-	38,772
Taxes and benefits	1,091	-	1,091	8,810	-	8,810
Contract labor	30,282	-	30,282	259,067	-	259,067
Supplies	-	-	-	1,499	-	1,499
Promotion	-	-	-	22,902	-	22,902
Printing	-	-	-	2,328	-	2,328
Postage	-	-	-	(124)	-	(124)
Telecommunications	-	-	-	72	-	72
Rutgers	-	-	-	-	-	-
Vernier	16,091	-	16,091	510,312	-	510,312
NewByte	-	-	-	5,187	-	5,187
Bio-Rad	-	-	-	37,870	-	37,870
Carthage	-	-	-	-	-	-
Carthage contract labor	-	-	-	75,500	-	75,500
Field test	-	-	-	1,870	-	1,870
Field test contract labor	-	-	-	-	-	-
CI scholarships	-	-	-	213,589	-	213,589
NRES	-	-	-	121,580	-	121,580
APB	-	-	-	27,556	-	27,556
FSS	4,224	-	4,224	26,138	-	26,138
Assesmnets	-	-	-	-	-	-
Royalty expense - Cengage	923	-	923	14,794	-	14,794
Case management fee	-	-	-	-	-	-
Bank charges	-	-	-	-	-	-
Depreciation	10	-	10	95	-	95
Equipment	-	-	-	42	-	42
TOTAL EXPENSES	60,244	-	60,244	1,392,701	-	1,392,701
NET INCOME (LOSS)	\$ (46,211)	\$ -	\$ (46,211)	\$ 170,124	\$ -	\$ 170,124

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