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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 March 31, 2015 and the related statement of activities for the nine 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

April 29, 2015

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Financial Position

March 31, 2015

ASSETS

Cash on deposit	\$ 213,154
Investments - operating fund	612,523
Investments - life membership fund	212,945
Investments - reserve fund	2,723
Accounts receivable	245,218
Prepaid expenses	381,404
Property and equipment - CASE	694
Property and equipment	<u>8,456</u>

TOTAL ASSETS \$ 1,677,117

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts payable	\$ 47,707
Accrued leave payable	33,802
Other current liabilities	<u>6,240</u>

TOTAL LIABILITIES 87,749

NET ASSETS

Unrestricted net assets:	
Current operation	1,066,599
Board designated for special purposes	207,445
Temporarily restricted net assets	480
CASE Project	<u>314,844</u>

TOTAL NET ASSETS 1,589,368

TOTAL LIABILITIES AND NET ASSETS \$ 1,677,117

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Statement of Activities

For the Nine Months ended March 31, 2015

	<u>Unrestricted</u>				
	<u>Current</u>	<u>Board</u>	<u>Temporarily</u>	<u>CASE</u>	<u>Total</u>
	<u>Operations</u>	<u>Designated</u>	<u>Restricted</u>	<u>Project</u>	
Revenue, Gains and Losses					
Membership dues	\$ 390,336	\$ 4,290	\$ -	\$ -	\$ 394,626
Convention registration	108,443	-	-	-	108,443
Sponsorship and awards	10,850	-	-	-	10,850
Merchandise sales	2,121	-	-	-	2,121
Contributions	-	-	480	-	480
Management fees	34,096	-	-	-	34,096
Net realized and unrealized					
gains (losses) on securities	2,096	-	-	-	2,096
Interest and dividends	42,143	-	-	-	42,143
FFA Foundation projects	177,547	-	-	-	177,547
CASE Program income	-	-	-	1,387,612	1,387,612
Other income	325,222	-	-	-	325,222
	<u>1,092,854</u>	<u>4,290</u>	<u>480</u>	<u>1,387,612</u>	<u>2,485,236</u>
Total Revenue, Gains and Losses					
Net Assets Released from Restrictions	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total Revenue, Gains and Losses and Reclassifications	<u>1,092,854</u>	<u>4,290</u>	<u>480</u>	<u>1,387,612</u>	<u>2,485,236</u>
Expenses					
General expenses	648,880	-	-	-	648,880
FFA Foundation projects	47,517	-	-	-	47,517
CASE Program expenses	-	-	-	1,262,493	1,262,493
Convention expenses	35,796	-	-	-	35,796
	<u>732,193</u>	<u>-</u>	<u>-</u>	<u>1,262,493</u>	<u>1,994,686</u>
Total expenses					
INCREASE (DECREASE) IN NET ASSETS	360,661	4,290	480	125,119	490,550
NET ASSETS AT BEGINNING OF PERIOD	<u>705,938</u>	<u>203,155</u>	<u>-</u>	<u>189,725</u>	<u>1,098,818</u>
NET ASSETS AT END OF PERIOD	<u>\$ 1,066,599</u>	<u>\$ 207,445</u>	<u>\$ 480</u>	<u>\$ 314,844</u>	<u>\$ 1,589,368</u>

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Nine Months Ended March 31, 2015

	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	\$ 9,325	\$	\$ 31,385	\$	\$ (22,060)	\$	\$ 382,476	\$	\$ 376,615	\$	\$ 5,861
Corporate membership dues	750		2,500		(1,750)		12,150		30,000		(17,850)
NSTA Dues	-		-		-		-		-		-
Delmar scholarships	-		625		(625)		-		7,500		(7,500)
Freshman scholarships	-		-		-		-		-		-
Foundation management fees	-		7,083		(7,083)		34,096		85,000		(50,904)
MBNA affinity credit card program	-		-		-		-		-		-
Toyota vehicle lease management fee	-		-		-		-		-		-
Interest and dividends	3		1,667		(1,664)		31,858		20,000		11,858
Net realized and unrealized gains (losses) on securities	-		-		-		2,096		-		2,096
Merchandise sales	762		708		54		2,121		8,500		(6,379)
Investment income, Life Fund	-		42		(42)		10,285		500		9,785
Contributions, Legislative Fund	-		-		-		480		-		480
Miscellaneous income	-		417		(417)		1,271		5,000		(3,729)
Scholarship raffle proceeds	-		125		(125)		-		1,500		(1,500)
National Teach Ag Campaign	-		13,833		(13,833)		96,363		166,000		(69,637)
Teacher Ag non-foundation revenue	-		-		-		3,116		-		3,116
Teacher crisis fund	-		-		-		1,713		-		1,713
BFRDP Grant	-		2,500		(2,500)		12,797		30,000		(17,203)
AEM business manager stipend	-		333		(333)		-		4,000		(4,000)
AEM subscriptions	-		-		-		10		-		10
Webinar revenue	-		-		-		-		-		-
DuPont Agriscience	5,000		-		5,000		85,919		-		85,919
NPS	465		-		465		465		-		465
State website development	-		-		-		-		-		-
Hurricane relief	-		-		-		-		-		-
Credit card revenue	-		-		-		-		-		-
F2F revenue	-		-		-		-		15,000		(15,000)
CASE management fee	-		2,000		(2,000)		-		24,000		(24,000)
Council MMM management fee	-		417		(417)		-		5,000		(5,000)
C O P	2,875		-		2,875		62,735		24,600		38,135
FFA Foundation project - TTTK	-		3,875		(3,875)		68,245		46,500		21,745
FFA Foundation project - OPAP	-		1,000		(1,000)		7,981		12,000		(4,019)
FFA Foundation project - OMSP	-		1,000		(1,000)		10,944		12,000		(1,056)
FFA Foundation project - OT	-		917		(917)		12,677		11,000		1,677
FFA Foundation project - OYM	-		917		(917)		14,813		11,000		3,813
FFA Foundation project - Lifetime Achievement	-		208		(208)		19,625		2,500		17,125
FFA Foundation project - Outstanding Service Citation	-		205		(205)		975		2,460		(1,485)
FFA Foundation teacher workshop	-		958		(958)		5,001		11,500		(6,499)
FFA Foundation internet café	-		-		-		-		-		-
FFA Foundation Pfizer classroom	-		-		-		-		-		-
FFA Foundation Regional Grants Revenue	-		1,500		(1,500)		-		18,000		(18,000)
FFA Foundation Agriscience Teacher	-		1,562		(1,562)		10,368		18,740		(8,372)
FFA Foundation NATAA/NAII	-		10,000		(10,000)		-		120,000		(120,000)
FFA Foundation project - XLR8	-		2,000		(2,000)		26,918		24,000		2,918
CASE program net income	76,087		-		76,087		125,119		-		125,119
Convention net income	-		4,587		(4,587)		144,330		48,050		96,280
TOTAL REVENUE	95,267		92,364		2,903		1,186,947		1,140,965		45,982
EXPENSES											
Salaries	33,695		28,050		5,645		267,073		336,594		(69,521)
Taxes and benefits	8,157		7,037		1,120		59,904		84,448		(24,544)
Computer service	263		625		(362)		5,678		7,500		(1,822)
Telephone	341		333		8		1,754		4,000		(2,246)
Accounting	650		1,317		(667)		5,850		15,800		(9,950)
Depreciation	249		333		(84)		2,244		4,000		(1,756)
Rent	-		625		(625)		-		7,500		(7,500)
Insurance	5,972		542		5,430		12,903		6,500		6,403
Legal	-		83		(83)		-		1,000		(1,000)

(Continued)

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of Actual vs. Budget

For the One and Nine Months Ended March 31, 2015

	<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>
Office Supplies	35	667	(632)	1,288	8,000	(6,712)
Bank charges and investment fees	-	8	(8)	3,946	100	3,846
Printing, general	237	417	(180)	1,602	5,000	(3,398)
Staff training	250	42	208	250	500	(250)
Taxes and licenses	15	8	7	15	100	(85)
Membership and contributions	500	1,417	(917)	17,547	17,000	547
Travel, staff	613	2,083	(1,470)	1,320	25,000	(23,680)
Promotion and marketing	-	1,000	(1,000)	2,534	12,000	(9,466)
Merchandise and diaries	-	500	(500)	1,999	6,000	(4,001)
Photocopying	-	8	(8)	-	100	(100)
Postage, general	698	500	198	1,867	6,000	(4,133)
Professional liability insurance	-	3,041	(3,041)	36,810	36,495	315
Public relations	-	83	(83)	-	1,000	(1,000)
Scholarships	-	813	(813)	11,250	9,750	1,500
Travel, regional secretaries	-	1,167	(1,167)	4,865	14,000	(9,135)
Travel, board of directors	1,943	2,917	(974)	11,682	35,000	(23,318)
Nat'l Teach Ag Campaign	17,416	11,167	6,249	129,592	134,000	(4,408)
FFA Foundation project - TTTK	-	3,875	(3,875)	5,318	46,500	(41,182)
FFA Foundation project - OPAP	-	1,000	(1,000)	2,219	12,000	(9,781)
FFA Foundation project - OMSP	-	1,000	(1,000)	2,011	12,000	(9,989)
FFA Foundation project - OT	-	917	(917)	1,864	11,000	(9,136)
FFA Foundation project - OYM	-	917	(917)	304	11,000	(10,696)
FFA Foundation project - Lifetime achievement	-	208	(208)	15,000	2,500	12,500
FFA Foundation project - Outstanding service citation	-	205	(205)	-	2,460	(2,460)
FFA Foundation project - Smart Edge	-	-	-	-	-	-
FFA Foundation teacher workshop	-	958	(958)	6,851	11,500	(4,649)
FFA Foundation internet café	-	-	-	-	-	-
FFA Foundation Pfizer Classroom	-	-	-	-	-	-
FFA Foundation Regional Grants	-	1,500	(1,500)	3,000	18,000	(15,000)
FFA Foundation Agriscience Teachers	-	1,562	(1,562)	10,950	18,740	(7,790)
FFA Foundation NATAA/NAII	-	-	-	-	-	-
FFA Foundation XLR8	293	2,000	(1,707)	6,056	24,000	(17,944)
DuPont Agriscience	701	-	701	5,058	-	5,058
GMAC SmartEdge program	-	-	-	-	-	-
NPS expense	488	833	(345)	488	10,000	(9,512)
Webinar expense	-	100	(100)	601	1,200	(599)
Teacher crisis fund	1,000	-	1,000	4,000	-	4,000
Communities of practice expense	-	1,667	(1,667)	22,191	20,000	2,191
Substitute teacher hire behinds	-	125	(125)	-	1,500	(1,500)
NSTA dues	-	-	-	-	-	-
Bad debts	-	-	-	-	-	-
Website	1,050	-	1,050	10,605	-	10,605
NATAA stipends	-	-	-	8,625	120,000	(111,375)
BFRDP expense	-	-	-	-	2,500	(2,500)
BFPD contract labor	-	-	-	7,500	-	7,500
Contract labor	-	-	-	-	-	-
Storage	-	-	-	-	-	-
Credit card expense	130	-	130	1,709	-	1,709
Ag Ed opportunity fund	-	-	-	-	-	-
Miscellaneous	-	-	-	74	-	74
TOTAL EXPENSES	<u>74,696</u>	<u>81,650</u>	<u>(6,954)</u>	<u>696,397</u>	<u>1,102,287</u>	<u>(405,890)</u>
NET INCOME (LOSS)	<u>\$ 20,571</u>	<u>\$ 10,714</u>	<u>\$ 9,857</u>	<u>\$ 490,550</u>	<u>\$ 38,678</u>	<u>\$ 451,872</u>

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.
Schedule of Convention Revenue and Expenses
For the One and Nine Months Ended March 31, 2015

	<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	\$ -	\$ 8,333	\$ (8,333)	\$ 108,443	\$ 100,000	\$ 8,443
Convention, tickets/workshops	-	-	-	-	-	-
Convention, trade show	-	-	-	1,810	-	1,810
Convention - Ideas Unlimited	-	-	-	-	-	-
Convention - Teacher Mentor	-	-	-	-	-	-
Convention scholarship fund	-	-	-	1,486	-	1,486
Convention, sponsorships - FFA Foundation	-	2,917	(2,917)	48,640	35,000	13,640
Convention, host state social	-	-	-	8,897	-	8,897
Convention, sponsorships	-	1,333	(1,333)	10,850	16,000	(5,150)
TOTAL REVENUE	<u>-</u>	<u>12,583</u>	<u>(12,583)</u>	<u>180,126</u>	<u>151,000</u>	<u>29,126</u>
EXPENSES						
Convention, plaques and trophies	-	242	(242)	4,765	2,900	1,865
Convention, printing	-	-	-	1,854	-	1,854
Convention, miscellaneous	-	-	-	-	-	-
Convention, awards	-	-	-	5,175	7,000	(1,825)
Convention, photography	-	-	-	-	-	-
Convention, meal functions	-	833	(833)	2,535	10,000	(7,465)
Convention, promotion and marketing	-	208	(208)	3,325	2,500	825
Convention, postage and shipping	-	167	(167)	-	2,000	(2,000)
Convention, equipment rental	-	1,500	(1,500)	-	18,000	(18,000)
Convention, workshops	-	-	-	-	-	-
Convention, host state social	-	-	-	8,890	-	8,890
Convention, speakers	-	-	-	-	-	-
Convention, trade show expense	-	-	-	-	-	-
Convention, tour expenses	-	-	-	-	-	-
Convention, committee expense	-	379	(379)	2,112	4,550	(2,438)
Convention, sponsorships - FFA Foundation	-	2,917	(2,917)	-	35,000	(35,000)
Convention, travel/board of directors	-	1,167	(1,167)	4,422	14,000	(9,578)
Convention, staff travel	-	583	(583)	2,718	7,000	(4,282)
Convention, other travel	-	-	-	-	-	-
TOTAL EXPENSES	<u>-</u>	<u>7,996</u>	<u>(7,996)</u>	<u>35,796</u>	<u>102,950</u>	<u>(67,154)</u>
NET INCOME (LOSS)	<u>\$ -</u>	<u>\$ 4,587</u>	<u>\$ (4,587)</u>	<u>\$ 144,330</u>	<u>\$ 48,050</u>	<u>\$ 96,280</u>

SEE ACCOMPANYING ACCOUNTANT'S REPORT

NATIONAL ASSOCIATION OF AGRICULTURAL EDUCATORS, INC.

Schedule of CASE Program Revenue and Expenses

For the One and Nine Months Ended March 31, 2015

	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	\$ -	\$ -	\$ -	\$ 254,707	\$ -	\$ 254,707
Vendor - Vernier	33,480	-	33,480	595,733	-	595,733
Vendor - NewByte	1,939	-	1,939	9,764	-	9,764
Vendor - Bio-Rad	-	-	-	13,642	-	13,642
Field test fees	15,000	-	15,000	62,640	-	62,640
New Jersey	-	-	-	-	-	-
NRES	18,750	-	18,750	77,899	-	77,899
APB	-	-	-	-	-	-
APT	27,414	-	27,414	107,867	-	107,867
ASP	-	-	-	700	-	700
Capstone Revenue	34,204	-	34,204	79,808	-	79,808
Royalty - Cengage	15,027	-	15,027	43,766	-	43,766
Royalty - Ward's	-	-	-	-	-	-
FSS revenue	27,914	-	27,914	122,804	-	122,804
Assessments - ASP	-	-	-	-	-	-
Assessments - ASA	-	-	-	-	-	-
G.W. Publications	884	-	884	968	-	968
Online	526	-	526	16,842	-	16,842
Merchandise	-	-	-	272	-	272
Replacement CD	-	-	-	200	-	200
Interest	-	-	-	-	-	-
FFA Foundation	-	-	-	-	-	-
TOTAL REVENUE	175,138	-	175,138	1,387,612	-	1,387,612
EXPENSES						
Legal and professional	-	-	-	-	-	-
Council assessment	-	-	-	11,675	-	11,675
Travel	662	-	662	11,399	-	11,399
Travel - staff	754	-	754	3,760	-	3,760
Salary	4,184	-	4,184	37,660	-	37,660
Taxes and benefits	306	-	306	7,953	-	7,953
Contract labor	56,594	-	56,594	463,243	-	463,243
Supplies	-	-	-	(145)	-	(145)
Promotion	-	-	-	10,731	-	10,731
Printing	-	-	-	2,451	-	2,451
Postage	-	-	-	(9)	-	(9)
Telecommunications	-	-	-	-	-	-
Rutgers	-	-	-	-	-	-
Vernier	23,482	-	23,482	520,673	-	520,673
NewByte	370	-	370	4,096	-	4,096
Bio-Rad	-	-	-	76	-	76
Carthage	-	-	-	-	-	-
Carthage contract labor	-	-	-	118,725	-	118,725
Field test	-	-	-	-	-	-
Field test contract labor	-	-	-	-	-	-
CI scholarships	-	-	-	2,657	-	2,657
APT contract labor	-	-	-	-	-	-
NRES	-	-	-	2,782	-	2,782
APB	-	-	-	-	-	-
FSS	-	-	-	12,524	-	12,524
APT	-	-	-	963	-	963
G.W. Publications	817	-	817	909	-	909
Online expense	-	-	-	750	-	750
Assesmnts	-	-	-	-	-	-
Royalty expense - Cengage	11,873	-	11,873	42,885	-	42,885
Case management fee	-	-	-	-	-	-
Bank charges	-	-	-	-	-	-
CI Mentor contract labor	-	-	-	6,500	-	6,500
CI mentor	-	-	-	150	-	150
Credit card expense	-	-	-	-	-	-
Depreciation	9	-	9	85	-	85
Equipment	-	-	-	-	-	-
TOTAL EXPENSES	99,051	-	99,051	1,262,493	-	1,262,493
NET INCOME (LOSS)	\$ 76,087	\$ -	\$ 76,087	\$ 125,119	\$ -	\$ 125,119

SEE ACCOMPANYING ACCOUNTANT'S REPORT