

# ARMSTRONG BACKUS & CO., LLP

Certified Public Accountants

## **AMERICAN PECAN COUNCIL**

**Compiled Financial Statements** 

For the One Month and Ten Months Ended July 31, 2019



To the Board of Directors of American Pecan Council

#### **ACCOUNTANTS' COMPILATION REPORT**

Management is responsible for the accompanying financial statements of American Pecan Council (a government), which comprise the balance sheet as of July 31, 2019 and the related statements of revenues, expenses, and changes in net position, cash flows, and budgetary comparison schedule for the one month and ten months 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.

Accounting principles generally accepted in the United States of America require that the following supplementary information on page 4 through page 6 be presented to supplement the basic financial statements:

#### Budgetary Comparison Schedule

Such information is presented for purposes of additional analysis and, although not a required part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. This information is the representation of management. We have not performed an audit, review or compilation on the required supplementary information and, accordingly, we do not express an opinion, a conclusion, nor provide any assurance on such information.

Management has omitted the Management Discussion and Analysis that accounting principles generally accepted in the United States of America require to be presented to supplement the basic financial statements. Such missing information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical content.

Management has elected to omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the government's net position, results of operations, and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.



### **Supplementary Information**

The supplementary information included in the operating budget for the one month and ten months ended July 31, 2019 and year ended September 30, 2019 is presented for the purpose 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.

We are not independent with respect to the American Pecan Council.

Armstrong, Backus & Co., L.L.P.

San Angelo, Texas August 8, 2019



## **Balance Sheet**

# As of July 31, 2019

### **ASSETS**

Current Assets:		
Cash and Cash Equivalents	\$	5,653,649
Accounts Receivable		566,665
Prepaid Expenses		21,300
Total Current Assets	\$	6,241,614
Fixed Assets:		
Property, Plant, and Equipment	\$	47,289
Accumulated Depreciation	(	16,062)
Total Fixed Assets	\$	31,227
Other Assets:		
Security Deposit	\$	2,400
Total Other Assets	\$	2,400
		<u> </u>
TOTAL ASSETS	\$	6,275,241
LIABILITIES AND NET POSITION		
Current Liabilities:		
Accounts Payable	\$	26,867
Payroll Liability		1,576
Total Current Liabilities	\$	28,443
Total Liabilities	\$	28,443
Net Position: Unrestricted	\$	6,246,798
Total Net Position	\$	6,246,798
TOTAL LIABILITIES AND NET POSITION	\$	6,275,241

# Statements of Revenues, Expenses, and Changes in Net Position

## For the One Month and Ten Months Ended July 31, 2019

	0	ne Month	Ten Months			
Operating Revenues: Assessment Income	\$	171,241	\$	7,501,782		
		111,411		.,001,.01		
Total Operating Revenue	\$	171,241	\$	7,501,782		
Operating Expenses:						
General Administrative:						
Staff and Administrative	\$	58,506	\$	603,536		
Insurance		640		9,849		
Compliance		10,307		139,697		
Other General Administrative		15,592		262,575		
Industry Relations		2,970		66,457		
Marketing		262,904		4,153,947		
Research		28,249		252,248		
Strategic Planning		-0-		1,100,000		
Standardization		-0-		150,915		
Total Operating Expenses	\$	379,168	\$	6,739,224		
Nonoperating Revenues:						
Interest Earned	\$	11,457	\$	126,224		
Total Nonoperating Revenues	\$	11,457	\$	126,224		
Change in Net Position	(\$	196,470)	\$	888,782		
Net Position, as Previously Stated	\$	6,822,980	\$	5,795,315		
Prior Period Adjustment	(	379,712)	(	437,299)		
Net Position, as Restated	\$	6,443,268	\$	5,358,016		
Net Position, Ending	\$	6,246,798	\$	6,246,798		

## **Statements of Cash Flows**

## For the One Month and Ten Months Ended July 31, 2019

		ne Month	Ten Months		
Cash Flows From Operating Activities:					
Cash Received from Assessments	\$	171,921	\$	6,935,117	
Cash Received from Interest Earned		11,457		126,224	
Cash Paid for Salary and Benefits	(	58,506)	(	603,536)	
Cash Paid for Operating Expenses	(	556,766)	(	8,376,186)	
Net Cash Provided (Used) by Operating Activities	(\$	431,894)	(\$	1,918,381)	
Net Increase (Decrease) in Cash	(\$	431,894)	(\$	1,918,381)	
Cash, Beginning of Period		6,085,543		7,572,030	
Cash, End of Period	\$	5,653,649	\$	5,653,649	
Reconciliation of Operating Income (Loss) to Net Cash					
Provided (Used) by Operating Activities:					
Income (Loss) from Operations	(\$	196,470)	\$	888,782	
Adjustments to Reconcile Operation Income (Loss) to					
Net Cash Provided (Used) by Operating Activities:					
Depreciation Expense		788		7,881	
Changes in Assets and Liabilities:					
(Increase) Decrease in Prepaid Expenses		19,428		82,151	
(Increase) Decrease in Accounts Receivable		680	(	566,665)	
Increase (Decrease) in Accounts Payable	(	257,570)	(	2,332,106)	
Increase (Decrease) in Payroll Tax Payable		1,250		1,576	
Net Cash Provided (Used) by Operating Activities	(\$	431,894)	(\$	1,918,381)	

# **Budgetary Comparison Schedule**

## For the Ten Months Ended July 31, 2019

Proper			Ru	Aget					/ariance avorable
2010 Assessment Income		-			Amended		Actual		
2017 - 2018 Remaining	Operating Revenue:	-		-		-			
	2016 Assessment Income - Carry Over	\$	-0-	\$	-0-	\$	366	\$	366
2018 - 2019 Improved	2017 Assessment Income		-0-		-0-		331,359		331,359
2018 - 2019 Improved	2017 - 2018 Remaining		916,667		916,667		393,573	(	523,094)
2018 - 2019 Native/Seedlings	2018 - 2019 Improved		6,252,500		6,252,500		6,029,648	ì	
Total Operating Revenue	*							ì	
Ceneral Administrative: Staff and Administrative: Staff and Administrative: Salaries   \$650,000   \$650,000   \$18,225   \$131,775   \$19,716   \$19,716   \$19,716   \$18,225   \$131,775   \$19,716   \$19	,								
Staff and Administrative:   Staff and Administrative:   Salaries   \$650,000   \$650,000   \$18,225   \$131,775   Benefits   \$66,667   \$66,667   \$66,667   \$46,951   \$19,716   Taxes   71,500   71,500   38,360   33,140   \$33,140   \$750,000   \$750	Total Operating Revenue	\$	8,084,167	\$	8,084,167	\$	7,501,782	(\$	582,385)
Staff and Administrative:   Salaries   \$650,000   \$650,000   \$18,225   \$131,775	Operating Expenses:								
Salaries         \$ 650,000         \$ 518,225         \$ 131,775           Benefits         66,667         66,667         46,951         19,716           Taxes         71,500         71,500         33,360         33,140           Total Staff and Administrative         \$ 788,167         \$ 788,167         \$ 603,536         \$ 184,631           Insurance:           Travel         \$ 2,083         \$ 2,083         \$ -0 \$ 2,083           General         6,667         6,667         3,477         3,190           D&O/Members         12,500         12,500         6,372         6,128           Fidelity         3,333         3,335         -0 \$ 3,335           Total Insurance         \$ 24,583         \$ 24,585         \$ 9,849         \$ 14,736           Compliance:           Attorney/Crisis Management         \$ 20,833         \$ 24,583         \$ 7,130         \$ 13,703           Audit Financial         \$ 25,000         25,803         \$ 7,130         \$ 14,500           Compliance Travel         \$ 45,833         \$ 45,833         9.56         \$ 44,877           Sheler/Handler Audits         \$ 91,667         91,667         115,207         \$ 23,540           Print	General Administrative:								
Benefits	Staff and Administrative:								
Taxes         71,500         71,500         38,360         33,140           Total Staff and Administrative         \$ 788,167         \$ 788,167         \$ 603,536         \$ 184,631           Insurance:         Travel         \$ 2,083         \$ 2,083         \$ -0-         \$ 2,083           General         6,667         6,667         3,477         3,190           D&O/Members         12,500         12,500         6,372         6,128           Fidelity         3,333         3,335         -0-         3,335           Total Insurance         \$ 24,583         \$ 24,585         \$ 9,849         \$ 14,736           Compliance:         *** <td< td=""><td>Salaries</td><td>\$</td><td>650,000</td><td>\$</td><td>650,000</td><td>\$</td><td>518,225</td><td>\$</td><td>131,775</td></td<>	Salaries	\$	650,000	\$	650,000	\$	518,225	\$	131,775
Total Staff and Administrative   \$ 788,167   \$ 788,167   \$ 603,536   \$ 184,631	Benefits		66,667		66,667		46,951		19,716
Insurance:	Taxes		71,500		71,500		38,360		33,140
Travel         \$ 2,083         \$ 2,083         \$ -0-         \$ 2,083           General         6,667         6,667         3,477         3,190           D&O/Members         12,500         12,500         6,372         6,128           Fidelity         3,333         3,335         -0-         3,335           Total Insurance         \$ 24,583         \$ 24,585         \$ 9,849         \$ 14,736           Compliance:           Attorney/Crisis Management         \$ 20,833         \$ 20,833         \$ 7,130         \$ 13,703           Audit Financial         25,000         25,000         10,500         14,500           Compliance Travel         45,833         45,833         956         44,877           Sheller/Handler Audits         91,667         91,667         115,207         ( 23,540)           Printing/Forms/Postage         4,167         4,167         5,904         ( 1,737)           Total Compliance         \$ 187,500         \$ 187,500         \$ 139,697         \$ 47,803           Accounting/Financials         \$ 37,500         \$ 37,500         \$ 139,697         \$ 47,803           Telephone/Mobile/Internet         8,333         8,333         6,831         1,502           Tra	Total Staff and Administrative	\$	788,167	\$	788,167	\$	603,536	\$	184,631
General D&O/Members         6,667 12,500 12,500 12,500 6,372 6,128 12,600 12,500 6,372 6,128 12,600 12,500 12,500 6,372 6,128 12,600 12,50	Insurance:								
D&O/Members         12,500         12,500         6,372         6,128           Fidelity         3,333         3,335         -0-         3,335           Total Insurance         \$24,583         \$24,585         \$9,849         \$14,736           Compliance:           Attorney/Crisis Management         \$20,833         \$20,833         \$7,130         \$13,703           Audit Financial         25,000         25,000         10,500         14,500           Compliance Travel         45,833         45,833         956         44,877           Sheller/Handler Audits         91,667         91,667         115,207         (23,540)           Printing/Forms/Postage         4,167         4,167         5,904         1,737           Total Compliance         \$37,500         \$187,500         \$139,697         \$47,803           Telephone/Mobile/Internet         8,333         8,333         6,831         1,502           Travel Office         37,500         37,500         17,535         19,965           Travel Office         37,500         37,500         17,535         19,965           Travel Committee         133,333         133,333         105,689         27,644           Supplies	Travel	\$	2,083	\$	2,083	\$	-0-	\$	2,083
Fidelity         3,333         3,335         -0         3,335           Total Insurance         \$ 24,583         \$ 24,585         \$ 9,849         \$ 14,736           Compliance:           Attorney/Crisis Management         \$ 20,833         \$ 20,833         \$ 7,130         \$ 13,703           Audit Financial         25,000         25,000         10,500         14,500           Compliance Travel         45,833         45,833         956         44,877           Sheller/Handler Audits         91,667         91,667         115,207         ( 23,540)           Printing/Forms/Postage         4,167         4,167         5,904         1,737           Total Compliance         \$ 187,500         \$ 187,500         \$ 139,697         \$ 47,803           Accounting/Financials         \$ 37,500         \$ 37,500         \$ 139,697         \$ 24,079           Telephone/Mobile/Internet         8,333         8,333         6,831         1,502           Travel Office         37,500         37,500         17,535         19,965           Travel Committee         133,333         133,333         105,689         27,644           Supplies         8,333         8,333         6,557         1,776	General		6,667		6,667		3,477		3,190
Fidelity         3,333         3,335         -0         3,335           Total Insurance         \$ 24,583         \$ 24,585         \$ 9,849         \$ 14,736           Compliance:           Attorney/Crisis Management         \$ 20,833         \$ 20,833         \$ 7,130         \$ 13,703           Audit Financial         25,000         25,000         10,500         14,500           Compliance Travel         45,833         45,833         956         44,877           Sheller/Handler Audits         91,667         91,667         115,207         ( 23,540)           Printing/Forms/Postage         4,167         4,167         5,904         1,737           Total Compliance         \$ 187,500         \$ 187,500         \$ 139,697         \$ 47,803           Accounting/Financials         \$ 37,500         \$ 37,500         \$ 139,697         \$ 24,079           Telephone/Mobile/Internet         8,333         8,333         6,831         1,502           Travel Office         37,500         37,500         17,535         19,965           Travel Committee         133,333         133,333         105,689         27,644           Supplies         8,333         8,333         6,557         1,776	D&O/Members		12,500		12,500		6,372		6,128
Compliance:         Attorney/Crisis Management         \$ 20,833         \$ 20,833         \$ 7,130         \$ 13,703           Audit Financial         25,000         25,000         10,500         14,500           Compliance Travel         45,833         45,833         956         44,877           Sheller/Handler Audits         91,667         91,667         115,207         ( 23,540)           Printing/Forms/Postage         4,167         4,167         5,904         ( 1,737)           Total Compliance         \$ 187,500         \$ 187,500         \$ 139,697         \$ 47,803           Accounting/Financials         \$ 37,500         \$ 37,500         \$ 61,579         (\$ 24,079)           Telephone/Mobile/Internet         8,333         8,333         6,831         1,502           Travel Office         37,500         37,500         17,535         19,965           Travel Committee         133,333         105,689         27,644           Supplies         8,333         8,333         6,557         1,776           Maintenance/Buildout         16,667         16,667         7,850         8,817           Printing         12,500         12,500         7,232         5,268           IT/Furniture/Software         33,	Fidelity		3,333		3,335				3,335
Attorney/Crisis Management \$ 20,833 \$ 20,833 \$ 7,130 \$ 13,703 \$ 14,500 Compliance Travel	Total Insurance	\$	24,583	\$	24,585	\$	9,849	\$	14,736
Attorney/Crisis Management \$ 20,833 \$ 20,833 \$ 7,130 \$ 13,703 \$ 14,500 Compliance Travel	Compliance:								
Audit Financial         25,000         25,000         10,500         14,500           Compliance Travel         45,833         45,833         956         44,877           Sheller/Handler Audits         91,667         91,667         115,207         23,540)           Printing/Forms/Postage         4,167         4,167         5,904         1,737)           Total Compliance         \$ 187,500         \$ 187,500         \$ 139,697         \$ 47,803           Accounting/Financials         \$ 37,500         \$ 37,500         \$ 61,579         (\$ 24,079)           Telephone/Mobile/Internet         8,333         8,333         6,831         1,502           Travel Office         37,500         37,500         17,535         19,965           Travel Committee         133,333         133,333         105,689         27,644           Supplies         8,333         8,333         6,557         1,776           Maintenance/Buildout         16,667         16,667         7,850         8,817           Printing         12,500         12,500         7,232         5,268           IT/Furniture/Software         33,333         33,334         13,055         20,279           Subscriptions         4,167         4,167 <td>*</td> <td>\$</td> <td>20 833</td> <td>\$</td> <td>20.833</td> <td>\$</td> <td>7 130</td> <td>\$</td> <td>13 703</td>	*	\$	20 833	\$	20.833	\$	7 130	\$	13 703
Compliance Travel         45,833         45,833         956         44,877           Sheller/Handler Audits         91,667         91,667         115,207         (23,540)           Printing/Forms/Postage         4,167         4,167         5,904         1,737           Total Compliance         \$ 187,500         \$ 187,500         \$ 139,697         \$ 47,803           Accounting/Financials         \$ 37,500         \$ 37,500         \$ 61,579         \$ 24,079           Telephone/Mobile/Internet         8,333         8,333         6,831         1,502           Travel Office         37,500         37,500         17,535         19,965           Travel Committee         133,333         133,333         105,689         27,644           Supplies         8,333         8,333         6,557         1,776           Maintenance/Buildout         16,667         16,667         7,850         8,817           Printing         12,500         12,500         7,232         5,268           IT/Furniture/Software         33,333         33,334         13,055         20,279           Subscriptions         4,167         4,167         767         3,400           Depreciation         -0-         -0-	ν, σ	*		*	,	Ψ.	,	Ψ.	
Sheller/Handler Audits         91,667         91,667         115,207         (23,540)           Printing/Forms/Postage         4,167         4,167         5,904         1,737)           Total Compliance         \$ 187,500         \$ 187,500         \$ 139,697         \$ 47,803           Accounting/Financials         \$ 37,500         \$ 37,500         \$ 61,579         (\$ 24,079)           Telephone/Mobile/Internet         8,333         8,333         6,831         1,502           Travel Office         37,500         37,500         17,535         19,965           Travel Committee         133,333         133,333         105,689         27,644           Supplies         8,333         8,333         6,557         1,776           Maintenance/Buildout         16,667         16,667         7,850         8,817           Printing         12,500         12,500         7,232         5,268           IT/Furniture/Software         33,333         33,334         13,055         20,279           Subscriptions         4,167         4,167         767         3,400           Depreciation         -0-         -0-         7,881         7,881           Miscellaneous         3,333         3,333         3,									
Printing/Forms/Postage         4,167         4,167         5,904         ( 1,737)           Total Compliance         \$ 187,500         \$ 187,500         \$ 139,697         \$ 47,803           Accounting/Financials         \$ 37,500         \$ 37,500         \$ 61,579         (\$ 24,079)           Telephone/Mobile/Internet         8,333         8,333         6,831         1,502           Travel Office         37,500         37,500         17,535         19,965           Travel Committee         133,333         133,333         105,689         27,644           Supplies         8,333         8,333         6,557         1,776           Maintenance/Buildout         16,667         16,667         7,850         8,817           Printing         12,500         12,500         7,232         5,268           IT/Furniture/Software         33,333         33,334         13,055         20,279           Subscriptions         4,167         4,167         767         3,400           Depreciation         -0-         -0-         7,881         7,881           Miscellaneous         3,333         3,333         3,333         32         3,301           Rent & Utilities         37,500         37,500	*							(	
Accounting/Financials       \$ 37,500       \$ 37,500       \$ 61,579       (\$ 24,079)         Telephone/Mobile/Internet       8,333       8,333       6,831       1,502         Travel Office       37,500       37,500       17,535       19,965         Travel Committee       133,333       133,333       105,689       27,644         Supplies       8,333       8,333       6,557       1,776         Maintenance/Buildout       16,667       16,667       7,850       8,817         Printing       12,500       12,500       7,232       5,268         IT/Furniture/Software       33,333       33,334       13,055       20,279         Subscriptions       4,167       4,167       767       3,400         Depreciation       -0-       -0-       7,881       7,881)         Miscellaneous       3,333       3,333       32       3,301         Rent & Utilities       37,500       37,500       27,567       9,933								(	
Telephone/Mobile/Internet         8,333         8,333         6,831         1,502           Travel Office         37,500         37,500         17,535         19,965           Travel Committee         133,333         133,333         105,689         27,644           Supplies         8,333         8,333         6,557         1,776           Maintenance/Buildout         16,667         16,667         7,880         8,817           Printing         12,500         12,500         7,232         5,268           IT/Furniture/Software         33,333         33,334         13,055         20,279           Subscriptions         4,167         4,167         767         3,400           Depreciation         -0-         -0-         7,881         7,881           Miscellaneous         3,333         3,333         32         3,301           Rent & Utilities         37,500         37,500         27,567         9,933	Total Compliance	\$	187,500	\$	187,500	\$	139,697	\$	47,803
Telephone/Mobile/Internet         8,333         8,333         6,831         1,502           Travel Office         37,500         37,500         17,535         19,965           Travel Committee         133,333         133,333         105,689         27,644           Supplies         8,333         8,333         6,557         1,776           Maintenance/Buildout         16,667         16,667         7,880         8,817           Printing         12,500         12,500         7,232         5,268           IT/Furniture/Software         33,333         33,334         13,055         20,279           Subscriptions         4,167         4,167         767         3,400           Depreciation         -0-         -0-         7,881         7,881           Miscellaneous         3,333         3,333         32         3,301           Rent & Utilities         37,500         37,500         27,567         9,933									
Travel Office         37,500         37,500         17,535         19,965           Travel Committee         133,333         133,333         105,689         27,644           Supplies         8,333         8,333         6,557         1,776           Maintenance/Buildout         16,667         16,667         7,850         8,817           Printing         12,500         12,500         7,232         5,268           IT/Furniture/Software         33,333         33,334         13,055         20,279           Subscriptions         4,167         4,167         767         3,400           Depreciation         -0-         -0-         7,881         (7,881)           Miscellaneous         3,333         3,333         32         3,301           Rent & Utilities         37,500         37,500         27,567         9,933	Accounting/Financials	\$		\$		\$		(\$	24,079)
Travel Committee     133,333     133,333     105,689     27,644       Supplies     8,333     8,333     6,557     1,776       Maintenance/Buildout     16,667     16,667     7,850     8,817       Printing     12,500     12,500     7,232     5,268       IT/Furniture/Software     33,333     33,334     13,055     20,279       Subscriptions     4,167     4,167     767     3,400       Depreciation     -0-     -0-     7,881     7,881       Miscellaneous     3,333     3,333     32     3,301       Rent & Utilities     37,500     37,500     27,567     9,933	Telephone/Mobile/Internet		8,333		8,333		6,831		1,502
Supplies       8,333       8,333       6,557       1,776         Maintenance/Buildout       16,667       16,667       7,850       8,817         Printing       12,500       12,500       7,232       5,268         IT/Furniture/Software       33,333       33,334       13,055       20,279         Subscriptions       4,167       4,167       767       3,400         Depreciation       -0-       -0-       7,881       (7,881)         Miscellaneous       3,333       3,333       32       3,301         Rent & Utilities       37,500       37,500       27,567       9,933			37,500		37,500		17,535		19,965
Maintenance/Buildout     16,667     16,667     7,850     8,817       Printing     12,500     12,500     7,232     5,268       IT/Furniture/Software     33,333     33,334     13,055     20,279       Subscriptions     4,167     4,167     767     3,400       Depreciation     -0-     -0-     7,881     ( 7,881)       Miscellaneous     3,333     3,333     32     3,301       Rent & Utilities     37,500     37,500     27,567     9,933	Travel Committee		133,333		133,333		105,689		27,644
Printing     12,500     12,500     7,232     5,268       IT/Furniture/Software     33,333     33,334     13,055     20,279       Subscriptions     4,167     4,167     767     3,400       Depreciation     -0-     -0-     7,881     ( 7,881)       Miscellaneous     3,333     3,333     32     3,301       Rent & Utilities     37,500     37,500     27,567     9,933	Supplies		8,333		8,333		6,557		1,776
IT/Furniture/Software     33,333     33,334     13,055     20,279       Subscriptions     4,167     4,167     767     3,400       Depreciation     -0-     -0-     7,881     ( 7,881)       Miscellaneous     3,333     3,333     32     3,301       Rent & Utilities     37,500     37,500     27,567     9,933	Maintenance/Buildout		16,667		16,667		7,850		8,817
Subscriptions     4,167     4,167     767     3,400       Depreciation     -0-     -0-     7,881     ( 7,881)       Miscellaneous     3,333     3,333     32     3,301       Rent & Utilities     37,500     37,500     27,567     9,933	Printing		12,500		12,500		7,232		5,268
Depreciation         -0-         -0-         7,881         7,881           Miscellaneous         3,333         3,333         32         3,301           Rent & Utilities         37,500         37,500         27,567         9,933	IT/Furniture/Software		33,333		33,334		13,055		20,279
Miscellaneous         3,333         3,333         32         3,301           Rent & Utilities         37,500         37,500         27,567         9,933	Subscriptions		4,167		4,167		767		3,400
Rent & Utilities 37,500 37,500 27,567 9,933	Depreciation		-0-		-0-		7,881	(	7,881)
Rent & Utilities 37,500 37,500 27,567 9,933			3,333		3,333			•	
Total General Administrative \$ 1,332,749 \$ 1,332,752 \$ 1,015,657 \$ 317,095	Rent & Utilities						27,567		
	Total General Administrative	\$	1,332,749	\$	1,332,752	\$	1,015,657	\$	317,095

# **Budgetary Comparison Schedule**

## For the Ten Months Ended July 31, 2019

Budget Favo Original Amended Actual (Unfav  Contingency Fund:	orable) 443,438 443,438
Contingency Fund:	
Contingency Fund:	
d 0,000,000 d 440,400 d	
Contingency Fund \$ 2,003,083 \$ 443,438 \$ -0- \$	112 120
Total Contingency Fund \$ 2,003,083 \$ 443,438 \$ -0- \$	443,436
International Relations:	
EMP India \$ -0- \$ 8,333 \$ -0- \$	8,333
UES 2020 -0- 70,833 -0-	70,833
Total International Relations \$ -0- \$ 79,166 \$ -0- \$	79,166
Industry Relations:	
Annual Reports \$ 12,500 \$ 12,500 \$ 1,322 \$	11,178
Informational Materials 29,167 29,167 27,005	2,162
Travel/Handler Visits Workshop Materials 41,667 41,667 38,130	3,537
WS - Field Events 650,000 650,000 -0-	650,000
Total Industry Relations \$ 733,334 \$ 733,334 \$ 66,457 \$	666,877
Marketing:	
APC Events:	0.17
Fruit Logistical \$ 12,500 \$ 12,500 \$ 11,583 \$	917
Asia Logistical 12,500 12,500 -0-	12,500
PMA 8,333 8,333 7,115	1,218
Total APC Events \$ 33,333 \$ 33,333 \$ 18,698 \$	14,635
Weber Shandwick \$ 2,500,000 \$ 3,583,333 \$ 3,786,687 (\$	203,354)
Market Access Program Assistance 208,333 492,979 295,788	197,191
Branded Materials/Give Away 62,500 62,500 6,530	55,970
APC Travel for Events 20,833 20,833 22,104 (	1,271)
USDA Marketing Events 8,333 8,333 2,251	6,082
Aspire IQ -0- 112,500 18,249	94,251
Miscellaneous 4,169 4,167 3,640	527
Total Marketing \$ 2,837,501 \$ 4,317,978 \$ 4,153,947 \$	164,031
Research:	
Health Benefit Baseline Study \$ 220,833 \$ 220,833 \$ -0- \$	220,833
Nut Health 83,333 83,333 -0-	83,333
Contingency Fund 333,333 333,333 252,248	81,085
Total Research \$ 637,499 \$ 637,499 \$ 252,248 \$	385,251
Strategic Planning:	
Strategic Planning         \$ -0-         \$ -0-         \$ 1,100,000         (\$	1,100,000)
Total Strategic Planning \$ -0- \$ 1,100,000 (\$	1,100,000)

# **Budgetary Comparison Schedule**

## For the Ten Months Ended July 31, 2019

	Bu	dget				Variance Favorable		
	 Original		Amended	 Actual	(U	nfavorable)		
Standardization:								
NASS Survey:								
January Prelim Report	\$ 131,667	\$	131,667	\$ 98,182	\$	33,485		
December Crop Estimate	 125,000		125,000	 -0-		125,000		
Total NASS Survey	\$ 256,667	\$	256,667	\$ 98,182	\$	158,485		
Contingency Fund	\$ 195,833	\$	195,833	\$ -0-	\$	195,833		
Previous Adopted Research	-0-		-0-	50,517	(	50,517)		
Travel	12,500		12,500	2,216		10,284		
Electronic Reporting Forms	 75,000		75,000	 -0-		75,000		
Total Standardization	\$ 540,000	\$	540,000	\$ 150,915	\$	389,085		
Total Operating Expenses	\$ 8,084,167	\$	8,084,167	\$ 6,739,224	\$	1,344,943		
Nonoperating Revenue:								
Interest Earned	\$ -0-	\$	-0-	\$ 126,224	\$	126,224		
Total Nonoperating Revenue	\$ -0-	\$	-0-	\$ 126,224	\$	126,224		
Change in Net Position	\$ -0-	\$	-0-	\$ 888,782	\$	888,782		

## **Operating Budget**

# For the One Month and Ten Months Ended July 31, 2019 and the Year Ended September 30, 2019

	One Mon July 3	ed	Ten Months Ended July 31, 2019					Fiscal Year Ended September 30, 2019	
	 Actual	Oper	ating Budget		Actual	Ope	rating Budget	Ope	rating Budget
Operating Revenue:									
2016 Assessment Income - Carry Over	\$ -0-	\$	-0-	\$	366	\$	-0-	\$	-0-
2017 Assessment Income	-0-		-0-		331,359		-0-		-0-
2017 - 2018 Remaining	-0-		91,667		393,573		916,667		1,100,000
2018 - 2019 Improved	150,019		625,250		6,029,648		6,252,500		7,503,000
2018 - 2019 Native/Seedlings	327		61,000		316,053		610,000		732,000
2018 - 2019 Substandard	 20,895		30,500		430,783		305,000		366,000
Total Operating Revenue	\$ 171,241	\$	808,417	\$	7,501,782	\$	8,084,167	\$	9,701,000
Operating Expenses:									
General Administrative:									
Staff and Administrative:									
Salaries	\$ 50,167	\$	65,000	\$	518,225	\$	650,000	\$	780,000
Benefits	5,802		6,667		46,951		66,667		80,000
Taxes	 2,537		7,150		38,360		71,500		85,800
Total Staff and Administrative	\$ 58,506	\$	78,817	\$	603,536	\$	788,167	\$	945,800
Insurance:									
Travel	\$ -0-	\$	208	\$	-0-	\$	2,083	\$	2,500
General	9		667		3,477		6,667		8,000
D&O/Members	631		1,250		6,372		12,500		15,000
Fidelity	 -0-		333		-0-		3,335		4,000
Total Insurance	\$ 640	\$	2,458	\$	9,849	\$	24,585	\$	29,500

## **Operating Budget**

# For the One Month and Ten Months Ended July 31, 2019 and the Year Ended September 30, 2019

	One Month Ended July 31, 2019						Ten Months Ended July 31, 2019				
		Actual	Opera	Operating Budget		Actual	Operating Budget		Operating Budge		
Compliance:											
Attorney/Crisis Management	\$	-0-	\$	2,083	\$	7,130	\$	20,833	\$	25,000	
Audit Financial		-0-		2,500		10,500		25,000		30,000	
Compliance Travel		735		4,583		956		45,833		55,000	
Sheller/Handler Audits		8,000		9,167		115,207		91,667		110,000	
Printing/Forms/Postage		1,572		417		5,904		4,167		5,000	
Total Compliance	\$	10,307	\$	18,750	\$	139,697	\$	187,500	\$	225,000	
Accounting/Financials	\$	-0-	\$	3,750	\$	61,579	\$	37,500	\$	45,000	
Telephone/Mobile/Internet		1,019		833		6,831		8,333		10,000	
Travel Office		2,992		3,750		17,535		37,500		45,000	
Travel Committee		10,000		13,333		105,689		133,333		160,000	
Supplies		213		833		6,557		8,333		10,000	
Maintenance/Buildout		-0-		1,667		7,850		16,667		20,000	
Printing		378		1,250		7,232		12,500		15,000	
IT/Furniture/Software		583		3,333		13,055		33,334		40,000	
Subscriptions		16		417		767		4,167		5,000	
Depreciation		788		-0-		7,881		-0-		-0-	
Miscellaneous	(	397)		333		32		3,333		4,000	
Rent & Utilities		-0-		3,750		27,567		37,500		45,000	
Total General Administrative	\$	85,045	\$	133,275	\$	1,015,657	\$	1,332,752	\$	1,599,300	
Contingency Fund:											
Contingency Fund	\$	-0-	\$	44,344	\$	-0-	\$	443,438	\$	532,125	
Total Contingency Fund	\$	-0-	\$	44,344	\$	-0-	\$	443,438	\$	532,125	

## **Operating Budget**

# For the One Month and Ten Months Ended July 31, 2019 and the Year Ended September 30, 2019

	One Month Ended July 31, 2019				Ten Months Ended July 31, 2019					Fiscal Year Ended September 30, 2019		
		Actual Operating Budget				Actual	Ope	rating Budget	Operating Budget			
Industry Relations:												
Annual Reports	\$	-0-	\$	1,250	\$	1,322	\$	12,500	\$	15,000		
Informational Materials		-0-		2,917		27,005		29,167		35,000		
Travel/Handler Visits Workshop Materials		2,970		4,167		38,130		41,667		50,000		
WS - Field Events		-0-		65,000		-0-		650,000		780,000		
Total Industry Relations	\$	2,970	\$	73,333	\$	66,457	\$	733,334	\$	880,000		
International Relations:												
EMP India	\$	-0-	\$	833	\$	-0-	\$	8,333	\$	10,000		
UES 2020		-0-		7,083		-0-		70,833		85,000		
Total International Relations	\$	-0-	\$	7,917	\$	-0-	\$	79,166	\$	95,000		
Marketing:												
APC Events:												
Fruit Logistical	\$	-0-	\$	1,250	\$	11,583	\$	12,500	\$	15,000		
Asia Logistical		-0-		1,250		-0-		12,500		15,000		
PMA		20		833		7,115		8,333		10,000		
Total APC Events	\$	20	\$	3,333	\$	18,698	\$	33,333	\$	40,000		
Weber Shandwick	\$	260,507	\$	358,333	\$	3,786,687	\$	3,583,333	\$	4,300,000		
Market Access Program Assistance		-0-		49,298		295,788		492,979		591,575		
Branded Materials/Give Away		-0-		6,250		6,530		62,500		75,000		
APC Travel for Events		2,377		2,083		22,104		20,833		25,000		
USDA Marketing Events		-0-		833		2,251		8,333		10,000		
Aspire IQ		-0-		11,250		18,249		112,500		135,000		
Miscellaneous		-0-		417		3,640		4,167		5,000		
Total Marketing	\$	262,904	\$	431,798	\$	4,153,947	\$	4,317,978	\$	5,181,575		

## **Operating Budget**

# For the One Month and Ten Months Ended July 31, 2019 and the Year Ended September 30, 2019

		One Month Ended				Ten Mon	Fiscal Year Ended			
			1, 2019			July 3 Actual			mber 30, 2019	
Research:		Actual	Oper	ating Budget		Actual	Оре	rating Budget	Ope	rating Budget
Health Benefit Baseline Study	\$	-0-	\$	22,083	\$	-0-	\$	220,833	\$	265,000
Nut Health	•	-0-	Ψ.	8,333	•	-0-	*	83,333		100,000
Contingency Fund		28,249		33,333		252,248		333,333		400,000
Total Research	\$	28,249	\$	63,750	\$	252,248	\$	637,499	\$	765,000
Strategic Planning:										
Strategic Planning	\$	-0-	\$	-0-	\$	1,100,000	\$	-0-	\$	-0-
Total Strategic Planning	\$	-0-	\$	-0-	\$	1,100,000	\$	-0-	\$	-0-
Standardization:										
NASS Survey:										
January Prelim Report	\$	-0-	\$	13,167	\$	98,182	\$	131,667	\$	158,000
December Crop Estimate		-0-		12,500		-0-		125,000		150,000
Total NASS Survey	\$	-0-	\$	25,667	\$	98,182	\$	256,667	\$	308,000
Contingency Fund	\$	-0-	\$	19,583	\$	-0-	\$	195,833	\$	235,000
Previous Adopted Research		-0-		-0-		50,517		-0-		-0-
Travel		-0-		1,250		2,216		12,500		15,000
Electronic Reporting Forms		-0-		7,500		-0-		75,000		90,000
Total Standardization	\$	-0-	\$	54,000	\$	150,915	\$	540,000	\$	648,000
Total Operating Expenses	\$	379,168	\$	808,417	\$	6,739,224	\$	8,084,167	\$	9,701,000
Nonperating Revenue:										
Interest Earned	\$	11,457	\$	-0-	\$	126,224	\$	-0-	\$	-0-
Total Nonoperating Revenue	\$	11,457	\$	-0-	\$	126,224	\$	-0-	\$	-0-
Change in Net Position	(\$	196,470)	\$	-0-	\$	888,782	\$	-0-	\$	-0-

See Accountants' Compilation Report.