



ARMSTRONG BACKUS & CO., LLP

Certified Public Accountants



AMERICAN PECAN COUNCIL

Compiled Financial Statements

For the One Month and Three Months Ended

December 31, 2024

515 West Harris Avenue • Post Office Box 71 • San Angelo, Texas 76902-0071

Phone (325) 653-6854 • Fax (325) 655-5857 • www.armstrongbackus.com



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 statement of net position – enterprise fund as of December 31, 2024 and the related statement of revenues, expenses, and changes in net position – enterprise fund, statement of cash flows – enterprise fund for the one month and three 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. 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 budgetary comparison schedule on page 5 be presented to supplement the basic financial statements. 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 the financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. Such information is the responsibility of management. Management has omitted the management discussion and analysis that the Governmental Accounting Standards Board requires to be presented to supplement the basic financial statements. Such missing information, 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 the financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. The required supplementary information was subject to our compilation engagement. We have not audited or reviewed the required supplementary information and do not express an opinion, a conclusion, nor provide any assurance on such information.

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, these 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 three months ended December 31, 2024 and the year ended September 30, 2025 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
January 23, 2025

AMERICAN PECAN COUNCIL

Statement of Net Position - Enterprise Fund

As of December 31, 2024

ASSETS

Current Assets:

Cash and Cash Equivalents	\$	3,424,798
Accounts Receivable		1,027,756
Prepaid Expenses		54,792
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Total Current Assets	\$	4,507,346

Noncurrent Assets:

Depreciable Capital Assets	\$	186,908
Accumulated Depreciation and Amortization	(161,230)
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Total Noncurrent Assets	\$	25,678

Other Assets:

Security Deposit	\$	5,875
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Total Other Assets	\$	5,875

TOTAL ASSETS

\$ 4,538,899

LIABILITIES AND NET POSITION

Current Liabilities:

Accounts Payable	\$	430,004
Noncurrent Lease Obligations Payable		20,198
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Total Current Liabilities	\$	450,202
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Total Liabilities	\$	450,202

Net Position:

Net Investment in Capital Assets	\$	5,480
Unrestricted		4,083,217
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Total Net Position	\$	4,088,697

TOTAL LIABILITIES AND NET POSITION

\$ 4,538,899

See Accountants' Compilation Report.

AMERICAN PECAN COUNCIL

Statement of Revenues, Expenses, and Changes in Net Position - Enterprise Fund

For the One Month and Three Months Ended December 31, 2024

	One Month	Three Months
Operating Revenue:		
2024-2025 Improved	\$ 277,821	\$ 931,460
Total Operating Revenue	\$ 277,821	\$ 931,460
Operating Expenses:		
General Administration:		
Administration:		
Contract Labor	\$ 53,134	\$ 168,712
Total Administration	\$ 53,134	\$ 168,712
Insurance:		
Travel	\$ 6,644	\$ 8,608
General	660	1,980
D&O/Members	445	1,765
Total Insurance	\$ 7,749	\$ 12,353
Compliance:		
Attorney/Crisis Management	\$ 2,335	\$ 11,900
Sheller/Handler Audits	-0-	4,676
Printing/Forms/Postage	294	1,056
Total Compliance	\$ 2,629	\$ 17,632
Rent:		
Interest Expense	\$ 563	\$ 1,689
Amortization Expense	63	215
Total Rent	2,985	8,955
Accounting/Financials	\$ 5,400	\$ 14,850
Telephone/Mobile/Internet	1,246	3,526
Travel Committee	759	2,246
IT/Furniture/Software	2,521	9,611
Subscriptions	-0-	104
Depreciation	198	803
Miscellaneous	-0-	3
Total General Administration	\$ 77,247	\$ 240,699
Industry Relations:		
Association Sponsorship	\$ -0-	\$ 1,611
Total Industry Relations Activities	\$ -0-	\$ 1,611

See Accountants' Compilation Report.

AMERICAN PECAN COUNCIL

Statement of Revenues, Expenses, and Changes in Net Position - Enterprise Fund

For the One Month and Three Months Ended December 31, 2024

	One Month	Three Months
Research Contingency:		
Land IQ	\$ -0-	\$ 19,758
Total Industry Research	\$ -0-	\$ 19,758
Total Industry Relations	\$ -0-	\$ 21,369
International Relations:		
Unified Export Strategy	\$ 7,617	\$ 25,012
Market Access Program:	189	563
China	-0-	(2,577)
Total International Relations	\$ 7,806	\$ 22,998
Marketing:		
APC Travel for Events	\$ 6,924	\$ 10,780
Influencer Marketing	-0-	(8,200)
Total Marketing	500	1,500
Total Marketing	\$ 7,424	\$ 4,080
Grades and Standards:		
Quality Assurance Program	(\$ 52,500)	(\$ 157,500)
Total Grades and Standards	(\$ 52,500)	(\$ 157,500)
Total Operating Expenses	\$ 39,977	\$ 131,646
Operating Income	\$ 237,844	\$ 799,814
Nonoperating Revenues and Expenses:		
Interest Earned	\$ 4,793	\$ 15,959
Total Nonoperating Revenue	\$ 4,793	\$ 15,959
Change in Net Position	\$ 242,637	\$ 815,773
Net Position, Beginning as Previously Stated	\$ 3,875,937	\$ 3,554,988
Prior Period Adjustment	(29,877)	(282,064)
Net Position, Beginning as Restated	\$ 3,846,060	\$ 3,272,924
Net Position, Ending	\$ 4,088,697	\$ 4,088,697

See Accountants' Compilation Report.

AMERICAN PECAN COUNCIL

Statement of Cash Flows - Enterprise Fund

For the One Month and Three Months Ended December 31, 2024

	One Month	Three Months
Cash Flows From Operating Activities:		
Cash Received from Assessments	\$ 247,158	\$ 369,909
Cash Paid for Operating Expenses	(55,877)	(1,340,396)
Net Cash Used by Operating Activities	\$ 191,281	(\$ 970,487)
Cash Flows From Investing Activities:		
Cash Received from Interest Earned	\$ 4,793	\$ 15,959
Net Cash Provided by Investing Activities	\$ 4,793	\$ 15,959
Net Decrease in Cash	\$ 195,075	(\$ 955,528)
Cash, Beginning of Period	3,229,723	4,380,326
Cash, End of Period	\$ 3,424,798	\$ 3,424,798
Reconciliation of Operating Income to Net Cash Used by Operating Activities:		
Operating Income	\$ 237,844	\$ 799,814
Adjustments to Reconcile Operating Income to Net Cash Used by Operating Activities:		
Depreciation Expense	198	803
Amortization Expense	3,607	(6,740)
Changes in Assets and Liabilities:		
(Increase) Decrease in Accounts Receivable	(30,663)	(561,551)
(Increase) Decrease in Prepaid Expenses	1,792	(7,111)
Increase (Decrease) in Accounts Payable	(18,647)	(1,187,180)
Increase (Decrease) in Operating Lease	(2,850)	(8,522)
Net Cash Used by Operating Activities	\$ 191,281	(\$ 970,487)

See Accountants' Compilation Report.

AMERICAN PECAN COUNCIL

Budgetary Comparison Schedule

For the Three Months Ended December 31, 2024

	Budget		Actual	Variance
	Original	Amended		Favorable (Unfavorable)
Operating Revenue:				
2024-2025 Improved	\$ 645,000	\$ 645,000	\$ 931,460	\$ 286,460
Total Operating Revenue	\$ 645,000	\$ 645,000	\$ 931,460	\$ 286,460
Operating Expenses:				
General Administration:				
Administration	\$ 147,075	\$ 147,075	\$ 168,712	(\$ 21,637)
Compliance	96,876	96,876	17,632	79,244
Other General Administrative	86,874	86,874	54,355	32,519
Total General Administration	\$ 330,825	\$ 330,825	\$ 240,699	\$ 90,126
Contingency Fund	\$ 126,252	\$ 126,252	\$ -0-	\$ 126,252
Industry Relations	27,498	27,498	21,369	6,129
International Relations	362,832	362,832	22,998	339,834
Marketing	223,425	223,425	4,080	219,345
Grades and Standards	68,751	68,751	(157,500)	226,251
Total Operating Expenses	\$ 1,139,583	\$ 1,139,583	\$ 131,646	\$ 1,007,937
Operating Income (Loss)	(\$ 494,583)	(\$ 494,583)	\$ 799,814	\$ 1,294,397
Nonoperating Revenues and Expenses:				
Interest Earned	\$ -0-	\$ -0-	\$ 15,959	\$ 15,959
Past Outstanding	99,999	99,999	-0-	(99,999)
Carry Over - Health Research	86,250	86,250	-0-	(86,250)
Other Income:				
Emerging Marking Program (EMP)	62,499	62,499	-0-	(62,499)
Marketing Access Program (MAP)	162,501	162,501	-0-	(162,501)
Regional Agricultural Promotion Program (RAPP)	83,334	83,334	-0-	(83,334)
Total Nonoperating Revenue	\$ 494,583	\$ 494,583	\$ 15,959	(\$ 478,624)
Change in Net Position	\$ -0-	\$ -0-	\$ 815,773	\$ 815,773

See Accountants' Compilation Report.

AMERICAN PECAN COUNCIL

Operating Budget

For the One Month and Three Months Ended December 31, 2024 and Year Ended September 30, 2025

	One Month Ended December 31, 2024		Three Months Ended December 31, 2024		Fiscal Year Ended September 30, 2025
	Actual	Operating Budget	Actual	Operating Budget	Operating Budget
Operating Revenue:					
2024-2025 Improved	\$ 277,821	\$ 215,000	\$ 931,460	\$ 645,000	\$ 2,580,000
Total Operating Revenue	\$ 277,821	\$ 215,000	\$ 931,460	\$ 645,000	\$ 2,580,000
Operating Expenses:					
General Administration:					
Administration	\$ 53,134	\$ 49,025	\$ 168,712	\$ 147,075	\$ 588,295
Compliance	2,629	32,292	17,632	96,876	387,500
Other General Administration	21,484	28,958	54,355	86,874	347,500
Total General Administration	\$ 77,247	\$ 110,275	\$ 240,699	\$ 330,825	\$ 1,323,295
Contingency Fund	\$ -0-	\$ 42,084	\$ -0-	\$ 126,252	\$ 505,005
Industry Relations	-0-	9,166	21,369	27,498	110,000
International Relations	7,806	120,944	22,998	362,832	1,451,333
Marketing	7,424	74,475	4,080	223,425	893,700
Grades and Standards	(52,500)	22,917	(157,500)	68,751	275,000
Total Operating Expenses	\$ 39,977	\$ 379,861	\$ 131,646	\$ 1,139,583	\$ 4,558,333
Operating Income (Loss)	\$ 237,844	(\$ 164,861)	\$ 799,814	(\$ 494,583)	(\$ 1,978,333)
Nonoperating Revenues and Expenses:					
Interest Earned	\$ 4,793	\$ -0-	\$ 15,959	\$ -0-	\$ -0-
Past Outstanding	-0-	33,333	-0-	99,999	400,000
Carry Over - Health Research	-0-	28,750	-0-	86,250	345,000
Other Income:					
Emerging Marking Program (EMP)	-0-	20,833	-0-	62,499	250,000
Marketing Access Program (MAP)	-0-	54,167	-0-	162,501	650,000
Regional Agricultural Promotion Program (RAPP)	-0-	27,778	-0-	83,334	333,333
Total Nonoperating Revenue	\$ 4,793	\$ 164,861	\$ 15,959	\$ 494,583	\$ 1,978,333
Change in Net Position	\$ 242,637	\$ -0-	\$ 815,773	\$ -0-	\$ -0-

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