

# ARMSTRONG BACKUS & CO., LLP

Certified Public Accountants

## **AMERICAN PECAN COUNCIL**

**Compiled Financial Statements** 

For the One Month and Ten Months Ended
July 31, 2023

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 July 31, 2023 and the related statement of revenues, expenditures, and changes in net position – enterprise fund, and statement of cash flows – enterprise fund for the one month and ten 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. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

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part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical content.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, 2023 and year ended September 30, 2023 budgetary comparison schedule and operating budget are presented for the purpose of additional analysis and are 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 24, 2023



## **Statement of Net Position - Enterprise Fund**

# As of July 31, 2023

#### **ASSETS**

Current Assets:		
Cash and Cash Equivalents	\$	3,631,197
Accounts Receivable		48,059
Prepaid Expenses		54,491
Total Current Assets	\$	3,733,747
Noncurrent Assets:		
Depreciable Capital Assets	\$	164,046
Accumulated Depreciation and Amortization	(	84,478)
Total Noncurrent Assets	\$	79,568
Other Assets:		
Security Deposit	\$	5,875
Total Other Assets	\$	5,875
TOTAL ASSETS	\$	3,819,190
LIABILITIES AND NET POSITION		
Current Liabilities: Accounts Payable	\$	249,431
Noncurrent Lease Obligations Payable	Ψ	32,652
Total Current Liabilities	\$	282,083
Long-term Liabilities		
Lease Obligations Payable	\$	34,358
Total Long-term Liabilities	\$	34,358
Total Liabilities	\$	316,441
Net Position:		
Net Investment in Capital Assets	\$	12,558
Unrestricted		3,490,191
Total Net Position	\$	3,502,749
TOTAL LIABILITIES AND NET POSITION	\$	3,819,190

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

## For the One Month and Ten Months July 31, 2023

		ne Month	T	Ten Months			
Operating Revenues:							
Assessment Income	_\$	14,542	\$	2,226,914			
Total Operating Revenue	\$	14,542	\$	2,226,914			
Operating Expenses:							
General Administrative:							
Staff and Administrative	\$	43,005	\$	427,050			
Insurance		1,453		12,966			
Compliance		40,667		97,842			
Other General Administrative		10,826		179,098			
Industry Relations:							
Industry Relations Activities		4,417		140,397			
Industry Research		-0-		285,000			
International Relations		100,000		1,065,263			
Marketing		100,414		743,781			
Grades and Standards		-0-		25,000			
Total Operating Expenses	\$	300,782	\$	2,976,397			
Operating Income (Loss)	(\$	286,240)	(\$	749,483)			
Nonoperating Revenues (Expenses):							
Interest Earned	\$	9,994	\$	55,888			
Marketing Access Program (MAP)		675,770		675,770			
Total Nonoperating Revenues	\$	685,764	\$	731,658			
Change in Net Position	\$	399,524	(\$	17,825)			
Net Position, Beginning as Previously Stated	\$	3,317,694	\$	3,513,893			
Prior Period Adjustment	(	214,469)	-	6,681			
Net Position, Beginning as Restated	\$	3,103,225	\$	3,520,574			
Net Position, Ending	\$	3,502,749	\$	3,502,749			

# **Statement of Cash Flows - Enterprise Fund**

## For the One Month and Ten Months Ended July 31, 2023

	0	ne Month	T	en Months
Cash Flows From Operating Activities:				
Cash Received from Assessments	\$	17,718	\$	2,499,208
Cash Paid for Salaries and Benefits	(	43,005)	(	427,050)
Cash Paid for Operating Expenses	(	296,863)	(	3,044,857)
Net Cash Provided (Used) by Operating Activities	(\$	322,150)	(\$	972,699)
Cash Flows From Investing Activities:				
Cash Received from Interest Earned	\$	9,994	\$	55,888
Net Cash Provided (Used) by Investing Activities	\$	9,994	\$	55,888
Net Increase (Decrease) in Cash	\$	363,614	(\$	241,041)
Cash, Beginning of Period		3,267,583		3,872,238
Cash, End of Period	\$	3,631,197	\$	3,631,197
Reconciliation of Operating Income (Loss) to Net Cash				
Provided (Used) by Operating Activities:				
Operating Income (Loss)	(\$	286,240)	(\$	749,483)
Adjustments to Reconcile Operating Income (Loss) to Net Cash Provided (Used) by Operating Activities:				
Depreciation Expense		322		3,756
Amortization Expense		2,985		29,849
Changes in Assets and Liabilities:		_,,		
(Increase) Decrease in Accounts Receivable		3,176		272,294
(Increase) Decrease in Prepaid Expenses		102,769		113,329
Increase (Decrease) in Accounts Payable	(	142,559)	(	616,769)
Increase (Decrease) in Operating Lease	<u>(</u>	2,603)	(	25,675)
Net Cash Provided (Used) by Operating Activities	(\$	322,150)	(\$	972,699)

## **Budgetary Comparison Schedule**

		Bu	dget			Variance Favorable (Unfavorable)	
		Original		Amended	Actual		
Operating Revenue:					_		, , , , , , , , , , , , , , , , , , ,
2022-2023 Improved	\$	2,175,000	\$	2,175,000	\$ 2,226,914	\$	51,914
Total Operating Revenue	\$	2,175,000	\$	2,175,000	\$ 2,226,914	\$	51,914
Operating Expenses:							
General Administration:							
Staff and Administration:							
Contract Labor	_\$	477,500	\$	477,500	\$ 427,050	\$	50,450
Total Staff and Administration	\$	477,500	\$	477,500	\$ 427,050	\$	50,450
Insurance:							
Travel	\$	2,250	\$	2,250	\$ 725	\$	1,525
General		6,420		6,420	3,879		2,541
D&O/Members		10,830		10,830	4,435		6,395
Fidelity		3,670		3,670	 3,927	(	257)
Total Insurance	\$	23,170	\$	23,170	\$ 12,966	\$	10,204

# **Budgetary Comparison Schedule**

# For the Ten Months Ended July 31, 2023

	 Bu	dget			Favorable	
	 Original		Amended	Actual	(Ur	nfavorable)
Compliance:						
Attorney/Crisis Management	\$ 20,830	\$	20,830	\$ -0-	\$	20,830
Audit Financial	16,670		16,670	22,000	(	5,330)
Compliance Travel	37,500		37,500	-0-		37,500
Sheller/Handler Audits	125,000		125,000	74,900		50,100
Printing/Forms/Postage	 8,330		8,330	942		7,388
Total Compliance	\$ 208,330	\$	208,330	\$ 97,842	\$	110,488
Rent:	\$ 41,670	\$	41,670	\$ 6,072	\$	35,598
Interest Expense	-0-		-0-	2,450	(	2,450)
Amortization Expense	 -0-		-0-	 29,849	(	29,849)
Total Rent	\$ 41,670	\$	41,670	\$ 38,371	\$	3,299
Accounting/Financials	\$ 65,000	\$	65,000	\$ 63,058	\$	1,942
Telephone/Mobile/Internet	16,670		16,670	13,275		3,395
Travel Office	41,670		41,670	1,744		39,926
Travel Committee	83,330		83,330	11,536		71,794
Supplies	8,330		8,330	3,136		5,194
Maintenance/Buildout	12,500		12,500	-0-		12,500
Printing	16,670		16,670	3,190		13,480
IT/Furniture/Software	20,830		20,830	21,642	(	812)
Subscriptions	16,670		16,670	16,248		422
Depreciation	-0-		-0-	3,756	(	3,756)
Miscellaneous	 4,170		4,170	3,142		1,028
Total General Administration	\$ 1,036,510	\$	1,036,510	\$ 716,956	\$	319,554
Contingency Fund	\$ 451,830	\$	451,830	\$ -0-	\$	451,830

See Accountants' Compilation Report.

# **Budgetary Comparison Schedule**

		Bud	dget			Favorable		
	(	Original		Amended	Actual	(Un	favorable)	
Industry Relations:		_					_	
Compliance:								
Compliance Materials	\$	4,170	\$	4,170	\$ -0-	\$	4,170	
Workshops		4,170		4,170	 -0-		4,170	
Total Compliance	\$	8,340	\$	8,340	\$ -0-	\$	8,340	
Industry Relations Activities:								
Annual Reports	\$	6,670	\$	6,670	\$ -0-	\$	6,670	
Communication Materials		41,670		41,670	42,748	(	1,078)	
Travel		41,670		41,670	68,018	(	26,348)	
Association Sponsorship		58,330		58,330	13,463		44,867	
Handler Portal Maintenance		58,330		58,330	-0-		58,330	
Meltwater		18,330		18,330	 16,168		2,162	
Total Industry Relations Activities	\$	225,000	\$	225,000	\$ 140,397	\$	84,603	
Industry Research:								
NASS	\$	187,500	\$	187,500	\$ 225,000	(\$	37,500)	
Research Contingency		83,320		83,320	60,000		23,320	
Total Industry Research	\$	270,820	\$	270,820	\$ 285,000	(\$	14,180)	
Total Industry Relations	\$	504,160	\$	504,160	\$ 425,397	\$	78,763	

# **Budgetary Comparison Schedule**

	Bue	dget			Favorable		
	 Original		Amended	Actual	(Unfavorable)		
International Relations:							
Unified Export Strategy/Emerging Market Proposal	\$ 79,170	\$	79,170	\$ 95,000	(\$	15,830)	
International Nut Congress-Nut Health Research	83,330		83,330	100,000	(	16,670)	
Travel	66,670		66,670	5,794		60,876	
Emerging Market Program Research	250,000		250,000	-0-		250,000	
Market Access Program:							
UK/Germany	541,670		541,670	486,375		55,295	
China	750,000		750,000	378,094		371,906	
Contingency Fund	 416,670		416,670	-0-		416,670	
Total International Relations	\$ 2,187,510	\$	2,187,510	\$ 1,065,263	\$	1,122,247	
Marketing:							
APC Travel for Events	\$ 33,330	\$	33,330	\$ -0-	\$	33,330	
Aspire IQ	291,670		291,670	158,134		133,536	
iHeart Media/Digital Magnet	-0-		-0-	45,000	(	45,000)	
Eat Well Global	416,670		416,670	398,922		17,748	
IRI Reporting	125,000		125,000	-0-		125,000	
RFTB Website	20,000		20,000	-0-		20,000	
Research - Nut Health	 320,830		320,830	45,383		275,447	
Total Marketing	\$ 1,207,500	\$	1,207,500	\$ 743,781	\$	463,719	

# **Budgetary Comparison Schedule**

		Bu	dget				Favorable		
		Original		Amended		Actual	(Unfavorable)		
Grades and Standards:									
Travel	\$	25,000	\$	25,000	\$	-0-	\$	25,000	
Shelf-Life Study:									
Prior Year Carry-over		83,420		83,420		-0-		83,420	
Quality Assurance Program		41,670		41,670		25,000		16,670	
Total Grades and Standards	\$	150,090	\$	150,090	\$	25,000	\$	125,090	
Total Operating Expenses	\$	5,537,600	\$	5,537,600	\$	2,976,397	\$	2,561,203	
Operating Income (Loss)	(\$	3,362,600)	(\$	3,362,600)	(\$	749,483)	\$	2,613,117	
Nonperating Revenues and Expenses:									
Interest Earned	\$	-0-	\$	-0-	\$	55,888	\$	55,888	
Past Outstanding		333,340		333,340		-0-	(	333,340)	
Prior Year Carry-over - 2020 Expense Offset		612,590		612,590		-0-	(	612,590)	
Reserve		583,330		583,330		-0-	(	583,330)	
EMP Funding		416,670		416,670		-0-	(	416,670)	
Marketing Access Program (MAP)		1,416,670		1,416,670		675,770	(	740,900)	
Total Nonoperating Revenue	\$	3,362,600	\$	3,362,600	\$	731,658	(\$	2,630,942)	
Change in Net Position	\$	-0-	\$	-0-	(\$	17,825)	(\$	17,825)	

## **Operating Budget**

	One Month Ended July 31, 2023							Ten Months Ended July 31, 2023					
		Actual	Operating Budget			Actual	Operating Budget		Operating Budget				
Operating Revenue:													
2022-2023 Improved	\$	14,542	\$	217,500	\$	2,226,914	\$	2,175,000	\$	2,610,000			
<b>Total Operating Revenue</b>	\$	14,542	\$	217,500	\$	2,226,914	\$	2,175,000	\$	2,610,000			
Operating Expenses:													
General Administration:													
Staff and Administration:													
Contract Labor	\$	43,005	\$	47,750	\$	427,050	\$	477,500	\$	573,000			
Total Staff and Administration	\$	43,005	\$	47,750	\$	427,050	\$	477,500	\$	573,000			
Insurance:													
Travel	\$	-0-	\$	225	\$	725	\$	2,250	\$	2,700			
General		1,009		642		3,879		6,420		7,700			
D&O/Members		444		1,083		4,435		10,830		13,000			
Fidelity		-0-		367		3,927		3,670		4,400			
Total Insurance	\$	1,453	\$	2,317	\$	12,966	\$	23,170	\$	27,800			

# **Operating Budget**

		One Mo July 3	nth En 31, 202		July 31, 2023					Fiscal Year Ended September 30, 2023	
Compliance		Actual	Opera	ating Budget		Actual	Operati	ing Budget	Oper	ating Budget	
Compliance:	\$	-0-	ф	2,083	\$	-0-	\$	20,830	\$	25,000	
Attorney/Crisis Management Audit Financial	φ	22,000	Φ	2,063 1,667	φ	22,000	φ	20,630 16,670	φ	20,000	
Compliance Travel		-0-		3,750		-0-		37,500		45,000	
Sheller/Handler Audits		18,667		12,500		74,900		125,000		150,000	
Printing/Forms/Postage		-0-		833		942		8,330		10,000	
Total Compliance	\$	40,667	\$	20,833	\$	97,842	\$	208,330	\$	250,000	
Rent:	\$	549	\$	4,167	\$	6,072	\$	41,670	\$	50,000	
Interest Expense		209		-0-		2,450		-0-		-0-	
Amortization Expense		2,985		-0-		29,849		-0-		-0-	
Total Rent	\$	3,743	\$	4,167	\$	38,371	\$	41,670	\$	50,000	
Accounting/Financials	\$	4,500	\$	6,500	\$	63,058	\$	65,000	\$	78,000	
Telephone/Mobile/Internet		1,085		1,667		13,275		16,670		20,000	
Travel Office		-0-		4,167		1,744		41,670		50,000	
Travel Committee		-0-		8,333		11,536		83,330		100,000	
Supplies		-0-		833		3,136		8,330		10,000	
Maintenance/Buildout		-0-		1,250		-0-		12,500		15,000	
Printing		251		1,667		3,190		16,670		20,000	
IT/Furniture/Software		804		2,083		21,642		20,830		25,000	
Subscriptions		84		1,667		16,248		16,670		20,000	
Depreciation		322		-0-		3,756		-0-		-0-	
Miscellaneous		37		417		3,142		4,170		5,000	
Total General Administration	\$	95,951	\$	103,651	\$	716,956	\$	1,036,510	\$	1,243,800	
Contingency Fund	\$	-0-	\$	45,183	\$	-0-	\$	451,830	\$	542,200	

### **Operating Budget**

	One Month Ended July 31, 2023					Ten Mon July 3			Fiscal Year Ended September 30, 2023	
		Actual	Opera	ating Budget		Actual	Ope	rating Budget	Oper	ating Budget
Industry Relations:	<u></u>									
Compliance:										
Compliance Materials	\$	-0-	\$	417	\$	-0-	\$	4,170	\$	5,000
Workshops		-0-		417		-0-		4,170		5,000
Total Compliance	\$	-0-	\$	834	\$	-0-	\$	8,340	\$	10,000
Industry Relations Activities:										
Annual Reports	\$	-0-	\$	667	\$	-0-	\$	6,670	\$	8,000
Communication Materials		2,800		4,167		42,748		41,670		50,000
Travel		-0-		4,167		68,018		41,670		50,000
Association Sponsorship		-0-		5,833		13,463		58,330		70,000
Handler Portal Maintenance		-0-		5,833		-0-		58,330		70,000
Meltwater		1,617		1,833		16,168		18,330		22,000
Total Industry Relations Activities	\$	4,417	\$	22,500	\$	140,397	\$	225,000	\$	270,000
Industry Research:										
NASS	\$	-0-	\$	18,750	\$	225,000	\$	187,500	\$	225,000
Research Contingency		-0-		8,332		60,000		83,320		100,000
Total Industry Research	\$	-0-	\$	27,082	\$	285,000	\$	270,820	\$	325,000
Total Industry Relations	\$	4,417	\$	50,416	\$	425,397	\$	504,160	\$	605,000

# **Operating Budget**

	One Month Ended July 31, 2023					Ten Mon July 3				iscal Year Ended ptember 30, 2023
		Actual	Ope	rating Budget		Actual	Oı	perating Budget	0	perating Budget
International Relations:										
Unified Export Strategy/Emerging Market Proposal	\$	-0-	\$	7,917	\$	95,000	\$	79,170	\$	95,000
International Nut Congress-Nut Health Research		100,000		8,333		100,000		83,330		100,000
Travel		-0-		6,667		5,794		66,670		80,000
Emerging Market Program Research		-0-		25,000		-0-		250,000		300,000
Market Access Program:										
UK/Germany		-0-		54,167		486,375		541,670		650,000
China		-0-		75,000		378,094		750,000		900,000
Contingency Fund		-0-		41,667		-0-		416,670		500,000
Total International Relations	\$	100,000	\$	218,751	\$	1,065,263	\$	2,187,510	\$	2,625,000
Marketing:										
APC Travel for Events	\$	-0-	\$	3,333	\$	-0-	\$	33,330	\$	40,000
Aspire IQ		23,713		29,167		158,134		291,670		350,000
iHeart Media/Digital Magnet		-0-		-0-		45,000		-0-		-0-
Eat Well Global		44,818		41,667		398,922		416,670		500,000
IRI Reporting		-0-		12,500		-0-		125,000		150,000
RFTB Website		-0-		2,000		-0-		20,000		24,000
Weber Shandwick		-0-		-0-		96,342		-0-		-0-
Research - Nuth Health		31,883		32,083		45,383		320,830		385,000
Total Marketing	\$	100,414	\$	120,750	\$	743,781	\$	1,207,500	\$	1,449,000

# **Operating Budget**

	One Month Ended July 31, 2023				Ten Months Ended July 31, 2023				Fiscal Year Ended September 30, 2023	
		Actual	Operating Budget			Actual	Operating Budget		Operating Budget	
Grades and Standards:										
Travel	\$	-0-	\$	2,500	\$	-0-	\$	25,000	\$	30,000
Shelf-Life Study:										
Prior Year Carry-over		-0-		8,342		-0-		83,420		100,108
Quality Assurance Program	-	-0-		4,167		25,000		41,670		50,000
Total Grades and Standards	\$	-0-	\$	15,009	\$	25,000	\$	150,090	\$	180,108
<b>Total Operating Expenses</b>	\$	300,782	\$	553,760	\$	2,976,397	\$	5,537,600	\$	6,645,108
Operating Income (Loss)	(\$	286,240)	(\$	336,260)	(\$	749,483)	(\$	3,362,600)	(\$	4,035,108)
Nonperating Revenues and Expenses:										
Interest Earned	\$	9,994	\$	-0-	\$	55,888	\$	-0-	\$	-0-
Past Outstanding		-0-		33,334				333,340		400,000
Prior Year Carry-over - 2022 Expense Offset		-0-		61,259		-0-		612,590		735,108
Other Income:										
Reserve		-0-		58,333		-0-		583,330		700,000
EMP Funding		-0-		41,667		-0-		416,670		500,000
Marketing Access Program (MAP)		675,770		141,667		675,770		1,416,670		1,700,000
<b>Total Nonoperating Revenue</b>	\$	685,764	\$	336,260	\$	731,658	\$	3,362,600	\$	4,035,108
Change in Net Position	\$	399,524	\$	-0-	(\$	17,825)	\$	-0-	\$	-0-