

# ARMSTRONG BACKUS & CO., LLP

Certified Public Accountants

## **AMERICAN PECAN COUNCIL**

**Compiled Financial Statements** 

For the One Month and Nine Months Ended
June 30, 2021



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 June 30, 2021 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 nine 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.

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part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical content.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 nine months ended June 30, 2021 and one year ended September 30, 2021 and the nine month 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 July 21, 2021



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

# As of June 30, 2021

#### **ASSETS**

Current Assets:		
Cash and Cash Equivalents	\$	7,307,371
Accounts Receivable		777,899
Prepaid Expenses		15,976
		·
Total Current Assets	\$	8,101,246
Noncurrent Assets:		
Depreciable Capital Assets	\$	41,520
Accumulated Depreciation	(	24,389)
Total Noncurrent Assets	\$	17,131
Other Assets:		
Security Deposit	\$	5,875
Security Deposit	φ	3,673
Total Other Assets	\$	5,875
TOTAL ASSETS	\$	8,124,252
LIABILITIES AND NET POSITION		
Current Liabilities:		
Accounts Payable	\$	280,896
Payroll Liability		148
Total Current Liabilities	\$	281,044
Total Liabilities	\$	281,044
Net Position:	4	17.101
Net Investment in Capital Assets	\$	17,131
Unrestricted		7,826,077
Total Net Position	\$	7,843,208
TOTAL LIABILITIES AND NET POSITION	\$	8,124,252

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

## For the One Month and Nine Months Ended June 30, 2021

	O	ne Month	Ni	ine Months
Operating Revenues:				
Assessment Income	\$	210,545	\$	9,142,343
Total Operating Revenue	\$	210,545	\$	9,142,343
Operating Expenses:				
General Administrative:				
Staff and Administrative	\$	67,455	\$	596,611
Insurance		3,930		14,906
Compliance		11,227		58,535
Other General Administrative		23,638		189,357
Industry Relations:				
Industry Relations Activities		12,952		31,320
Industry Research		-0-		108,200
International Relations		10,843		171,639
Marketing		275,768		5,543,151
Grades and Standards		11,250		101,251
Research		-0-		27,243
Total Operating Expenses	\$	417,063	\$	6,842,213
Nonoperating Revenues (Expenses):				
Interest Earned	\$	1,788	\$	11,392
Donations		-0-		23
Other Income:				
Marketing Access Program (MAP)		-0-		300,000
Total Nonoperating Revenues	\$	1,788	\$	311,415
Change in Net Position	(\$	204,731)	\$	2,611,545
Net Position, Beginning as Previously Stated	\$	7,994,838	\$	4,749,704
Prior Period Adjustment		53,101		481,959
Net Position, Beginning as Restated	\$	8,047,939	\$	5,231,663
Net Position, Ending	\$	7,843,208	\$	7,843,208

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

# For the One Month and Nine Months Ended June 30, 2021

	0	ne Month	Ni	ne Months
Cash Flows From Operating Activities:				
Cash Received from Assessments	\$	284,325	\$	9,503,984
Cash Received from Donors		-0-		23
Cash Received from Interest Earned		1,788		11,392
Cash Received from Marketing Access Program (MAP)		-0-		300,000
Cash Paid for Salaries and Benefits	(	67,455)	(	596,611)
Cash Paid for Operating Expenses	(	349,452)	(	6,971,771)
Net Cash Provided (Used) by Operating Activities	(\$	130,795)	\$	2,247,017
Cash Flows From Capital and Related Financing Activities	s:			
Acquistion of Capital Assets	\$	-0-	(\$	600)
Net Cash Provided (Used) by Capital Activities	\$	-0-	(\$	600)
Net Increase (Decrease) in Cash	(\$	130,795)	\$	2,246,417
Cash, Beginning of Period		7,438,166		5,060,954
Cash, End of Period	\$	7,307,371	\$	7,307,371
Reconciliation of Operating Income (Loss) to Net Cash				
Provided (Used) by Operating Activities:				
Income (Loss) from Operations	(\$	204,731)	\$	2,611,545
Adjustments to Reconcile Operation Income (Loss) to				
Net Cash Provided (Used) by Operating Activities:				
Depreciation Expense		692		6,228
Changes in Assets and Liabilities:				
(Increase) Decrease in Accounts Receivable		73,780		358,718
(Increase) Decrease in Prepaid Expenses		11,311		39,540
(Increase) Decrease in Other Current Assets		-0-		95,561
Increase (Decrease) in Accounts Payable	(	10,292)	(	864,723)
Increase (Decrease) in Payroll Tax Payable	(	1,555)		148
Net Cash Provided (Used) by Operating Activities	(\$	130,795)	\$	2,247,017

# **Budgetary Comparison Schedule**

	Buc	dget				Variance Favorable	
	 Original		Amended	Actual	(U	(Unfavorable)	
Operating Revenue:							
2019 Assessment Income	\$ 375,003	\$	375,003	\$ 27,253	(	347,750)	
2020-2021 Improved	5,268,942		5,268,942	7,923,739		2,654,797	
2020-2021 Native/Seedling	650,871		650,871	412,823	(	238,048)	
2020-2021 Substandard	 278,946		278,946	 778,528		499,582	
<b>Total Operating Revenue</b>	\$ 6,573,762	\$	6,573,762	\$ 9,142,343	\$	2,568,581	
Operating Expenses:							
General Administration:							
Staff and Administration:							
Salaries	\$ 591,903	\$	591,903	\$ 484,879	\$	107,024	
Benefits	78,750		78,750	77,086		1,664	
Taxes	 41,247		41,247	33,646		7,601	
Total Staff and Administration	\$ 711,900	\$	711,900	\$ 596,611	\$	115,289	
Insurance:							
Travel	\$ 2,025	\$	2,025	\$ 2,464	(\$	439)	
General	5,778		5,778	2,560		3,218	
D&O/Members	9,747		9,747	9,882	(	135)	
Fidelity	 3,303		3,303	-0-		3,303	
Total Insurance	\$ 20,853	\$	20,853	\$ 14,906	\$	5,947	

# **Budgetary Comparison Schedule**

	Bu	dget			F	Favorable		
	 Original	•	Amended	Actual	(Un	ıfavorable)		
Compliance:	 	•						
Attorney/Crisis Management	\$ 18,747	\$	18,747	\$ -0-	\$	18,747		
Audit Financial	15,003		15,003	-0-		15,003		
Compliance Travel	33,750		33,750	-0-		33,750		
Sheller/Handler Audits	127,503		127,503	47,500		80,003		
Printing/Forms/Postage	4,500		4,500	 11,035	(	6,535)		
Total Compliance	\$ 199,503	\$	199,503	\$ 58,535	\$	140,968		
Accounting/Financials	\$ 58,500	\$	58,500	\$ 52,296	\$	6,204		
Telephone/Mobile/Internet	11,250		11,250	14,100	(	2,850)		
Travel Office	29,997		29,997	9,425		20,572		
Travel Committee	97,497		97,497	-0-		97,497		
Supplies	7,497		7,497	5,277		2,220		
Maintenance/Buildout	11,250		11,250	-0-		11,250		
Printing	15,003		15,003	9,762		5,241		
IT/Furniture/Software	22,500		22,500	16,234		6,266		
Subscriptions	15,003		15,003	12,893		2,110		
Depreciation	-0-		-0-	6,228	(	6,228)		
Miscellaneous	3,753		3,753	2,910		843		
Rent	 63,747		63,747	60,232		3,515		
Total General Administration	\$ 1,268,253	\$	1,268,253	\$ 859,409	\$	408,844		
Contingency Fund	\$ 20,169	\$	20,169	\$ -0-	\$	20,169		

# **Budgetary Comparison Schedule**

		Bud	dget			F	Favorable		
		Original	A	Amended	Actual	(Un	favorable)		
Industry Relations:									
Compliance:									
Compliance Materials	\$	3,753	\$	3,753	\$ -0-	\$	3,753		
Workshops		3,753		3,753	-0-		3,753		
Total Compliance	\$	7,506	\$	7,506	\$ -0-	\$	7,506		
Industry Relations Activities:									
Annual Reports	\$	6,003	\$	6,003	\$ -0-	\$	6,003		
Communication Materials		56,250		56,250	7,431		48,819		
Travel		37,503		37,503	3,925		33,578		
WS-Field Events		299,997		299,997	-0-		299,997		
Association Sponsorship		52,497		52,497	13,047		39,450		
Handler Portal Maintenance		7,497		7,497	-0-		7,497		
Fishhook:									
Prior Year Carry-over		58,797		58,797	4,917		53,880		
Meltwater	-	7,497		7,497	2,000		5,497		
Total Industry Relations Activities	\$	526,041	\$	526,041	\$ 31,320	\$	494,721		
Industry Research:									
Land IQ									
Prior Year Carry-over	\$	160,497	\$	-0-	\$ 108,200	(\$	108,200)		
NASS		-0-		160,497	 -0-		160,497		
Total Industry Research	\$	160,497	\$	160,497	\$ 108,200	\$	52,297		
Total Industry Relations	\$	694,044	\$	694,044	\$ 139,520	\$	554,524		

# **Budgetary Comparison Schedule**

	Bu	dget			Favorable		
	Original		Amended	Actual	(Unfavorable)		
International Relations:							
Unified Export Strategy/Emerging Market Proposal	\$ -0-	\$	71,253	\$ 71,250	\$	3	
International Nut Congress-Nut Health Research	37,503		363,753	91,666		272,087	
Travel	1,003,500		37,503	7,223		30,280	
Marketing Access Program (MAP)	-0-		1,003,500	 1,500		1,002,000	
Total International Relations	\$ 1,404,756	\$	1,476,009	\$ 171,639	\$	1,304,370	
Marketing:							
Weber Shandwick	\$ 2,400,003	\$	2,400,003	\$ 3,313,974	(\$	913,971)	
APC Travel for Events	37,503		37,503	11,476		26,027	
Aspire IQ	127,503		127,503	71,202		56,301	
iHeart Media/Digital Magnet:							
Current Year	1,424,997		1,424,997	1,400,000		24,997	
Prior Year Carry-over	375,003		375,003	500,000	(	124,997)	
Eat Well Global	-0-		262,503	208,468		54,035	
NPSA Chef's Summit:							
Prior Year Carry-over	119,997		119,997	34,000		85,997	
Health Research	 288,747		288,747	 -0-		288,747	
Total Marketing	\$ 4,901,256	\$	5,036,256	\$ 5,543,151	(\$	506,895)	

# **Budgetary Comparison Schedule**

	Bu	dget				Favorable	
	 Original		Amended		Actual	(U	nfavorable)
Research Contingency	 			•			
Prior Year Carry-over	\$ 74,997	\$	74,997	\$	-0-	\$	74,997
Travel	15,084		15,084		-0-		15,084
Shelf-Life Study	127,503		127,503		-0-		127,503
Quality Assurance Program	 93,753		93,753		101,251	(	7,498)
Total Grades and Standards	\$ 311,337	\$	311,337	\$	101,251	\$	210,086
Research:							
Nut Health	\$ -0-	\$	-0-	\$	7,243	(\$	7,243)
Contigency Fund	 -0-		-0-		20,000	(	20,000)
Total Research	\$ -0-	\$	-0-	\$	27,243	(\$	27,243)
<b>Total Operating Expenses</b>	\$ 8,599,815	\$	8,806,068	\$	6,842,213	\$	1,963,855
Nonperating Revenues and Expenses:							
Interest Earned	\$ -0-	\$	-0-	\$	11,392	(\$	11,392)
Donations	628,803		628,803		23		628,780
Other Income:							
Reserve	232,497		600,003		-0-		600,003
EMP Funing	771,003		232,497		-0-		232,497
Marketing Access Program (MAP)	 771,003		771,003		300,000		471,003
<b>Total Nonoperating Revenue</b>	\$ 2,403,306	\$	2,232,306	\$	311,415	\$	1,920,891
Change in Net Position	\$ 377,253	\$	-0-	\$	2,611,545	\$	2,611,545
Change in Net Position	\$ 377,253	\$	-0-	\$	2,611,545	\$	2,611,5

# **Operating Budget**

	One Mo		Nine Mor June 3	al Year Ended ember 30, 2021		
	 Actual	 ating Budget	 Actual		erating Budget	 rating Budget
Operating Revenue:		 		_		 
2019 Assessment Income	\$ -0-	\$ 41,667	\$ 27,253	\$	375,003	\$ 500,000
2020-2021 Improved	201,759	585,438	7,923,739		5,268,942	7,025,250
2020-2021 Native/Seedling	1,497	72,319	412,823		650,871	867,825
2020-2021 Substandard	 7,289	30,994	 778,528		278,946	371,925
<b>Total Operating Revenue</b>	\$ 210,545	\$ 730,418	\$ 9,142,343	\$	6,573,762	\$ 8,765,000
Operating Expenses:						
General Administration:						
Staff and Administration:						
Salaries	\$ 55,838	\$ 65,767	\$ 484,879	\$	591,903	\$ 789,200
Benefits	7,352	8,750	77,086		78,750	105,000
Taxes	4,265	4,583	33,646		41,247	55,000
Contract Labor	 -0-	-0-	 1,000		-0-	-0-
Total Staff and Administration	\$ 67,455	\$ 79,100	\$ 596,611	\$	711,900	\$ 949,200
Insurance:						
Travel	\$ 1,332	\$ 225	\$ 2,464	\$	2,025	\$ 2,700
General	2,285	642	2,560		5,778	7,700
D&O/Members	313	1,083	9,882		9,747	13,000
Fidelity	 -0-	367	 -0-		3,303	4,400
Total Insurance	\$ 3,930	\$ 2,317	\$ 14,906	\$	20,853	\$ 27,800

# **Operating Budget**

	 One Mo June 3			Nine Mor June 3	Fiscal Year Ended September 30, 2021			
	 Actual	Oper	ating Budget	 Actual	Operating Budget		Ope	rating Budget
Compliance:								
Attorney/Crisis Management	\$ -0-	\$	2,083	\$ -0-	\$	18,747	\$	25,000
Audit Financial	-0-		1,667	-0-		15,003		20,000
Compliance Travel	-0-		3,750	-0-		33,750		45,000
Sheller/Handler Audits	11,000		14,167	47,500		127,503		170,000
Printing/Forms/Postage	 227		500	 11,035		4,500		6,000
Total Compliance	\$ 11,227	\$	22,167	\$ 58,535	\$	199,503	\$	266,000
Accounting/Financials	\$ 6,154	\$	6,500	\$ 52,296	\$	58,500	\$	78,000
Telephone/Mobile/Internet	1,288		1,250	14,100		11,250		15,000
Travel Office	1,000		3,333	9,425		29,997		40,000
Travel Committee	-0-		10,833	-0-		97,497		130,000
Supplies	165		833	5,277		7,497		10,000
Maintenance/Buildout	-0-		1,250	-0-		11,250		15,000
Printing	350		1,667	9,762		15,003		20,000
IT/Furniture/Software	315		2,500	16,234		22,500		30,000
Subscriptions	7,181		1,667	12,893		15,003		20,000
Depreciation	692		-0-	6,228		-0-		-0-
Miscellaneous	41		417	2,910		3,753		5,000
Rent	 6,452		7,083	 60,232		63,747		85,000
Total General Administration	\$ 106,250	\$	140,917	\$ 859,409	\$	1,268,253	\$	1,691,000
Contingency Fund	\$ -0-	\$	2,241	\$ -0-	\$	20,169	\$	26,892

# **Operating Budget**

	 One Mo	nth En 30, 202		Nine Mor June 3			Fiscal Year Ended September 30, 2021		
	 Actual	Opera	ting Budget	 Actual	Oper	ating Budget	Opera	ating Budget	
Industry Relations:									
Compliance:									
Compliance Materials	\$ -0-	\$	417	\$ -0-	\$	3,753	\$	5,000	
Workshops	 -0-		417	-0-		3,753		5,000	
Total Compliance	\$ -0-	\$	834	\$ -0-	\$	7,506	\$	10,000	
Industry Relations Activities:									
Annual Reports	\$ -0-	\$	667	\$ -0-	\$	6,003	\$	8,000	
Communication Materials	5,000		6,250	7,431		56,250		75,000	
Travel	2,000		4,167	3,925		37,503		50,000	
WS-Field Events	-0-		33,333	-0-		299,997		400,000	
Association Sponsorship	3,250		5,833	13,047		52,497		70,000	
Handler Portal Maintenance	-0-		833	-0-		7,497		10,000	
Fishhook:									
Prior Year Carry-over	702		6,533	4,917		58,797		78,400	
Meltwater	 2,000		833	2,000		7,497		10,000	
Total Industry Relations Activities	\$ 12,952	\$	58,449	\$ 31,320	\$	526,041	\$	701,400	
Industry Research:									
Land IQ									
Prior Year Carry-over	\$ -0-	\$	-0-	\$ 108,200	\$	-0-	\$	-0-	
NASS	 -0-		17,833	-0-		160,497		214,000	
Total Industry Research	\$ -0-	\$	17,833	\$ 108,200	\$	160,497	\$	214,000	
Total Industry Relations	\$ 12,952	\$	77,116	\$ 139,520	\$	694,044	\$	925,400	

# **Operating Budget**

	One Mor			Nine Mor June 3	Fiscal Year Ended September 30, 202			
	Actual	Op	erating Budget	Actual	Oı	perating Budget	Оре	erating Budget
International Relations:								
Unified Export Strategy/Emerging Market Proposal	\$ -0-	\$	7,917	\$ 71,250	\$	71,253	\$	95,000
International Nut Congress-Nut Health Research	8,333		40,417	91,666		363,753		485,000
Travel	2,510		4,167	7,223		37,503		50,000
Marketing Access Program (MAP)	-0-		111,500	1,500		1,003,500		1,338,000
Total International Relations	\$ 10,843	\$	164,001	\$ 171,639	\$	1,476,009	\$	1,968,000
Marketing:								
Weber Shandwick	\$ 244,887	\$	266,667	\$ 3,313,974	\$	2,400,003	\$	3,200,000
Branded Materials/Give Away	3,622		-0-	3,622		-0-		-0-
APC Events:						-0-		
PMA	-0-		-0-	409		-0-		-0-
APC Travel for Events	-0-		4,167	11,476		37,503		50,000
Aspire IQ	3,463		14,167	71,202		127,503		170,000
iHeart Media/Digital Magnet:								
Current Year	-0-		158,333	1,400,000		1,424,997		1,900,000
Prior Year Carry-over	-0-		41,667	500,000		375,003		500,000
Eat Well Global	23,796		29,167	208,468		262,503		350,000
NPSA Chef's Summit:								
Prior Year Carry-over	-0-		13,333	34,000		119,997		160,000
Health Research	-0-		32,083	-0-		288,747		385,000
Total Marketing	\$ 275,768	\$	559,584	\$ 5,543,151	\$	5,036,256	\$	6,715,000

# **Operating Budget**

	One Month Ended June 30, 2021				Nine Months Ended June 30, 2021				Fiscal Year Ended	
		Actual	Operating Budget			Actual	Operating Budget		September 30, 2021 Operating Budget	
Grades and Standards:		Tiotaai	Орел	dung Buaget		Tiotaai	Орс	raing Baaget		Juling Budget
Research Contingency:										
Prior Year Carry-over	\$	-0-	\$	8,333	\$	-0-	\$	74,997	\$	100,000
Travel		-0-		1,676		-0-		15,084		20,108
Shelf-Life Study		-0-		14,167		-0-		127,503		170,000
Quality Assurance Program		11,250		10,417		101,251		93,753		125,000
Total Grades and Standards	\$	11,250	\$	34,593	\$	101,251	\$	311,337	\$	415,108
Research:										
Nut Health	\$	-0-	\$	-0-	\$	7,243	\$	-0-	\$	-0-
Contingency Fund		-0-		-0-		20,000		-0-		-0-
Total Research	\$	-0-	\$	-0-	\$	27,243	\$	-0-	\$	-0-
<b>Total Operating Expenses</b>	\$	417,063	\$	978,452	\$	6,842,213	\$	8,806,068	\$	11,741,400
Nonperating Revenues and Expenses:										
Interest Earned	\$	1,788	\$	-0-	\$	11,392	\$	-0-	\$	-0-
Donations		-0-		-0-		23		628,803		-0-
Prior Year Carry-over - 2020 Expense Offset		-0-		69,867		-0-		-0-		838,400
Other Income:										
Reserve		-0-		66,667		-0-		600,003		800,000
EMP Funding		-0-		25,833		-0-		232,497		310,000
Marketing Access Program (MAP)		-0-		85,667		300,000		771,003		1,028,000
<b>Total Nonoperating Revenue</b>	\$	1,788	\$	248,034	\$	311,415	\$	2,232,306	\$	2,976,400
Change in Net Position	(\$	204,731)	\$	-0-	\$	2,611,545	\$	-0-	\$	-0-