



ARMSTRONG BACKUS & CO., LLP

Certified Public Accountants



AMERICAN PECAN COUNCIL

Compiled Financial Statements

For the One Month and Four Months Ended

January 31, 2024

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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 January 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 four 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 American 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 four months ended January 31, 2024 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
March 22, 2024



AMERICAN PECAN COUNCIL

Statement of Net Position - Enterprise Fund

As of January 31, 2024

ASSETS

Current Assets:

Cash and Cash Equivalents	\$	2,902,108
Accounts Receivable		635,603
Prepaid Expenses		103,589
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Total Current Assets	\$	3,641,300

Noncurrent Assets:

Depreciable Capital Assets	\$	164,046
Accumulated Depreciation and Amortization	(104,316)
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Total Noncurrent Assets	\$	59,730

Other Assets:

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

TOTAL ASSETS

\$ 3,706,905

LIABILITIES AND NET POSITION

Current Liabilities:

Accounts Payable	\$	477,177
Noncurrent Lease Obligations Payable		33,497
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Total Current Liabilities	\$	510,674

Long-term Liabilities

Lease Obligations Payable	\$	17,339
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Total Long-term Liabilities	\$	17,339
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Total Liabilities	\$	528,013

Net Position:

Net Investment in Capital Assets	\$	8,894
Unrestricted		3,169,998
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Total Net Position	\$	3,178,892

TOTAL LIABILITIES AND NET POSITION

\$ 3,706,905

See Accountants' Compilation Report.

AMERICAN PECAN COUNCIL

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

For the One Month and Four Months Ended January 31, 2024

	One Month	Four Months
Operating Revenue:		
2023-2024 Improved	\$ 180,325	\$ 1,060,213
Total Operating Revenue	\$ 180,325	\$ 1,060,213
Operating Expenses:		
General Administration:		
Administration:		
Contract Labor	\$ 55,995	\$ 174,621
Total Administration	\$ 55,995	\$ 174,621
Insurance:		
General	\$ 731	\$ 2,604
D&O/Members	445	1,779
Fidelity	-0-	327
Total Insurance	\$ 1,176	\$ 4,710
Compliance:		
Attorney/Crisis Management	\$ 11,108	\$ 11,108
Printing/Forms/Postage	564	1,343
Total Compliance	\$ 11,672	\$ 12,451
Rent:		
Interest Expense	\$ 385	\$ 1,540
Amortization Expense	158	684
Total Rent	\$ 2,985	\$ 11,939
Accounting/Financials	\$ 8,100	\$ 26,100
Telephone/Mobile/Internet	1,549	7,422
Travel Office	8,740	15,059
Travel Committee	-0-	2,356
Supplies	166	214
Printing	(554)	(117)
IT/Furniture/Software	825	2,530
Subscriptions	-0-	1,895
Depreciation	322	1,287
Miscellaneous	52	131
Total General Administration	\$ 91,571	\$ 262,822
Industry Relations:		
Industry Relations Activities:		
Communication Materials	\$ 1,773	\$ 3,372
Fishhook:	-0-	14,200
Total Industry Relations Activities	\$ 1,773	\$ 17,572
Industry Research:		
NASS	\$ 73,800	\$ 191,800
Total Industry Relations	\$ 75,573	\$ 209,372

See Accountants' Compilation Report.

AMERICAN PECAN COUNCIL

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

For the One Month and Four Months Ended January 31, 2024

	One Month	Four Months
International Relations:	\$ 128,744	\$ 174,162
International Nut Congress-Nut Health Research	8,333	33,333
Market Access Program:		
Membership Dues	125	500
UK/Germany	143,009	238,978
Total International Relations	\$ 280,211	\$ 446,973
Marketing:	\$ 32,805	\$ 132,193
Aspire IQ	23,713	74,854
RFTB Website	1,500	6,000
Total Marketing	\$ 58,018	\$ 213,047
Grades and Standards:		
Research Contingency (FAIR)	\$ 16,145	\$ 16,145
Total Grades and Standards	\$ 16,145	\$ 16,145
Total Operating Expenses	\$ 521,518	\$ 1,148,359
Operating Income	(\$ 341,193)	(\$ 88,146)
Nonoperating Revenues and Expenses:		
Interest Earned	\$ 5,201	\$ 20,042
Total Nonoperating Revenue	\$ 5,201	\$ 20,042
Change in Net Position	(\$ 335,992)	(\$ 68,104)
Net Position, Beginning as Previously Stated	\$ 3,496,522	\$ 3,109,734
Prior Period Adjustment	18,362	137,262
Net Position, Beginning as Restated	\$ 3,514,884	\$ 3,246,996
Net Position, Ending	\$ 3,178,892	\$ 3,178,892

See Accountants' Compilation Report.

AMERICAN PECAN COUNCIL

Statement of Cash Flows - Enterprise Fund

For the One Month and Four Months Ended January 31, 2024

	One Month	Four Months
Cash Flows From Operating Activities:		
Cash Received from Assessments	\$ 424,605	\$ 961,648
Cash Paid for Operating Expenses	(195,927)	(1,420,043)
Net Cash Provided (Used) by Operating Activities	\$ 228,678	(\$ 458,395)
Cash Flows From Investing Activities:		
Cash Received from Interest Earned	\$ 5,201	\$ 20,042
Net Cash Provided (Used) by Investing Activities	\$ 5,201	\$ 20,042
Net Increase (Decrease) in Cash	\$ 233,879	(\$ 438,353)
Cash, Beginning of Period	2,668,229	3,340,461
Cash, End of Period	\$ 2,902,108	\$ 2,902,108
Reconciliation of Operating Income (Loss) to Net Cash Provided (Used) by Operating Activities:		
Operating Income (Loss)	(\$ 341,193)	(\$ 88,146)
Adjustments to Reconcile Operating Income (Loss) to Net Cash Provided (Used) by Operating Activities:		
Depreciation Expense	322	1,287
Amortization Expense	2,984	11,939
Changes in Assets and Liabilities:		
(Increase) Decrease in Accounts Receivable	244,280	(98,565)
(Increase) Decrease in Prepaid Expenses	40,255	4,917
(Increase) Decrease in Other Current Assets	-0-	3,421
Increase (Decrease) in Accounts Payable	284,747	(282,432)
Increase (Decrease) in Operating Lease	(2,717)	(10,816)
Net Cash Provided (Used) by Operating Activities	\$ 228,678	(\$ 458,395)

See Accountants' Compilation Report.

AMERICAN PECAN COUNCIL

Budgetary Comparison Schedule

For the Four Months Ended January 31, 2014

	Budget		Actual	Variance
	Original	Amended		Favorable (Unfavorable)
Operating Revenue:				
2023-2024 Improved	\$ 652,500	\$ 652,500	\$ 1,060,213	\$ 407,713
Total Operating Revenue	\$ 652,500	\$ 652,500	\$ 1,060,213	\$ 407,713
Operating Expenses:				
General Administration:				
Administration	\$ 143,250	\$ 143,250	\$ 174,621	(\$ 31,371)
Compliance	62,500	62,500	12,451	50,049
Other General Administrative	105,200	105,200	75,750	29,450
Total General Administration	\$ 310,950	\$ 310,950	\$ 262,822	\$ 48,128
Contingency Fund	\$ 119,327	\$ 119,327	\$ -0-	\$ 119,327
Industry Relations	126,250	126,250	209,373	(83,123)
International Relations	656,250	656,250	446,974	209,276
Marketing	228,500	228,500	213,046	15,454
Grades and Standards	20,000	20,000	16,145	3,855
Total Operating Expenses	\$ 1,461,277	\$ 1,461,277	\$ 1,148,360	\$ 312,917
Operating Income (Loss)	(\$ 808,777)	(\$ 808,777)	(\$ 88,147)	\$ 720,630
Nonoperating Revenues and Expenses:				
Interest Earned	\$ -0-	\$ -0-	\$ 20,042	\$ 20,042
Past Outstanding	100,000	100,000	-0-	(100,000)
Prior Year Carry-over - 2023 Expense Offset	158,777	158,777	-0-	(158,777)
Other Income:				-0-
EMP Funding	125,000	125,000	-0-	(125,000)
Marketing Access Program (MAP)	425,000	425,000	-0-	(425,000)
Total Nonoperating Revenue	\$ 808,777	\$ 808,777	\$ 20,042	(\$ 788,735)
Change in Net Position	\$ -0-	\$ -0-	(\$ 68,105)	(\$ 68,105)

See Accountants' Compilation Report.

AMERICAN PECAN COUNCIL

Operating Budget

**For the One Month and Four Months Ended January 31, 2024 and
Year Ended September 30, 2024**

	One Month Ended January 31, 2024		Four Months Ended January 31, 2024		Fiscal Year Ended September 30, 2024
	Actual	Operating Budget	Actual	Operating Budget	Operating Budget
Operating Revenue:					
2023-2024 Improved	\$ 180,325	\$ 217,500	\$ 1,060,213	\$ 652,500	\$ 2,610,000
Total Operating Revenue	\$ 180,325	\$ 217,500	\$ 1,060,213	\$ 652,500	\$ 2,610,000
Operating Expenses:					
General Administration:					
Administration	\$ 55,995	\$ 47,750	\$ 174,621	\$ 143,250	\$ 573,000
Compliance	11,672	20,833	12,451	62,500	250,000
Other General Administration	23,904	35,067	75,750	105,200	420,800
Total General Administration	\$ 91,571	\$ 103,650	\$ 262,822	\$ 310,950	\$ 1,243,800
Contingency Fund	\$ -0-	\$ 39,776	\$ -0-	\$ 119,327	\$ 477,308
Industry Relations	75,572	42,083	209,373	126,250	505,000
International Relations	280,212	218,750	446,974	656,250	2,625,000
Marketing	58,018	76,167	213,046	228,500	914,000
Grades and Standards	16,145	6,667	16,145	20,000	80,000
Total Operating Expenses	\$ 521,518	\$ 487,093	\$ 1,148,360	\$ 1,461,277	\$ 5,845,108
Operating Income (Loss)	(\$ 341,193)	(\$ 269,593)	(\$ 88,147)	(\$ 808,777)	(\$ 3,235,108)
Nonoperating Revenues and Expenses:					
Interest Earned	\$ 5,201	\$ -0-	\$ 20,042	\$ -0-	\$ -0-
Past Outstanding	-0-	33,333	-0-	100,000	400,000
Prior Year Carry-over - 2023 Expense Offset	-0-	52,926	-0-	158,777	635,108
Other Income:					
EMP Funding	-0-	41,667	-0-	125,000	500,000
Marketing Access Program (MAP)	-0-	141,667	-0-	425,000	1,700,000
Total Nonoperating Revenue	\$ 5,201	\$ 269,593	\$ 20,042	\$ 808,777	\$ 3,235,108
Change in Net Position	(\$ 335,992)	\$ -0-	(\$ 68,105)	\$ -0-	\$ -0-

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