



Financial Update

March 2024



National Grain and Feed Association

Balance Sheet as of January 31, 2024

ASSETS

FVC Operating	319,174
FVC Sweep	615,759
Truist Operating	42,105
Paypal	25,052
Operating Reserve	3,378,246
Total Cash On Hand	4,380,335
Arbitration Escrow - 2882	405,176
Arbitration Escrow - 2963	337,657
Arbitration Escrow - 2982	2,114,769
Total Cash Held in Trust	2,857,602
Accounts Receivable	90,274
Prepays	116,857
Due To/From - Intercompany	(25,771)
Total Current Assets	7,419,297
Fixed Assets, Net of Depreciation	419,694
Long Term Reserve	9,432,918
Security Deposits	22,642
TOTAL ASSETS	17,294,551

LIABILITIES

Accounts Payable	158,466
Credit Cards	1,617
Accrued Expenses	178,563
Total Current Liabilities	338,646
Oral Arbitration - Awards in Trust	2,956,614
Payroll Liabilities	104,562
Vacation Liabilities	219,406
Deferred Convention Revenue	323,909
Deferred Sponsorship Revenue	72,268
Deferred Rent	681,087
Total Liabilities	4,696,492

EQUITY

Fund Balance	11,332,361
Net Income	1,244,698
Restricted Fund	21,000
Total Equity	12,598,059

TOTAL LIABILITIES AND EQUITY	17,294,551
-------------------------------------	-------------------

NGFA Proposed Budget for 2024/25

NGFA Fiscal Year: April 1 - March 31

<u>Revenue</u>	2023/24 Projection	2023/24 Budget	2024/25 Budget
Membership Dues	4,500,000	4,717,007	4,815,000
Convention (Net)	281,925	281,925	280,147
Registration Income	566,825	566,825	675,750
Sponsorship Income	225,000	225,000	205,000
Expenses	-509,900	-509,900	-600,603
Country Elevator Conf. (Net)	219,693	238,535	200,564
Registration Income	417,425	420,500	420,375
Sponsorship Income	90,000	115,000	95,000
Expenses	-287,732	-296,965	-314,811
Convey (Net)	28,568	24,068	33,812
Registration Income	78,362	56,900	72,512
Sponsorship Income	1,000	10,000	12,500
Expenses	-50,794	-42,832	-51,200
Trade Rules Seminar (Net)	0	0	48,434
Registration Income	0	0	103,025
Sponsorship Income	0	0	50,000
Expenses	0	0	-104,591
Arbitration Income	591,000	290,000	100,000
Digital Solutions Income	50,000	50,000	50,000
Interest from Checking Account	10,000	NA	7,500
Other Income	12,119	8,720	8,000
Total Revenue	5,693,305	5,610,255	5,543,457

NGFA Proposed Budget for 2024/25

NGFA Fiscal Year: April 1 - March 31

<u>Expense</u>	2023/24 Projection	2023/24 Budget	2024/25 Budget
Salaries and Payroll Expenses	4,049,000	4,100,000	4,110,500
Professional Services	28,000	28,000	201,000
Legal	135,000	185,000	185,000
Public Relations	12,000	14,000	12,000
Communications	0	0	9,200
Rent & Occupancy	341,000	313,000	325,987
IT	162,000	175,500	155,620
Special Projects	65,000	71,000	75,000
Dues & Subscriptions	52,000	52,000	68,000
Administrative Expenses	26,000	31,000	31,000
Administrative Fees	8,000	8,000	34,000
Insurance	25,000	19,000	14,080
Business Taxes and Licenses	6,000	6,000	6,735
Travel	85,000	85,000	100,000
Meetings (Bd, Cmtes, Exec)	125,000	120,000	126,800
Total Expenses	5,119,000	5,207,500	5,454,922
Operating Profit	574,305	402,755	88,535

2023/24 operating profit does not include a \$165,000 placeholder for possible outcomes of one-time events related to Convey and employee benefit reconciliation. Subtracting the \$165,000 placeholder from the \$574,305 operating profit lowers the projection to \$409,305.

National Grain and Feed Association

Cash Flow Statement

April 1, 2023 - January 31, 2024

CASH FLOW FROM OPERATING ACTIVITIES	As of January 31, 2024
Net Income	1,244,698
Depreciation	68,749
Decrease in Accounts Receivable	124,820
Increase in Prepays	(39,439)
Decrease In Intercompany Accounts	(19,052)
Decrease in Accounts Payable and Accrual	(1,455)
Decrease in Credit Card	(28,141)
Decrease in Payroll Liabilities (inlcudes vacation liability)	(60,990)
Increase in Deferred Revenue	385,177
Increase in Arbitration Advances	10,788
Net Cash Provided by Operating Activities	1,685,155
CASH FLOW FROM INVESTING ACTIVITIES	
Increase in Capital Expenditures	(178,430)
Increase in Long Term Reserve Purchases	(1,319,232)
Net Cash Used by Investing Activities	(1,497,662)
Net Increase in Cash During Period	187,493
Operating Cash at Beginning of Year	3,404,564
Operating Reserve at Beginning of Year	788,278
Total Available Cash at Beginning of Year: April 1, 2023	4,192,842
Operating Cash at End of Period	1,002,089
Operating Reserve at End of Period	3,378,246
Total Available Cash at End of Period: January 31, 2024	4,380,335

Performance of Long-Term Reserves for the Association and Foundation

Market Value of NGFA Long-Term Reserves, 12/31/2023: \$9,381,244

Market Value of NGFF Reserves, 12/31/2023: \$1,126,113

1-year Returns

<u>12/31/22-12/31/23</u>	<u>Equities</u>	<u>Fixed Income</u>	<u>Cash/Cash Equiv.</u>	<u>Total Portfolio</u>
Association	22.9%	6.8%	1.8%	15.0%
Foundation	22.1%	6.6%	1.1%	13.7%
Indices	<u>Equity Benchmark</u>	<u>ICE BOA 1-5 Year</u>		
	21.2%	6.3%		

3-year Returns (Annualized)

<u>12/31/20-12/31/23</u>	<u>Equities</u>	<u>Fixed Income</u>	<u>Cash/Cash Equiv.</u>	<u>Total Portfolio</u>
Association	5.9%	-0.3%	0.7%	3.1%
Foundation	6.7%	-0.3%	0.4%	3.0%
Indices	<u>Equity Benchmark</u>	<u>ICE BOA 1-5 Year</u>		
	7.8%	-0.2%		

The Equity Benchmark is a weighted average of the S&P 500 Large Cap Index (50%), the S&P 400 Mid Cap Index (23%), the S&P 600 Small Cap Index (7%), the MSCI EAFE International Index (15%), and the MSCI Emerging Markets Index (5%).

The ICE Bank of America 1-5 Year US Corporate Index is a market capitalization weighted performance benchmark which includes virtually every major investment grade rated corporate bond with 1-5 years remaining until maturity.