

The Center to Advance CTE Financial Report
Report prepared by Karen Hornberger, Finance and Office Manager

This report provides summary financial information for the period of July 1, 2015 through March 31, 2016 or 75% of the fiscal year.

INCOME:

To cover its expenses, NCTEF has withdrawn \$49,402.63 out of the budgeted \$137,009.79 in reserves. At fiscal year end, we anticipate the reserve withdrawal to be under budget due to the success of our fundraising efforts. The FORD NGL Grant was received in the amount of \$9000; some of this income will be carried forward as a temporarily restricted asset as the grant work spans two fiscal years. Year-end accounting adjustments will correct for this. Revenue shares on workshops are lagging, as are product sales.

EXPENSES/LIABILITIES:

To date, we have spent 25% of budgeted expenses. Staff salaries/benefits, which reflect six months' worth of time, are over budget due to additional time spent securing the JPMC grant. These costs will be recouped with the grant. The only item significantly over budget is art/printing, which has been shared with the Board and Finance Committee. This was a result of reprinting of the 16 Career Cluster brochures and Pocket Guide.

ASSETS:

The balance sheet reflects a mid-year reconciliation of inventory, to finally reduce inventory by the value of the products lost by Vivayic, to add in the new inventory reprinted in November 2015 and to reflect sales.

As of March 31, 2016, the Foundation had total assets at \$242,650.52 and total equity at \$244,890.62. This represents a 28.22% decrease in assets and a 27.55% decrease in equity compared to February 28, 2015. The decrease in inventory had the largest impact on total assets.

INVESTMENTS:

The reports have been prepared by Mark Friese, advisor from Merrill Lynch and reflect investments aligned to the Board-approved investment policy statement. At this time, no modifications are requested for the investment portfolio. The equity portion of the portfolio is exceeding last year's cumulative performance (7.70% compared to 1.91%). The overall portfolio is also doing well, at 5.79% compared to 1.93% last year.

Note: Please see the separate report on the consent agenda regarding the resolution of the lost Career Clusters inventory. The adjusting entries have been made to the financial statements, which reduce inventory value and increase in kind as an offset. The budget does not reflect these changes, as the budget is a cash budget. The balance sheet does reflect the inventory reduction.

Approved FY16 The Center to Advance CTE Budget

	Approved	Actuals as of	Actual to budget	Explanatory Notes
Income	FY16	March 31, 2016	75% of the fiscal year	
NOCTI	\$2,000.00	\$428.10	21%	Includes first and second quarter revenue share.
Product Sales	\$45,000.00	\$11,436.99	25%	Sales from ACTE product store totaled \$410.96 and did not meet expectations. Current marketing push on products has increased sales in March and April but it is unlikely that we will reach our budgeted goal. Sales as of May 6 are \$13,633.11.
Interest/Dividend	\$4,120.00	\$4,403.78	107%	than expected as we have more funds remaining in investments, therefore that balance is earning more than expected.
Workshop Revenue	\$13,650.00	\$8,219.63	60%	Revenue share from NCPN and ACTE workshops. To date, no states have purchased workshops.
Reserve withdrawal to balance budget	\$137,009.79	\$49,402.63	36%	
VISION Reimbursement	\$25,000.00	\$25,000.00	100%	Full Reimbursement Received
Other Income	\$7,500.00	\$0.00	0%	FY16 estimates reflect the balance of a remaining contract on NGSS, which will be carried forward into the new fiscal year.
FORD Grant (new)	\$9,000.00	\$9,000.00	100%	Received grant payment in November 2015 as a prepayment. Work has begun but will not be completed until 2016. \$1500 of this amount will be moved to deferred income and held for work in next fiscal year as the completion of the project is scheduled for mid-late 2016.
IDIQ Grant (new)	\$70,654.71	\$49,050.61	69%	Expected income FY16: \$70,654.71; FY17 \$55,764.49- Invoicing will begin in early January.
JPMC Grant (new)	\$263,423.00		0%	Contract is in final stage of negotiation. Upon signing, we will receive this disbursement as a lump sum payment.

Reimbursement from Advance CTE	\$63,105.00	\$0.00	0%	This includes three projects The Center is supposed to reimburse Advance CTE for - the Excellence in Action awards (\$19,705) and CTE campaign/communications work (\$5,000). CCTC- CCSS Alignment Study (\$38,400). Likely only to have partial reimbursement, as there were only 11 award winners (budget was for 16) and Board chose not to proceed with the alignment study based on the Vivayic study.
Total	\$640,462.50	\$156,941.74	25%	
Expenses - Specific Projects				
VISION expenses	\$ 12,825.00	\$4,319.52	34%	Travel, Rooms and Shipping Cost - below target
Workshop expenses	\$2,856.00	\$0.00	0%	Workshop expenses for Vision were reimbursed by ACTE before revenue share
Shipping fees and expenses- product sales	\$3,150.00	\$970.22	31%	Shipping fees include boxes and shipping material - shipping slightly over budget due to lagging sales for ACTE
Credit card fees - product sales	\$450.00	\$212.21	47%	Fees slightly higher than anticipated based on increased credit card purchases and fluctuant fees based on monthly charge minimums.
Art, printing, copying	\$6,000.00	\$10,880.19	181%	(\$10,666.86). This was higher than budgeted but was an informed decision, as it was more cost effective to purchase larger quantities to produce better margins. Balance of costs are related to product development.
Direct staff and benefits	\$144,884.54	\$86,793.48	60%	FY16 payment from Foundation was made in January to reflect staff time and effort from July - December 2015; January - June 30, 2016 will be reflected at fiscal year-end. At the 1/2 mark in the FY we had expended 60% of budget, largely due to development efforts to secure JPMC grant.
Board expenses	\$4,825.00	\$1,649.40	34%	Includes telephone and printing copying - Board travel to retreat will be reflected in next quarter reports.

CCTC	\$38,400.00	\$0.00	0%	Project was on hold until Vivayic study was completed. Board has decided not to pursue this project, so the funds will not be expended.
Fundraising and grant development	\$11,000.00	\$1,210.94	11%	Includes telephone and travel expenses
The Center to Advance CTE Rebranding	\$6,000.00	\$4,290.05	72%	Expenses through March 31 including legal fees for rebranding and Fratelli (communication consultants)
Excellence in Action Awards	\$19,705.00	\$44.33	0%	FY16-Note that the majority of the expenses will not show until the end of the fiscal year, as the ceremony coincides with the spring meeting (May 23 - 25, 2016). Also, this will be under budget as we had only 11 winners and the budget is for a winner for each Career Cluster (16).
FORD Grant expenses	\$9,000.00	\$2,229.28	25%	Travel expenses as of March 31, 2016. Salary reconciliation will be made at fiscal year end.
IDIQ Grant expenses	\$70,654.71	\$1,802.45	3%	FY16-Estimated projected expenses approximately \$7435. This is a new addition to the budget and not part of the previously approved budget.
JPMC Expenses	\$263,423.00	\$14,295.77	5%	Shows direct expenses including equipment through March 31.
CTE Campaign	\$5,000.00	\$61.41	1%	FY16 for projected work the Communications Committee may generate and will be reimbursed by NASDCTEc at fiscal year end. Not likely to expend these funds as campaign work is on hold pending completion of vision.
Subtotal for Specific Projects	\$ 598,173.25	\$128,759.25	22%	
General CC/Administrative Expenses				
Rent	\$20,530.05	\$15,007.47	73%	Includes rent through March 31 - on target
Travel	\$350.00	\$55.51	16%	
Communications	\$3,678.65	\$2,069.66	56%	This includes phone, conference and internet access charges and pre-payment of \$1,170 in website updates through March 31. Pre payment reduced hourly rate. Hours will be draw down upon use.
Postage	\$100.00	\$20.50	21%	Postage - on target
Supplies	\$275.00	\$0.00	0%	

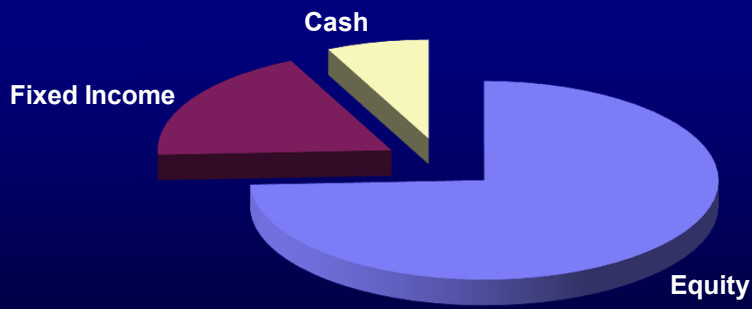
Equipment	\$410.00	\$289.79	71%	Copier lease - July to March 31, also includes Foundation portion of annual networking agreement. On target.
Printing and Copying	\$250.00	\$45.06	18%	
Legal	\$2,028.00	\$0.00	0%	
Licenses/Fees	\$468.00	\$240.00	51%	Corporation Service Representation fee
Insurance	\$784.05	\$784.05	100%	This covers the annual contribution for the umbrella business policy and directors/officers liability insurance.
Accounting and banking	\$11,315.50	\$7,572.10	67%	On target - fees through March 31, 2016
Banking fees - investments	\$2,100.00	\$2,098.35	100%	Banking fees through March 31 - these are higher than expected as we have not dawn down our investments as expected and they are inline with our interest earned
Total G & A expenses	\$42,289.25	\$28,182.49	67%	
Total project expenses	\$598,173.25	\$128,759.25	22%	
TOTAL EXPENSES	\$640,462.50	\$156,941.74	25%	
INCOME LESS EXPENSES	\$0.00	\$0.00		

The Center to Advance CTE
Balance Sheet
As of March 31, 2016

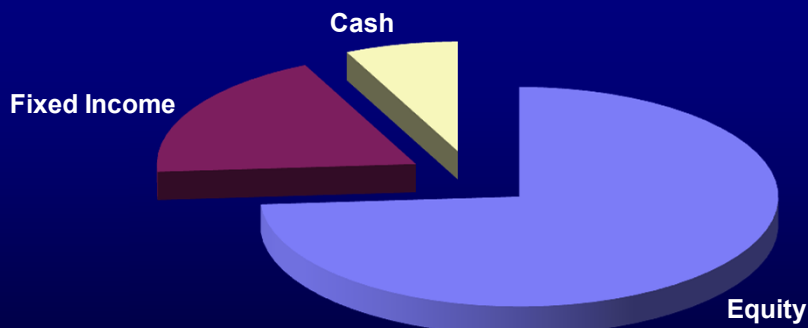
	Total
ASSETS	
Current Assets	
Bank Accounts	
1010 Cash - Bank of America	63,180.16
1017 Cash - Merrill Lynch	14,908.81
Total Bank Accounts	\$ 78,088.97
Accounts Receivable	
1200 Accounts Receivable	5,772.29
Total Accounts Receivable	\$ 5,772.29
Other current assets	
1050 Mutual Funds	146,607.63
1300 Due from Association	0.00
1350 Prepaid expense	44.25
Total Other current assets	\$ 146,651.88
Total Current Assets	\$ 230,513.14
Fixed Assets	
1100 Furniture	9,053.99
1101 Accumulated Depreciation-Furniture	-8,715.57
1120 Equipment	44,487.27
1121 Accumulated Depreciation-Equipment	-42,477.11
Total Fixed Assets	\$ 2,348.58
Other Assets	
1400 Inventory	9,788.80
Total Other Assets	\$ 9,788.80
TOTAL ASSETS	\$ 242,650.52
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 *Accounts Payable	-1,695.31
Total Accounts Payable	-\$ 1,695.31
Other Current Liabilities	
2006 Due to Association	29.81
Total Other Current Liabilities	\$ 29.81
Total Current Liabilities	-\$ 1,665.50
Total Liabilities	-\$ 1,665.50
Equity	
3900 Net Assets	306,999.37
Net Income	-62,108.75
Total Equity	\$ 244,890.62
TOTAL LIABILITIES AND EQUITY	\$ 243,225.12

The Center to Advance CTE
 Current Asset Allocation
 Foundation Account 749-04G96
 Period: July 1, 2015-March 31, 2016

Current Portfolio	Asset Allocation Type: Per Investment Policy Statement	
	Equity	74% \$ 150,815
	Fixed Income	19% \$ 37,819
	Cash	7% \$ 14,387
	Sub-Total	100% \$ 203,021
	Cash Reserves	\$ -
	Total Portfolio Value	\$ 203,021



Proposed Portfolio	Asset Allocation Type: Per Investment Policy Statement	
	Equity	74% \$150,815
	Fixed Income	19% \$37,819
	Cash	7% \$14,387
	Sub-total	\$205,009
	Cash Reserves	\$0
	Portfolio Value	100% \$203,021



Relative Performance - Equity: Yearly

Performance period: 07/01/2015 to 03/31/2016

Period	Actual ROR(%)		Dow Jones Industrial Average Price Return(%)		MSCI World Index(%)		S&P 500 Price Return(%)	
	Year	Cum	Year	Cum	Year	Cum	Year	Cum
2016	5.69	7.70	1.49	0.37	(0.88)	(5.04)	0.77	(0.16)
US Equity	5.69	7.70						
2015	1.91	1.91	(1.10)	(1.10)	(4.20)	(4.20)	(0.93)	(0.93)
US Equity	1.91	1.91						

With respect to performance shown, various factors, including unpriced securities, and certain adjustments, holdings or activity may cause report results to differ from actual performance. Report results may also differ from results reported by other Merrill Lynch services. Past performance does not guarantee future results.

Reference Indices are included in this report as a general source of information regarding the performance of various types of investments. Allocation models and Indices should not be used to benchmark the performance of a specific account or portfolio. Your Financial Advisor can provide further information regarding the particular allocation models and Indices shown, including how the composition of an index compares to the composition of your account or portfolio.

Time Weighted Rate of Return by Period: Yearly



Performance period: 07/01/2015 to 03/31/2016

Period	Opening Balance(\$)	Contributions/ (Withdrawals)(\$)	Interest/ Dividends(\$)	Appreciation/ (Depreciation)(\$)	Closing Balance(\$)	ROR Period(%)	ROR Cum(%)
2016	206,744	(50,000)	900	3,872	161,516	3.79	5.79
2015	205,010	0	3,613	(1,878)	206,744	1.93	1.93
Total	205,010	(50,000)	4,513	1,994	161,516		5.79

Note that various factors, including unpriced securities, and certain adjustments, holdings or activity may cause report results to differ from actual performance. Report results may also differ from results reported by other Merrill Lynch services. Past performance does not guarantee future results.

Account Review Summary 07/01/2015 - 03/31/2016












The Center to Advance CTE

Account 749-04G96

Security Name	Quantity	Cost Basis	Date Purchased	Date Sold/Mat	Sale Price	Market Value	Gain or (loss)	Realized Gain/Loss	Yield
Foundation-E.T.F's (749-04G96)									
<i>Ishares 1-3 Year Credit Bond ETF (CSJ)</i>	3	\$ 316	5/6/2014	2/1/2016	\$ 314	\$ -	\$ -	\$ (3)	n/a
<i>Ishares Barclays Intermediate (CIU)</i>	30	\$ 3,288	05/06/14			\$ 3,291	\$ 3		n/a
<i>Ishares Barclays 3-7 Year (IEI)</i>	40	\$ 4,845	05/06/14			\$ 5,038	\$ 193		n/a
<i>Ishares DJ US Consumer (IYK)</i>	58	\$ 2,476	04/03/09			\$ 6,526	\$ 4,050		n/a
<i>Ishares DJ US Consumer (IYK)</i>	32	\$ 1,366	04/03/09	02/01/16	\$ 3,408	\$ -	\$ -	\$ 2,041	n/a
<i>Ishares DJ US Consumer (IYK)</i>	15	\$ 1,510	08/24/15			\$ 1,688	\$ 178		n/a
<i>Ishares Dow Jones US Energy (IYE)</i>	36	\$ 1,362	07/10/12	08/13/15	\$ 1,405	\$ -	\$ -	\$ 43	n
<i>Ishares Tr Dow Jones US Tech (IYW)</i>	106	\$ 7,452	07/10/12			\$ 11,501	\$ 4,049		n/a
<i>Ishares Tr Dow Jones US Tech (IYW)</i>	34	\$ 2,390	07/10/12	02/01/16	\$ 3,446	\$ -	\$ -	\$ 1,055	n/a
<i>Ishares Tr Dow Jones US Tech (IYW)</i>	16	\$ 1,748	07/10/12	08/24/15	\$ 1,539	\$ -	\$ -	\$ (209)	n/a
<i>Ishares TR Dow Jones Select Divid (DVY)</i>	51	\$ 2,557	08/03/11	02/01/16	\$ 3,814	\$ -	\$ -	\$ 1,257	n/a
<i>Ishares TR Dow Jones Select Divid (DVY)</i>	19	\$ 1,052	06/07/12			\$ 1,552	\$ 500		n/a
<i>Ishares TR Dow Jones Select Divid (DVY)</i>	89	\$ 4,929	06/07/12	02/01/16	\$ 6,655	\$ -	\$ -	\$ 1,727	n/a
<i>Ishares TR Dow Jones Select Divid (DVY)</i>	315	\$ 17,728	07/10/12			\$ 25,726	\$ 7,998		n/a
<i>Ishares TR Dow Jones Select Divid (DVY)</i>	68	\$ 4,810	02/14/14			\$ 5,554	\$ 744		n/a
<i>Prudential Jennison Health Sciences (PHSZX)</i>	31.56	\$ 1,027	07/10/12	02/01/16	\$ 1,235	\$ -	\$ -	\$ 208	n/a
<i>S&P US Pfd Stk Index (PFF)</i>	364	\$ 14,236	07/10/12			\$ 14,207	\$ (29)		n/a
<i>S&P US Pfd Stk Index (PFF)</i>	137	\$ 5,358	07/10/12	02/01/16	\$ 5,259	\$ -	\$ -	\$ (99)	n/a
<i>Vanguard Consumer Discretionary (VCR)</i>	68	\$ 4,410	04/26/11			\$ 8,436	\$ 4,026		n/a
<i>Vanguard Consumer Discretionary (VCR)</i>	30	\$ 1,946	04/16/11	02/01/16	\$ 3,487	\$ -	\$ -	\$ 1,541	n/a
<i>Vanguard Consumer Discretionary (VCR)</i>	11	\$ 713	04/26/11	08/24/15	\$ 1,307	\$ -	\$ -	\$ 593	n/a
<i>Vanguard Dividend Appreciation (VIG)</i>	165	\$ 9,286	06/07/12	02/01/16	\$ 12,560	\$ -	\$ -	\$ 3,274	n/a
<i>Vanguard Dividend Appreciation (VIG)</i>	310	\$ 17,533	07/10/12			\$ 25,188	\$ 7,655		n/a
<i>Vanguard Dividend Appreciation (VIG)</i>	10	\$ 566	07/10/12	02/01/16	\$ 761	\$ -	\$ -	\$ 196	n/a
<i>Vanguard Dividend Appreciation (VIG)</i>	66	\$ 4,845	02/14/14			\$ 5,363	\$ 517		n/a
<i>Vanguard Reit ETF (VNQ)</i>	79	\$ 4,967	07/10/12			\$ 6,620	\$ 1,653		n/a
<i>Vanguard Reit ETF (VNQ)</i>	34	\$ 2,138	07/10/12	02/01/16	\$ 2,639	\$ -	\$ -	\$ 501	n/a

Sector Analysis - Summary

As of Close of Business: 04/29/2016

Sector	Total Holdings(%)		Current Holdings		Gap-Model vs. Current(%)	All Equity compared to Custom Model		
	0%	25%	Current(%)	Model(%)		ML Holdings(\$)	Model(\$)	Gap-Model vs. Holdings(\$)
Equity								
Health Care			8.10	14.70	6.60	140,275	380,381	240,106
Consumer Staples			13.19	10.60	(2.59)	228,214	274,289	46,075
Information Technology			11.52	20.70	9.18	199,376	535,639	336,263
Consumer Discretionary			13.88	12.90	(0.98)	240,204	333,804	93,600
Industrials			14.90	10.00	(4.90)	257,883	258,763	880
Materials			4.53	2.60	(1.93)	78,415	67,278	(11,136)
Financials			16.37	15.90	(0.47)	283,258	411,433	128,175
Telecommunication Services			1.43	3.00	1.57	24,672	77,629	52,956
Utilities			11.24	3.00	(8.24)	194,476	77,629	(116,847)
Energy			4.73	6.60	1.87	81,867	170,783	88,917
Equities Blend			0.12	0.00	(0.12)	2,155	0	(2,155)
Total						1,730,794		

* Total represents the sum of all cash and cash equivalents including short positions with associated credit balances.

Sector Analysis - Summary

As of Close of Business: 04/29/2016

Date of Composition Information Obtained for Pooled Investments

If the accounts included in this analysis hold mutual funds, closed end funds, annuities, or external account proxies, the portfolio holdings reported by the fund as of the date identified below are reflected in the current portfolio analysis. Note that mutual funds change their portfolio holdings on a regular (often daily) basis. Accordingly, this analysis may not accurately reflect the current composition of the accounts included.

Mutual Funds

Security	Security Description	Data As Of	Security	Security Description	Data As Of
PHSZX	PRUDENTIAL JENNISON	03/31/2016			

Closed End Funds

Security	Security Description	Data As Of	Security	Security Description	Data As Of
IGR	CBRE CLARION GLOBAL	12/31/2015			

Exchange Traded Funds

Security	Security Description	Data As Of	Security	Security Description	Data As Of
IEI	ISHARES 3-7 YEAR	No Date Reported	PEY	POWERSHARES EXCH TRADED	03/31/2016
CIU	ISHARES INTERMEDIATE	No Date Reported	VCR	VANGUARD CONSUMER	03/31/2016
IWR	ISHARES RUSSELL MIDCAP	03/31/2016	VIG	VANGUARD DIVIDEND	03/31/2016
DVY	ISHARES SELECT	03/31/2016	VYM	VANGUARD HIGH DVD YIELD	03/31/2016
IYK	ISHARES U.S. CONSUMER	03/31/2016	VIS	VANGUARD INDUSTRIAL ETF	03/31/2016
IYF	ISHARES U.S. FINANCIAL	03/31/2016	VNQ	VANGUARD REIT ETF	03/31/2016
PFF	ISHARES U.S. PREFERRED	03/31/2016	BND	VANGUARD TOTAL BOND MKT	No Date Reported
IYW	ISHARES U.S. TECHNOLOGY	03/31/2016	DTD	WISDOMTREE TOTAL DIVID	03/31/2016
WPS	ISHRS S&P DEVELOPED EX-	03/31/2016	DON	WISDOMTREE TR MIDCAP DIV	03/31/2016

Size and Style Analysis - Summary

As of Close of Business: 04/29/2016

Size And Style	Total Holdings(%)		ML Holdings(\$)
	0%	50%	
Equity			
Large Cap Growth		26.84	464,607
Large Cap Value		30.09	520,877
Small/Mid Cap Growth		16.73	289,569
Small/Mid Cap Value		24.00	415,378
International Equity		1.87	32,364
Equities Blend		0.46	7,999
Total Equity Assets			1,730,794

* Total represents the sum of all cash and cash equivalents including short positions with associated credit balances.

Size and Style Analysis - Summary

As of Close of Business: 04/29/2016

Date of Composition Information Obtained for Pooled Investments

If the accounts included in this analysis hold mutual funds, closed end funds, annuities, or external account proxies, the portfolio holdings reported by the fund as of the date identified below are reflected in the current portfolio analysis. Note that mutual funds change their portfolio holdings on a regular (often daily) basis. Accordingly, this analysis may not accurately reflect the current composition of the accounts included.

Mutual Funds

Security	Security Description	Data As Of	Security	Security Description	Data As Of
PHSZX	PRUDENTIAL JENNISON	03/31/2016			

Closed End Funds

Security	Security Description	Data As Of	Security	Security Description	Data As Of
IGR	CBRE CLARION GLOBAL	12/31/2015			

Exchange Traded Funds

Security	Security Description	Data As Of	Security	Security Description	Data As Of
IEI	ISHARES 3-7 YEAR	03/31/2016	PEY	POWERSHARES EXCH TRADED	03/31/2016
CIU	ISHARES INTERMEDIATE	03/31/2016	VCR	VANGUARD CONSUMER	03/31/2016
IWR	ISHARES RUSSELL MIDCAP	03/31/2016	VIG	VANGUARD DIVIDEND	03/31/2016
DVY	ISHARES SELECT	03/31/2016	VYM	VANGUARD HIGH DVD YIELD	03/31/2016
IYK	ISHARES U.S. CONSUMER	03/31/2016	VIS	VANGUARD INDUSTRIAL ETF	03/31/2016
IYF	ISHARES U.S. FINANCIAL	03/31/2016	VNQ	VANGUARD REIT ETF	03/31/2016
PFF	ISHARES U.S. PREFERRED	03/31/2016	BND	VANGUARD TOTAL BOND MKT	03/31/2016
IYW	ISHARES U.S. TECHNOLOGY	03/31/2016	DTD	WISDOMTREE TOTAL DIVID	03/31/2016
WPS	ISHRS S&P DEVELOPED EX-	03/31/2016	DON	WISDOMTREE TR MIDCAP DIV	03/31/2016