## UNITED SORGHUM CHECKOFF PROGRAM

## LUBBOCK, TEXAS

## **BASIC FINANCIAL STATEMENTS**

## FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2021

AND

**REPORT OF CERTIFIED PUBLIC ACCOUNTANTS** 

BOLINGER, SEGARS, GILBERT & MOSS, L.L.P. Certified public accountants Lubbock, Texas

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## UNITED SORGHUM CHECKOFF PROGRAM LUBBOCK, TEXAS

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### **Independent Auditor's Report**

Board of Directors United Sorghum Checkoff Program Lubbock, Texas

#### **Report on the Financial Statements**

We have audited the accompanying financial statements of the governmental activities and the governmental fund of the United Sorghum Checkoff Program (USCP), as of and for the year ended September 30, 2021, and the related notes to the basic financial statements, which collectively comprise USCP's basic financial statements as listed in the table of contents.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express opinions on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit includes performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation to the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

## Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities and general fund of the United Sorghum Checkoff Program as of September 30, 2021, and the respective changes in financial position for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### **Other Matters**

### Required Supplementary Information

Accounting principles generally accepted in the United States of America require that budgetary comparison information on page 11 be presented to supplement the basic financial statements. Such 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 context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Management has omitted management's 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 context. Our opinion on the basic financial statements is not affected by this missing information.

### Supplemental Information

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise USCP's basic financial statements. The Supplementary Statement of Assessment Revenues by State is presented for purposes of additional analysis and is not a required part of the basic financial statements.

The Supplementary Statement of Assessment Revenues by State is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the basic financial statements as a whole.

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### Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued a report dated November 22, 2021, on our consideration of the USCP's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of USCP's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering USCP's internal control over financial reporting and compliance.

Balinger, Segars, Silbert & Mars LLP

**Certified Public Accountants** 

Lubbock, Texas

November 22, 2021

## -4-UNITED SORGHUM CHECKOFF PROGRAM

EXHIBIT A

## STATEMENT OF NET POSITION AND GOVERNMENTAL FUNDS BALANCE SHEET SEPTEMBER 30, 2021

100570	_	Major Fund General Fund	_	Adjustments (Note 2)		Statement of Net Position
ASSETS Cash and Cash Equivalents Temporary Cash Investments Accounts Receivable Prepaid Expenses Interest Receivable	\$	2,431,433 12,891,685 338 5,608	\$	9,387	\$	2,431,433 12,891,685 338 5,608 9,387
Total Assets	\$	15,329,064	\$	9,387	\$	15,338,451
LIABILITIES Accounts Payable - General Accounts Payable - Passback Long-Term Commitments	\$	73,104 2,422,065	\$	6,109,245	\$	73,104 2,422,065 6,109,245
Total Liabilities	\$	2,495,169	\$_	6,109,245	\$	8,604,414
FUND BALANCE/NET POSITION Fund Balance: Committed for Managerial Reserve Committed for Projects Unassigned	\$	2,500,000 6,109,245 4,224,650	\$	(2,500,000) (6,109,245) (4,224,650)	\$	0 0 0
Total Fund Balance	\$	12,833,895	\$_	(12,833,895)	\$	0
Total Liabilities and Fund Balance	\$	15,329,064				
Net Position: Unrestricted			\$_	6,734,037	\$_	6,734,037
Total Net Position			\$_	6,734,037	\$_	6,734,037

See accompanying notes to the financial statements.

### -5-UNITED SORGHUM CHECKOFF PROGRAM

**EXHIBIT B** 

## STATEMENT OF ACTIVITIES AND GOVERNMENTAL FUND REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCES FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2021

REVENUES	_	Major Fund General Fund	_	Adjustments (Note 2)	_	Statement of Activities
Assessments Refund of Duplicate Payments Closed Contract Funds Returned Investment Income Other Income	\$	9,103,272 (7,033) 262,587 15,705 17	\$	7,554	\$	9,103,272 (7,033) 262,587 23,259 17
Total Revenues	\$	9,374,548	\$_	7,554	\$_	9,382,102
EXPENDITURES/EXPENSES Administrative USDA Oversight and Reserves Crop Improvement Market Development Collaborative Sorghum Investment Program Regionalization Sustainability State Funding Passback	\$	461,778 132,026 1,629,650 1,581,362 200,000 246,354 757,023 2,119,823	\$	(4,500) 1,521,002 1,588,777 (200,000) 194,230 535,833	\$	457,278 132,026 3,150,652 3,170,139 0 440,584 1,292,856 2,119,823
Total Expenditures/Expenses	\$	7,128,016	\$	3,635,342	\$	10,763,358
Excess (Deficit) Revenues Over (Under) Expenditures Change in Net Position	\$	2,246,532	\$	(2,246,532) (1,381,256)	\$	0 (1,381,256)
Fund Balance/Net Position: Beginning of the Year		10,587,363		(2,472,070)	_	8,115,293
End of the Year	\$	12,833,895	\$_	(6,099,858)	\$_	6,734,037

See accompanying notes to the financial statements.

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### UNITED SORGHUM CHECKOFF PROGRAM

## NOTES TO BASIC FINANCIAL STATEMENTS

#### 1. Nature of Operations

The United Sorghum Checkoff Program (USCP) was created by the Sorghum Promotion, Research, and Information Order (the Order) approved on May 6, 2008 and became effective on July 1, 2008. The Order was implemented under the authority of the Commodity Promotion, Research, and Information Act of 1996. The Order established an industry-funded promotion, research, and information program for sorghum designed to strengthen the sorghum industry's position in the marketplace, as well as to maintain and expand markets and uses for sorghum.

USCP is financed by producers and importers of sorghum who pay assessments based on the value of the sorghum they produce or import. Grain sorghum is assessed at a rate of 0.60% of market value received by the producer and forage sorghum is assessed at a rate of 0.35% of the market value received by the producer. Total net assessments collected for the year ended September 30, 2021 totaled \$9,096,239.

### 2. Summary of Significant Accounting Policies

### A. Basis of Accounting and Presentation

#### **Government-Wide Financial Statements**

The Statement of Net Position and the Statement of Activities display information about the government-wide entity as a whole. These statements report information on all of the nonfiduciary activities of USCP. The effect of interfund activity has been removed from these statements. Governmental activities, which normally are supported by taxes and intergovernmental revenues, are reported separately from business-type activities, which rely to a significant extent on fees and charges for support. USCP currently does not have business-type activities.

These government-wide financial statements were prepared using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

The Statement of Activities demonstrates the degree to which the direct expenses of a given function are offset by program revenues. Direct expenses are those that are clearly identifiable with a specific function. Program revenues include charges to customers who purchase, use, or directly benefit from goods, services, or privileges provided by a given function or segment. USCP does not have any program revenues.

### Fund Accounting

Separate financial statements are provided for the governmental fund. Major governmental funds are reported as separate columns in the fund financial statements. USCP has only a single general governmental fund.

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized as soon as they are both measurable and available. Revenues are considered to be available when they are collectible within the current period or soon enough thereafter to pay liabilities of the

### -7-UNITED SORGHUM CHECKOFF PROGRAM

## NOTES TO BASIC FINANCIAL STATEMENTS

current period. For this purpose, USCP considers revenues to be available if they are collected within 60 days of the end of the current fiscal period. Miscellaneous revenues are recorded as revenue when received in cash because they are generally not measurable until actually received. Investment earnings are recorded as earned, since they are both measurable and available.

Expenditures generally are recorded when a liability is incurred, as under accrual accounting.

USCP reports the following major governmental fund:

General Fund - Accounts for financial resources in use for general types of operations. This is a budgeted fund and fund balances are considered as resources available for use.

Explanation of Differences between the Governmental Fund Balance Sheet and the Statement of Net Position:

Fund Balance - September 30, 2021 Amounts reported for governmental activities in the Statement of Net Position are different because:	\$ 12,833,895
Interest receivable on investments is not recorded in the fund financial statements. Long-term commitments are not due and payable in the current period and	9,387
therefore are not reported in the fund financial statements.	 (6,109,245)
Net Position of Governmental Activities	\$ 6,734,037

Explanation of Differences between the Governmental Fund Operating Statement and the Statement of Activities:

Change in Fund Balance - Year Ended September 30, 2021 Amounts reported for governmental activities in the Statement of Activities (SOA) are different because:	\$ 2,246,532
The change in accrued interest income on investments is reflected only in the SOA. The change in long-term commitments is reflected only in the SOA.	 7,554 (3,635,342)
Change in Net Position of Governmental Activities	\$ (1,381,256)

## B. Use of Estimates in the Preparation of Financial Statements

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### -8-UNITED SORGHUM CHECKOFF PROGRAM

## NOTES TO BASIC FINANCIAL STATEMENTS

## C. Cash and Cash Equivalents

For purposes of classifying investments, USCP considers all highly-liquid investments with a purchased maturity of three months or less to be cash equivalents. Cash equivalents are recorded at cost.

## D. Net Position and Fund Balance

Unrestricted net position represent amounts currently available for the use in USCP's operations. For the fiscal year ended September 30, 2021, USCP has unrestricted net position of \$6,734,037.

USCP follows GASB Statement No. 54, which redefines how fund balances of the governmental funds are presented in the financial statements. Fund balances are classified as follows:

Nonspendable fund balance – amounts that are not in nonspendable form (such as inventory) or are required to be maintained intact.

Restricted fund balance – amounts constrained to specific purposes by their providers (such as grantors, bondholders, and higher levels of government), through constitutional provisions, or by enabling legislation.

Committed fund balance – amounts constrained to specific purposes by USCP itself, using its highest level of decision-making authority. To be reported as committed, amounts cannot be used for any other purpose unless USCP takes the same highest level action to remove or change the constraint.

Assigned fund balance – amounts USCP intends to use for a specific purpose. Intent can be expressed by an official or body to which USCP delegates authority.

Unassigned fund balance – amounts that are available for any purpose.

For the fiscal year ended September 30, 2021, USCP only has committed and unassigned fund balances. USCP has committed fund balance in the amount of \$2,500,000 to set up a managerial reserve, and \$6,109,245 to fund long-term commitments disclosed in Note 6. This managerial reserve account is equal to 45% of the prior year's budget.

## E. "Pass Back"

Under the Order, as described in Note 1, USCP is required to "pass back" a percentage of the assessments collected to the state from which the amount was collected. USCP agreed to pass back 25% of the collections to the states which amounted to \$2,119,823 for the year ended September 30, 2021.

#### -9-UNITED SORGHUM CHECKOFF PROGRAM

## NOTES TO BASIC FINANCIAL STATEMENTS

## 3. Cash and Investments

### A. Cash

On September 30, 2021, the bank balances of USCP's deposits was \$2,431,433. As of September 30, 2021, USCP's bank balances were not exposed to custodial credit risk because they were secured and collateralized by securities held by the pledging financial institutions' trust departments.

## B. Investments

USCP's investments are categorized based on criteria specified by GASB as follows:

- 1) Insured or registered, with securities held by the entity or its agent in the entity's name.
- 2) Uninsured and unregistered, with securities held by the counter party's trust department or agent in the entity's name.
- 3) Uninsured and unregistered, with securities held by the counter party or by the counter party's trust department or agent, but not in the entity's name.

At September 30, 2021, USCP had investments totaling \$12,891,685, including certificates of deposit at numerous separate financial institutions and government securities. These investments are considered "insured or registered" as they are secured and collateralized by securities held by the pledging financial institutions' trust departments.

The carrying value of investments at September 30, 2021 consist of:

		Cost	 Market Value
Certificates of Deposit	\$	4,653,000	\$ 4,653,000
U S Treasury Bills		3,498,996	3,498,996
U S Treasury Notes	_	4,768,269	 4,739,689
	\$	12,920,265	\$ 12,891,685

Investments, including derivative instruments that are not hedging derivatives, are measured at fair value on a recurring basis. Recurring fair value measurements are those that Governmental Accounting Standards Board require or permit in the statements at the end of each reporting period. Fair value measurements are categorized based on the valuation inputs used to measure an asset's fair value: Level 1 inputs are quoted prices in active markets for identical assets; Level 2 inputs are significant other observable inputs; Level 3 inputs are significant unobservable inputs. USCP's investments as of September 30, 2021 were all considered Level 1 and 2.

### -10-UNITED SORGHUM CHECKOFF PROGRAM

## NOTES TO BASIC FINANCIAL STATEMENTS

## 4. Management Fee

USCP has entered into a management contract with National Sorghum Producers to provide day-today management of the operations of USCP and to facilitate a coordinated program of research, promotion, and information. These day-to-day operations will include assessment collection and coordination, compliance, and program oversight. For the year ended September 30, 2021, payments under this agreement totaled \$1,442,880.

### 5. Income Tax Status

USCP is classified as a tax-exempt entity that engages in activities under the aegis of the USDA.

### 6. Commitments and Contingencies

As of September 30, 2021, there were no claims or assessments nor any litigation pending against USCP.

Long-term commitments are recognized in the Government-Wide financial statements. Current year activity and the September 30, 2021 liabilities for these commitments are as follows:

Project	_	Beginning Balance 10/1/2020	 Contracts Added	 Payments/ Adjustments	 Ending Balance 9/30/2021
Administrative	\$	15,000	\$	\$ 4,500	\$ 10,500
Crop Improvement		674,750	2,295,309	1,008,657	1,961,402
Market Development		349,754	2,455,903	857,126	1,948,531
Renewables		80,000		10,000	70,000
ICE Shared		80,342	542,220	307,870	314,692
Collaborative Sorghum					
Investment Program		1,000,000		200,000	800,000
Regionalization		274,057	347,468	153,238	468,287
Sustainability			600,000	64,167	535,833
	\$	2,473,903	\$ 6,240,900	\$ 2,605,558	\$ 6,109,245

# **REQUIRED SUPPLEMENTARY INFORMATION**

### -11-UNITED SORGHUM CHECKOFF PROGRAM

## BUDGETARY COMPARISON SCHEDULE GENERAL FUND FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2021

REVENUES	(Unaudited) Final Budget	 Actual	_	Variance Favorable (Unfavorable)
Assessments Refund of Duplicate Payments Closed Contract Funds Returned Investment Income Other Income	\$ 8,500,000	\$ 9,103,272 (7,033) 262,587 15,705 17	\$	603,272 (7,033) 262,587 15,705 17
Total Revenues	\$ 8,500,000	\$ 9,374,548	\$	874,548
EXPENDITURES				
Administrative USDA Oversight and Reserves Crop Improvement Market Development Collaborative Sorghum Investment Program Regionalization Sustainability State Funding Passback	\$ 661,891 200,000 3,362,435 4,002,606 698,419 1,550,652 2,125,000	\$ 461,778 132,026 1,629,650 1,581,362 200,000 246,354 757,023 2,119,823	\$	200,113 67,974 1,732,785 2,421,244 (200,000) 452,065 793,629 5,177
Total Expenditures	\$ 12,601,003	\$ 7,128,016	\$	5,472,987
Excess of Revenues Over Expenditures	\$ (4,101,003)	\$ 2,246,532	\$	6,347,535
FUND BALANCE				
Beginning of Year - October 1, 2020		 10,587,363		
End of Year - September 30, 2021		\$ 12,833,895		

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## SUPPLEMENTAL INFORMATION

#### -12-UNITED SORGHUM CHECKOFF PROGRAM

SCHEDULE 1

#### SUPPLEMENTARY STATEMENT OF ASSESSMENT REVENUES BY STATE FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2021

Assessment Revenues:	
Qualified State Sorghum Producer Organizations	
Kansas	\$ 6,080,056
Texas	1,935,060
Nebraska	195,609
Oklahoma	236,535
Louisiana	26,401
Arkansas	28,100
New Mexico	5,730
Colorado	93,044
Kentucky	 3,641
Total Qualified State Sorghum Producer Organizations	\$ 8,604,176
States Without Qualified State Sorghum Producer Organizations	
Illinois	\$ 25,501
Missouri	119,645
Arizona	7,561
South Dakota	239,843
North Dakota	631
Pennsylvania	2,537
Florida	464
Mississippi	2,369
Idaho	187
Tennessee	2,330
Alaska	67
Massachusetts	57
Wisconsin	207
New Jersey	1,805
New York	498
Maryland	9,274
lowa	3,810
Georgia	7,339
New Hampshire	22
Oregon	166
Hawaii	45
South Carolina	4,652
North Carolina	18,907
Virginia	1,668
Alabama	3,944
Nevada	111
Indiana	17,179
Minnesota	1,789
Michigan	286
California	1,118
Delaware	1,123
Montana	746
Washington	388
West Virginia	9
Total States Without Qualified State Sorghum Producer Organizations	\$ 476,278
Imports	\$ 5,535
Late Fees	\$ 10,250
Total Assessment Revenues	\$ 9,096,239

INTERNAL CONTROL AND COMPLIANCE SECTION

# BOLINGER, SEGARS, GILBERT & MOSS, L.L.P.

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LUBBOCK, TEXAS 79423-1954

### REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF THE FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

## Independent Auditor's Report

Board of Directors United Sorghum Checkoff Program Lubbock, Texas

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the financial statements of the governmental activities and governmental fund of the United Sorghum Checkoff Program (USCP), as of and for the year ended September 30, 2021, and the related notes to the financial statements, which collectively comprise USCP's basic financial statements, and have issued our report thereon dated November 22, 2021.

### Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered USCP's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of USCP's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency or combination of deficiencies in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether USCP's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, including: 1) whether funds were discovered to be used for influencing government policy or action, 2) whether the board adhered to the Agriculture Marketing Service (AMS) investment policy or, alternatively, the exception to the Investment Policy as approved by AMS on July 12, 2017, 3) consideration of internal controls related to AMS guidelines, 4) whether funds were used only for projects and other expenses authorized in a budget approved by the USDA, and 5) whether funds were used in accordance with the Guidelines for AMS Oversight of Commodity Research and Promotion Programs, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

### Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Balinger, Segars, Silbert & Mars LLP

**Certified Public Accountants** 

Lubbock, Texas

November 22, 2021