

2018 ANNUAL REPORT

“It’s a great time to be in CTE!”



As a kid growing up in Southern California, I spent many Saturdays at the beach with my family, learning to body surf and eventually to boogie board. It was such a thrill to catch a wave that you could ride for a long time or all the way into the shore line. It was epic! And it made you want to find another wave to ride over and over.

This year, in career and technical education (CTE) and for ACTE, has been epic. We have been riding an amazing wave of great successes. The Strengthening Career and Technical Education for the 21st Century Act (Perkins V) has passed and received increases in funding. The incredible work by ACTE staff and members at National Policy Seminar, on Capitol Hill and at home: We’ve done it. The advocacy efforts and direction provided by ACTE were the driving force behind this momentous achievement.

More and more policymakers and private industry stakeholders recognize CTE; they understand the vital importance of CTE and they are reaching out to ACTE for partnerships, information and collaboration. Isn’t it exciting?! Thank you for being a part of this. ACTE could not do what it does without our members. Member support is critical to the continuing success of CTE nationally and locally. Membership remains strong as CTE professionals see the value in the resources that ACTE can provide. Together, as members and an association, we can ride this incredible wave of positive energy.

Member value continues to be a top priority for ACTE. *Techniques* magazine (and the new PAGES blog) focus on innovative CTE programs across the nation, sharing best practices and strategies for success. What an incredible opportunity to learn from other professionals throughout the nation. In addition, CTE Month[®] activities are gaining momentum throughout the nation as CTE is becoming more and more recognizable in the media and among parents, students and educators in and out of the CTE realm.

We are so fortunate to be part of an association that works so hard so many ways. As you read through this annual report, you will be amazed at all that ACTE has accomplished on behalf of CTE nationwide. Let’s ride this wave and keep riding. It’s making a difference for our students, for our profession and for our national economy. It’s a great time to be in CTE!

A handwritten signature in dark ink that reads "Becky Cox".

Becky Cox
ACTE President
2018–19

PUBLIC POLICY, ADVOCACY AND RESEARCH

Federal Policy Activity

The year 2018 proved to be critical for federal CTE policy. Most importantly, the enactment of the Strengthening Career and Technical Education for the 21st Century Act ushers in a new Perkins law. ACTE, along with other organizations, is calling this new law “Perkins V,” as the 2006 Perkins Act was commonly referred to as Perkins IV (the fourth iteration of bills named after Carl D. Perkins), and this new Act merely amends that legislation. The new law is a culmination of roughly six years of hard work, and ACTE was engaged with policymakers and involved in discussions throughout the process. Perkins V was signed into law on July 31, 2018. The law will take effect on July 1, 2019 and begin with a transition year.

Perkins V makes some significant changes, including the addition of a new local needs assessment that requires local recipients to review student performance, program quality and labor market information no less frequently than every two years in consultation with a variety of stakeholders. Additionally, a new CTE concentrator definition is added; the local uses of funds section is streamlined; and funding eligibility is expanded throughout the middle grades. Other reforms include changes to the process for setting performance targets and accountability indicators. With a new law on the books, ACTE shifted gears to focus on implementation. A variety of resources can be found on our dedicated Perkins V implementation webpage.

Early in the year, as Congress worked to finalize the delayed Fiscal Year (FY) 2018 appropriations bills, ACTE focused on efforts to secure additional Perkins funding. In March, Congress passed an omnibus spending bill that included a \$75 million increase for Perkins Basic State Grants, the first significant increase in a number of years for Perkins. The increase came despite the Trump Administration's proposed 15 percent cut to state grants.

Work then moved forward rapidly on the FY 2019 process, which was already underway. As in previous years, ACTE worked with policymakers to circulate a funding letter in support of increased investments in career and technical education (CTE). In total, 38 senators signed on to a letter calling for Perkins funding increases, as did a bipartisan coalition of 170 House members. In April, Dr. Tom Friedemann, superintendent and CEO of Francis Tuttle Technology Center in Oklahoma, testified before a House appropriations subcommittee about the important role that Perkins funding plays in supporting students.

Throughout the summer, ACTE continued advocating for Perkins funding increases as appropriations bills moved through the House and Senate. The House proposed a \$102 million increase to Perkins, while the Senate only provided level funding. In the compromise conference report, an agreement was reached to increase funding for Perkins Basic State Grants by \$70 million. This was ultimately approved by the full Congress and signed by the president, increasing the FY 2019 state grants total to nearly \$1.263 billion.

ACTE had success in pushing back against a proposal from the Department of Education to merge the Office of Career, Technical and Adult Education (OCTAE) into a new office of “postsecondary and lifelong learning.” ACTE strongly opposes this proposal, as a dedicated OCTAE Assistant Secretary is crucial to representing CTE's unique role in education. With the support of ACTE, Reps. Jim Langevin (D-RI) and Glenn “GT” Thompson (R-PA) co-authored a letter to Secretary of Education Betsy DeVos outlining their concerns about the proposal. At their urging, the FY 2019 funding conference report expressed that the planned OCTAE consolidation could undermine the ability of the department to fulfill its mission and effectively implement federal programs that support CTE.

Action on other education- and workforce-related legislation is on hold. Reauthorizations of the Higher Education Act, Individuals with Disabilities Education Act and Temporary Assistance for Needy Families did not cross the finish line in the 115th Congress. However, ACTE continues to develop and promote our priorities on these issues and others and regularly provides feedback to Members of Congress on other CTE-related pieces of legislation.

ACTE also continued to work closely with the House and Senate CTE Caucuses. In 2018, ACTE helped organize four separate Senate CTE Caucus briefings, covering Perkins, the Higher Education Act, the intersection of veterans and CTE, and the National FFA Organization and agriculture education. ACTE also partnered with the Senate CTE Caucus to host a reception in conjunction with the National Policy Seminar. The reception, attended by ACTE members, Members of Congress and congressional staff, showcased seven different career and technical student organizations (CTSOs) with students participating from all across the country.

Publications and Research

The CTE Policy Watch blog remained an important resource for advocates on the latest federal policy

news. This year, the blog is on track to publish nearly 120 stories related to federal and state policy, regulatory activity, research and more. Additionally, as 2018 is a midterm election year, the blog included nonpartisan election coverage.

We have continued to track CTE policy efforts at the state level in an effort to identify trends and share best practices among CTE stakeholders. In January 2018, ACTE and Advance CTE released our fifth annual state policy paper, “State Policies Impacting CTE: 2017 Year in Review,” and participated in a corresponding webinar. We also continued our collaboration with myOptions to survey CTE students and educators nationwide about post-high school plans, perceptions of CTE and CTE program elements.

ACTE remains a provider of data- and research-based resources and publications to support advocacy and information efforts, continuing to update our line of Sector Sheets and developing a new advocacy handout for business partners. In addition, in 2018, ACTE published a new evidence-based fact sheet describing how CTE helps students develop employability skills that have value across industries and career fields, along with other new fact sheets and infographics.

We continue to act as a leader in the area of education and workforce data through partnerships with the Workforce Data Quality Campaign, the WorkCred Research Advisory Council and the PostSec Data Collaborative.

ACTE made major strides on our High-quality CTE Initiative, a multi-step project to identify a comprehensive, research-based quality CTE program of study framework, test the framework, and integrate it into our efforts to recognize and disseminate information on best practices within CTE. Pilot testing of the Quality CTE Program of Study Framework, Beta Version 4.0, was completed and feedback was incorporated into the final iteration and accompanying rubric, which was released this fall in paper and online versions. Users can now complete this self-evaluation rubric online, save or print their results, and access our High-quality CTE Tools online library for resources that support success in each of ACTE's 12 elements of high-quality CTE. We also incorporated the 12 elements of high-quality CTE into the ACTE awards process and CareerTech VISION programming, and launched a new column on high-quality CTE in the November/December 2018 issue of *Techniques*.

PROGRAMS & COMMUNICATIONS

IN 2018, COMMUNICATION EFFORTS FOCUSED ON LAUNCHING OUR NEW WEBSITE TO ENHANCE AND expand ACTE's sphere of influence. We leverage multiple channels — from *Techniques* to the web and social media — to communicate myriad opportunities for active engagement with research and advocacy efforts as well as attendance at events.

Techniques



Offering insight readers trust, *Techniques* is written by and for career and technical educators. In each issue, columns and cover stories (called themes) address new technologies and the latest trends, leadership, pedagogy, professional development and what it means to engage students through CTE.

NEW! In 2018, we introduced new content for *Techniques*, in an effort to increase readership engagement with the magazine. In addition to the new Quality Counts column launched in November/December to replace Capitol View, member/program news briefs and an interactive quiz were added. Furthermore, ACTE added to its slate of digital offerings with a blog written by *Techniques* Managing Editor Lia Milgram.

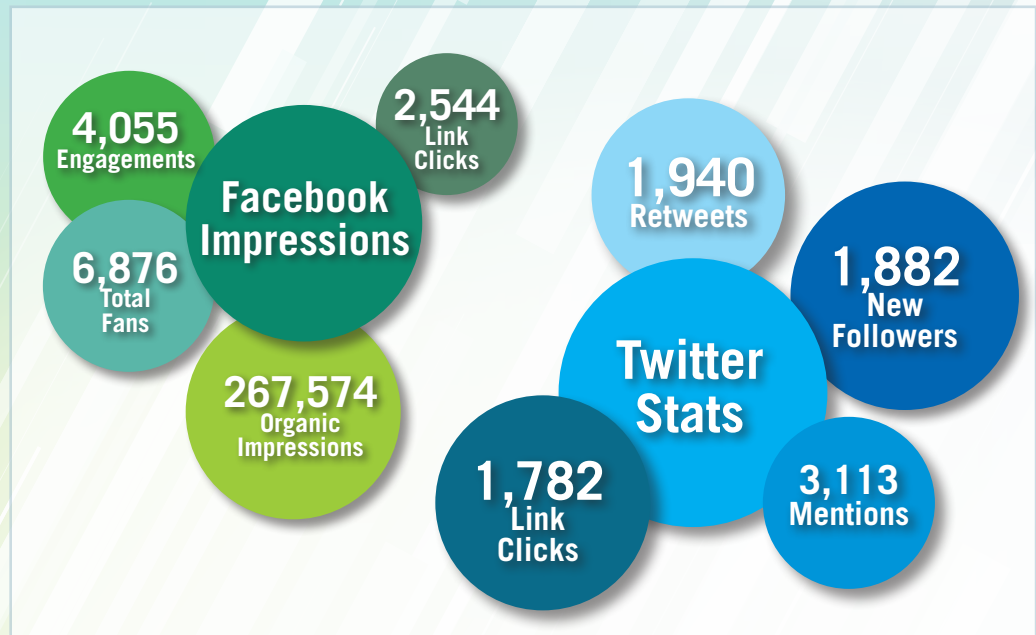
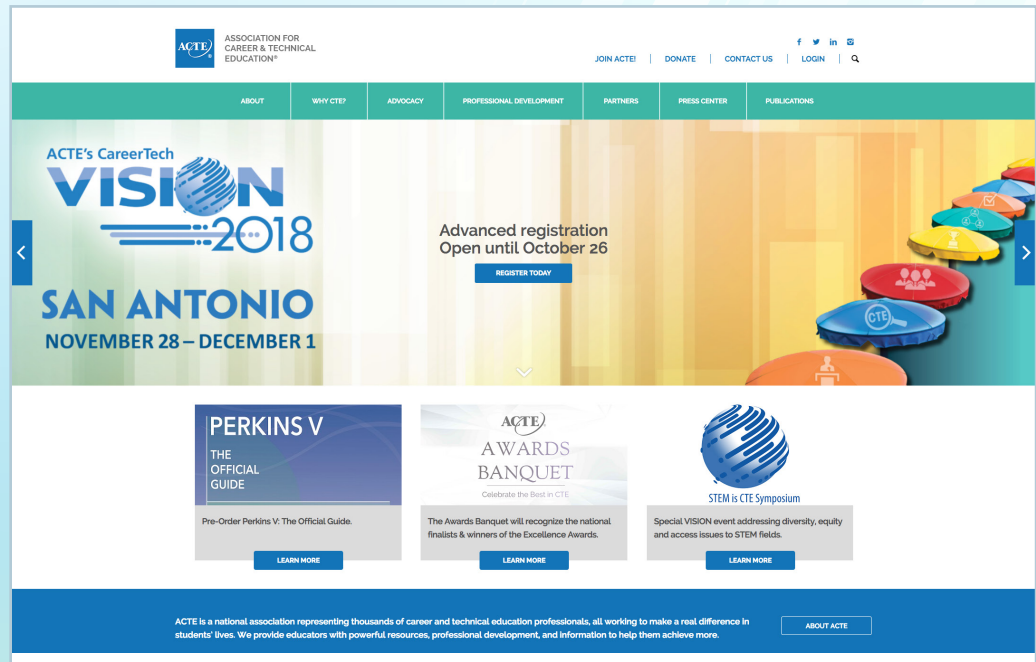
Social Media

The last year has brought a new wave of followers for, and engagement with, our social media presence. With a plethora of platforms to choose from, ACTE made the strategic decision to focus on Twitter, Instagram and Facebook.

ACTE promoted many CTE events and initiatives. In February 2018, for CTE Month, ACTE launched a campaign called #28DaysofCTE and featured a CTE program, video, infographic, event or celebration on Twitter and Facebook daily. In conjunction, we hosted our annual CTSO Twitter chat, during which students, teachers and CTE professionals gathered using the hashtag #CTSOchat to discuss the current state and future of CTE.

ACTE also promoted Download Day and the CareerTech VISION event app. We will continue to establish momentum on social media with more quality campaigns, videos and interactions for followers and members.

WELCOME TO THE NEW ACTEONLINE.ORG!



MEMBERSHIP

IT'S AN EXCITING TIME TO BE A MEMBER OF ACTE! THE FISCAL YEAR ENDED WITH 23,417 MEMBERS.

Thanks to ACTE's partnerships with state associations, along with continued efforts to support the CTE community, the year concluded with 5,185 new members. Additional member highlights are featured below.

- Crafted several joint membership e-blast campaigns, event pieces and membership campaigns, targeting new teachers, specific state members and ACTE event prospects
- Developed and released a direct mail piece welcoming TIVA as a unified division affiliate; a Kentucky ACTE postcard as well as a Virginia ACTE postcard promoting member benefits and professional development opportunities; and an Indiana postcard encouraging members to vote "yes" to unify with national ACTE
- Implemented campaigns targeting states, specifically in Region V, by sending e-blasts highlighting perks of both ACTE and state ACTE membership

We also deployed our annual membership drive in early 2018. From e-blasts that focused on professional development opportunities, ACTE's accomplishments (including policy) and highlighted membership benefits, we gained 325 new members. These e-blasts targeted lapsed members and CareerTech VISION 2017 non-member attendees.

In ACTE's 2018 member survey, members referenced most-valued benefits as attendance at both state and national ACTE conferences; networking; *Techniques* magazine, our flagship publication covering a variety of CTE perspectives and issues; attending CareerTech VISION, ACTE's premier event; and celebrating CTE Month in February by participating in school, state and nationwide events. Members also noted that they are interested in more workshops and peer-led professional development.

ACTE will continue to work to enhance its professional development offerings and cover members' most requested topics, including practices, processes and technology specific to career specialties and ACTE divisions; digital

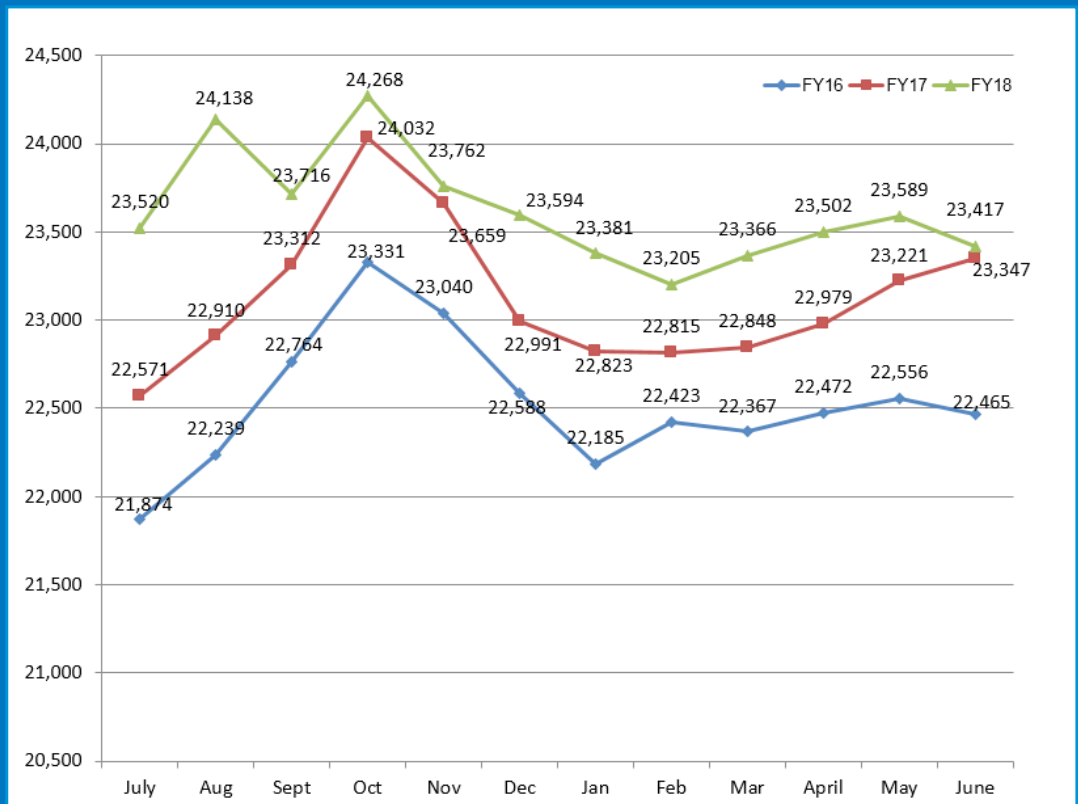
content; career development for students; support and development for CTE professionals; and work-based learning.



ACTE's CareerTech VISION 2018

ACTE's CareerTech VISION 2018 headed to the Lone Star State, Nov. 28–Dec. 1, for four packed days of high-quality professional development possibilities, prime networking opportunities and direct access to thousands of professionals representing all facets of CTE. With cutting-edge keynote speakers, more than 300 concurrent sessions, the CareerTech Expo, special awards and member recognition, STEM is CTE Symposium and more, VISION offers something for everyone in CTE. Join us Dec. 4–7 in Anaheim, California, for VISION 2019.

Membership Remains Strong



*Note: This graph does not include the one-time memberships from Connecticut.



National Policy Seminar 2018

Each year in March, hundreds of passionate advocates for career and technical education convene in Washington, D.C., for ACTE's National Policy Seminar. The 2018 event, March 5–7, attracted close to 400 attendees, and offered educators dedicated time with legislators to advocate for their CTE programs. The event also provided attendees with specific updates on legislation and federal funding for CTE with a symposium on increasing positive awareness of CTE's value. Join us again, March 25–27, 2019 in Arlington, Virginia, for opportunities to meet with policymakers on Capitol Hill, for policy and how-to sessions to help strengthen support for CTE, and for a Perkins V symposium.



Best Practices 2018

The ACTE and NCLA Best Practices and Innovations in CTE Conference hosted close to 300 CTE leaders in Louisville, Kentucky, Sept. 26–28. This year's signature event for CTE administrators included well-respected thought leaders, including Mark C. Perna, Bryan Albrecht and Josh Davies, and offered specialized workshops, tours and sessions on a variety of CTE administrator issues. Best Practices was also held in conjunction with the all-new Credential Summit, co-hosted with NOCTI and Nocti Business Solutions, and the ACTE Region II Conference, providing attendees with added professional development opportunities. Join us in Tucson, Arizona, for the 2019 event happening Sept. 25–27.

Boots on the Ground

ACTE is proud to support the tremendous work of its affiliated state organizations through participation in state CTE events to provide key legislative updates, details on important ACTE initiatives, membership information and more! In 2018, ACTE attended 43 CTE events in the following states: Alabama, Alaska, Arizona, Arkansas, Colorado, District of Columbia, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota,

Mississippi, Missouri, Montana, Nebraska, Nevada, New Mexico, New Jersey, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, South Carolina, South Dakota, Tennessee, Texas, Utah, Virginia, Washington, Wisconsin and Wyoming.

ACTE also participated in all five region conferences: Region I (Maryland), Region II (Kentucky), Region III (Wisconsin), Region IV (New Mexico) and Region V (Colorado).

Expanding Outreach

ACTE is proud to represent member interests at a variety of events. Included below is a sampling of where we've been in 2018.

2018 National Career Academy Coalition (NCAC) Conference

Advance CTE Events

American Technical Education Association Annual conference

Collegiate DECA Conference 2018

FCCLA National Cluster Meeting

Louisiana Community & Technical College Annual Conference

National FFA Convention

NCCER Workforce Development Meetings

SkillsUSA National Leadership and Skills Conference

SREB Conference

U.S News and World Report STEM Solutions Conference

PARTNERS

ACTE'S NEW STRATEGIC PLAN INCLUDES A PRIORITY ON STRATEGIC PARTNERSHIPS AND

confirms that ACTE is well positioned to create a coherent system for connecting employers in the CTE conversation. As with every year, it was important for our work to include strong connections to employers due to the symbiotic relationship between CTE and business and industry. In 2018, we partnered with a variety of other organizations to support membership services, organization activities and strengthening our community. While the following is not a comprehensive list, it provides a snapshot of some of our partnerships during the year.

ADVANCE CTE

State Leaders Connecting Learning to Work

Advance CTE—ACTE views our relationship with Advance CTE, which represents state government leaders responsible for secondary, postsecondary and adult career and technical education, as one of our most important partnerships. Our staff regularly meet with their Advance CTE counterparts to communicate, align strategies and ensure non-duplication of activities. This year, Advance CTE graciously included ACTE as a thought partner to design four counselor workshops as part of their work with the Siemens Foundation.



U.S. Army—The U.S. Army is a key workforce development partner and has supported ACTE for many years through a variety of activities. That partnership continued this year. In addition to their participation in the annual CareerTech VISION Expo and Career Pavilion, the U.S. Army supported two ACTE region conferences, the Oregon ACTE conference, our Best Practices and Innovations in CTE Conference, the Industry Connect blog, the STEM is CTE Symposium, and a Guidance and Career Development Division meeting, among other activities.

HARBOR FREIGHT TOOLS FOR SCHOOLS

Harbor Freight Tools for Schools—A philanthropic initiative of The Smidt Foundation, Harbor Freight Tools for Schools is dedicated to the advancement of skilled trades education in America. They invited ACTE to help coordinate the first round of judging for its 2018 Prize for Teaching Excellence, which will have awarded \$1 million to 18 outstanding public high school skilled trades teachers, teacher teams and their programs.



Pearson—Updates to ACTE's Sector Sheet series and related mailings to state leaders, such as governors, chief state school officers and state CTE directors, were made possible through Pearson's generous support. In addition, Pearson has forwarded the series to thousands of school counselors and communicated to its wide audience about ACTE's conferences and events. They have also contributed to programming at the CareerTech VISION and other conferences.



TechForce Foundation—The mission of TechForce Foundation is to champion students to and through their education and into careers as professional technicians, seen on display in the CTE documentary *True Pursuit*. Working with the support of TechForce Foundation, through outreach and communication efforts, ACTE promoted and sponsored the screening of the 25 minute video before more than 70 schools and career centers. Its component segments and online resources are made available, free to all, to use in convening local discussions about their efforts to prepare students for life after high school.



NOCTI—In 2018, NOCTI continued their expansive support through a number of activities to help the CTE field. The fruits of our partnership included publication of the first of three new CTE administrator professional development books (*10 Things to Know*); updates made to *Putting Your Data to Work*; the first-ever co-hosted Credential Summit; and sponsorship and exhibit arrangements at a number of ACTE workshops and conferences.



PMIEF—The Project Management Institute Educational Foundation (PMIEF) continued their support of CTE professionals through investment and involvement in the creation of a series of new online modules for “STEM and Workforce Readiness” and “CTE Administrator” both of which are currently available.



Industry Connect Blog—ACTE's emphasis on partners has expanded to bring their unique voice, as it involves career and technical education, to speak to our members. The Industry Connect Blog, sponsored by the U.S. Army, features original posts from our industry partners about their support for CTE and their efforts in workforce development programs and activities.

MEDIA ACTIVITIES

WITH AN AIM TO INCREASE AWARENESS ABOUT THE BENEFITS OF HIGH-QUALITY CTE PROGRAMS AND examples of outstanding programs all across the country, ACTE has continued its media outreach strategy through a variety of mediums. From television to radio, and newspapers to online platforms, ACTE implemented an aggressive media outreach strategy. ACTE was specifically quoted in more than 30 news stories, including in distinguished national outlets like *The New York Times*, ABC News, *Politico*, *Education Week* and others. Many of these stories were related to Perkins reauthorization, requiring ACTE to respond quickly to new developments. This rapid response helped set the narrative and led to some positive changes throughout the legislative process.

ACTE's media visibility extended to op-eds. ACTE Executive Director LeAnn Wilson co-authored a piece in *The Hill*, a prominent publication geared toward federal policymakers, to coincide with CTE Month and urge policymakers to increase investments in Perkins. Wilson embraced legislation to strengthen the agriculture workforce

in an *Agri-pulse* op-ed, and wrote about the impact of the technical skills shortage on economic productivity in a co-authored op-ed for *Transportation Today*.

In addition to the direct coverage ACTE receives in the media, reporters rely on the Association for background information and analysis. ACTE staff spoke with dozens of reporters for background to help them write positive and accurate stories on CTE and ACTE's policy priorities. Indeed, ACTE's fingerprints can be found on dozens of stories that did not feature our name, but nonetheless contributed to the CTE narrative, particularly related to Perkins reauthorization. ACTE also raised awareness about critical federal CTE policy issues by distributing nearly 20 targeted press releases on issues like appropriations, legislation and more.

CTE Month

In February 2018, CTE Month promoted program success stories and news articles via social media, hosted its second annual Thunderclap



CELEBRATE TODAY,
OWN TOMMORROW!

campaign and a lively Twitter chat with CTSOs, and crafted governmental proclamations honoring the benefits of high-quality CTE. ACTE also hosted a CTE Month video PSA contest with the winning video celebrating "Generations of CTE," produced by CTE students at Indiana County Technical Center.

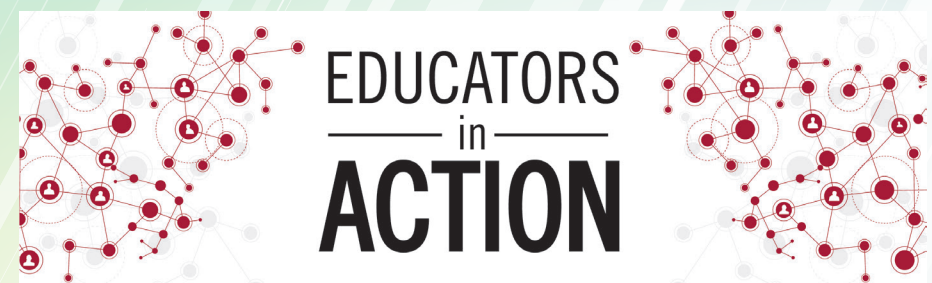
ACTE staff also participated in a CTE Month site visit at the University of the District of Columbia Community College's United Medical Center Campus for a tour and discussion of the college's Division of Workforce Development and Lifelong Learning. Featured programs included a variety of training in high-demand healthcare industries, from phlebotomy and direct care roles to healthcare administration.

LEADERSHIP

IN 2018, ACTE CONTINUED ITS ACTIVITIES AND INITIATIVES TO FURTHER ENGAGE MEMBERS WITH the Association and develop their leadership potential. These activities support ACTE's strategic goals to engage its membership and grow a strong leadership pipeline.

Educators in Action

Educators in Action is a small army of ACTE members who volunteer their time and expertise to advocate for ACTE and CTE in their communities; write for ACTE's publications; provide input on ACTE's professional development offerings; and serve on committees, task forces and advisory groups to work toward ACTE's strategic goals. This year, Educators in Action continued to host Virtual



CTE Discussions for their peers on a variety of topics and provided input on ACTE's new strategic plan.

Educators in Action Blog

Educators in Action blog has had a successful year building a loyal following of writers and readers. The interactive blog platform gives members a forum to share their best practices, opinions and stories. For cohesive messaging, the Educators in Action Blog topics calendar is synchronized with the editorial themes in *Techniques*.

Leadership Programs

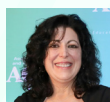
ACTE provides members with three programs to develop leadership skills and involvement to support the advancement of CTE: ACTE LEAD, an intensive and focused leadership development program for new professionals; ACTE Connect, which offers attendees at region conferences a glimpse into getting involved with ACTE; and a New Professionals Cohort of the ACTE National Leadership Fellowship Program, which began this year as an extension of the current program.

AWARDS

ACTE'S RECOGNITION PROGRAMS IN 2018 HAVE CONTINUED TO GROW IN APPLICANTS AND ELEVATE THE PERCEPTION OF CTE. THE EXCELLENCE AWARDS continued to reward professionals in the field for spearheading innovations in their schools and fostering best practices in high-quality CTE programs.

2018 Award Winners

In November 2017, ACTE recognized the following career and technical educators, professionals and business leaders at the Awards Banquet presentation in Nashville. Award winners were invited to present sessions on their best practices at CareerTech VISION 2018.



Teacher of the Year, sponsored by Express Employment

Professionals: Linda Romano, Newburgh Free Academy, Newburgh, New York



Career Guidance Award: Sharon Barrow, Ware County School System, Waycross, Georgia



Administrator of the Year: Donna McKethan, Waco Independent School District, Waco, Texas



Postsecondary Teacher of the Year: Sally E. Arnett-Hartwick, Illinois State University, Normal, Illinois



New Teacher of the Year: Sara Quintana, Rancho High School, Las Vegas, Nevada



Carl Perkins Community Service Award: Stephanie Jolliff, Ridgemont Schools, Mt. Victory, Ohio



Lifetime Achievement Award: Roxanne L. Trees, Seattle Public Schools, Seattle, Washington



Business Leader of the Year: William J. Nelson, Independent Consultant



Business of the Year: John Deere



Champion of the Year: Dr. Kenneth Wallace, Maine Township School District #207, Park Ridge, Illinois

2018 Student Trophy Design Contest

Since 2013, ACTE has partnered with Stratasy's to present the national award winners with unique trophies that celebrate and embody ACTE's core values. Created by cutting-edge 3D-printing technology, the trophies reflect CTE's role in preparing students for 21st century careers, and they harness the power of collaboration between CTE and business and industry partners. In 2018, ACTE held its third annual student competition to redesign the trophies; the contest received a record-breaking 438 entries representing a continued increase over the past three years.

The winning design was submitted by Shreya Santhanagopalan and Rashi Kejriwal, juniors at Mount Hebron High School in Ellicott City, Maryland, and was used as the template for the national trophies presented at the Awards Banquet in San Antonio, Texas. For their winning entry, Santhanagopalan and Kejriwal received a \$500 scholarship each, and their school a one-year lease of a 3D printer, courtesy of Stratasy's. They were recognized at the banquet alongside their teacher, David Lucania.

2019 Awards

In March 2018, 38 state associations moved a record 150 state member award winners forward for consideration at the region level for the 2018–19 awards program.

The national winners were announced and honored at the Awards Banquet during ACTE's CareerTech VISION 2018. For their generous support of the awards program and the event, ACTE would like to thank our sponsors: Express Employment Professionals, U.S. Army, CareerSafe and Stratasy's.

New Awards Announced

This year, ACTE's Image Awards were retitled the Impact Awards, in an effort to revitalize their intent, and two new awards were announced to replace those previously awarded: the Business-Education Partnership Award and the Champion for CTE Award. This change brought forth a significant increase in awareness and applicants

A RECORD 150 STATE MEMBER
AWARD WINNERS MOVED FORWARD

36 REGION WINNERS
MOVED FORWARD TO THE
NATIONAL LEVEL

2 NATIONAL RECIPIENTS
OF THE ACTE
IMPACT AWARDS





INDEPENDENT AUDITORS' REPORT

**Board of Directors
Association for Career and Technical Education
Alexandria, Virginia**

We have audited the accompanying financial statements of the **Association for Career and Technical Education** (a nonprofit organization), which comprise the statements of financial position as of June 30, 2018 and 2017, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' 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 auditors consider internal control relevant to the entity's preparation and fair presentation of 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 opinion.

**Association for Career and Technical Education
Independent Auditors' Report
Page 2**

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the **Association for Career and Technical Education** as of June 30, 2018 and 2017, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of unrestricted, board designated net assets-regions and divisions and the schedules of temporarily restricted net assets shown on pages 20-23 are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the 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 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 financial statements as a whole.

DeLeon & Stang
DeLeon & Stang, CPAs
Gaithersburg, Maryland
September 13, 2018



ASSOCIATION FOR CAREER AND TECHNICAL EDUCATION
Statements of Financial Position
June 30, 2018 and 2017

	<u>2018</u>	<u>2017</u>
<u>ASSETS</u>		
<u>Assets:</u>		
Cash and cash equivalents	\$ 180,947	\$ 243,414
Restricted cash	5,745	3,794
Investments in marketable securities	5,657,705	4,894,066
Accounts receivable	117,227	97,332
Inventory	22,975	26,230
Prepaid expenses and other assets	233,733	244,075
Property and equipment, net of accumulated depreciation	1,725,429	1,631,624
TOTAL ASSETS	<u>\$ 7,943,761</u>	<u>\$ 7,140,535</u>
<u>LIABILITIES AND NET ASSETS</u>		
<u>Liabilities:</u>		
Accounts payable and other liabilities	\$ 290,304	\$ 301,772
Deferred revenue	1,542,396	1,401,539
Rental deposits	7,010	7,010
Note payable	331,214	393,635
Total liabilities	2,170,924	2,103,956
<u>Net Assets:</u>		
Unrestricted net assets	1,782,595	1,359,409
Unrestricted net assets, Board-Designated		
Regions and Divisions	453,487	445,448
Unrestricted net assets, Board-Designated		
Capital Improvements/Reserves	3,224,380	2,975,042
Total unrestricted net assets	5,460,462	4,779,899
Temporarily restricted net assets	312,375	256,680
Total net assets	5,772,837	5,036,579
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 7,943,761</u>	<u>\$ 7,140,535</u>

ASSOCIATION FOR CAREER AND TECHNICAL EDUCATION
Statements of Activities
For the Years Ended June 30, 2018 and 2017

	2018		
	Unrestricted	Temporarily Restricted	Total
<u>Revenue and Support:</u>			
Membership dues	\$ 1,714,380	\$ -	\$ 1,714,380
Contributions	40,224	74,165	114,389
Sponsorship	266,596	-	266,596
Program service revenue:			
Convention, conferences and workshops	2,598,409	-	2,598,409
Publications	146,961	-	146,961
Advertising	164,853	-	164,853
Rental income	199,075	-	199,075
Service fees	21,295	-	21,295
Other revenue	180,945	-	180,945
Investment income	142,702	936	143,638
Net assets released from restrictions	19,406	(19,406)	-
Total revenue and support	5,494,846	55,695	5,550,541
<u>Expenses:</u>			
Program services:			
Convention, conferences and workshops	1,187,475	-	1,187,475
Publications	930,801	-	930,801
Government relations	267,628	-	267,628
Regions & divisions	176,134	-	176,134
Education services	270,426	-	270,426
Total program services	2,832,464	-	2,832,464
Supporting services:			
Finance & operations	1,075,797	-	1,075,797
Membership	452,298	-	452,298
Governance	453,724	-	453,724
Total supporting services	1,981,819	-	1,981,819
Total expenses	4,814,283	-	4,814,283
Change in net assets	680,563	55,695	736,258
Net assets at beginning of year	4,779,899	256,680	5,036,579
Net assets at end of year	<u>\$ 5,460,462</u>	<u>\$ 312,375</u>	<u>\$ 5,772,837</u>