

Treasurer's Report

Fire Apparatus Manufacturers' Association
For the period ended September 28, 2015



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Balance Sheet

As of September 28, 2015

	As of Sep 28, 2015	As of Sep 28, 2014 (PY)	Total % Change
ASSETS			
Current Assets			
Bank Accounts			
A03 FAMA Money Market	0.00	37,690.77	(100.00 %)
A04 FAMA Checking	59.85	11,123.92	(99.46 %)
BOA Bill Pay	3,353.19		
BOA Operating	76,015.00		
BOA Reserve	166,093.31		
BOA Surplus	156,979.32		
Metro CU MM-Reserves-30	0.00	157,924.66	(100.00 %)
Metro CU MM-Surplus-31	0.00	231,365.54	(100.00 %)
Total Bank Accounts	402,500.67	438,104.89	(8.13 %)
Total Current Assets	402,500.67	438,104.89	(8.13 %)
TOTAL ASSETS	\$402,500.67	\$438,104.89	(8.13 %)
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Credit Cards			
6619830 S Kelly Master Card	(78.86)		
8602 Corporate Credit Account	876.13		
Total Credit Cards	797.27	0.00	0.00%
Total Current Liabilities	797.27	0.00	0.00%
Total Liabilities	797.27	0.00	0.00%
Equity			
3000 Opening Balances	133,100.59	133,100.59	0.00 %
Opening Bal Equity	78.86		
Retained Earnings	226,529.75	164,587.29	37.64 %
Net Income	41,994.20	140,417.01	(70.09 %)
Total Equity	401,703.40	438,104.89	(8.31 %)
TOTAL LIABILITIES AND EQUITY	\$402,500.67	\$438,104.89	(8.13 %)

Profit and Loss

January 1 - September 28, 2015

			Total
	Jan 1 - Sep 28, 2015	Jan 1 - Sep 28, 2014 (PY)	% Change
INCOME			
130 INCOME			
230 Revenue			
Advocacy Sponsorship (PennWell)	40,000.00	40,000.00	0.00 %
Dues	189,265.00	184,144.00	2.78 %
Dues (Prepaid)	1,500.00		
GAC Donation	25,000.00	25,000.00	0.00 %
Hill Day	1,350.00	1,562.75	(13.61 %)
Interest-MCU-Reserve	302.36	617.52	(51.04 %)
Interest-MCU-Surplus	291.89	659.19	(55.72 %)
Interest-MM	65.78	64.82	1.48 %
Meeting Fees (Fall)	24,175.00	27,305.00	(11.46 %)
Meeting Fees (Spring)	26,700.00	37,902.43	(29.56 %)
Meeting Fees (Spring-Prepaid)	2,600.00		
Meeting Sponsors (Fall)		14,500.00	(100.00 %)
Meeting Sponsors (Spring)	17,000.00	15,500.00	9.68 %
Scholarship Sponsor	5,000.00	5,000.00	0.00 %
Technical Cmte (Sponsors)	7,500.00	8,500.00	(11.76 %)
Technical Safety Guide	9,149.62	10,555.64	(13.32 %)
Technical Safety Guide Promo	1,200.00		
Total 230 Revenue	351,099.65	371,311.35	(5.44 %)
Total 130 INCOME	351,099.65	371,311.35	(5.44 %)
Interest - BofA - Reserve	1,012.28		
Interest - BofA - Surplus	11.61		
Services	1,765.91		
Total Income	353,889.45	371,311.35	(4.69 %)
GROSS PROFIT	353,889.45	371,311.35	(4.69 %)
EXPENSES			
*Uncategorized Expenses	876.13		
131 EXPENSE			
Accountant Fees	1,200.00	1,200.00	0.00 %
Advocacy Activities	1,600.00		
CFSI (Annual)	5,238.63	5,002.30	4.72 %

			Total
	Jan 1 - Sep 28, 2015	Jan 1 - Sep 28, 2014 (PY)	% Change
Education-Grant Fund	10,501.17	7,643.05	37.40 %
Newsletter	3,951.83		
Total Advocacy Activities	21,291.63	12,645.35	68.38 %
Annual Fees (Corp)	390.45	296.50	31.69 %
Awards/Recognition	340.59		
Bank Fees	4,790.16	3,781.23	26.68 %
Board Meetings/Retreats	2,429.97	1,750.53	38.81 %
Education-Scholarship	5,663.96	5,790.38	(2.18 %)
GAC Activities			
Governmental Affairs - US	21,881.71	18,875.00	15.93 %
Total GAC Activities	21,881.71	18,875.00	15.93 %
Hill Day Fees	1,350.00	1,562.75	(13.61 %)
Insurance Premiums	710.00		
Legal	11,016.80	9,818.84	12.20 %
M Marketing	500.00		
Management Fees	74,140.19	33,000.00	124.67 %
Marketing/PR	30,546.56	22,476.21	35.91 %
Member Meetings (Fall)	1,232.86	306.60	302.11 %
Member Meetings (Spring)	97,915.83	94,649.88	3.45 %
Membership (Plaques)	429.40	222.84	92.69 %
Membership Recruitment	54.00		
Office	6,000.00	4,003.49	49.87 %
Statistics Program	2,890.00	3,995.00	(27.66 %)
Technical	8,001.55	7,811.02	2.44 %
Technical Safety Guide	9,624.20	453.09	2,024.13 %
Travel - Administrative	8,619.26	5,030.11	71.35 %
Travel - Trade Show Staff		3,225.52	(100.00 %)
Total 131 EXPENSE	311,019.12	230,894.34	34.70 %
Total Expenses	311,895.25	230,894.34	35.08 %
NET OPERATING INCOME	41,994.20	140,417.01	(70.09 %)
NET INCOME	\$41,994.20	\$140,417.01	(70.09 %)

Budget vs. Actual

January - December 2015

				Total
	Actual	Budget	over Budget	% of Budget
INCOME				
130 INCOME				
230 Revenue				
Advocacy Sponsorship (PennWell)	40,000.00	40,000.00	0.00	100.00 %
Contingency Fund		13,540.00	(13,540.00)	
Dues	189,265.00	187,500.00	1,765.00	100.94 %
Dues (Prepaid)	1,500.00		1,500.00	
GAC Donation	25,000.00	25,000.00	0.00	100.00 %
Hill Day	1,350.00	1,500.00	(150.00)	90.00 %
Interest-MCU-Reserve	302.36	1,000.00	(697.64)	30.24 %
Interest-MCU-Surplus	291.89	1,000.00	(708.11)	29.19 %
Interest-MM	65.78	100.00	(34.22)	65.78 %
Meeting Fees (Fall)	24,175.00	30,000.00	(5,825.00)	80.58 %
Meeting Fees (Spring)	26,700.00	40,000.00	(13,300.00)	66.75 %
Meeting Fees (Spring-Prepaid)	2,600.00		2,600.00	
Meeting Sponsors (Fall)		14,500.00	(14,500.00)	
Meeting Sponsors (Spring)	17,000.00	15,500.00	1,500.00	109.68 %
Scholarship Sponsor	5,000.00	5,000.00	0.00	100.00 %
Technical Cmte (Sponsors)	7,500.00	9,500.00	(2,000.00)	78.95 %
Technical Safety Guide	9,149.62	18,000.00	(8,850.38)	50.83 %
Technical Safety Guide Promo	1,200.00	6,000.00	(4,800.00)	20.00 %
Total 230 Revenue	351,099.65	408,140.00	(57,040.35)	86.02 %
Total 130 INCOME	351,099.65	408,140.00	(57,040.35)	86.02 %
Interest - BofA - Reserve	1,012.28	0.00	1,012.28	
Interest - BofA - Surplus	11.61	0.00	11.61	
Services	1,765.91		1,765.91	
Total Income	353,889.45	408,140.00	(54,250.55)	86.71 %
GROSS PROFIT	353,889.45	408,140.00	(54,250.55)	86.71 %
EXPENSES				
*Uncategorized Expenses	876.13		876.13	
131 EXPENSE				
Accountant Fees	1,200.00	4,000.00	(2,800.00)	30.00 %
Advocacy Activities	1,600.00		1,600.00	

				Total
	Actual	Budget	over Budget	% of Budget
CFSI (Annual)	5,238.63	10,000.00	(4,761.37)	52.39 %
Education-Grant Fund	10,501.17	8,000.00	2,501.17	131.26 %
Newsletter	3,951.83	7,500.00	(3,548.17)	52.69 %
NFFF (Annual)		2,500.00	(2,500.00)	
Total Advocacy Activities	21,291.63	28,000.00	(6,708.37)	76.04 %
Annual Fees (Corp)	390.45	500.00	(109.55)	78.09 %
Awards/Recognition	340.59	240.00	100.59	141.91 %
Bank Fees	4,790.16	4,800.00	(9.84)	99.80 %
Board Meetings/Retreats	2,429.97	4,800.00	(2,370.03)	50.62 %
Donations/Gifts		500.00	(500.00)	
Education-Scholarship	5,663.96	6,000.00	(336.04)	94.40 %
GAC Activities				
GAC Activities - Other		5,000.00	(5,000.00)	
Governmental Affairs - US	21,881.71	30,000.00	(8,118.29)	72.94 %
Total GAC Activities	21,881.71	35,000.00	(13,118.29)	62.52 %
Hill Day Fees	1,350.00	1,800.00	(450.00)	75.00 %
Insurance Premiums	710.00	1,200.00	(490.00)	59.17 %
Legal	11,016.80	15,000.00	(3,983.20)	73.45 %
M Marketing	500.00		500.00	
Management Fees	74,140.19	93,000.00	(18,859.81)	79.72 %
Marketing/PR	30,546.56	30,000.00	546.56	101.82 %
Member Meetings (Fall)	1,232.86	50,000.00	(48,767.14)	2.47 %
Member Meetings (Spring)	97,915.83	100,000.00	(2,084.17)	97.92 %
Membership (Plaques)	429.40	600.00	(170.60)	71.57 %
Membership Recruitment	54.00	1,200.00	(1,146.00)	4.50 %
Office	6,000.00	6,000.00	0.00	100.00 %
Statistics (General Funds)		3,500.00	(3,500.00)	
Statistics Program	2,890.00	5,000.00	(2,110.00)	57.80 %
Technical	8,001.55	8,000.00	1.55	100.02 %
Technical Safety Guide	9,624.20		9,624.20	
Travel - Administrative	8,619.26	9,000.00	(380.74)	95.77 %
Total 131 EXPENSE	311,019.12	408,140.00	(97,120.88)	76.20 %
Total Expenses	311,895.25	408,140.00	(96,244.75)	76.42 %
NET OPERATING INCOME	41,994.20	0.00	41,994.20	0.00%
NET INCOME	\$41,994.20	\$0.00	\$41,994.20	0.00%

Notes:
