

**Southeastern Association of Fire Chiefs**  
**Balance Sheet**  
As of December 31, 2007

	<u>Dec 31, 07</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Checking "Bank of America"	12,710.63
Total Checking/Savings	<u>12,710.63</u>
Total Current Assets	<u>12,710.63</u>
<b>TOTAL ASSETS</b>	<b><u>12,710.63</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Prepaid Expense	-14,750.00
Total Other Current Liabilities	<u>-14,750.00</u>
Total Current Liabilities	<u>-14,750.00</u>
Total Liabilities	-14,750.00
Equity	
3000 - Opening Bal Equity	49,910.28
3900 - Retained Earnings	-8,580.51
Net Income	<u>-13,869.14</u>
Total Equity	<u>27,460.63</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>12,710.63</u></b>

# Southeastern Association of Fire Chiefs Budget vs. Actual

January through December 2007

	Jan - Dec 07	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
Advertisement	935.00	1,100.00	-165.00	85.0%
Conference				
2007 Conference				
Registrations	30,355.00	33,750.00	-3,395.00	89.9%
Sponsorships	16,500.00	15,000.00	1,500.00	110.0%
<b>Total 2007 Conference</b>	<b>46,855.00</b>	<b>48,750.00</b>	<b>-1,895.00</b>	<b>96.1%</b>
<b>Total Conference</b>	<b>46,855.00</b>	<b>48,750.00</b>	<b>-1,895.00</b>	<b>96.1%</b>
Donations	600.00	600.00	0.00	100.0%
Dues	57,415.00	65,400.00	-7,985.00	87.8%
Interest	582.18	1,000.00	-417.82	58.2%
Royalty	8,523.75	7,000.00	1,523.75	121.8%
Seminars	7,105.00	7,105.00	0.00	100.0%
<b>Total Income</b>	<b>122,015.93</b>	<b>123,250.00</b>	<b>-1,234.07</b>	<b>99.0%</b>
<b>Gross Profit</b>	<b>122,015.93</b>	<b>123,250.00</b>	<b>-1,234.07</b>	<b>99.0%</b>
<b>Expense</b>				
Annual Conference				
2007 Conference				
Advertising	2,230.41	2,500.00	-269.59	89.2%
Awards/Gifts	1,160.86	2,000.00	-839.14	58.0%
Copies	774.95	1,000.00	-225.05	77.5%
Hotel				
A/V	2,010.36			
Food and Beverage	20,223.78			
Hotel - Other	0.00	18,500.00	-18,500.00	0.0%
<b>Total Hotel</b>	<b>22,234.14</b>	<b>18,500.00</b>	<b>3,734.14</b>	<b>120.2%</b>
Insurance	500.00	2,000.00	-1,500.00	25.0%
Shipping	1,176.34	500.00	676.34	235.3%
Staff Time				
Contractor	2,600.00			
Staff Time - Other	7,156.80			
<b>Total Staff Time</b>	<b>9,756.80</b>			
Supplies	925.44	500.00	425.44	185.1%
Travel				
Board Travel	2,749.55			
Speakers	3,136.65			
Staff Travel	1,352.19			
Travel - Other	0.00	8,000.00	-8,000.00	0.0%
<b>Total Travel</b>	<b>7,238.39</b>	<b>8,000.00</b>	<b>-761.61</b>	<b>90.5%</b>
<b>Total 2007 Conference</b>	<b>45,997.33</b>	<b>35,000.00</b>	<b>10,997.33</b>	<b>131.4%</b>
<b>Total Annual Conference</b>	<b>45,997.33</b>	<b>35,000.00</b>	<b>10,997.33</b>	<b>131.4%</b>
Education Seminars	0.00	0.00	0.00	0.0%
Fire-Rescue International				
Division Breakfast	8,367.62	5,000.00	3,367.62	167.4%
Hospitality Suite	0.00	500.00	-500.00	0.0%
Fire-Rescue International - Other	217.50			
<b>Total Fire-Rescue International</b>	<b>8,585.12</b>	<b>5,500.00</b>	<b>3,085.12</b>	<b>156.1%</b>
Membership				
Awards and Recognition	1,259.70	1,000.00	259.70	126.0%
Contributions	1,000.00	1,000.00	0.00	100.0%
Recruitment	164.45	1,000.00	-835.55	16.4%
<b>Total Membership</b>	<b>2,424.15</b>	<b>3,000.00</b>	<b>-575.85</b>	<b>80.8%</b>
Newsletter	4,350.73	10,000.00	-5,649.27	43.5%
Office Expenses				
Computer	345.44	300.00	45.44	115.1%
Finance Charge	256.35	100.00	156.35	256.4%
Office Supplies	145.40	200.00	-54.60	72.7%
Postage and Delivery	1,268.15	1,000.00	268.15	126.8%
Printing and Reproduction	91.28	200.00	-108.72	45.6%
Telephone	1,265.02	1,200.00	65.02	105.4%
Website	125.00	300.00	-175.00	41.7%
<b>Total Office Expenses</b>	<b>3,496.64</b>	<b>3,300.00</b>	<b>196.64</b>	<b>106.0%</b>
Operations				
Board Meetings	17,842.48	20,000.00	-2,157.52	89.2%
Committees	0.00	1,000.00	-1,000.00	0.0%
Management Fee	30,311.17	28,000.00	2,311.17	108.3%
Officers	3,219.68	2,000.00	1,219.68	161.0%
Presidents	4,001.87	7,000.00	-2,998.13	57.2%
Seminars	6,444.59			
Staff Travel	2,473.31	2,000.00	473.31	123.7%
State Vice Presidents	0.00	1,000.00	-1,000.00	0.0%
<b>Total Operations</b>	<b>64,293.10</b>	<b>61,000.00</b>	<b>3,293.10</b>	<b>105.4%</b>
Professional Fees				
Accounting	3,575.00	2,000.00	1,575.00	178.8%
Insurance	3,134.00	2,000.00	1,134.00	156.7%
Legal Fees	0.00	1,000.00	-1,000.00	0.0%
<b>Total Professional Fees</b>	<b>6,709.00</b>	<b>5,000.00</b>	<b>1,709.00</b>	<b>134.2%</b>
6120 - Bank Service Charges	29.00			
<b>Total Expense</b>	<b>135,885.07</b>	<b>122,800.00</b>	<b>13,085.07</b>	<b>110.7%</b>
<b>Net Income</b>	<b>-13,869.14</b>	<b>450.00</b>	<b>-14,319.14</b>	<b>-3,082.0%</b>

**Southeastern Association of Fire Chiefs**  
**Profit & Loss Budget vs. Actual**  
 January through December 2007

	Jan - Dec 07	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
<b>Advertisement</b>	935.00	1,100.00	-165.00	85.0%
<b>Conference</b>	46,855.00	48,750.00	-1,895.00	96.1%
<b>Donations</b>	600.00	0.00	600.00	100.0%
<b>Dues</b>	57,415.00	65,400.00	-7,985.00	87.8%
<b>Interest</b>	582.18	1,000.00	-417.82	58.2%
<b>Royalty</b>	8,523.75	7,000.00	1,523.75	121.8%
<b>Seminars</b>	7,105.00	0.00	7,105.00	100.0%
<b>Total Income</b>	<u>122,015.93</u>	<u>123,250.00</u>	<u>-1,234.07</u>	<u>99.0%</u>
<b>Gross Profit</b>	122,015.93	123,250.00	-1,234.07	99.0%
<b>Expense</b>				
<b>Annual Conference</b>	45,997.33	35,000.00	10,997.33	131.4%
<b>Education Seminars</b>	0.00	0.00	0.00	0.0%
<b>Fire-Rescue International</b>	8,585.12	5,500.00	3,085.12	156.1%
<b>Membership</b>	2,424.15	3,000.00	-575.85	80.8%
<b>Newsletter</b>	4,350.73	10,000.00	-5,649.27	43.5%
<b>Office Expenses</b>	3,496.64	3,300.00	196.64	106.0%
<b>Operations</b>	64,293.10	61,000.00	3,293.10	105.4%
<b>Professional Fees</b>	6,709.00	5,000.00	1,709.00	134.2%
<b>6120 - Bank Service Charges</b>	29.00			
<b>Total Expense</b>	<u>135,885.07</u>	<u>122,800.00</u>	<u>13,085.07</u>	<u>110.7%</u>
<b>Net Income</b>	<u><u>-13,869.14</u></u>	<u><u>450.00</u></u>	<u><u>-14,319.14</u></u>	<u><u>-3,082.0%</u></u>