

Southeastern Association of Fire Chiefs
Profit & Loss
 January through December 2005

	<u>Jan - Dec 05</u>
Income	
Advertisement	350.00
Conference	
2005 Conference	
Registrations	42,047.11
Sponsors	26,415.00
Total 2005 Conference	<u>68,462.11</u>
Total Conference	68,462.11
Donations	500.00
Dues	58,065.00
Interest	390.35
Royalty	757.58
Total Income	<u>128,525.04</u>
Expense	
Annual Conference	
2005 Conference	
Advertising	1,921.40
Awards	2,729.14
Copies/Signage	2,459.86
Hotel	35,156.07
Partner Program	2,765.00
Shipping	386.33
Speakers	266.18
Supplies	2,263.08
Travel	4,304.52
Total 2005 Conference	<u>52,251.58</u>
2006 Conference	
Insurance	0.00
Total 2006 Conference	<u>0.00</u>
2007 Conference	
Insurance	0.00
Total 2007 Conference	<u>0.00</u>
Total Annual Conference	52,251.58
Fire-Rescue International	
Division Breakfast	3,960.32
Total Fire-Rescue International	3,960.32
Membership	
Awards and Recognition	1,157.21
Contributions	1,500.00
Recruitment	926.50
Total Membership	<u>3,583.71</u>
Newsletter	10,342.63
Office Expenses	
Computer	17.95
Finance Charge	71.28
Office Supplies	437.21
Postage and Delivery	517.41
Printing and Reproduction	81.80
Telephone	900.57
Website	66.78
Total Office Expenses	<u>2,093.00</u>
Operations	
Board Meetings	10,427.81
Management Fee	27,876.43
Officers	2,585.16
Presidents	6,872.25
Staff Travel	1,083.27
Total Operations	<u>48,844.92</u>

05/31/06

Southeastern Association of Fire Chiefs
Profit & Loss
January through December 2005

	<u>Jan - Dec 05</u>
Professional Fees	
Accounting	810.00
Insurance	1,744.00
Total Professional Fees	2,554.00
6120 - Bank Service Charges	3.00
Total Expense	123,633.16
Net Income	<u>4,891.88</u>

Southeastern Association of Fire Chiefs Budget vs. Actual

05/31/06

January through December 2005

	Jan - Dec 05	Budget	\$ Over Budget	% of Budget
Income				
Advertisement	350.00	4,000.00	-3,650.00	
Conference				
2005 Conference				
Registrations	42,047.11			
Sponsors	26,415.00			
Total 2005 Conference	68,462.11			
Conference - Other	0.00	50,000.00	-50,000.00	
Total Conference	68,462.11	50,000.00	18,462.11	136.9%
Donations	500.00			
Dues	58,065.00	53,000.00	5,065.00	109.6%
Interest	390.35	300.00	90.35	130.1%
Royalty	757.58			
Seminars	0.00	32,000.00	-32,000.00	
Total Income	128,525.04	139,300.00	-10,774.96	92.3%
Expense				
Annual Conference				
2005 Conference				
Advertising	1,921.40			
Awards	2,729.14			
Copies/Signage	2,459.86			
Hotel	35,156.07			
Partner Program	2,765.00			
Shipping	386.33			
Speakers	266.18			
Supplies	2,263.08			
Travel	4,304.52			
Total 2005 Conference	52,251.58			
2006 Conference				
Insurance				
Total 2006 Conference				
2007 Conference				
Insurance				
Total 2007 Conference	0.00			
Annual Conference - Other	0.00	35,000.00	-35,000.00	0.0%
Total Annual Conference	52,251.58	35,000.00	17,251.58	149.3%
Education Seminars	0.00	24,000.00	-24,000.00	
Fire-Rescue International				
Division Breakfast	3,960.32	3,000.00	960.32	132.0%
Hospitality Suite	0.00	500.00	-500.00	0.0%
Total Fire-Rescue International	3,960.32	3,500.00	460.32	113.2%
Membership				
Awards and Recognition	1,157.21	1,000.00	157.21	115.7%
Contributions	1,500.00	1,000.00	500.00	150.0%
Recruitment	926.50	1,000.00	-73.50	92.7%
Total Membership	3,583.71	3,000.00	583.71	119.5%
Newsletter	10,342.63	8,000.00	2,342.63	129.3%
Office Expenses				
Computer	17.95	300.00	-282.05	6.0%
Finance Charge	71.28	50.00	21.28	142.6%
Office Supplies	437.21	300.00	137.21	145.7%
Postage and Delivery	517.41	1,000.00	-482.59	51.7%
Printing and Reproduction	81.80	400.00	-318.20	20.5%
Telephone	900.57	1,200.00	-299.43	75.0%
Website	66.78	500.00	-433.22	13.4%
Total Office Expenses	2,093.00	3,750.00	-1,657.00	55.8%
Operations				
Board Meetings	10,427.81	10,000.00	427.81	104.3%
Committees	0.00	2,000.00	-2,000.00	0.0%
Management Fee	27,876.43	28,000.00	-123.57	99.6%
Officers	2,585.16	4,000.00	-1,414.84	64.6%
Presidents	6,872.25	8,000.00	-1,127.75	85.9%
Staff Travel	1,083.27	1,000.00	83.27	108.3%
State Vice Presidents	0.00	3,000.00	-3,000.00	0.0%
Total Operations	48,844.92	56,000.00	-7,155.08	87.2%
Professional Fees				
Accounting	810.00	1,000.00	-190.00	81.0%
Insurance	1,744.00	2,000.00	-256.00	87.2%
Legal Fees	0.00	1,000.00	-1,000.00	0.0%
Total Professional Fees	2,554.00	4,000.00	-1,446.00	63.9%

05/31/06

Southeastern Association of Fire Chiefs Budget vs. Actual

January through December 2005

	Jan - Dec 05	Budget	\$ Over Budget	% of Budget
6120 · Bank Service Charges	3.00			
Total Expense	123,633.16	137,250.00	-13,616.84	90.1%
Net Income	4,891.88	2,050.00	2,841.88	238.6%

Southeastern Association of Fire Chiefs
Balance Sheet
As of December 31, 2005

	<u>Dec 31, 05</u>
ASSETS	
Current Assets	
Checking/Savings	
Certificate of Deposit	29,831.42
Checking "Bank of America"	<u>28,583.61</u>
Total Checking/Savings	<u>58,415.03</u>
Total Current Assets	<u>58,415.03</u>
TOTAL ASSETS	<u>58,415.03</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Prepaid Expense	-1,000.00
Total Other Current Liabilities	<u>-1,000.00</u>
Total Current Liabilities	<u>-1,000.00</u>
Total Liabilities	-1,000.00
Equity	
3000 · Opening Bal Equity	49,910.28
3900 · Retained Earnings	4,612.87
Net Income	<u>4,891.88</u>
Total Equity	<u>59,415.03</u>
TOTAL LIABILITIES & EQUITY	<u>58,415.03</u>