

MINUTES
FIRE APPARATUS MANUFACTURERS' ASSOCIATION
GENERAL MEMBERSHIP MEETING
APRIL 2-3, 2012
HARBOR BEACH MARRIOTT, FT. LAUDERDALE, FL

[Member Breakfast sponsored by Spartan Motors preceded meeting]

Meeting Day 1 – April 2, 2012

Call to Order – by President Greg Kozey at 7:59 a.m.

Mr. Larry Dodson saluted the USA and Canada through his renditions of their national anthems. Invocation was delivered by Mr. Tim Dean.

Opening Remarks – Mr. Kozey extended a warm welcome to all who took the time to attend this spring membership meeting. He thanked Mr. Grady North for his efforts last year as President, and the support and dedication of the current Board of Directors. He noted the association is 126 member companies strong with a 95% retention rate. This meeting will provide good speakers who will provide good information for all members. The Board wants to know what members are thinking which will give direction to the Board. He encouraged all to complete the meeting surveys to assist in that effort.

Introductions - Members of the Board were introduced, and special mention given to Dennis Chamberlain, 1998 FAMA President and guest of this meeting. New members and first-time attendees were acknowledged and welcomed to the meeting.

Roll Call – At the call of roll, 53 member companies were in attendance; a quorum was declared. [See attendance list following these minutes.]

Proof of Notice of Meeting – Notice of this meeting was provided to all members via email dated December 15, 2011, pursuant to the association bylaws.

Review and Enter Minutes – After discussion and upon motion duly made and seconded, with no errors or omissions noted, it was:

VOTED: That the minutes of the October 6, 2011 meeting of the general membership are entered into the records of the association.

Official Welcome – Div. Chief Robert Bacic of the Ft. Lauderdale Fire Department provided the official welcome to FAMA members to the beautiful city of Ft. Lauderdale, Florida.

Corporate Sponsor Recognition – Past President Grady North announced that with great appreciation, PennWell Emergency Services Group (including Fire Engineering, FDIC and Fire Apparatus Magazine) again serves as the corporate sponsor of this meeting. Mr. Eric Schlett spoke briefly on behalf of the PennWell group, noting his pleasure to support and be included in the meeting events. It was further noted by Past President John Szykiel that Messrs. Schlett and Hoyt are tremendous resources, and have been wonderful to the FAMA membership.

In addition, Mr. North acknowledged with gratitude the support of member companies who have provided additional sponsorships for this meeting, including: AMDOR, MaxxForce Engines, PPG Industries, Spartan Motors, United Plastic Fabricating, and Waterous.

Self-Introduction of Members – accomplished.

Antitrust Guidelines/Non-Discrimination Policy – Legal Counsel Jim Juneau stressed to members that it is the policy of FAMA to abide by the antitrust guidelines of the United States, as well as FAMA's strict non-discrimination policy at all association meetings.

[Break – sponsored by Waterous Company]

Business Speaker – Wes Irvin (NAM). Mr. Wes Irvin is the vice president of government relations of the National Association of Manufacturers (NAM). He has worked for members of both the House and Senate and served in various capacities relating to transportation and infrastructure at APCO Worldwide, and with the Department of Transportation.

Mr. Irvin's presentation to FAMA members focused on the recent NAM publication, "A Manufacturing Renaissance," that provides a shining light in the economic turnaround – helping to pull the country out of recession. He spoke of manufacturing being on the upswing; businesses in the US are optimistic; and outlined the comprehensive approach to meet the challenges of today relating to manufacturing and jobs. He also provided a snapshot of current issues on Capitol Hill relating to taxes, regulations, energy, tort, and trade.

Financial Report – by Treasurer Bruce Whitehouse. A written report was distributed that provided the Profit & Loss Budget Performance and Balance Sheet for fiscal year 2011, as well as for the period January through February 2012. The report was reviewed. [See attached.]

Board of Directors Report – Mr. Kozey summarized the activities of the Board since the fall 2011 meeting, and outlined the key initiatives and focus points for 2012. He stressed that it is the Board's intention to follow the direction of the membership. Committees are active and are working hard. Sharing company resources helps the association succeed.

There was discussion last fall about the possibility of FAMA becoming more involved with the FDSOA symposium. Mr. North will provide an update during this meeting that will include the Tech/Ed subcommittee's responsibility for developing a list of programs and speakers for the 2013 event. Anyone who has interest in providing a presentation may contact the FAMA office.

[Power Point slides of all meeting reports are posted in the secure member area of the FAMA web site.]

Committee Reports:

Bylaws – Mr. Jeff Hunke (for Chair Bill Bruns). Four (4) proposed amendments to the FAMA bylaws were presented in advance to all members. Proposed amendments were reviewed, discussed, and approved individually.

Upon motion duly made and seconded, and after discussion, it was:

VOTED: To amend Bylaw Section 4.4 Reinstatement to read:

A member who resigns in good standing (which is herein defined as current in all dues, assessments and any other applicable obligations to FAMA) and a member whose membership

in **FAMA** expires for non-payment of dues or assessments shall not be reinstated until (i) it has paid all current dues for the fiscal year of such reinstatement; and (ii) an application for membership is re-submitted and approved in accordance with these Bylaws.

Upon motion duly made and seconded, and after discussion, it was:

VOTED: To amend Bylaw Section 6.7 Action Without Meeting to read:

Action required or permitted by law to be taken at a Board of Directors' meeting may be taken without a meeting if the action is taken by all members of the Board.

Upon motion duly made and seconded, and after discussion, it was:

VOTED: To amend Bylaw Section 6.3.3.5 Administrative Assistant to read:

Executive Assistant To The Board. The position of an Executive Assistant To The Board shall be defined and filled by a majority vote of the Board of Directors present and voting at a meeting with a quorum. The Executive Assistant To The Board shall report to the President and shall have duties as directed by the Board to include, but not be limited to the following: assisting the Board of Directors by taking minutes at meetings, coordinating **FAMA** communications, and other tasks as assigned by the President. This position shall be compensated for time and expenses as directed by the Board. The Executive Assistant To The Board shall not be a member of the Board and shall have no voting or discussion rights at meetings beyond providing information as requested.

Upon motion duly made and seconded, and after discussion, it was:

VOTED: To amend Bylaw Section 6.5 Meetings of the Board to read:

The Board of Directors will meet at least twice each year. Notice of meetings shall be in writing sent to the last recorded address, email address or fax number of each Board member at least seven (7) days before the time appointed for the meeting. Special meetings may be held at the call of four (4) members of the Board. Five (5) days' written notice shall be required for such special meetings. Attendance and discussion at all Board meetings shall be limited to members of the Board, **FAMA** staff and other invited representatives of **FAMA** member companies in good standing at the time of the meeting. The Board, at its sole discretion, reserves the right to exclude non-Board members from the meeting in order to have a closed discussion or session.

The full set of **FAMA** Bylaws, amended as of April 2, 2012, may be viewed and downloaded from the secure member area of the **FAMA** web site (www.fama.org) (username and password access required).

Statistics – Jack McLoughlin, Chair. Report included the review of 4Q11 and 2011 year-end statistics reports, with a noted decrease in apparatus shipments. With regarding to pricing statistics, Mr. McLoughlin indicated that only about one-quarter of vehicles sold are being reported with price; asked if **FAMA** should continue to seek pricing, members responded overwhelmingly, “Yes.” A list of the changes made to data collection was provided. Detailed historical reports were included in the slide presentation.

Membership – Tim Van Fleet, Chair. Report included a listing of eight (8) new members that have joined **FAMA** since last fall's report, as well as a list of the top prospective members the committee will seek to recruit. Committee objectives were reviewed.

GAC – Lee Morris, Chair. The 2012 activities and legislative agenda, goals, and tasks of the Governmental Affairs Committee (GAC-US) were detailed and reviewed during the slide presentation.

Emphasis was put on building relationships with members' congressional offices both before and after Election Day, and participation in annual Hill Days and local Home Days.

Long Range Planning – Peter Daley, Chair. The committee is focusing on a 3-year plan and provided a snapshot of objectives for each year. He reviewed the mission of the committee, and outlined the prioritized key objectives for 2012, including:

- * Determine FAMA relevance to key stakeholders
- * Evaluate FAMA board and committee structures and committee leaders
- * Evaluate value of FAMA to membership
- * Structure of PennWell relationship
- * Succession Planning – FAMA staff

Mr. Darley noted that for those members interested in participating in the activities of the association, the committees are the work force. Find out where your skills and interests can help FAMA and the fire service in general.

Open Mike – Mr. Whitehouse explained that two open mike sessions were scheduled for this meeting, providing an open forum for members to share their candid views.

Today's session related to an organization focus and FAMA priorities; namely, (a) NFPA and next steps after Annex D; and (b) an Apparatus Forum – invite fire service and industry leaders to participate in a forum to help identify emerging trends or areas for change. [A report will follow summarizing discussion highlights and resulting actions to be taken.]

Special Survey – Prepared and distributed to each attendee asking what influences the decision to attend spring and fall membership meetings. Responses will be tabulated and reported during tomorrow's meeting.

Meeting Suspended for Day – at 11:58 a.m.

* * * * *

Meeting Day 2 – April 3, 2012

Meeting Resumed – Call to Order – by Mr. Kozey at 8:00 a.m.

Annual Awards – Congratulations to the following individuals who were presented annual awards at last night's banquet:

Good Egg – Dave Durstine
Tube Steak – Jeff Hupke
Best Dressed – Bill Ballantyne
Low Net Score – Lou Milanovich
Goodwill Ambassador – Donna Halpin
Star Achiever – Jeff Resch

Committee Reports, Continued:

Technical and NFPA 1901 – David Durstine, Co-Chair. Initiatives for 2012 included the publication of the quarterly Tech e-Newsletter, and developing a web portal to promote communications and committee work beyond the two Technical Committee meetings (held in conjunction with the FDIC and the FRI).

Appreciation was extended to the Waterous Company and ROM Corporation for co-sponsoring the 2011 “fall” Technical meeting held during FRI, and to Meritor and Fire Research Corp. who co-sponsored the April 2012 “spring” Technical meeting held during FDIC. Topics discussed at the spring meeting included EPA regulations on DPA shutdown; the anthropometric survey; work of the task force on the safety sign initiative; and, work on the FDSOA apparatus symposium program to provide input on classes and speakers for 2013.

Regarding NFPA 1901 (Standard for Automotive Fire Apparatus) and 1906 (Standard for Wildland Fire Apparatus), there are changes to the revision cycles so that they are in cycle together with a revised edition date of 2016 for both. Other revision cycles include:

- NFPA 1911 – 2012 Edition – Standard for the Inspection, Maintenance, Testing, and Retirement of In-Service Automotive Fire Apparatus; Fall 2016 Edition Date: 2017
- NFPA 1912 – Standard for Fire Apparatus Refurbishing; Fall 2015 Edition Date: 2016

NFPA 1500 + 18 – Dominic Colletti, FAMA Principal Rep. NFPA 18 (Standard on Wetting Agents) and NFPA 18A (Standard on Water Additives for Fire Control and Vapor Mitigation) are in a fall 2015 revision cycle. Next committee meeting is slated for the 4th quarter of 2012 with public input closing date in January 2014. NFPA 1500 (Standard on Fire Department Occupational Health and Safety Program) will publish this summer/fall. Revision changes of note were presented.

Trade Shows Advisory – Phil Gerace (for Chair Brian Cassell). Revisions were made to the FEMSA Trade Show Report Card, allowing FAMA to address staging and move-in procedures at trade shows. The FRI site selection committee has narrowed sites down to the top 12. Final decisions will be made at the FRI’s November meeting.

Education – Tammy Laridaen, Co-Chair. FAMA is truly grateful for the generosity of Akron Brass Co. for its continued sponsorship of the annual scholarship award. Applications for the 2012 award are open and will be evaluated during the month of June, with presentation in Denver, CO at the FAMA Technical Committee meeting. Communications with university department heads relative to the FAMA scholarship has been improved this year. The committee also is researching to identify other colleges that offer fire science programs.

Marketing/Internet – Ron Truhler, Chair. Committee members are needed. Review of guidelines for committees/Board to complete and send to the committee when needing assistance on press releases, etc. Looking to streamline communications to members. Review of FAMA’s sponsorship with the FDIC, and the promotional efforts included.

Meeting Planning – John Swanson, Chair. Corporate and Member Sponsors of this meeting were again acknowledged and applauded for their generosity and support. Review of future meeting sites and dates. The responsibilities of the committee and meeting site criteria were outlined.

Nominating – John Sztykiel, Chair. Announcement that nominations are open for officer and director-at-large positions on the Board for 2013. Things to consider if interested in a Board position: (1) learn about the industry; (2) it’s a good deal of work; (3) develop stronger relationships; (4) it’s a way to give back; and (5) it’s a great way to serve.

Presentation: Education / Survey Analyses – Jeff Hupke, co-chair of the Education Committee, provided detailed analyses of two surveys conducted by the FAMA and FEMSA organizations in late 2011/early 2012. The first survey targeted Fire Chiefs. This is the third year this survey has been conducted. The second was termed as a “Member Outlook Survey,” was sent to all FAMA and FEMSA member companies, and asked questions with regard to business and forecasting. Both survey results showed great optimism overall.

Going forward, and with regard to the Fire Chief survey, members would be interested in the demographics of those who take the survey; ask for respondent profiles and offer an iPad as an incentive. In the future, members asked for tracking of state and regional trends. This year there were challenges to get the survey out in a timely manner and market it. Going forward, the committee will seek to garner more participation by reaching out to trade magazines, the IAFC, and the NVFC for assistance. The 2012 survey will target to launch in October.

After discussion, it was determined that the results of the surveys would be posted in the secure member area of the respective web sites; that a summary overview would be prepared and published in the next issue of the newsletter, and only the published summary may be shared beyond the membership.

Open Mike (Day 2) – Discussion for this segment centered around spring membership meeting format and content, and how to keep member manufacturers engaged. The results of the brief meeting survey taken yesterday were presented, with the opportunity to network being the prevailing reason why members attend the spring meeting.

As noted above, a summary of the open mike discussions will be made available to members after the meeting.

Unfinished Business – none.

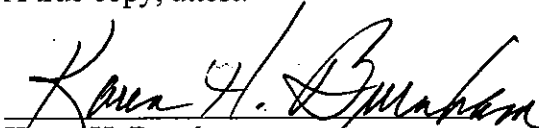
Closing Remarks – Mr. Kozey again extended his appreciation to members for attending this meeting, to members of the Board for their support, with special thanks to Mr. Whitehouse for assisting with the preparation of and conduct of the meeting.

Next Meeting Notice – The next meeting of the FAMA membership will be held September 26-29, 2012, in Glendale, Arizona.

Adjournment – With no further business or discussion to come before this meeting, upon motion duly made and seconded, it was:

VOTED: To adjourn, at 11:02 a.m.

A true copy, attest:


Karen H. Burnham
Recording Secretary

Attachments: Attendance List
Treasurer's Report

Amended Bylaws, Full Meeting PPT and Speaker Presentations - Posted in secure member area of www.fama.org

**FAMA Spring Membership Meeting
April 2-3, 2012, Ft. Lauderdale, FL**

Attendance

4-Guys – Mark Albright
Akron Brass Co. – Tim Van Fleet, David Durstine
Allison Transmission – Larry Dodson, Matthew Lazier
Aluminum Ladder Company – Karen Miller Mellette
AMDOR, Inc. – Bruce Whitehouse
Bauer Compressors, Inc. – Tim McGuire
Boise Mobile Equipment, Inc. – Jeff Ramey
Bostrom (H.O.) Company, Inc. – Paul Bostrom
Bulldog Fire Apparatus, Inc. – Jeff Mazza
C.E.T. Fire Pumps Mfg., Ltd. – Jerry Halpin
Code 3 – Damon Lewis
Crimson Fire – Dennis Schnider
Cummins, Inc. – Dave Drehobl
Duo-Safety Ladder Corp. – Phil Schwab, Randy Vandersee
E.S. Safety Systems, Inc. – Rick Denike
Eagle Compressors, Inc. – David Rutterman, Eddie Lacefield
Elkhart Brass Mfg. Co., Inc. – Tim Doane
E-One – Grady North
Federal Signal Corporation – Maria Hovanes
Fire Research Corporation – Jack McLoughlin, Toh Meng
Fort Garry Fire Trucks – Rick Suche, Lisa Doyle, Steve Suche
Fouts Bros. Fire Equipment – Scott Edens
Hale Products, Inc. - Dominic Colletti
Hannay Reels, Inc. – Ken Fritz
Hansen International, Inc. – Dennis Sadler, John Seehof
KME Fire Apparatus – Phil Gerace
Kochek Company Inc. – Greg Kozey, John Swanson
Kussmaul Electronics – Tom Nugent
Marion Body Works, Inc. – Curt Ignacio
MaxxForce Engines – Marc Whtie
Meritor, Inc. – Mike Smyth
Navistar/International Truck – James Ham, Bob Neitzel
Oshkosh Corporation – Jeff Resch, Lee Morris
Pierce Manufacturing, Inc. -
PPG Industries – Lou Milanovich
Pro Poly of America, Inc. – Tim Dean
PyroLance – Bill Ballantyne
RealWheels Corporation – Jan Polka
ROM Corporation – Jeff Hupke
Seats, Inc. – Tammy Laridaen
Smeal Fire Apparatus Co. – Jeff Hunke
Southern Fire Service & Sales – Scott Evans
Spartan Chassis – Ed Dobbs
Spartan Motors, Inc. – John Szykiel

Sutphen Corporation – Drew Sutphen
Task Force Tips – Ron Truhler
Thuemling Instrument Group, Inc. – Tim Thueling
Truck Cab Manufacturers Inc. – John Weber
United Plastic Fabricating, Inc. – Andrew Lingel, Joe Lingel
VisionMark – Jerry Merges
W.S. Darley & Co. – Jeff Darley, Peter Darley, Paul Darley
Waterous Company – Tom Mettler, Steve Toren
Ziamatic Corp. – Mike Adams

Legal Counsel – Jim Juneau
Administrator – Karen Burnham

Fire Apparatus Manufacturers' Association

Profit & Loss Budget Performance

January through December 2011

	Jan - Dec 11	Budget	Performance-to-Budget	% of Budget
INCOME				
Contingency Fund	0.00	9,379.00	-9,379.00	0.0%
Dues	185,236.38 *	177,600.00	7,636.38	104.3%
GAC Donation	25,000.00	20,000.00	5,000.00	125.0%
General Funds	0.00	17,950.00	-17,950.00	0.0%
Hill Day	791.72	1,250.00	-458.28	63.34%
Interest-ING	1,457.87	1,400.00	57.87	104.13%
Interest-MM	505.41	700.00	-194.59	72.2%
Meeting Fees (Fall)	18,267.17	16,000.00	2,267.17	114.17%
Meeting Fees (Spring)	23,452.06	24,000.00	-547.94	97.72%
Meeting Sponsor (Corp)	37,500.00	37,500.00	0.00	100.0%
Meeting Sponsors (Fall)	3,000.00	4,500.00	-1,500.00	66.67%
Meeting Sponsors (Spring)	3,500.00	9,000.00	-5,500.00	38.89%
Meetings Spouse/Guest (Spring)	1,204.39			
Scholarship Sponsor	5,000.00	3,000.00	2,000.00	166.67%
Technical Cmte (Sponsors)	7,500.00	10,000.00	-2,500.00	75.0%
Total INCOME	312,415.00	332,279.00	-19,864.00	94.02%
EXPENSE				
Accountant Fees	3,445.00	2,200.00	1,245.00	156.59%
Annual Fees (Corp)	305.50	500.00	-194.50	61.1%
Awards/Recognition	0.00	200.00	-200.00	0.0%
Bank Fees	3,040.42	2,200.00	840.42	138.2%
Board Meetings/Retreats	4,425.69	7,500.00	-3,074.31	59.01%
CFSI (Annual)	10,447.01	9,500.00	947.01	109.97%
Donations/Gifts	155.57	500.00	-344.43	31.11%
Education-Grant Fund	2,050.00	6,000.00	-3,950.00	34.17%
Education-Scholarship	5,000.00	3,000.00	2,000.00	166.67%
Governmental Affairs - Canada	0.00	3,500.00	-3,500.00	0.0%
Governmental Affairs - US	33,624.98	35,619.00	-1,994.02	94.4%
Hill Day Fees	791.72	1,250.00	-458.28	63.34%
Insurance Premiums	3,106.00	3,500.00	-394.00	88.74%
Internet/Web Site	5,047.45	3,990.00	1,057.45	126.5%
Internet/Web Site (Gen'l Funds)	0.00	5,950.00	-5,950.00	0.0%
Legal	14,589.08 **	15,000.00	-410.92	97.26%
Long Range Planning	32.15	350.00	-317.85	9.19%
Management Fees	43,000.00	42,000.00	1,000.00	102.38%
Marketing/PR	12,302.09	11,500.00	802.09	106.98%
Member Meetings (Fall)	39,465.12 ***	44,750.00	-5,284.88	88.19%
Member Meetings (Spring)	69,171.38	70,000.00	-828.62	98.82%
Membership (Plaques)	340.94	600.00	-259.06	56.82%
Membership Recruitment	0.00	1,170.00	-1,170.00	0.0%
Newsletter	10,629.13	7,500.00	3,129.13	141.72%
NFFF (Annual)	2,500.00	2,500.00	0.00	100.0%
Office	7,613.35	10,000.00	-2,386.65	76.13%
Statistics (General Funds)	9,990.00	12,000.00	-2,010.00	83.25%
Statistics Program	4,940.00	7,000.00	-2,060.00	70.57%
Technical	9,270.63	12,000.00	-2,729.37	77.26%
Travel - Administrative	5,772.90	8,000.00	-2,227.10	72.16%
Travel - Trade Show Staff	2,459.10	2,500.00	-40.90	98.36%
Total EXPENSE	303,515.21	332,279.00	-28,763.79	91.34%
Net Income	8,899.79	-17,950.00	26,849.79	-49.58%

* Dues Income - includes \$20 misc.

** Legal - includes trademark filings and services: \$1,848.52 (US+Canada)

*** Fall Meetings - includes \$3,675.56 to Rome Travel for FDSOA time + expenses

Fire Apparatus Manufacturers' Association

Profit & Loss Budget Performance

January through February 2012

	Jan - Feb 12	Budget	Performance-to-Budget	% of Budget
INCOME				
Advocacy Sponsorship (PennWell)	0.00	40,000.00	-40,000.00	0.0%
Contingency Fund	0.00	2,590.00	-2,590.00	0.0%
Dues	183,093.90	195,000.00	-11,906.10	93.89%
GAC Donation	0.00	20,000.00	-20,000.00	0.0%
Hill Day	0.00	1,500.00	-1,500.00	0.0%
Interest-ING	77.57			
Interest-MCU-Reserve	0.00	1,984.00	-1,984.00	0.0%
Interest-MCU-Surplus	0.00	1,426.00	-1,426.00	0.0%
Interest-MM	31.30	50.00	-18.70	62.6%
Meeting Fees (Fall)	0.00	20,625.00	-20,625.00	0.0%
Meeting Fees (Spring)	31,748.51 *	27,000.00	4,748.51	117.59%
Meeting Sponsors (Fall)	0.00	4,000.00	-4,000.00	0.0%
Meeting Sponsors (Spring)	0.00	5,000.00	-5,000.00	0.0%
Scholarship Sponsor	5,000.00	5,000.00	0.00	100.0%
Technical Cmte (Sponsors)	0.00	8,000.00	-8,000.00	0.0%
Total INCOME	219,951.28	332,175.00	-112,223.72	66.22%
EXPENSE				
Accountant Fees	0.00	3,500.00	-3,500.00	0.0%
Advocacy Activities				
CFSI (Annual)	2,950.00	11,000.00	-8,050.00	26.82%
Education-Grant Fund	0.00	6,000.00	-6,000.00	0.0%
GAC Advocacy	0.00	13,000.00	-13,000.00	0.0%
Newsletter	238.66	7,500.00	-7,261.34	3.18%
NFFF (Annual)	0.00	2,500.00	-2,500.00	0.0%
Total Advocacy Activities	3,188.66	40,000.00	-36,811.34	7.97%
Annual Fees (Corp)	149.50	500.00	-350.50	29.9%
Awards/Recognition	253.70	225.00	28.70	112.76%
Bank Fees	1,433.83	3,000.00	-1,566.17	47.79%
Board Meetings/Retreats	355.00	7,500.00	-7,145.00	4.73%
Donations/Gifts	0.00	500.00	-500.00	0.0%
Education-Scholarship	0.00	5,000.00	-5,000.00	0.0%
GAC Activities				
Governmental Affairs - Canada	0.00	4,000.00	-4,000.00	0.0%
Governmental Affairs - US	9,000.00	23,215.00	-14,215.00	38.77%
Total GAC Activities	9,000.00	27,215.00	-18,215.00	33.07%
Hill Day Fees	0.00	675.00	-675.00	0.0%
Insurance Premiums	0.00	3,500.00	-3,500.00	0.0%
Internet/Web Site	0.00	3,990.00	-3,990.00	0.0%
Legal	2,450.00	15,000.00	-12,550.00	16.33%
Long Range Planning	0.00	350.00	-350.00	0.0%
Management Fees	5,600.00	42,000.00	-36,400.00	13.33%
Marketing/PR	0.00	11,500.00	-11,500.00	0.0%
Member Meetings (Fall)	0.00	46,250.00	-46,250.00	0.0%
Member Meetings (Spring)	0.00	80,000.00	-80,000.00	0.0%
Membership (Plaques)	83.39	600.00	-516.61	13.9%
Membership Recruitment	0.00	1,170.00	-1,170.00	0.0%
Office	753.84	10,000.00	-9,246.16	7.54%
Statistics Program	1,000.00	7,000.00	-6,000.00	14.29%
Technical	0.00	12,000.00	-12,000.00	0.0%
Travel - Administrative	2,413.99	8,000.00	-5,586.01	30.18%
Travel - Trade Show Staff	0.00	2,700.00	-2,700.00	0.0%
Total EXPENSE	26,681.91	332,175.00	-305,493.09	8.03%
Net Income	193,269.37	0.00	193,269.37	100.0%

* Spring Meeting Fees divided into 3 classes: Fees (\$26,183.51), Golf (\$1,875) + Catamaran (\$3,690); the latter will be refunded due to cancellation.

12:24 PM
01/12/12
Cash Basis

Fire Apparatus Manufacturers' Association **Balance Sheet Prev Year Comparison** As of December 31, 2011

	<u>Dec 31, 11</u>	<u>Dec 31, 10</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
A01 - ING DIRECT Business Savings	177,844.61	176,386.74	1,457.87	0.83%
A03 - FAMA Money Market	53,666.58	46,775.24	6,891.34	14.73%
A04 - FAMA Checking	1,043.21	492.63	550.58	111.76%
Total Checking/Savings	<u>232,554.40</u>	<u>223,654.61</u>	<u>8,899.79</u>	<u>3.98%</u>
Total Current Assets	<u>232,554.40</u>	<u>223,654.61</u>	<u>8,899.79</u>	<u>3.98%</u>
TOTAL ASSETS	<u>232,554.40</u>	<u>223,654.61</u>	<u>8,899.79</u>	<u>3.98%</u>

[ING Account contains reserves requirement
of 6 months' expenses calculated from the
prior fiscal year: \$153,906.69 for 2011.]

11:42 AM
03/01/12
Cash Basis

Fire Apparatus Manufacturers' Association **Balance Sheet Prev Year Comparison** As of March 1, 2012

	<u>Mar 1, 12</u>	<u>Mar 1, 11</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
Metro CU MM-Reserves-30	151,757.60	0.00	151,757.60	100.0%
Metro CU MM-Surplus-31	26,164.58	0.00	26,164.58	100.0%
A01 - ING DIRECT Business Savings	0.00	176,653.65	-176,653.65	-100.0%
A03 - FAMA Money Market	238,667.88 *	237,852.69	815.19	0.34%
A04 - FAMA Checking	9,233.71	20,288.92	-11,055.21	-54.49%
Total Checking/Savings	<u>425,823.77</u>	<u>434,795.26</u>	<u>-8,971.49</u>	<u>-2.06%</u>
Total Current Assets:	<u>425,823.77</u>	<u>434,795.26</u>	<u>-8,971.49</u>	<u>-2.06%</u>
TOTAL ASSETS	<u>425,823.77</u>	<u>434,795.26</u>	<u>-8,971.49</u>	<u>-2.06%</u>

3.12 - Transferred \$188,000 from FAMA Money Market to Metro CU MM Surplus account