

Fire Apparatus Manufacturers' Association					
Profit & Loss Budget vs. Actual					
January through September 2010					
Category	2010				2009
	Budget	YTD Actual			YTD Actual
	2010	2010	Variance	% To Budget	Comparison
Income					
Scholarship Sponsor	3,000.00	3,000.00	\$0.00	100.00%	3,000.00
Spring Meeting Sponsor (corp)	35,000.00	35,000.00	\$0.00	100.00%	35,000.00
Spring Meeting Sponsor (member)	10,000.00	9,000.00	(\$1,000.00)	90.00%	6,500.00
Fall Meeting Sponsor	2,500.00	4,500.00	\$2,000.00	180.00%	2,500.00
2010 GAC/PR Donation	20,000.00	20,000.00	\$0.00	100.00%	20,000.00
Interest (Savings/MM)	1,400.00	591.47	(\$808.53)	42.25%	1,256.50
Interest ING	2,500.00	1,138.65	(\$1,361.35)	45.55%	1,866.70
Membership Dues From 2009		119,119.50			119,270.37
Membership Dues 2010	177,600.00	58,434.67	(\$45.83)	99.97%	52,982.19
Contingency Fund	15,425.00				
Spring Meeting Fees	30,000.00	26,348.93	(\$3,651.07)	87.83%	26,867.46
Snorkeling Fees		400.00			
Fall Meeting Fees	16,000.00	18,185.57	\$2,185.57	113.66%	13,095.37
Hill Day Fees	5,000.00	1,391.85	(\$3,608.15)	27.84%	6,050.00
Miscellaneous		10.00			5.00
Overpayments/Memberships '10					1,450.00
Tech Committee Sponsorships	10,000.00	5,000.00	(\$5,000.00)	50.00%	10,000.00
Total Income	\$328,425.00	\$302,120.64	(\$11,289.36)		\$299,843.59
Expenses					
Accounting Fees	1,100.00	1,150.00	\$50.00	104.55%	1,100.00
Annual Fees	500.00	492.00	(\$8.00)	98.40%	482.00
Awards	200.00		(\$200.00)	0.00%	13.57
Bank Charges	2,500.00	1,956.35	(\$543.65)	78.25%	2,013.25
Board Meetings (includes Board Retreat)	6,000.00	3,122.42	(\$2,877.58)	52.04%	2,575.33
CFSI	9,000.00	4,281.84	(\$4,718.16)	47.58%	4,072.56
Charitable Donations/Gifts	1,100.00		(\$1,100.00)	0.00%	201.23
Contract Services	42,000.00	28,000.00	(\$14,000.00)	66.67%	29,291.83
Education - Scholarships	3,000.00	3,000.00	(\$3,000.00)	0.00%	3,000.00
Educational Grant Fund	6,000.00	1,585.42	(\$4,414.58)	26.42%	
Canadian Government Affairs	4,150.00	1,653.65	(\$2,496.35)	39.85%	
Governmental Affairs	35,850.00	16,065.10	(\$19,784.90)	44.81%	22,650.00
Hill Day Fees	5,000.00	1,141.85	(\$3,858.15)	22.84%	
Insurance (D&O/GL)	3,800.00	946.00	(\$2,854.00)	24.89%	940.00
Internet	10,000.00	5,211.90	(\$4,788.10)	52.12%	3,722.50
Legal Fees	15,000.00	9,672.31	(\$5,327.69)	64.48%	9,308.13
Long Range Plan	350.00	70.44	(\$279.56)	20.13%	
Marketing	16,500.00	12,666.06	(\$3,833.94)	76.76%	10,573.85
Membership Meetings - Spring	77,000.00	76,965.42	(\$34.58)	99.96%	76,740.78
Membership Meetings - Fall	42,375.00	3,117.24	(\$39,257.76)	7.35%	2,963.54
Member Plaques/Recruiting	1,000.00	465.99	(\$534.01)	46.60%	469.65
NFFF	2,500.00		(\$2,500.00)	0.00%	
Office Expenses	11,000.00	5,729.93	(\$5,270.07)	52.09%	7,132.90
Special Projects (Newsletter Assistant)	2,500.00	420.00	(\$2,080.00)	16.80%	
Statistics	7,000.00	3,569.00	(\$3,431.00)	50.99%	4,038.75
Technical Meetings	12,000.00	10,388.49	(\$1,611.51)	86.57%	9,276.58
Trade Show (incl. booth staff)	3,000.00	2,234.45	(\$765.55)	74.48%	1,491.78
Travel	8,000.00	5,032.96	(\$2,967.04)	62.91%	4,601.52
Total Expenses	\$328,425.00	\$198,938.82	(\$132,486.18)		\$196,659.75
Change In Net Worth	\$0.00	\$103,181.82			\$87,907.02