

**Fire Apparatus Manufacturers' Association
Treasurer's Report
Performance To Budget Summary
2007 [as of 09/30/07]**

Category	Budget	Actual	Variance	% To Budget
Income				
2007 Dues ¹	\$165,750.00	\$163,750.00	(\$2,000.00)	98.8%
2007 Corporate Meeting Sponsor ³	\$30,000.00	\$30,000.00	\$0.00	100.0%
2007 Meeting Sponsor ³	\$0.00	\$3,000.00	\$3,000.00	-
2007 GAC/PR Donation ⁴	\$26,000.00	\$27,000.00	\$1,000.00	103.8%
Tech Committee Sponsorship ⁵	\$10,000.00	\$10,000.00	\$0.00	100.0%
Prior Year's GAC Accrual ²	\$11,810.00	\$0.00	(\$11,810.00)	0.0%
Interest (Savings/MM)	\$3,000.00	\$3,973.35	\$973.35	132.4%
Reserve CD 8/26/08 (12m)	\$2,803.00	\$2,685.09	(\$117.91)	95.8%
Interest(CD) - Matured/Closed 7/25/07	\$2,269.00	\$2,154.48	(\$114.52)	95.0%
Tax Refund		\$41.00	\$41.00	-
Total Income	\$251,632.00	\$242,603.92	(\$9,028.08)	96.4%
Expenses				
Accounting Fees	\$1,530.00	\$960.00	\$570.00	62.7%
Annual Fees	\$500.00	\$454.00	\$46.00	90.8%
Bank Charges	\$50.00	\$5.00	\$45.00	10.0%
Board Meetings	\$3,000.00	\$2,235.36	\$764.64	74.5%
CFSI	\$8,750.00	\$9,485.54	(\$735.54)	108.4%
Charitable Donations/Gifts	\$5,000.00	\$480.50	\$4,519.50	9.6%
Contract Services	\$28,840.00	\$19,930.98	\$8,909.02	69.1%
Education - Scholarships	\$3,000.00	\$0.00	\$3,000.00	0.0%
Education - McMahon Project ²	\$15,000.00	\$12,657.58	\$2,342.42	84.4%
Educational Grant Fund	\$3,500.00	\$0.00	\$3,500.00	0.0%
Gifts	\$0.00	\$91.75	(\$91.75)	-
Governmental Affairs ^{2,4}	\$34,810.00	\$29,019.20	\$5,790.80	83.4%
Insurance	\$300.00	\$339.00	(\$39.00)	113.0%
Legal Fees	\$18,000.00	\$10,884.12	\$7,115.88	60.5%
Marketing (includes \$8,000 for new Web site)	\$26,200.00	\$13,220.67	\$12,979.33	50.5%
Membership Meetings ³	\$32,000.00	\$47,264.07	(\$15,264.07)	147.7%
Member Plaques/Recruiting	\$2,100.00	\$773.72	\$1,326.28	36.8%
NFFF	\$2,500.00	\$2,500.00	\$0.00	100.0%
NTEA	\$800.00	\$0.00	\$800.00	0.0%
Office Expenses	\$8,840.00	\$7,074.04	\$1,765.96	80.0%
Public Relations	\$0.00	\$0.00	\$0.00	-
Special Projects	\$7,000.00	\$0.00	\$7,000.00	0.0%
Statistics	\$7,500.00	\$5,888.75	\$1,611.25	78.5%
Technical Meetings ⁵	\$8,500.00	\$10,804.71	(\$2,304.71)	127.1%
Travel (includes booth staff)	\$7,500.00	\$5,532.44	\$1,967.56	73.8%
Total Expenses	\$225,220.00	\$179,601.43	\$45,618.57	79.7%
Change In Net Worth	\$26,412.00	\$63,002.49	\$36,590.49	

¹ 2007 revenues received as of 12/31/06 = \$105,000.00

² 12/06 letter to FDIC included funding for this expense in 2007; add accrual balance to GAC '07 expense budget

³ Membership Meeting income plus budget less expenses: \$32,000 + \$33,000 - 47,264.07 = a balance of \$17,735.93 as of 9/31/07

⁴ Governmental Affairs expenses are offset by 2007 GAC/PR donation

⁵ Technical Meetings expenses are offset by Tech Committee Sponsorship revenues