

**Fire Apparatus Manufacturers' Association**  
**Balance Sheet Prev Year Comparison**  
As of December 31, 2014

	Dec 31, '14	Dec 31, '13	\$ Change	% Change
<b>ASSETS</b>				
Checking/Savings:				
Metro CU MM-Reserves-30 *	158,162	154,391	3,772	2%
Metro CU MM-Surplus-31	156,676	133,623	23,053	17%
A03 — FAMA Money Market	43,401	12,421	30,980	249%
A04 — FAMA Checking	5,241	(2,746)	7,987	-291%
<b>TOTAL ASSETS</b>	<b>363,480</b>	<b>297,688</b>	<b>65,792</b>	<b>22%</b>

**LIABILITIES**

Current Liabilities:				
FAMA Prepaid Meeting Fees	2,350	-	2,350	100%
FAMA Prepaid Membership Dues	1,500	-	1,500	100%
<b>TOTAL LIABILITIES</b>	<b>3,850</b>	<b>-</b>	<b>3,850</b>	<b>100%</b>

\*2014 Required Reserves: \$157,747.32

**Fire Apparatus Manufacturers' Association**  
**Profit and Loss Budget vs. Actual**  
January through December 2014

	Jan - Dec '14	Budget	Performance- to-Budget	% of Budget
<b>REVENUE:</b>				
Advocacy Sponsorship (PennWell)	40,000	40,000	-	100%
Contingency Fund	-	41,953	(41,953)	0%
Dues	184,894	186,000	(1,106)	99%
GAC Donation	25,000	20,000	5,000	125%
General Funds	-	-	-	0%
Hill Day	1,563	1,375	188	114%
Interest-MCU-Reserve	855	1,275	(420)	67%
Interest-MCU-Surplus	969	1,020	(51)	95%
Interest-MM	78	30	48	261%
Meeting Fees (Fall)	27,580	19,000	8,580	145%
Meeting Fees (Spring)	38,152	27,000	11,152	141%
Meeting Sponsors (Fall)	14,500	13,000	1,500	112%
Meeting Sponsors (Spring)	15,500	22,000	(6,500)	70%
Meetings Spouse/Guest (Spring)	-	-	-	0%
Scholarship Sponsor	5,000	5,000	-	100%
Technical Cmte (Sponsors)	9,500	8,000	1,500	119%
Technical Safety Guide *	30,138	7,000	23,138	431%
<b>Total — Revenue</b>	<b>393,730</b>	<b>392,653</b>	<b>1,077</b>	<b>100%</b>

\*Represents \$15,737.78 in royalties and \$14,400 in mailer sponsorships

**EXPENSE:**

Accountant Fees	3,700	3,900	(200)	95%
Advocacy Activities:				
CFSI (Annual)	10,002	11,000	(998)	91%
Education-Grant Fund	7,643	6,000	1,643	127%
Newsletter	-	7,500	(7,500)	0%
NFFF (Annual)	2,500	2,500	-	100%
Total Advocacy Activities	20,145	27,000	(6,855)	75%
Annual Fees (Corp)	309	500	(192)	62%
Awards/Recognition	94	225	(131)	42%
Bank Fees	4,177	3,500	677	119%
Board Meetings/Retreats	3,579	7,500	(3,921)	48%
Donations/Gifts	-	500	(500)	0%
Education-Scholarship	5,790	5,000	790	116%
GAC Activities:				
Governmental Affairs - Canada	-	-	-	0%
Governmental Affairs - US	31,841	38,033	(6,191)	84%
Total GAC Activities	31,841	38,033	(6,191)	84%
Hill Day Fees	1,563	675	888	232%
Insurance Premiums	750	3,120	(2,370)	24%
Legal	13,088	15,000	(1,912)	87%
Management Fees	48,000	48,000	-	100%
Marketing/PR	25,762	19,450	6,312	132%
Member Meetings (Fall)	47,214	37,450	9,764	126%
Member Meetings (Spring)	94,650	95,000	(350)	100%
Membership (Plaques)	344	600	(256)	57%
Membership Recruitment	619	1,200	(581)	52%
Office	5,468	10,000	(4,532)	55%
Statistics (General Funds)	-	15,000	(15,000)	0%
Statistics Program	5,870	6,000	(130)	98%
Technical	8,103	7,300	803	111%
Travel - Administrative	5,740	8,000	(2,260)	72%
Travel - Trade Show Staff	3,226	3,000	226	108%
Strategic Structural Review	1,304	30,000	(28,696)	4%
Technical Safety Guide	453	6,700	(6,247)	7%
Total — Expense	331,787	392,653	(60,865)	84%
NET INCOME	61,942	-	61,942	