

Minnesota Chiefs of Police Association

Cash and Investment Account Balances

Association

2015

Dec	\$246,913	\$408,287	\$655,200
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2015

	Cash Accounts	Investments	Total	Change	
Jan	\$301,987	\$407,443	\$709,430	\$54,230	Dues and ETI payments
Feb	\$340,650	\$406,738	\$747,388	\$37,958	Dues and ETI payments
March	\$383,633	\$412,063	\$795,696	\$48,307	Dues and ETI payments
April	\$628,220	\$415,382	\$1,043,602	\$247,906	Building sale, less operating expenses
May	\$548,081	\$415,815	\$963,897	(\$79,705)	ETI bills and operations
June	\$509,914	\$418,091	\$928,006	(\$35,891)	ETI bills and operations
July	\$452,283	\$420,289	\$872,572	(\$55,434)	Videoconference & studio equipment
August	\$419,782	\$421,391	\$841,174	(\$31,398)	Operations
Sept			\$0	\$0	
Oct			\$0	\$0	
Nov			\$0	\$0	
Dec			\$0	\$0	
YTD				\$185,974	

Foundation

2015

Dec	\$41,500		\$41,500
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2015

	Cash Accounts	Investments	Total	Change	
Jan	\$33,500		\$33,500	(\$8,000)	Target grant paid to Association
Feb	\$33,500		\$33,500	\$0	no activity
March	\$43,502		\$43,502	\$10,002	General Mills donation
April	\$43,502		\$43,502	\$0	no activity
May	\$53,503		\$53,503	\$10,001	Land o Lakes \$10K for Advanced CLEO
June	\$53,503		\$53,503	\$0	no activity
July	\$50,754		\$50,754	(\$2,749)	deposit for event speaker
August	\$50,640		\$50,640	(\$114)	\$14.6K of event proceeds collected by Assoc.
Sept			\$0	\$0	
Oct			\$0	\$0	
Nov			\$0	\$0	
Dec			\$0	\$0	
YTD				\$9,140	

Minnesota Chiefs of Police Association Summary Budget Profit Loss Comparison

Through June 30, 2016

	Actual	Budget	
	Aug '16	Aug '16	%
Income			
Membership Dues	100,835	99,600	1.2%
Fees	368,288	349,625	5.3%
Grants & Donations	10,231	28,500	NA
Advertising Income	37,013	33,156	NA
Product Sales-Net of Costs	11,716	8,333	40.6%
Raffle Income-Net of Costs	3,236	3,750	-13.7%
Investment Income	15,255	9,183	66.1%
Miscellaneous Income	525	0	NA
Total Income	547,100	532,147	2.8%
Expense			
Personnel Services	159,589	159,396	0.1%
Direct Program Expenses	266,322	239,902	11.0%
Management & General	68,097	73,020	-6.7%
Total Expense	494,008	472,318	4.6%
Year to Date Net Income	53,092	59,829	-11.3%

2016 Budget Assumptions:

Membership Dues	Same as 2015
Fees	Training revenue and royalties similar to 2015. ETI revenue up to \$307,000.
Grants & Donations	Foundation support unchanged from 2015: ETI speaker \$15K, scholarships \$6,480, general support \$25K.
Advertising (Magazine)	8% increase in advertising revenue. Costs similar to 2015.
Product Sales	Similar to 2015 actuals
Investment Income	Dividends + interest on deed; no assumed gain/loss on portfolio in middle scenario
Personnel	Staffing structure same as 2015 with new rates approved at Nov. Board meeting
Direct Program Expenses	Increase from \$285K to \$294K. Investments in ETI facilities and resort location for Advanced CLEO increase costs.
Management & General	Increase due to increasing credit card fees and one-time moving expenses, offset by lower monthly costs after move.

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Minnesota Chiefs of Police Association Profit & Loss Prev Year Comparison January through August 2016

	<u>Jan - Aug 16</u>	<u>Jan - Aug 15</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
41000 · Membership Dues	100,835.00	99,545.00	1,290.00	1.3%
42000 · Fees	368,288.34	309,146.63	59,141.71	19.13%
43000 · Grants & Donations	10,231.25	36,140.00	-25,908.75	-71.69%
44000 · Advertising Income	37,013.20	30,090.00	6,923.20	23.01%
45000 · Product Sales-Net of Costs	11,715.68	8,672.05	3,043.63	35.1%
46000 · Raffle Income-Net of Costs	3,236.25	3,750.82	-514.57	-13.72%
48000 · Investment Income	15,254.90	5,084.90	10,170.00	200.0%
49000 · Miscellaneous Income	525.00	2,134.67	-1,609.67	-75.41%
Total Income	<u>547,099.62</u>	<u>494,564.07</u>	<u>52,535.55</u>	<u>10.62%</u>
Gross Profit	547,099.62	494,564.07	52,535.55	10.62%
Expense				
50000 · Personnel Services	159,589.10	132,652.97	26,936.13	20.31%
60000 · Direct Program Expenses	266,322.07	220,497.94	45,824.13	20.78%
70000 · Management & General	68,096.74	65,089.45	3,007.29	4.62%
Total Expense	<u>494,007.91</u>	<u>418,240.36</u>	<u>75,767.55</u>	<u>18.12%</u>
Net Income	<u><u>53,091.71</u></u>	<u><u>76,323.71</u></u>	<u><u>-23,232.00</u></u>	<u><u>-30.44%</u></u>

Minnesota Chiefs of Police Association Profit & Loss Prev Year Comparison January through August 2016

	<u>Jan - Aug 16</u>	<u>Jan - Aug 15</u>	<u>\$ Change</u>
Income			
41000 · Membership Dues			
41010 · Membership Dues-Voting	72,570.00	70,770.00	1,800.00
41020 · Membership Dues-Associate	21,795.00	21,320.00	475.00
41030 · Membership Dues-Supporting	4,810.00	5,950.00	-1,140.00
41040 · Membership Dues-Retired	1,660.00	1,505.00	155.00
Total 41000 · Membership Dues	<u>100,835.00</u>	<u>99,545.00</u>	<u>1,290.00</u>
42000 · Fees			
42100 · ETI Conference Fees	307,496.34	257,252.60	50,243.74
42110 · Exhibitors	0.00	0.00	0.00
42400 · Academy Sponsorships	3,000.00	1,000.00	2,000.00
42500 · Academic Partnerships	5,000.00	5,000.00	0.00
42600 · C-notes advertising	0.00	150.00	-150.00
42710 · Training Fees	52,741.00	45,595.00	7,146.00
42900 · Royalty Fees	51.00	149.03	-98.03
Total 42000 · Fees	<u>368,288.34</u>	<u>309,146.63</u>	<u>59,141.71</u>
43000 · Grants & Donations			
43200 · Grants	0.00	0.00	0.00
43250 · Donations In Kind	2,231.25	0.00	2,231.25
43300 · Donations	8,000.00	36,140.00	-28,140.00
Total 43000 · Grants & Donations	<u>10,231.25</u>	<u>36,140.00</u>	<u>-25,908.75</u>
44000 · Advertising Income			
44100 · Magazine	37,013.20	30,090.00	6,923.20
Total 44000 · Advertising Income	<u>37,013.20</u>	<u>30,090.00</u>	<u>6,923.20</u>
45000 · Product Sales-Net of Costs			
45100 · Merchandise Sales			
45110 · Merchandise Cost of Sales	0.00	-714.72	714.72
45100 · Merchandise Sales - Other	0.00	625.00	-625.00
Total 45100 · Merchandise Sales	<u>0.00</u>	<u>-89.72</u>	<u>89.72</u>
45200 · Permit Sales			
45210 · Permit Cost of Sales	-3,435.02	-2,286.39	-1,148.63
45200 · Permit Sales - Other	11,843.20	8,959.55	2,883.65
Total 45200 · Permit Sales	<u>8,408.18</u>	<u>6,673.16</u>	<u>1,735.02</u>
45300 · Police Officer Test Income			
45310 · Police Officer Test Expense	-7,439.00	-5,867.39	-1,571.61
45300 · Police Officer Test Income - Other	10,746.50	7,956.00	2,790.50
Total 45300 · Police Officer Test Income	<u>3,307.50</u>	<u>2,088.61</u>	<u>1,218.89</u>

Minnesota Chiefs of Police Association Profit & Loss Prev Year Comparison January through August 2016

	<u>Jan - Aug 16</u>	<u>Jan - Aug 15</u>	<u>\$ Change</u>
Total 45000 · Product Sales-Net of Costs	11,715.68	8,672.05	3,043.63
46000 · Raffle Income-Net of Costs			
46100 · Raffle Sales	3,350.00	3,925.00	-575.00
46110 · Raffle Cost of Sales	-113.75	-174.18	60.43
Total 46000 · Raffle Income-Net of Costs	<u>3,236.25</u>	<u>3,750.82</u>	<u>-514.57</u>
48000 · Investment Income			
48100 · Interest Income			
48110 · Contract Interest	1,977.90	4,110.28	-2,132.38
48100 · Interest Income - Other	143.68	96.51	47.17
Total 48100 · Interest Income	<u>2,121.58</u>	<u>4,206.79</u>	<u>-2,085.21</u>
48200 · Dividend Income	6,379.14	6,115.84	263.30
48300 · Unrealized Investment Gain/Loss	6,754.18	-5,237.73	11,991.91
Total 48000 · Investment Income	<u>15,254.90</u>	<u>5,084.90</u>	<u>10,170.00</u>
49000 · Miscellaneous Income			
49200 · Other Income	65.00	216.00	-151.00
49000 · Miscellaneous Income - Other	460.00	1,918.67	-1,458.67
Total 49000 · Miscellaneous Income	<u>525.00</u>	<u>2,134.67</u>	<u>-1,609.67</u>
Total Income	<u>547,099.62</u>	<u>494,564.07</u>	<u>52,535.55</u>
Gross Profit	547,099.62	494,564.07	52,535.55
Expense			
50000 · Personnel Services			
51000 · Salaries			
51100 · Executive Director	62,247.68	57,695.00	4,552.68
51280 · Outreach Coordinator	41,320.72	34,655.53	6,665.19
51400 · Staff Assistant	14,025.00	13,400.00	625.00
51500 · Prof Development Director	17,270.18	5,288.47	11,981.71
Total 51000 · Salaries	<u>134,863.58</u>	<u>111,039.00</u>	<u>23,824.58</u>
52000 · Payroll Taxes			
52100 · FICA	9,170.75	7,882.09	1,288.66
52200 · Medicare	2,144.75	1,843.52	301.23
52300 · FUTA	173.55	157.73	15.82
52400 · SUTA	186.73	157.54	29.19
Total 52000 · Payroll Taxes	<u>11,675.78</u>	<u>10,040.88</u>	<u>1,634.90</u>
53000 · Employee Benefits			

Minnesota Chiefs of Police Association
Profit & Loss Prev Year Comparison
January through August 2016

	<u>Jan - Aug 16</u>	<u>Jan - Aug 15</u>	<u>\$ Change</u>
53070 · Health Insurance	7,753.55	6,276.91	1,476.64
53150 · Motor Vehicle Allowance	5,296.19	5,296.18	0.01
Total 53000 · Employee Benefits	13,049.74	11,573.09	1,476.65
Total 50000 · Personnel Services	159,589.10	132,652.97	26,936.13
60000 · Direct Program Expenses			
61000 · Catering	56,704.14	52,447.38	4,256.76
62000 · Facility Rental	45,852.89	31,744.34	14,108.55
63000 · Fees & Commissions	102,794.64	85,907.08	16,887.56
64000 · Grants & Donations	4,000.00	4,125.00	-125.00
64500 · Hospitality	2,586.79	2,196.61	390.18
64600 · Meeting Expense	1,747.87	2,676.52	-928.65
67000 · Printing	14,218.59	10,099.71	4,118.88
67500 · Publications	17,205.50	20,530.23	-3,324.73
68000 · Supplies	16,308.19	4,374.81	11,933.38
69000 · Travel & Entertainment			
69010 · Airfare	1,276.40	1,973.10	-696.70
69020 · Car Rental	0.00	1,300.00	-1,300.00
69030 · Lodging	1,933.78	2,058.11	-124.33
69040 · Meals	376.76	263.58	113.18
69050 · Mileage	1,316.52	801.47	515.05
Total 69000 · Travel & Entertainment	4,903.46	6,396.26	-1,492.80
Total 60000 · Direct Program Expenses	266,322.07	220,497.94	45,824.13
70000 · Management & General			
70100 · Bank Charges	77.27	120.00	-42.73
70300 · Board Expenses			
70310 · Meeting Expenses	1,723.68	1,731.36	-7.68
Total 70300 · Board Expenses	1,723.68	1,731.36	-7.68
70400 · Credit Card Fees	8,439.10	7,267.79	1,171.31
70500 · Computer Expenses	3,510.76	1,773.46	1,737.30
70700 · Depreciation	188.49	1,833.12	-1,644.63
70900 · Dues and Memberships	505.00	910.00	-405.00
71100 · Insurance			
71110 · Property & Casualty	2,013.36	2,185.44	-172.08
71120 · Workers Compensation	708.16	712.80	-4.64
71130 · Directors & Officers Insurance	604.96	493.12	111.84
Total 71100 · Insurance	3,326.48	3,391.36	-64.88
71350 · Interest Expense			
71370 · Finance Charges	84.58	0.00	84.58

Minnesota Chiefs of Police Association
Profit & Loss Prev Year Comparison
January through August 2016

	<u>Jan - Aug 16</u>	<u>Jan - Aug 15</u>	<u>\$ Change</u>
Total 71350 · Interest Expense	84.58	0.00	84.58
71600 · Loss on Sale of Asset	1,672.95	0.00	1,672.95
71700 · Miscellaneous			
71750 · Moving Expenses	5,232.86	0.00	5,232.86
Total 71700 · Miscellaneous	5,232.86	0.00	5,232.86
71900 · Office Supplies	4,437.07	6,737.74	-2,300.67
72100 · Postage & Delivery	2,477.09	1,229.32	1,247.77
72500 · Professional Services			
72520 · Accounting	19,200.00	19,200.00	0.00
72525 · Audit & Tax	0.00	2,200.00	-2,200.00
72550 · Payroll Services	1,619.12	1,507.57	111.55
Total 72500 · Professional Services	20,819.12	22,907.57	-2,088.45
72800 · Rent	8,722.60	8,330.56	392.04
73300 · Telephone			
73310 · Land Lines	1,352.00	1,275.89	76.11
73320 · Cell Phones	1,639.22	1,901.58	-262.36
73350 · Internet	3,814.87	5,607.25	-1,792.38
Total 73300 · Telephone	6,806.09	8,784.72	-1,978.63
73500 · Travel & Entertainment			
73550 · Mileage	73.60	72.45	1.15
Total 73500 · Travel & Entertainment	73.60	72.45	1.15
Total 70000 · Management & General	68,096.74	65,089.45	3,007.29
Total Expense	494,007.91	418,240.36	75,767.55
Net Income	<u>53,091.71</u>	<u>76,323.71</u>	<u>-23,232.00</u>

Minnesota Chiefs of Police Association Profit & Loss Prev Year Comparison January through August 2016

	% Change
Income	
41000 · Membership Dues	
41010 · Membership Dues-Voting	2.54%
41020 · Membership Dues-Associate	2.23%
41030 · Membership Dues-Supporting	-19.16%
41040 · Membership Dues-Retired	10.3%
Total 41000 · Membership Dues	1.3%
 42000 · Fees	
42100 · ETI Conference Fees	19.53%
42110 · Exhibitors	0.0%
42400 · Academy Sponsorships	200.0%
42500 · Academic Partnerships	0.0%
42600 · C-notes advertising	-100.0%
42710 · Training Fees	15.67%
42900 · Royalty Fees	-65.78%
Total 42000 · Fees	19.13%
 43000 · Grants & Donations	
43200 · Grants	0.0%
43250 · Donations In Kind	100.0%
43300 · Donations	-77.86%
Total 43000 · Grants & Donations	-71.69%
 44000 · Advertising Income	
44100 · Magazine	23.01%
Total 44000 · Advertising Income	23.01%
 45000 · Product Sales-Net of Costs	
45100 · Merchandise Sales	
45110 · Merchandise Cost of Sales	100.0%
45100 · Merchandise Sales - Other	-100.0%
Total 45100 · Merchandise Sales	100.0%
 45200 · Permit Sales	
45210 · Permit Cost of Sales	-50.24%
45200 · Permit Sales - Other	32.19%
Total 45200 · Permit Sales	26.0%
 45300 · Police Officer Test Income	
45310 · Police Officer Test Expense	-26.79%
45300 · Police Officer Test Income - Other	35.07%
Total 45300 · Police Officer Test Income	58.36%

Minnesota Chiefs of Police Association Profit & Loss Prev Year Comparison January through August 2016

	% Change
Total 45000 · Product Sales-Net of Costs	35.1%
 46000 · Raffle Income-Net of Costs	
46100 · Raffle Sales	-14.65%
46110 · Raffle Cost of Sales	34.69%
Total 46000 · Raffle Income-Net of Costs	-13.72%
 48000 · Investment Income	
48100 · Interest Income	
48110 · Contract Interest	-51.88%
48100 · Interest Income - Other	48.88%
Total 48100 · Interest Income	-49.57%
48200 · Dividend Income	4.31%
48300 · Unrealized Investment Gain/Loss	228.95%
Total 48000 · Investment Income	200.0%
 49000 · Miscellaneous Income	
49200 · Other Income	-69.91%
49000 · Miscellaneous Income - Other	-76.03%
Total 49000 · Miscellaneous Income	-75.41%
 Total Income	10.62%
 Gross Profit	10.62%
 Expense	
50000 · Personnel Services	
51000 · Salaries	
51100 · Executive Director	7.89%
51280 · Outreach Coordinator	19.23%
51400 · Staff Assistant	4.66%
51500 · Prof Development Director	226.56%
Total 51000 · Salaries	21.46%
52000 · Payroll Taxes	
52100 · FICA	16.35%
52200 · Medicare	16.34%
52300 · FUTA	10.03%
52400 · SUTA	18.53%
Total 52000 · Payroll Taxes	16.28%
53000 · Employee Benefits	

Minnesota Chiefs of Police Association Profit & Loss Prev Year Comparison January through August 2016

	% Change
53070 · Health Insurance	23.53%
53150 · Motor Vehicle Allowance	0.0%
Total 53000 · Employee Benefits	12.76%
Total 50000 · Personnel Services	20.31%
60000 · Direct Program Expenses	
61000 · Catering	8.12%
62000 · Facility Rental	44.44%
63000 · Fees & Commissions	19.66%
64000 · Grants & Donations	-3.03%
64500 · Hospitality	17.76%
64600 · Meeting Expense	-34.7%
67000 · Printing	40.78%
67500 · Publications	-16.19%
68000 · Supplies	272.78%
69000 · Travel & Entertainment	
69010 · Airfare	-35.31%
69020 · Car Rental	-100.0%
69030 · Lodging	-6.04%
69040 · Meals	42.94%
69050 · Mileage	64.26%
Total 69000 · Travel & Entertainment	-23.34%
Total 60000 · Direct Program Expenses	20.78%
70000 · Management & General	
70100 · Bank Charges	-35.61%
70300 · Board Expenses	
70310 · Meeting Expenses	-0.44%
Total 70300 · Board Expenses	-0.44%
70400 · Credit Card Fees	16.12%
70500 · Computer Expenses	97.96%
70700 · Depreciation	-89.72%
70900 · Dues and Memberships	-44.51%
71100 · Insurance	
71110 · Property & Casualty	-7.87%
71120 · Workers Compensation	-0.65%
71130 · Directors & Officers Insurance	22.68%
Total 71100 · Insurance	-1.91%
71350 · Interest Expense	
71370 · Finance Charges	100.0%

**Minnesota Chiefs of Police Association
Profit & Loss Prev Year Comparison
January through August 2016**

	<u>% Change</u>
Total 71350 · Interest Expense	100.0%
71600 · Loss on Sale of Asset	100.0%
71700 · Miscellaneous	
71750 · Moving Expenses	<u>100.0%</u>
Total 71700 · Miscellaneous	100.0%
71900 · Office Supplies	-34.15%
72100 · Postage & Delivery	101.5%
72500 · Professional Services	
72520 · Accounting	0.0%
72525 · Audit & Tax	-100.0%
72550 · Payroll Services	<u>7.4%</u>
Total 72500 · Professional Services	-9.12%
72800 · Rent	4.71%
73300 · Telephone	
73310 · Land Lines	5.97%
73320 · Cell Phones	-13.8%
73350 · Internet	<u>-31.97%</u>
Total 73300 · Telephone	-22.52%
73500 · Travel & Entertainment	
73550 · Mileage	<u>1.59%</u>
Total 73500 · Travel & Entertainment	<u>1.59%</u>
Total 70000 · Management & General	<u>4.62%</u>
Total Expense	<u>18.12%</u>
Net Income	<u><u>-30.44%</u></u>

Minnesota Chiefs of Police Association Balance Sheet Prev Year Comparison As of August 31, 2016

	<u>Aug 31, 16</u>	<u>Aug 31, 15</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
10000 · Cash				
10100 · Wells Fargo Checking	55,993.17	21,223.20	34,769.97	163.83%
10300 · Wells Fargo Savings	111,357.10	161,215.66	-49,858.56	-30.93%
10400 · Wells Fargo ETI	2,399.30	14,351.57	-11,952.27	-83.28%
10700 · Raymond James Bank	250,032.66	0.00	250,032.66	100.0%
Total 10000 · Cash	<u>419,782.23</u>	<u>196,790.43</u>	<u>222,991.80</u>	<u>113.31%</u>
Total Checking/Savings	419,782.23	196,790.43	222,991.80	113.31%
Accounts Receivable				
12000 · Receivables	8,934.95	6,966.40	1,968.55	28.26%
Total Accounts Receivable	<u>8,934.95</u>	<u>6,966.40</u>	<u>1,968.55</u>	<u>28.26%</u>
Other Current Assets				
13000 · Prepaid Expenses				
13030 · Prepaid Insurance	5,650.16	5,480.61	169.55	3.09%
13040 · Prepaid Expenses	10,470.00	0.00	10,470.00	100.0%
Total 13000 · Prepaid Expenses	<u>16,120.16</u>	<u>5,480.61</u>	<u>10,639.55</u>	<u>194.13%</u>
14800 · Other Current Assets				
14810 · Due From Foundation	8,000.00	0.00	8,000.00	100.0%
14820 · Receivables-ETI	3,478.30	27,666.10	-24,187.80	-87.43%
Total 14800 · Other Current Assets	<u>11,478.30</u>	<u>27,666.10</u>	<u>-16,187.80</u>	<u>-58.51%</u>
1499 · *Undeposited Funds				
Total Other Current Assets	<u>1,800.00</u>	<u>0.00</u>	<u>1,800.00</u>	<u>100.0%</u>
Total Other Current Assets	<u>29,398.46</u>	<u>33,146.71</u>	<u>-3,748.25</u>	<u>-11.31%</u>
Total Current Assets	458,115.64	236,903.54	221,212.10	93.38%
Fixed Assets				
15000 · Property & Equipment				
15020 · Office Furniture & Equipment	121,798.83	63,395.71	58,403.12	92.13%
15050 · Accumulated Depreciation	-61,808.12	-59,822.07	-1,986.05	-3.32%
Total 15000 · Property & Equipment	<u>59,990.71</u>	<u>3,573.64</u>	<u>56,417.07</u>	<u>1,578.7%</u>
Total Fixed Assets	59,990.71	3,573.64	56,417.07	1,578.7%
Other Assets				
16100 · Contract for Deed				
16110 · Contract for Deed - Current	0.00	12,305.00	-12,305.00	-100.0%
16100 · Contract for Deed - Other	0.00	257,106.56	-257,106.56	-100.0%

Minnesota Chiefs of Police Association Balance Sheet Prev Year Comparison As of August 31, 2016

	<u>Aug 31, 16</u>	<u>Aug 31, 15</u>	<u>\$ Change</u>	<u>% Change</u>
Total 16100 · Contract for Deed	0.00	269,411.56	-269,411.56	-100.0%
16200 · Oppenheimer Bond Funds				
16250 · Strategic Initiatives Fund	382,100.00	0.00	382,100.00	100.0%
16200 · Oppenheimer Bond Funds - Other	39,291.27	411,782.14	-372,490.87	-90.46%
Total 16200 · Oppenheimer Bond Funds	<u>421,391.27</u>	<u>411,782.14</u>	<u>9,609.13</u>	<u>2.33%</u>
Total Other Assets	<u>421,391.27</u>	<u>681,193.70</u>	<u>-259,802.43</u>	<u>-38.14%</u>
TOTAL ASSETS	<u><u>939,497.62</u></u>	<u><u>921,670.88</u></u>	<u><u>17,826.74</u></u>	<u><u>1.93%</u></u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
21000 · Accounts Payable	17,008.84	3,981.45	13,027.39	327.2%
Total Accounts Payable	<u>17,008.84</u>	<u>3,981.45</u>	<u>13,027.39</u>	<u>327.2%</u>
Credit Cards				
22000 · Credit Card	639.06	1,477.87	-838.81	-56.76%
22001 · Credit Card - JS	2,554.49	0.00	2,554.49	100.0%
Total Credit Cards	<u>3,193.55</u>	<u>1,477.87</u>	<u>1,715.68</u>	<u>116.09%</u>
Other Current Liabilities				
23000 · Accrued Compensation				
23100 · Accrued Salaries & Wages	6,738.48	0.00	6,738.48	100.0%
Total 23000 · Accrued Compensation	<u>6,738.48</u>	<u>0.00</u>	<u>6,738.48</u>	<u>100.0%</u>
25000 · Other Current Liabilities				
25040 · Due to ETI	2,475.00	0.00	2,475.00	100.0%
25050 · Due to Foundation	14,675.00	0.00	14,675.00	100.0%
25100 · Accrued Expenses	0.00	2,333.33	-2,333.33	-100.0%
Total 25000 · Other Current Liabilities	<u>17,150.00</u>	<u>2,333.33</u>	<u>14,816.67</u>	<u>635.0%</u>
26000 · Deferred Revenue				
26010 · Prepaid Dues	0.00	230.00	-230.00	-100.0%
26030 · Training Deposits				
26032 · 26032 Leadership 2	0.00	14,620.00	-14,620.00	-100.0%
26033 · 26033 Leadership 3	2,200.00	5,380.00	-3,180.00	-59.11%
26035 · 26035 CLEO 2	0.00	2,775.00	-2,775.00	-100.0%
26030 · Training Deposits - Other	3,135.00	405.00	2,730.00	674.07%
Total 26030 · Training Deposits	<u>5,335.00</u>	<u>23,180.00</u>	<u>-17,845.00</u>	<u>-76.98%</u>
Total 26000 · Deferred Revenue	<u>5,335.00</u>	<u>23,410.00</u>	<u>-18,075.00</u>	<u>-77.21%</u>

Minnesota Chiefs of Police Association
Balance Sheet Prev Year Comparison
As of August 31, 2016

	<u>Aug 31, 16</u>	<u>Aug 31, 15</u>	<u>\$ Change</u>	<u>% Change</u>
Total Other Current Liabilities	29,223.48	25,743.33	3,480.15	13.52%
Total Current Liabilities	49,425.87	31,202.65	18,223.22	58.4%
Total Liabilities	49,425.87	31,202.65	18,223.22	58.4%
Equity				
30000 · Net Assets				
31000 · Unrestricted	850,661.43	850,661.43	0.00	0.0%
Total 30000 · Net Assets	850,661.43	850,661.43	0.00	0.0%
30002 · Retained Earnings	-13,681.39	-36,516.91	22,835.52	62.53%
Net Income	53,091.71	76,323.71	-23,232.00	-30.44%
Total Equity	890,071.75	890,468.23	-396.48	-0.05%
TOTAL LIABILITIES & EQUITY	<u>939,497.62</u>	<u>921,670.88</u>	<u>17,826.74</u>	<u>1.93%</u>

Minnesota Chiefs of Police Foundation
Profit & Loss Prev Year Comparison
January through August 2016

	<u>Jan - Aug 16</u>	<u>Jan - Aug 15</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
41000 · Donations				
41100 · Corporate Donations	28,000.00	20,000.00	8,000.00	40.0%
41200 · Individual Donations	70.00	70.00	0.00	0.0%
41000 · Donations - Other	0.00	-39,000.00	39,000.00	100.0%
Total 41000 · Donations	<u>28,070.00</u>	<u>-18,930.00</u>	<u>47,000.00</u>	<u>248.28%</u>
43000 · Gala Income				
43280 · Gifts in Kind - Goods	0.00	5,737.50	-5,737.50	-100.0%
43410 · Auction	0.00	0.00	0.00	0.0%
43420 · Corporate Donations	0.00	12,250.00	-12,250.00	-100.0%
43430 · Individual Donations	0.00	940.00	-940.00	-100.0%
43480 · Table Sponsor	19,875.00	21,000.00	-1,125.00	-5.36%
43490 · Tickets	0.00	4,950.00	-4,950.00	-100.0%
43500 · Raffle	3,692.00	1,285.00	2,407.00	187.32%
43600 · Other	0.00	0.00	0.00	0.0%
Total 43000 · Gala Income	<u>23,567.00</u>	<u>46,162.50</u>	<u>-22,595.50</u>	<u>-48.95%</u>
48000 · Investment Income				
48100 · Interest Income	4.24	5.46	-1.22	-22.34%
Total 48000 · Investment Income	<u>4.24</u>	<u>5.46</u>	<u>-1.22</u>	<u>-22.34%</u>
Total Income	<u>51,641.24</u>	<u>27,237.96</u>	<u>24,403.28</u>	<u>89.59%</u>
Gross Profit	51,641.24	27,237.96	24,403.28	89.59%
Expense				
60000 · Direct Program Expenses				
61000 · Catering	5,876.53	9,017.95	-3,141.42	-34.84%
63000 · Fees & Commissions	5,700.00	16,100.00	-10,400.00	-64.6%
64000 · Donations & Grants	8,000.00	36,980.00	-28,980.00	-78.37%
64600 · Meeting Expense	0.00	271.81	-271.81	-100.0%
66500 · Postage	0.00	273.42	-273.42	-100.0%
67000 · Printing	0.00	980.13	-980.13	-100.0%
68000 · Supplies	0.00	1,277.32	-1,277.32	-100.0%
69000 · Travel and Meetings				
69050 · Mileage & Parking	0.00	45.08	-45.08	-100.0%
Total 69000 · Travel and Meetings	<u>0.00</u>	<u>45.08</u>	<u>-45.08</u>	<u>-100.0%</u>
Total 60000 · Direct Program Expenses	<u>19,576.53</u>	<u>64,945.71</u>	<u>-45,369.18</u>	<u>-69.86%</u>
70000 · Management & General				
70150 · Credit Card Fees	0.00	849.21	-849.21	-100.0%
70900 · Dues & Memberships	0.00	25.00	-25.00	-100.0%

Minnesota Chiefs of Police Foundation
Profit & Loss Prev Year Comparison
January through August 2016

	<u>Jan - Aug 16</u>	<u>Jan - Aug 15</u>	<u>\$ Change</u>	<u>% Change</u>
71100 · Insurance	450.00	300.00	150.00	50.0%
71900 · Office Supplies	0.00	14.46	-14.46	-100.0%
Total 70000 · Management & General	<u>450.00</u>	<u>1,188.67</u>	<u>-738.67</u>	<u>-62.14%</u>
Total Expense	<u>20,026.53</u>	<u>66,134.38</u>	<u>-46,107.85</u>	<u>-69.72%</u>
Net Income	<u><u>31,614.71</u></u>	<u><u>-38,896.42</u></u>	<u><u>70,511.13</u></u>	<u><u>181.28%</u></u>

Minnesota Chiefs of Police Foundation
Balance Sheet Prev Year Comparison
As of August 31, 2016

	<u>Aug 31, 16</u>	<u>Aug 31, 15</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
10000 · Cash				
10100 · Wells Fargo Checking FND	28,962.79	8,127.32	20,835.47	256.36%
10300 · Wells Fargo Savings FND	21,677.20	27,870.68	-6,193.48	-22.22%
Total 10000 · Cash	<u>50,639.99</u>	<u>35,998.00</u>	<u>14,641.99</u>	<u>40.67%</u>
Total Checking/Savings	50,639.99	35,998.00	14,641.99	40.67%
Accounts Receivable				
12000 · Accounts Receivable	0.00	1,500.00	-1,500.00	-100.0%
Total Accounts Receivable	<u>0.00</u>	<u>1,500.00</u>	<u>-1,500.00</u>	<u>-100.0%</u>
Other Current Assets				
12300 · Due from MCPA	14,675.00	0.00	14,675.00	100.0%
Total Other Current Assets	<u>14,675.00</u>	<u>0.00</u>	<u>14,675.00</u>	<u>100.0%</u>
Total Current Assets	<u>65,314.99</u>	<u>37,498.00</u>	<u>27,816.99</u>	<u>74.18%</u>
TOTAL ASSETS	<u><u>65,314.99</u></u>	<u><u>37,498.00</u></u>	<u><u>27,816.99</u></u>	<u><u>74.18%</u></u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
20000 · Accounts Payable	200.00	0.00	200.00	100.0%
Total Accounts Payable	<u>200.00</u>	<u>0.00</u>	<u>200.00</u>	<u>100.0%</u>
Total Current Liabilities	<u>200.00</u>	<u>0.00</u>	<u>200.00</u>	<u>100.0%</u>
Total Liabilities	200.00	0.00	200.00	100.0%
Equity				
32000 · Retained Earnings	33,500.28	76,394.42	-42,894.14	-56.15%
Net Income	<u>31,614.71</u>	<u>-38,896.42</u>	<u>70,511.13</u>	<u>181.28%</u>
Total Equity	<u>65,114.99</u>	<u>37,498.00</u>	<u>27,616.99</u>	<u>73.65%</u>
TOTAL LIABILITIES & EQUITY	<u><u>65,314.99</u></u>	<u><u>37,498.00</u></u>	<u><u>27,816.99</u></u>	<u><u>74.18%</u></u>