

# 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	\$367,548	\$422,268	\$789,816	(\$51,358)	Operations
Oct	\$343,161	\$422,443	\$765,604	(\$24,212)	Operations, offset by some 2017 ETI payments
Nov	\$402,246	\$419,296	\$821,542	\$55,938	2017 advance payments, less operations
Dec	\$409,330	\$419,863	\$829,193	\$7,651	2017 advance payments, less operations
YTD				\$173,993	

### 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	\$75,037		\$75,037	\$24,397	Event proceeds
Oct	\$78,437		\$78,437	\$3,400	Event proceeds
Nov	\$36,863		\$36,863	(\$41,574)	Paid 2017 Association support
Dec	\$36,643		\$36,643	(\$220)	
YTD				(\$4,857)	

# Minnesota Chiefs of Police Association Summary Budget Profit Loss Comparison

Through June 30, 2016

	Actual Dec '16	Budget Dec '16	\$	%	
<b>Income</b>					
Membership Dues	102,910	99,600	3,310	3.3%	Dues renewals strong
Fees	425,010	391,709	33,301	8.5%	ETI & trainings good attendance
Grants & Donations	60,231	66,500	-6,269	NA	Foundation \$8,000 lower; Target \$8,000 moved to 2015
Advertising Income	40,830	53,050	-12,220	NA	Magazine sales lower
Product Sales-Net of Costs	18,993	12,500	6,493	51.9%	Permits & testing strong
Raffle Income-Net of Costs	3,236	3,750	-514	-13.7%	
Investment Income	13,790	13,775	15	0.1%	Bond fund value up, offset by loss of contract interest (bidg sale)
Miscellaneous Income	1,249	0	1,249	NA	Oppenheimer settlement & misc. office furniture sales
<b>Total Income</b>	<b>666,249</b>	<b>640,884</b>	<b>25,366</b>	<b>4.0%</b>	
<b>Expense</b>					
Personnel Services	245,580	243,547	2,032	0.8%	On plan, short overlap of 2 training managers
Direct Program Expenses	335,741	293,784	41,957	14.3%	ETI: booth, food, signs. Advanced CLEO facilitation added.
Management & General	98,769	102,222	-3,453	-3.4%	Moving expenses significantly below budget
<b>Total Expense</b>	<b>680,090</b>	<b>639,553</b>	<b>40,536</b>	<b>6.3%</b>	
<b>Year to Date Net Income</b>	<b>-13,840</b>	<b>1,330</b>	<b>-15,171</b>	<b>-1140.5%</b>	

## 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 December 2016

	<u>Jan - Dec 16</u>	<u>Jan - Dec 15</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Income</b>				
41000 · Membership Dues	102,910.00	100,000.00	2,910.00	2.91%
42000 · Fees	425,010.34	382,372.14	42,638.20	11.15%
43000 · Grants & Donations	60,231.25	55,980.00	4,251.25	7.59%
44000 · Advertising Income	40,830.20	55,452.00	-14,621.80	-26.37%
45000 · Product Sales-Net of Costs	18,992.63	14,663.40	4,329.23	29.52%
46000 · Raffle Income-Net of Costs	3,236.25	3,750.82	-514.57	-13.72%
48000 · Investment Income	13,789.53	3,624.41	10,165.12	280.46%
49000 · Miscellaneous Income	1,249.03	2,034.67	-785.64	-38.61%
<b>Total Income</b>	<u>666,249.23</u>	<u>617,877.44</u>	<u>48,371.79</u>	<u>7.83%</u>
<b>Gross Profit</b>	666,249.23	617,877.44	48,371.79	7.83%
<b>Expense</b>				
4000 · Reconciliation Discrepancies	0.00	0.01	-0.01	-100.0%
50000 · Personnel Services	245,579.94	218,569.31	27,010.63	12.36%
60000 · Direct Program Expenses	335,740.56	283,297.59	52,442.97	18.51%
70000 · Management & General	98,769.21	93,175.01	5,594.20	6.0%
<b>Total Expense</b>	<u>680,089.71</u>	<u>595,041.92</u>	<u>85,047.79</u>	<u>14.29%</u>
<b>Net Income</b>	<u><u>-13,840.48</u></u>	<u><u>22,835.52</u></u>	<u><u>-36,676.00</u></u>	<u><u>-160.61%</u></u>

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

	<u>Jan - Dec 16</u>	<u>Jan - Dec 15</u>	<u>\$ Change</u>
<b>Income</b>			
<b>41000 · Membership Dues</b>			
41010 · Membership Dues-Voting	74,100.00	70,770.00	3,330.00
41020 · Membership Dues-Associate	21,795.00	21,580.00	215.00
41030 · Membership Dues-Supporting	5,335.00	6,125.00	-790.00
41040 · Membership Dues-Retired	1,680.00	1,525.00	155.00
<b>Total 41000 · Membership Dues</b>	<u>102,910.00</u>	<u>100,000.00</u>	<u>2,910.00</u>
<b>42000 · Fees</b>			
<b>42100 · ETI Conference Fees</b>			
4508 · Special Session ETI	0.00	0.00	0.00
4511 · Lunch Tickets ETI	0.00	0.00	0.00
4512 · Banquet Tickets ETI	0.00	0.00	0.00
4513 · Hospitality Fee ETI	0.00	0.00	0.00
4514 · Prayer Breakfast ETI	0.00	0.00	0.00
42100 · ETI Conference Fees - Other	306,896.34	259,187.61	47,708.73
<b>Total 42100 · ETI Conference Fees</b>	<u>306,896.34</u>	<u>259,187.61</u>	<u>47,708.73</u>
42110 · Exhibitors	0.00	0.00	0.00
42400 · Academy Sponsorships	3,000.00	1,500.00	1,500.00
42500 · Academic Partnerships	5,000.00	8,000.00	-3,000.00
42600 · C-notes advertising	350.00	0.00	350.00
42710 · Training Fees	89,846.00	95,500.00	-5,654.00
42900 · Royalty Fees	19,918.00	18,184.53	1,733.47
<b>Total 42000 · Fees</b>	<u>425,010.34</u>	<u>382,372.14</u>	<u>42,638.20</u>
<b>43000 · Grants &amp; Donations</b>			
43200 · Grants	0.00	0.00	0.00
43250 · Donations In Kind	2,231.25	0.00	2,231.25
43300 · Donations	58,000.00	55,980.00	2,020.00
<b>Total 43000 · Grants &amp; Donations</b>	<u>60,231.25</u>	<u>55,980.00</u>	<u>4,251.25</u>
<b>44000 · Advertising Income</b>			
44100 · Magazine	40,830.20	55,452.00	-14,621.80
44200 · ETI			
4660 · Advertising Sales ETI	0.00	0.00	0.00
<b>Total 44200 · ETI</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Total 44000 · Advertising Income</b>	<u>40,830.20</u>	<u>55,452.00</u>	<u>-14,621.80</u>
<b>45000 · Product Sales-Net of Costs</b>			
<b>45100 · Merchandise Sales</b>			
45110 · Merchandise Cost of Sales	0.00	-714.72	714.72
45100 · Merchandise Sales - Other	0.00	625.00	-625.00

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

	<u>Jan - Dec 16</u>	<u>Jan - Dec 15</u>	<u>\$ Change</u>
<b>Total 45100 · Merchandise Sales</b>	0.00	-89.72	89.72
<b>45200 · Permit Sales</b>			
45210 · Permit Cost of Sales	-3,435.02	-2,991.24	-443.78
45200 · Permit Sales - Other	17,909.16	15,057.75	2,851.41
<b>Total 45200 · Permit Sales</b>	<u>14,474.14</u>	<u>12,066.51</u>	<u>2,407.63</u>
<b>45300 · Police Officer Test Income</b>			
45310 · Police Officer Test Expense	-10,308.51	-7,829.89	-2,478.62
45300 · Police Officer Test Income - Other	14,827.00	10,516.50	4,310.50
<b>Total 45300 · Police Officer Test Income</b>	<u>4,518.49</u>	<u>2,686.61</u>	<u>1,831.88</u>
<b>Total 45000 · Product Sales-Net of Costs</b>	18,992.63	14,663.40	4,329.23
<b>46000 · Raffle Income-Net of Costs</b>			
46100 · Raffle Sales	3,350.00	3,925.00	-575.00
46110 · Raffle Cost of Sales	-113.75	-174.18	60.43
<b>Total 46000 · Raffle Income-Net of Costs</b>	<u>3,236.25</u>	<u>3,750.82</u>	<u>-514.57</u>
<b>48000 · Investment Income</b>			
48100 · Interest Income			
48110 · Contract Interest	1,977.90	6,119.26	-4,141.36
48100 · Interest Income - Other	206.54	122.19	84.35
<b>Total 48100 · Interest Income</b>	<u>2,184.44</u>	<u>6,241.45</u>	<u>-4,057.01</u>
48200 · Dividend Income	9,145.06	9,062.20	82.86
48300 · Unrealized Investment Gain/Loss	2,460.03	-11,679.24	14,139.27
<b>Total 48000 · Investment Income</b>	<u>13,789.53</u>	<u>3,624.41</u>	<u>10,165.12</u>
<b>49000 · Miscellaneous Income</b>			
49200 · Other Income	190.00	116.00	74.00
49000 · Miscellaneous Income - Other	1,059.03	1,918.67	-859.64
<b>Total 49000 · Miscellaneous Income</b>	<u>1,249.03</u>	<u>2,034.67</u>	<u>-785.64</u>
<b>Total Income</b>	<u>666,249.23</u>	<u>617,877.44</u>	<u>48,371.79</u>
<b>Gross Profit</b>	666,249.23	617,877.44	48,371.79
<b>Expense</b>			
4000 · Reconciliation Discrepancies	0.00	0.01	-0.01
50000 · Personnel Services			
51000 · Salaries			
51100 · Executive Director	95,714.70	92,953.06	2,761.64
51280 · Outreach Coordinator	63,864.61	55,833.91	8,030.70

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

	<u>Jan - Dec 16</u>	<u>Jan - Dec 15</u>	<u>\$ Change</u>
51400 · Staff Assistant	21,532.50	21,567.50	-35.00
51500 · Prof Development Director	26,691.73	14,807.72	11,884.01
<b>Total 51000 · Salaries</b>	<b>207,803.54</b>	<b>185,162.19</b>	<b>22,641.35</b>
<b>52000 · Payroll Taxes</b>			
52100 · FICA	14,052.40	12,439.86	1,612.54
52200 · Medicare	3,286.42	2,909.48	376.94
52300 · FUTA	210.01	168.00	42.01
52400 · SUTA	220.29	189.76	30.53
<b>Total 52000 · Payroll Taxes</b>	<b>17,769.12</b>	<b>15,707.10</b>	<b>2,062.02</b>
<b>53000 · Employee Benefits</b>			
53070 · Health Insurance	11,907.23	9,599.98	2,307.25
53150 · Motor Vehicle Allowance	8,100.05	8,100.04	0.01
<b>Total 53000 · Employee Benefits</b>	<b>20,007.28</b>	<b>17,700.02</b>	<b>2,307.26</b>
<b>Total 50000 · Personnel Services</b>	<b>245,579.94</b>	<b>218,569.31</b>	<b>27,010.63</b>
<b>60000 · Direct Program Expenses</b>			
61000 · Catering	59,568.18	62,010.39	-2,442.21
62000 · Facility Rental	64,779.50	39,826.77	24,952.73
63000 · Fees & Commissions	132,966.91	97,851.81	35,115.10
64000 · Grants & Donations	6,366.00	6,375.00	-9.00
64500 · Hospitality	2,586.79	2,196.61	390.18
64600 · Meeting Expense	2,532.40	3,957.74	-1,425.34
67000 · Printing	15,742.10	11,535.22	4,206.88
67500 · Publications	22,359.30	41,734.65	-19,375.35
68000 · Supplies	17,852.47	6,687.93	11,164.54
<b>69000 · Travel &amp; Entertainment</b>			
69010 · Airfare	3,493.99	2,577.09	916.90
69020 · Car Rental	0.00	1,300.00	-1,300.00
69030 · Lodging	4,492.58	5,367.02	-874.44
69040 · Meals	739.73	428.48	311.25
69050 · Mileage	2,260.61	1,448.88	811.73
<b>Total 69000 · Travel &amp; Entertainment</b>	<b>10,986.91</b>	<b>11,121.47</b>	<b>-134.56</b>
<b>Total 60000 · Direct Program Expenses</b>	<b>335,740.56</b>	<b>283,297.59</b>	<b>52,442.97</b>
<b>70000 · Management &amp; General</b>			
70100 · Bank Charges	312.80	248.00	64.80
<b>70300 · Board Expenses</b>			
70310 · Meeting Expenses	2,427.91	2,836.62	-408.71
<b>Total 70300 · Board Expenses</b>	<b>2,427.91</b>	<b>2,836.62</b>	<b>-408.71</b>

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

	<u>Jan - Dec 16</u>	<u>Jan - Dec 15</u>	<u>\$ Change</u>
70400 · Credit Card Fees	10,655.33	8,482.43	2,172.90
70500 · Computer Expenses	4,539.93	2,530.66	2,009.27
70700 · Depreciation	188.49	3,630.68	-3,442.19
70900 · Dues and Memberships	1,580.00	1,270.00	310.00
<b>71100 · Insurance</b>			
71110 · Property & Casualty	3,478.51	3,358.90	119.61
71120 · Workers Compensation	1,255.82	1,081.41	174.41
71130 · Directors & Officers Insurance	966.13	680.83	285.30
<b>Total 71100 · Insurance</b>	<u>5,700.46</u>	<u>5,121.14</u>	<u>579.32</u>
<b>71350 · Interest Expense</b>			
71370 · Finance Charges	84.58	0.00	84.58
<b>Total 71350 · Interest Expense</b>	<u>84.58</u>	<u>0.00</u>	<u>84.58</u>
71600 · Loss on Sale of Asset	1,672.95	0.00	1,672.95
<b>71700 · Miscellaneous</b>			
71750 · Moving Expenses	5,232.86	0.00	5,232.86
71700 · Miscellaneous - Other	290.00	0.00	290.00
<b>Total 71700 · Miscellaneous</b>	<u>5,522.86</u>	<u>0.00</u>	<u>5,522.86</u>
71900 · Office Supplies	6,806.94	8,967.98	-2,161.04
72100 · Postage & Delivery	3,180.95	1,858.75	1,322.20
<b>72500 · Professional Services</b>			
72520 · Accounting	28,800.00	28,800.00	0.00
72525 · Audit & Tax	2,265.00	2,200.00	65.00
72550 · Payroll Services	2,432.34	2,282.80	149.54
<b>Total 72500 · Professional Services</b>	<u>33,497.34</u>	<u>33,282.80</u>	<u>214.54</u>
72800 · Rent	13,402.60	12,495.84	906.76
<b>73300 · Telephone</b>			
73310 · Land Lines	1,380.00	1,545.48	-165.48
73320 · Cell Phones	2,544.40	2,647.72	-103.32
73350 · Internet	5,198.07	8,088.05	-2,889.98
<b>Total 73300 · Telephone</b>	<u>9,122.47</u>	<u>12,281.25</u>	<u>-3,158.78</u>
<b>73500 · Travel &amp; Entertainment</b>			
73550 · Mileage	73.60	168.86	-95.26
<b>Total 73500 · Travel &amp; Entertainment</b>	<u>73.60</u>	<u>168.86</u>	<u>-95.26</u>
<b>Total 70000 · Management &amp; General</b>	<u>98,769.21</u>	<u>93,175.01</u>	<u>5,594.20</u>
<b>Total Expense</b>	<u>680,089.71</u>	<u>595,041.92</u>	<u>85,047.79</u>

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

	<u>Jan - Dec 16</u>	<u>Jan - Dec 15</u>	<u>\$ Change</u>
Net Income	<u>-13,840.48</u>	<u>22,835.52</u>	<u>-36,676.00</u>

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

	% Change
<b>Income</b>	
<b>41000 · Membership Dues</b>	
41010 · Membership Dues-Voting	4.71%
41020 · Membership Dues-Associate	1.0%
41030 · Membership Dues-Supporting	-12.9%
41040 · Membership Dues-Retired	10.16%
<b>Total 41000 · Membership Dues</b>	<b>2.91%</b>
<b>42000 · Fees</b>	
<b>42100 · ETI Conference Fees</b>	
4508 · Special Session ETI	0.0%
4511 · Lunch Tickets ETI	0.0%
4512 · Banquet Tickets ETI	0.0%
4513 · Hospitality Fee ETI	0.0%
4514 · Prayer Breakfast ETI	0.0%
42100 · ETI Conference Fees - Other	18.41%
<b>Total 42100 · ETI Conference Fees</b>	<b>18.41%</b>
42110 · Exhibitors	0.0%
42400 · Academy Sponsorships	100.0%
42500 · Academic Partnerships	-37.5%
42600 · C-notes advertising	100.0%
42710 · Training Fees	-5.92%
42900 · Royalty Fees	9.53%
<b>Total 42000 · Fees</b>	<b>11.15%</b>
<b>43000 · Grants &amp; Donations</b>	
43200 · Grants	0.0%
43250 · Donations In Kind	100.0%
43300 · Donations	3.61%
<b>Total 43000 · Grants &amp; Donations</b>	<b>7.59%</b>
<b>44000 · Advertising Income</b>	
44100 · Magazine	-26.37%
44200 · ETI	
4660 · Advertising Sales ETI	0.0%
<b>Total 44200 · ETI</b>	<b>0.0%</b>
<b>Total 44000 · Advertising Income</b>	<b>-26.37%</b>
<b>45000 · Product Sales-Net of Costs</b>	
<b>45100 · Merchandise Sales</b>	
45110 · Merchandise Cost of Sales	100.0%
45100 · Merchandise Sales - Other	-100.0%

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

	% Change
Total 45100 · Merchandise Sales	100.0%
45200 · Permit Sales	
45210 · Permit Cost of Sales	-14.84%
45200 · Permit Sales - Other	18.94%
Total 45200 · Permit Sales	19.95%
45300 · Police Officer Test Income	
45310 · Police Officer Test Expense	-31.66%
45300 · Police Officer Test Income - Other	40.99%
Total 45300 · Police Officer Test Income	68.19%
Total 45000 · Product Sales-Net of Costs	29.52%
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	-67.68%
48100 · Interest Income - Other	69.03%
Total 48100 · Interest Income	-65.0%
48200 · Dividend Income	0.91%
48300 · Unrealized Investment Gain/Loss	121.06%
Total 48000 · Investment Income	280.46%
49000 · Miscellaneous Income	
49200 · Other Income	63.79%
49000 · Miscellaneous Income - Other	-44.8%
Total 49000 · Miscellaneous Income	-38.61%
Total Income	7.83%
Gross Profit	7.83%
Expense	
4000 · Reconciliation Discrepancies	-100.0%
50000 · Personnel Services	
51000 · Salaries	
51100 · Executive Director	2.97%
51280 · Outreach Coordinator	14.38%

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

	% Change
51400 · Staff Assistant	-0.16%
51500 · Prof Development Director	80.26%
<b>Total 51000 · Salaries</b>	<b>12.23%</b>
<b>52000 · Payroll Taxes</b>	
52100 · FICA	12.96%
52200 · Medicare	12.96%
52300 · FUTA	25.01%
52400 · SUTA	16.09%
<b>Total 52000 · Payroll Taxes</b>	<b>13.13%</b>
<b>53000 · Employee Benefits</b>	
53070 · Health Insurance	24.03%
53150 · Motor Vehicle Allowance	0.0%
<b>Total 53000 · Employee Benefits</b>	<b>13.04%</b>
<b>Total 50000 · Personnel Services</b>	<b>12.36%</b>
<b>60000 · Direct Program Expenses</b>	
61000 · Catering	-3.94%
62000 · Facility Rental	62.65%
63000 · Fees & Commissions	35.89%
64000 · Grants & Donations	-0.14%
64500 · Hospitality	17.76%
64600 · Meeting Expense	-36.01%
67000 · Printing	36.47%
67500 · Publications	-46.43%
68000 · Supplies	166.94%
<b>69000 · Travel &amp; Entertainment</b>	
69010 · Airfare	35.58%
69020 · Car Rental	-100.0%
69030 · Lodging	-16.29%
69040 · Meals	72.64%
69050 · Mileage	56.03%
<b>Total 69000 · Travel &amp; Entertainment</b>	<b>-1.21%</b>
<b>Total 60000 · Direct Program Expenses</b>	<b>18.51%</b>
<b>70000 · Management &amp; General</b>	
70100 · Bank Charges	26.13%
70300 · Board Expenses	
70310 · Meeting Expenses	-14.41%
<b>Total 70300 · Board Expenses</b>	<b>-14.41%</b>

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

	% Change
70400 · Credit Card Fees	25.62%
70500 · Computer Expenses	79.4%
70700 · Depreciation	-94.81%
70900 · Dues and Memberships	24.41%
71100 · Insurance	
71110 · Property & Casualty	3.56%
71120 · Workers Compensation	16.13%
71130 · Directors & Officers Insurance	41.91%
Total 71100 · Insurance	11.31%
71350 · Interest Expense	
71370 · Finance Charges	100.0%
Total 71350 · Interest Expense	100.0%
71600 · Loss on Sale of Asset	100.0%
71700 · Miscellaneous	
71750 · Moving Expenses	100.0%
71700 · Miscellaneous - Other	100.0%
Total 71700 · Miscellaneous	100.0%
71900 · Office Supplies	-24.1%
72100 · Postage & Delivery	71.13%
72500 · Professional Services	
72520 · Accounting	0.0%
72525 · Audit & Tax	2.96%
72550 · Payroll Services	6.55%
Total 72500 · Professional Services	0.65%
72800 · Rent	7.26%
73300 · Telephone	
73310 · Land Lines	-10.71%
73320 · Cell Phones	-3.9%
73350 · Internet	-35.73%
Total 73300 · Telephone	-25.72%
73500 · Travel & Entertainment	
73550 · Mileage	-56.41%
Total 73500 · Travel & Entertainment	-56.41%
 Total 70000 · Management & General	 6.0%
 Total Expense	 14.29%

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

	<u><u>% Change</u></u>
Net Income	<u><u>-160.61%</u></u>

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

	<u>Dec 31, 16</u>	<u>Dec 31, 15</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
<b>10000 · Cash</b>				
10100 · Wells Fargo Checking	105,483.96	66,176.04	39,307.92	59.4%
10300 · Wells Fargo Savings	51,371.23	101,239.57	-49,868.34	-49.26%
10400 · Wells Fargo ETI	2,399.58	41,018.40	-38,618.82	-94.15%
10700 · Raymond James Bank	250,074.80	0.00	250,074.80	100.0%
<b>Total 10000 · Cash</b>	<u>409,329.57</u>	<u>208,434.01</u>	<u>200,895.56</u>	<u>96.38%</u>
<b>Total Checking/Savings</b>	409,329.57	208,434.01	200,895.56	96.38%
<b>Accounts Receivable</b>				
12000 · Receivables	19,920.80	6,108.61	13,812.19	226.11%
<b>Total Accounts Receivable</b>	<u>19,920.80</u>	<u>6,108.61</u>	<u>13,812.19</u>	<u>226.11%</u>
<b>Other Current Assets</b>				
<b>13000 · Prepaid Expenses</b>				
13010 · ETI	20,781.06	22,566.87	-1,785.81	-7.91%
13030 · Prepaid Insurance	3,364.18	3,637.83	-273.65	-7.52%
13040 · Prepaid Expenses	2,822.40	7,736.68	-4,914.28	-63.52%
<b>Total 13000 · Prepaid Expenses</b>	<u>26,967.64</u>	<u>33,941.38</u>	<u>-6,973.74</u>	<u>-20.55%</u>
<b>14800 · Other Current Assets</b>				
14810 · Due From Foundation	770.00	8,000.00	-7,230.00	-90.38%
14820 · Receivables-ETI	0.00	21,092.20	-21,092.20	-100.0%
<b>Total 14800 · Other Current Assets</b>	<u>770.00</u>	<u>29,092.20</u>	<u>-28,322.20</u>	<u>-97.35%</u>
<b>1499 · *Undeposited Funds</b>	-420.00	0.00	-420.00	-100.0%
<b>Total Other Current Assets</b>	<u>27,317.64</u>	<u>63,033.58</u>	<u>-35,715.94</u>	<u>-56.66%</u>
<b>Total Current Assets</b>	456,568.01	277,576.20	178,991.81	64.48%
<b>Fixed Assets</b>				
<b>15000 · Property &amp; Equipment</b>				
15020 · Office Furniture & Equipment	141,384.10	64,541.71	76,842.39	119.06%
15050 · Accumulated Depreciation	-61,808.12	-61,619.63	-188.49	-0.31%
<b>Total 15000 · Property &amp; Equipment</b>	<u>79,575.98</u>	<u>2,922.08</u>	<u>76,653.90</u>	<u>2,623.27%</u>
<b>Total Fixed Assets</b>	79,575.98	2,922.08	76,653.90	2,623.27%
<b>Other Assets</b>				
<b>16100 · Contract for Deed</b>				
16110 · Contract for Deed - Current	0.00	12,584.71	-12,584.71	-100.0%

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

	<u>Dec 31, 16</u>	<u>Dec 31, 15</u>	<u>\$ Change</u>	<u>% Change</u>
16100 · Contract for Deed - Other	0.00	252,694.43	-252,694.43	-100.0%
<b>Total 16100 · Contract for Deed</b>	<b>0.00</b>	<b>265,279.14</b>	<b>-265,279.14</b>	<b>-100.0%</b>
16200 · Oppenheimer Bond Funds				
16250 · Strategic Initiatives Fund	382,100.00	0.00	382,100.00	100.0%
16200 · Oppenheimer Bond Funds - Other	37,763.04	408,286.99	-370,523.95	-90.75%
<b>Total 16200 · Oppenheimer Bond Funds</b>	<b>419,863.04</b>	<b>408,286.99</b>	<b>11,576.05</b>	<b>2.84%</b>
<b>Total Other Assets</b>	<b>419,863.04</b>	<b>673,566.13</b>	<b>-253,703.09</b>	<b>-37.67%</b>
<b>TOTAL ASSETS</b>	<b><u>956,007.03</u></b>	<b><u>954,064.41</u></b>	<b><u>1,942.62</u></b>	<b><u>0.2%</u></b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
21000 · Accounts Payable				
21050 · ETI Accounts Payable	0.00	1,475.81	-1,475.81	-100.0%
21000 · Accounts Payable - Other	4,702.86	5,286.71	-583.85	-11.04%
<b>Total 21000 · Accounts Payable</b>	<b>4,702.86</b>	<b>6,762.52</b>	<b>-2,059.66</b>	<b>-30.46%</b>
<b>Total Accounts Payable</b>	<b>4,702.86</b>	<b>6,762.52</b>	<b>-2,059.66</b>	<b>-30.46%</b>
<b>Credit Cards</b>				
22000 · Credit Card	628.86	849.66	-220.80	-25.99%
22001 · Credit Card - JS	454.06	0.00	454.06	100.0%
<b>Total Credit Cards</b>	<b>1,082.92</b>	<b>849.66</b>	<b>233.26</b>	<b>27.45%</b>
<b>Other Current Liabilities</b>				
23000 · Accrued Compensation				
23100 · Accrued Salaries & Wages	7,900.69	6,738.48	1,162.21	17.25%
<b>Total 23000 · Accrued Compensation</b>	<b>7,900.69</b>	<b>6,738.48</b>	<b>1,162.21</b>	<b>17.25%</b>
25000 · Other Current Liabilities				
25100 · Accrued Expenses	4,115.00	0.00	4,115.00	100.0%
<b>Total 25000 · Other Current Liabilities</b>	<b>4,115.00</b>	<b>0.00</b>	<b>4,115.00</b>	<b>100.0%</b>
26000 · Deferred Revenue				
26010 · Prepaid Dues	25,685.00	20,125.00	5,560.00	27.63%
26020 · ETI	83,979.00	80,983.71	2,995.29	3.7%
26030 · Training Deposits				
26031 · 26031 Leadership 1	0.00	1,050.00	-1,050.00	-100.0%
26032 · 26032 Leadership 2	0.00	500.00	-500.00	-100.0%
26030 · Training Deposits - Other	210.00	75.00	135.00	180.0%

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

	<u>Dec 31, 16</u>	<u>Dec 31, 15</u>	<u>\$ Change</u>	<u>% Change</u>
Total 26030 · Training Deposits	210.00	1,625.00	-1,415.00	-87.08%
26040 · Magazine	2,192.00	0.00	2,192.00	100.0%
26050 · Academic Partnerships	3,000.00	0.00	3,000.00	100.0%
Total 26000 · Deferred Revenue	<u>115,066.00</u>	<u>102,733.71</u>	<u>12,332.29</u>	<u>12.0%</u>
Total Other Current Liabilities	<u>127,081.69</u>	<u>109,472.19</u>	<u>17,609.50</u>	<u>16.09%</u>
Total Current Liabilities	<u>132,867.47</u>	<u>117,084.37</u>	<u>15,783.10</u>	<u>13.48%</u>
Total Liabilities	132,867.47	117,084.37	15,783.10	13.48%
Equity				
30000 · Net Assets				
31000 · Unrestricted	<u>850,661.43</u>	<u>850,661.43</u>	<u>0.00</u>	<u>0.0%</u>
Total 30000 · Net Assets	<u>850,661.43</u>	<u>850,661.43</u>	<u>0.00</u>	<u>0.0%</u>
30002 · Retained Earnings	-13,681.39	-36,516.91	22,835.52	62.53%
Net Income	<u>-13,840.48</u>	<u>22,835.52</u>	<u>-36,676.00</u>	<u>-160.61%</u>
Total Equity	<u>823,139.56</u>	<u>836,980.04</u>	<u>-13,840.48</u>	<u>-1.65%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>956,007.03</u></u>	<u><u>954,064.41</u></u>	<u><u>1,942.62</u></u>	<u><u>0.2%</u></u>

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

	<u>Jan - Dec 16</u>	<u>Jan - Dec 15</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Income</b>				
<b>41000 · Donations</b>				
41100 · Corporate Donations	39,000.00	36,000.00	3,000.00	8.33%
41200 · Individual Donations	80.00	70.00	10.00	14.29%
41000 · Donations - Other	0.00	-39,000.00	39,000.00	100.0%
<b>Total 41000 · Donations</b>	<b>39,080.00</b>	<b>-2,930.00</b>	<b>42,010.00</b>	<b>1,433.79%</b>
<b>43000 · Gala Income</b>				
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	750.00	12,250.00	-11,500.00	-93.88%
43430 · Individual Donations	50.00	940.00	-890.00	-94.68%
43480 · Table Sponsor	37,750.00	21,000.00	16,750.00	79.76%
43490 · Tickets	0.00	4,950.00	-4,950.00	-100.0%
43500 · Raffle	3,742.00	1,285.00	2,457.00	191.21%
43600 · Other	0.00	0.00	0.00	0.0%
<b>Total 43000 · Gala Income</b>	<b>42,292.00</b>	<b>46,162.50</b>	<b>-3,870.50</b>	<b>-8.39%</b>
<b>48000 · Investment Income</b>				
48100 · Interest Income	6.45	7.74	-1.29	-16.67%
<b>Total 48000 · Investment Income</b>	<b>6.45</b>	<b>7.74</b>	<b>-1.29</b>	<b>-16.67%</b>
<b>Total Income</b>	<b>81,378.45</b>	<b>43,240.24</b>	<b>38,138.21</b>	<b>88.2%</b>
<b>Gross Profit</b>	<b>81,378.45</b>	<b>43,240.24</b>	<b>38,138.21</b>	<b>88.2%</b>
<b>Expense</b>				
<b>60000 · Direct Program Expenses</b>				
61000 · Catering	5,876.53	9,017.95	-3,141.42	-34.84%
63000 · Fees & Commissions	5,500.00	6,300.00	-800.00	-12.7%
64000 · Donations & Grants	66,000.00	56,980.00	9,020.00	15.83%
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	153.71	1,277.32	-1,123.61	-87.97%
69000 · Travel and Meetings				
69050 · Mileage & Parking	0.00	45.08	-45.08	-100.0%
<b>Total 69000 · Travel and Meetings</b>	<b>0.00</b>	<b>45.08</b>	<b>-45.08</b>	<b>-100.0%</b>
<b>Total 60000 · Direct Program Expenses</b>	<b>77,530.24</b>	<b>75,145.71</b>	<b>2,384.53</b>	<b>3.17%</b>
<b>70000 · Management &amp; General</b>				
70150 · Credit Card Fees	0.00	849.21	-849.21	-100.0%
70900 · Dues & Memberships	25.00	25.00	0.00	0.0%

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

	<u>Jan - Dec 16</u>	<u>Jan - Dec 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%
<b>Total 70000 · Management &amp; General</b>	<b>475.00</b>	<b>1,188.67</b>	<b>-713.67</b>	<b>-60.04%</b>
<b>72500 · Professional Services</b>				
72525 · Audit & Tax	0.00	9,800.00	-9,800.00	-100.0%
<b>Total 72500 · Professional Services</b>	<b>0.00</b>	<b>9,800.00</b>	<b>-9,800.00</b>	<b>-100.0%</b>
<b>Total Expense</b>	<b>78,005.24</b>	<b>86,134.38</b>	<b>-8,129.14</b>	<b>-9.44%</b>
<b>Net Income</b>	<b>3,373.21</b>	<b>-42,894.14</b>	<b>46,267.35</b>	<b>107.86%</b>

**Minnesota Chiefs of Police Foundation**  
**Balance Sheet Prev Year Comparison**  
 As of January 12, 2017

	<u>Jan 12, 17</u>	<u>Jan 12, 16</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
<b>10000 · Cash</b>				
10100 · Wells Fargo Checking FND	14,214.08	20,877.32	-6,663.24	-31.92%
10300 · Wells Fargo Savings FND	22,429.41	20,622.96	1,806.45	8.76%
<b>Total 10000 · Cash</b>	<u>36,643.49</u>	<u>41,500.28</u>	<u>-4,856.79</u>	<u>-11.7%</u>
<b>Total Checking/Savings</b>	36,643.49	41,500.28	-4,856.79	-11.7%
<b>Accounts Receivable</b>				
12000 · Accounts Receivable	1,000.00	0.00	1,000.00	100.0%
<b>Total Accounts Receivable</b>	<u>1,000.00</u>	<u>0.00</u>	<u>1,000.00</u>	<u>100.0%</u>
<b>Total Current Assets</b>	<u>37,643.49</u>	<u>41,500.28</u>	<u>-3,856.79</u>	<u>-9.29%</u>
<b>TOTAL ASSETS</b>	<u><u>37,643.49</u></u>	<u><u>41,500.28</u></u>	<u><u>-3,856.79</u></u>	<u><u>-9.29%</u></u>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
20000 · Accounts Payable	0.00	8,000.00	-8,000.00	-100.0%
<b>Total Accounts Payable</b>	<u>0.00</u>	<u>8,000.00</u>	<u>-8,000.00</u>	<u>-100.0%</u>
<b>Other Current Liabilities</b>				
25000 · Accrued Expenses				
25300 · Due to MCPA	770.00	0.00	770.00	100.0%
<b>Total 25000 · Accrued Expenses</b>	<u>770.00</u>	<u>0.00</u>	<u>770.00</u>	<u>100.0%</u>
<b>Total Other Current Liabilities</b>	<u>770.00</u>	<u>0.00</u>	<u>770.00</u>	<u>100.0%</u>
<b>Total Current Liabilities</b>	<u>770.00</u>	<u>8,000.00</u>	<u>-7,230.00</u>	<u>-90.38%</u>
<b>Total Liabilities</b>	770.00	8,000.00	-7,230.00	-90.38%
<b>Equity</b>				
32000 · Retained Earnings	36,873.49	33,500.28	3,373.21	10.07%
<b>Total Equity</b>	<u>36,873.49</u>	<u>33,500.28</u>	<u>3,373.21</u>	<u>10.07%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>37,643.49</u></u>	<u><u>41,500.28</u></u>	<u><u>-3,856.79</u></u>	<u><u>-9.29%</u></u>