



April 20-22, 2015

PLUGIN

The CLEO Connection

River's Edge Convention Center • St. Cloud, Minnesota

Final Report

Financials

Minnesota Chiefs of Police
Executive Training Institute
Combined Net Income History

	St. Cloud 1996	St. Cloud 1997	St. Cloud 1998	St. Cloud 1999	St. Cloud 2000	St. Cloud 2001	St. Cloud 2002	St. Cloud 2003	St. Cloud 2004	St. Cloud 2005**	St. Cloud 2006	St. Cloud 2007	Duluth 2008	Rochester 2009	St. Cloud 2010	St. Cloud 2011	St. Cloud 2012	Duluth 2013	Rochester 2014	St. Cloud 2015
MCPEF	\$16,709.79	\$21,037.52	\$27,098.74	\$4,716.08	\$16,894.74	\$25,788.02	\$25,115.16	\$40,541.00												
MCPA	\$12,573.47	\$10,549.02	\$22,102.93	\$29,183.48	\$31,899.91	\$28,946.91	\$41,914.33	\$61,665.23	\$125,622.88	\$99,773.14	\$102,839.85	\$97,156.80	\$91,082.30	\$83,789.00	\$117,466.68	\$104,367.73	\$116,488.79	\$121,142.71	\$108,519.70	\$121,299.62
Combined Net Income	\$29,283.26	\$31,586.54	\$49,201.67	\$33,899.56	\$48,794.65	\$54,734.93	\$67,029.49	\$102,206.23	\$125,622.88	\$99,773.14	\$102,839.85	\$97,156.80	\$91,082.30	\$83,789.00	\$117,466.68	\$104,367.73	\$116,488.79	\$121,142.71	\$108,519.70	\$121,299.62
Less Grant/Foundation \$	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25,000.00	\$28,751.46	\$0.00	\$0.00	\$0.00	\$0.00	\$25,000.00	\$25,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$15,000.00	\$15,000.00
Final Combined Net Income	\$29,283.26	\$31,586.54	\$49,201.67	\$33,899.56	\$48,794.65	\$54,734.93	\$67,029.49	\$77,206.23	\$96,871.42	\$99,773.14	\$102,839.85	\$97,156.80	\$91,082.30	\$58,789.00	\$92,466.68	\$94,367.73	\$106,488.79	\$111,142.71	\$93,519.70	\$106,299.62
% difference		7.87%	55.77%	-31.10%	43.94%	12.17%	22.46%	15.18%	25.47%	3.00%	3.07%	-5.53%	-6.25%	-35.46%	57.29%	2.06%	12.84%	4.37%	-15.86%	13.67%
*Numbers according to End of Year reports. Final figures may be slightly different due to last minute expenses/revenue.																				
** In 2005, payment for the actual awards given out at the awards banquet came out of the ETI budget as opposed to the general MCPA budget. This was approximately \$2,825.84 in expense that was not budgeted for in the ETI budget. Without this expense, the final net income would have been nearly 6% over the 2004 ETI. It is planned to incorporate this expense into the ETI budget for future years.																				

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 06/09/15
 Accrual Basis

2015 Minnesota Chiefs of Police ETI
Budget vs. Actual (accrual)
 January 1, 2013 through June 9, 2015

	<u>Jan 1, '13 - Jun 9, 15</u>	<u>Budget</u>
Income		
Returned Check Charges	0.00	0.00
4500 · Registrations		
4501 · Member Early	83,725.00	70,000.00
4502 · Member Late	5,250.00	7,500.00
4503 · Non-Member Early	18,915.00	11,640.00
4504 · Non-Member Late	1,590.00	1,590.00
4505 · Daily	4,810.00	8,225.00
4506 · Companion	650.00	455.00
4507 · Sunday Session	1,910.00	1,000.00
4500 · Registrations - Other	0.00	0.00
Total 4500 · Registrations	<u>116,850.00</u>	<u>100,410.00</u>
4510 · Social Function Tickets		
4511 · Lunch Tickets	2,480.00	1,875.00
4512 · Banquet Tickets	3,985.00	3,000.00
4513 · Hospitality Fee	6,810.00	5,880.00
4514 · Prayer Bkfst	590.00	780.00
4515 · Comedian	0.00	0.00
4510 · Social Function Tickets - Other	0.00	0.00
Total 4510 · Social Function Tickets	<u>13,865.00</u>	<u>11,535.00</u>
4600 · Exhibits, Ads, etc.		
4610 · Exhibit Sales	102,610.00	98,000.00
4650 · Technical Workshop	0.00	0.00
4660 · Advertising Sales	11,213.00	10,000.00
4670 · Sponsorships	7,160.00	4,750.00
4600 · Exhibits, Ads, etc. - Other	0.00	0.00
Total 4600 · Exhibits, Ads, etc.	<u>120,983.00</u>	<u>112,750.00</u>
4675 · Foundation Donation	15,000.00	15,000.00
4700 · Site Income	6,182.60	4,300.00
4800 · Other Misc.	28.00	0.00
4900 · Interest Earned	5.51	0.00
5000 · Magazine Sales	0.00	0.00
Total Income	<u>272,914.11</u>	<u>243,995.00</u>
Expense		
6999 · Uncategorized Expenses	0.00	0.00
8050 · Office Expenses	1,349.27	1,200.00
8055 · Credit Card Fees	5,013.72	4,391.91
8075 · Management Fees & Commissions		
8076 · Commissions	18,166.03	16,687.50
8077 · Hourly Fees	27,262.37	26,085.00
8078 · Bonus	0.00	0.00
8075 · Management Fees & Commissions - Other	0.00	0.00
Total 8075 · Management Fees & Commissions	<u>45,428.40</u>	<u>42,772.50</u>
8100 · Publications		
8101 · Final Program	4,338.47	4,250.00
8102 · Preliminary Program	503.49	500.00
8103 · Onsite Print Materials	1,256.26	1,100.00
8104 · Registration Packets	285.84	200.00

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 Accrual Basis

2015 Minnesota Chiefs of Police ETI
Budget vs. Actual (accrual)
 January 1, 2013 through June 9, 2015

	<u>Jan 1, '13 - Jun 9, 15</u>	<u>Budget</u>
8105 · Mktg Postcard(s)	0.00	0.00
8106 · Exhibit Guide	1,791.50	1,550.00
8107 · Prospectus	891.07	1,250.00
8108 · Exhibitor Services Kit	0.00	0.00
8109 · Programs	306.39	300.00
8110 · Bill Stuffer	69.63	70.00
8100 · Publications - Other	187.47	175.00
Total 8100 · Publications	9,630.12	9,395.00
8150 · Internet Expense	0.00	0.00
8175 · Tote Bag	0.00	0.00
8200 · Audio Visual	2,939.93	2,800.00
8300 · Food & Beverage		
8301 · Breaks	8,757.51	7,750.00
8302 · Lunches	19,169.28	15,400.00
8303 · President's Reception	5,023.95	5,000.00
8304 · President's Prayer Bkfst	422.01	625.00
8305 · Banquet	12,677.26	10,500.00
8300 · Food & Beverage - Other	0.00	0.00
Total 8300 · Food & Beverage	46,050.01	39,275.00
8410 · Decorator	9,337.74	9,500.00
8430 · Site Rental	12,330.00	11,080.00
8460 · Insurance	864.63	800.00
8520 · Marketing Recruitment	0.00	0.00
8600 · Invited Speakers	14,540.56	14,000.00
8702 · Shipping	0.00	0.00
8703 · Signs	230.28	250.00
8704 · Misc Hotel	0.00	0.00
8705 · On-site Labor	1,351.19	1,375.00
8717 · Technical Workshop Expense	0.00	0.00
8800 · Banquet-non food	0.00	75.00
8900 · Hospitality Room	2,196.61	2,000.00
8905 · Comedian Costs	0.00	0.00
8910 · Miscellaneous	352.03	300.00
9000 · Magazine		
9100 · Printing & Design		
9110 · Printing	0.00	0.00
9120 · Design	0.00	0.00
9130 · Graphics	0.00	0.00
9100 · Printing & Design - Other	0.00	0.00
Total 9100 · Printing & Design	0.00	0.00
9200 · Distribution	0.00	0.00
9300 · Production	0.00	0.00
9350 · Writing	0.00	0.00
9375 · Art Collection	0.00	0.00
9385 · Finance	0.00	0.00
9400 · Commission	0.00	0.00
9500 · Misc	0.00	0.00
9000 · Magazine - Other	0.00	0.00
Total 9000 · Magazine	0.00	0.00

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Accrual Basis

2015 Minnesota Chiefs of Police ETI
Budget vs. Actual (accrual)
January 1, 2013 through June 9, 2015

	<u>Jan 1, '13 - Jun 9, 15</u>	<u>Budget</u>
Total Expense	151,614.49	139,214.41
Net Income	<u>121,299.62</u>	<u>104,780.59</u>

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Accrual Basis

**2015 Minnesota Chiefs of Police Association ETI
Transaction Detail By Account (Accrual)
January 1 through June 9, 2015**

Type	Date	Num	Name	Memo	Class	Amount
4500 - Registrations						
4501 - Member Early						
Deposit	1/8/2015		2015 Registration	PP 010815	2015	4,550.00
Deposit	1/20/2015		2015 Registration	#1002 Helle -...	2015	325.00
Invoice	1/27/2015	4644	Hibbing Community...	Rooney - Full...	2015	325.00
Deposit	2/7/2015		2015 Registration	020715 Dep	2015	8,125.00
Deposit	2/8/2015		2015 Registration	020815	2015	4,225.00
Deposit	2/8/2015		PayPal	PP 020815	2015	8,450.00
General Journal	2/13/2015			Adj #12 Gove...	2015	325.00
Invoice	2/17/2015	4686	MN Dept of Correcti...	Gerlicher - F...	2015	325.00
Invoice	2/17/2015	4686	MN Dept of Correcti...	Melvin - Full ...	2015	325.00
Deposit	2/19/2015		2015 Registration	021915	2015	6,175.00
Invoice	2/24/2015	4694	Wayzata Police Dept	#98 Risvold -...	2015	325.00
Invoice	2/24/2015	4695	Redwood Falls PD	#93 Dressen ...	2015	325.00
Deposit	2/24/2015		2015 Registration	PP 022415	2015	5,200.00
Invoice	2/26/2015	4698	Parkers Prairie Poli...	Whiting - Full...	2015	325.00
Invoice	3/4/2015	4702	Willmar Police Dept.	#135 Felt - F...	2015	325.00
Deposit	3/6/2015		2015 Registration	PP 030615	2015	8,775.00
Deposit	3/7/2015		2015 Registration	030615	2015	3,930.00
Deposit	3/13/2015		2015 Registration	031315	2015	2,925.00
Deposit	3/13/2015		2015 Registration	PP031315	2015	5,525.00
Invoice	3/24/2015	4712	University of Minne...	#212 Miner - ...	2015	325.00
Deposit	3/24/2015		2015 Registration	PP032415	2015	10,725.00
Deposit	3/26/2015		2015 Registration	032615	2015	3,900.00
Deposit	4/2/2015		2015 Registration	PP 040215	2015	20.00
Deposit	4/3/2015		2015 Registration	dep 040215	2015	975.00
Check	4/8/2015	2047	Crystal Police Dept.	Refund less ...	2015	-275.00
Check	4/9/2015	2048	MN Dept of Correcti...	#1051 Melvin	2015	-275.00
Invoice	4/10/2015	4721	Bloomington Police ...	Potts - Full R...	2015	325.00
Invoice	4/10/2015	4722	Pequot Lakes Polic...	Klang - Full R...	2015	325.00
Check	4/17/2015	2051	Warroad Police Dept.	#1119 Steinb...	2015	-275.00
Invoice	5/13/2015	4746	Kenyon Police Dept.	#194 Sjoland...	2015	325.00
Total 4501 - Member Early						76,900.00
4502 - Member Late						
Deposit	3/13/2015		2015 Registration	031315	2015	375.00
Deposit	3/24/2015		2015 Registration	PP032415	2015	375.00
Deposit	4/2/2015		2015 Registration	PP 040215	2015	750.00
Deposit	4/3/2015		2015 Registration	dep 040215	2015	750.00
Invoice	4/3/2015	4717	St. Paul Police Dept	#245 Maidme...	2015	375.00
Invoice	4/9/2015	4720	Blaine Police Dept.	#1147 Olson ...	2015	375.00
Deposit	4/17/2015		2015 Registration	PP041715	2015	1,125.00
Deposit	4/18/2015	051617	2015 Registration	041815 Arlin...	2015	375.00
Deposit	6/2/2015		2015 Registration	PP 060215	2015	750.00
Total 4502 - Member Late						5,250.00
4503 - Non-Member Early						
Deposit	2/7/2015		2015 Registration	020715 Dep	2015	485.00
Deposit	2/8/2015		2015 Registration	020815	2015	485.00
Deposit	2/8/2015		PayPal	PP 020815	2015	2,910.00
Check	2/13/2015	2037	MN POST Board	#12 - Gove - ...	2015	-160.00
General Journal	2/13/2015			Adj #12 Gove...	2015	-325.00
Deposit	2/19/2015		2015 Registration	021915	2015	970.00
Deposit	2/24/2015		2015 Registration	PP 022415	2015	1,455.00
Invoice	2/25/2015	4697	Oak Park Heights P...	#1076 Ander...	2015	110.00
Deposit	3/6/2015		2015 Registration	PP 030615	2015	2,425.00
Deposit	3/7/2015		2015 Registration	030615	2015	1,345.00
Deposit	3/13/2015		2015 Registration	0313115	2015	485.00
Deposit	3/13/2015		2015 Registration	PP031315	2015	1,940.00
Deposit	3/24/2015		2015 Registration	PP032415	2015	3,395.00
Deposit	3/26/2015		2015 Registration	032615	2015	1,455.00
Invoice	3/26/2015	4713	Fond du Lac Tribal ...	Lamirande - ...	2015	485.00
Total 4503 - Non-Member Early						17,460.00
4504 - Non-Member Late						
Deposit	4/3/2015		2015 Registration	dep 040215	2015	530.00
Invoice	4/9/2015	4720	Blaine Police Dept.	#1148 Szykul...	2015	530.00
Deposit	4/17/2015		2015 Registration	PP041715	2015	530.00

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**2015 Minnesota Chiefs of Police Association ETI
Transaction Detail By Account (Accrual)
January 1 through June 9, 2015**

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Accrual Basis

Type	Date	Num	Name	Memo	Class	Amount
Total 4504 · Non-Member Late						1,590.00
4505 · Daily						
Deposit	2/8/2015		PayPal	PP 020815	2015	175.00
Deposit	3/6/2015		2015 Registration	PP 030615	2015	875.00
Deposit	3/13/2015		2015 Registration	031315	2015	175.00
Deposit	3/13/2015		2015 Registration	PP031315	2015	175.00
Deposit	3/24/2015		2015 Registration	PP032415	2015	740.00
Deposit	3/26/2015		2015 Registration	032615	2015	525.00
Deposit	4/2/2015		2015 Registration	PP 040215	2015	390.00
Deposit	4/3/2015		2015 Registration	dep 040215	2015	975.00
Invoice	4/9/2015	4720	Blaine Police Dept.	#1149 Olson ...	2015	195.00
Deposit	4/17/2015		2015 Registration	PP041715	2015	390.00
Deposit	4/22/2015		2015 Registration	Onsite registr...	2015	195.00
Total 4505 · Daily						4,810.00
4506 · Companion						
Deposit	2/7/2015		2015 Registration	020715 Dep	2015	65.00
Deposit	2/8/2015		PayPal	PP 020815	2015	65.00
Deposit	2/24/2015		2015 Registration	PP 022415	2015	130.00
Deposit	3/6/2015		2015 Registration	PP 030615	2015	130.00
Deposit	3/7/2015		2015 Registration	030615	2015	65.00
Deposit	3/13/2015		2015 Registration	PP031315	2015	65.00
Deposit	3/24/2015		2015 Registration	PP032415	2015	65.00
Deposit	3/26/2015		2015 Registration	032615	2015	65.00
Total 4506 · Companion						650.00
4507 · Sunday Session						
Deposit	1/8/2015		2015 Registration	PP 010815	2015	150.00
Deposit	2/7/2015		2015 Registration	020715 Dep	2015	200.00
Deposit	2/8/2015		2015 Registration	020815	2015	200.00
Deposit	2/8/2015		PayPal	PP 020815	2015	450.00
Deposit	2/19/2015		2015 Registration	021915	2015	200.00
Deposit	2/24/2015		2015 Registration	PP 022415	2015	200.00
Deposit	3/7/2015		2015 Registration	030615	2015	150.00
Deposit	3/13/2015		2015 Registration	031315	2015	50.00
Deposit	3/26/2015		2015 Registration	032615	2015	50.00
Invoice	4/10/2015	4722	Pequot Lakes Polic...	Klang - Sund...	2015	50.00
Invoice	4/14/2015	4723	Orono Police Dept	#1100 Fische...	2015	60.00
Check	4/15/2015	2050	Detroit Lakes Police...		2015	-50.00
Total 4507 · Sunday Session						1,710.00
Total 4500 · Registrations						108,370.00
4510 · Social Function Tickets						
4511 · Lunch Tickets						
Deposit	2/8/2015		PayPal	PP 020815	2015	720.00
Invoice	2/16/2015	4684	Data911	#75 - Data91...	2015	40.00
Invoice	2/16/2015	4684	Data911	#75 - Data91...	2015	40.00
Invoice	2/17/2015	4687	Wold Architects an...	#122 Two Mo...	2015	40.00
Invoice	2/17/2015	4687	Wold Architects an...	#122 Two Tu...	2015	40.00
Invoice	2/23/2015	4692	DLR Group	#141 Dvorak ...	2015	20.00
Invoice	2/23/2015	4693	St Paul Police Profe...	#139 Heu & ...	2015	40.00
Deposit	2/24/2015		2015 Registration	PP 022415	2015	360.00
Deposit	2/24/2015		2015 Registration	PP 022415	2015	460.00
Invoice	3/2/2015	4699	Wenck	Monday Lunc...	2015	40.00
Invoice	3/2/2015	4699	Wenck	Tuesday Lun...	2015	40.00
Invoice	3/4/2015	4701	Everytown for Gun ...	2015 Expo - ...	2015	60.00
Deposit	3/6/2015		2015 Registration	PP 030615	2015	20.00
Deposit	3/13/2015		2015 Registration	PP031315	2015	20.00
Deposit	4/2/2015		2015 Registration	PP 040215	2015	80.00
Deposit	4/17/2015		2015 Registration	PP041715	2015	440.00
Deposit	6/2/2015		2015 Registration	PP 060215	2015	20.00
Total 4511 · Lunch Tickets						2,480.00
4512 · Banquet Tickets						
Check	1/6/2015	2024	Elmore Police Dept.	#33 - Linde r...	2015	-40.00
Deposit	1/8/2015		2015 Registration	PP 010815	2015	120.00

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Accrual Basis

**2015 Minnesota Chiefs of Police Association ETI
Transaction Detail By Account (Accrual)
January 1 through June 9, 2015**

Type	Date	Num	Name	Memo	Class	Amount
Deposit	2/7/2015		2015 Registration	020715 Dep	2015	80.00
Deposit	2/8/2015		2015 Registration	020815	2015	40.00
Deposit	2/8/2015		PayPal	PP 020815	2015	40.00
Deposit	2/19/2015		2015 Registration	021915	2015	40.00
Deposit	3/7/2015		2015 Registration	030615	2015	45.00
Deposit	3/13/2015		2015 Registration	031315	2015	120.00
Invoice	3/17/2015	4707	Plymouth Police Dept	2015 Awards...	2015	40.00
Deposit	3/24/2015		2015 Registration	PP032415	2015	205.00
Deposit	3/26/2015		2015 Registration	032615	2015	680.00
Invoice	4/2/2015	4714	Crystal Police Dept.	Two Awards ...	2015	80.00
Deposit	4/2/2015		2015 Registration	PP 040215	2015	200.00
Deposit	4/3/2015		2015 Registration	dep 040215	2015	1,760.00
Invoice	4/9/2015	4719	Ramsey Police Dept	Awards Banq...	2015	40.00
Deposit	4/17/2015		2015 Registration	PP041715	2015	240.00
Deposit	4/22/2015		2015 Registration	Onsite registr...	2015	90.00
Deposit	6/2/2015		2015 Registration	PP 060215	2015	45.00
Total 4512 · Banquet Tickets						3,825.00
4513 · Hospitality Fee						
Deposit	1/8/2015		2015 Registration	PP 010815	2015	390.00
Deposit	1/20/2015		2015 Registration	#1002 Helle -...	2015	30.00
Invoice	2/7/2015	4675	White Bear Lake Po...	#1012-Swans...	2015	30.00
Invoice	2/7/2015	4676	Atwater Police Dept.	#1021 - Berg...	2015	30.00
Deposit	2/7/2015		2015 Registration	020715 Dep	2015	390.00
Deposit	2/8/2015		2015 Registration	020815	2015	330.00
Deposit	2/8/2015		PayPal	PP 020815	2015	300.00
Deposit	2/8/2015		PayPal	PP 020815	2015	240.00
Invoice	2/16/2015	4684	Data911	#75 Data911 ...	2015	60.00
Invoice	2/17/2015	4685	Global Software	#74 Two Hos...	2015	60.00
Deposit	2/19/2015		2015 Registration	021915	2015	390.00
Invoice	2/23/2015	4693	St Paul Police Profe...	#139 Heu & ...	2015	60.00
Invoice	2/24/2015	4694	Wayzata Police Dept	#98 Risvold -...	2015	30.00
Deposit	2/24/2015		2015 Registration	PP 022415	2015	270.00
Deposit	2/24/2015		2015 Registration	PP 022415	2015	90.00
Invoice	2/26/2015	4698	Parkers Prairie Poli...	Whiting - Hos...	2015	30.00
Invoice	3/2/2015	4699	Wenck	Hospitality - 2...	2015	60.00
Deposit	3/6/2015		2015 Registration	PP 030615	2015	390.00
Deposit	3/7/2015		2015 Registration	030615	2015	300.00
Deposit	3/13/2015		2015 Registration	031315	2015	180.00
Deposit	3/13/2015		2015 Registration	PP031315	2015	450.00
Deposit	3/13/2015		2015 Registration	PP031315	2015	30.00
Deposit	3/24/2015		2015 Registration	PP032415	2015	660.00
Deposit	3/26/2015		2015 Registration	032615	2015	330.00
Invoice	4/2/2015	4715	FBI/Next Generatio...	#168 - Scarb...	2015	30.00
Invoice	4/2/2015	4715	FBI/Next Generatio...	#168 - Del Gr...	2015	30.00
Deposit	4/2/2015		2015 Registration	PP 040215	2015	30.00
Deposit	4/2/2015		2015 Registration	PP 040215	2015	90.00
Deposit	4/3/2015		2015 Registration	dep 040215	2015	75.00
Invoice	4/3/2015	4718	St. Paul Police Dept	#245 Maidme...	2015	30.00
Invoice	4/10/2015	4722	Pequot Lakes Polic...	Klang - Hospi...	2015	30.00
Deposit	4/17/2015		2015 Registration	PP041715	2015	150.00
Deposit	4/18/2015		2015 Registration	041815 cash	2015	30.00
Deposit	4/22/2015		2015 Registration	Onsite registr...	2015	360.00
Deposit	4/22/2015		2015 Registration	Onsite Tips	2015	345.00
Deposit	6/2/2015		2015 Registration	PP 060215	2015	60.00
Total 4513 · Hospitality Fee						6,390.00
4514 · Prayer Bkfst						
Deposit	1/8/2015		2015 Registration	PP 010815	2015	60.00
Deposit	2/7/2015		2015 Registration	020715 Dep	2015	20.00
Deposit	2/8/2015		PayPal	PP 020815	2015	60.00
Invoice	2/26/2015	4698	Parkers Prairie Poli...	Whiting - Pra...	2015	20.00
Deposit	3/7/2015		2015 Registration	030615	2015	40.00
Deposit	3/13/2015		2015 Registration	031315	2015	65.00
Deposit	3/24/2015		2015 Registration	PP032415	2015	40.00
Deposit	3/26/2015		2015 Registration	032615	2015	45.00
Deposit	4/2/2015		2015 Registration	PP 040215	2015	25.00
Deposit	4/3/2015		2015 Registration	dep 040215	2015	20.00

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Accrual Basis

**2015 Minnesota Chiefs of Police Association ETI
Transaction Detail By Account (Accrual)
January 1 through June 9, 2015**

Type	Date	Num	Name	Memo	Class	Amount
Invoice	4/9/2015	4720	Blaine Police Dept.	#1147 Olson ...	2015	25.00
Invoice	4/10/2015	4722	Pequot Lakes Polic...	Klang - Asso...	2015	20.00
Deposit	4/22/2015		2015 Registration	Onsite registr...	2015	50.00
Total 4514 · Prayer Bkfst						490.00
Total 4510 · Social Function Tickets						13,185.00
4600 · Exhibits, Ads, etc.						
4610 · Exhibit Sales						
Invoice	1/6/2015	4637	Front Line Plus Fire...	2015 Law En...	2015	560.00
Invoice	1/6/2015	4638	Datum Storage Sol...	2015 Law En...	2015	660.00
Invoice	1/7/2015	4639	Ban-Koe Companies	2015 Law En...	2015	560.00
Deposit	1/8/2015		2015 Registration	Deposit	2015	2,080.00
Invoice	1/20/2015	4641	SwedeBro, Inc.	2015 Law En...	2015	660.00
Invoice	1/21/2015	4643	tip411	2015 Law En...	2015	660.00
Invoice	1/28/2015	4645	north59, LLC	2015 Law En...	2015	660.00
Invoice	1/28/2015	4646	NovaCare Rehabilit...	2015 Law En...	2015	560.00
Invoice	2/2/2015	4647	Stop Tech Ltd	2015 Law En...	2015	660.00
Invoice	2/2/2015	4648	Crime Stoppers of ...	2015 Law En...	2015	150.00
Invoice	2/2/2015	4649	Uniforms Unlimited	2015 Law En...	2015	660.00
Deposit	2/8/2015		PayPal	PP 020815	2015	3,810.00
Invoice	2/9/2015	4678	Cardiac Science, Inc.	2015 Law En...	2015	660.00
General Journal	2/10/2015			Adj from Exh ...	2015	-725.00
Invoice	2/11/2015	4680	Panasonic System ...	2015 Law En...	2015	660.00
Invoice	2/12/2015	4681	247Security-Patrol ...	2015 Law En...	2015	560.00
Invoice	2/12/2015	4682	Thin Blue Line Mem...	2015 Law En...	2015	150.00
Invoice	2/18/2015	4688	Lexipol LLC	2015 Law En...	2015	560.00
Deposit	2/24/2015		2015 Registration	PP 022415	2015	7,000.00
Invoice	3/3/2015	4700	Dakota Cty Criminal...	2015 Law En...	2015	560.00
Invoice	3/4/2015	4703	Trimble Public Safety	2015 Law En...	2015	660.00
Deposit	3/6/2015		2015 Registration	PP 030615	2015	2,840.00
Invoice	3/13/2015	4705	Law Enforcement E...	2015 Law En...	2015	660.00
Deposit	3/13/2015		2015 Registration	PP031315	2015	1,980.00
Deposit	3/24/2015		2015 Registration	PP032415	2015	810.00
General Journal	4/2/2015			Ebeco Revert...	2015	-660.00
Deposit	4/2/2015		2015 Registration	PP 040215	2015	1,980.00
Deposit	4/17/2015		2015 Registration	PP041715	2015	1,220.00
Total 4610 · Exhibit Sales						30,595.00
4660 · Advertising Sales						
General Journal	1/8/2015			Adj from mis...	2015	4,915.00
Invoice	2/6/2015	4673	ANCOM COMMUNI...	2015 Final Pr...	2015	595.00
Invoice	2/6/2015	4674	Office of Justice Pr...	2015 Final Pr...	2015	389.00
Invoice	2/6/2015	4674	Office of Justice Pr...	2015 Final Pr...	2015	389.00
Deposit	2/8/2015		PayPal	PP 020815	2015	820.00
Invoice	2/19/2015	4689	Gunderson Natnl C...	Registration I...	2015	205.00
Invoice	2/23/2015	4690	Diversion Solutions	Exhibit Guide...	2015	35.00
Invoice	2/23/2015	4691	Minneapolis Police ...	Exhibit Guide...	2015	35.00
Deposit	2/24/2015		2015 Registration	PP 022415	2015	1,942.00
Deposit	2/24/2015		2015 Registration	PP 022415 - ...	2015	299.00
Invoice	3/19/2015	4708	ANCOM COMMUNI...	2015 Exhbit ...	2015	419.00
Invoice	3/19/2015	4709	Wold Architects an...	2015 Exhbit ...	2015	225.00
Invoice	3/20/2015	4710	Metro Critical Incide...	Registration I...	2015	205.00
Total 4660 · Advertising Sales						10,473.00
4670 · Sponsorships						
Deposit	2/8/2015		PayPal	PP 020815	2015	500.00
Invoice	2/9/2015	4679	Law Enforcement T...	ETI15 - Awar...	2015	2,500.00
Invoice	2/9/2015	4679	Law Enforcement T...	ETI15 - Exhib...	2015	250.00
General Journal	2/10/2015			Adj from Exh ...	2015	725.00
Deposit	2/24/2015		2015 Registration	PP 022415	2015	1,225.00
General Journal	4/2/2015			Ebeco Revert...	2015	660.00
Invoice	5/9/2015	4738	Public Safety Manuf...	2015 ETI Tot...	2015	250.00
Total 4670 · Sponsorships						6,110.00
4600 · Exhibits, Ads, etc. - Other						
General Journal	1/8/2015			Adj from mis...	2015	-4,915.00

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Accrual Basis

**2015 Minnesota Chiefs of Police Association ETI
Transaction Detail By Account (Accrual)
January 1 through June 9, 2015**

<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Class</u>	<u>Amount</u>
Total 4600 · Exhibits, Ads, etc. - Other						-4,915.00
Total 4600 · Exhibits, Ads, etc.						42,263.00
4675 · Foundation Donation						
Invoice	3/5/2015	4704	MN Chiefs of Police...	Foundation D...	2015	15,000.00
Total 4675 · Foundation Donation						15,000.00
4700 · Site Income						
Invoice	5/26/2015	4747	Best Western Kelly ...	Hotel Room ...	2015	1,470.00
Invoice	5/26/2015	4747	Best Western Kelly ...	Hotel Commi...	2015	2,180.50
Invoice	5/26/2015	4748	Le St Germain	Hotel Room ...	2015	501.00
Invoice	5/26/2015	4748	Le St Germain	Hotel Commi...	2015	1,820.30
Invoice	5/26/2015	4749	GrandStay Residen...	Hotel Commi...	2015	148.50
Invoice	5/27/2015	4750	Country Inn & Suites	Hotel Commi...	2015	62.30
Total 4700 · Site Income						6,182.60
4800 · Other Misc.						
Deposit	4/22/2015		2015 Registration	Cash box ove...	2015	28.00
Total 4800 · Other Misc.						28.00
4900 · Interest Earned						
Deposit	1/30/2015			Interest	2015	0.45
Deposit	2/28/2015			Interest	2015	0.48
Deposit	3/31/2015			Interest	2015	0.86
Deposit	4/30/2015			Interest	2015	1.01
Deposit	5/31/2015			Interest	2015	0.68
Total 4900 · Interest Earned						3.48
TOTAL						185,032.08

**2015 Minnesota Chiefs of Police Association ETI
Transaction Detail By Account (Accrual)
January through December 2014**

06/09/15

Accrual Basis

Type	Date	Num	Name	Memo	Class	Amount
4500 - Registrations						
4501 - Member Early						
Deposit	12/15/2014		PayPal	PayPal 12/15...	2015	6,825.00
Total 4501 - Member Early						6,825.00
4503 - Non-Member Early						
Deposit	12/15/2014		PayPal	PayPal 12/15...	2015	1,455.00
Total 4503 - Non-Member Early						1,455.00
4507 - Sunday Session						
Deposit	12/15/2014		PayPal	PayPal 12/15...	2015	200.00
Total 4507 - Sunday Session						200.00
Total 4500 - Registrations						8,480.00
4510 - Social Function Tickets						
4512 - Banquet Tickets						
Deposit	12/15/2014		PayPal	PayPal 12/15...	2015	160.00
Total 4512 - Banquet Tickets						160.00
4513 - Hospitality Fee						
Deposit	12/15/2014		PayPal	PayPal 12/15...	2015	420.00
Total 4513 - Hospitality Fee						420.00
4514 - Prayer Bkfst						
Deposit	12/15/2014		PayPal	PayPal 12/15...	2015	100.00
Total 4514 - Prayer Bkfst						100.00
Total 4510 - Social Function Tickets						680.00
4600 - Exhibits, Ads, etc.						
4610 - Exhibit Sales						
Invoice	10/14/2014	4601	Bureau of Criminal ...	2015 Law En...	2015	660.00
Invoice	10/24/2014	4604	Ford Government S...	2015 Law En...	2015	2,220.00
Invoice	10/24/2014	4605	Chrysler Group LLC	2015 Law En...	2015	1,110.00
Invoice	10/24/2014	4606	MN Dept of Comme...	2015 Law En...	2015	560.00
Invoice	10/24/2014	4607	Verizon Wireless	2015 Law En...	2015	660.00
Invoice	10/24/2014	4608	Sound Off Inc	2015 Law En...	2015	1,110.00
Invoice	10/24/2014	4609	Glock, Inc	2015 Law En...	2015	660.00
Invoice	10/24/2014	4610	Metropolitan State ...	2015 Law En...	2015	150.00
Deposit	10/24/2014		2015 Registration	First Round ...	2015	12,650.00
Invoice	11/3/2014	4612	Computer Informati...	2015 Law En...	2015	660.00
Invoice	11/12/2014	4628	Brazos Technology	2015 Law En...	2015	660.00
Invoice	11/12/2014	4629	Waldorf College	2015 Law En...	2015	560.00
Invoice	11/15/2014	4630	Hennepin Tech-Law...	2015 Law En...	2015	660.00
Invoice	11/18/2014	4631	MN Assn for Injured...	2015 Law En...	2015	150.00
Invoice	12/11/2014	4635	Boston Leather	2015 Law En...	2015	560.00
Deposit	12/15/2014		PayPal	PayPal 12/15...	2015	48,835.00
Invoice	12/19/2014	4636	Gunderson Natnl C...	2015 Law En...	2015	150.00
Total 4610 - Exhibit Sales						72,015.00
4660 - Advertising Sales						
Invoice	10/22/2014	4603	Hamline University	2015 ETI Pre...	2015	515.00
Deposit	10/24/2014		2015 Registration	Exhibit Guide...	2015	225.00
Total 4660 - Advertising Sales						740.00
4670 - Sponsorships						
Deposit	10/24/2014		2015 Registration	EATI - First ...	2015	550.00
Deposit	12/15/2014		PayPal	PayPal 12/15...	2015	500.00
Total 4670 - Sponsorships						1,050.00
4600 - Exhibits, Ads, etc. - Other						
Deposit	12/15/2014		PayPal	PayPal 12/15...	2015	4,915.00
Total 4600 - Exhibits, Ads, etc. - Other						4,915.00
Total 4600 - Exhibits, Ads, etc.						78,720.00
4900 - Interest Earned						

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06/09/15

Accrual Basis

**2015 Minnesota Chiefs of Police Association ETI
Transaction Detail By Account (Accrual)
January through December 2014**

<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Class</u>	<u>Amount</u>
Deposit	5/31/2014			Interest	2015	0.35
Deposit	6/30/2014			Interest	2015	0.12
Deposit	7/31/2014			Interest	2015	0.12
Deposit	8/29/2014			Interest	2015	0.18
Deposit	9/29/2014			Interest	2015	0.20
Deposit	10/31/2014			Interest	2015	0.19
Deposit	11/28/2014			Interest	2015	0.26
Deposit	12/31/2014			Interest	2015	0.61
Total 4900 - Interest Earned						2.03
TOTAL						87,882.03

Survey Results

2015 Executive Training Institute Attendee Survey (134 Responses)

1. Please evaluate these aspects of the ETI:					
	Poor		Average		Excellent
Event promotion	0 0%	1 1%	24 18%	57 43%	50 38%
Overall experience	0 0%	2 2%	34 26%	65 49%	32 24%
Law Enforcement Expo	0 0%	1 1%	22 17%	61 46%	49 37%
Program	0 0%	6 5%	30 23%	70 53%	26 20%
Speakers	1 1%	8 6%	34 26%	69 52%	21 16%
Handouts	7 5%	15 12%	57 45%	36 28%	13 10%
Meeting facility	1 1%	4 3%	27 20%	47 35%	54 41%
Meals	12 9%	12 9%	37 28%	36 27%	36 27%
Registration Process	0 0%	1 1%	5 4%	49 38%	74 57%

2. If you stayed at one of the ETI hotels, please rate your experience with the hotel.					
	Poor		Average		Excellent
Best Western Kelly Inn	0 0%	2 3%	7 10%	30 43%	31 44%
Le St. Germain	1 3%	2 6%	5 14%	13 36%	15 42%
Grandstay Residential Suites	0 0%	0 0%	0 0%	0 0%	6 100%
Country Inn & Suites	0 0%	0 0%	0 0%	0 0%	2 100%

2015 Executive Training Institute Attendee Survey (134 Responses)

3. Please rate your experience with the following functions:

	Poor	Average	Excellent
President's Reception	0 0%	1 18%	22 53%
Hospitality Room	0 0%	3 20%	34 39%
Association Prayer Breakfast	0 0%	0 22%	10 35%
Awards Banquet	2 2%	0 5%	51 60%
Refreshment Breaks	1 1%	2 15%	44 48%
Lunches	10 8%	12 9%	39 30%

4. Please rate the following factors in your decision to attend the ETI:

	Little Influence	Some Influence	Strong Influence
Program Content	3 2%	3 27%	46 35%
Date/Schedule	15 11%	11 8%	19 15%
Location	18 14%	7 5%	44 33%
Economy of Accommodations	17 13%	13 10%	24 18%
Registration Price	14 11%	12 9%	16 12%

5. For the 2nd year, the 2015 ETI was a three-day event. How many days do you prefer the ETI to be?

	Number of Response(s)	Response Ratio
One Day	0	0.0%
Two Days	16	11.9%
Three Days	102	76.1%
Four Days	14	10.4%
Five Days	1	<1%
No Responses	1	<1%
Total	134	100%

2015 Executive Training Institute Attendee Survey (134 Responses)

6. Do you plan to attend next year's ETI in St. Cloud, MN (April 18-20, 2016)?		
	Number of Response(s)	Response Ratio
Yes	112	83.5%
No	2	1.4%
Undecided	19	14.1%
No Responses	1	<1%
Total	134	100%

7. What is your primary reason for attending the ETI?		
	Number of Response(s)	Response Ratio
To learn	55	41.0%
To earn required P.O.S.T. Board credits	7	5.2%
For personal growth	36	26.8%
To bring information back to your department	21	15.6%
To network	11	8.2%
To visit the Expo	3	2.2%
No Responses	1	<1%
Total	134	100%

8. Were the companies from which you typically purchase industry-related products and services		
	Number of Response(s)	Response Ratio
Yes	128	95.5%
No	3	2.2%
No Responses	3	2.2%
Total	134	100%

9. Did you come to the ETI planning to review/evaluate specific products you plan to purchase in the		
	Number of Response(s)	Response Ratio
Yes	101	75.3%
No	29	21.6%
No Responses	4	2.9%
Total	134	100%

2015 Executive Training Institute Attendee Survey (134 Responses)

10. Will your Law Enforcement Expo experience have a strong influence on your future buying		
	Number of Response(s)	Response Ratio
Yes	106	79.1%
No	27	20.1%
No Responses	1	<1%
Total	134	100%

11. Please indicate your non-payroll spending authority:		
	Number of Response(s)	Response Ratio
Less than \$10,000	28	20.8%
\$10,000-\$25,000	15	11.1%
\$25,000-\$50,000	17	12.6%
\$50,000-\$100,000	13	9.7%
\$100,000-\$200,000	18	13.4%
more than \$200,000	34	25.3%
No Responses	9	6.7%
Total	134	100%

12. What is your department's annual budget?		
	Number of Response(s)	Response Ratio
Less than \$50,000	3	2.2%
\$50,000-\$100,000	4	2.9%
\$100,000-\$250,000	8	5.9%
\$250,000-\$500,000	20	14.9%
\$500,000-\$1,000,000	15	11.1%
\$1,000,000-\$1,500,000	11	8.2%
\$1,500,000-\$2,000,000	12	8.9%
more than \$2,000,000	57	42.5%
No Responses	4	2.9%
Total	134	100%

13. Please recommend future ETI or regional meeting topics and/or speakers:
 46 Response(s)

14. Please add your general comments:

2015 Executive Training Institute Attendee Survey (134 Responses)

39 Response(s)

15. And finally, please rate each ETI session you attended on the following factors: Sunday's Advanced Skills Session - A Checklist for					
	Poor		Average		Excellent
Topic	0 0%	1 4%	8 33%	10 42%	5 21%
Content	1 5%	2 9%	9 41%	7 32%	3 14%
Speaker(s)	1 4%	1 4%	8 35%	8 35%	5 22%
Handouts	0 0%	5 24%	9 43%	6 29%	1 5%

16. Living Your Legacy					
	Poor		Average		Excellent
Topic	0 0%	4 4%	24 21%	53 46%	33 29%
Content	0 0%	5 5%	30 27%	48 43%	28 25%
Speaker(s)	0 0%	7 6%	26 23%	44 39%	35 31%
Handouts	6 6%	11 12%	43 45%	29 31%	6 6%

17. MCPA - The State of the Association					
	Poor		Average		Excellent
Topic	1 1%	0 0%	23 21%	47 44%	37 34%
Content	1 1%	0 0%	24 23%	49 46%	32 30%
Speaker(s)	1 1%	0 0%	16 15%	52 49%	38 36%
Handouts	3 4%	3 4%	33 43%	22 29%	16 21%

2015 Executive Training Institute Attendee Survey (134 Responses)

18. Richard Lett / Scotland Yard					
	Poor		Average		Excellent
Topic	0 0%	1 2%	12 26%	19 40%	15 32%
Content	0 0%	2 4%	14 31%	15 33%	14 31%
Speaker(s)	0 0%	2 4%	6 13%	20 43%	18 39%
Handouts	3 9%	3 9%	16 48%	6 18%	5 15%

19. Seven Great Myths About Marijuana					
	Poor		Average		Excellent
Topic	0 0%	1 1%	5 4%	32 25%	88 70%
Content	0 0%	1 1%	4 3%	36 29%	84 67%
Speaker(s)	0 0%	2 2%	5 4%	34 27%	83 67%
Handouts	3 3%	6 6%	22 20%	28 26%	49 45%

20. New Chiefs: Plugging into MCPA's Circuit of Resources					
	Poor		Average		Excellent
Topic	0 0%	0 0%	4 17%	12 52%	7 30%
Content	0 0%	0 0%	5 22%	12 52%	6 26%
Speaker(s)	0 0%	0 0%	5 22%	12 52%	6 26%
Handouts	0 0%	1 5%	6 30%	8 40%	5 25%

2015 Executive Training Institute Attendee Survey (134 Responses)

21. League of MN Cities Insurance Trust - What's Hot Now					
	Poor		Average		Excellent
Topic	1 2%	0 0%	13 22%	26 43%	20 33%
Content	1 2%	0 0%	16 27%	29 48%	14 23%
Speaker(s)	1 2%	0 0%	14 23%	28 47%	17 28%
Handouts	2 4%	3 6%	24 48%	14 28%	7 14%

22. How Bright is Your Badge?					
	Poor		Average		Excellent
Topic	7 14%	6 12%	13 25%	15 29%	10 20%
Content	10 20%	5 10%	15 30%	11 22%	9 18%
Speaker(s)	8 15%	4 8%	22 42%	11 21%	7 13%
Handouts	4 9%	6 14%	21 49%	7 16%	5 12%

23. Embracing Social Media for Building Community and Investigations					
	Poor		Average		Excellent
Topic	0 0%	0 0%	10 10%	37 36%	56 54%
Content	1 1%	0 0%	19 18%	45 44%	38 37%
Speaker(s)	1 1%	0 0%	14 14%	52 50%	36 35%
Handouts	2 3%	4 5%	30 38%	26 33%	17 22%

2015 Executive Training Institute Attendee Survey (134 Responses)

24. Autism 101 - Preparing Your Department for the Inevitable Encounters with the 1 in 68					
	Poor		Average		Excellent
Topic	2 4%	0 0%	4 9%	15 32%	26 55%
Content	1 2%	0 0%	9 19%	11 23%	26 55%
Speaker(s)	1 2%	0 0%	7 15%	14 30%	25 53%
Handouts	3 9%	0 0%	13 37%	9 26%	10 29%

25. Legislature - How to Contact / Interact / Influence					
	Poor		Average		Excellent
Topic	1 3%	1 3%	2 6%	13 36%	19 53%
Content	0 0%	1 3%	6 17%	18 51%	10 29%
Speaker(s)	0 0%	1 3%	4 11%	18 50%	13 36%
Handout	0 0%	2 10%	11 52%	6 29%	2 10%

26. Making the Maltreatment Case Easier - The Team Approach					
	Poor		Average		Excellent
Topic	1 3%	2 5%	14 38%	13 35%	7 19%
Content	0 0%	6 17%	17 47%	8 22%	5 14%
Speaker(s)	1 3%	5 14%	15 42%	12 33%	3 8%
Handouts	0 0%	4 13%	16 50%	9 28%	3 9%

2015 Executive Training Institute Attendee Survey (134 Responses)

27. Video: It's More Than Just Body Cameras

	Poor		Average		Excellent
Topic	0	0	8	25	59
	0%	0%	9%	27%	64%
Content	0	0	14	40	38
	0%	0%	15%	43%	41%
Speaker(s)	0	0	14	38	39
	0%	0%	15%	42%	43%
Handouts	2	4	24	21	17
	3%	6%	35%	31%	25%

28. Safe Harbor

	Poor		Average		Excellent
Topic	2	3	3	6	8
	9%	14%	14%	27%	36%
Content	3	4	8	5	2
	14%	18%	36%	23%	9%
Speaker(s)	3	5	9	3	2
	14%	23%	41%	14%	9%
Handouts	4	6	7	1	1
	21%	32%	37%	5%	5%

29. How to Get Sued

	Poor		Average		Excellent
Topic	0	0	4	14	55
	0%	0%	5%	19%	75%
Content	0	0	3	23	46
	0%	0%	4%	32%	64%
Speaker(s)	0	1	3	14	54
	0%	1%	4%	19%	75%
Handouts	1	4	15	12	22
	2%	7%	28%	22%	41%

2015 Executive Training Institute Attendee Survey (134 Responses)

30. Are You Truly Prepared for Retirement?					
	Poor		Average		Excellent
Topic	0 0%	0 0%	4 19%	4 19%	13 62%
Content	0 0%	0 0%	6 29%	3 14%	12 57%
Speaker(s)	0 0%	0 0%	5 24%	3 14%	13 62%
Handouts	2 13%	2 13%	5 31%	3 19%	4 25%

2015 Executive Training Institute Attendee Survey Comments

General Comments on the ETI:
The event itself was average, but the formatting was not very conducive for learning. The large gathering room was two small the second day yet the break out rooms were too large. I would suggest having the breakouts the first and second day with the guest speaker the last day.
I just did not get the same feeling with speakers this year that I have in the past-they were a bit flat, did not hold my attention and the content was a bit scattered. The exception to that was the speaker of legalization of marijuana.
I found that the keynote speakers were a complete miss and some of the breakout sessions were not informative at all. The descriptions of the classes did not meet up with what the speakers spoke on. Overall, I was disappointed.
Too much down time Monday afternoon
Overall, the conference was very good. The keynote speakers were mostly informative (with the exception of the second speaker on Tuesday), and I found the discussion at the breakouts useful.
Dr. Sabet was excellent. The other speakers were average, at best. Ms. Rowe's presentation lacked substance. She made some good points, but a lot of people talked about how her presentation was all about her. Bill Kirchoff was very bland. He talked a lot and said very little. He did not talk about specifics in policy that would help administration deal with medicinal marijuana use. Richard Lett was excellent. He shared a lot of interesting perspective and gave great pointers.
Peter Orput was one that kept me wanting more. Dr. Sabat provided very good information.
Noon meals on Monday and Tuesday were not very good. Banquet meal was excellent. Would prefer to end on Wednesday by 2PM due to traveling time and traffic.
I would like to see the ETI go back to a noon start on Monday and commence Thursday at noon so that time can be spent in the office on the morning of and it allows a third night to network.
The event center was freezing cold and distracting for the learning process. Speakers over all were pretty good. Aside from the cold the conference center is nice and convenient.
Sunday night session was basically what was covered in Mondays session. Not sure that it was anything additional to the conference???
Way to much downtime between speakers on Monday, the event ended way too soon. If we are going to be in attendance the day should be filled with different breakout sessions and speakers.
I did not care for the shish kabobs.
If there are other options for lunch that may cost more, I think attendees will gladly pay for it.
St. Cloud has a great venue for ETI. Much more easier venue than Rochester and Duluth.
I had made a request for vegetarian options for food and on the awards night the vegetarian option was green beans and mashed potatoes. Just the side options from the main meal served
The facility is great. They need to upgrade their power point projectors. The slides were hard to see and the screen in the Glen Carlson East was dirty and you could see dirty tracks down the middle of the screen. Very unprofessional. The Herberger Suite had problems with the speakers and microphone. a lot of echo and feedback. This was the same problem we had the last time that ETI was held in St. Cloud.□
The meals were very good. Registration was very efficient.
Overall, the conference and speaker options are much improved over last year. This was a good conference. Thank you for the hard work.
The legislative updates and the state of the association programs were the most beneficial. I felt the rest of the training could have been a little more challenging with more choices offered. For example, strategic planning, community policing initiatives, higher level budget planning and strategies, succession planning etc.
Food for thought. Possibly serve meals cafeteria style to possibly save some time & money instead of having servers bus the tables. Anything that can be done to keep tuition costs low will allow me to still attend.
Please ensure that the program content which outlines what the speak is to talk about is accurate. All I spoke to who attended How Bright is your Badge didn't think it was going to be about how to get hired as a chief.
Those were the worst lunches I have ever had. Not everyone is a great fan of peppers and onions and the lunches on Monday & Wednesday
The speakers were split. Some were very good and others not. I wish that they would present more facts then toot there own horns.

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Registration is hard with having to pay first. If it could be billed it would be much easier.
Very good conference.
I hear people say the facilities or hotel are not all that great. It is certainly serviceable, and the central location of St. Cloud simply makes a great deal of sense for a state-wide organization.
This year a majority of the topics and speakers were sub par. Past years I have felt that the main speakers and other trainings were good to excellent. I believe only 1 or 2 of the courses were average or higher. I don't know if it is because of the high quality of trainings in past years made this year seem a lot worse. I believe that the course attendance at each will reflect the my observations.
Handouts were limited. Last year they were posted online and very easy to find.
This was my first time attending the conference, but there seemed to be a lot of down time between sessions.
Thank You Betsy and Margaret for your behind the scenes work!!!! Great time and loved Pete Orput and the PHD who spoke on marijuana. I hope you girls never leave this organization helping us. Thanks again! Jimmy Hansen
Need to start sessions on time. All day sessions on the last day should be cut to just the am.
I thought better speakers could have been chosen. The expo was tech & software heavy this year which made it tedious. The facility, especially the larger event room, was cold, echo-ey, and they chairs were uncomfortable to sit in for more that just a few minutes. Some of the chairs were broken & I saw 1 attendee smash his thumb in the bars of one broken chair. The meals were only edible. The registration process was easy. And the handouts contained information that was easy to obtain.
handouts sent in advance great idea but apparently needed to send out reminders to print/bring to conference.
It appears that once again the Association has written off Retirees. It was apparent with the amount of retirees in attendance other than the Luncheon, or lack there of. It seems to me that it is an untapped resource that the Association refuses to use. There are some very talented people in the retired ranks that could add to the ETI at a substantially reduced cost if that resource was cultivated.
I believe the ETI should go back to 4 days and let the vendors get there monies worth.
Not nearly enough food at breakfast time or snacks.
Really enjoyed the doctor related to marijuana. The city manager, Bill, didn't seem to bring 'luster to my badge'.
Appreciate the content and nutrition value of the meals very much. Monday's lunch of kabobs, asparagus, rice and salad was right on! Other lunches, pork, vegetables, baby reds, salad; bbq sandwich, slaw, and vegetables also were good. Awards dinner great as always. Suggestions: brown rice or quinoa instead of white rice, wheat breads instead of white breads. Refreshments networking AM good, especially yogurt, granola, fruit; but again, with bagels, possibly add some whole wheat options?
Needs to be more applicable to current law enforcement needs. community policing, use of force issues, hiring of minorities, post board requirements for audits; more motivational, more engaging.
Overall a great conference, well attended.
I THOUGHT THIS YEARS WAS ONE OF THE BEST ETI'S THAT I HAVE ATTENED.THANKS TO ALL WHO PUT THIS TOGETHER☐ CHIEF LUVERNE SIK ELBOW LAKE
I realize how difficult it is to schedule, plan, and organize this event. In the same respect I understand that going to a conference has to have some value. Maybe reducing it to two days with high impact speakers would encourage more chiefs to stay engaged rather than running out of steam at the end as I observed many to do.
Very impressed with how it was coordinated. Excellent people to meet and incredibly friendly and helpful with anything asked.
Continued from #13. I saw more chiefs walk out of trainings wishing they had not gone then those that seem pleased. The large amount of downtime also detracted from the training. I see ETI as a opportunity to reach out to Chiefs and strengthen our leaders in the profession. Unfortunately, I did not walk away from my 1st ETI with that opinion.
The sessions with the keynote speakers were too long. It was hard to sit that long.
Overall I felt the conference was good. I am not a fan of moving it from St. Cloud but if it is going to be moved around what about considering Mankato or the metro area vs. Rochester. I personally will not attend if it is held in Rochester and more than likely not if its in Duluth.

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Comments just for the venue. There are two areas where the venue could use an update. 1. Their chairs (ended up with a pretty sore back after sitting for 3 days). 2. A/V - with the exception of the big screen in Glen Carlson, the screens are difficult to see from across the room. There are a lot of cost-effective solutions available these days.
ETI was average this year. We talked about how some of the keynote speakers were disappointing. Mr. Lett and Dr. Sabet were dynamic speakers, and they made the time to quickly, and they presented a lot of information to take away. You have a very difficult job in finding dynamic people. I know you are doing the best you can.
The presentation by Kevin Sabet was by far the best part of the conference. Chief Goldstein was spot on when he said he learned more about Marijuana from Sabet than anywhere else. I will be able to utilize that part of the conference the most.
This was a good ETI and I can tell we have "new blood" that is working at taking the training and the Association to the next level.
In my opinion the St. Cloud location is by far the best to hold this event. The facilities are excellent and convenient with the primary hotel attached and it is about as centrally located as you can get in MN.
Pete Orput was awesome. Worth the trip just for his honest dialogue on getting sued and removed from office. I know it was in the program but announce uniformed officers salute the flag at during PRESENT ARMS at opening and closing ceremonies and non-uniformed place hand on heart. Too much confusion and it drives a former military guy crazy.
Really enjoyed the conference this year. Met new Chiefs and the networking was great.
The keynote speakers could have been better. They were disappointing.
this was overall a great training
Great venue. The break-out sessions were excellent. Very well done.
I thought there was too much down time. I'd like to see more options for courses if you are done looking at the expo. Have more options to attend courses rather than just expo time.
Shorten the two meetings on Tuesday or run them later in the day and do break out as gap is too long.
Thank you for everyone's work on it. GREAT STAFF.
I was not impressed with Bill Kirchoff as a speaker at all. That really seemed to bring the day down for some.
Very well managed and planned event, a must for all CLEO and Command Staff
I really enjoyed the Retirement Training speaking with individuals that have made that step and explained what worked and what did not.
Overall, well put together and your hard work shows. I again recommend that the Expo be promoted to ALL emergency personnel (EMS, FIRE, DISPATCH, DNR, FORESTRY). They all buy this type of equipment and it would increase the number of visitors. Several of the booths made comments that this was not worth the money. Most visitors may change their mind
Good Conference
ETI was very well organized this year. 3 Days is the perfect amount of time. Any more would be difficult to attend the entire event.
Overall I felt that the ETI was very well done. The only complaint I have is the course offerings just did not seem that strong this year. In past years there has always been at least one or two speakers that were top notch and really motivated attendees. This year I did not see that. It may have been just an off year as prior there a excellent
Thank you for a great ETI. Keep the format and location. St. Cloud is very centralized for all in the state.
Again as I watched your staff work behind the scenes I realized that this is a HUGE UNDERTAKING! Thanks again for what you have done for us the past 15 years!!! I love to see you and your staff when I arrive every year!! It feels like old home week!! Yes you are family now! I hope we never lose you. Jimmy
Excellent conference. I'm a first time attendee from out of state and ETI compares favorably to other well-run training conferences that I've attended.
As chief's and leaders we need to forge a new way forward. Instead of covering the same old tired ground year after year; this has led us to nothing good, think Ferguson, think South Carolina. There HAS to be a better way, and we are going to have to be the ones to come up with that way; that or be replaced by those who will.
Overall another great ETI.
MCPA is moving in the right direction. Coordination with other agencies/organizations on legislative affairs a good chance for leadership from MCPA.
You all did awesome! Glad to have photos after awards!!
Very good conference.

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I don't know how a lot of others feel but the fact that there is no longer a notebook that goes with the course, that you have to download the materials is a pain. I know they have kept the cost relatively the same by elimination of those costs but I believe it has made the experience at the ETI more difficult. Others I have overheard seem to agree
Very good experience overall. I really like how the third day was scheduled with "options" for participants to attend throughout the day. Fills the day with some good content and choices for each individual. If you have one average or poor keynote speaker that you aren't connecting with, participants will leave.
No more Rochester or Duluth
I believe an opportunity was missed by not having invited Media to the Awards Banquet. Any positive showcase is a must have in today's media environment.
Thank you, there's a lot of work in preparing these conferences!
I like having a "panel" of experts/command staff as the presenters for our breakout sessions. I also like the fact that they represent a range of sizes of police departments throughout the state.
Comments on hotel stay:
Room was clean, but the rate was expensive for the amenities.
Even though the hotel was under construction, the staff was friendly and helpful and the rooms were great.
Didn't like the "foam" pillows
Nice room, construction was kind of a pain.
Getting a little dated. Internet in the rooms was sometimes a problem. Weak signal.
Going through renovations. The new remodeled rooms were very good. They need more signage. And of course that could be because they were under construction.
The Le St. Germain was a good hotel option even with the lobby area under construction.
Under construction
It was great to be so close!
Someone did not let it out that they were under construction and that is not good since they charged a higher rate
Excellent rooms. No problems getting around the construction
Old, loud and smelled ab it like a smoking room.
on going construction
I had reservations at Le St Germain but they told me Sunday afternoon that my room had been overbooked so they tried to send me to the Country Inn. I ended up rooming with a friend instead.
It seemed the Kelly Inn was not organized as well as in the past. ??? Not your fault.
Le St. Germaine is under construction
BWKI was nicely furnished, the room was made up well every day. The staff was very friendly. The location is great. The weather sucked!
Hotel was excellent
Even though it was under construction it is a very nice place.
Much preferred to rooms, etc at Kelly Inn.
Room was excellent, but the actual facility was under construction, so no lobby or bar/restaurant in hotel.
I did not stay overnight.
Comments on food, beverage and social functions:
Food was horrible.
More variety for the meals would be preferable. I ate with several people who did not eat salad or lunch in general because of the lack of options. More than one dressing option would be appreciated.
Not a fan of keeping everyone locked out of the lunch hall. I don't why Chiefs/Attendees cannot go put a bag down in there within the hour before.
The high temperature in the hospitality room was so high that people came and left. The refreshment breaks were great. There was always coffee and snacks. The lunches were terrible.

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At the President's reception, the food was late and the meatballs were cold.
Food was cold and late for President's Reception. Noon lunches - salad dressing not good.
Its hard to feed a hundred people but the food wasn't to bad. It was average. Having planned conferences before I know the meals are a challenge.
Seems like the number of persons that drink diet soda is always underestimated. As a diabetic that's all I can drink=k besides water. Usually my class got released later and the diet soda was all taken. Just a thought. Happens everywhere.
lunches did not have vegetarian option and the awards banquet option was just the side to the meal option green beans and mashed potatoes.
The climate in the pool area was very hot. Is there another room that they could have the hospitality area? <input type="checkbox"/>
The volunteers in the hospitality were great.
should have morning snack
Great food, but see comment for #1. I have some concerns about the hospitality room. Leaders consuming alcohol (some in uniform) is a BAD situation and not leading by example. If vendors want to host something like this, maybe off site or not at the host hotel. This is an individual choice by Chiefs, but limit exposure. No free alcohol policy at the events would be my suggestion.
Hospitality room near the pool always gets way to warm.
The meals were under cooked and not very good
All meals and break foods were exceptional with the exception of that last days luncheon. No real complaints as the other 4 meals were fantastic.
Larger coffee cups during breaks would be appreciated
liked the fruit at the refreshment breaks. I love bananas for breakfast. You nailed it !!
The refreshment area (commons) really needed tables for people to sit and converse and eat. Attendees were constantly trying to balance small plates while standing or propping themselves against window ledges.
I was barely aware of a "reception" happening during the president's reception. I did not attend the hospitality room or the prayer breakfast. The venue for the awards banquet felt like it was in a gymnasium, again echo-ey and cold. The food was unremarkable. The snacks during breaks were good. Lunches were again, average.
bring back the m&m to the hospitality room
needed much more options for breakfast and snacks--not enough to really go around
Lunches could use a bit more to eat, but made up for it in the breaks.
See above comment #1.
Did not attend the Prayer Breakfast.
Very few heard Gordon's remarks during the President's Reception.
I have an issue with uniformed officers drinking alcohol prior too and at the awards banquet. Not only does it look unprofessional, it's probably a violation of many department policies. Just my opinion.
I only attended the two that I commented on.
Comments on the factors in your decision to attend the ETI:
The main reason for attending was to network with other Chiefs and to grow as a leader in my department and in the profession.
I try to include command staff in every ETI so cost does become a consideration on the number of staff I can send.
Like the central location, April is a good month for the conference. Id go even if I had to pay out of my pocket, so \$ not an issue
Hopefully we will not return to Rochester!! :)
Huge thanks to the ETI Committee: great job!!
Thank you to those who worked behind the scenes.
The presenters were very good and the content were spot on.
I like the St. Cloud location best, the Best Western has really done a nice job of remodeling.
The event has been shortened, but the cost are the same.
It is a standard event for this department.

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Not much content for retired Chiefs only a little for those looking at retirement. LEOSA Qualifications for any retired regardless of rank might bring in some people. If one retired does not mean that they don't keep up on their areas of expertise. They can be used as teaching resources. Mondays are working Chiefs busiest days having mostly classes for retired chief on Mondays gives busier working chiefs time to take care of weekend business before heading to ETI with out missing anything

St. Cloud is very convenient, centrally located with many restaurants, etc, nearby within walking.

We attend regardless of content/date/price

Comments on how many days you prefer the ETI to be:

I believe a lot depends on the type of training that ETI plans on providing. If it is like this year, 1 day is appropriate. I found most of the speakers to be knowledgeable in the area they were trying to teach on, but did not teach anything. I was looking for training not a history lesson on many of the topics. Unfortunately, I took very little away from the conference on the training side of it.

3 day schedule is perfect!

I would not be opposed to 4 day if the Sunday Night training was an opening speaker vs. Monday Morning and then getting done earlier on Wednesday. I usually leave around 12-1 on Wednesday so that I can get home by 5pm.

3 or 4 days and leave at noon on final day to allow for travel and traffic.

As stated earlier, I would prefer to start on Monday at noon and commence Thursday at noon

The 3 days has been a good change.

The only problem with the schedule is that leaving at 3:30pm for any of us that have to travel through the metro leaves us facing rush hour traffic. Either a 1pm ending or a 5pm ending would be better.

It was 3 days. However there was a Sunday night session. so that kind of makes 4 anyhow, right? Plus I felt that there were some long days. I would rather see the old Monday Noon start, followed by 3 days of conference, getting out Thursday by 1:00-2:00. Traveling to the conference on Sunday is like the fourth day anyhow. And Sunday is a family day for many people. I value that more that getting back to the workplace on Thursday. Thanks!

I would pay a little more if it were 4 days with one more key note speaker or extra classes.

2 -2 1/2

I like the 3 day event. Even when it was 4 in the past, our department always left on the 3rd day. It was too long to be away from the office.

The three day schedule worked well with the third day being a light day.

but would like to see more breakout sessions after the first day.

Things too stretched out for Tuesday after the morning session

Only if more optional trainings are offered

The current schedule was good. Any extra time and I may not be able to accommodate into the schedule.

I like this but when looking at the breakout sessions I think you need to look at having the better ones split so as not to schedule at same time which takes away good info

I do not have a strong opinion on the length, but it probably is easier for many to get away for 3 days than it is for 4 or 5.

Prefer the 11:00 a.m. Monday start (still can get a few things done in the office from the weekend before I leave) and the Noon ending time on Thursday (still have time to start the catch up before I go home for the night).

I was ok with three days but not against four days. I enjoy the extra time when this is the main event I attend for the year for training. I think I speak for a few small town chiefs.

2 days second best choice

Ending on Wednesday works well

4 days makes a more relaxed environment for learning, not so rushed. More time for mixing exchanging ideas. discussed what presenters have said and apply it to their own situations. Bring the Husband, wife, or significant other and make have some down time to relax and enjoy the City and culture. A more positive experience so more people look forward to coming instead of looking at it as a necessary thing to do. More social events not just a comedy night encourage the hotels to book a band?

3-day length perfect.

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Good 3.5 Sunday night - Wednesday is preferred
I liked the Sunday night "extra" training. I wouldn't mind a four day conference, but it may be harder for smaller agencies. Maybe have either the first or last day pertain to large agencies and their issues and concerns.
I like the later start Monday morning and the early out on Wednesday.
Comments on your primary reason for attending the ETI:
I think there are more than 1. All of them to be honest except the POST credits.
I attend primarily for the content, but I get a lot of use out of the Expo as well. It seems like we are always working on a new project at the time of ETI and having so many vendors in one place is very convenient.
All the above excluding POST Credits.
All the above choices factor in as my primary reason for attending
As a commander this training has been beneficial to enhance my leadership skills. The networking is also key.
Hard to pick just one out of that group. They are all good reasons.
Many of these are good reasons. Overall though the current trends and legislative stuff coming are big reasons I attend. Networking is also a big part. I learn so much about how others are handling things in their cities.
All of these are good reasons to attend.
I believe that the more that CLEO's know the better their respective department will be. With the recent events that have been occurring throughout the United States it is imperative that CLEO's stay on top of these current events.□
Huge thank you to our sponsors for their support not only at ETI but throughout the year.
Several of these apply, including to learn, for personal growth and to network.
To learn and info back to the dept. would be right there.
Actually all of the above. It is a great networking and information gathering process that I truly enjoy
I could check everyone of the boxes because they all carry a lot of weight for why I come.
The combination of all of the above is the reason for the success of the conference and the association.
The networking opportunity is certainly significant. Or, at the very least, it is an opportunity to see some people I may only each year.
learning followed closely by networking
All of the above.
I am at the Command level of our agency and I believe that there were many other first line supervisors and/or Command level (not Chief/Deputy Chief) in attendance. Additional training designed for our levels of management would be appreciated.
I would love more classes, information pertaining to smaller departments and ways to enhance what we do.
I always try and take something from this event to share with my community/city council. I also share info I learn from the conference with church groups and other groups I speak in front of.
The networking was also very helpful
All of the above.
Being retired the credits to keep up my license but also to keep up on what is new in the profession. To network and personal growth. You should be able to check multiple items not just one when more apply. When we retire, we and our interest don't just die. I noted there are several Ret. Chief in the Expo. The private Sector Industries has figured out we are valuable why hasn't the Association?
I attend for all of the reasons except POST credits and that is just because I get enough credits anyway.
many of the above
My close 2nd is to bring back that information to my department and community leaders.
Recommend future ETI or regional meeting topics and/or speakers:
Individuals with backgrounds in areas of leadership, state and national law topics. Updates from the legislature (maybe schedule after the general session).

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more internet issues
back to bottcamp style training for young Chief's...basic laws that are brought up by council
At the present time I can not give specific topics. I believe training that deals with personal growth as a chief and issues facing chiefs would be important. The associations goal is to certify chiefs as CLEOs and show communities the importance of training the CLEO. ETI should be used to accomplish that mission, not have chiefs wanting to leave.
Have PERA come in next year to discuss retirement in the retirement breakout session
There is none that come to mind right now.
Gordon Graham, Dave King (retired King County, WA Sheriff), Lt. Col. Dave Grossman, Steven Levitt or Stephen Dubner (authors of Freakonomics - Innovative Thinking/Leadership), Mike Pressler (Former Duke Lacrosse Coach), Charles Moose (Montgomery County MD Police Chief during DC Sniper), Edward Flynn (Milwaukee PD Chief of Police).
Peter Orput, Gordon Graham or an expert on the use of social media.
I think the Safe Harbor training opportunity could have been better utilized by making up a panel of Supervisors, Investigators, and Patrol Officers that are actively working Human Trafficking cases along with a prosecutor to talk about best practices showing examples from Back Page, Craigslist, and talking about the technology being utilized
Continued focus on technology, liability, and leadership. In this "Post Ferguson" era we need to keep current on the topics of community perception and media as well.
I realize it may be difficult, but sending out a list of possible topics/presenters to be rated by everyone prior to scheduling presenters may be beneficial for getting "hot topics" and relevant speakers.
I would like to see a breakout session that would focus on issues involving smaller departments
Randy Means
Hmmm.... sorry cant think of any right now.
Leadership, trending issues - the board has done a good job of getting relevant courses.
MN Post Board Audit process - they are spending a lot of time auditing agencies again. Despite them sending a letter to my agency, and me asking follow up questions, I felt ill prepared. The POST Board should be one of the break out sessions. Have them discuss their audit process, common errors among agencies and go through their website resource
"Hot Topics" that are affecting law enforcement across the country.
Ferguson MO speakers, Real info on Domestic ISIS connections,
Stay with Current & future issues
Jack Enter, Gordon Graham, other national speakers.
Sovereign citizen movement, the changing faces of our profession
staffing issues/lack of quality applicants
scheduling assistance
problem employees/morale
Bring back Gordon Graham. It's been a while. Good refresher.
Consider a speaker who has been involved in a major incident (i.e. bridge collapse, major personnel issues)
Consider a speaker who has weathered significant political storms (i.e. controversial decisions/incidents that had an effect on the department and the community).
Chief executives of departments involved in major incidents (I.E. Hurricane Sandy, civil unrest, etc). Speaker dealing with line of duty deaths (maybe even a local Chief of a department that has gone through one and how it was handled & recommendations).
Would like to see more training on technocology based investigations such as computers, cell phones.
Duluth is always good and topics or speakers with LE background and items relating to what is happening now or in the future
Data Practices/Retention; How to select/hire the best LE officers; Break-out sessions discussing how agencies around the state conduct hiring processes;
Lexipol and or Gordon Graham
LMC speakers are a good idea to assist in avoiding pitfalls

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How to accrue funds as a small department
Continue with timely topics.
Critical incident related training. Lessons learned from recent critical incidents in Minnesota.
Unfortunately need to talk about liability issues; strengthening policing message to be a positive one for the public, plus technological updates.
Supervision/management training for Command level staff.
Classes the same or similar to Mr. Kirckhoff on Tuesday. This class gave limited information on preparing for chief's positions.
VJ Smith (speaker/author)--Brookings, SD (author of the book, The Richest Man in Town) Excellent book on positive attitude. Great story for the chiefs conference!!
Also Jon Hovde (speaker/author)-- Fertile MN Ph: (218) 945-6781
(Author of the book, Left For Dead) Jon is a double amputee from Vietnam! Great motivational speaker
Best practice on improving police and community relations
A legal update (case law) component, perhaps done by a representative from the AG's office, and/or a "latest in labor law" presentation from a management/labor attorney.
Gary Haugen; Human rights attorney
Scott Fraser; Forensic Psychologist
Philip Zimbardo; Psychologist
David R. Dow; Death penalty lawyer
Leslie Morgan Steiner; Writer
Marc Goodman; Global Security Futurist
Esta Soler; Violence and abuse prevention expert
Yves Morieux; Consultant
Itay Talgam; Conductor & leadership consultant
police discipline, investigation, garrity use issues.
Horsager and other presenters 2014 were of more value that presentations in 2015
http://youtu.be/XxIHBj4GmyU
Keep the St Cloud location it is in the middle of the state. easy for all to get to all accommodations are linked to the Civic center. Parking is good it is the best location of the Three we normally use. If we continue to use
Data requests
Body cameras
Property/Evidence Room Liability
Policy liability
Working with your City Manager and Council
Hiring concerns/qualified candidates/recruitments
Leadership topics are my main source of personal growth as a Chief. Personnel Management issues, Budgeting, Working with a "difficult" incidents with citizens and city council members, Social Media, and panel boards discussing the "hot topics" for today's law enforcement agencies are also of interest (similar to the Body Worn Camera panel).
Break out session about "The Press- What you need to know. Maybe the presentation that Andy Skoogman does.
as above
I think we should consider small, medium and large agency topics/breakout sessions
As a whole, Chiefs are affected by certain topics and that is covered very well at ETI. But if you could break us all down into common categories (rural or urban)(small, medium, large)-notice I did not say outstate and metro, then we could discuss common topics and maybe then finish with a large group discussion?? -no specific topics in mind yet.
Sunday's Advanced Skills Session - A Checklist for your Challenges - Comments

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Was not worth the extra money to attend.
nothing that wasn't covered Monday.
I did not attend this event because we were not there on Sunday, but kudos for providing content for the day before.
The concept is good (a Sunday evening session). However, all I learned was that we should make a list and that she wore a short skirt as a patrol woman.
Most of what was covered here was also covered on Monday. Did not feel that it was a worthwhile expenditure for Sunday when I heard it all again on Monday
Plan for more people to attend.
Was supposedly full by the time I registered, should have been able to do it as a class in the regular session.
wish I would have signed up.

Living Your Legacy - Comments

At times it was good but I found myself thinking of other topics. She did not keep my attention.
I think we need to come up with a way to make the handouts more accessible without having to waste a lot of paper for people who don't use them. Having them more readily accessible online would help. Many of our conference attendees aren't going to spend much time looking for them online, but if they were extremely easy to find more people would view them on their mobile devices.
The speaker assumed some handouts were in the audience's possession when they weren't
I looked for the handouts on the Chiefs Web site but didn't find them during the conference
great speaker, good information
Please don't do the downloadable handouts.
She jumped around a little but was overall, good.
The speaker is well qualified, but her style is not for this group.
She could have been louder
couldn't download handout
I recently had training related to employee issues and just didn't find this too informational for me at this time.

MCPA - The State of the Association - Comments

Heard the same information when Director Skoogman attended our association meeting
Always good to hear this. Next year maybe encourage regional meetings. Example have specific locations for each region. I have not been involved in regional meetings and to be honest would not know who to talk to about it.
While perhaps not an exciting topic it is important to discuss.
Andy has been an excellent addition to the Association.
Boring. This could be better addressed in a letter perhaps.
Never even mentioned the Retired Chiefs other than the new POST director said Paul Monteen was retiring.

Richard Lett / Scotland Yard - Comments

Did not attend
At times it was hard to understand him but it was very interesting. I do wish he would have been more detailed in operations of the events he talked about but I am sure he is also limited in what he can share.
I thought this lacked relevancy
did not attend
Would have made a better Keynote speaker
was very good speaker but it seemed to be just stories. Took away very little info from this but enjoyed going still
Interesting
Mr. Lett seems a very decent, informative fellow, but his presentation was a bit disjointed and did not seem to deliver a central message, at least not very efficiently.

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Did not attend
There was no real information in the presentation. Nice stories and accent but no relevant content.
Did not attend, but I heard very good things from those that did. I wished he was in a daytime slot.
Seven Great Myths About Marijuana - Comments
First half presenter was fantastic.
Kevin's information was helpful, Bill's was not at all helpful. I found it very difficult to make it through the session.
Second speaker was not very informative
BEST training at the conference!
Same comment as above on the handouts. I printed them out and brought them along, but I think very few people did that.
This was the most informative and best part of the conference. This guy should be video taped and played over and over again for legislatures, local government officials and school personnel so all can talk logically and be informed when confronted by the public about legalizing pot
The second speaker was not very relevant, the first speaker, however was not only educated on the topic but presented it in a manner that was very educational
The first speaker was much better than the second.
Great info!!!
The first half was excellent. The second half was not as informative or applicable. As the speaker said, "If marijuana stays in schedule I, this is irrelevant."
This was great topic and speaker
This was focused on information, rather than entertainment, and the first speaker delivered very well (note: I write this as someone who does, or at least did not, have particularly strong concerns about legalizing marijuana).□
The second speaker did not present nearly as smoothly. I got the sense nearly any of us could have put his presentation together, given a few minutes.
Dr. Sabet was wonderful. Bill Kirchoff was sub par.
Top two presentations of the convention
Part A only. Part B wasn't worth my time.
Mr Kirckhoff didn't present the information well.
This was information that I will be bringing back to my city and citizens! Very useful and educational! GREAT
DR. Sabet was outstanding, Mr. Kirchoff much less so.
Very good information in light of the current state of the marijuana debate.
Should have had copies of the book available
second speaker was not very good good topic until this speaker
This speaker was VERY knowledgeable and yet was able to speak to us in a way we could understand.
New Chiefs: Plugging into MCPA's Circuit of Resources - Comments
This would be a good class to have for the next couple of years.
League of MN Cities Insurance Trust - What's Hot Now - Comments
Did not attend
would have liked to hear more specific cases and what worked and didn't work and what lessons can be learned from those who have had difficult issues relating to some of the categories
I didn't attend this because it seemed redundant with the Leagues Safety and Loss Control workshops
Just heard it a week ago and that was my fault for going again.
Top two presentations of the convention
Very good information but not much more than what was presented at their training.
Necessary evil.

2015 Executive Training Institute Attendee Survey Comments

How Bright is Your Badge? - Comments

This was absolutely painful to sit through. Was not presented as it was described.

A waste of time.

Very disappointed in this presentation, sorry I attended

Didn't realize from the description that it was a course on how to get a Chief's job. Most of us already have one.....

This was a very weak session. I felt the description did not meet what was presented. Much of the information was not relevant.

I'm not looking for a job, looked like OK program but left to hear a more appropriate presentation for me.

Did not go because of the experience of Part B of Seven Myths about M/J.

Mr. Kirkhoff presented this session much better and seemed more comfortable presenting this information.

This had nothing to do with what the title of the class would imply.

Expected there to be ways to improve within the job or re-energize myself from the talk. More focus was on getting yourself ready for the next job opening.

Did not attend, as I was not impressed with his first presentation as a speaker.

Embracing Social Media for Building Community and Investigations - Comments

Very good.

Great pointers and tips about how to set up and manage department social media pages.

Good variety of agencies that were utilized to promote Facebook applications and utilization of real examples.

Great panel and great discussion on current topics.

I went to the class to learn how to start up a Facebook and twitter account for the department. They did an excellent job on teaching what to put on social network and how to run comments. I don't think they went into how to actually start one enough.

Interesting discussion but, it was clear that none of the speakers had concrete answers, just "this is what we have been doing".

Each of the speakers did really well. Scott was the most polished, but the others, frankly, came across as more genuine.

Great ideas.

Very good. Especially Lee Sjolander.

I've attended a similar session before and found it useful related to policies needed for regulating social media both for the department and the officer usage.

I really enjoyed this presentation. The Chiefs all did a good job presenting their departments social media. Paul Schnell did an excellent job as a moderator as well.

I really enjoyed a "panel" of Chiefs that ranged from large and small departments and shared what works for them and what doesn't.

Autism 101 - Preparing Your Department for the Inevitable Encounters with the 1 in 68 - Comments

Good info. All patrol officers should get this training.

Great advice. Something that applies to what our officers do and how to handle this population.

dry

I have a Grandson with Autism so I took it with a personal feeling.

Very useful information!

I did not have the handouts.

Very well done. Good tips for what could/will be a growing issue for us to deal with.

This was very impressive! Great current topic, great information, and great speakers! Nice job!

Legislature - How to Contact / Interact / Influence - Comments

I thought this presentation was good. Would have liked more info on proper ways to address Senators and Representatives as well as some of the procedures if you ever have to testify before them.

2015 Executive Training Institute Attendee Survey Comments

Great panel
Learned a lot during this breakout. Thanks
This was a good session but could have been shorter.
would have liked to attend, would prefer to be able to attend all options.
Making the Maltreatment Case Easier - The Team Approach - Comments
Seemed geared more towards larger cities and resources.
It was not what was advertised. Would not have gone to this one.
she drilled down into far too many details that were not pertinent.
She was valuable but could have done her presentation in 45 minutes rather than 90.
Video: It's More Than Just Body Cameras - Comments
Good diversity in the panel and good perspectives on this issue.
very relevant topic
Like the fact that all sizes of departments were in attendance as the panel. Great info
I learned a lot. Good mix of experience and agency size on the panel.
not the training but the States fault would have liked more info on retention for videos
Interesting discussion but, it was clear that none of the speakers had concrete answers, just "this is what we have been doing".
There were several speakers. Bill, I think, was excellent. Jeff is just not very dynamic. The other two were very good.
Did not attend.
Very timely good class
Very informative for a department that is researching body worn cameras.
Again I value the "panel" of Chiefs ranging from small to large departments. They speak more candidly.
Safe Harbor - Comments
Was looking for more then how the Safe Harbor law came to be. Again it was just a history lesson.
Started at this training and moved to another. Poorly presented.
There was good information in this breakout, but the presentation could have used more direction. It seemed to lack a focal point. We learned a little bit about the problem and a little bit about the process, but it took a lot of effort to follow. The handouts that were passed around the classroom could have been presented in a better way. They became distractions. As I tried to leaf through some fairly lengthy documents, I would lose the direction of the presentation.
Same comments I put above. I think Shunu presented a few years back and I didn't see anything new in her presentation. I think this time slot could have been better utilized with people that are actively working cases and using case examples to talk about best practices on how to work Human Trafficking -- talk about successes and pitfalls of what to avoid
male week in presentation Female did a good job
It could have been better with examples or an approach on growing partnerships rather than the history or the surveys used to form their group. Mentioning the surveys as a need to get a group started or narrowing down the groups you will be working with, not focusing on what each one determined.
The mindset as the person is a victim of sex crimes and does not have a choice is a very good approach.
How to Get Sued - Comments
Pete is a engaging speaking, but he presented the same info at CLEO and Command. I think the original topic was fine and providing info on the process involved with getting sued and things to avoid if you do would have been helpful.
Should be a yearly topic...
Information that we should all pretty much know but a good reminder.

2015 Executive Training Institute Attendee Survey Comments

Lots of "extreme" situations on how chiefs get fired and get into trouble. How about the more subtle situations that get administrators jammed up? 99% of the attendees know not to do what you talked about, so why teach and focus on that 1%?
Peter Orput is great.
Pete is always top notch. Keep him in the lineup.
Phil was awesome! Kept it interesting!
Pete is always good to listen to. He knows how to keep his audience on task. Keep him coming back.
Enjoyed Pete Orput's presentation
Very informative
Please bring this speaker back, best part of ETI by far.
Keep on bringing this guy back! Great topic and an engaging instructor!
Pete is always captivating !! Please bring him back more often!!
In addition to being well informed on the topic, Orput is entertaining & dynamic.
Good information and very upbeat and light hearted. It makes delivering info better and keeping people interested a lot easier.
Pete Orput did a great job!
Are You Truly Prepared for Retirement? - Comments
Have PERA come in and do the session next year..
Great advice for upcoming retirement. Speakers gave me lots to think about.
The candor and support demonstrated by this panel was great. I was left not only with a lot to think about but a great feeling about the quality of leadership we have in our leadership of law enforcement in our State.
Wish I could have fit this in!
Thank you for this one. It was a unique perspective to hear great information from 'retired' chiefs. Maybe next time just have PERA retirement flyers for people to take as well. I appreciated the chiefs talking about personal decisions that helped decide their retirement plans.
Great format, I have attended this in the past and in my book this was a 100% better.
this one aimed at those about to retire not those already retired
Didn't attend (stop having this topic every year)

Registration

Marketing
(Exhibits, advertising,
sponsoring, etc.)

ETI Expo, Advertising, Sponsorship History

	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Booths	92	102	122	114	108	121	135	134	142	147	150	128	141	146	150	140	140	140
Booths Comped	0	0	0	0	0	0	0	0	0	0	0	0	1	1	1	2	1	1
Vehicles	10	10	10	6	6	7	8	6	6	3	5	2	3	3	4	6	8	10
Vehicles Comped					1	0	0	0	0	0	0	0	0	0	0	0	0	0
Info Expo		5	6	6	9	8	7	10	8	11	11	22	19	18	22	23	17	22
Info Expo Comped		1	0	0	2	1	1	1	1	1	3	3	1	3	4	3	3	4
					2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Ads: Preliminary					\$575.00	\$575.00	\$575.00	\$ 575.00	\$ 575.00	\$ 575.00	\$ 595.00	\$ 595.00	\$ 495.00	\$ 495.00	\$ 495.00	\$ 495.00	\$ 249.00	\$ 515.00
Ads: Final Program					\$950.00	\$1,325.00	\$1,465.00	\$ 3,665.00	\$ 2,215.00	\$ 2,290.00	\$ 2,175.00	\$ 3,515.00	\$ 2,790.00	\$ 3,505.00	\$ 3,505.00	\$ 4,905.00	\$ 3,455.00	\$ 4,500.00
Ads: Notebook					\$1,265.00	\$980.00	\$980.00	\$ 980.00	\$ 1,090.00	\$ 2,275.00	\$ 2,025.00	\$ 1,730.00	\$ 1,815.00	\$ 1,815.00	\$ -	\$ -	\$ -	\$ -
Ads: Exhibit Guide					\$2,165.00	\$1,860.00	\$1,755.00	\$ 2,945.00	\$ 3,380.00	\$ 3,435.00	\$ 2,645.00	\$ 2,860.00	\$ 2,510.00	\$ 2,945.00	\$ 3,265.00	\$ 3,290.00	\$ 3,991.00	\$ 3,560.00
Sponsorship Revenue					\$5,100.00	\$3,765.00	\$4,325.00	\$ 5,685.00	\$ 7,515.00	\$ 6,345.00	\$ 7,810.00	\$ 6,640.00	\$ 6,720.00	\$ 6,070.00	\$ 6,485.00	\$ 4,830.00	\$ 2,005.00	\$ 6,910.00
Technical Prod Wksp					\$1,375.00	\$0.00	\$0.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Tote Insert					\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,950.00	\$ 2,145.00	\$ 1,230.00	\$ 1,845.00
Tablet					\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 723.00	\$ 723.00
					\$11,430.00	\$8,505.00	\$9,100.00	\$13,850.00	\$14,775.00	\$14,920.00	\$15,250.00	\$15,340.00	\$14,330.00	\$14,830.00	\$15,700.00	\$15,665.00	\$11,653.00	\$18,053.00
Foundation Donation					\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10,000.00	\$10,000.00	\$15,000.00	\$15,000.00
Target Donation					\$0.00	\$0.00	\$0.00	\$900.00	\$2,000.00	\$2,280.00	\$2,173.00	\$25,000.00	\$25,000.00	\$10,000.00	\$0.00	\$0.00	\$0.00	\$0.00

2015 Law Enforcement Exhibitor Survey (46 responses)

1. Do you plan to exhibit at next year's Expo (St. Cloud, MN - April 18 & 19, 2016)?

	Number of	Response Ratio
Yes	36	78.2%
No	1	2.1%
Undecided	9	19.5%
No Responses	0	0.0%
Total	46	100%

2. Please rate the Law Enforcement Expo:

	Poor		Average		Excellent
Overall experience	0 0%	1 2%	10 22%	22 49%	12 27%
Expo pre-promotion	0 0%	0 0%	11 26%	18 42%	14 33%
Facility	0 0%	1 2%	5 11%	19 41%	21 46%
Schedule	1 2%	5 11%	6 13%	19 41%	15 33%
Cost	0 0%	5 11%	17 38%	15 33%	8 18%
Number of leads	2 5%	4 9%	16 36%	11 25%	11 25%
Quality of leads	1 2%	3 7%	16 37%	12 28%	11 26%
Expo details offered (directions, schedule, etc.)	0 0%	1 2%	8 18%	16 36%	19 43%

3. Please rate Expo Management (Betsy Pierre & Erica Nelson):

	Poor		Average		Excellent
Your experience with	0 0%	1 2%	3 7%	11 24%	31 67%
Responsiveness	0 0%	0 0%	5 11%	9 20%	32 70%
Overall knowledge	0 0%	0 0%	3 7%	10 22%	33 72%
Professionalism	0 0%	1 2%	2 4%	9 20%	34 74%
Understanding your needs	0 0%	0 0%	4 9%	11 26%	28 65%

2015 Law Enforcement Exhibitor Survey (46 responses)

4. Please rate the Expo Decorator (pipe, drape, drayage, etc. - A & N Convention Services):

	Poor		Average		Excellent
Overall experience with	0 0%	2 4%	15 33%	14 31%	14 31%
Responsiveness	1 2%	0 0%	13 29%	17 38%	14 31%
Overall knowledge	0 0%	0 0%	14 31%	17 38%	14 31%
Professionalism	0 0%	0 0%	14 32%	18 41%	12 27%
Cost	1 2%	2 5%	18 43%	11 26%	10 24%
Quality of equipment	0 0%	1 2%	21 47%	11 24%	12 27%

5. Please rate the following factors in your decision to exhibit at a trade show.

	No Influence		Little Influence		Strong Influence
Location	3 7%	4 9%	8 18%	10 22%	20 44%
Number of expected attendees	1 2%	1 2%	4 9%	13 28%	27 59%
Time of year	5 11%	3 7%	17 38%	9 20%	11 24%
Pricing	2 4%	3 7%	5 11%	20 43%	16 35%
Strong potential for leads	1 2%	4 9%	5 11%	8 18%	27 60%
Strong potential to be seen by current and potential customers	1 2%	2 4%	1 2%	7 16%	34 76%
Opportunity to talk with many customers in one spot	1 2%	2 4%	1 2%	6 13%	35 78%

2015 Law Enforcement Expo Exhibitor Survey Comments

Highlights of the Law Enforcement Expo for you?
Talking with the officers.
Seeing what is going to change with MN Chiefs. Touch base with past contacts.
We were able to connect with many current clients.
well attended
Large number of attendees.
Great Booth location!
We secured a large number of project 'leads'
A large number of Expo Attendees were 'repeat' attendees and looked for our Booth.
The Exhibit Hall layout with the well lit space and internally-located food/beverage centers
The acoustics in St. Cloud seem better than in other locales
Meet and Greet times.
This was the best Chiefs conference I have attended in the past ten years
Impressed with the sheer number of vendors present.
All the people that came by the table to say hi and that they work with Rasmussen College
The large turnout of chiefs and associates
The layout of the convention center was the biggie. Very conducive to the vendors vs. the other two locations.
had some good traffic through our booth saw some customers and caught up with them
There was a lot more traffic in the Expo this year compared to last year.
So nice to have the 2 chairs delivered for each booth
Perfect amount of time to be open
Well organized and very well attended.
Good Crowd
We were able to interact with not only the Chiefs of Police that attended but also with the other exhibitors.
Reception in vendor area
That as a Non-Profit we were in the main area and not in the back area (where the squads were this time).
Traffic
The ability to be in front of the vast majority of Chiefs in such a short period of time is a great benefit of the show.
It would take many days and a great amount of money to do so otherwise.
timeline was good.
Food was good.
Traffic flow was good.
The second day (Tuesday) we had a pretty nice stream of people coming through the entire time.
Better than Rochester
was really busy this year--more people to follow up with than ever
The amount of attendees this year, it was great! Always is though when it is in St. Cloud.
I liked the layout. It was our first year and we really thought it was a great venue.
Seeing previous customers; Meeting face to face with our customers that we have not yet met, and getting new leads.
Lunch was good and there was good foot traffic at the exhibits
Very nice turnout, overall venue has good layout (especially for accessibility), good food in expo area.
the number of attendees
none

2015 Law Enforcement Expo Exhibitor Survey Comments

Good to see current customers.
Break time is good when they come in and walk around the booths
none
Meeting New Vendors & Seeing Some Departments We Provide Squad Car Graphics To Having Their Squad Cars In The Expo
The great location this year really helped us to promote our Ecumenical Service on May 3 and our Standing of the Memorial Guard on National LE Day.
Opportunity for in depth, engaging conversations with Chiefs and Command. MN Chiefs Conference is a well organized event that is a pleasure to attend.
Getting face time with the attendees.
My booth location was very good, traffic for the first day and one half was great.
I attend multiple conferences both regional, national and international. Your advertised space was much less compared to others with same advertised dimensions. In addition you had so much extra room in this facility to expand a bit more for exhibitors in main showroom floor or move vehicles onto main floor...a great deal of wasted
Chiefs should be better encouraged to go all around the expo. I had very few visitors. Decor/mapping of the booths could help with that.
the overall lighting is dim
Would've liked power outlet without extra charge.
What can we do to make the Law Enforcement Expo more profitable/rewarding for you?
Drive attendees through the vehicle section.
More face time with Chiefs in Exhibit Hall.
Have an activity which would encourage attendees to visit booths. I realize the grand prize drawing, required attendees to get signatures, but it was from only two booths per row.
more selling time the first day
Once in a while, having the Expo at a Twin Cities Venue (but in the suburbs and not at a downtown location)
Break down the food service in the vendor area 30 minutes after the exhibit time closes and the Chiefs go back to their sessions.
Don't change a thing.
I was disappointed that electricity wasn't included in the vendor fee. There were also too many e-mails being sent prior to the conference.
I think it is more of a branding event for us
It was very nice to have our three survivor groups near each other - MN Concerns of Police Survivors, Thin Blue Line Vehicle and Law Enforcement Memorial Assoc.
Would be nice to have the Backing the Blue Line closer to us next year as we all reach the same people.
I think the snacks and drinks during the day were a little light. I think we could have used a little more.
More time with the Law Enforcement personnel
Move the Presidents announcement up about 30 - 45 minutes. They get out of class about 3:30 and then the Beer and announcement isn't till 4:30, the attendees don't hang around expo till 4:30
Lower the expense to rent a booth for government agencies. The booths at the BCA conference for government agencies are \$100 which is far more attainable for government agencies and there are no charges for power hook up. I'm not sure if we will be able to afford to attend in the future.
Continue to attract the members to the vendor area. We appreciate all that you do for us.
Done very well...can't think of anything I'd add.
There are lots of agencies that do not talk to the vendors or even walk the show. I see them in the hallway but not in the expo hall. It would be nice for the investment we make to have a brief audience with them.
We were there just for the exposure as we weren't selling anything. We are a Law Enforcement Memorial Vehicle for LODD remembrance so just letting as many departments as possible know that we are available to come to their community was wonderful.
have each participant get vendor to sign card, not just 2 from each row.
Nothing - we dropped the ball in getting advertising out prior to.
The hospitality event in the pool area was nice, but if we were able to have something similar on the next night as well in which all the vendors participate would be very

2015 Law Enforcement Expo Exhibitor Survey Comments

All good for now.
Extend the hours of the expo on the first day. That first day didn't seem to make a lot of sense.
Set up tables in the expo hall for lunch. Keep the attendees in the expo hall.
nothing
Perhaps longer EXPO only hours, or something more to get buyers into our booth. Always looking for more leads out of a show like this, compared to what we actually
Would like different location rather than 400s section if possible. This is a stretch but maybe a courtesy note to attendees to not take handfuls of trinkets. Leaving snacks/beverages out vs bringing it back and forth. Lunch on day 2 was not great & not worth \$20/person. Will probably do Green Mill next time. Should be able to leave
Chiefs should be better encouraged to go all around the expo. I had very few visitors. Maybe put food in the back so that they're forced to walk all the way through it.
There are fewer stores exhibiting - since we do not sell to end users it would make the show more viable for us -
the prize card for signatures should have a section for getting signatures from so many different types of vendors. to complete it one may have to get 4 software vendor signatures, 4 equipment vendors, etc. This could get them talking to vendors they may not normally speak with.
Nothing that I can think of. I like the fact that it isn't drawn out so much that we sit there with a lot of down time. Keep it to an afternoon and the following day morning/mid afternoon. That worked out well.
longer exhibit and interaction with attendees on first day
I Think You do a Great Job. I Personally Feel I Get A Good Amount Of Traffic At My Booth With Promising Leads.
Only Problem I Have Is Every Year Our Main Competitor GS Bad Mouths Our Company At Your Expo Every Year ,Its Very Unprofessional. Their Sales Person This Year Had A Outburst With Whelen & Coon Rapids PD About Us. (We Do Not Do That) .
Thank you so much for putting us near the refreshments. We had many people stop by, way more than in past years.
Perhaps include a seminar or round table panel discussion on a very important topic, body cameras, where both vendor(s), PD command and possibly political figure are
Either extend the expo hours on Monday or do not have them at all that day. It is a waste to staff a booth for about 2 hours of open time.
Provide emails of attendees for one time email advertising.
General comments regarding the Expo
Having the seat out would be nice .
Vehicles were in the back of the facility and there was very, very little traffic through the area.
Buetow 2 Architects had a very very positive exhibit experience because:
Our Booth was placed at the primary entrance to the Exhibit Hall and the booths of other Architectural Firm exhibitors were placed some distance away from our Booth. There always was a good flow of attendees entering the Exhibit Hall due to, I presume, timing of seminars, placement of refreshments for attendees in the Exhibit Hall as well as the mix of services and products offered by the various exhibitors
Can really answer on the leads at this time.
Kudos to all. This was by far the best expo I have been to in the last 3 years. keep up the good work and I see next years is again in St. Cloud. Count me in!
Very well organized - we had a great location, thank you
Our major problem in St Cloud continues to be with hotels. The St Germain overbooked and even though we had our confirmation number and reserved with a credit card, we were told that our confirmation numbers were given to others and were lucky to grab the last two rooms at Grand Stay. This is the second law enforcement conference that this has happened at the St Germaine.
THANK YOU!
The schedule was good but by Tuesday afternoon it was pretty quiet and we could have been done a lot sooner. Not sure how to change that but it happens more often
Cost is already at the high end of what can be justified for the return. Saint Cloud location is far better than Duluth or Rochester; suggest you use Saint Cloud every year. Looking for more contact with customers ... perhaps schedule can be modified to help in that regard.
Day 2 didn't have many quality leads by the early afternoon. Should have option of leaving by 1300-1430 if not proving to be beneficial.
Chiefs should be better encouraged to go all around the expo. I had very few visitors.
It was by far the best for us in many years.

2015 Law Enforcement Expo Exhibitor Survey Comments

I think the first 1/4 day is not needed. It is lots of time for not much reward.

We appreciate the MN Chiefs Association providing a one time use eblast to attendees for vendors to utilize.

Comments on Expo Management (Betsy Pierre & Erica Nelson):

Never saw Erica or Betsy approach an exhibitors' table to ask how they are doing? Just walked right by each time.

We like very much

The organization of the Expo

The timely notices and reminders.

The 'point system' that encourages Exhibitor participation

Erica Nelson is the key to the success for this conference.

You do a fantastic job

Thank you to Betsy and Erica, not only with the expo but everything they do for the Police Chief's organization and vendors alike.

Thanks to both of you!

Always a pleasure to work with.

I very much appreciate all of the assistance that we received from both of these ladies. Being a survivor of a LODD this is all new to me but Betsy and Erica were very helpful and easy to find when questions needed answering.

consistent year after year...just perfect. :)

Great job as always!

Erica always very helpful and responsive. Betsy also; Erica has been our primary contact and is always great to work with.

Erica was extremely helpful and very responsive.

Have always had great experience working with Betsy and Erica.

Comments on the Expo Decorator (pipe, drape, drayage, etc. - A & N Convention Services):

We did not use delivery, storage or electrical services this year, though so aren't commenting about them.

For the most part the staff were very good. I think as some one who cannot do long stints standing that it was bad to hold off providing the chairs until late afternoon for the vendors. they refused to let us have them sooner. someone with a disability other than me might have been more upset.

Everything was set up just fine and electrical worked

We faxed over our order for fixtures and it was never received. This is the second time it has happened with A&N. Maybe there could be a confirmation?

We did not need anything extra from A&N. All the standard decorating was fine.

Good people to work with. When we asked for something we received it right away.

They did not set up chairs for the vendors until the very last minute.

Hotel Blocks

ETI Hotel Room Block Summary

	Sunday	Monday	Tuesday	Wednesday	Thursday	Total per Property	
<u>Room Block 2015</u>	4/19/2015	4/20/2015	4/21/2015	4/22/2015	N/A		
Kelly Inn	150	220	225	4	0	599	
Le St. Germain	15	80	65	4	0	164	
Country Inn & Suites	5	5	5	0	0	15	
GrandStay	0	6	1	0	0	7	
Total Room Block	170	311	296	8	0	785	
<u>Actual Reservations 2015</u>							
Kelly Inn	139	217	169	2	0	527	
Le St. Germain	25	83	58	1	0	167	
County Inn & Suites	0	6	1	0	0	7	
GrandStay	5	5	5	0	0	15	
Total Pick Up	169	311	233	3	0	716	
History	Sunday	Monday	Tuesday	Wednesday	Thursday	Total	City
Total Pick Up 2015	169	311	233	3	0	716	St. Cloud
Total Pick Up 2014	153	278	181	6	0	618	Rochester
Total Pick Up 2013	104	337	278	242	0	961	Duluth
Total Pick Up 2012	51	256	219	190	0	672	St. Cloud
Total Pick Up 2011	48	252	201	169	2	672	St. Cloud
Total Pick Up 2010	39	205	210	171	42	677	St. Cloud
Total Pick Up 2009	120	260	173	128	1	682	Rochester
Total Pick Up 2008	239	404	309	241	2	1195	Duluth
Total Pick Up 2007	122	289	247	204	0	862	St. Cloud
Total Pick Up 2006	102	274	287	199	1	863	St. Cloud
Total Pick Up 2005	88	255	264	204	0	811	St. Cloud
Total Pick Up 2004	93	244	259	197	2	795	St. Cloud
Total Pick Up 2003	92	261	287	203	1	844	St. Cloud
Total Pick Up 2002	61	266	277	227	1	832	St. Cloud

Management Summary

