

**National Association of State EMS Officials
Master Operating Budget
July 1 - June 30 Fiscal Year**

	adopted 09/27/2012	4/30/2013	adopted 10/07/2011				
	2013-14	2012-13	2012-13	2011-12	2010-11	2009-10	2008-09
	Budget	Actual	Budget	Actual	Actual	Actual	Actual
CASH RECEIPTS							
Dues - Associate Member (\$250)	1,500	4,584	1,500	1,575	3,375	1,575	1,575
Dues - Corporate Member (\$2,000)	10,000	14,830	6,000	6,000	20,000	8,000	5,400
Dues - State Ofc Package (\$1,500)	67,500	73,525	67,500	39,600	61,200	48,225	55,650
MD Council RegFees		900					
Annual Meeting	80,000	80,237	80,000	78,175	74,470	55,410	59,630
Exhibit	40,000	28,925	55,000	41,008	45,066	60,140	49,275
Mtg Sponsorships	10,000	5,900	17,000	11,000	20,202	14,700	10,350
Mid Year Meeting	20,000	14,613	25,000	28,055	22,740	20,018	12,168
Labels/Monograph/Other/Royalties	1,000	1,496	2,000	1,146	1,436	1,801	3,358
Interest/Dividend	6,500	12,292	10,000	7,741	15,431	4,988	7,067
Contracts (separate stmts)	1,008,635	918,970	850,000	621,991	870,344	681,777	465,350
State Travel Funds	0	0	0	0	0	5,015	3,369
TOTAL CASH RECEIPTS	1,245,135	1,156,271	1,114,000	836,292	1,134,263	901,649	680,192
CASH DISBURSEMENTS							
Management Fee	227,115	198,275	216,300	210,000	74,340	70,818	67,536
Mgt Incentive	0	0	25,000	28,239	0	21,450	12,252
Insurance	1,000	500	1,000	(375)	1,000	1,000	1,000
Accounting Fee	2,000	0	2,000	125	0	7,425	925
Office Supplies	2,000	680	2,500	1,068	2,558	1,391	1,529
Telephone/fax	2,500	2,746	3,000	2,403	2,662	3,609	5,005
Postage	250	129	500	92	386	288	722
Printing/copying	500	599	500	132	111	1,715	3,277
Membership Mktg	2,500	275	1,200	2,507	5,177	4,750	1,857
Committee/Liaison Support	40,000	32,631	38,000	47,933	35,365	45,775	38,397
Exp. For State Travel Funds	0	89	0	0	1,750	3,460	4,395
Credit Card Process Fees	9,000	7,045	8,000	10,566	8,058	6,618	5,123
Donation - EMS Mem Svc	1,000	0	1,000	1,000	0	0	0
Web Site	10,000	7,950	12,000	8,525	0	0	0
Staff Travel	7,500	0	12,000	5,485	0	0	0
Miscellaneous/monograph/list prod.	750	20	1,000	764	7,148	6,491	1,252
ADMIN/OPS SUBTOTAL	306,115	250,939	324,000	318,464	138,555	174,790	143,270
Contracts Expense (separate stmts)	882,080	720,469	740,000	566,733	774,094	503,612	361,093
Annual Meeting Expense	65,000	29,491	75,000	63,937	78,366	73,695	70,356
Annual Meeting Member Travel	0	0	0	0	2,762	0	0
Mid Year Meeting Expense	20,000	12,023	25,000	9,817	26,760	19,059	37,349
TOTAL CASH DISBURSEMENTS	1,273,195	1,012,921	1,164,000	958,951	1,020,538	771,155	612,068
EXCESS/(DEFICIT)	(28,060)	143,350	(50,000)	(122,659)	113,725	130,494	68,124
Beginning Cash & Investments		536,978	536,978	607,401	493,676	363,182	295,058
Ending Cash & Investments		680,328	486,978	484,742	607,401	493,676	363,182

Budget Assumptions

	Quantity	Value for each	Total
Dues - Associate Member	6	\$225	\$1,350
Dues - Corporate Member	5	\$1,200	\$6,000
Dues - State Ofc Pkg	40	\$1,200	\$48,000
Annual Mtg - regfees	145	\$385	\$55,825
Exhibit booths	40	\$1,200	\$48,000
Mid-Year Regfees	85	\$240	\$20,400
Management Fees			\$78,057
Mgt Incentive			
Memb/Marketing			\$4,000
Committee/liaison support			\$30,000

Note

increase corporate rate by \$200, same as state dues

38 actual in 2009 and 33 YTD for 2010.

increase by 5%

20% annual excess + 75% excess corp-spons-exhibit >\$50k

includes sportswear costs - break even with sales

includes \$25,000 for AEMS