



State Firefighters' and Fire Marshals' Association of Texas

2024 Budget

Changes of Note from 2023 to 2024 Budgets

Income

❖ Membership:

- With the exception of reductions in organizational and sustaining member income, revenue projections for membership dues remain the same as the 2023 budget. **This will be a critically important revenue goal for the association to obtain.** The effort should be helped by the popularity of the association's new data management system, and the increased marketing efforts currently underway.
- Income projection for industrial vehicle registration has increased significantly as more facilities participate in the program.
- Revenue from certification and testing fees have been broken out into separate categories for improved tracking.

❖ Conference:

- Although sponsor income for the 2023 conference was minimal, the projection for 2024 remains unchanged from 2023 with a renewed program to attract sponsors underway.

❖ Sales projections remain unchanged for 2024.

❖ Royalties:

- The California Casualty Company is no longer offering insurance coverage in Texas, thus ending this as a benefit for association members.
- Royalties from other benefits programs are healthy, with income projections increased for some.

❖ Other:

- Some funds from the current SAFER Grant will be available to help offset increased staffing/personnel expense.

Changes of Note from 2023 to 2024 Budgets

Expenses

❖ Membership:

- The cost for providing AD&D insurance to members was reduced to more accurately reflect the actual cost to the association.
- The expense for membership marketing was removed with the assumption that grant funds could be utilized for this purpose.
- The set-aside for LODD purposes was reduced to help offset the increased cost for additional SFFMA staff.
- Projected costs for certification testing was increased to reflect the increase in testing volume.

❖ Employee:

- The increase in salary costs reflects the addition of a staff member, and vacation payouts to be implemented in early 2024.
- Set-asides for training and employee relations were removed to help offset the above increase.

❖ Lodging/Travel:

- The set-aside for the CFSI conference was removed to help offset additional staff costs.
- Staff and executive board travel cost projections were increased.

❖ Building/Property:

- Equipment Maintenance/Rental cost was increased to more accurately reflect the monthly fees paid for this area.

❖ Operational Expenses:

- Costs for postage, printing, and office supplies/forms were decreased due to changes in business processes now used by the state office, where more functions are now managed online.

❖ Conference:

- *NOTE: Beginning in 2024, the SFFMA conference will be shortened to 4 days.*
- Lodging/travel costs are reduced because this year's conference will be local for SFFMA staff, and the shortened conference will result in fewer room nights for others.

Changes of Note from 2023 to 2024 Budgets

❖ Conference, cont'd:

- Entertainment/Food costs are reduced because the association will not host a memorial luncheon, and also due to the shortened conference agenda.
- Conference center fee projections are increased to reflect increased costs in this area.

❖ Professional Services/Fees:

- Costs for credit card fees are increased as the association's business processes place more emphasis on online payments.

❖ Other:

- A Legislative Day will not be scheduled for 2024 since the legislature will not be in session.
- Subscription costs have been reduced due to the transition to a less expensive email system for newsletter use.
- Data system development costs are expected to remain low for 2024.

SFFMA 2024 Budget

INCOME	2023 BUDGET	2024 BUDGET	23 to 24 Change	Percent Change
Membership Dues & Fees				
Department	200,000.00	200,000.00	No Change	N/A
Individual	850,000.00	850,000.00	No Change	N/A
Industrial	25,000.00	25,000.00	No Change	N/A
Vehicle Registration	3,000.00	5,000.00	2,000.00	66.7%
Organization	3,500.00	2,000.00	(1,500.00)	-42.9%
Sustaining	9,000.00	7,000.00	(2,000.00)	-22.2%
Certification Fees	50,000.00	50,000.00	No Change	N/A
Testing Fees	0.00	35,000.00	New	New
Conference				
Registration	50,000.00	55,000.00	5,000.00	10.0%
Exhibitor	30,000.00	30,000.00	No Change	N/A
Sponsor	35,000.00	35,000.00	No Change	N/A
Miscellaneous	2,000.00	500.00	(1,500.00)	-75.0%
Sales				
Advertising-Publication	5,000.00	5,000.00	No Change	N/A
Advertising-Website	15,000.00	15,000.00	No Change	N/A
Publications	250,000.00	250,000.00	No Change	N/A
Haix Boots	45,000.00	45,000.00	No Change	N/A
Misc Merchandise	5,000.00	5,000.00	No Change	N/A
Shipping Charges	10,000.00	10,000.00	No Change	N/A
Royalties				
California Casualty	6,500.00	0.00	(6,500.00)	Prgrm Ended
VFIS	4,000.00	6,000.00	2,000.00	50.0%
NVFC	2,000.00	3,000.00	1,000.00	50.0%
Savvik	10,000.00	15,000.00	5,000.00	50.0%

SFFMA 2024 Budget

INCOME	2023 BUDGET	2024 BUDGET	23 to 24 Change	Percent Change
Royalties, cont'd				
Credit Cards	500.00	500.00	No Change	N/A
TX Mutual Dividend	1,000.00	1,000.00	No Change	N/A
AMBA	15,000.00	15,000.00	No Change	N/A
Other				
Office Rental	9,000.00	9,000.00	No Change	N/A
Interest Earned	2,000.00	2,000.00	No Change	N/A
SAFER Grant	545,000.00	545,000.00	No Change	N/A
Legislative Day Sponsors	0.00	0.00	No Change	N/A
Miscellaneous	500.00	500.00	No Change	N/A
Grant Reimb to SFFMA	0.00	18,000.00	New	New
TOTAL INCOME	2,183,000.00	2,239,500.00		

CURRENT RESERVE FUNDS:

(As of 9/30/2023)

U.S. Treasury Bills	\$ 422,215.31
Money Market Account	\$ 76,940.09
TOTAL	\$ 499,155.40

SFFMA 2024 Budget

EXPENSES	2023 BUDGET	2024 BUDGET	23 to 24 Change	Percent Change
Membership				
Membership Cards	1,000.00	0.00	(1000.00)	-100.0%
Certification Patches	1,000.00	1,000.00	No Change	N/A
AD&D Insurance	95,000.00	85,000.00	(10000.00)	-10.5%
Postage-Magazine	0.00	0.00	No Change	N/A
District Plaques	500.00	300.00	(200.00)	-40.0%
Marketing	1,000.00	0.00	(1000.00)	-100.0%
Certification Testing	15,000.00	20,000.00	5000.00	33.3%
LODD Fund	20,000.00	15,000.00	(5000.00)	-25.0%
Employee				
Salaries	535,000.00	625,000.00	90,000.00	16.8%
Retirement Plan	20,000.00	20,000.00	No Change	N/A
Health Insurance	65,000.00	65,000.00	No Change	N/A
FICA, SUTA, FUTA	41,000.00	48,000.00	7,000.00	17.0%
Worker's Comp	2,200.00	2,200.00	No Change	N/A
Training	1,000.00	0.00	(1,000.00)	-100.0%
Shirts	500.00	500.00	No Change	N/A
Employee Relations	1,000.00	0.00	(1,000.00)	-100.0%
Lodging/Travel-General				
CFSI Conference	4,500.00	0.00	(4,500.00)	-100.0%
NVFC Conference	4,500.00	7,000.00	2,500.00	55.5%
Staff	7,500.00	10,000.00	2,500.00	33.3%
Executive Board	5,000.00	10,000.00	5,000.00	100.0%
Building/Property				
Building Maint/Repair	20,000.00	22,000.00	2,000.00	10.0%
Utilities	16,000.00	17,000.00	1,000.00	6.3%

SFFMA 2024 Budget

EXPENSES	2023 Budget	2024 BUDGET	23 to 24 Change	Percent Change
Building/Property, cont'd				
Janitorial	5,500.00	5,500.00	No Change	N/A
Grounds	5,500.00	5,500.00	No Change	N/A
Security	1,500.00	1,500.00	No Change	N/A
Equipt Maint/Rental	5,000.00	6,500.00	1,500.00	30.00%
Insurance	23,000.00	23,000.00	No Change	N/A
Mortgage (Princ + Int)	196,000.00	196,000.00	No Change	N/A
Vehicles				
Insurance (incl trailer)	6,500.00	6,500.00	No Change	N/A
Fuel/Oil/Maint	4,500.00	4,500.00	No Change	N/A
Vehicle Replacement	30,000.00	0.00	(30,000.00)	-100.00%
Operational Expenses				
Computers/IT	17,000.00	18,000.00	1,000.00	5.9%
Phones/Communication	2,500.00	3,000.00	500.00	20.0%
Postage	5,000.00	3,000.00	(2,000.00)	-40.0%
Printing	5,000.00	1,000.00	(4,000.00)	-80.0%
Office Supplies/Forms	7,000.00	4,000.00	(3,000.00)	-42.9%
Consummables	1,000.00	1,000.00	No Change	N/A
Conference				
Event Planner	8,500.00	8,500.00	No Change	N/A
Decorator Services	18,000.00	20,000.00	2,000.00	11.1%
Lodging/Travel	20,000.00	15,000.00	(5,000.00)	-25.0%
Entertainment/Food	30,000.00	25,000.00	(5,000.00)	-16.7%
President's Reception	5,000.00	5,000.00	No Change	N/A
Conference Center Fees	5,000.00	15,000.00	10,000.00	200.0%

SFFMA 2024 Budget

EXPENSES	2023 Budget	2024 BUDGET	23 to 24 Change	Percent Change
Conference, cont'd				
Conference Speakers	0.00	5,000.00	\$5,000.00	New
Prizes/Trophies	2,000.00	3,500.00	1,500.00	75.0%
Proceedings	10,000.00	4,500.00	(5,500.00)	-55.0%
Printing/Postage	3,500.00	4,500.00	1,000.00	28.6%
Misc Expenses	4,000.00	1,500.00	(2,500.00)	-62.5%
Planning Conference	3,000.00	1,000.00	(2,000.00)	-66.7%
International Conference	0.00	0.00	No Change	N/A
Sales				
Publications	187,500.00	187,500.00	No Change	N/A
Haix Boots	31,500.00	31,500.00	No Change	N/A
Misc Merchandise	5,000.00	5,000.00	No Change	N/A
Shipping Charges	12,000.00	12,000.00	No Change	N/A
Professional Services/Fees				
Legislative Consultant	60,000.00	60,000.00	No Change	N/A
Credit Card Fees	25,000.00	30,000.00	5,000.00	20.0%
Bank Service Charges	1,000.00	1,000.00	No Change	N/A
Professional Fees	18,500.00	18,500.00	No Change	N/A
Other				
Executive Board-Misc	2,000.00	2,000.00	No Change	N/A
Legislative Day - Capitol	2,500.00	0.00	(2,500.00)	-100.0%
Advertising	500.00	250.00	(250.00)	-50.0%
Gifts/Flowers	800.00	250.00	(550.00)	-68.7%
Public Relations	1,000.00	0.00	(1,000.00)	-100.0%
Subscriptions	7,000.00	4,500.00	(2,500.00)	-35.7%
Miscellaneous	0.00	0.00	No Change	N/A

SFFMA 2024 Budget

EXPENSES	2023 Budget	2024 BUDGET	23 to 24 Change	Percent Change
Other, cont'd				
SAFER Grant	545,000.00	545,000.00	No Change	N/A
Promotional Items	1,000.00	1,000.00	No Change	N/A
Data System Dev.	2,000.00	500.00	(1,500.00)	-75.0%
District Leader Symposium	0.00	5,000.00	5,000.00	New
TOTAL EXPENSES	2,183,000.00	2,239,500.00		