



# **State Firefighters' and Fire Marshals' Association of Texas**

**2023 Proposed Budget**

## Changes of note from 2022 to 2023 budgets

### Income

#### ❖ Membership:

- Department membership income has been decreased slightly to reflect the 2022 trend, but with the hope that additional departments can be brought back into membership with the database and testing improvements. State office efforts will focus on this during the upcoming year.
- Industrial facility income is lower as a result of the fee reduction adopted by the membership at the 2022 conference. It is, however, anticipated that overall industrial member participation will likely increase during the upcoming year due to recently adopted requirements for facilities in the Harris County area. Vehicle registration income is also lower to reflect the 2022 trend; however this may be a conservative estimate if overall facility participation increases.
- The international program of the association has been placed on an inactive status for the foreseeable future, so no income is anticipated for 2023.
- Projected certification fee income has been maintained from the previous year even though the total for 2022 may not reach projection. It is anticipated that industrial facilities will begin to take advantage of the certifications offered, and overall testing statewide is expected to increase through the year.

#### ❖ Conference:

- Sponsor income did not attain the 2022 projection, but the projection for 2023 is increased due to the planned efforts to focus on this area.

#### ❖ Royalty:

- The VFIS Cancer Benefit policy was discontinued by the carrier due to low participation and is no longer available.
- AMBA (Association Member Benefits Advisors) participation is new as of 2022.

#### ❖ Other:

- Earnings from association accounts should improve significantly for 2023 due to moving funds to better performing accounts and an overall improvement to earnings in general.
- The association was awarded a new SAFER grant totaling \$2,183,000 over four years.

## Changes of note from 2022 to 2023 budgets

### Expenses

- ❖ Membership:
  - A hard-copy magazine is not being produced at this time, negating the need for postage for this item.
  - Certification testing costs (online testing) was adjusted to anticipate testing volume, and the expected requirement that individuals will have to bear the cost for retests if an initial exam is failed.
- ❖ Employee:
  - Staff members will receive salary step increases for 2023, but this will be offset by the fact that the part time facility administrator will no longer be utilized except in a very limited capacity.
- ❖ Lodging/Travel:
  - Travel costs for both staff and the executive board have increased significantly over the past year and are expected to maintain current levels.
- ❖ Operational Expenses:
  - The state office is using a new phone carrier/plan that is much less expensive than the previous plan.
- ❖ Conference:
  - Due to across-the-board increases in most areas, conference expenses increased significantly for the 2022 conference. It is expected that these increases will persist into 2023.
  - The decrease in entertainment/food projection is simply an adjustment of what was seen as an over-projection for 2022.
- ❖ Professional Services/Fees:
  - Greater credit card usage by members/customers in 2022 resulted in a higher projection for 2023.
- ❖ Other:
  - The data system development cost for 2022 was for the contractor hired to assist with development of the new website. The contractor may be called upon occasionally during the upcoming year as needed and on a very limited basis. A smaller projection is maintained here for that possibility.

## SFFMA Budget 2023

INCOME	2022 Budget	2023 BUDGET	22 to 23 Change	Other Info
<b>Membership Dues &amp; Fees</b>				
Department	205,000.00	200,000.00	-5,000.00	
Individual	850,000.00	850,000.00	No Change	
Industrial	40,000.00	25,000.00	-15,000.00	
Vehicle Registration	4,000.00	3,000.00	-1,000.00	
Organization	4,000.00	3,500.00	-500.00	
Sustaining	8,500.00	9,000.00	500.00	
Int. Department	500.00	0.00	-500.00	Inactive
Int. Individual	2,000.00	0.00	-2,000.00	Inactive
Certification Fees	50,000.00	50,000.00	No Change	
<b>Conference</b>				
Registration	50,000.00	50,000.00	No Change	
Exhibitor	30,000.00	30,000.00	No Change	
Sponsor	30,000.00	35,000.00	No Change	
International	5,000.00	0.00	-5,000.00	Inactive
Miscellaneous	0.00	2,000.00	2,000.00	New
<b>Sales</b>				
Advertising-Publication	6,500.00	5,000.00	-1,500.00	
Advertising-Website	15,000.00	15,000.00	No Change	
Publications	250,000.00	250,000.00	No Change	
Haix Boots	45,000.00	45,000.00	No Change	
Misc Merchandise	5,000.00	5,000.00	No Change	
Shipping Charges	10,000.00	10,000.00	No Change	
<b>Royalties</b>				
California Casualty	6,500.00	6,500.00	No Change	
VFIS	4,000.00	4,000.00	No Change	
NVFC	2,000.00	2,000.00	No Change	

## SFFMA Budget 2023

INCOME	2022 Budget	2023 BUDGET	22 to 23 Change	Other Info
<b>Royalties, cont'd</b>				
Savvik	10,000.00	10,000.00	No Change	
Credit Cards	500.00	500.00	No Change	
VFIS Cancer Benefit	7,500.00	0.00	-7,500.00	Discontinued
TX Mutual Dividend	1,000.00	1,000.00	No Change	
AMBA	0.00	15,000.00	15,000.00	New
<b>Other</b>				
Office Rental	9,000.00	9,000.00	No Change	
Interest Earned	1,000.00	2,000.00	1,000.00	
SAFER Grant	350,000.00	545,000.00	New SAFER Grant	New
Legislative Day Sponsors	0.00	0.00	No Change	
Miscellaneous	2,500.00	500.00	-2,000.00	
<b>TOTAL INCOME</b>	<b>2,004,500.00</b>	<b>2,183,000.00</b>		
<b>CURRENT RESERVE FUNDS:</b>				
U.S. Treasury Bills	\$ 501,847.73			
Money Market Account	\$ 150,174.24			
<b>TOTAL</b>	<b>\$ 652,021.97</b>			

## SFFMA Budget 2023

EXPENSES	2022 Budget	2023 BUDGET	22 to 23 Change	Other Info
<b>Membership</b>				
Membership Cards	3,000.00	1,000.00	-2,000.00	
Certification Patches	1,000.00	1,000.00	No Change	
AD&D Insurance	97,000.00	95,000.00	-2,000.00	
Postage-Magazine	5,000.00	0.00	-5,000.00	
District Plaques	500.00	500.00	No Change	
Marketing	1,000.00	1,000.00	No Change	
Certification Testing	20,000.00	15,000.00	-5,000.00	
LODD Fund	20,000.00	20,000.00	No Change	
<b>Employee</b>				
Salaries	532,450.00	535,000.00	2,550.00	
Retirement Plan	20,000.00	20,000.00	No Change	
Health Insurance	65,000.00	65,000.00	No Change	
FICA, SUTA, FUTA	41,000.00	41,000.00	No Change	
Worker's Comp	2,200.00	2,200.00	No Change	
Training	1,000.00	1,000.00	No Change	
Shirts	500.00	500.00	No Change	
Employee Relations	1,000.00	1,000.00	No Change	
<b>Lodging/Travel-General</b>				
CFSI Conference	5,000.00	4,500.00	No Change	
NVFC Conference	4,500.00	4,500.00	No Change	
Staff	6,000.00	7,500.00	1,500.00	
Executive Board	4,000.00	5,000.00	1,000.00	
<b>Building/Property</b>				
Building Maint/Repair	20,000.00	20,000.00	No Change	
Utilities	15,000.00	16,000.00	1,000.00	

## SFFMA Budget 2023

EXPENSES	2022 Budget	2023 BUDGET	22 to 23 Change	Other Info
<b>Building/Property, cont'd</b>				
Janitorial	5,000.00	5,500.00	\$500.00	
Grounds	5,500.00	5,500.00	No Change	
Security	1,300.00	1,500.00	200.00	
Equipt Maint/Rental	5,000.00	5,000.00	No Change	
Insurance	23,000.00	23,000.00	No Change	
Mortgage (Princ + Int)	196,000.00	196,000.00	No Change	
<b>Vehicles</b>				
Insurance (incl trailer)	6,500.00	6,500.00	No Change	
Fuel/Oil/Maint	4,000.00	4,500.00	500.00	
Vehicle Replacement	50,000.00	30,000.00	-20,000.00	
<b>Operational Expenses</b>				
Computers/IT	15,000.00	17,000.00	2,000.00	
Phones/Communication	4,500.00	2,500.00	-2,000.00	
Postage	5,000.00	5,000.00	No Change	
Printing	5,000.00	5,000.00	No Change	
Office Supplies/Forms	7,000.00	7,000.00	No Change	
Consummables	1,000.00	1,000.00	No Change	
<b>Conference</b>				
Event Planner	8,500.00	8,500.00	No Change	
Decorator Services	13,000.00	18,000.00	5,000.00	
Lodging/Travel	15,000.00	20,000.00	5,000.00	
Entertainment/Food	40,000.00	30,000.00	-10,000.00	
President's Reception	5,000.00	5,000.00	No Change	
Conference Center Fees	3,000.00	5,000.00	2,000.00	

## SFFMA Budget 2023

EXPENSES	2022 Budget	2023 BUDGET	22 to 23 Change	Other Info
<b>Conference, cont'd</b>				
Prizes/Trophies	3,000.00	2,000.00	-\$1,000.00	
Proceedings	5,000.00	10,000.00	\$5,000.00	
Printing/Postage	3,500.00	3,500.00	No Change	
Misc Expenses	4,000.00	4,000.00	No Change	
Planning Conference	2,000.00	3,000.00	1,000.00	
International Conference	1,000.00	0.00	-1,000.00	Inactive
<b>Sales</b>				
Publications	187,500.00	187,500.00	No Change	
Haix Boots	31,500.00	31,500.00	No Change	
Misc Merchandise	3,000.00	5,000.00	2,000.00	
Shipping Charges	12,000.00	12,000.00	No Change	
<b>Professional Services/Fees</b>				
Legislative Consultant	60,000.00	60,000.00	No Change	
Credit Card Fees	20,000.00	25,000.00	5,000.00	
Bank Service Charges	1,000.00	1,000.00	No Change	
Professional Fees	18,500.00	18,500.00	No Change	
<b>Other</b>				
Executive Board-Misc	2,000.00	2,000.00	No Change	
Legislative Day - Capitol	0.00	2,500.00	2023 Session	New
Advertising	150.00	500.00	350.00	
Gifts/Flowers	800.00	800.00	No Change	
Public Relations	1,000.00	1,000.00	No Change	
Subscriptions	5,100.00	7,000.00	1,900.00	
Miscellaneous	0.00	0.00	No Change	



**SFFMA Budget 2023**

<b>EXPENSES</b>	<b>2022 Budget</b>	<b>2023 BUDGET</b>	<b>22 to 23 Change</b>	<b>Other Info</b>
<b>Other, cont'd</b>				
SAFER Grant	350,000.00	545,000.00	New Grant	New
Promotional Items	1,000.00	1,000.00	No Change	
Data System Dev.	8,000.00	2,000.00	-6,000.00	
<b>TOTAL EXPENSES</b>	<b>2,003,500.00</b>	<b>2,183,000.00</b>		