

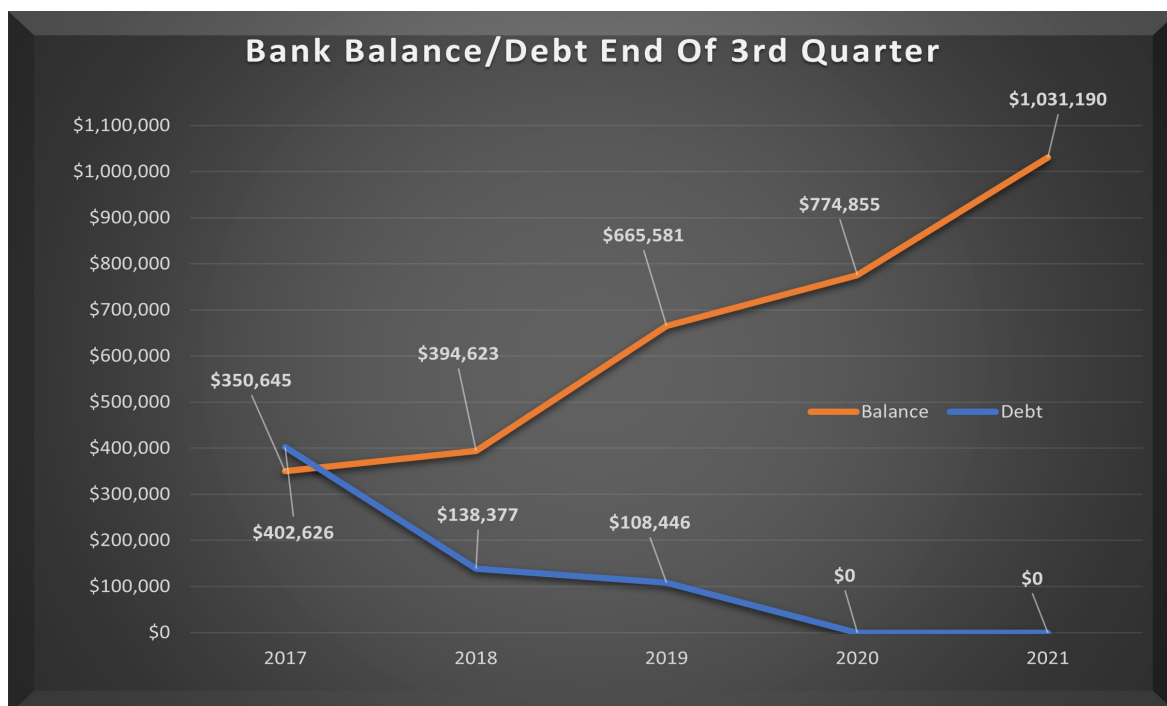
# 2021 Annual Business Meeting Treasurer's Report

## FISCAL YEAR 2020-2021 BUDGET SUMMARY

- For the 2020-2021 fiscal year ending September 30<sup>th</sup>, 2021, MSA is projected to come in at a loss of approximately \$176,052.00. That is a result of some of the budgeted income being shifted to Missouri Sheriffs Untied (MSU) on advice of the accountants.
- That MSA loss is offset by MSU projected to come in at a profit of approximately \$321,601.00.
- That's a net cash profit of \$145,549.00.
- Total cash on-hand (All Accounts) as of July 20<sup>th</sup>, 2021, was \$1,056,616.00 with ZERO DEBT! **That's 11.5 months of operating cost on-hand.**
- Detailed documents (i.e. profit & loss statements, graphs, etc.) are available for download on the MSA website. And Kevin has a copy in the back of the room.

## FISCAL YEAR 2021-2022 BUDGET HIGHLIGHTS

- 5% pay increase for MSA Staff: Financial Impact of \$13,800.00
- One new MSA fulltime Employee: Financial Impact of approximately \$44,800.  
• (\$35,000 Salary + \$9,800 Benefits & Taxes.)
- Increase Lobbyists contract from \$50,000 to \$55,000: Financial Impact \$5,000.



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Cash Basis

**Missouri Sheriffs' Association and Training Academy**  
**Profit & Loss Budget vs. Actual**  
 October 2020 through June 2021

|                                | Oct '20 - Jun 21 | Budget       | \$ Over Budget | % of Budget |
|--------------------------------|------------------|--------------|----------------|-------------|
| Ordinary Income/Expense        |                  |              |                |             |
| Income                         |                  |              |                |             |
| Advertising                    | 0.00             | 0.00         | 0.00           | 0.0%        |
| Advertising Income             | 1,100.00         | 2,000.00     | -900.00        | 55.0%       |
| Contributions                  | 1,125.00         | 0.00         | 1,125.00       | 100.0%      |
| COVID Tax Credits              | 25,000.00        |              |                |             |
| Donation to Benevolent Fund    | 4,100.00         | 0.00         | 4,100.00       | 100.0%      |
| Miscellaneous Income           | 5,095.00         | 0.00         | 5,095.00       | 100.0%      |
| New Sheriff Training           | 39,600.00        | 75,000.00    | -35,400.00     | 52.8%       |
| Other Income                   | 136.00           | 50,000.00    | -49,864.00     | 0.3%        |
| Program Income                 |                  |              |                |             |
| Academy                        |                  |              |                |             |
| Student Hoodie                 | 210.92           | 500.00       | -289.08        | 42.2%       |
| Student Polo Shirt             | 120.00           | 0.00         | 120.00         | 100.0%      |
| Student Wind Shirt             | 255.84           | 500.00       | -244.16        | 51.2%       |
| Academy - Other                | 225,013.19       | 450,000.00   | -224,986.81    | 50.0%       |
| Total Academy                  | 225,599.95       | 451,000.00   | -225,400.05    | 50.0%       |
| CCW Permits                    | 31,460.00        | 0.00         | 31,460.00      | 100.0%      |
| CLEE Contract                  | 160,669.60       | 175,000.00   | -14,330.40     | 91.8%       |
| Conferences                    |                  |              |                |             |
| Administrative Assistant       | 0.00             | 0.00         | 0.00           | 0.0%        |
| Deputy Conference              | 3,075.00         | 37,500.00    | -34,425.00     | 8.2%        |
| Jail Administrators Conference | 54,250.00        | 130,000.00   | -75,750.00     | 41.7%       |
| Spring Conference              | 56,475.00        | 85,000.00    | -28,525.00     | 66.4%       |
| Summer Conference              | 28,665.00        | 65,000.00    | -36,335.00     | 44.1%       |
| Total Conferences              | 142,465.00       | 317,500.00   | -175,035.00    | 44.9%       |
| Continuing Education           |                  |              |                |             |
| LMS                            | 4,587.50         | 2,500.00     | 2,087.50       | 183.5%      |
| Continuing Education - Other   | 28,955.00        | 15,000.00    | 13,955.00      | 193.0%      |
| Total Continuing Education     | 33,542.50        | 17,500.00    | 16,042.50      | 191.7%      |
| Membership Dues                |                  |              |                |             |
| Associate Membership           | 0.00             | 0.00         | 0.00           | 0.0%        |
| Corporate Partner              | 0.00             | 0.00         | 0.00           | 0.0%        |
| Honorary Membership            |                  |              |                |             |
| Renewals Income                | 73,678.00        | 90,000.00    | -16,322.00     | 81.9%       |
| Honorary Membership - Other    | 50.00            | 0.00         | 50.00          | 100.0%      |
| Total Honorary Membership      | 73,728.00        | 90,000.00    | -16,272.00     | 81.9%       |
| Total Membership Dues          | 73,728.00        | 90,000.00    | -16,272.00     | 81.9%       |
| Technical Assistance Dues      | 400.00           |              |                |             |
| Total Program Income           | 667,865.05       | 1,051,000.00 | -383,134.95    | 63.5%       |
| Rent Income                    | 10,800.00        | 12,000.00    | -1,200.00      | 90.0%       |

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Cash Basis

# Missouri Sheriffs' Association and Training Academy Profit & Loss Budget vs. Actual

October 2020 through June 2021

|  | Oct '20 - Jun 21  | Budget              | \$ Over Budget     | % of Budget   |
|--|-------------------|---------------------|--------------------|---------------|
| <b>Sales Income</b>                    |                   |                     |                    |               |
| Activity Book Sales                    | 675.00            | 5,000.00            | -4,325.00          | 13.5%         |
| Coins                                  | 40.00             | 0.00                | 40.00              | 100.0%        |
| Directory Income                       | 45.00             | 0.00                | 45.00              | 100.0%        |
| Fidget Spinners                        | 1,115.00          | 2,000.00            | -885.00            | 55.8%         |
| History Book                           | 95.00             |                     |                    |               |
| Insulated Cup                          | 0.00              | 1,000.00            | -1,000.00          | 0.0%          |
| Insulated Cup (75th Anniversary)       | 290.00            | 0.00                | 290.00             | 100.0%        |
| Mouse Pad                              | 5.00              | 0.00                | 5.00               | 100.0%        |
| Picture                                | 425.00            | 0.00                | 425.00             | 100.0%        |
| Pop Sockets                            | 140.00            | 0.00                | 140.00             | 100.0%        |
| Universal Phone Stand                  | 0.00              | 0.00                | 0.00               | 0.0%          |
| Sales Income - Other                   | 971.00            | 0.00                | 971.00             | 100.0%        |
| <b>Total Sales Income</b>              | <b>3,801.00</b>   | <b>8,000.00</b>     | <b>-4,199.00</b>   | <b>47.5%</b>  |
| <b>Scholarship Donations Income</b>    | <b>5,537.73</b>   | <b>4,000.00</b>     | <b>1,537.73</b>    | <b>138.4%</b> |
| Shipping and Handling                  | 0.00              | 0.00                | 0.00               | 0.0%          |
| Sponsorship                            | 4,210.37          | 15,000.00           | -10,789.63         | 28.1%         |
| <b>Total Income</b>                    | <b>768,370.15</b> | <b>1,217,000.00</b> | <b>-448,629.85</b> | <b>63.1%</b>  |
| <b>Gross Profit</b>                    | <b>768,370.15</b> | <b>1,217,000.00</b> | <b>-448,629.85</b> | <b>63.1%</b>  |
| <b>Expense</b>                         |                   |                     |                    |               |
| <b>Academy Supplies</b>                |                   |                     |                    |               |
| 1st Responder Manuals                  | 0.00              | 5,000.00            | -5,000.00          | 0.0%          |
| Blue Books                             | 887.34            | 2,000.00            | -1,112.66          | 44.4%         |
| Flash Drives                           | 0.00              | 500.00              | -500.00            | 0.0%          |
| HFRG Manuals                           | 990.00            | 2,000.00            | -1,010.00          | 49.5%         |
| Inert Pepper Spray                     | 1,279.95          |                     |                    |               |
| Less Lethal Ammunition                 | 272.56            | 500.00              | -227.44            | 54.5%         |
| Student Hat                            | 0.00              | 0.00                | 0.00               | 0.0%          |
| Student Hoodie                         | 235.28            | 500.00              | -264.72            | 47.1%         |
| Student Polo Shirt                     | 1,080.95          | 3,000.00            | -1,919.05          | 36.0%         |
| Student T-shirt                        | 117.75            | 600.00              | -482.25            | 19.6%         |
| Student Wind Shirt                     | 252.81            | 500.00              | -247.19            | 50.6%         |
| Taser Cartridges                       | 9,082.25          | 6,000.00            | 3,082.25           | 151.4%        |
| Academy Supplies - Other               | 4,560.00          | 2,500.00            | 2,060.00           | 182.4%        |
| <b>Total Academy Supplies</b>          | <b>18,758.89</b>  | <b>23,100.00</b>    | <b>-4,341.11</b>   | <b>81.2%</b>  |
| <b>Advertising and Promotion</b>       |                   |                     |                    |               |
| Fidget Spinners                        | 1,075.00          | 1,500.00            | -425.00            | 71.7%         |
| Golf Towel                             | 890.00            |                     |                    |               |
| Pop Sockets Expense                    | 437.50            |                     |                    |               |
| Tumbler                                | 0.00              | 0.00                | 0.00               | 0.0%          |
| Advertising and Promotion - Other      | 3,278.52          | 6,000.00            | -2,721.48          | 54.6%         |
| <b>Total Advertising and Promotion</b> | <b>5,681.02</b>   | <b>7,500.00</b>     | <b>-1,818.98</b>   | <b>75.7%</b>  |
| <b>Awards/Gifts</b>                    | <b>1,831.22</b>   | <b>2,500.00</b>     | <b>-668.78</b>     | <b>73.2%</b>  |
| <b>Bank Service Charges</b>            | <b>8,900.40</b>   | <b>10,500.00</b>    | <b>-1,599.60</b>   | <b>84.8%</b>  |
| <b>Cash Prize</b>                      | <b>1,550.00</b>   | <b>1,500.00</b>     | <b>50.00</b>       | <b>103.3%</b> |

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Cash Basis

**Missouri Sheriffs' Association and Training Academy**  
**Profit & Loss Budget vs. Actual**  
 October 2020 through June 2021

|                                   | Oct '20 - Jun 21 | Budget     | \$ Over Budget | % of Budget |
|-----------------------------------|------------------|------------|----------------|-------------|
| Covid-19                          |                  |            |                |             |
| KN95 Masks                        | 0.00             | 0.00       | 0.00           | 0.0%        |
| Total Covid-19                    | 0.00             | 0.00       | 0.00           | 0.0%        |
| Depreciation Expense              | 0.00             | 0.00       | 0.00           | 0.0%        |
| Equipment Expense                 | 2,789.37         | 25,000.00  | -22,210.63     | 11.2%       |
| Fees for Services                 |                  |            |                |             |
| Accounting Fees                   | 6,429.86         | 10,000.00  | -3,570.14      | 64.3%       |
| Audit Fees                        | 0.00             | 0.00       | 0.00           | 0.0%        |
| Computer Consultant Fees          | 737.50           | 5,000.00   | -4,262.50      | 14.8%       |
| Legal Fees                        | 4,500.00         | 6,000.00   | -1,500.00      | 75.0%       |
| Lobbyist                          | 0.00             | 0.00       | 0.00           | 0.0%        |
| Marketing                         | 0.00             | 4,500.00   | -4,500.00      | 0.0%        |
| Outside Contract Services         |                  |            |                |             |
| Assistant                         | 0.00             | 0.00       | 0.00           | 0.0%        |
| Clerical/Office Support           | 0.00             | 15,000.00  | -15,000.00     | 0.0%        |
| Coordinator                       | 20,000.00        | 28,000.00  | -8,000.00      | 71.4%       |
| Instructors                       | 156,889.74       | 200,000.00 | -43,110.26     | 78.4%       |
| Outside Contract Services - Other | 6,295.55         | 20,500.00  | -14,204.45     | 30.7%       |
| Total Outside Contract Services   | 183,185.29       | 263,500.00 | -80,314.71     | 69.5%       |
| Total Fees for Services           | 194,852.65       | 289,000.00 | -94,147.35     | 67.4%       |
| Honorary Membership               |                  |            |                |             |
| Renewals Expense                  | 0.00             | 0.00       | 0.00           | 0.0%        |
| Total Honorary Membership         | 0.00             | 0.00       | 0.00           | 0.0%        |
| Information Technology            |                  |            |                |             |
| CCW Permits                       | 6,793.75         | 0.00       | 6,793.75       | 100.0%      |
| Computer Software                 | 0.00             | 0.00       | 0.00           | 0.0%        |
| Software Maintenance              | 969.49           | 5,000.00   | -4,030.51      | 19.4%       |
| Website                           | 32,890.06        | 35,000.00  | -2,109.94      | 94.0%       |
| Information Technology - Other    | 0.00             | 0.00       | 0.00           | 0.0%        |
| Total Information Technology      | 40,653.30        | 40,000.00  | 653.30         | 101.6%      |
| Insurance                         |                  |            |                |             |
| Automobile Insurance              | 11,615.19        | 14,500.00  | -2,884.81      | 80.1%       |
| Commercial Insurance              | 13,886.01        | 18,000.00  | -4,113.99      | 77.1%       |
| General Insurance                 | 2,189.25         | 3,500.00   | -1,310.75      | 62.6%       |
| Insurance - D and O               | 1,553.00         | 1,800.00   | -247.00        | 86.3%       |
| Workers Comp Insurance            | 4,561.00         | 3,500.00   | 1,061.00       | 130.3%      |
| Total Insurance                   | 33,804.45        | 41,300.00  | -7,495.55      | 81.9%       |
| Interest Expense                  | 0.00             | 0.00       | 0.00           | 0.0%        |
| Jail Committee                    | 5,812.89         |            |                |             |
| Magazine                          |                  |            |                |             |
| Articles                          | 0.00             | 0.00       | 0.00           | 0.0%        |
| Total Magazine                    | 0.00             | 0.00       | 0.00           | 0.0%        |

**Missouri Sheriffs' Association and Training Academy**  
**Profit & Loss Budget vs. Actual**  
 October 2020 through June 2021

|                                 | Oct '20 - Jun 21  | Budget            | \$ Over Budget    | % of Budget  |
|---------------------------------|-------------------|-------------------|-------------------|--------------|
| Manuals Expense                 | 0.00              | 1,500.00          | -1,500.00         | 0.0%         |
| Meals - Food and Beverage       | 143,980.20        | 240,000.00        | -96,019.80        | 60.0%        |
| Membership/Dues                 | 0.00              | 500.00            | -500.00           | 0.0%         |
| Miscellaneous Expense           | 25,166.33         | 1,000.00          | 24,166.33         | 2,516.6%     |
| Occupancy                       |                   |                   |                   |              |
| Cleaning Services               | 5,635.90          | 2,600.00          | 3,035.90          | 216.8%       |
| Lawn Maintenance                | 2,140.00          | 5,000.00          | -2,860.00         | 42.8%        |
| Maintenance                     | 6,257.04          | 5,000.00          | 1,257.04          | 125.1%       |
| Security Monitoring             | 505.80            | 675.00            | -169.20           | 74.9%        |
| Trash Service                   | 832.53            | 1,400.00          | -567.47           | 59.5%        |
| Utilities                       | 8,150.06          | 15,000.00         | -6,849.94         | 54.3%        |
| Occupancy - Other               | 0.00              | 0.00              | 0.00              | 0.0%         |
| <b>Total Occupancy</b>          | <b>23,521.33</b>  | <b>29,675.00</b>  | <b>-6,153.67</b>  | <b>79.3%</b> |
| Office Expenses                 |                   |                   |                   |              |
| Books, Subscriptions, Reference | 0.00              | 500.00            | -500.00           | 0.0%         |
| Equipment Rent                  |                   |                   |                   |              |
| Property Tax - leased equipment | 562.62            | 60.00             | 502.62            | 937.7%       |
| Equipment Rent - Other          | 17,205.92         | 24,000.00         | -6,794.08         | 71.7%        |
| <b>Total Equipment Rent</b>     | <b>17,768.54</b>  | <b>24,060.00</b>  | <b>-6,291.46</b>  | <b>73.9%</b> |
| Postage, Mailing Service        | 10,079.63         | 12,000.00         | -1,920.37         | 84.0%        |
| Printing and Copying            | 3,676.16          | 20,000.00         | -16,323.84        | 18.4%        |
| Supplies                        | 15,063.65         | 15,000.00         | 63.65             | 100.4%       |
| Telephone, Telecommunications   | 5,500.11          | 12,000.00         | -6,499.89         | 45.8%        |
| Office Expenses - Other         | 250.80            | 250.00            | 0.80              | 100.3%       |
| <b>Total Office Expenses</b>    | <b>52,338.89</b>  | <b>83,810.00</b>  | <b>-31,471.11</b> | <b>62.4%</b> |
| Payroll Expenses                |                   |                   |                   |              |
| Compensation                    |                   |                   |                   |              |
| Salary Expense                  | 219,305.57        | 278,833.00        | -59,527.43        | 78.7%        |
| Salary Expense Vehicle Use      | 0.00              | 654.00            | -654.00           | 0.0%         |
| Salary Vacation Expense         | 0.00              | 6,477.00          | -6,477.00         | 0.0%         |
| <b>Total Compensation</b>       | <b>219,305.57</b> | <b>285,964.00</b> | <b>-66,658.43</b> | <b>76.7%</b> |
| Employee Benefits               |                   |                   |                   |              |
| Health Insurance                | 27,829.23         | 35,676.00         | -7,846.77         | 78.0%        |
| Pension Expense                 | 31,855.02         | 41,785.00         | -9,929.98         | 76.2%        |
| <b>Total Employee Benefits</b>  | <b>59,684.25</b>  | <b>77,461.00</b>  | <b>-17,776.75</b> | <b>77.1%</b> |
| Payroll Taxes                   |                   |                   |                   |              |
| Medicare Tax                    | 3,179.93          | 4,044.00          | -864.07           | 78.6%        |
| Missouri Unemployment Tax       | 0.00              | 955.00            | -955.00           | 0.0%         |
| Social Security Tax             | 13,596.96         | 17,277.00         | -3,680.04         | 78.7%        |
| Payroll Taxes - Other           | 0.00              | 225.00            | -225.00           | 0.0%         |
| <b>Total Payroll Taxes</b>      | <b>16,776.89</b>  | <b>22,501.00</b>  | <b>-5,724.11</b>  | <b>74.6%</b> |
| Payroll Expenses - Other        | 0.00              | 0.00              | 0.00              | 0.0%         |
| <b>Total Payroll Expenses</b>   | <b>295,766.71</b> | <b>385,926.00</b> | <b>-90,159.29</b> | <b>76.6%</b> |

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Cash Basis

# Missouri Sheriffs' Association and Training Academy Profit & Loss Budget vs. Actual

October 2020 through June 2021

|                                 | Oct '20 - Jun 21 | Budget       | \$ Over Budget | % of Budget |
|---------------------------------|------------------|--------------|----------------|-------------|
| Penalties                       | 0.00             | 200.00       | -200.00        | 0.0%        |
| Range Supplies                  | 58.72            | 1,000.00     | -941.28        | 5.9%        |
| Scholarships Awarded - Expense  | 4,250.00         | 4,000.00     | 250.00         | 106.3%      |
| Shirts-Jail Administrators Exp  | 405.00           |              |                |             |
| Staff Development               | 0.00             | 3,500.00     | -3,500.00      | 0.0%        |
| Travel and Meetings             |                  |              |                |             |
| Conference, Convention, Meeting | 4,047.99         | 0.00         | 4,047.99       | 100.0%      |
| Travel                          |                  |              |                |             |
| Lodging                         | 13,128.34        | 20,000.00    | -6,871.66      | 65.6%       |
| Travel - Other                  | 5,843.13         | 5,000.00     | 843.13         | 116.9%      |
| Total Travel                    | 18,971.47        | 25,000.00    | -6,028.53      | 75.9%       |
| Total Travel and Meetings       | 23,019.46        | 25,000.00    | -1,980.54      | 92.1%       |
| Vehicle Maintenance             |                  |              |                |             |
| Fuel                            | 1,376.55         | 5,000.00     | -3,623.45      | 27.5%       |
| Vehicle Maintenance - Other     | 2,846.23         | 5,000.00     | -2,153.77      | 56.9%       |
| Total Vehicle Maintenance       | 4,222.78         | 10,000.00    | -5,777.22      | 42.2%       |
| Total Expense                   | 887,363.61       | 1,226,511.00 | -339,147.39    | 72.3%       |
| Net Ordinary Income             | -118,993.46      | -9,511.00    | -109,482.46    | 1,251.1%    |
| Other Income/Expense            |                  |              |                |             |
| Other Income                    |                  |              |                |             |
| Interest Income                 | 308.89           | 1,500.00     | -1,191.11      | 20.6%       |
| Total Other Income              | 308.89           | 1,500.00     | -1,191.11      | 20.6%       |
| Other Expense                   |                  |              |                |             |
| Ask My Accountant               | 0.00             | 4,400.00     | -4,400.00      | 0.0%        |
| Total Other Expense             | 0.00             | 4,400.00     | -4,400.00      | 0.0%        |
| Net Other Income                | 308.89           | -2,900.00    | 3,208.89       | -10.7%      |
| Net Income                      | -118,684.57      | -12,411.00   | -106,273.57    | 956.3%      |

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**Missouri Sheriffs' Association and Training Academy**  
**Profit & Loss**  
October 2020 through June 2021

|  |  |  |  |  |  |  |                                   | Actual Oct '20 - Jun 21 | Estimated 4th Quarter | 2020-2021 Total | 2020-2021 Budgeted | MSA 2021-2022<br>Budget Request | Increase/Decrease |
|--|--|--|--|--|--|--|-----------------------------------|-------------------------|-----------------------|-----------------|--------------------|---------------------------------|-------------------|
|  |  |  |  |  |  |  | Activity Book Sales               | 675.00                  | 500.00                | 1,175.00        | 5,000.00           | 0.00                            | -5,000.00         |
|  |  |  |  |  |  |  | Coins                             | 40.00                   |                       | 40.00           |                    | 0.00                            | 0.00              |
|  |  |  |  |  |  |  | Directory Income                  | 45.00                   |                       | 45.00           |                    | 0.00                            | 0.00              |
|  |  |  |  |  |  |  | Fidget Spinners                   | 1,115.00                |                       | 1,115.00        | 2,000.00           | 0.00                            | -2,000.00         |
|  |  |  |  |  |  |  | History Book                      | 95.00                   |                       | 95.00           |                    | 0.00                            | 0.00              |
|  |  |  |  |  |  |  | Insulated Cup (75th Anniversary   | 290.00                  |                       | 290.00          | 1,000.00           | 0.00                            | -1,000.00         |
|  |  |  |  |  |  |  | Mouse Pad                         | 5.00                    |                       | 5.00            |                    | 0.00                            | 0.00              |
|  |  |  |  |  |  |  | Picture                           | 425.00                  |                       | 425.00          |                    |                                 | 0.00              |
|  |  |  |  |  |  |  | Pop Sockets                       | 140.00                  |                       | 140.00          |                    | 0.00                            | 0.00              |
|  |  |  |  |  |  |  | Sales Income - Other              | 971.00                  |                       | 971.00          |                    | 0.00                            | 0.00              |
|  |  |  |  |  |  |  | Total Sales Income                | 3,801.00                | 500.00                | 4,301.00        | 8,000.00           | 0.00                            | -8,000.00         |
|  |  |  |  |  |  |  | Scholarship Donations Income      | 5,537.73                | 3,000.00              | 8,537.73        | 4,000.00           | 10,000.00                       | 6,000.00          |
|  |  |  |  |  |  |  | Sponsorship                       | 4,210.37                |                       | 4,210.37        | 15,000.00          | 6,000.00                        | -9,000.00         |
|  |  |  |  |  |  |  | Total Income                      | 768,370.15              | 161,883.00            | 930,253.15      | 1,217,000.00       | 1,080,100.00                    | -216,900.00       |
|  |  |  |  |  |  |  | Gross Profit                      | 768,370.15              | 161,883.00            | 930,253.15      | 1,217,000.00       | 1,080,100.00                    | -216,900.00       |
|  |  |  |  |  |  |  | Expense                           |                         |                       |                 |                    |                                 |                   |
|  |  |  |  |  |  |  | Academy Supplies                  |                         |                       |                 |                    |                                 |                   |
|  |  |  |  |  |  |  | 1st Resppnder Manualls            | 0.00                    | 0.00                  | 0.00            | 5,000.00           | 0.00                            | -5,000.00         |
|  |  |  |  |  |  |  | Blue Books                        | 887.34                  | 1,000.00              | 1,887.34        | 2,000.00           | 2,000.00                        | 0.00              |
|  |  |  |  |  |  |  | Flash Drives                      | 0.00                    | 200.00                | 200.00          | 500.00             | 200.00                          | -300.00           |
|  |  |  |  |  |  |  | HFRG Manuals                      | 990.00                  | 0.00                  | 990.00          | 2,000.00           | 0.00                            | -2,000.00         |
|  |  |  |  |  |  |  | Inert Pepper Spray                | 694.23                  | 200.00                | 894.23          | 0.00               | 200.00                          | 200.00            |
|  |  |  |  |  |  |  | Less Lethal Ammunition            | 770.38                  | 500.00                | 1,270.38        | 500.00             | 500.00                          | 0.00              |
|  |  |  |  |  |  |  | Student Hoodie                    | 235.28                  | 150.00                | 385.28          | 500.00             | 200.00                          | -300.00           |
|  |  |  |  |  |  |  | Student Polo Shirt                | 1,080.95                | 1,800.00              | 2,880.95        | 3,000.00           | 3,000.00                        | 0.00              |
|  |  |  |  |  |  |  | Student T-shirt                   | 117.75                  | 400.00                | 517.75          | 600.00             | 200.00                          | -400.00           |
|  |  |  |  |  |  |  | Student Wind Shirt                | 252.81                  | 400.00                | 652.81          | 500.00             | 200.00                          | -300.00           |
|  |  |  |  |  |  |  | Taser Cartridges                  | 9,082.25                | 0.00                  | 9,082.25        | 6,000.00           | 5,500.00                        | -500.00           |
|  |  |  |  |  |  |  | Academy Supplies - Other          | 4,647.90                | 0.00                  | 4,647.90        | 2,500.00           | 5,000.00                        | 2,500.00          |
|  |  |  |  |  |  |  | Total Academy Supplies            | 18,758.89               | 4,650.00              | 23,408.89       | 23,100.00          | 17,000.00                       | -6,100.00         |
|  |  |  |  |  |  |  | Advertising and Promotion         |                         |                       |                 |                    |                                 |                   |
|  |  |  |  |  |  |  | Fidget Spinners                   | 1,075.00                | 0.00                  | 1,075.00        | 1,500.00           | 0.00                            | -1,500.00         |
|  |  |  |  |  |  |  | Golf Towel                        | 890.00                  | 0.00                  | 890.00          | 0.00               | 0.00                            | 0.00              |
|  |  |  |  |  |  |  | Pop Sockets Expense               | 437.50                  | 0.00                  | 437.50          | 0.00               | 0.00                            | 0.00              |
|  |  |  |  |  |  |  | Tumbler                           | 0.00                    | 0.00                  | 0.00            | 0.00               | 0.00                            | 0.00              |
|  |  |  |  |  |  |  | Advertising and Promotion - Other | 3,278.52                | 0.00                  | 3,278.52        | 6,000.00           | 1,000.00                        | -5,000.00         |
|  |  |  |  |  |  |  | Total Advertising and Promotion   | 5,681.02                | 0.00                  | 5,681.02        | 7,500.00           | 1,000.00                        | -6,500.00         |
|  |  |  |  |  |  |  | Awards/Gifts                      | 1,831.22                | 500.00                | 2,331.22        | 2,500.00           | 2,500.00                        | 0.00              |
|  |  |  |  |  |  |  | Bank Service Charges              | 8,900.40                | 1,800.00              | 10,700.40       | 10,500.00          | 10,500.00                       | 0.00              |



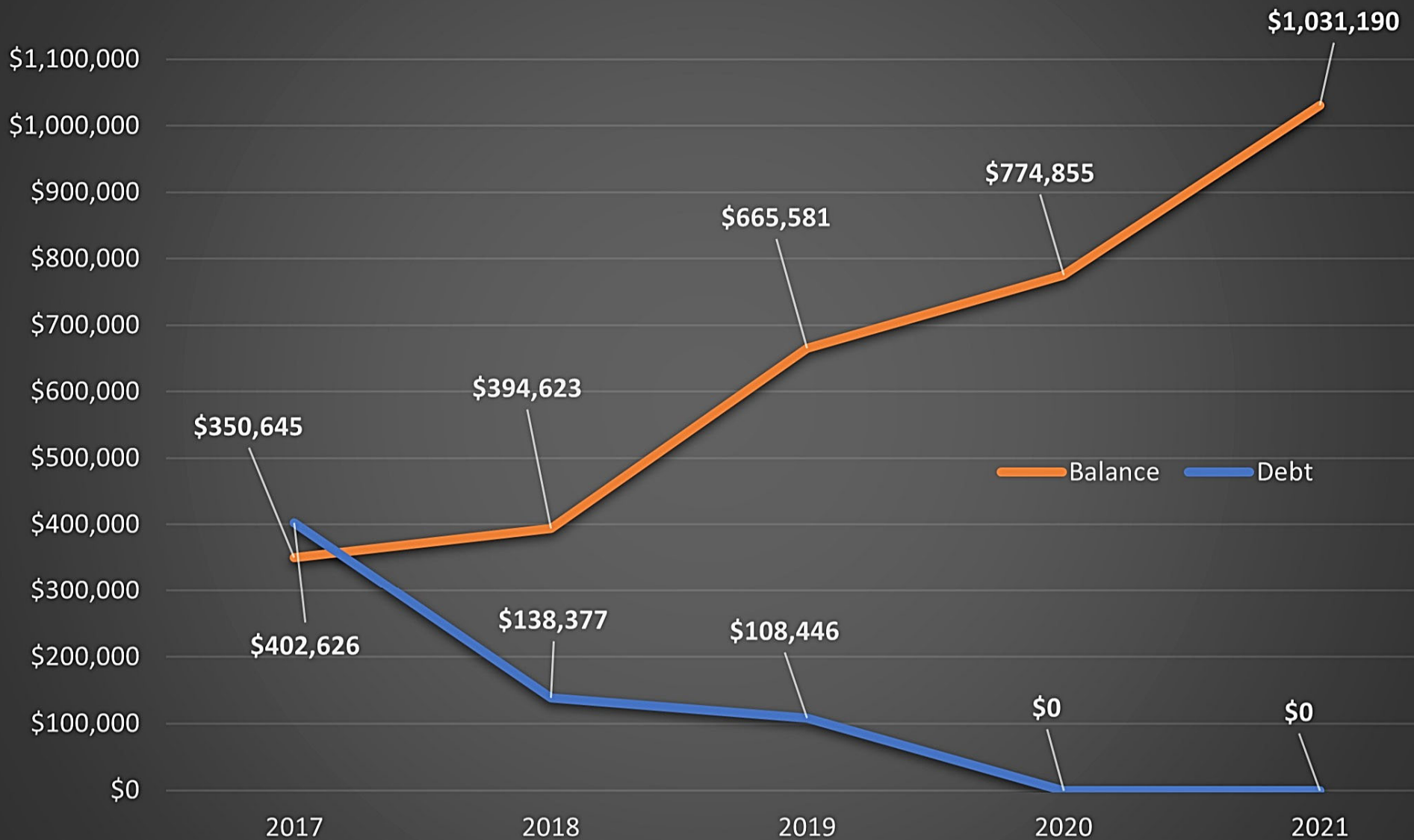
**Missouri Sheriffs' Association and Training Academy**  
**Profit & Loss**  
October 2020 through June 2021

|  |  |  |  |  |  |  |                                   |  | Actual Oct '20 - Jun 21 | Estimated 4th Quarter | 2020-2021 Total | 2020-2021 Budgeted | MSA 2021-2022<br>Budget Request | Increase/Decrease |
|--|--|--|--|--|--|--|-----------------------------------|--|-------------------------|-----------------------|-----------------|--------------------|---------------------------------|-------------------|
|  |  |  |  |  |  |  | Cash Prize                        |  | 1,550.00                | 500.00                | 2,050.00        | 1,500.00           | 0.00                            | -1,500.00         |
|  |  |  |  |  |  |  | Equipment Expense                 |  | 2,789.37                | 0.00                  | 2,789.37        | 25,000.00          | 2,000.00                        | -23,000.00        |
|  |  |  |  |  |  |  | Fees for Services                 |  |                         |                       |                 |                    |                                 | 0.00              |
|  |  |  |  |  |  |  | Accounting Fees                   |  | 6,429.86                | 800.00                | 7,229.86        | 10,000.00          | 8,500.00                        | -1,500.00         |
|  |  |  |  |  |  |  | Computer Consultant Fees          |  | 737.50                  | 100.00                | 837.50          | 5,000.00           | 1,000.00                        | -4,000.00         |
|  |  |  |  |  |  |  | Legal Fees                        |  | 4,500.00                | 1,000.00              | 5,500.00        | 6,000.00           | 6,000.00                        | 0.00              |
|  |  |  |  |  |  |  | Marketing                         |  | 0.00                    | 0.00                  | 0.00            | 4,500.00           | 0.00                            | -4,500.00         |
|  |  |  |  |  |  |  | Outside Contract Services         |  |                         |                       |                 |                    |                                 | 0.00              |
|  |  |  |  |  |  |  | Clerical/Office Support           |  | 0.00                    | 0.00                  | 0.00            | 15,000.00          | 3,000.00                        | -12,000.00        |
|  |  |  |  |  |  |  | Coordinator                       |  | 20,900.00               | 4,800.00              | 25,700.00       | 28,000.00          | 28,000.00                       | 0.00              |
|  |  |  |  |  |  |  | Instructors                       |  | 154,889.74              | 42,000.00             | 196,889.74      | 200,000.00         | 200,000.00                      | 0.00              |
|  |  |  |  |  |  |  | Outside Contract Services - Other |  | 7,395.55                | 2,500.00              | 9,895.55        | 20,500.00          | 10,000.00                       | -10,500.00        |
|  |  |  |  |  |  |  | Total Outside Contract Services   |  | 183,185.29              | 49,300.00             | 232,485.29      | 263,500.00         | 241,000.00                      | -22,500.00        |
|  |  |  |  |  |  |  | Total Fees for Services           |  | 194,852.65              | 51,200.00             | 246,052.65      | 289,000.00         | 256,500.00                      | -28,000.00        |
|  |  |  |  |  |  |  | Information Technology            |  |                         |                       |                 |                    |                                 |                   |
|  |  |  |  |  |  |  | CCW Permits                       |  | 6,793.75                | 0.00                  | 6,793.75        | 0.00               | 0.00                            | 0.00              |
|  |  |  |  |  |  |  | Software Maintenance              |  | 969.49                  | 100.00                | 1,069.49        | 5,000.00           | 1,000.00                        | -4,000.00         |
|  |  |  |  |  |  |  | Website                           |  | 32,890.06               | 3,000.00              | 35,890.06       | 35,000.00          | 25,000.00                       | -10,000.00        |
|  |  |  |  |  |  |  | Total Information Technology      |  | 40,653.30               | 3,100.00              | 43,753.30       | 40,000.00          | 26,000.00                       | -14,000.00        |
|  |  |  |  |  |  |  | Insurance                         |  |                         |                       |                 |                    |                                 |                   |
|  |  |  |  |  |  |  | Automobile Insurance              |  | 11,615.19               | 4,200.00              | 15,815.19       | 14,500.00          | 16,500.00                       | 2,000.00          |
|  |  |  |  |  |  |  | Commercial Insurance              |  | 13,886.01               | 4,500.00              | 18,386.01       | 18,000.00          | 19,000.00                       | 1,000.00          |
|  |  |  |  |  |  |  | General Insurance                 |  | 2,189.25                | 1,000.00              | 3,189.25        | 3,500.00           | 3,500.00                        | 0.00              |
|  |  |  |  |  |  |  | Insurance - D and O               |  | 1,553.00                | 0.00                  | 1,553.00        | 1,800.00           | 1,800.00                        | 0.00              |
|  |  |  |  |  |  |  | Workers Comp Insurance            |  | 4,561.00                | 0.00                  | 4,561.00        | 3,500.00           | 4,600.00                        | 1,100.00          |
|  |  |  |  |  |  |  | Total Insurance                   |  | 33,804.45               | 9,700.00              | 43,504.45       | 41,300.00          | 45,400.00                       | 4,100.00          |
|  |  |  |  |  |  |  | Jail Committee                    |  | 5,812.89                | 0.00                  | 5,812.89        | 0.00               | 0.00                            | 0.00              |
|  |  |  |  |  |  |  | Manuals                           |  | 0.00                    | 0.00                  | 0.00            | 1,500.00           | 0.00                            | -1,500.00         |
|  |  |  |  |  |  |  | Meals - Food and Beverage         |  | 143,980.20              | 48,000.00             | 191,980.20      | 240,000.00         | 195,000.00                      | -45,000.00        |
|  |  |  |  |  |  |  | Memberships/Dues                  |  | 0.00                    | 0.00                  | 0.00            | 500.00             | 500.00                          | 0.00              |
|  |  |  |  |  |  |  | Miscellaneous Expense/Bank Card   |  | 25,166.33               | 2,000.00              | 27,166.33       | 1,000.00           | 20,000.00                       | 19,000.00         |
|  |  |  |  |  |  |  | Occupancy                         |  |                         |                       | 0.00            |                    |                                 | 0.00              |
|  |  |  |  |  |  |  | Cleaning Services                 |  | 5,635.90                | 800.00                | 6,435.90        | 2,600.00           | 4,500.00                        | 1,900.00          |
|  |  |  |  |  |  |  | Lawn Maintenance                  |  | 2,140.00                | 400.00                | 2,540.00        | 5,000.00           | 3,000.00                        | -2,000.00         |
|  |  |  |  |  |  |  | Maintenance                       |  | 6,257.04                | 0.00                  | 6,257.04        | 5,000.00           | 3,000.00                        | -2,000.00         |
|  |  |  |  |  |  |  | Security Monitoring               |  | 505.80                  | 150.00                | 655.80          | 675.00             | 675.00                          | 0.00              |
|  |  |  |  |  |  |  | Trash Service                     |  | 832.53                  | 300.00                | 1,132.53        | 1,400.00           | 1,200.00                        | -200.00           |
|  |  |  |  |  |  |  | Utilities                         |  | 8,150.06                | 2,200.00              | 10,350.06       | 15,000.00          | 12,500.00                       | -2,500.00         |
|  |  |  |  |  |  |  | Total Occupancy                   |  | 23,521.33               | 3,850.00              | 27,371.33       | 29,675.00          | 24,875.00                       | -4,800.00         |

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## Bank Balance/Debt End Of 3rd Quarter



# Account Summary

[Account Summary](#)[Account Activity](#)[Pending Activity](#)[Account Information](#)

You have 0 Activity Items awaiting approval

There are 0 Activity Items awaiting your approval

## Deposits

| Nickname                   | Type                                | Account Number | Balance        | Jump To          |                    |
|----------------------------|-------------------------------------|----------------|----------------|------------------|--------------------|
| CD                         | Central Bank Certificate of Deposit |                | \$8,536.75     | Account Activity | <a href="#">Go</a> |
| JAIL COMMITTEE             | Central Bank Savings                |                | \$2,573.52     | Account Activity | <a href="#">Go</a> |
| MISSOURI SHERIFFS UNITED   | Central Bank Checking               |                | \$406,989.11   | Account Activity | <a href="#">Go</a> |
| MO SHERIFFS ASSOC CHECKING | Central Bank Checking               |                | \$373,306.97   | Account Activity | <a href="#">Go</a> |
| RESERVES                   | Central Bank Checking               |                | \$200,093.40   | Account Activity | <a href="#">Go</a> |
| SCHOLARSHIPS               | Central Bank Checking               |                | \$30,411.38    | Account Activity | <a href="#">Go</a> |
| THE BENEVOLENT FUND        | Central Bank Checking               |                | \$13,846.17    | Account Activity | <a href="#">Go</a> |
| Total                      |                                     |                | \$1,035,757.30 |                  |                    |

## Loans

| Nickname     | Type                         | Account Number | Balance | Jump To       |                    |
|--------------|------------------------------|----------------|---------|---------------|--------------------|
| WORKING CAP. | Central Bank Commercial Loan |                | \$0.00  | Loan Activity | <a href="#">Go</a> |
| Total        |                              |                | \$0.00  |               |                    |

### Customer Service

[Phone](#)[Chat](#)[Send a Secure Email](#)[Messages](#)

Run your  
business  
more  
efficiently.

[Learn More >](#)

[Home](#)[Activity](#)[Pay & Get Paid](#)[Marketing For Growth](#)[Financing](#)[App Center](#)

## PayPal Balance

\$20,859.55 USD

Available

Transfer Money

## Insights

Last 7 days

## Money in

\$3,248.85

Total received

[Request money](#) [View transactions](#)

## Money out

\$5,700.00

Total sent or spent

[Send money](#) [View transactions](#)

## Quick links



App Center



QR Codes



Invoicing



Request money



Send money



PayPal.Me

## Actions

8 NEW ACTIONS

Edit

Show

## Send Money



Edit Actions

## Set up



## Set up Point of Sale

Hide steps

1

## Apply for PayPal Here



We're reviewing your info and will get back to you soon.

2

Get your card reader



3

Use the app to get ready to sell



4

When you receive your card reader, make a test transaction

