



**DVFA Officers Meeting
Thursday, February 28, 2019
Ellendale (Sta. 75)
18:30 hours**

DVFA ROLL CALL OF OFFICERS IN ATTENDANCE

President Bill Betts
1st Vice President Jay Jones
2nd Vice President Dan Carrier (sick)
Secretary Elmer Steele
Treasurer Terry Whitham
Assistant Treasurer Ray Stevens
Executive Manager Warren Jones

Kent Director Ken Ryder
Kent Director Michael Brittingham (absent)
Sussex Director Ron O'Neal
Sussex Director Hunter Holland
New Castle Director Tom DiCristofaro
New Castle Director Mark Gott
Past Pres./Director Ted Walius

LADVFA OFFICERS IN ATTENDANCE

President Penny Gentry
1st Vice Pres. Karen Workman
2nd Vice Pres. Pam Ingle

ASSOCIATIONS AND GUESTS IN ATTENDANCE

Fire Chief's Assoc. President Derrick Brode
Fire Chief's Assoc. 1st Vice Pres. Steven Deery
Ambulance Assoc. President Jason Capps
Fire Police Assoc. President Les States

Conference Chairman Joe Zeroles
Conference Co-Chair Dave Ruff
New Castle County 1st Vice Pres. Jim Watson
New Castle County Secretary Deb Watson
Sussex County 1st Vice Pres. Doug Hudson

Total of 24 in attendance.

- President Betts called the meeting to order
- Pledge to the Flag by President Betts
- Invocation by 1st Vice President Jones
- Recessed for dinner at 6:40 PM

Reconvened at 7:15 PM

President Betts brought the Ellendale ladies out and thanked them for the meal that was prepared tonight. A round of applause was given to thank them.

ASSOCIATION REPORTS:

LADVFA: President Penny Gentry

- Greetings from the ladies.
- With us tonight is 1st Vice President Workman and 2nd Vice President Ingle

DSFCA: President Derrick Brode

- Next meeting will be on March 28 at the Rehoboth Beach Convention Center. The speaker will be Chief Ray Clark from Townsend Fire Co. talking about the Willey Farms fire.

DSFPA: President Les States

- Passed out a brochure that was produced by Delmarva Power on what it takes to be a fire policeman
- Conference dinner is complete
- Next meeting is May 19 at the fire school

DSEMSA: President Jason Capps

- Working on Conference. National speaker Ken Bouvier from New Orleans will be the main speaker. Planning some week-end and night time classes at the fire school during Conference
- Fund raiser in New Castle took in nearly \$7,000.00. The other 2 have been cancelled
- Next meeting is March 9 at the fire school

OFFICER REPORTS:

President Bill Betts (cut and pasted from original filed report)

December 2018-I attended the Kent County Fire Prevention Awards at Bowers on December 9th after the Executive Committee. I attended the CFSI Christmas party hosted by Bill Webb with Executive Manager Jones. Attended several banquets and other in-state Christmas parties.

January 2019-I met with the Legislators of Hockessin's Fire District on January 3rd with Warren., several banquets, and the County meetings, and the State Chief's Meeting at Station 8. I also attended the DVFA Fire Prevention Awards Ceremony at Cheswold on January 6th. It was a very nice program, and I was impressed by the attendance of the Fire Departments in the State.

February 2019-I met with the Finance Committee on February 7th at Dover Station One, and we finalized the Conference Budget that was developed by Conference Treasurer Ray Stevens and Secretary Elmer Steele. I attended the Revolving Loan Committee on February 8th in Dover, and we handed out two loans to Hockessin and Dagsboro that depleted the fund until payments and the one million in the Governor's budget recommendation comes in at the first of July. I Chaired the DVFA meeting with the Joint Finance Committee Hearing on February 10th and the event went the best of any I have attended since starting through the DVFA chairs. \$75,000 for matching Fire Prevention Funding, and one million for the Revolving Loan Fund were in the Governor's budget proposals. I met with Scott Crawford and DVFA Finance Committee at Dover Station One on February 13th to update the signatures on the DVFA account with Scott Crawford. There was also discussion on changing the signatures on the DVFA Foundation account, but we need representatives of the Foundation to make these changes. Executive Manager Jones and I met with three members of the Governor's staff to discuss our request for and Executive Order or a preferred Joint Resolution for a Task Force to be developed to focus on helping us with Recruitment and Retention of volunteers.

Action Items for the March 10th Executive Meeting:

Steve Austin is retiring from the DVFA Foundation, and at his request, I am going to appoint Danny Burris of Middletown to replace him on the foundation. Danny has informed me that he will accept the appointment.

Review and approve the Conference 2019 budget presented by Ray Stevens and recommend to the membership that the budget be approved as presented for 2019.

Request from Dan Carrier (who is ill) that we consider Ken McMahon for President Emeritus of the DVFA.

I would like to thank everyone for their support since September, and I really appreciate the job that the Finance Committee, along with Treasurer Whitham and Assistant Treasurer Stevens have done on our finances and the budget. It has also been a pleasure meeting everyone and enjoying their hospitality that my wife and I have received at the numerous banquets we have attended.

Please contact me if I can be of any assistance to any of you.

1st Vice President Jay Jones (cut and pasted from original filed report)

The second quarter of 2019 has been quite busy to say the least. I attended 42 events and traveled 2390 miles, with 79 hours of service. It has been a pleasure to serve.

The bulk of the time has been getting acquainted and forming relationships with the freshman legislators. During this quarter it has been very positive, as we discuss the funding for the fire service. It seems to be firm and secure. Which allows us to work on other wonderful legislative items such as the much-needed cancer presumption legislation.

Our request made it into the Governor's budget proposal and after going before the Joint Finance Committee, we are looking to get approximately a million dollars added to the Revolving Loan Fund in the bond bill. Plus, the matching funds money for the fire prevention program, through the State Fire Prevention Commission where it belongs in the Governor's Budget. This comes from several meetings with not only the Governor but also legislators to secure these funds.

I have also started to work with fire service leaders in the state of Maryland to make progress on EMT reciprocity.

I would like to thank everyone for the invitation and warm receptions to their banquets and installation of officers programs this year, which I was able to attend.

Looking ahead we have already started working on the Congressional Fire Service Institute Fundraiser in Washington, DC. We, as the Delaware fire service, have the reputation of leading though our attendance at this event. I hope to have great attendance again this year.

The benefit to having such great attendance numbers is that it brings our cost per ticket down. We receive a lot of money each year from federal grants, which are secured by the institute. For many years we have received millions of dollars back into the State of Delaware for the fire service. It is crucial that our numbers are decent. Like last year I am requesting that each fire department send 2 people to this event and if your department has received money directly through these federal grants, I would urge you to send even more.

It is troublesome that we have already had three fire deaths in the first two months of this year. I hope that all departments will ramp up their efforts in the smoke detector drives on the local level. We have plenty of smoke detectors available throughout the state free of charge for our citizens. Some departments have taken a more aggressive approach. They started going door-to-door asking people to check their smoke alarms and even offering to install them for them. I encourage and applaud these efforts. We have plenty of smoke detector DVD's in the storage unit at the fire school. I have them available for anyone that would like to take one for their local program.

Please keep in mind there have been updates to the new revised President's Handbook which is available on our website. We are also looking at the website to eliminate a lot of the empty space and old clutter. We are aware that there is some outdated information on there that we are going to get updated soon.

I will be reappointing the Life Safety Committee and Scholarship Committee for 2020. They have done a great job and I hope they will continue doing excellent things. I challenge them to somehow take it to a new level.

As always thank you for the opportunity to serve you. It is indeed a privilege and a pleasure doing the work of this office.

2nd Vice President Dan Carrier

Absent (sick)

Secretary Elmer Steele

No formal report tonight. Working on Conference stuff.

Treasurer Terry Whitham (cut and pasted from original filed report)

All the officers now have their new credit card with M&T Bank. With the cards now being local when we change officers all we have to do is go into the local branch and change the name on the master account.

The Budget & Finance committee has met several times. A question was raised on our bank charges for accepting credit cards for payment. Last year we absorbed \$ 593.10 for CFSI charges and \$ 1,784.03 for the Conference. The fee is based upon the amount of the transaction. After a great deal of discussion it was agreed to no longer accept credit cards.

I need some insight on a monthly bill from AT&T. It is usually around \$ 13.37. The previous treasurer had it charged to the 344- Recruitment & Retention- Fireline account. Is this something we still need or can we cancel it?

We held a meeting with Crawford Financial Services to go over where we stand on our financial investments. Scott Crawford brought us up to speed on the original investment and the status of our current portfolio. The names on the account are in the process of being updated. Going forward we plan on keeping the membership informed of our investment strategies and net worth.

President Betts and I met at M&T Bank this past Friday, February the 22 nd We electronically wired \$ 2,081 ,454.02 to the Northern Trust Company to cover the pension. Due to the timely submissions, we were 16 days ahead of the deadline. Thanks to all in making my first pension transmittal process go so smoothly.

In reviewing our operating budget for this year, we have encountered some additional expenses beyond what was projected. From the projected revenue side, we used figures from the previous treasurer, which was not quite accurate. Certain interest from investments should not have been

counted as operational revenue. This equates to almost \$ 8,000 dollars. We need to look at reducing some projected expenses.

Assistant Treasurer Ray Stevens (cut and pasted from original filed report)

1. First I would like to thank Pablo for working to get me on-line with the Server in the Dover Office in order that I can Reconcile the 5 Bank Accounts each month through Quickbooks.
2. Also like to thank Terry Whitham, he has been great to work with and we both share the same ideas as far as record-keeping goes.
3. As Treasurer of the 2019 Conference, like to report that we have opened two new bank accounts with Fulton Bank. (1) a Conference Checking Account and (2) a Conference Money Market Acct. (to hold excess funds until needed, etc.)
4. Conference Expenses to date: - We have made two payments thus far, one to Dover Downs for \$25,000 our initial deposit, and one to the D.J. (also a deposit for \$500) for music for both the Meet Your Host and the Ladies Hospitality Night.
5. Partners-In-Progress: We received a check from Motorola as their payment the 2018 Conference totaling \$10,000. Also received a reimbursement check from the DE Emergency Medical Services as Reimbursement for the OEMS Classes totaling \$1,500. Both checks were deposited into the M/Mkt. Acct.
6. Fulton Bank. — I had lunch with two ladies from Fulton Bank on Thursday, February 21st . I presented them with information on both (a) Partner-In-Progress and (b) Exhibitor Registration Forms. They are going to get back with us on both issues.
7. 2019 Conference Proposed Budget: - The proposed Budget was reviewed and approved by the Budget/Finance Committee at a meeting held at Robbins Hose Co. on Thursday, February 7th . Would like to present it and discuss it tonight, hopefully we can approve it at the Officer's Meeting Level and then present it for approval to the Delegates & Alternates at the March 10th, quarterly Executive Meeting.

Ray presented the proposed 2019 Conference budget. After a few questions and some clarifications, ***a motion was made by Tom DiCristofaro and second by Mark Gott to accept the 2019 Conference budget as presented and take it to the March Executive meeting for final approval.***

Motion carried (Copy of the budget is at the bottom of these minutes)

Delaware State Fire Prevention Commission Dave Roberts
Absent

Conference Chairman Joe Zeroles
Still looking for a chairperson for men's golf and the dance. Warren has got someone that is interested in helping with the exhibitors.
First official conference meeting is March 18 at Dover Downs

Mutual Relief Chairman Steve White
Absent

DVFA Foundation Steve Austin
Absent Ron O'Neal said that scholarships are available. Get paperwork in quickly. Some committee changes will be taking place in May

Director reports:

Past President/Director Ted Walius

Raised a question concerning guidelines for a Director. None of the Directors know what is expected of them

Kent County Director Ken Ryder

Ken also has concerns about Director guidelines and duties

Next Kent County meeting is March 20 at Sta. 46

Kent County Director Michael Brittingham

Absent

Sussex County Director Ron O'Neal

Thanked Jay for his hard work in getting the President's handbook completed. Maybe he can now work on the Directors guidelines.

Questioned our position on rescue billing

Sussex County Director Hunter Holland

Asked about smoke detectors. Sussex has very few. Looking to order through Lowe's, but trying to get a better price. Warren will send him some contact information

Next Sussex meeting will be March 26 at Sta. 77

New Castle County Director Tom DiCristofaro

Echoed his concerns about Director guidelines. As a new Director, he feels that he is in the "dark" as to what he is supposed to do

New Castle County Director Mark Gott

Working on a fundraiser

Next New Castle meeting is March 14 at Sta. 30

Executive Manager Warren Jones

- Presumption Legislation. Copy of the proposal was e-mailed to everyone for their review
- R & R Task Force. Copy of the House Joint Resolution was e-mailed to everyone for their review
- Presidents Guide. Enough said about this. Thanks to everyone that had input in this document.
- BLS Restocking. Working with the EMS Association to get information and then will be able to work with the hospitals.
- Exhibitors Conference. Need information, so the information can be posted on the web site. Receiving numerous calls already.

Motion by Mark Gott and second by Ken Ryder to take a full page ad in the CVVFA convention book.

Motion carried

There being no other business to come before the group, President Betts adjourned the meeting at 9:35 PM

Respectfully submitted,

Elmer B. Steele

Elmer B. Steele, Secretary
Delaware Vol. Firefighter's Assoc.

Attest to: Warren Jones, Executive Manager
Bill Betts, President

| | A | B | C | D | E | F |
|----|--|-------------------------------|------------------|------------------|------------------|----------------------|
| 1 | Delaware Vol. Firefighter's Association | | | | | Ray Stevens |
| 2 | 2019 Conference Revenue Codes By Category | | | | | Conference Treasurer |
| 3 | | | | | PROPOSED | February 7, 2019 |
| 4 | | | Conference | Conference | Conference | Page 1 |
| 5 | Revenue | | 2018 | 2018 | 2019 | |
| 6 | Code | Description | Budget | Actual | Budget | Notes/Remarks |
| 7 | 700 | Membership Dues | \$30,500 | \$30,500 | \$30,500 | |
| 8 | 701 | LADVFA Assessments | 11,000 | 11,000 | 11,000 | |
| 9 | 702 | Book & Patron Ads | 1,841 | 1,144 | 1,200 | "CUMULATIVE TOTALS " |
| 10 | 703 | Exhibitors | 15,000 | 9,250 | 14,000 | |
| 11 | 704 | Souvenirs | 4,656 | 7,806 | 7,500 | |
| 12 | | | | | \$64,200 | \$64,200 |
| 13 | | Golf Outings: | | | | |
| 14 | 706-1 | Men's Golf Outing | 0 | 0 | 3,800 | |
| 15 | 706-2 | Ladies Golf Outing | 3,500 | 3,995 | 3,800 | |
| 16 | | | | | \$7,600 | \$71,800 |
| 17 | | Corporate sponsors: | | | | |
| 18 | 707-1 | Ladies | | 4,696 | 3,500 | |
| 19 | 707-2 | Men | 69,156 | 44,000 | 68,000 | |
| 20 | | | | | \$71,500 | \$143,300 |
| 21 | | Fire Police Dinner: | | | | |
| 22 | 708 | Fire Police Registrations | 1,900 | 1,600 | 1,600 | |
| 23 | 709 | No Shows | 1,478 | 295 | 1,200 | |
| 24 | | | | | \$2,800 | \$146,100 |
| 25 | | EMS Seminar: | | | | |
| 26 | 710 | EMS Registrations | 12,000 | 11,385 | \$12,000 | \$158,100 |
| 27 | | | | | | |
| 28 | 720 | Miscellaneous/Other Revenues: | 0 | 26,000 | 0 | |
| 29 | 730 | Transfer-In From M/Mkt. Acct. | 10,184 | 0 | \$4,320 | \$162,420 |
| 30 | | | | | | |
| 31 | TOTAL CONFERENCE REVENUES | | \$161,215 | \$151,671 | \$162,420 | |

| | A | B | C | D | E | F |
|----|--|------------------------------------|----------------|----------------|----------------|-----------------------|
| 32 | Delaware Vol. Firefighter's Association | | | | | Ray Stevens |
| 33 | 2019 Conference Expenditure Codes By Category | | | | | Conference Treasurer |
| 34 | | | | | | February 7, 2019 |
| 35 | | | | | PROPOSED | Page 2 |
| 36 | | | Conference | Conference | Conference | |
| 37 | Expenditure | | 2018 | 2018 | 2019 | |
| 38 | Code | Description | Budget | Actual | Budget | Notes/Remarks |
| 39 | | | | | | |
| 40 | | Administrative Expenses: | | | | " CUMULATIVE TOTALS " |
| 41 | 900-1 | Printing - Pocket Agendas | \$195 | \$193 | \$200 | |
| 42 | 900-3 | Dover Downs - Opening Ceremonies | 954 | 606 | 650 | |
| 43 | 900-4 | Men's Mtg. (Tech. Equipment) | | | 120 | |
| 44 | 900-5 | Wrap-up Meeting | 1,750 | 940 | 1,000 | |
| 45 | 900-6 | Roger's, (Banners & Signs, etc.) | 650 | 615 | 650 | |
| 46 | 900-9 | Miscellaneous/Office Supplies | 1,400 | 520 | 300 | |
| 47 | | Total Administrative | \$4,949 | \$2,874 | \$2,920 | \$2,920 |
| 48 | | | | | | |
| 49 | 901 | Registration Expenses: | | | | |
| 50 | 901-1 | Zippered Totes, (Delmarva Power) | \$4,800 | 0 | 3,000 | |
| 51 | 901-2 | Flexible Notepads, (Motorola) | \$2,200 | 0 | 3,000 | |
| 52 | | Total Registration Expenses | 7,000 | 0 | \$6,000 | \$8,920 |
| 53 | | | | | | |
| 54 | 902-1 | Souvenirs: | \$6,010 | \$8,768 | \$7,500 | \$16,420 |
| 55 | | | | | | |
| 56 | | Meet Your Host Night: | | | | |
| 57 | 903-1 | Food | 3,500 | \$1,080 | 750 | |
| 58 | 903-2 | Bar | 2,000 | 1,853 | 1,800 | |
| 59 | 903-3 | Miscellaneous, (DJ) | 480 | 225 | 550 | |
| 60 | | Total Meet Your Host | \$5,980 | \$3,158 | \$3,100 | \$19,520 |
| 61 | | | | | | |
| 62 | | | | | | |

| | A | B | C | D | E | F |
|----|--|------------------------------|------------|------------|------------|----------------------|
| 63 | Delaware Vol. Firefighter's Association | | | | | Ray Stevens |
| 64 | 2019 Conference Expenditure Codes By Category | | | | | Conference Treasurer |
| 65 | | | | | | February 7, 2019 |
| 66 | | | | | | Page 3 |
| 67 | | | Conference | Conference | Conference | |
| 68 | Expenditure | | 2018 | 2018 | 2019 | |
| 69 | Code | Description | Budget | Actual | Budget | Notes/Remarks |
| 70 | | | | | | |
| 71 | | Ladies Luncheon: | | | | "CUMULATIVE TOTALS " |
| 72 | 904-1 | Food | \$12,500 | \$12,120 | 12,400 | |
| 73 | 904-2 | Miscellaneous, (Microphones) | 240 | 240 | 240 | |
| 74 | | Total Ladies Luncheon | \$12,740 | \$12,360 | \$12,640 | \$32,160 |
| 75 | | | | | | |
| 76 | | Ladies Tea: | | | | |
| 77 | 904-3 | Food | 0 | 576 | 600 | |
| 78 | 904-4 | Miscellaneous | 0 | 306 | 0 | |
| 79 | | Total Ladies Tea | \$0 | \$882 | \$600 | \$32,760 |
| 80 | | | | | | |
| 81 | | Men's Luncheon: | | | | |
| 82 | 905-1 | Food | \$12,600 | \$11,928 | 12,200 | |
| 83 | | Total Men's Luncheon | \$12,600 | \$11,928 | \$12,200 | \$44,960 |
| 84 | | | | | | |
| 85 | | Men's VIP Reception: | | | | |
| 86 | 905-3 | Bar | 900 | 480 | 600 | |
| 87 | | Total Men's Reception | \$900 | \$480 | \$600 | \$45,560 |
| 88 | | | | | | |
| 89 | | Past President's Banquet: | | | | |
| 90 | 906-1 | Food | \$4,600 | \$4,267 | 4,500 | |
| 91 | 906-2 | Bar | 850 | 887 | 900 | |
| 92 | 906-3 | Miscellaneous | 60 | 244 | 250 | |
| 93 | | Total Past President Banquet | \$5,510 | \$5,398 | \$5,650 | \$51,210 |

| | A | B | C | D | E | F |
|-----|--|----------------------------------|------------|------------|------------|----------------------|
| 94 | Delaware Vol. Firefighter's Association | | | | | Ray Stevens |
| 95 | 2019 Conference Expenditure Codes By Category | | | | | Conference Treasurer |
| 96 | | | | | | February 7, 2019 |
| 97 | | | Conference | Conference | Conference | Page 4 |
| 98 | Expenditure | | 2018 | 2018 | 2019 | |
| 99 | Code | Description | Budget | Actual | Budget | Notes/Remarks |
| 100 | | Ambulance Banquet: | | | | |
| 101 | 907-1 | Food | \$5,700 | \$8,238 | 8,000 | |
| 102 | 907-2 | Bar | 230 | 162 | 750 | |
| 103 | 907-3 | Miscellaneous | 426 | 205 | 120 | "CUMULATIVE TOTALS " |
| 104 | | Total Ambulance Banquet | \$6,356 | \$8,605 | \$8,870 | |
| 105 | | | | | | \$60,080 |
| 106 | | Fire Chief's Banquet: (Cheswold) | | | | |
| 107 | 908-1 | Lodging - Dover Downs | \$150 | \$147 | 150 | |
| 108 | 908-2 | Food | 10,500 | 9,988 | 10,200 | |
| 109 | 908-3 | Beer | 480 | 480 | 480 | |
| 110 | | Total Fire Chief's Banquet | \$11,130 | \$10,615 | \$10,830 | \$70,910 |
| 111 | | | | | | |
| 112 | | Fire Police Banquet: | | | | |
| 113 | 909-1 | Food | \$12,300 | \$12,030 | 12,100 | |
| 114 | 909-2 | Bar | 2,000 | 1,831 | 1,900 | |
| 115 | 909-3 | Miscellaneous, (Microphones) | 0 | 240 | 240 | |
| 116 | | Total Fire Police Banquet | \$14,300 | \$14,101 | \$14,240 | \$85,150 |
| 117 | | | | | | |
| 118 | | Ladies Hospitality Night: | | | | |
| 119 | 910-1 | Food | \$11,500 | \$11,940 | 12,200 | |
| 120 | 910-2 | Bar | 2,600 | 2,449 | 2,600 | |
| 121 | 910-3 | Miscellaneous, (DJ) | 500 | 275 | 550 | |
| 122 | | Total Ladies Hospitality | \$14,600 | \$14,664 | \$15,350 | \$100,500 |
| 123 | | | | | | |
| 124 | 911 | Continental Breakfasts | \$3,600 | \$3,600 | \$4,200 | \$104,700 |

| A | B | C | D | E | F | |
|-----|--|----------------------------------|----------------|----------------|----------------------|-----------------------------|
| 125 | Delaware Vol. Firefighter's Association | | | | Ray Stevens | |
| 126 | 2019 Conference Expenditure Codes By Category | | | | Conference Treasurer | |
| 127 | | | | | February 7, 2019 | |
| 128 | | Conference | Conference | | Page 5 | |
| 129 | Expenditure | 2018 | 2018 | | | |
| 130 | Code | Description | Budget | Actual | Budget | Notes/Remarks |
| 131 | | | | | | |
| 132 | | Memorial Service: | | | | "CUMULATIVE TOTALS " |
| 133 | 912-1 | Choir Director | \$250 | \$300 | 300 | |
| 134 | 912-2 | Accompanist | 400 | 300 | 300 | |
| 135 | 912-3 | Practice | 100 | 652 | 100 | |
| 136 | 912-4 | Tech. Equip. (Monday & Friday) | 1,650 | 954 | 1,550 | |
| 137 | 912-5 | Piano Rental | 475 | 475 | 475 | |
| 138 | 912-6 | Shadow Boxes, (Moving & Storage) | 375 | 375 | 375 | |
| 139 | 912-7 | Miscellaneous, (Programs) | 200 | 144 | 150 | |
| 140 | | Total Memorial Service | \$3,450 | \$3,200 | \$3,250 | \$107,950 |
| 141 | | | | | | |
| 142 | | Exhibits: | | | | |
| 143 | 913-1 | Tables | \$4,000 | \$2,850 | 3,000 | |
| 144 | 913-2 | Dover Downs - Security | 720 | 720 | 720 | |
| 145 | | Total Exhibits | \$4,720 | \$3,570 | \$3,720 | \$111,670 |
| 146 | | | | | | |
| 147 | | EMS Seminars: | | | | |
| 148 | 915-1 | Speaker's Expense | \$3,000 | \$800 | 3,000 | |
| 149 | 915-2 | Food | 4,700 | 4,596 | 4,500 | |
| 150 | 915-3 | Misc./Lodging | 295 | 0 | 300 | |
| 151 | 915-4 | Technical Equipment | 715 | 612 | 650 | |
| 152 | | Total EMS Seminars | \$8,710 | \$6,008 | \$8,450 | \$120,120 |
| 153 | | | | | | |
| 154 | | | | | | |
| 155 | | | | | | |

| | A | B | C | D | E | F |
|-----|--|---|----------------|----------------|----------------|-----------------------------|
| 156 | Delaware Vol. Firefighter's Association | | | | | Ray Stevens |
| 157 | 2019 Conference Expenditure Codes By Category | | | | | Conference Treasurer |
| 158 | | | | | | February 7, 2019 |
| 159 | | | Conference | Conference | Conference | Page 6 |
| 160 | Expenditure | | 2018 | 2018 | 2019 | Notes/Remarks |
| 161 | Code | Description | Budget | Actual | Budget | |
| 162 | | | | | | |
| 163 | | Seminars - Other -(NEW FOR 2019) | | | | "CUMULATIVE TOTALS " |
| 164 | 917-1 | Misc./Technical Equipment | 0 | \$306 | 950 | |
| 165 | 917-2 | Lodging | 0 | 70 | 1,050 | |
| 166 | 917-3 | Speaker Expenses/Fees | | | 4,000 | |
| 167 | | Total Seminars -Other | \$0 | \$376 | \$6,000 | \$126,120 |
| 168 | | | | | | |
| 169 | | Lodging: | | | | |
| 170 | 918-1 | Officer's Lodging | \$2,400 | \$2,653 | 2,300 | |
| 171 | 918-2 | Executive Committee Lodging | 740 | 1,327 | 1,300 | |
| 172 | 918-3 | Room Reimbursements | 2,050 | 2,475 | 3,500 | |
| 173 | | Total Lodging | \$5,190 | \$6,454 | \$7,100 | \$133,220 |
| 174 | | | | | | |
| 175 | 919-1 | Printing - Conference Booklets | \$4,100 | \$3,896 | \$4,000 | \$137,220 |
| 176 | | | | | | |
| 177 | | Golf Outing Expenses: | | | | |
| 178 | 920-1 | Men's Golf Expenses | \$0 | \$0 | 3,800 | |
| 179 | 920-2 | Ladies Golf Expenses | 3,500 | 3,627 | 3,800 | |
| 180 | | Total Golf Outing Expenses | \$3,500 | \$3,627 | \$7,600 | \$144,820 |
| 181 | | | | | | |
| 182 | | | | | | |
| 183 | | | | | | |
| 184 | | | | | | |
| 185 | | | | | | |
| 186 | | | | | | |

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|-----|--|---------------------------------|------------------------|------------------------|------------------------|-----------------------------|
| 187 | Delaware Vol. Firefighter's Association | | | | | Ray Stevens |
| 188 | 2019 Conference Expenditure Codes By Category | | | | | Conference Treasurer |
| 189 | | | | | | February 7, 2019 |
| 190 | | | | | | Page 7 |
| 191 | | | | | | |
| 192 | | | | | | |
| 193 | Expenditure | | Conference 2018 | Conference 2018 | Conference 2019 | Notes/Remarks |
| 194 | Code | Description | Budget | Actual | Budget | |
| 195 | | | | | | |
| 196 | | Dance | | | | "CUMULATIVE TOTALS " |
| 197 | 923-1 | Food | \$0 | \$1,053 | 1,100 | |
| 198 | 923-2 | Bar | 0 | 8,431 | 9,000 | |
| 199 | 923-3 | Music | 0 | 4,242 | 2,500 | |
| 200 | | Total Dance | \$0 | \$13,726 | \$12,600 | \$157,420 |
| 201 | | | | | | |
| 202 | 924 | Social Media Advertising | | | \$5,000 | \$162,420 |
| 203 | | NEW FOR 2019 | | | | |
| 204 | | | | | | |
| 205 | TOTAL CONFERENCE EXPENSES | | \$136,215 | \$138,637 | \$162,420 | |
| 206 | Dover Downs - Initial Deposit | | 25,000 | | | |
| 207 | | BALANCED BUDGET | \$161,215 | | | |
| 208 | EXCESS REVENUES OVER EXPENSES | | | \$13,034 | | |
| 209 | | | | | | |
| 210 | | | | | | |
| 211 | | | | | | |
| 212 | | | | | | |
| 213 | File: 2019 Conf. Revenue & Expenditure Codes By Category F | | | | | |