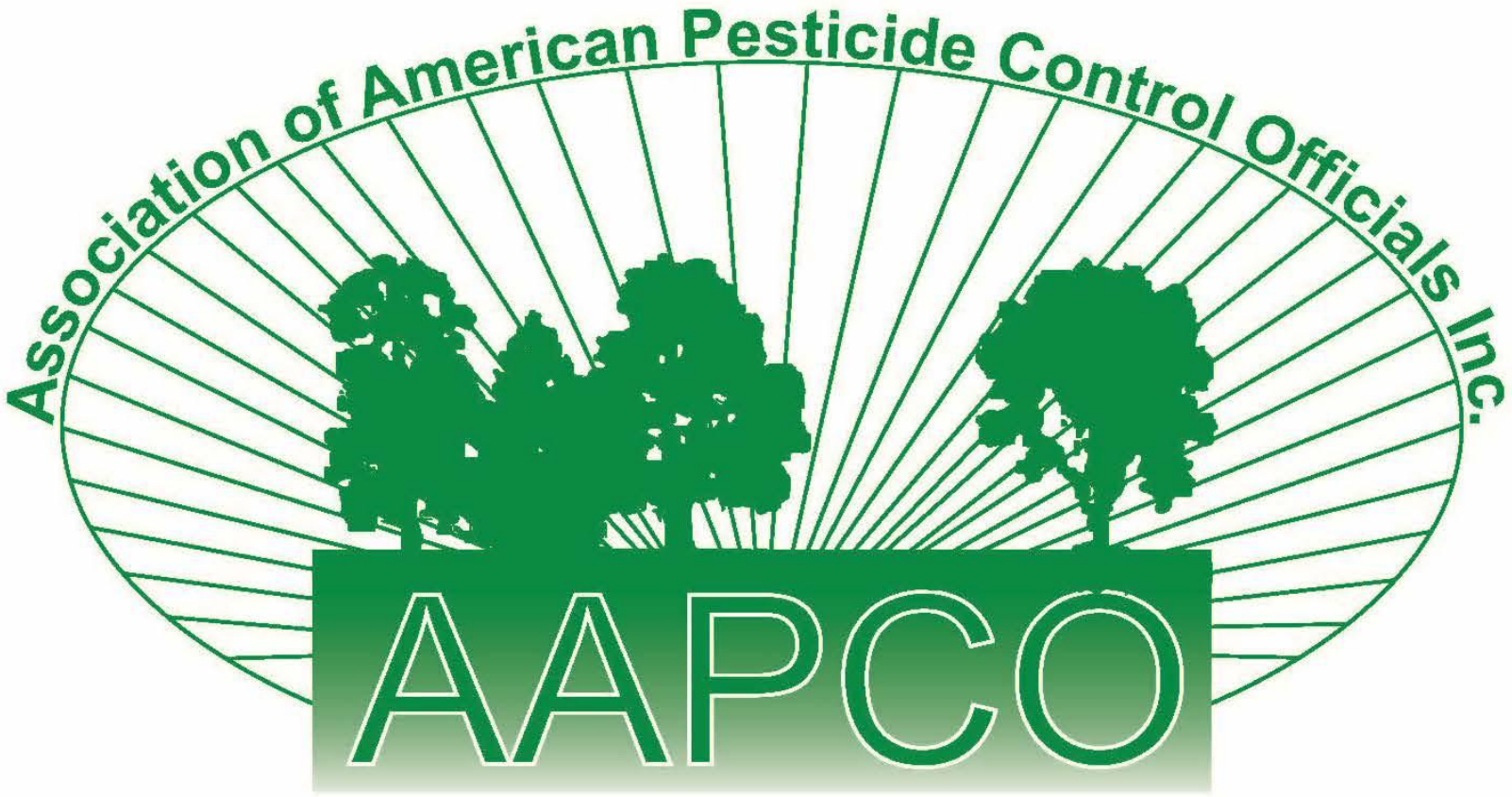
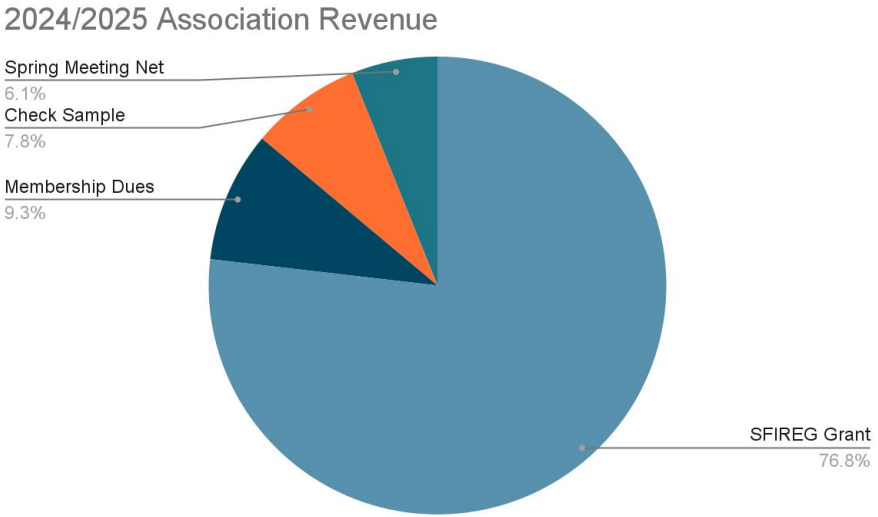



# Financial Overview and Outlook

# REVENUE

AAPCO currently has four sources of revenue

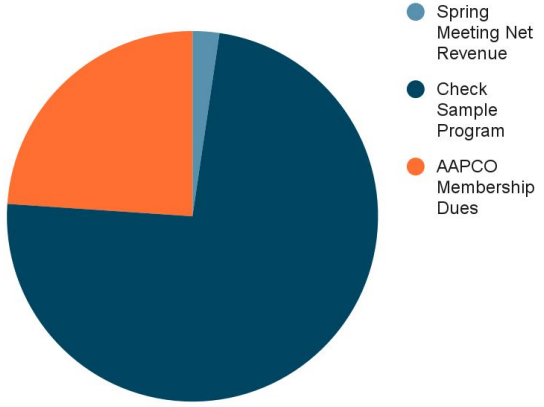
1. The SFIREG Grant from the EPA
2. The annual AAPCO Membership dues paid by state lead agencies
3. The cooperative check sample program performed by Purdue
4. Net revenue from the Annual Spring Meeting



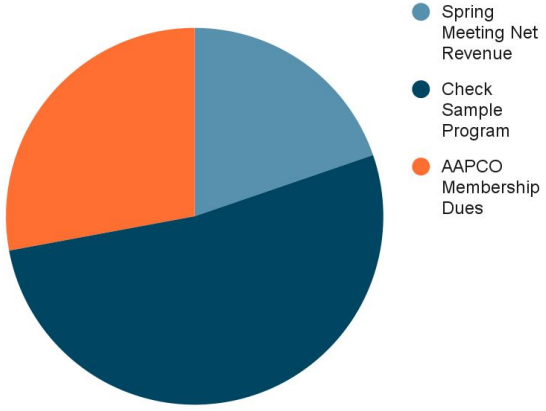
# AAPCO Program Revenue

AAPCO's program service revenue (outside of the SFIREG grant) has been variable.

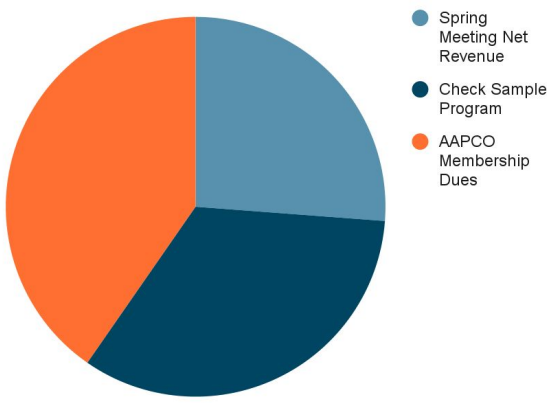
2022/2023




2023/2024




2024/2025



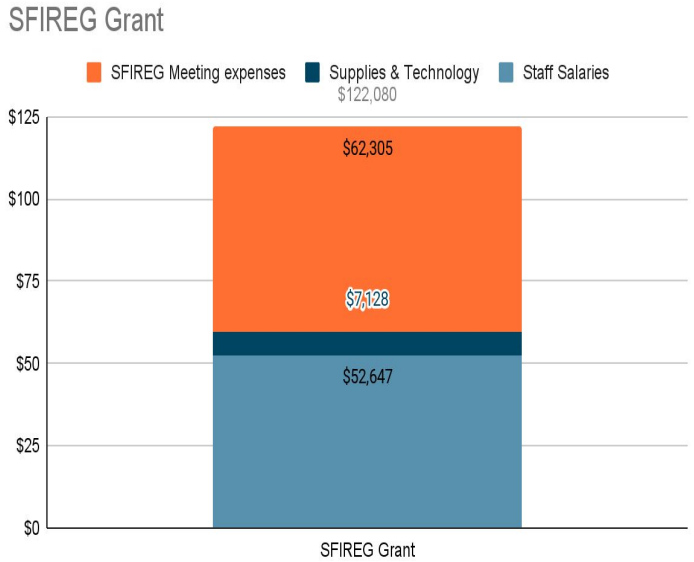
# SFIREG Grant

The current SFIREG grant is a five year agreement, ending in July 2029, for $1,105,000.

The grant covers the following costs:

- 85% of Amy & Gabe's salaries
- A portion of our supplies and technology needs (laptops, tech subscriptions, internet, postage)
- SFIREG Meeting expenses, including travel for Amy & two board members, participant travel reimbursements and any meeting space costs

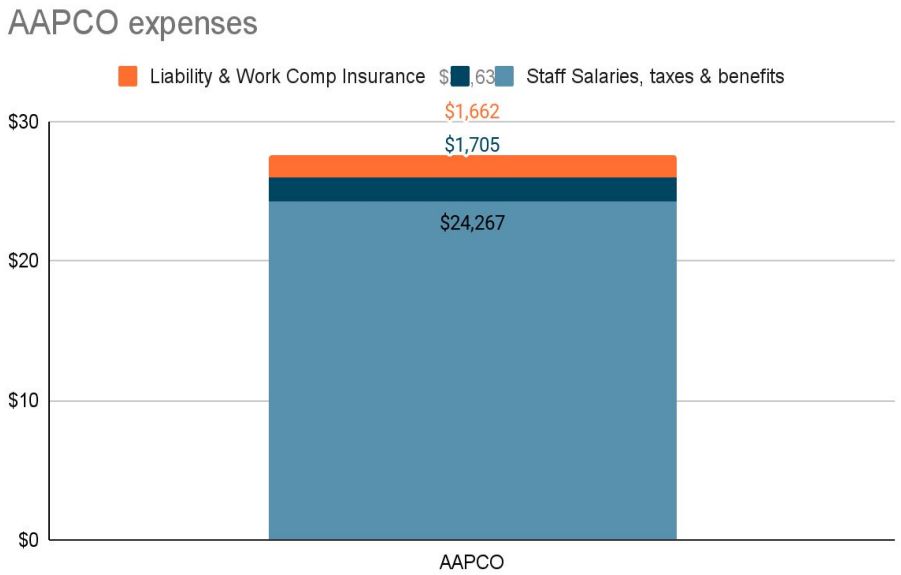
The SFIREG Grant is a reimbursable grant so the revenue is always a net zero at best.



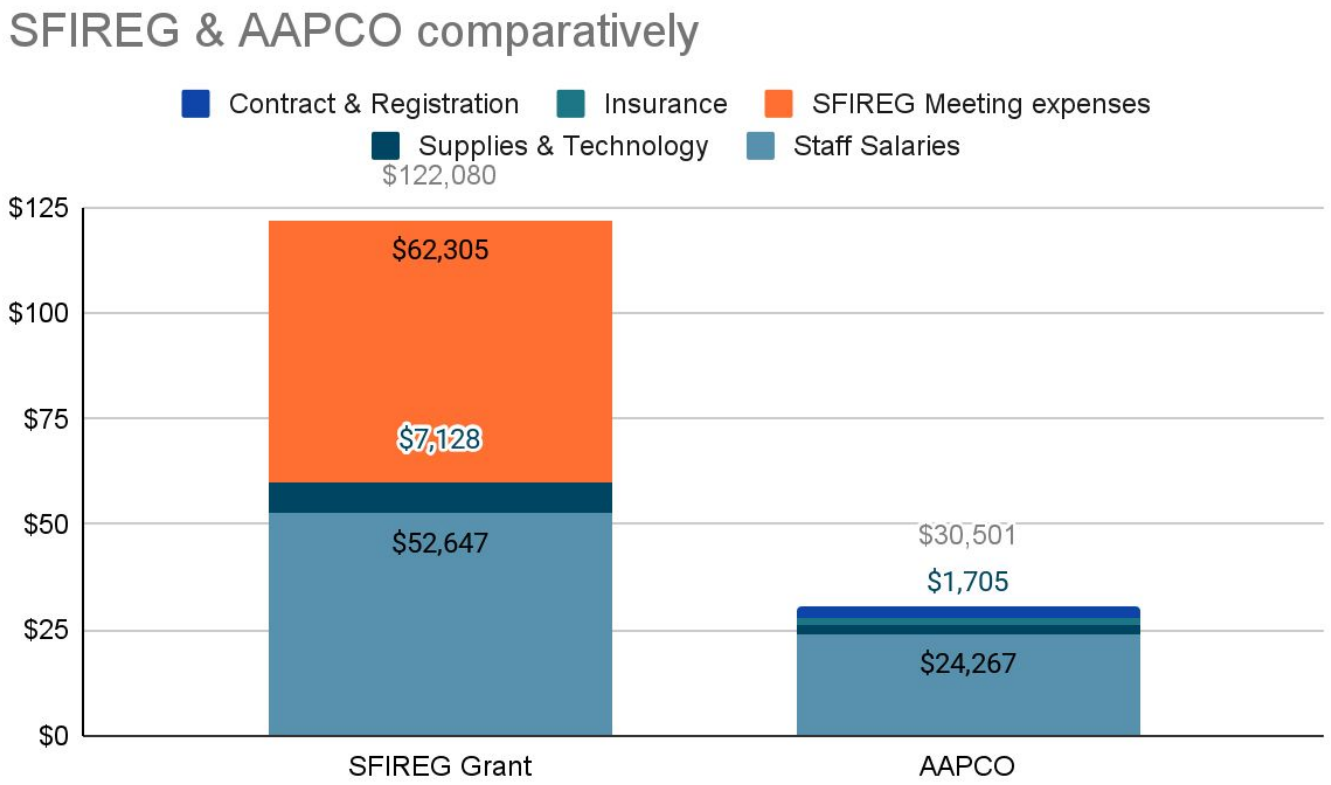
# AAPCO Program Revenue

AAPCO Program Service Revenue from the memberships, check sample and the spring meeting covers the following costs:

- 15% of Amy & Gabe's salaries and all other payroll taxes and benefits
- Contract & business registration fees
- Liability and work comp insurances
- Other general operational expenses not fully covered by the grant

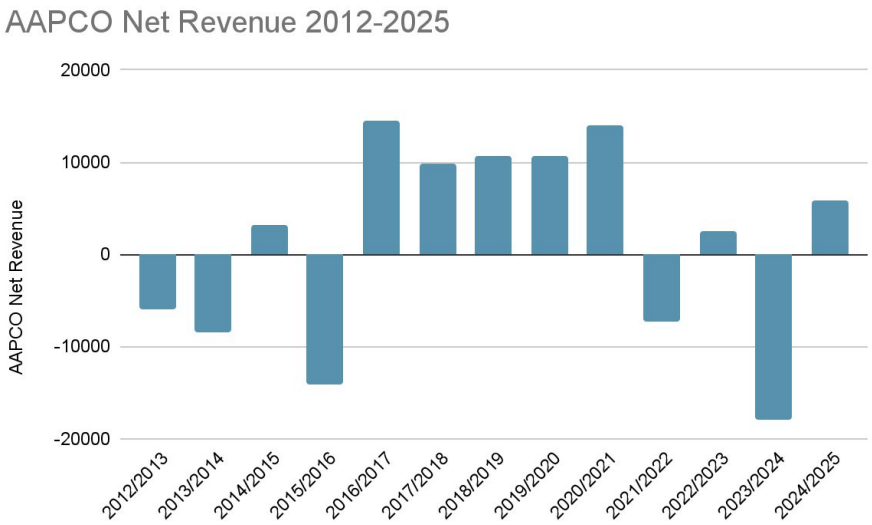


# SFIREG & AAPCO expenses comparatively

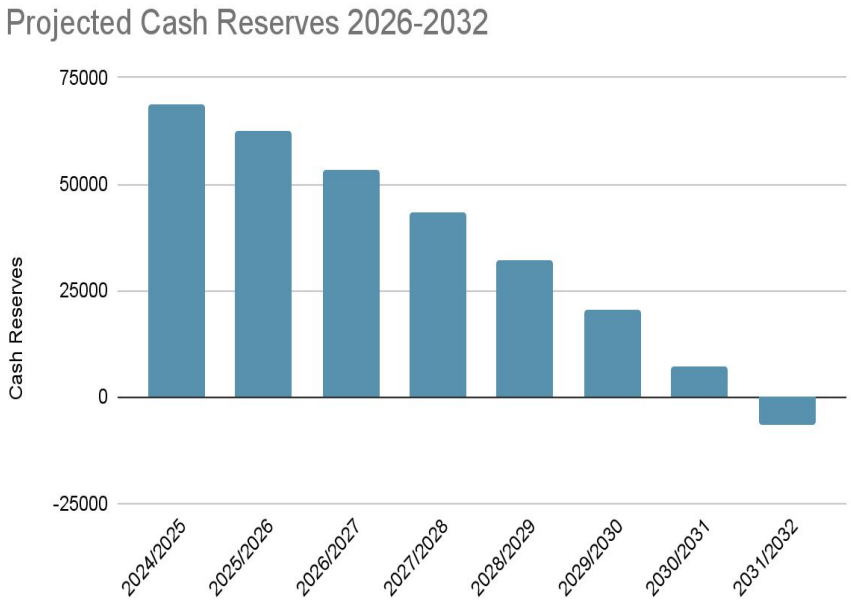


# AAPCO Net Revenue

- In 2021/2022 AAPCO had a net revenue of -$7485, the first year we had no check sample program revenue.
- In 2022/2023 AAPCO had a net revenue of $2500.
- In 2023/2024 AAPCO had a net revenue of -$18,012, $12,000 of which was to cover the gap at the sunset of our last 5 year grant.
- In 2024/2025 AAPCO membership fees were increased to $300 and we received $14,700 in memberships, $12,420 from the check sample program and netted $9,683 from the Spring Meeting.
- The overall net revenue after expenses for AAPCO in 2024/2025 was $5780.



# AAPCO Financial Outlook




For this year, without the check sample program revenue, we anticipated about a $7,000 deficit. Fortunately, the Spring Meeting attendance was up from years prior.

The Spring Meeting net revenue is difficult to control for/predict. This year we had 11 late registrations, which will cover the projected loss from the check sample program.

If we continue to net around $10,000 from the Spring Meeting, and maintain membership fees at $300, without the check sample program or identifying a new source of revenue we will spend down our reserves in 7 years.

For long term sustainability, AAPCO needs to develop a strategy to increase revenue by about $10,000 per year.

Possible options:
Increasing Membership fees
Finding new collaborative check sample partners
Developing new revenue streams