



**National Liquor Law Enforcement Association**

# **2008 Annual Report**

# Message from the President



It seems like only yesterday that I was standing in front of the membership and being sworn in as President in Orlando, Florida. It has been an honor to serve you over this past year and I consider it one of the highlights of my career in Law Enforcement thus far. This year was a year of transition for the NLLEA and I would like to take a moment to publicly thank the membership for their unfailing trust in and support for the decisions made by the Executive Board during the course of this year. Secondly, I would like to extend my personal thanks to the Executive Board members for their dedicated service, exemplary vision for change and their passionate professional commitment to this organization.

As I indicated this year has been a year of transition. The membership voted in August of last year to support a part-time Executive Director position and I am pleased to report that Beth Mattfeld accepted this position in January 2008. This position will be key in establishing additional funding streams, developing the membership and expanding the programmatic presence of the NLLEA on the national and international fronts. In the late Spring of 2008 PIRE signed a Cooperative Agreement with NHTSA extending its ability to provide support to the NLLEA through 2010. However, inherent in the Cooperative Agreement is a charge for the NLLEA to become independent and we have already begun the planning process for this gradual process over the next two years. Programmatically we have had another successful Training Academy, hosted in Ontario, CA under the leadership of Chuck Conkling, a wonderful conference in Nashville, TN and a successful initial effort to collect national data reflecting the great work of our membership in tackling underage drinking through the Operation Save a Teen. It has been a busy year!

It is a bitter sweet ending to a wonderful tenure as President of this fine organization. I would like to extend my final thanks to the law enforcement family of the NLLEA and its membership – it has been an honor and a privilege to serve you. The future is bright for the NLLEA and I look forward to serving and supporting this fine organization well into the future.



**NLLEA Board of Directors**  
*August 2007 - August 2008*

Best wishes in your enforcement efforts  
be SAFE!

Stacy L. Drakeford, President

# NLLEA Executive Board

*Serving August 2007 – August 2008*

## **Stacy Drakeford, President**

South Carolina, [sdrakeford@nllea.org](mailto:sdrakeford@nllea.org)

Stacy L. Drakeford Sr. has been with the South Carolina Law Enforcement Division since 1991. Prior to that time, he served with the South Carolina Highway Patrol. Stacy is a member on the South Carolina Underage Drinking Task Force, Governor's Council on Alcohol Prevention, Lexington/Richland Alcohol and Drug Abuse Policy Council. He serves on the USA Attorney's Violent Crime and Drug Task Force. Stacy received his bachelor's degree from Presbyterian College and master's degree from Troy University in Public Administration and Criminal Justice. Stacy is a graduate of the 208th Session of the FBI National Academy.

## **Charles Sumner, Vice President**

Mississippi, [csumner@nllea.org](mailto:csumner@nllea.org)

Charles A. Sumner is Director of Training for the Mississippi Office of Alcoholic Beverage Control's Bureau of Enforcement. He has 28 years experience in law enforcement and has been employed with the Mississippi ABC since 1980. He is a certified Firearms Instructor, Verbal Judo Instructor, and Glock Armorer and holds several other instructor certifications. An NLLEA member since 1991, Charles is also a graduate of the 170 Session of the FBI National Academy. He is Past President of Mississippi Chapter of FBI National Academy Associates. Charles was involved in the creation of the NLLEA Training Academy and has instructed at all NLLEA Academies since it was established in 1996.

## **Ted Mahony, Secretary/Treasurer**

Massachusetts, [fmahony@nllea.org](mailto:fmahony@nllea.org)

Fredrick "Ted" Mahony has been with the Massachusetts ABCC since 1995 and Chief of the Enforcement Division since 2000. In 2003 he was instrumental in saving the Massachusetts ABCC from being eliminated by Governor Mitt Romney when the governor filed and lobbied for legislation to move the agency to the Office of the State Treasurer. Ted was named the NLLEA's 2004 Agent of the Year for his work toward the stabilization of the Massachusetts ABCC. He received his Bachelors degree from Boston State College and attended New England School of Law.

## **Steve Ernst, Sergeant-At-Arms**

California, [sernst@nllea.org](mailto:sernst@nllea.org)

Since January of 2006, Steve Ernst has served as the Headquarters Deputy Division Chief for the California Department of Alcoholic Beverage Control. Prior to this promotion and move to Sacramento, he was in charge of the San Diego district office. Steve has been with the California ABC for nearly 25 years, beginning by working the streets of Los Angeles and San Diego counties. His current responsibilities include oversight of Trade Enforcement, Grant Administration including the Grant Assistance Program (GAP), TRACE, Training, Professional Standards Unit/Internal Affairs, Licensing, Recruitment and Background Investigations.

## **Shawn Walker, Immediate Past President**

Virginia, [swalker@nllea.org](mailto:swalker@nllea.org)

Shawn is the Deputy Director of the Bureau of Law Enforcement Operations at the Virginia Department of Alcoholic Beverage Control (ABC). Prior to assuming his current position, Shawn was the Special Agent in Charge of Education, Training and Industry Matters, an ABC Special Agent assigned to the Chesapeake region and a patrol officer with the Old Dominion University Police Department. Shawn received a B.S. in Criminal Justice from Old Dominion University in Norfolk. He has taken graduate courses in Public Administration at Old Dominion University and is a graduate of the 224th session of the FBI National Academy, the Police Executive Leadership School at the University of Richmond and the Criminal Justice Supervisory Institute at Radford University. He currently resides with his wife and two children in the suburbs of Richmond, VA.

# NLLEA Past Presidents

Shawn Walker	Virginia	2006 - 2007
Linda Ignowski	Oregon	2005 - 2006
Rick Phillips	Washington	2004 - 2005
Aidan Moore	New Hampshire	2003 - 2004
David Wilson	Mississippi	2002 - 2003
Roger Johnson	Wisconsin	2001 - 2002
William Patterson, Jr.	North Carolina	2000 - 2001
Gregory Hamilton	Texas	1999 - 2000
Tom Bolton	Ontario, Canada	1998 - 1999
Dave Reitz	Colorado	1997 - 1998
Chris Curtis	Virginia	1996 - 1997
Richard Evans	Oregon	1995 - 1996
William Saxton	Nebraska	1994 - 1995
Dennis Theoharis	Maryland	1993 - 1994
John Britt	North Carolina	1992 - 1993
Joe Dorton	South Carolina	1991 - 1992
Jimmy Sullivan	Mississippi	1990 - 1991
Dave Goyette	Washington	1989 - 1990
John Martin	Maine	1988 - 1989

The Immediate Past President is a voting member of the Board of Directors.

# NLLEA Membership

<b>Agency Memberships (Voting):</b>	45
State Agency Memberships (and DC):	37
Local Agency Memberships:	8
International Memberships:	1
<b>Individual Memberships (Non-Voting):</b>	67
Agency Representatives:	595
Life Members:	13
<b>Total Law Enforcement Officers in NLLEA:</b>	<b>675</b>
<b>Associate Memberships (Non-Voting):</b>	4

## States (and DC) Represented:

<i>Alabama</i>	<i>Alaska</i>	<i>Arizona</i>
<i>Arkansas</i>	<i>California (2)</i>	<i>Colorado</i>
<i>Connecticut</i>	<i>Delaware</i>	<i>District of Columbia</i>
<i>Florida</i>	<i>Georgia</i>	<i>Hawaii (4)</i>
<i>Idaho</i>	<i>Illinois</i>	<i>Indiana</i>
<i>Kentucky</i>	<i>Louisiana</i>	<i>Maryland (2)</i>
<i>Massachusetts</i>	<i>Mississippi</i>	<i>Missouri</i>
<i>Nebraska</i>	<i>New Hampshire</i>	<i>New York</i>
<i>North Carolina</i>	<i>Ohio</i>	<i>Oklahoma</i>
<i>Oregon</i>	<i>Pennsylvania</i>	<i>South Carolina</i>
<i>Tennessee</i>	<i>Texas</i>	<i>Utah</i>
<i>Vermont</i>	<i>Virginia</i>	<i>Washington</i>
<i>West Virginia</i>	<i>Wisconsin</i>	<i>Wyoming</i>

# Highlights

## Mission

*The National Liquor Law Enforcement Association (NLLEA) is a non-profit association of law enforcement personnel dedicated to the enforcement of liquor laws and regulations. The NLLEA has a membership structure that is open to all levels of persons involved in enforcing liquor laws in the United States and Canada.*

*The NLLEA is committed to improving the standards and practices of liquor law enforcement, to the professional development of its members, and to public recognition of the role and achievements of liquor law enforcement in protecting and promoting public safety. The NLLEA actively collaborates with other national law enforcement organizations and with state and local law enforcement organizations to enhance understanding of the overall importance of liquor law enforcement in preventing crime and community problems. In addition, the NLLEA fosters a cooperative and mutually beneficial working relationship with alcohol research and public health organizations and with responsible members of the liquor industry. We consider these groups to be amongst our closest allies in ensuring that alcoholic beverages are promoted, distributed, and consumed in a legal fashion.*

## Strategic Plan

A NLLEA Strategic Plan was developed with the assistance of PIRE, for 2008 through 2010. It was finalized and adopted by the Executive Board in November 2007 and reflects the organizations current Four Point NLLEA Strategic Approach highlighted in the next section. This document was instrumental in supporting the proposal to the National Highway Traffic Safety Administration (NHTSA) and the current Cooperative Agreement between PIRE and NHTSA. Highlights of the Strategic Plan include the following:

- Appoint initial staffing of the Association – Executive Director Position;
- Ensure long-term financial viability, identify and cultivate mutually beneficial relationships with advocacy groups, corporations, government agencies, academic institutions and other potential funding sources;
- Increase membership in the Association ;
- Provide enhanced opportunities to the membership through training, communication and policy development;
- Articulate and disseminate public positions, enhancing the national level of expertise found in our membership;
- Enhance communication internally and externally regarding data used in decision making at the local, state and federal level.

# Highlights

## **Four Point NLLEA Strategic Approach**

- 1. Identify and utilize a multitude of resources to develop NLLEA self sufficiency and growth.**
- 2. Support an NLLEA Executive Director position with it's first priority to implement key strategies of the Four Point Plan.**
- 3. Enhance means of communication for membership, the executive board and committees and the organization as a whole, through the website, meetings, technical assistance and other venues.**
- 4. Develop and disseminate standardized statistical enforcement data and Best Practice Procedures to the NLLEA membership and other agencies, further establishing the NLLEA as the recognized national source for liquor law enforcement knowledge, training and expertise.**

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### **Accomplishments in 2007-2008:**

- Three year Strategic Plan was adopted and instrumental in obtaining the Cooperative Agreement between PIRE and NHTSA.
- Executive Director position was developed, approved and filled in January 2008.
- Three levels of sponsorship were defined and adopted to allow for additional financial opportunities for the Association.
- Operation Save a Teen, a membership wide drive to collect data related to underage drinking enforcement was successfully implemented in the May 2008. This informed the development of procedures related to data collection for implementation in the following year.
- The NLLEA submitted a proposal to NHTSA, in April 2008, for funding related to extensive data collection efforts to begin in FY 2010 (pending).
- A database of potential sponsors or conference vendors was developed with over 100 current entries.
- The process for awarding scholarships in the name of the NLLEA was developed for implementation in the following year.
- Annual Training Academy was successfully held in Ontario, CA.
- Administrative procedures and policies were established to assist as the Association continues to move toward self sufficiency. This includes establishing credit history, researching 501c6 or 501c3 status and establishment of a DUNNS number and registration so NLLEA is eligible to accept funding from grants and other government contracts.

# Highlights

## **Key Strategies for 2008-2009:**

- Continue Executive Director position with a goal to expand the responsibilities, to include implementation, planning and running day-to-day operation.
- Actively pursue Corporate / Foundation Sponsorship and Grants in an effort to sustain current efforts and expand the 4 Point Plan into the future.
- Train the Executive Board and Executive Director in web site maintenance, newsletter production, data and records systems and financial matters currently being provided under the NHTSA Cooperative Agreement until 2010.
- Contact, communicate and partner with National Government Offices and other Independent Organizations involved in alcohol enforcement and prevention. Partner with efforts that support the NLLEA mission and vision within the structure of the 4 Point Plan.
- Enhance the Web Site, include additional links to alcohol research reports, information and training, develop webinar capacity and a blogging feature.
- Develop a detailed sponsorship benefit package with a structured implementation plan to solicit sponsors.
- Develop a detailed membership package and actively recruit state agencies that are not current members of the NLLEA. Partner with other federal agencies and national organizations to recruit local agency and individual membership.
- Establish a consistent, continuous method for members to collect and report enforcement data related to liquor law enforcement.
- Develop a more comprehensive communications and media plan at the national, state and local level to include but not be limited to weekly emails, topic generated member blogs, expert panels with open call lines & utilization of Web.
- Actively solicit Academy scholarship support from other groups or associations that would benefit from the training. (e.g. NABCA, NSLCA, MADD)
- Lay the foundation for the establishment of an independent NLLEA office.
- Develop National Enforcement Programs with state participation, standardized data, promotion and National Press Coverage of the programs
  - 2009 NLLEA Winter SIP enforcement initiative
  - 2009 Spring underage drinking enforcement initiative

# Highlights

## Annual Training Academy:

This year's Training Academy was held in Ontario, California. There were 47 students that came from 18 different agencies including four police departments, two sheriff's departments and one non-profit organization. Despite being held on the West Coast to entice our members and agencies that often have to travel far distances, the Academy boasted participants from as far away as Massachusetts and Hawaii. Participation in the four phases was as follows:

- Basic Phase – 19 students
- Advanced Phase – 10 students
- Special Investigations – 10 students
- Leadership Phase – 8 students

This was the first year that the Training Academy was hosted by a municipal department – and the results were outstanding. Chief Jim Doyle and his staff at the Ontario Police Department did a fantastic job and we particularly recognize the outstanding efforts of Linda Bartlett and Fred Alvarez who went above and beyond to make this years Academy a huge success.

A special thanks goes out to Chuck Conkling and Charles Sumner for their dedication and commitment to making this event a success each year. They voluntarily design, coordinate, instruct and oversee all aspects of the Academy each year – we are indebted to their efforts.



# Highlights

## **22<sup>nd</sup> Annual Conference – *Enhancing Public Safety through Liquor Enforcement:***

This year's Annual Conference was held in Nashville, Tennessee on August 19<sup>th</sup> through August 23<sup>rd</sup>. The events began with the President's Reception in the evening on Tuesday, followed by an Opening Session on Wednesday and an opportunity for members to network while *relaxing on the river*. Plenary sessions on defending the Minimum Purchase Age law and liquor law enforcement along jurisdictional borders were balanced by workshops focused on electronic data recording, alcohol compliance surveys, training for retailers, making enforcement efforts locally relevant, building a relationship with police academy training, preventing sales to intoxicated persons, conditional use permits and collaborations in college environments. Presenters included:

Fred Alvarez, Ontario Police Department  
Dave Chaney, Accent  
Chris Curtis, PIRE  
Derek Donswyk, Alcohol Enforcement City of Ventura  
Jennifer Fults, Indiana State Excise Police  
J.T. Griffin, MADD National  
Commissioner Alex Hermans, Co-Chair of START  
Alex D. Huskey, Indiana State Excise Police  
Cory MacDonald, City of Portsmouth Prosecutor  
Leticia Mendez, Washington State Liquor Control  
William Patterson, PIRE  
Katherine Richardson, Alcohol and Tobacco Division  
Ronald Serpas, Nashville Police Department  
Vicki Taylor, Tennessee Commission on Children and Youth  
John Underwood, American Athletic Institute  
Shawn Walker, Virginia ABC  
Roxanne Woods, UC Davis Medical Center

James Bryant, MADD National  
Linda Chezem, Purdue University  
Doug DeLeaver, Maryland State Police  
Danielle Elks, Tennessee ABC  
Bill Goggins, Vermont Department of Liquor Control  
Randy Haynes, West Virginia Alcohol Beverage  
Col. Evan J. Hoapili, U.S. Air Force  
Jeffrey A. Levy, MADD  
Ronald M. McDonald, Indiana State Excise Police  
Aidan J. Moore, PIRE  
Dan Rehfield, Patrol Officer  
David Rogers, Georgia Department of Revenue  
Terry L.C. Stotler, U.S. Air Force  
Howard Tyler, Georgia Department of Revenue  
Steven Waldo, Vermont Department of Liquor Control  
James M. Wilson, New Hampshire State Liquor  
Edward M. Yarbrough, United State Attorney

**NLLEA Law Enforcement Awards** were presented to:

Innovative Liquor Law Enforcement Program of the Year:

**Fake Identification Education and Training Program**

Mississippi Office of Alcoholic Beverage Control, Bureau of Enforcement

Liquor Law Enforcement Agent of the Year:

**Investigator Jason Medina**

Colorado Liquor Enforcement Division

Liquor Law Enforcement Agency of the Year:

**Massachusetts Alcohol Beverage Control Commission, Investigative and Enforcement Division**

# **NLLEA**

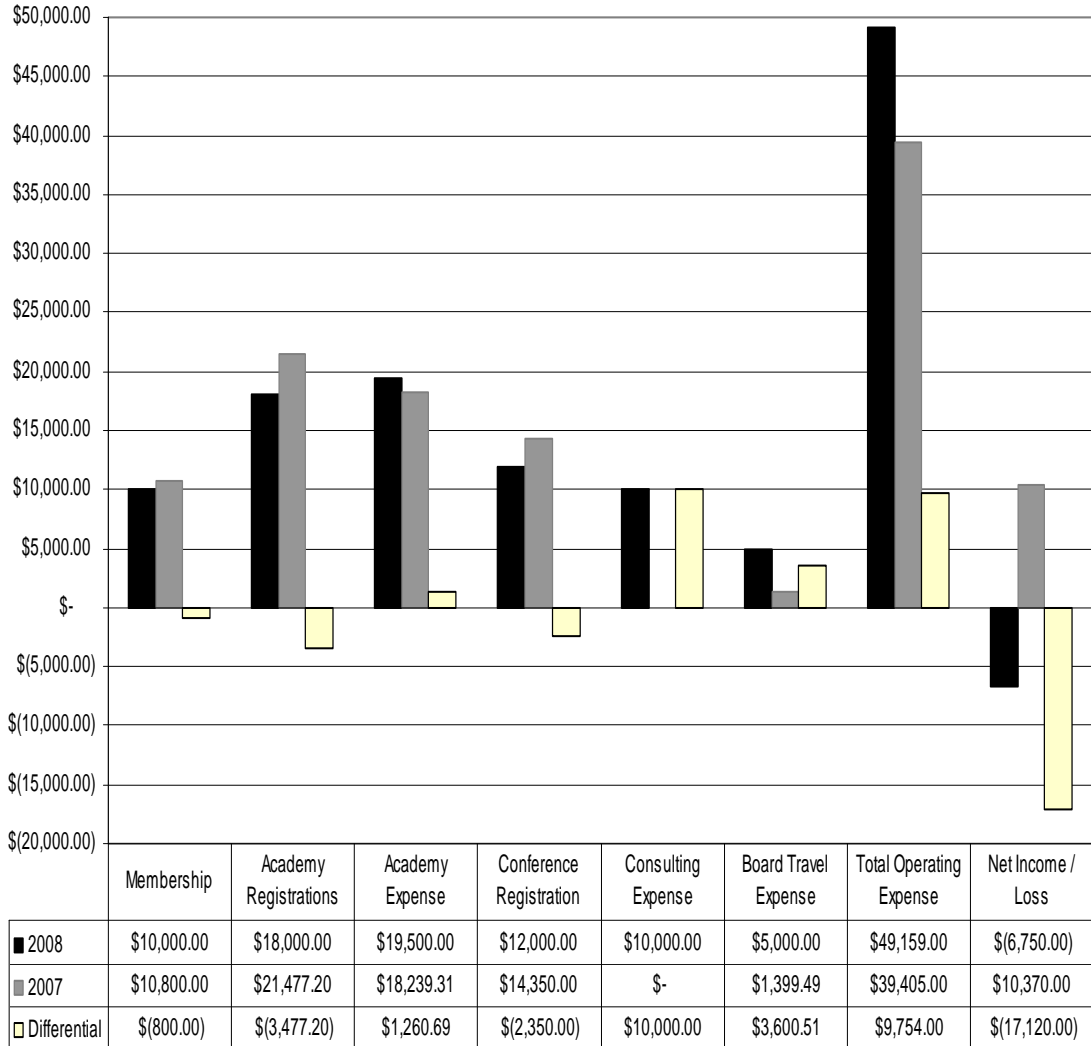
# **Financial Report**

# **2008**

## Four Year Income Statement & Projection

				2008	2007	2008	2007	2006	2005
				Mid Point	Mid Point	Annual	Annual	Annual	Annual
						Projected			
<b>Revenue from NLLEA Operations:</b>									
	Membership			\$ 9,770.00	\$ 10,290.00	\$ 10,000.00	\$ 10,800.00	\$ 9,090.00	\$ 11,450.00
	Academy Registrations			\$ 17,200.00	\$ 21,452.20	\$ 18,000.00	\$ 21,477.20	12,712.00	\$ 22,350.00
	Annual conference			\$ 2,300.00	\$ 4,050.00	\$ 12,000.00	\$ 14,350.00	16,025.00	\$ 17,775.00
	Merchandise			\$ -	\$ -	\$ 400.00	\$ 457.00	986.00	\$ 1,209.00
<b>Total Revenue</b>				\$ 29,270.00	\$ 35,792.20	\$ 40,400.00	\$ 47,084.20	38,813.00	\$ 52,784.00
<b>Expenses:</b>									
<b>Direct NLLEA Program Costs:</b>									
	Direct-Membership			\$ 144.28	\$ -	\$ 150.00	\$ 18.19	\$ 176.32	\$ 228.84
	Direct-Academy			\$ 19,275.75	\$ 16,770.96	\$ 19,500.00	\$ 18,239.31	\$ 17,051.50	\$ 16,072.87
	Direct-Annual Conference			\$ -	\$ 500.00	\$ 11,000.00	\$ 14,179.02	\$ 14,591.27	\$ 16,339.14
	Direct-Merchandise			\$ -	\$ -	\$ 500.00	\$ 341.99	\$ 1,513.39	\$ 2,098.65
<b>Subtotal NLLEA Program Costs:</b>				\$ 19,420.03	\$ 17,270.96	\$ 31,150.00	\$ 32,778.51	\$ 33,332.48	\$ 34,739.50
<b>Direct Administrative Expenses:</b>									
	Consulting Fees			\$ 4,690.00	\$ -	\$ 10,000.00	\$ -	\$ -	\$ -
	Board Travel Expense			\$ 4,141.57	\$ 1,399.49	\$ 5,000.00	\$ 1,399.49	\$ -	\$ -
<b>Subtotal Administrative Expenses:</b>				\$ 8,831.57	\$ 1,399.49	\$ 15,000.00	\$ 1,399.49	\$ -	\$ -
<b>Total Direct Expenses:</b>				\$ 28,251.60	\$ 18,670.45	\$ 46,150.00	\$ 34,178.00	\$ 33,332.48	\$ 34,739.50
<b>NLLEA Indirect Costs:</b>									
	Support Services			\$ 2,074.61	\$ 2,183.73	\$ 3,000.00	\$ 5,227.63	\$ 3,002.42	\$ 3,035.82
	Other Indirect Costs					\$ -	\$ -	\$ -	\$ 5.71
<b>Total Indirect Costs:</b>				\$ 2,074.61	\$ 2,183.73	\$ 3,000.00	\$ 5,227.63	\$ 3,002.42	\$ 3,041.53
<b>Total Operating Expenses:</b>				\$ 30,326.21	\$ 20,854.18	\$ 49,150.00	\$ 39,405.63	\$ 36,334.90	\$ 37,781.03
<b>Net Income (Loss) from Operations:</b>				\$ (1,056.21)	\$ 14,938.02	\$ (8,750.00)	\$ 7,678.57	\$ 2,478.10	\$ 15,002.97
<b>Other Income &amp; Expenses:</b>									
	Vanguard MMA Interest Revenue			\$ -	\$ 631.58	\$ 2,000.00	\$ 2,690.53	\$ 1,790.86	\$ 865.49
	Miscellaneous Revenue/Donations			\$ 100.00	\$ -	\$ -	\$ -	\$ 100.00	
	Other Expenses (Unallowable)				\$ -	\$ -	\$ -	\$ -	
<b>Net Income (Loss): Non-Operations</b>				\$ 100.00	\$ 631.58	\$ 2,000.00	\$ 2,690.53	\$ 1,890.86	\$ 865.49
<b>Cumulative Year to Date total Net Income</b>				\$ (956.21)	\$ 15,569.60	\$ (6,750.00)	\$ 10,369.10	\$ 4,368.96	\$ 15,868.46

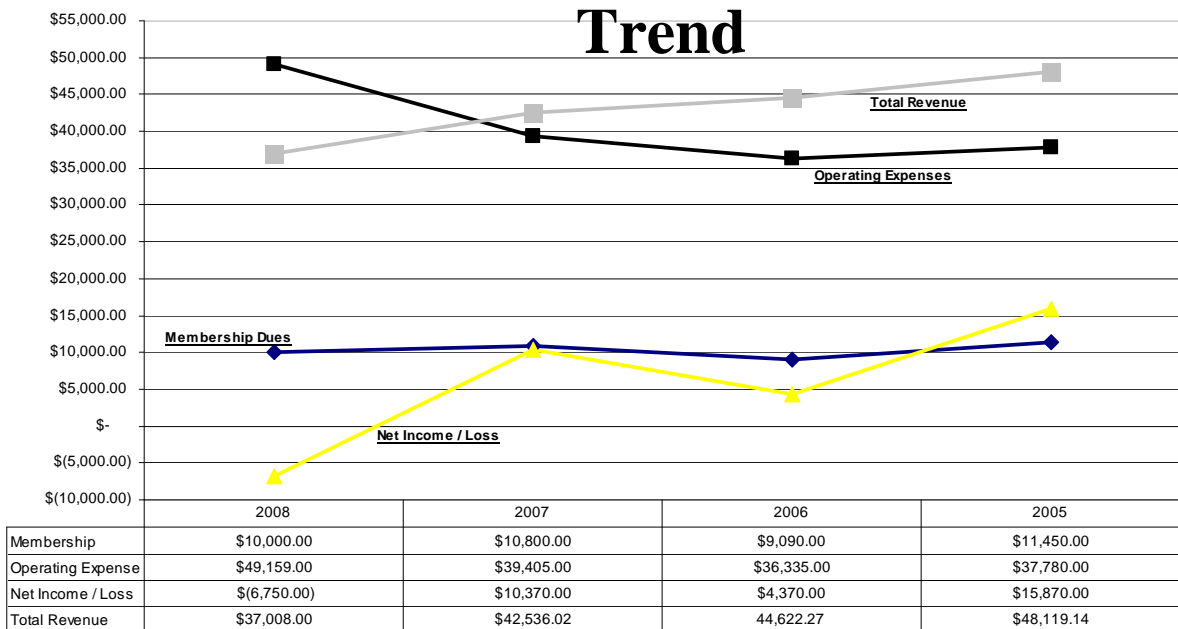
## 2007 v 2008 Comparison



**Please note Conference Registration and Consulting Expenses for 2008 are estimated.**

Board Travel Expense	+ \$ 3,600
Executive Director Position	+ \$10,000
Academy Registrations	- \$ 3,400
Academy Expense	+ \$ 1,200

# Four Year Income/Expense



Issue: How to increase overall Revenue?

Facts: Membership dues are level and have not increased at this time.  
Corporate / Foundation Sponsorships have not developed at this time.  
Grant application is pending.

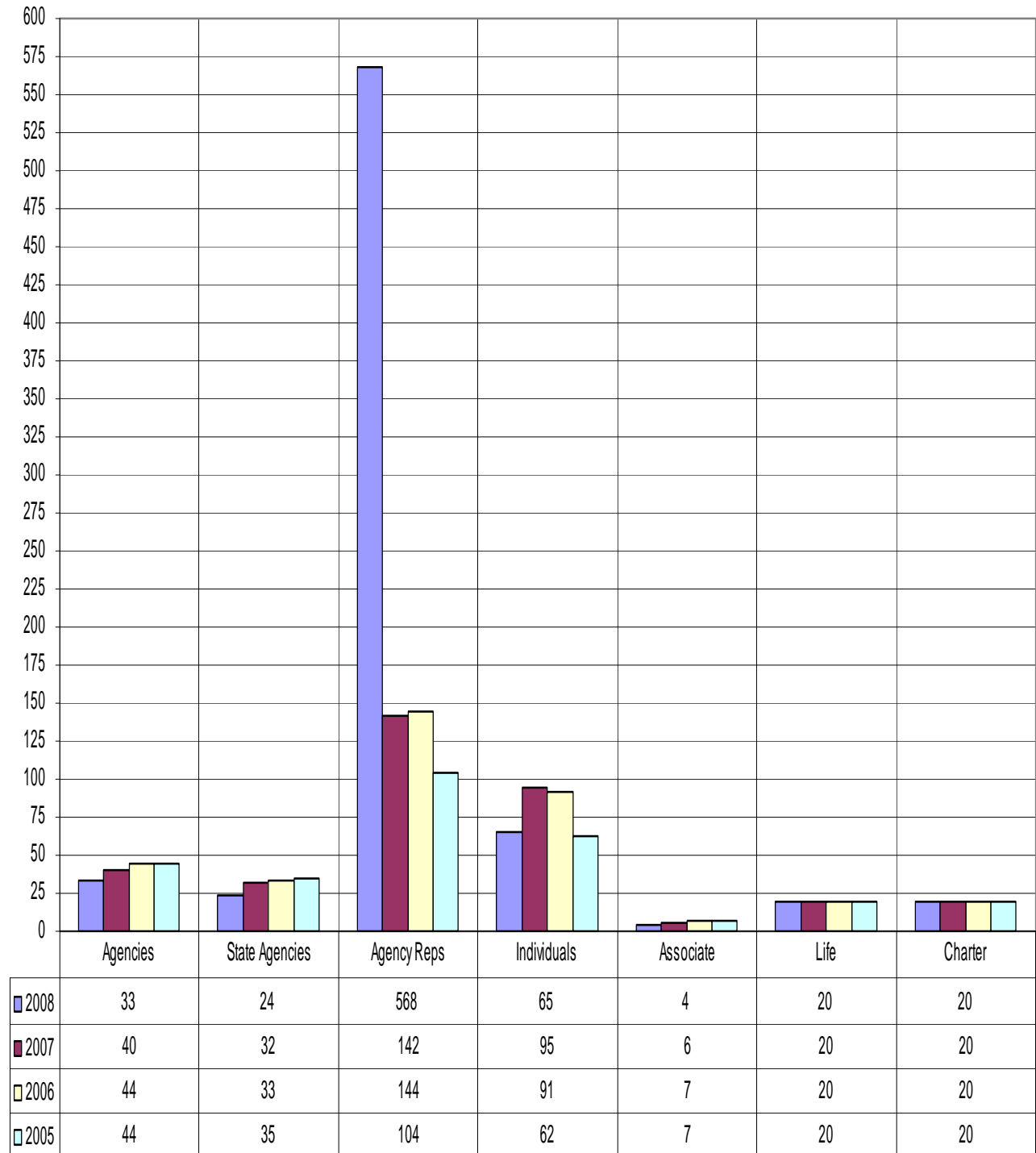
Action: Implement a definitive schedule to identify and solicit membership. (Limited \$ Impact)  
Develop a specific benefit proposal for corporate / foundation sponsorship and implement a nationwide schedule to solicit sponsors.  
Continue to aggressively pursue grant opportunities that coincide with our national enforcement initiatives.  
Aggressively develop NLLEA nationwide enforcement initiatives to demonstrate the benefit of such grants. This will also require STATE PARTICIPATION.

Issue: How to decrease overall expenses?

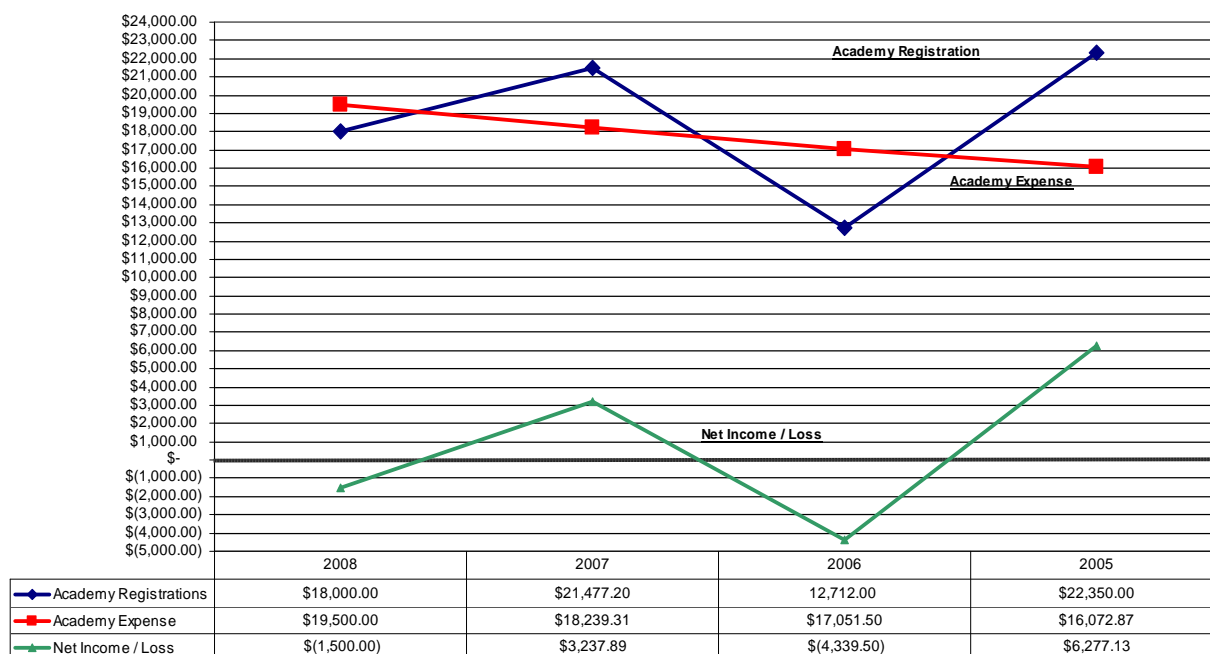
Facts: The two primary expense issues are Board travel for meetings and the Executive Director consulting fees.

Action: Reduce or eliminate meetings and rely on monthly conference calls and ED e-mails.  
Extend PIRE / NLLEA Advisory Board meeting by 1 day to conduct Board Business  
Continue with Executive Director expense as the long term solution to real revenue enhancement and association goal achievement..

# Four Year Membership Trend



## Four Year Academy Income/Loss Trend



**Issue:** How to increase Academy attendance and thereby increase revenue?

**Facts:** The Board and membership consider the Academy to be the cornerstone of our service to the membership as well as our greatest asset.

Over the long term the Academy has consistently broken even and been self sufficient. Year to year the Academy revenue is dependent on the financial ability of Agencies to send agents. The break even point appears to be approximately 45 agents. An increase in attendance will ensure Academy self sufficiency and will increase revenue for the Association to address future programs for growth and independence..

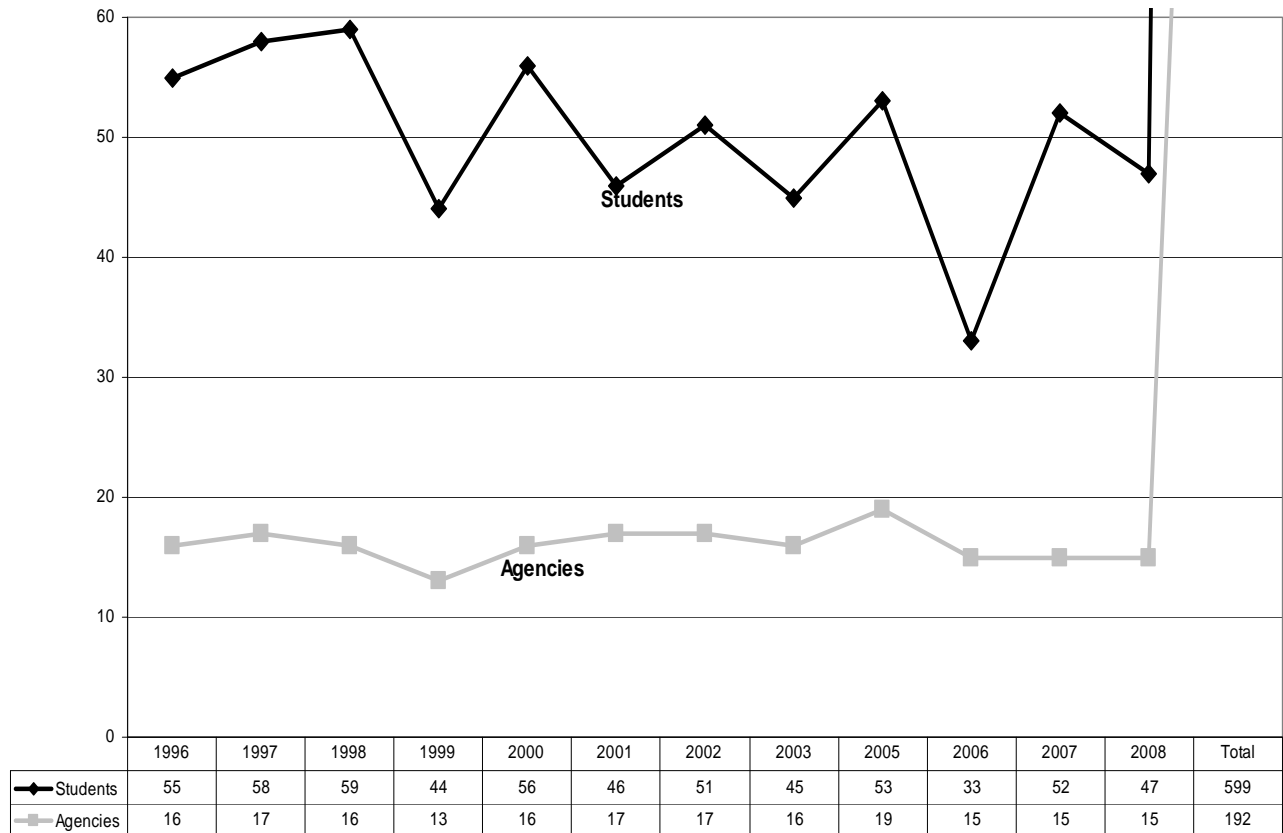
**Actions:** Request that the Academy Director participate in Executive Board meetings to further communication and Board support.  
 Ask the Executive Director to actively solicit Academy enrollment.  
 Ask the Executive Director to actively solicit Academy scholarship support from groups that would benefit from the training. (e.g. NABCA, NSLCA, MADD)

**Issue:** How to decrease Academy expenses.

**Action:** Determine locations that are the most economical for travel and lodging.  
 Solicit locations that would support the Academy.  
 Consider training locations pursuant to the above.

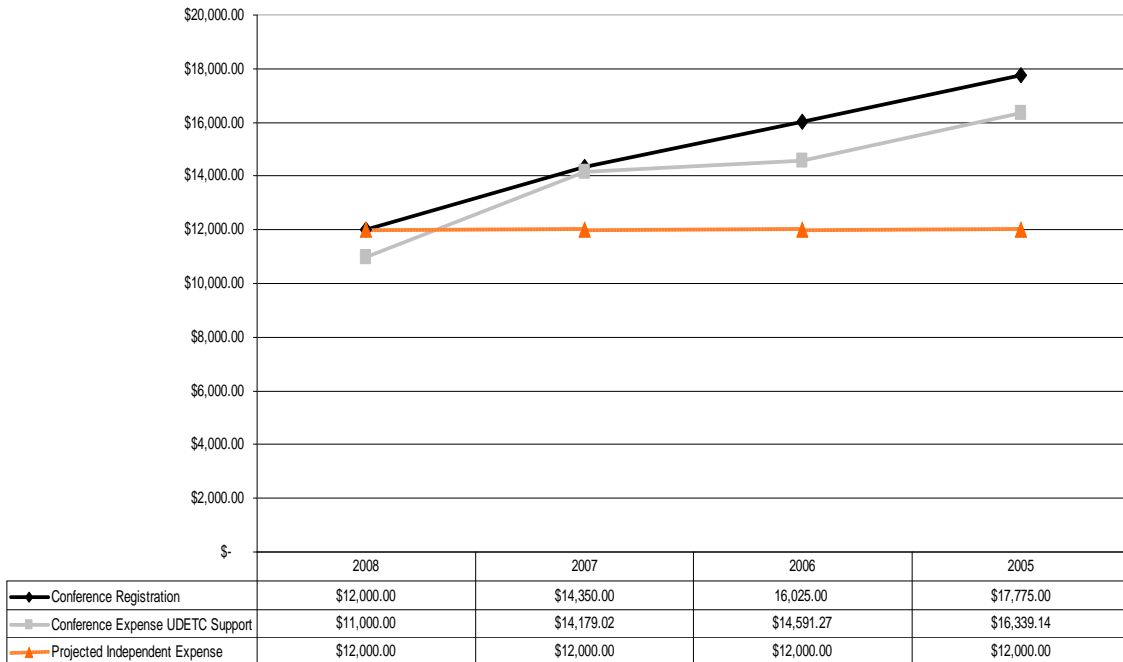
The 2005 breakdown of costs were: Academy T-shirts - \$1,000; Food/Beverages- \$2,500; Instructor Lodging - \$5,100; Per Diem - \$2,500; Airfare - \$1,800; Supplies/Printing/Shipping - \$500. Total: \$13,500

## Academy Attendance



# Conference

Conference Trend



**Issue:** Will the current PIRE conference staff support continue?

**Facts:** The conference is a financial break even due to UDETC Contribution. Currently the conference provides a national forum for Association development as well as several benefits highlighted on the next page. The Board has been informed that funding for continued PIRE staff support is questionable. Currently some members feel that the conference overwhelms NLLEA identity.

**Action:** Communicate with PIRE to determine the feasibility of continued conference staff support. Determine the cost / risk factors for an independent conference should it be necessary and present the issue to be addressed at the 2009 Annual Meeting. Enhance current efforts toward conference self identity and collegiality for NLLEA.

## Conference

2007 Conference Expenses	Amount	Independent Projection
Shipping and Receiving	\$ 101.23	\$ 100.00
Glenn Birch speaker – Hotel Room	\$ 89.89	\$ -
Dinner (Drinks)	\$ 858.88	\$ -
Dinner - President’s Reception	\$ 6,100.00	\$ 2,500.00
Ice Delivery to Suite (Hospitality)	\$ 61.00	\$ 100.00
Conti Breakfast	\$ 2,979.24	\$ 1,000.00
AM Break	\$ 555.00	\$ 500.00
Lunch	\$ 4,107.00	\$ -
PM Break	\$ 721.50	\$ 500.00
Ice Delivery to Suite (Hospitality)	\$ 61.00	\$ 100.00
Equipment and Sales (4 Breakouts)	\$ 804.64	\$ 600.00
Conti Breakfast	\$ 2,979.24	\$ 1,000.00
AM Break – Complimentary from Hotel	\$ -	\$ -
Lunch – Law Enforcement Luncheon	\$ 3,927.18	\$ -
PM Break	\$ 1,151.07	\$ 500.00
Ice Delivery to Suite (Hospitality)	\$ 61.00	\$ 100.00
Reception	\$ 1,692.75	\$ -
Reception (Drinks)	\$ 796.97	\$ -
Annual Banquet	\$ 4,117.50	\$ 5,000.00
		\$ -
<b>NLLEA Total Expenditures</b>	<b>\$ 31,165.09</b>	<b>\$ 12,000.00</b>
Registration Dollars Collected	\$ 12,000.00	\$ 12,000.00
Amount contributed by OJJDP/UDETC	\$ 19,165.09	
<b>Amount owed to OJJDP/UDETC</b>	<b>\$ 12,000.00</b>	

Note:

This chart does not include the numerous hours of preparation and logistical support provided by PIRE.

**National Liquor Law Enforcement Association**

**Balance Sheet**

**As of June 30:**

	<b>2008</b>	<b>2007</b>
<b><u>Assets</u></b>		
<b>Current Assets:</b>		
Checking @ B of A-Operations	8,164.29	26,379.95
Vanguard Prime Portfolio-MMF	62,706.93	50,647.98
Prepaid Deposits - -		
Accounts Receivable - -		
<b>Total Current Assets:</b>	<b>70,871.22</b>	<b>77,027.93</b>
<b>Fixed Assets:</b>		
Furniture & Equipment		
Less Accumulated Depreciation		
<b>Net Fixed Assets: - -</b>		
<b>Total Assets</b>	<b>\$70,871.22</b>	<b>\$77,027.93</b>

**Liabilities & Net Worth**

<b>Current Liabilities:</b>		
Accounts Payable - -		
<b>Total Current Liabilities: - -</b>		
<b>Long Term Liabilities:</b>		
Deferred Membership - -		
<b>Total Long Term Liabilities - -</b>		
<b>Total Liabilities - -</b>		
<b>Net Worth:</b>		
Net Income - Current Year	(956.21)	15,569.60
Reserve Fund Balance	71,827.43	61,458.33
<b>Total Net Worth:</b>	<b>70,871.22</b>	<b>77,027.93</b>
<b>Total Liabilities &amp; Net Worth</b>	<b>\$70,871.22</b>	<b>\$77,027.93</b>

30-Jul-08

**National Liquor Law Enforcement Association**  
**Income Statement For the Six Months Ended June 30:**

**Revenues**

<b>Revenue from NLLEA Operations:</b>	<b><u>2008</u></b>	<b><u>2007</u></b>
Membership	9,770.00 33.4%	10,290.00
Academy Registrations	17,200.00 58.8%	21,452.20
Annual conference	2,300.00 7.9%	4,050.00
Merchandise - 0.0% -		
<b>Total Revenue</b>	<b>29,270.00 100.0%</b>	<b>35,792.20</b>

**Expenses:**

**Direct NLLEA Program Costs:**

Direct-Membership	144.28 -	
Direct-Academy	19,275.75	16,770.96
Direct-Annual Conference -		500.00
Direct-Merchandise - -		
<b>Subtotal NLLEA Program Costs:</b>	<b>19,420.03 68.7%</b>	<b>17,270.96</b>

**Direct Administrative Expenses:**

Consulting Fees	4,690.00 -	
Board Travel Expense	4,141.57	1,399.49
<b>Subtotal Administrative Expenses:</b>	<b>8,831.57 31.3%</b>	<b>1,399.49</b>
<b>Total Direct Expenses:</b>	<b>28,251.60 100.0%</b>	<b>18,670.45</b>

**NLLEA Indirect Costs: Indirect**

Support Services	2,074.61	2183.73
Other Indirect Costs		
<b>Total Indirect Costs:</b>	<b>2,074.61</b>	<b>2183.73</b>

**Total Operating Expenses:** 30,326.21 20,854.18

**Net Income (Loss) from Operations:** (1,056.21) 14,938.02

**Other Income & Expenses:**

Vanguard MMA Interest Revenue -		631.58
Miscellaneous Revenue/Donations	100.00	
Other Expenses (Unallowable) - -		
<b>Net Income (Loss): Non-Operations</b>	<b>100.00</b>	<b>631.58</b>

**Cumulative Year to Date total Net Income** (956.21) 15,569.60

30-Jul-08

**BREAKDOWN OF NET INCOME BY FUNCTION**

**NLLEA Program Summary through June 30, 2008**

	<b>Membership</b>	<b>Academy</b>	<b>Conference</b>	<b>Merchandise</b>	<b>Administrative Totals</b>	
<b>Revenue</b>	\$ 9,770.00	\$ 1 7,200.00	\$ 2 ,300.00			\$ 29,270.00
<b>Direct</b>	144.28	19,275.75 - -			8,831.57	28,251.60
<b>Indirect</b>	10.59	1,415.48 - -			648.53	2,074.61
<b>Total Costs</b>	154.87	20,691.23 - -			9,480.10	30,326.21
<b>Net Income - Op</b>	\$9,615.13	\$ (3,491.23)	\$ 2 ,300.00 \$ -		\$ (9,480.10)	\$ ( 1,056.21)

**TRAINING ACADEMY - Financial Results: 2008**

**As of June 30, 2008**

Revenue from Training Academy	\$ 1 7,200.00
Direct Expenses	
Travel & Per Diem	\$ 7 ,221.07
Hotel - Rooms, Food & Beverages	10,898.35
Fed Ex	
Supplies	<u>1,156.33</u>
Subtotal:	19,275.75
Gross Profit/(Loss) from Training Academy	\$(2,075.75)
Proportionate Share of NLLEA Indirect Expenses:	<u>1,415.48</u>
Total Costs:	20,691.23
Net Profit/(Loss) from Training Academy	\$(3,491.23)

# Appreciation

The NLLEA extends our appreciation and thanks to our critical partners:

Chuck Conkling and Charles Sumner for invaluable contributions to the Annual Training Academy.

NHTSA for consistent support and for providing the impetus for the growth and expansion in proportion to our potential.

PIRE for unfailing support and commitment to furthering the mission and vision of the NLLEA.

This year's Executive Board for their vision, dedication and passion in moving this Association forward.



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