

MINI FINANCIAL REPORT

May 11, 1987

(For Month of April, 1987)

Spectrum Management

Revenue	\$51,220.00
Expenses	47,085.00

Membership

Revenue	18,604.00
Expenses	17,944.69

Conference

Revenue	13,300.00
Expenses	12,199.00

Publications and Education

Revenue	25,570.00
Expenses	18,282.00

Money in Banks

April 30, 1987	—\$132,145.68
April 30, 1986	167,453.25

Accounts Receivable

April 30, 1987	201,099.26
April 30, 1986	85,808.80

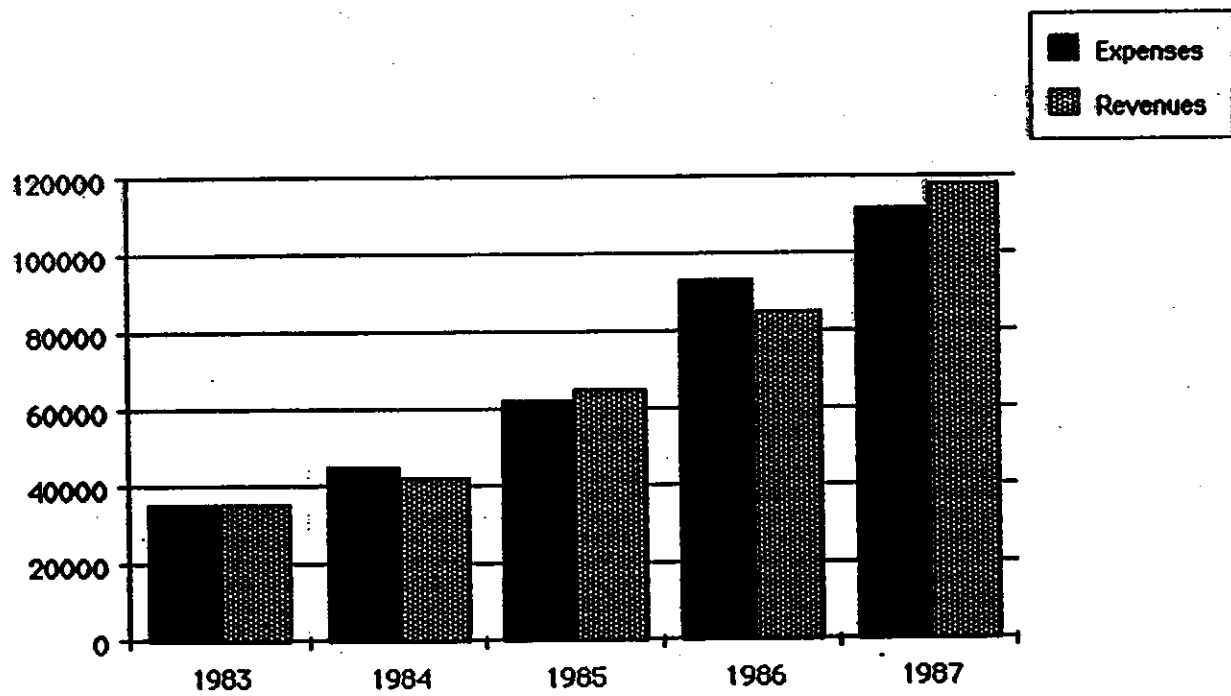
Accounts Payable

April 30, 1987	59,067.43
April 30, 1986	16,543.35

TOTAL ASSETS/LIABILITIES

March 30, 1987	\$435,162.85
March 30, 1986	321,880.00

APCO Average Monthly Revenues and Expenses



Prepared: May 6, 1987

Memo To: Board of Officers
National Executive Committee

From: Ann Mellon, Administrative Assistant

Re: New Accounting Procedures
ADP Printout Explanation
Upcoming Audit/Budget report

We began a new accounting program at the APOO National Office in October, 1986 for several reasons. Up until this time Betty Kelly, CPA, had been doing not only our accounting on a monthly basis, but also the audit at the year end and for the Annual Conference. This practice could present a problem because the audit is supposed to be an independent evaluation of the year's accounting—it is better business to have monthly accounting done by one organization and audit by a completely separate one. The Executive Director also wanted a more equitable distribution of National Office expenses to be shared by all departments within National APOO as they all benefit from these costs. By changing accounting processes, the National Office also has a more direct input into the distribution of these expenses, thus reflecting them more accurately. Kelly was not able to give us the detailed breakdowns that our organization needed because it required a larger computer program than they had need for with any of their other clients. Their reports were also difficult to understand at a casual glance.

The Executive Director was approached by a data processing firm—Automatic Data Processing or ADP—which has a much larger capability and serves clients nationwide. Mr. Tall outlined the information that the National Office needs and, with the help of their Account Representative, set up the system that we are using now. The National Office staff now does the input of both income and expense information. This is sent to the ADP center in Tampa where the actual data entry is done and the reports are returned to the National Office within four days. This has not been a simple transition and we are continually perfecting the system, but it is going to do the job necessary and the reports are much easier to understand. What is more, the cost is less than we had been paying Kelly. What you have here today is only part of what we receive monthly—there is a much more detailed General Ledger which shows every check we write and where it was credited.

We have divided our accounting into Departments or Cost Centers for Spectrum Management, '86 Conference, '87 Conference, Bulletin, Publications, Membership Directory, Membership, Contracts-FEMA, Telecommunicator Training, and Technician Testing. There is a separate report for each department. Income for each is posted directly to that department and expenses directly attributed to them are also posted directly. Expenses incurred which

affect more than one department are allocated by the computer program among the departments involved—you will notice this in Operating Expenses-Salaries & Benefits and in G & A Allocated Expenses. Any corrections necessary to previously run statements can be made in the next months run or a special run if necessary. There are a few corrections which we know already need to be made in this report—legal and health insurance costs were not properly allocated. Also please note and keep in mind that the 1987 Conference which shows income of \$126,644.84 is not actual income, but is deferred and a liability.

I have worked closely with the Kellys in starting this new program and continue to do so—they have made suggestions and have approved allocation criteria as we set up the system. For this reason, we don't expect any major problems when audit time comes later this month. After the audit is complete, we will have another run for March and the end of our 86-87 fiscal year done with any additions or corrections necessary. A copy of this revised report will be sent to you. ADP also offers a Budget Management Report which will be implemented in the 87-88 fiscal year and will show us monthly how our actual income and expenses are comparing to budgeted income and expenses.

**ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS
OFFICERS, INC.
FINANCIAL REPORTS
AS OF MAR 31 1987**

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

CONSOLIDATED BALANCE SHEET

AS OF MAR 31 1987

ASSETS

CURRENT ASSETS		
CASH ON HAND	121,738.39	
CASH IN BANKS	16,842.92	
ACCOUNTS RECEIVABLE	220,048.17	
EMPLOYEE ADVANCE	97.23-	
PREPAID INSURANCE	1,375.84	
TOTAL CURRENT ASSETS		326,615.95 *
FIXED ASSETS		
EQUIPMENT	31,104.69	
ACC DEP-EQUIPMENT	18,170.33-	
COMPUTER	30,159.21	
ACC DEP-COMPUTER	2,616.63-	
FEMA COMPUTER	3,314.95	
ACC DEP FEMA COMPUTER	355.14	
TOTAL FIXED ASSETS		44,147.03 *
OTHER ASSETS		
LEASEHOLD IMPROVEMENTS	13,212.42	
ACC AMORT-L/H IMPROVEMENTS	3,091.89-	
DEPOSITS	4,129.34	
CET CONTRACT	50,150.00	
TOTAL OTHER ASSETS		64,399.87 *
TOTAL ASSETS		435,162.85 ***

UNAUDITED

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ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

SPECTRUM MANAGEMENT

	PRIOR PERIOD		CURRENT PERIOD		YEAR TO DATE	
	FROM FEB 01 87 TO FEB 28 87 AMOUNT PERCT		FROM MAR 01 87 TO MAR 31 87 AMOUNT PERCT		FROM APR 01 86 TO MAR 31 87 AMOUNT PERCT	
INCOME	42,350.00	100.1	61,285.00	101.9	406,670.50	101.8
FREQUENCY FEES	25.00	.1	1,150.00	1.9	7,250.00	1.8
FOR REFUNDS-ALLOWANCES	42,325.00	100.0	60,135.00	100.0	399,420.50	100.0
TOTAL INCOME						
EXPENSES						
OPERATING EXPENSES	5,092.32	12.0	5,230.80	8.7	73,380.04	18.4
PERSONNEL-SALARIES & B	2,115.40	5.0	2,307.72	3.8	7,067.37	1.8
S&B TALL	461.48	1.1	461.48	.8	1,472.13	.4
S&B MELLON	220.00	.5	110.00	.2	605.00	.2
S&B KRECEK					74.85	
PERSONNEL-OTHER EXPENSES					3,638.33	.9
HEALTH INSURANCE	20,116.12	47.5	13,879.92	23.1	97,996.04	24.5
CONTRACTED SERVICES					28,724.09	7.2
COMPUTER SERVICES	525.00	1.2	50.95	.1	1,853.95	.5
PRINTING	4,447.58	10.5	1,166.30	1.9	28,852.75	7.2
TRAVEL & TRAINING					9,329.35	2.3
TELEPHONE					3,239.01	.8
CAPITAL EQUIPMENT			11,338.00	18.9	54,781.70	13.7
REBATES CHAPTER			34,545.17	57.4	311,014.61	77.9
TOTAL OPERATING EXPE	32,977.90	77.9				
G&A EXPENSES-NAT'L						
TOTAL G&A EXP NAT'L						
G&A ALLOCATED	525.00	1.2	525.00	.9	4,700.00	1.2
RENT	180.80	.4	108.02	.2	1,620.71	.4
UTILITIES	3,584.53	8.5	10,425.41	17.3	16,277.12	4.1
TELEPHONE	502.31	1.2	1,177.49	2.0	18,036.15	4.5
POSTAGE	3,330.70	7.9	3,804.21	6.3	23,004.70	5.8
EQUIPMENT LEASE	67.50	.2			67.50	
ACCOUNTING	291.40	.7	28.37		357.27	.1
DATA PROCESSING	692.97	1.6	4,538.07	7.5	24,053.72	6.0
LEGAL SERVICES					3,732.74	.9
PRINTING & COPYING					1,310.63	.3
COMPUTER REPAIR & MAIN	240.00	.6	437.00	.7	6,144.47	1.5
PAYROLL TAXES	510.44	1.2			601.50	.2
OTHER INSURANCE	507.25	1.2	77.95	.1	3,306.13	.8
OFFICE SUPPLIES	106.00	.3	116.87	.2	380.56	.1
AUTO EXPENSE	53.06	.1				

UNAUDITED

EXHIBIT B

**ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS
OFFICERS, INC.**

STATEMENT OF INCOME AND EXPENSES

SPECTRUM MANAGEMENT

	...PRIOR PERIOD...		...CURRENT PERIOD...		...YEAR TO DATE....	
	FROM FEB 01 87 TO FEB 28 87 AMOUNT	PERCT	FROM MAR 01 87 TO MAR 31 87 AMOUNT	PERCT	FROM APR 01 86 TO MAR 31 87 AMOUNT	PERCT
OFFICE MAINT.	165.67	.4	135.00	.2	1,388.16	.3
TOTAL G&A ALLOCATED	3,108.57	7.3	21,373.39	35.5	104,981.36	26.3
G&A UNALLOCATED					5,233.66	1.3
BONUS	2,687.50	6.3			1,000.00	.3
MISCELLANEOUS					6,233.66	1.6
TOTAL G&A UNALLOCATE	2,687.50	6.3				
TOTAL G&A EXPENSES	5,796.07	13.7	21,373.39	35.5	111,215.02	27.8
TOTAL EXPENSES	38,773.97	91.6	55,918.56	93.0	422,229.63	105.7
TOTAL FREQUENCY COOR	3,551.03	8.4	4,216.44	7.0	22,809.13	5.7

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS
OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

TOTAL '86 CONFERENCE

...PRIOR PERIOD...	...CURRENT PERIOD...	...YEAR TO DATE...
FROM FEB 01 87	FROM MAR 01 87	FROM APR 01 86
TO FEB 28 87	TO MAR 31 87	TO MAR 31 87
AMOUNT PERCT	AMOUNT PERCT	AMOUNT PERCT

INCOME			
NATIONAL			
86 CONF REVENUE		211,500.00	98.0
DEF. CONF. DISC & REVENUE		5,305.00-	2.5
IEMS INCOME		300.00	.1
DAYS PASSES	5.00 100.0	1,905.00	.9
EXHIBIT ENHANCEMENT FUNDS		5,480.00	2.5
TOTAL NAT'L	5.00 100.0	213,880.00	99.1
HOST CHAPTER			
REGISTRATIONS GENERAL		310.00	.1
REGISTRATION REFUNDS		35.00-	
TOTAL HOST CHAPTER		275.00	.1
IEMS INCOME '86 CONF		1,600.00	.7
TOTAL INCOME	5.00 100.0	215,755.00	100.0
EXPENSES			
OPERATING EXPENSES			
SALARIES & BENEFITS		11,107.23	5.1
S&B BUTTGEN		540.89	.3
S&B WALKER		1,065.15	.5
S&B LAWRENCE		663.00	.3
HEALTH INSURANCE		64.08	
PRINTING		7.40	
TRAVEL		80.00	
NATIONAL		84.00	
PUBLICITY-PROSPECT & ATTENDEE		8,234.37	3.8
PUBLICITY-PRINTING		8,339.75	3.9
PUBLICITY-POSTAGE		3,349.66	1.6
AWARDS		1,298.03	.6
TOTAL NAT'L		34,833.56	16.1
HOST CHAPTER			
GENERAL ARRANGEMENTS	48.83 976.6	38,985.32	18.1
MANAPCO		13,000.00	6.0
EXHIBITS		10,333.09	4.8
EXHIBIT ENHANCEMENT		2,452.39	1.1
REGISTRATION		634.24	.3

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

TOTAL '86 CONFERENCE

	PRIOR PERIOD		CURRENT PERIOD		YEAR TO DATE	
	FROM FEB 01 87 TO FEB 28 87 AMOUNT PERCT		FROM MAR 01 87 TO MAR 31 87 AMOUNT PERCT		FROM APR 01 86 TO MAR 31 87 AMOUNT PERCT	
PUBLICITY					1,577.25	.7
CONFERENCE COMMITTEE					29,138.98	13.5
TOTAL HOST	48.83	976.6			96,121.27	44.6
TOTAL OPERATING EXPE	48.83	976.6			130,954.83	60.7
G & A EXPENSES-NAT'L					13,433.07	6.2
TRAVEL-NAT'L					5,987.43	2.8
OFF EXP AT CONF-NAT'L					19,420.50	9.0
TOTAL G&A EXP NAT'L						
G & A ALLOCATED					191.80	.1
RENT					78.62	
UTILITIES					442.78	.2
TELEPHONE					8.06	
DUES & SUBS					711.92	.3
POSTAGE					87.11	
EQUIP LEASE					664.25	.3
ACCOUNTING			490.00		6.75	
DATA PROCESSING					176.76	.1
LEGAL SERVICES					429.21	.2
PRINTING & COPYING					101.99	
EQUIP REPAIR & MAINT					22.29	
COMPUTER REPAIR & MAINT.					192.26	.1
PAYROLL TAXES					172.42	.1
OFFICE SUPPLIES					112.34	.1
AUTO EXPENSE					39.33	
OFFICE MAINT						
TOTAL G&A ALLOCATED	73.13	462.6	416.87		3,437.89	1.6
G & A UNALLOCATED						
TOTAL G & A UNALLOCATED						
TOTAL G & A EXPENSES	73.13	462.6	416.87		22,858.39	10.6
TOTAL EXPENSES	121.96	439.2	416.87		153,813.22	71.3
TOTAL '86 CONFERENCE	116.96	339.2	416.87		61,941.78	28.7

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

TOTAL '87 CONFERENCE

	...PRIOR PERIOD...		...CURRENT PERIOD...		...YEAR TO DATE...	
	FROM FEB 01 87 TO FEB 28 87 AMOUNT	PERCT	FROM MAR 01 87 TO MAR 31 87 AMOUNT	PERCT	FROM APR 01 86 TO MAR 31 87 AMOUNT	PERCT
INCOME						
NATIONAL						
BOOTH SALES-NAT'L	5,700.00	300.0			211,100.00	104.1
BOOTH REFUND	3,800.00	200.0	1,800.00	108.4	6,497.50	3.2
BOOTH DISCOUNT					1,900.00	.9
TOTAL NAT'L	1,900.00	100.0	1,800.00	108.4	202,702.50	99.9
HOST CHAPTER						
REGISTRATIONS GENERAL			140.00	8.4	140.00	.1
TOTAL HOST CHAPTER			140.00	8.4	140.00	.1
TOTAL INCOME	1,900.00	100.0	1,660.00	100.0	202,842.50	100.0
EXPENSES						
OPERATING EXPENSES						
SALARIES & BENEFITS					615.31	.3
S&B BUTTGEN	634.60	33.4	761.52	45.9	2,730.26	1.3
S&B WALKER	570.00	30.0	570.00	34.3	2,917.65	1.4
S&B LAWRENCE	260.00	13.7	260.00	15.7	1,508.00	.7
S&B TALL	634.56	33.4	692.28	41.7	2,120.04	1.0
S&B MELLON	461.56	24.3	461.56	27.8	1,499.14	.7
S&B KRECEK	220.00	11.6	110.00	6.6	605.00	.3
PERSONNEL OTHER	117.50	6.2			117.50	.1
HEALTH INSURANCE					2,543.84	1.3
PRINTING	503.02	26.5	195.00	11.7	4,421.02	2.2
TRAVEL	383.53	20.2	339.94	20.5	3,138.38	1.5
NATIONAL						
PUBLICITY-PRINTING					142.84	.1
TOTAL NAT'L	3,017.71	158.8	3,390.30	204.2	22,358.98	11.0
HOST CHAPTER						
CONFERENCE COMMITTEE	5,000.00	263.2			5,000.00	2.5
TOTAL HOST	5,000.00	263.2			5,000.00	2.5
TOTAL OPERATING EXPE	8,017.71	422.0	3,390.30	204.2	27,358.98	13.5
G & A EXPENSES-NAT'L						
TOTAL G&A EXP-NAT'L						

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

TOTAL '87 CONFERENCE

	...PRIOR PERIOD...		...CURRENT PERIOD...		...YEAR TO DATE....	
	FROM FEB 01 87		FROM MAR 01 87		FROM APR 01 86	
	TO FEB 28 87		TO MAR 31 87		TO MAR 31 87	
	AMOUNT	PERCT	AMOUNT	PERCT	AMOUNT	PERCT

G & A ALLOCATED						
RENT	429.41	22.6	429.41	25.9	4,925.07	2.4
UTILITIES	102.31	5.4	71.41	4.3	1,298.20	.6
TELEPHONE	55.39-	2.9	693.80	41.8	8,941.39	4.4
DUES & SUBS	13.04	.7	383.79	23.1	806.01	.4
POSTAGE	189.07	10.0	1,240.19	74.7	9,698.66	4.8
EQUIP LEASE	162.69	8.6	245.15	14.8	2,655.31	1.3
ACCOUNTING	67.50	3.6			241.75	.1
DATA PROCESSING	291.40	15.3	28.39	1.7	364.04	.2
CONSULTANTS	66.00	3.5	66.00	4.0	132.00	.1
LEGAL SERVICES	73.13	3.8	73.13-	4.4	176.76	.1
PRINTING & COPYING	311.64-	16.4	369.02	22.2	3,407.08	1.7
EQUIP REPAIR & MAINT	90.49	4.8	604.85	36.4	2,904.77	1.4
COMPUTER REPAIR & MAINT.			374.37	22.6	560.09	.3
DEPRECIATION					780.05	.4
AMORTIZATION					335.43	.2
PAYROLL TAXES	510.43	26.9	437.01	26.3	4,308.70	2.1
OTHER INSURANCE	507.25	26.7			601.50	.3
OFFICE SUPPLIES	211.76	11.1	312.27	18.8	3,711.76	1.8
AUTO EXPENSE	53.10	2.8	20.45	1.2	243.18	.1
OFFICE MAINT	132.68	7.0	26.57	1.6	776.81	.4
TOTAL G&A ALLOCATED	2,533.23	133.3	5,229.55	315.0	46,868.56	23.1
G & A UNALLOCATED						
BONUS	1,737.50	91.4			1,737.50	.9
MISCELLANEOUS					27.00	.1
BANK SER CHG					205.62	.1
TOTAL G&A UNALLOCATE	1,737.50	91.4			1,970.12	1.0
TOTAL G & A EXPENSES	4,270.73	224.8	5,229.55	315.0	48,838.68	24.1
TOTAL EXPENSES	12,288.44	646.8	8,619.85	519.3	76,197.66	37.6
TOTAL '87 CONFERENCE	10,388.44	546.8	10,279.85	619.3	126,644.84	62.4

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

BULLETIN

	...PRIOR PERIOD...		...CURRENT PERIOD...		...YEAR TO DATE...	
	FROM FEB 01 87		FROM MAR 01 87		FROM APR 01 86	
	TO FEB 28 87		TO MAR 31 87		TO MAR 31 87	
	AMOUNT	PERCT	AMOUNT	PERCT	AMOUNT	PERCT
INCOME						
ADVERTISING-BULLETIN	17,141.67	100.3	13,627.85	100.8	185,785.57	101.6
AD REFUNDS-ALLOWANCES					1,637.86-	.9
AD DISCOUNTS	53.61-	.3	106.48-	.8	1,371.57-	.8
TOTAL INCOME	17,088.06	100.0	13,521.37	100.0	182,776.14	100.0
EXPENSES						
OPERATING EXPENSES						
SALARIES & BENEFITS					11,432.55	6.3
S&B BUTTGEN	634.60	3.7	761.52	5.6	6,516.21	3.6
S&B WALKER	399.00	2.3	399.00	3.0	2,628.19	1.4
S&B LAWRENCE	156.00	.9	156.00	1.2	2,275.00	1.2
S&B TALL	317.32	1.9	346.16	2.6	1,060.13	.6
S&B MELLON	203.08	1.2	203.08	1.5	659.59	.4
S&B KRECEK	96.80	.6	48.40	.4	266.20	.1
PERSONNEL-OTHER	117.50	.7			117.50	.1
HEALTH INSURANCE					1,420.80	.8
ADVERTISING			300.00	2.2	300.00	.2
MAILING					5,423.46	3.0
PRINTING	1,519.08	8.9	13,490.59	99.8	96,646.31	52.9
TRAVEL	302.52-	1.8	219.35	1.6	798.20	.4
TOTAL OPERATING EXPE	3,140.86	18.4	15,924.10	117.8	129,544.14	70.9
G & A ALLOCATED						
RENT	130.12	.8	130.12	1.0	2,861.86	1.6
UTILITIES	62.00	.4	43.28	.3	896.35	.5
TELEPHONE					6,325.07	3.5
DUES & SUBS	7.90		232.60	1.7	499.71	.3
POSTAGE	1,099.47	6.4	11,618.13	85.9	21,042.23	11.5
EQUIPMENT LEASE	98.60	.6	148.58	1.1	1,730.72	.9
ACCOUNTING	29.70	.2			378.22	.2
DATA PROCESSING	128.21	.8	12.49	.1	170.70	.1
CONSULTANTS	40.00	.2	40.00	.3	80.00	
LEGAL SERVICES	146.25	.9	146.25-	1.1	353.52	.2
PRINTING & COPYING	188.87-	1.1	223.65	1.7	18,657.99	10.2
EQUIP REPAIR & MAINT	173.90	1.0	138.91	1.0	1,692.52	.9
COMPUTER REPAIR & MAINT.			226.89	1.7	423.00	.2
DEPRECIATION					472.76	.3
AMORTIZATION					203.29	.1
PAYROLL TAXES	224.59	1.3	192.29	1.4	2,195.76	1.2

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

BULLETIN

	...PRIOR PERIOD...		...CURRENT PERIOD...		...YEAR TO DATE...	
	FROM FEB 01 87 TO FEB 28 87 AMOUNT PERCT		FROM MAR 01 87 TO MAR 31 87 AMOUNT PERCT		FROM APR 01 86 TO MAR 31 87 AMOUNT PERCT	
OTHER INSURANCE	223.19	1.3			264.66	.1
OFFICE SUPPLIES	128.34	.8	189.26	1.4	2,489.95	1.4
AUTO EXPENSE	23.36	.1	9.00	.1	688.80	.4
OFFICE MAINT.	80.41	.5	16.10	.1	525.63	.3
TOTAL G&A-ALLOCATED	2,407.17	14.1	13,075.05	96.7	61,952.74	33.9
G & A UNALLOCATED					1,175.00	.6
BONUS	1,175.00	6.9			978.62	.5
MISCELLANEOUS					2,153.62	1.2
TOTAL G & A UNALLOCA	1,175.00	6.9				
TOTAL G & A EXPENSES	3,582.17	21.0	13,075.05	96.7	64,106.36	35.1
TOTAL EXPENSES	6,723.03	39.3	28,999.15	214.5	193,650.50	105.9
TOTAL BULLETIN	10,365.03	60.7	15,477.78	114.5	10,874.36	5.9

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

PUBLICATIONS

...PRIOR PERIOD... ..CURRENT PERIOD... ..YEAR TO DATE...
 FROM FEB 01 87 FROM MAR 01 87 FROM APR 01 86
 TO FEB 28 87 TO MAR 31 87 TO MAR 31 87
 AMOUNT PERCT AMOUNT PERCT AMOUNT PERCT

INCOME

	AMOUNT	PERCT	AMOUNT	PERCT	AMOUNT	PERCT
					76.82-	.1
APCO RPTS-NEWSLETTER	907.00	12.7	931.00	10.3	11,383.52	12.1
SOP CREDIT SALES	634.00	8.9	619.00	6.9	18,471.26	19.7
SOP REFUNDS & ALLOW					5.00-	
MISC PUBLICATIONS CRED	5,521.59	77.3	6,780.96	75.1	59,410.36	63.2
MISC PUBS.REF. & ALLOWANCES					681.60-	.7
MISC PUBLICATIONS CASH	84.00	1.2	694.00	7.7	5,432.25	5.8
TOTAL INCOME	7,146.59	100.0	9,024.96	100.0	93,933.97	100.0

EXPENSES

OPERATING EXPENSES					319.25	.3
SALARIES & BENEFITS	78.75	1.1	240.50	2.7	2,019.22	2.1
S&B BUTTGEN	480.76	6.7	576.92	6.4	2,308.63	2.5
S&B WALKER	136.80	1.9	136.80	1.5	3,016.00	3.2
S&B LAWRENCE	520.00	7.3	520.00	5.8	1,060.13	1.1
S&B TALL	317.32	4.4	346.16	3.8	599.56	.6
S&B MELLON	184.60	2.6	184.60	2.0	242.00	.3
S&B KRECEK	88.00	1.2	44.00	.5	1,255.37	1.3
HEALTH INSURANCE					162.00	.2
ADVERTISING					351.00	.4
PRINTING	273.00	3.8	1,458.00	16.2	2,030.50	2.2
PRINTING-SOP					6,813.16	7.3
PRINTING-OTHER					7,566.14	8.1
LIFELINE FILMS	85.34	1.2	85.34	.9	879.98	.9
TRAVEL	275.01-	3.8	40.16	.4	571.75	.6
TOTAL OPERATING EXPE	1,889.56	26.4	3,632.48	40.2	29,194.69	31.1
DEPRECIATION & A ALLOCATED						
RENT	260.25	3.6	260.25	2.9	2,208.30	2.4
UTILITIES	31.00	.4	21.64	.2	526.77	.6
TELEPHONE	16.79-	.2	210.25	2.3	3,552.67	3.8
DUES & SUBS	3.95	.1	116.30	1.3	257.91	.3
POSTAGE	804.26	11.3	947.70	10.5	6,508.43	6.9
EQUIPMENT LEASE	49.30	.7	74.30	.8	952.50	1.0
ACCOUNTING	27.00	.4			375.52	.4
DATA PROCESSING	116.56	1.6	11.36	.1	156.42	.2
CONSULTANTS	20.00	.3	20.00	.2	40.00	
LEGAL SERVICES	146.25	2.0	146.25-	1.6	353.52	.4

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

PUBLICATIONS

	...PRIOR PERIOD...		...CURRENT PERIOD...		...YEAR TO DATE...	
	FROM FEB 01 87 TO FEB 28 87 AMOUNT	PERCT	FROM MAR 01 87 TO MAR 31 87 AMOUNT	PERCT	FROM APR 01 86 TO MAR 31 87 AMOUNT	PERCT
PRINTING & COPYING	94.44	1.3	111.83	1.2	2,182.87	2.3
EQUIP REPAIR & MAINT	54.84	.8	331.49	3.7	1,330.48	1.4
COMPUTER REPAIR & MAINT.			113.45	1.3	228.49	.2
DEPRECIATION					236.38	.3
AMORTIZATION					101.64	.1
PAYROLL TAXES	204.17	2.9	174.80	1.9	2,031.08	2.2
OTHER INSURANCE	202.90	2.8			240.60	.3
OFFICE SUPPLIES	64.17	.9	94.63	1.0	1,523.48	1.6
AUTO EXPENSE	21.24	.3	8.18	.1	311.79	.3
OFFICE MAINT.	40.21	.6	8.05	.1	302.14	.3
TOTAL G&A-ALLOCATED	1,934.87	27.1	2,357.98	26.1	23,420.99	24.9
G & A UNALLOCATED					1,162.50	1.2
BONUS	1,162.50	16.3			333.03	.4
MISCELLANEOUS					1,495.53	1.6
TOTAL G & A UNALLOCA	1,162.50	16.3				
TOTAL G & A EXPENSES	3,097.37	43.3	2,357.98	26.1	24,916.52	26.5
TOTAL EXPENSES	4,986.93	69.8	5,990.46	66.4	54,111.21	57.6
TOTAL PUBLICATIONS	2,159.66	30.2	3,034.50	33.6	39,822.76	42.4

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

DIRECTORY

	...PRIOR PERIOD...		...CURRENT PERIOD...		...YEAR TO DATE....	
	FROM FEB 01 87 TO FEB 28 87 AMOUNT	PERCT	FROM MAR 01 87 TO MAR 31 87 AMOUNT	PERCT	FROM APR 01 86 TO MAR 31 87 AMOUNT	PERCT
INCOME						
ADVERTISING-DIRECTORY	25,641.00	100.3	3,200.00	100.7	31,971.00	100.3
DIRECTORY DISCOUNTS	82.42-	.3	22.54-	.7	104.96-	.3
TOTAL INCOME	25,558.58	100.0	3,177.46	100.0	31,866.04	100.0
EXPENSES						
OPERATING EXPENSES						
S&B BUTTGEN	96.16	.4	115.40	3.6	331.76	1.0
S&B WALKER	11.40		11.40	.4	37.05	.1
S&B LAWRENCE	31.20	.1	31.20	1.0	101.40	.3
S&B MELLON	36.92	.1	36.92	1.2	119.90	.4
S&B KRECEK	17.60	.1	8.80	.3	48.40	.2
HEALTH INSURANCE					160.97	.5
PRINTING	18,294.58	71.6	15,873.50	499.6	34,193.08	107.3
	11.42-		8.03	.3	156.87	.5
TOTAL OPERATING EXPE	18,476.44	72.3	16,085.25	506.2	35,149.43	110.3
G & A ALLOCATED						
RENT	26.03	.1	26.03	.8	329.52	1.0
UTILITIES	6.20		4.32	.1	91.38	.3
TELEPHONE	36.93-	.1	462.54	14.6	1,200.34	3.8
DUES & SUBS	.77		23.26	.7	50.13	.2
POSTAGE	1,508.33	5.9	455.86	14.3	2,342.17	7.4
EQUIP LEASE	9.86		14.86	.5	175.01	.5
ACCOUNTING	5.40				44.13	.1
DATA PROCESSING	23.31	.1	2.27	.1	30.08	.1
CONSULTANTS	4.00		4.00	.1	8.00	
LEGAL SERVICES	16.25	.1	16.25-	.5	39.28	.1
PRINTING & COPYING	18.88-	.1	22.36	.7	209.20	.7
EQUIP REPAIR & MAINT	5.50		27.77	.9	183.64	.6
COMPUTER REPAIR & MAINT.			22.69	.7	37.54	.1
DEPRECIATION					47.27	.1
AMORTIZATION					20.33	.1
PAYROLL TAXES	40.83	.2	34.96	1.1	372.02	1.2
OTHER INSURANCE	40.58	.2			48.12	.2
OFFICE SUPPLIES	12.84	.1	18.89	.6	460.28	1.4
AUTO EXPENSE	4.25		1.64	.1	19.47	.1
OFFICE MAINT.	8.04		1.59	.1	53.41	.2
TOTAL G&A-ALLOCATED	1,656.38	6.5	1,106.79	34.8	5,761.32	18.1

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

DIRECTORY

	...PRIOR PERIOD...		..CURRENT PERIOD..		...YEAR TO DATE....	
	FROM FEB 01 87	TO FEB 28 87	FROM MAR 01 87	TO MAR 31 87	FROM APR 01 86	TO MAR 31 87
	AMOUNT	PERCT	AMOUNT	PERCT	AMOUNT	PERCT

G & A UNALLOCATED

TOTAL G & A UNALLOCATED

TOTAL G & A EXPENSES	1,656.38	6.5	1,106.79	34.8	5,761.32	18.1
TOTAL EXPENSES	20,132.82	78.8	17,192.04	541.1	40,910.75	128.4
TOTAL DIRECTORY	5,425.76	21.2	14,014.58	441.1	9,044.71	28.4

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

MEMBERSHIP

	...PRIOR PERIOD...		...CURRENT PERIOD...		...YEAR TO DATE....	
	FROM FEB 01 87 TO FEB 28 87 AMOUNT	PERCT	FROM MAR 01 87 TO MAR 31 87 AMOUNT	PERCT	FROM APR 01 86 TO MAR 31 87 AMOUNT	PERCT
INCOME						
MEMBERSHIP-DUES	17,961.48	100.2	18,674.46	100.9	198,555.05	100.2
MEMBERSHIP REFUNDOS	38.75-	.2	158.25-	.9	342.00-	.2
TOTAL INCOME	17,922.73	100.0	18,516.21	100.0	198,213.05	100.0
EXPENSES						
OPERATING EXPENSES						
SALARIES & BENEFITS	1,273.09	7.1	1,300.09	7.0	23,244.39	11.7
S&B TALL	846.16	4.7	923.08	5.0	2,826.94	1.4
S&B MELLON	461.56	2.6	461.56	2.5	1,499.14	.8
S&B KRECEK	220.00	1.2	110.00	.6	605.00	.3
HEALTH INSURANCE					2,392.50	1.2
MOSE & JEWELRY INCOME			325.00	1.8	325.00	.2
POSTAGE					2,894.83	1.5
PRINTING	804.20	4.5	160.50	.9	2,306.55	1.2
TRAVEL	277.32-	1.5	3,416.27	18.5	13,231.95	6.7
TOTAL OPERATING EXPE	3,327.69	18.6	6,696.50	36.2	49,326.30	24.9
G & A ALLOCATED						
RENT	429.41	2.4	429.41	2.3	5,159.47	2.6
UTILITIES	102.31	.6	71.41	.4	1,394.27	.7
TELEPHONE	55.39-	.3	693.80	3.7	10,269.72	5.2
DUES & SUBS	13.04	.1	383.79	2.1	815.85	.4
POSTAGE	140.05	.8	810.22	4.4	5,813.89	2.9
EQUIPMENT LEASE	162.69	.9	245.15	1.3	2,761.80	1.4
ACCOUNTING	67.50	.4			454.74	.2
DATA PROCESSING	291.40	1.6	28.39	.2	372.29	.2
CONSULTANTS	66.00	.4	66.00	.4	132.00	.1
LEGAL SERVICES	162.50	.9	162.50-	.9	392.80	.2
PRINTING & COPYING	311.64-	1.7	369.02	2.0	4,291.98	2.2
EQUIP REPAIR & MAINT	90.49	.5	458.38	2.5	2,882.98	1.5
COMPUTER REPAIR & MAINT.			502.12	2.7	1,510.77	.8
DEPRECIATION					780.05	.4
AMORTIZATION					335.43	.2
PAYROLL TAXES	510.43	2.8	437.01	2.4	4,543.67	2.3
OTHER INSURANCE	507.25	2.8			601.50	.3
OFFICE SUPPLIES	211.76	1.2	312.27	1.7	4,490.24	2.3
AUTO EXPENSE	240.33	1.3	20.45	.1	430.41	.2
OFFICE MAINT.	132.68	.7	26.57	.1	824.89	.4
TOTAL G&A-ALLOCATED	2,760.81	15.4	4,691.49	25.3	48,258.75	24.3

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS
OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

MEMBERSHIP

	PRIOR PERIOD...		CURRENT PERIOD..		YEAR TO DATE....	
	FROM FEB 01 87		FROM MAR 01 87		FROM APR 01 86	
	TO FEB 28 87		TO MAR 31 87		TO MAR 31 87	
	AMOUNT	PERCT	AMOUNT	PERCT	AMOUNT	PERCT

G & A UNALLOCATED BONUS	1,437.50	8.0			2,014.42	1.0
TOTAL G & A UNALLOCA	1,437.50	8.0			2,014.42	1.0
TOTAL G & A EXPENSES	4,198.31	23.4	4,691.49	25.3	50,273.17	25.4
TOTAL EXPENSES	7,526.00	42.0	11,387.99	61.5	99,599.47	50.2
TOTAL MEMBERSHIP	10,396.73	58.0	7,128.22	38.5	98,613.58	49.8

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS
OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

CONTRACTS - FEMA

	...PRIOR PERIOD...		...CURRENT PERIOD...		...YEAR TO DATE...	
	FROM FEB 01 87 TO FEB 28 87		FROM MAR 01 87 TO MAR 31 87		FROM APR 01 86 TO MAR 31 87	
	AMOUNT	PERCT	AMOUNT	PERCT	AMOUNT	PERCT
INCOME						
PER CONTRACT INCOME	4,462.40	100.0	4,703.06	100.0	36,163.13	100.0
TOTAL INCOME	4,462.40	100.0	4,703.06	100.0	36,163.13	100.0
EXPENSES						
G & A UNALLOCATED					1,153.84	3.2
BONUS					1,153.84	3.2
TOTAL G&A UNALLOCATED					1,153.84	3.2
TOTAL G & A EXPENSES					1,153.84	3.2
CONTRACT EXPENSES						
TOTAL DIRECT LABOR	2,692.32	60.3	2,692.24	57.2	24,418.26	67.5
TOTAL OVERHEAD/G&A					127.11	.4
RAW MAT & PURCH PARTS					1,591.75	4.4
TRAVEL	550.06	12.3	532.99	11.3	3,822.42	10.6
COMPUTER					65.92	.2
OTHER DIRECT CHARGES	.89		76.28	1.6	909.91	2.5
TOTAL CONTRACT EXP	3,241.49	72.6	3,301.51	70.2	30,803.53	85.2
TOTAL EXPENSES	3,241.49	72.6	3,301.51	70.2	31,957.37	88.4
TOTAL CONTRACTS- FEMA	1,220.91	27.4	1,401.55	29.8	4,205.76	11.6

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

TELECOMMUNICATOR TRAINING PROGRAM

...	PRIOR PERIOD...	...	CURRENT PERIOD..	...	YEAR TO DATE....
	FROM FEB 01 87		FROM MAR 01 87		FROM APR 01 86
	TO FEB 28 87		TO MAR 31 87		TO MAR 31 87
	AMOUNT PERCT		AMOUNT PERCT		AMOUNT PERCT

INCOME					750.00	100.0
COURSE SALES					750.00	100.0
TOTAL INCOME						
EXPENSES						
OPERATING EXPENSES					132.74	17.7
S&B BUTTGEN	38.48		46.16		37.05	4.9
S&B WALKER	11.40		11.40		101.40	13.5
S&B LAWRENCE	31.20		31.20		60.03	8.0
S&B MELLON	18.48		18.48		24.20	3.2
S&B KRECEK	8.80		4.40		80.49	10.7
HEALTH INSURANCE					56.65	7.6
TRAVEL	27.50-		4.02		492.56	65.7
TOTAL OPERATING EXPE	80.86		115.66			
G & A ALLOCATED					186.06	24.8
RENT	13.01		13.01		54.42	7.3
UTILITIES	3.10		2.16		346.10	46.1
TELEPHONE	1.68-		21.03		25.97	3.5
DUES & SUBS	.40		11.63		257.31	34.3
POSTAGE	4.16		22.11		97.19	13.0
EQUIP LEASE	4.93		7.43		41.43	5.5
ACCOUNTING	2.70				15.79	2.1
DATA PROCESSING	11.65		1.14		4.00	.5
CONSULTANTS	2.00		2.00		39.28	5.2
LEGAL SERVICES	16.25		16.25-		106.47	14.2
PRINTING & COPYING	9.44-		11.18		103.15	13.8
EQUIP REPAIR & MAINT	2.74		13.89		21.24	2.8
COMPUTER REPAIR & MAINT.			11.34		23.64	3.2
DEPRECIATION					10.16	1.4
AMORTIZATION					207.38	27.7
PAYROLL TAXES	20.42		17.48		24.06	3.2
OTHER INSURANCE	20.29				145.65	19.4
OFFICE SUPPLIES	6.42		9.47		9.72	1.3
	2.12		.82		31.10	4.1
OFFICE MAINT.	4.02		.81		1,750.12	233.3
TOTAL G&A-ALLOCATED	103.09		129.25			

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS
OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

TELECOMMUNICATOR TRAINING PROGRAM

...	PRIOR PERIOD...	...	CURRENT PERIOD...	...	YEAR TO DATE....
	FROM FEB 01 87		FROM MAR 01 87		FROM APR 01 86
	TO FEB 28 87		TO MAR 31 87		TO MAR 31 87
	AMOUNT PERCT		AMOUNT PERCT		AMOUNT PERCT

G & A UNALLOCATED				
TOTAL G & A UNALLOCATED				
TOTAL G & A EXPENSES	103.09	129.25	1,750.12	233.3
TOTAL EXPENSES	183.95	244.91	2,242.68	299.0
TOTAL TELECOMMUNICAT	183.95	244.91	1,492.68	199.0

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

TECHNICIAN STUDY & TESTING PROGRAM

...PRIOR PERIOD... ..CURRENT PERIOD... ..YEAR TO DATE...
 FROM FEB 01 87 FROM MAR 01 87 FROM APR 01 86
 TO FEB 28 87 TO MAR 31 87 TO MAR 31 87
 AMOUNT PERCT AMOUNT PERCT AMOUNT PERCT

	AMOUNT	PERCT	AMOUNT	PERCT	AMOUNT	PERCT
INCOME					352.00	11.8
TESTING FEES					2,628.89	88.2
CERTIFICATE SALES	20.00	100.0	110.00	100.0	2,980.89	100.0
TOTAL INCOME	20.00	100.0	110.00	100.0		
EXPENSES						
OPERATING EXPENSES						
S&B BUTTGEN	38.48	192.4	46.16	42.0	132.74	4.5
S&B LAWRENCE	53.00	265.0	53.00	48.2	172.25	5.8
S&B MELLON	18.48	92.4	18.48	16.8	60.03	2.0
S&B KRECEK	8.80	44.0	4.40	4.0	24.20	.8
HEALTH INSURANCE					80.49	2.7
TRAVEL	27.50	137.5	4.02	3.7	56.65	1.9
TOTAL OPERATING EXPE	91.26	456.3	126.06	114.6	526.36	17.7
G & A ALLOCATED						
RENT	13.01	65.1	13.01	11.8	185.06	6.2
UTILITIES	3.10	15.5	2.16	2.0	54.42	1.8
TELEPHONE	1.69	8.5	21.03	19.1	346.10	11.6
DUES & SUBS	.40	2.0	11.63	10.6	25.97	.9
POSTAGE	4.16	20.8	22.04	20.0	257.22	8.6
EQUIP LEASE	4.93	24.7	7.43	6.8	97.19	3.3
ACCOUNTING	2.70	13.5			41.43	1.4
DATA PROCESSING	11.65	58.3	1.14	1.0	15.79	.5
CONSULTANTS	2.00	10.0	2.00	1.8	4.00	.1
LEGAL SERVICES	16.25	81.3	16.25	14.8	39.28	1.3
PRINTING & COPYING	9.44	47.2	11.18	10.2	106.47	3.6
EQUIP REPAIR & MAINT	2.74	13.7	13.89	12.6	103.15	3.5
COMPUTER REPAIR & MAINT.			11.34	10.3	21.24	.7
DEPRECIATION					23.64	.8
AMORTIZATION					10.16	.3
PAYROLL TAXES	20.42	102.1	17.48	15.9	207.38	7.0
OTHER INSURANCE	20.29	101.5			24.06	.8
OFFICE SUPPLIES	6.42	32.1	9.47	8.6	145.65	4.9
AUTO EXPENSE	2.12	10.6	.82	.7	9.72	.3
OFFICE MAINT.	4.02	20.1	.81	.7	31.10	1.0
TOTAL G&A-ALLOCATED	103.08	515.4	129.18	117.4	1,750.03	58.7

UNAUDITED

ASSOCIATED PUBLIC-SAFETY COMMUNICATIONS

OFFICERS, INC.

STATEMENT OF INCOME AND EXPENSES

TECHNICIAN STUDY & TESTING PROGRAM

...PRIOR PERIOD...		...CURRENT PERIOD...		...YEAR TO DATE....	
FROM FEB 01 87		FROM MAR 01 87		FROM APR 01 86	
TO FEB 28 87		TO MAR 31 87		TO MAR 31 87	
AMOUNT	PERCT	AMOUNT	PERCT	AMOUNT	PERCT

G & A UNALLOCATED

TOTAL G & A UNALLOCATED

TOTAL G & A EXPENSES	103.08	515.4	129.18	117.4	1,750.03	58.7
TOTAL EXPENSES	194.34	971.7	255.24	232.0	2,276.39	76.4
TOTAL TECHNICIAN STU	174.34	871.7	145.24	132.0	704.50	23.6

UNAUDITED