

**KENTUCKY DENTAL ASSOCIATION**  
**2020 Revenue and Expenditure Budget**  
**January 1, 2020 - December 31, 2020**

# Addendum A

	Adopted Budget	Year to Date	Proposed Budget
	2019	12/31/2018	2020
<b>REVENUES</b>			
KDA Dues	447,000.00	451,440.00	460,000.00
KDA Assessment	85,000.00	82,049.00	90,000.00
Annual Session	80,000.00	56,752.00	80,000.00
Interest Income	2,500.00	2,845.00	2,500.00
Rental Income-Lou Dentz	5,100.00	5,100.00	5,253.00
ADABEI (ADA)	21,000.00	25,881.00	26,000.00
Insurance for Members	20,000.00	14,920.00	17,500.00
ADA Dues Rebates	500.00	0.00	500.00
Non-Budgeted Revenue	3,000.00	851.00	1,500.00
Officite	2,500.00	4,719.00	2,500.00
Association Gloves	2,500.00	3,006.00	0.00
Smile KY		145.00	
Rental Income	62,400.00	62,400.00	62,400.00
<b>TOTAL REVENUES</b>	731,500.00	710,108.00	748,153.00
<b>Reserve Fund Expense</b>		28274	
<b>Gain on Investment</b>		13132	
<b>ADA Grant</b>		2096	
<b>Journal Fund Contribution</b>	7,080.00	19706	17,577.00
	738,580.00	773,316.00	765,730.00

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	Adopted Budget	Year to Date	Proposed Budget
	2019	12/31/2018	2020
<b>EXPENSES</b>			
<b>A. Fixed disbursements over which the House has no control but must have approval</b>			
Utilities & Maintenance:			
Telephone	8,000.00	10,911.00	8,000.00
Gas, Electric & Water	24,000.00	26,805.00	25,000.00
Rent	84,630.00	81,715.00	84,630.00
Maintenance Expenses	21,000.00	28,419.00	21,000.00
Janitorial Expenses	6,000.00	5,964.00	6,000.00
<b>Total Utilities &amp; Maintenance</b>	<b>143,630.00</b>	<b>153,814.00</b>	<b>144,630.00</b>
Accounting & Audit Serv	14,500.00	14,685.00	14,700.00
Attorney Fees	1,000.00	172.00	500.00
Insurance	13,000.00	10,791.00	13,000.00
Printing and Postage	2,000.00	2,830.00	2,300.00
Personal Property tax		230.00	
Miscellaneous	1,500.00	2,073.00	1,500.00
<b>A. TOTAL</b>	<b>175,630.00</b>	<b>184,595.00</b>	<b>176,630.00</b>

**B. Items Controlled by the House Of Delegates**

General Administrative Expenses:			
Equipment Maint & Rent	13,500.00	17,685.00	18,000.00
Technological Support	8,000.00	10,850.00	8,000.00
Membership Dues & Sub	900.00	700.00	900.00
Support Staff Expenses	2,500.00	2,542.00	2,500.00
Office Supplies	2,000.00	3,750.00	2,800.00
Executive Board Expense	3,500.00	2,392.00	2,500.00
President's Expenses	5,000.00	2,641.00	5,000.00
Ist Vice President Expen:	3,000.00	0.00	3,000.00
ADA Delegates Expenses	35,000.00	34,700.00	30,000.00
Leadership Conference	0.00	0.00	0.00
KOHK Membership	300.00	0.00	300.00
Ex. Dir. Discretionary Ex	750.00	0.00	750.00
Smile KY		6,161.00	
Auto Expenses	3,000.00	4,185.00	3,000.00
<b>Total General Administrative</b>	<b>77,450.00</b>	<b>85,606.00</b>	<b>76,750.00</b>

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	<b>Adopted Budget 2019</b>	<b>Year to Date 12/31/2018</b>	<b>Proposed Budget 2020</b>
<b>Council/Committee/Work Gr</b>			
Council on Annual Sessic	500.00	0	500.00
Council on Govt Affaris	0.00	0.00	0.00
Long Range Planning Co	0.00		0.00
New Dentist/Membership	2,000.00	0.00	2,000.00
General Council Expense	250.00		250.00
UK-UL KSDS Student St	3,000.00	2,400.00	3,000.00
Member Concierge Expenses			
<b>Total Council/Committee/Wo</b>	5,750.00	2,400.00	5,750.00
<b>B. TOTAL</b>	83,200.00	88,006.00	82,500.00

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	Adopted Budget 2019	Year to Date 12/31/2018	Proposed Budget 2020
<b>C. Staff Compensation</b>			
Executive Directors Expe	15,000.00	21,487.00	20,000.00
Secretary - Treasurer Tra	4,000.00	0.00	4,000.00
Salaries-Staff	370,000.00	384,155.00	395,000.00
Staff Benefits	37,000.00	36,363.00	37,000.00
Retirement Plan Contribu	15,750.00	14,500.00	15,850.00
Payroll Taxes	29,000.00	32,379.00	34,000.00
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<b>C. TOTAL</b>	<b>470,750.00</b>	<b>488,884.00</b>	<b>505,850.00</b>
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<b>D. Fund Contributions</b>			
Reserve Fund Expenses	5,000.00	0	0.00
Capital Expenditures	3,000.00		0.00
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<b>D. TOTAL</b>	<b>8,000.00</b>		<b>0.00</b>
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<b>E. Non-Budgeted Expenses</b>			
ADA Grant Expense		545	
Investment Fees	1,000.00	536.00	750.00
loss on disposal of assets		10,750.00	
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<b>E. TOTAL</b>		<b>11,831.00</b>	
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<b>TOTAL EXPENSES</b>	<b>738,580.00</b>	<b>773,316.00</b>	<b>765,730.00</b>

## **2020 BUDGET NARRATIVE**

The revenue section lists the areas of revenues the Association anticipates for the fiscal year 2020.

**Dues** - reflects the dues income for all categories of membership. This reflects a \$0.00 dues increase for 2020.

**Annual Session** - reflects net revenue from all sources generated by the Annual Session.  
(Exhibit, Continuing Education fee courses and miscellaneous income).

**Interest Income** - reflects interest earned on Association investments.

**Rental Income-Louisville Dental Society** – reflects annual rental income received from the Louisville Dental Society.

**ADABEI (Formerly Finco) (ADA) Royalties** - reflects endorsement income received for credit card purchases and other endorsed products and services.

**KDAIS Income** - reflects endorsement income received from Kentucky Dental Association Insurance Services Company.

**ADA Dues Rebate** - reflects revenue received from ADA for timely processing of dues payment.

**Label Sales** - reflects income from sale of KDA Membership labels.

**Non-Budgeted Revenue** - reflects any revenues not classify under the listed revenue categories.

**Rental Income** – income from the rental of the first floor of the headquarters building.

**Officite** – endorsement income from Officite web page services.

## 2020 BUDGET NARRATIVE

### EXPENSES

- A. Fixed disbursements over which the House has no control but must have annual approval.

Utilities and Maintenance - reflects the cost of maintenance, janitorial, telephone, gas, electric and water for the operation of the KDA Executive Office.

Rent- debt reduction \mortgage paid to Kentucky Dental Foundation

Accounting Services - reflects cost of the Association's annual audit, accounting software support and related tax services.

Attorney Fees - reflects the cost of the Association's legal counsel.

Insurance - reflects cost of insurance on Association property and contents.

Printing and Postage - reflects cost of printing and postage not associated with Journal.

Miscellaneous - reflects cost of miscellaneous expenses not attributable to existing expense accounts.

Temporary Services - It has become necessary to utilize temporary employees in the KDA building.

- B. Items controlled by the House of Delegates

General Administrative Expenses:

Equipment Maintenance and Rental - reflects cost of general maintenance and rental of office equipment.

Membership Dues and Subscriptions- reflects cost of various professional staff dues and subscriptions to publications.

Technological Support - reflects cost for the computer network, also maintenance for computers.

Support Staff Expense - reflects cost of continuing education, travel and miscellaneous expenses for KDA Staff.

Office Supplies - reflects cost of Executive Office supplies.

KOHC – membership in Kentucky Oral Health Coalition

## **2019 BUDGET NARRATIVE**

**Executive Board Expense** - reflects cost of conducting Executive Board Meetings as necessary.

**Presidents Expense** - reflects expenses incurred by the President on behalf of the KDA.

**1<sup>st</sup> Vice-President's Expense** - reflects costs of the 1<sup>st</sup> First Vice-President to attend ADA sponsored conferences.

**KDA Leadership Conference**- reflects cost of KDA Leadership Conference.

**ADA Delegates Expenses** - reflects expenses for the Kentucky Delegates and Alternate Delegates to attend the ADA House of Delegates Meeting.

**Ex. Director Discretionary Expenses** - reflects expenses incurred by the Executive Director which do not fall under expense account.

**Auto Expense** - reflects cost of operating and maintaining the association automobile.

**Council and Work Group Meeting, Travel, Lodging, Telephone, Printing and Postage**

**Membership Steering Work Group** - monies for a membership survey.

**General Council Expense** - reflects expenses that occur during Council Day meetings.

**UK-UL-KSDS Student Support** - reflects cost of booth space during meeting. Also, monies are specified for KSDS support for flag football game, spring basketball tournament, Lunch n learns, fall retreat for new officers and student lobby day.

**2020 BUDGET NARRATIVE**

**C. Staff Compensation**

**Executive Directors Expense** - reflects expenses incurred by the Executive Director related to travel, meals and entertainment, including the ADA and 6<sup>th</sup> District meetings.

**Secretary-Treasurer Expense** - reflects expenses incurred by the Secretary-Treasurer related to travel, meals and entertainment, including the ADA and 6<sup>th</sup> District meetings.

**Salaries** - reflects salaries for KDA Staff.

**Staff Benefits** - reflects cost of employee health and other insurance programs.

**Retirement Plan Contributions** - reflects the Association's annual contribution to the employee program.

**Payroll Taxes** - reflects the Association's contribution to social security taxes and the cost of Kentucky and federal unemployment taxes.

**D. Fund Contributions**

**Reserve Fund Expense** – the contribution to the Reserve Fund.