

TENNESSEE DENTAL ASSOCIATION

Proposed Budget Worksheet

7/1/18 - 6/30/19

	2016-2017 BUDGET	2016-2017 ACTUAL INC & EXP	2017-2018 BUDGET	PROPOSED 2018 2019 BUDGET
REVENUES				
TDA MEMBERSHIP DUES	692,109.00	684,616.00	729,600.00	772,500.00
TDA DUES PENALTIES	0.00	3,046.00	0.00	0.00
CREDIT CARD FEES - DUES	(480.00)	(556.51)	0.00	0.00
TOTAL DUES	691,629.00	687,105.49	729,600.00	772,500.00
INTEREST/DIVIDEND INCOME	3,000.00	3,373.99	3,600.00	3,000.00
TOTAL INTEREST/INVESTMENT INC	3,000.00	3,373.99	3,600.00	3,000.00
JOURNAL ADVERTISING INC	16,350.00	18,034.38	20,000.00	10,000.00
JOURNAL CE INCOME	10,000.00	11,507.41	6,600.00	11,000.00
JOURNAL SUB/DTM, RET LIFE & NMBR	850.00	612.23	700.00	700.00
TOTAL JOURNAL INCOME	45,934.00	49,021.02	46,300.00	21,700.00
NEWSLETTER ADVERTISING	79,100.00	72,333.32	81,000.00	50,000.00
NEWSLTR SUBS/RET LIFE & NON-MBRS	500.00	128.92	500.00	500.00
TOTAL NEWSLETTER INCOME	91,432.00	84,378.24	93,500.00	50,500.00
RELIEF FUND REIMBURSEMENT	10,000.00	10,000.00	10,000.00	10,000.00
TDA FOUNDATION REIMBURSEMENT	4,000.00	4,000.00	4,000.00	4,000.00
TOTAL ADMIN FEE REIMBURSEMENT	14,000.00	14,000.00	14,000.00	14,000.00
RENT INCOME-OFFICE SPACE	253,597.00	253,597.10	283,000.00	300,000.00
TOTAL RENTAL INCOME	253,597.00	253,597.10	283,000.00	300,000.00
ENDORSEMENT INCOME	170,000.00	252,193.63	170,000.00	170,000.00
TOTAL ENDORSEMENT INCOME	170,000.00	252,193.63	170,000.00	170,000.00
TDA INSURANCE AGENCY, INC	16,200.00	16,200.00	16,200.00	102,000.00
MEWA PLAN ROYALTIES				25,000.00
TOTAL TDA INSURANCE AGCY	16,200.00	16,200.00	16,200.00	127,000.00
TENN-D-PAC REIMBURSEMENT	4,000.00	4,000.00	4,000.00	4,000.00
TOTAL TENN-D-PAC ADMIN INC	4,000.00	8,000.00	4,000.00	4,000.00
WELLNESS COMMITTEE CONTRIB	10,000.00	11,500.00	10,000.00	10,000.00
WC MEMBER/MISC CONTRIB	10,362.00	11,633.00	10,000.00	10,000.00
WELLNESS COMMITTEE GRANT	181,740.00	181,740.00	243,900.00	243,900.00
WELLNESS COMMITTEE CE	12,000.00	21,787.00	10,000.00	10,000.00
WC SEMINAR RETREAT	4,000.00	3,450.00	4,000.00	4,000.00
TOTAL WC INCOME	218,102.00	230,110.00	277,900.00	277,900.00
A/S REGISTRATION FEES	30,000.00	21,625.70	28,500.00	28,500.00
A/S SCIENTIFIC PROG FEES	100,000.00	76,340.00	80,000.00	80,000.00
A/S SPONSORSHIPS	40,000.00	35,271.69	22,000.00	65,000.00

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A/S EVENTS		19,415.00		20,000.00
EXHIBITS	65,000.00	33,803.40	27,000.00	38,000.00
TOTAL ANNUAL SESSION	235,000.00	186,455.79	157,500.00	231,500.00
TOSHA MEETING (\$75/MEMBER & STAFF; \$150 NONMEMBER)				30,000.00
TOTAL TOSHA MEETING				30,000.00
MISCELLANEOUS INCOME	40,000.00	43,051.69	36,000.00	42,000.00
TOTAL MISCELLANEOUS INCOME	40,000.00	43,051.69	36,000.00	42,000.00
TOTAL REVENUE	1,783,494.00	1,829,561.95	1,832,400.00	2,044,100.00
EXPENSES				
JOURNAL OF THE TDA				
JOURNAL:PRINTING & MAILING	21,000.00	23,598.02	23,000.00	21,000.00
EDITOR EXP/ADA MTG/SUPPLY	2,800.00	395.00	2,800.00	2,800.00
AADEJ DUES	290.00	320.00	300.00	320.00
EDITOR'S HONORARIUM	2,200.00	2,200.00	2,200.00	2,200.00
SCIENTIFIC EDITOR'S HONORARIUM	1,100.00	1,100.00	1,100.00	1,100.00
TOTAL JOURNAL	27,390.00	27,613.02	29,400.00	27,420.00
NEWSLETTER				
PRINTING/MAIL NEWSLETTER	36,000.00	22,182.68	9,500.00	9,000.00
TOTAL NEWSLETTER	36,000.00	22,182.68	9,500.00	9,000.00
TOTAL JOURNAL/NEWSLETTER	63,390.00	49,795.70	38,900.00	36,420.00
COUNCIL / ANNUAL SESSION				
LOCAL ARRANGEMENTS				
EO TRAVEL/MTG PLNG/SITE	5,500.00	7,295.82	6,000.00	5,500.00
GENERAL EXPENSE	1,500.00	666.81	1,500.00	500.00
TOTAL LOCAL ARRANGEMENTS	7,800.00	7,962.63	7,500.00	6,000.00
EXHIBITS				
EXH:PRINT & MAIL PROSPECT	3,800.00	3,444.82	3,800.00	3,800.00
EXH:EXHIBIT HALL SECURITY	0.00	855.00	2,000.00	2,500.00
EXH:CHAIRMAN'S EXP/PRIZES	3,000.00	3,476.34	3,000.00	0.00
TOTAL EXHIBITS	18,200.00	18,272.27	8,800.00	6,300.00
REGISTRATION				

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REGIS:GENERAL EXPENSE	4,250.00	7,553.97	7,000.00	0.00
REGIS:ELECTRONIC REGISTRATION	0.00	0.00	0.00	13,000.00
TOTAL REGISTRATION	4,250.00	7,553.97	7,000.00	13,000.00
PROGRAM				
PROG:CLINICIANS EXPENSE	0.00	44,678.07	1,000.00	45,000.00
PROG:MEETING ROOM RENTAL	0.00	11,434.18	0.00	0.00
PROG:SPEAKER HOSPITALITY	0.00	1,950.00	2,000.00	2,000.00
PROG:TECHNICAL EQUIPMENT	12,000.00	8,798.70	13,500.00	20,000.00
PROG:CHAIRMAN'S EXPENSE	800.00	0.00	0.00	0.00
TOTAL PROGRAM	12,800.00	66,860.95	16,500.00	67,000.00
PUBLICATIONS/PUBLIC REL				
PUB:PRELIMINARY PROG EXP	9,500.00	6,853.69	9,000.00	7,000.00
PUB:FINAL PROGRAM EXPENSE	0.00	2,415.69	4,000.00	3,000.00
PUB:OPENING EVENT PROGRAM	800.00	320.43	500.00	0.00
PUB:RADIO & PRESS	500.00	361.88	500.00	500.00
PUB:ADVERTISEMENT	0.00	0.00	4,000.00	4,000.00
PUB:CHAIRMAN'S EXPENSE	0.00	0.00	0.00	0.00
TOTAL PUBLIC/PUBLIC RELATIONS	10,800.00	9,951.69	18,000.00	14,500.00
SPECIAL EVENTS				
EVENT:AWARDS LUNCH	2,500.00	6,597.36	14,000.00	5,000.00
EVENT:PRESIDENT'S PARTY	1,500.00	14,628.82	10,000.00	10,000.00
EVENT:GUEST OF PRES & TDA	4,000.00	1,733.43	1,000.00	2,000.00
EVENT:SPONSORSHIP BREAKFAST	0.00	0.00	1,000.00	1,000.00
EVENT:CHAIRMAN'S EXPENSE	800.00	0.00	0.00	0.00
TOTAL SPECIAL EVENTS	8,800.00	22,959.61	26,000.00	18,000.00
HONORARIUMS				
PRESIDENT'S HONORARIUM	1,000.00	1,000.00	1,000.00	1,000.00
GEN CHAIRMANS HONORARIUM	500.00	500.00	500.00	500.00
TOTAL HONORARIUMS	1,500.00	1,500.00	1,500.00	1,500.00
TOTAL ANNUAL SESSION	64,150.00	135,061.12	85,300.00	126,300.00
Contribution from TDA Insurance Agency			(75,000.00)	
Net Annual Session Expenses			10,300.00	
TDA BOARD OF TRUSTEES				
TDA BOARD:GENERAL EXPENSE	18,000.00	11,347.08	18,000.00	12,500.00
BRD OF DENTISTRY LIAISON HON	4,000.00	4,000.00	4,000.00	4,000.00

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STRATEGIC PLANNING	0.00	25,870.60	0.00	0.00
TOTAL BOARD OF TRUSTEES	22,000.00	41,217.68	22,000.00	16,500.00
HOUSE OF DELEGATES EXPENSE				
HOUSE:GENERAL EXPENSE	1,200.00	512.24	1,400.00	600.00
PARLIAMENTARIAN	600.00	0.00	600.00	0.00
TOTAL HOUSE OF DELEGATES	2,500.00	512.24	2,000.00	600.00
TOTAL BOARD / HOUSE	24,500.00	41,729.92	24,000.00	17,100.00
COUNCILS & COMMITTEES				
DENTAL BENEFIT				
DENTAL BENEFIT PROG:GENERAL	1,500.00	8.76	1,000.00	1,000.00
TRAVEL/PER DIEM N'TL MEETING	0.00	0.00	0.00	0.00
MILEAGE REIMB. FOR COUNCIL	1,400.00	0.00	0.00	0.00
TOTAL DENTAL BENEFIT	2,900.00	8.76	1,000.00	1,000.00
PEER REVIEW				
PEER REVIEW:GENERAL EXPENSE	1,000.00	189.54	1,000.00	200.00
MILEAGE REIMB. FOR COMMITTEE	1,240.00	0.00	0.00	200.00
TOTAL PEER REVIEW	2,240.00	189.54	1,000.00	400.00
SCIENTIFIC PROGRAMS & CE				
SCIENTIFIC PROG & CE:GENERAL	400.00	0.00	400.00	400.00
SCOUTING REIMB.	3,000.00	0.00	3,000.00	2,000.00
MILEAGE REIMB. FOR COM.	3,000.00	0.00	500.00	500.00
ACE:AWARDS & POSTAGE	1,100.00	578.91	2,200.00	2,000.00
TOTAL SCIENTIFIC PROGRAMS & CE	10,400.00	1,878.56	8,600.00	4,900.00
ENVIRONMENT/INFECTION CONTROL				
ENVIRON & INFECTN CONTROL:				
GENERAL	500.00	59.50	200.00	200.00
MILEAGE REIMB. FOR COM.	2,000.00	0.00	0.00	0.00
TOTAL ENVIRON. & INF CONTROL	2,500.00	59.50	200.00	200.00
WELLNESS COMMITTEE				
WC: TRAVEL/IN-STATE	5,000.00	5,337.18	15,000.00	15,000.00
WC:TRAVEL/OUT-OF-STATE	10,000.00	4,243.56	7,000.00	7,000.00
SALARY/TAXES/BENEFITS	153,855.00	167,361.17	171,000.00	171,000.00
WC:TELEPHONE/CELL PHONE	1,100.00	1,337.09	2,300.00	2,300.00
WC:PRINTING/PUBLICATIONS/ADS	2,650.00	4,225.00	4,600.00	4,600.00

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WC:POSTAGE/SUPPLIES/MISC	4,000.00	13,473.09	12,000.00	12,000.00
WC:ADMINISTRATIVE/MEETING	20,000.00	21,420.81	32,900.00	32,900.00
WC:AUDITOR'S FEES (ACTUAL)	875.00	950.00	900.00	900.00
WC: OFFICE RENT	5,622.00	5,622.00	5,600.00	5,600.00
WC: ATTORNEY FEE	10,000.00	11,000.00	14,000.00	14,000.00
WC: RETREAT	5,000.00	9,693.13	12,600.00	12,600.00
TOTAL WELLNESS COMMITTEE	218,102.00	244,663.03	277,900.00	277,900.00
TENN-D-PAC				
TENN-D-PAC:GENERAL EXPENSE	0.00	160.45	0.00	200.00
TOTAL TENN-D-PAC	0.00	160.45	0.00	200.00
GOVERNMENTAL AFFAIRS				
GOV AFFAIRS:GENERAL EXP	1,000.00	310.20	1,000.00	1,000.00
LEGISLATIVE PUBLICATIONS	2,300.00	1,592.56	400.00	400.00
LOBBYING EXPENSE (Jack Fosbinder, etc.)	51,000.00	51,155.45	52,000.00	52,000.00
ADA LOBBYIST/LEADERSHIP CONF	7,400.00	6,560.48	7,400.00	7,000.00
MILEAGE REIMB. FOR COM.	1,060.00	0.00	1,000.00	1,000.00
TOTAL GOVERNMENTAL AFFAIRS	62,760.00	59,618.69	61,800.00	61,400.00
COMMITTEE ON NEW DENTIST				
NEW DENTIST:GENERAL EXP	2,750.00	3,109.82	4,900.00	3,500.00
NEW DENTIST:TRAVEL EXPENSE	3,100.00	799.22	3,250.00	3,000.00
NEW DENTIST:MILEAGE REIMB. COMMIT	1,690.00	0.00	0.00	0.00
NEW DENTIST:FUNCTION @ ANNUAL SE	1,500.00	1,728.70	0.00	0.00
ASDA DUES & MEETING SCHOLARSHIP	7,450.00	7,280.00	7,450.00	7,450.00
ASDA EVENT SPONSORSHIP	1,000.00	1,000.00	1,000.00	1,000.00
TOTAL NEW DENTIST	17,490.00	13,917.74	16,600.00	14,950.00
AGENCIES, AWARDS, ETHICS & JUDICIAL				
AGENCIES, AWARDS, ETHICS & JUDICIAL	8,000.00	1,455.33	2,200.00	1,500.00
MILEAGE REIMB. FOR COUNCIL	1,530.00	0.00	1,000.00	500.00
TOTAL AGENCIES, AWARDS, ETHICS & JU	9,530.00	1,455.33	3,200.00	2,000.00
ANESTHESIA, SEDATION, SCOPE OF PRACTICE				
MILEAGE REIMB FOR COMMITTEE /A	890.00	0.00	900.00	500.00
TOTAL ANESTHESIA..	890.00	0.00	900.00	500.00
ORAL HEALTH INITIATIVES				
ORAL HEALTH - GENERAL EXP	1,500.00	0.00	0.00	0.00
MILEAGE REIMB FOR COMMITTEE /O	1,000.00	0.00	1,000.00	500.00
TOTAL ORAL HEALTH INITIATIVES	2,500.00	0.00	1,000.00	500.00

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	2016-2017 BUDGET	2016-2017 ACTUAL INC & EXP	2017-2018 BUDGET	PROPOSED 2018 2019 BUDGET
EXECUTIVE COMMITTEE				
ATTORNEY RETAINER (Jack Robinson)	10,200.00	10,200.00	11,000.00	11,000.00
COUNSEL WORKSHOP-CHICAGO	1,000.00	754.75	1,000.00	1,500.00
AUDITOR'S FEES/PAYROLL PREP	9,770.00	10,855.00	11,000.00	11,000.00
CONTINGENCY FUND	5,000.00	1,897.37	5,000.00	5,000.00
MISC DINNER MEETINGS/RETREAT	0.00	0.00	0.00	4,000.00
CAPITAL EXPENDITURES	0.00	0.00	5,000.00	12,000.00
TDA STUDENT RECRUITMENT FUNCTION	10,000.00	1,951.75	1,000.00	1,000.00
BEREVEMENT FUND	0.00	0.00	1,000.00	1,000.00
GOVERNANCE TASK FORCE	0.00	0.00	2,000.00	2,000.00
TOTAL EXECUTIVE COMMITTEE	35,970.00	25,658.87	37,000.00	48,500.00
MBRSHIP & COMMUNICATIONS				
MBRSHIP & COMMUN:GENERAL	500.00	539.45	500.00	600.00
MBRSHIP: TRAVEL EXPENSE (new 2016-2017)	2,000.00	588.17	3,000.00	3,000.00
PRINTING/POSTAGE/SUPPLIES	3,000.00	1,877.42	1,700.00	3,000.00
MILEAGE REIMB FOR COMMITTEE	2,370.00	0.00	500.00	500.00
MEDICAL MALPRACTICE PROMOTION	2,000.00	2,200.00	2,500.00	2,500.00
TOTAL MBRSHIP & COMMUNICATIONS	9,870.00	5,205.04	8,200.00	9,600.00
OFFICERS				
OFFICERS' HONORARIUMS & MTGS	21,600.00	17,258.63	22,000.00	20,000.00
TOTAL OFFICERS	21,600.00	17,258.63	22,000.00	20,000.00
DELEGATES/ALTERNATE DEL				
DEL/ALT/SEC/ADA A/S:TRAVEL	7,900.00	5,246.41	5,000.00	38,000.00
PER DIEM - ADA ANNUAL SESSION (\$100 x 6 days x 15)	36,000.00	27,200.00	36,000.00	9,000.00
PER DIEM-CAUCUS (1 DAY) (\$100 x 15)	5,400.00	3,600.00	6,000.00	1,500.00
CAUCUS TRAVEL				6,000.00
DEL/ADA 6TH D ASSESSMENT	2,400.00	2,400.00	2,400.00	2,400.00
TOTAL DELEGATES/ALTERNATES	51,700.00	38,446.41	49,400.00	56,900.00
TOTAL COUNCILS/COMMITTEES	447,712.00	408,724.53	489,200.00	498,950.00
SUB-TOTAL EXPENSES	599,752.00	635,311.27	637,400.00	678,770.00
TDA RETIREMENT FUND				
STAFF RETIREMENT FUND	50,537.00	40,118.85	46,300.00	50,000.00
TOTAL RETIREMENT	50,537.00	40,118.85	46,300.00	50,000.00

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OPERATING/ADMINISTRATIVE				
OFFICE SUPPLY/LABELS&LISTS	500.00	1,415.33	500.00	10,000.00
STATIONERY/PAPER/POSTERS	2,500.00	1,133.92	2,000.00	1,000.00
COMPUTER SUPPLY/PROGRAMS	9,500.00	8,257.92	5,000.00	2,500.00
POSTAGE	2,500.00	3,117.07	1,500.00	5,000.00
PHONE/WEBSITE/INTERNET	10,000.00	10,044.26	9,000.00	12,000.00
MISC OFFICE EXPENSE	8,000.00	11,079.60	8,000.00	12,000.00
PAYROLL TAXES	33,387.00	36,561.67	32,700.00	30,000.00
OFFICE STAFF SALARIES	499,370.00	486,843.59	462,100.00	476,631.00
OVERTIME WAGES	10,000.00	17,966.23	3,500.00	3,500.00
MEDICAL/DENTAL/LIFE INS/H.S.A.	90,284.00	75,262.35	81,000.00	81,000.00
TRAVEL EXPENSES	10,000.00	12,597.42	13,000.00	15,000.00
DUES/PUBLICATIONS/SUBS	1,700.00	1,654.16	2,600.00	2,000.00
CONTRACT LABOR	0.00	0.00	0.00	0.00
PERSONAL PROPERTY/CORP TAXES	900.00	646.47	700.00	700.00
EQUIP LEASE/MAINTENANCE	28,000.00	28,749.15	22,000.00	30,000.00
EXEC DIR DISCRETIONARY FUND	750.00	137.00	1,200.00	1,200.00
INS:LIAB/WC/DIS/MISC	12,200.00	9,878.55	12,500.00	11,000.00
STAFF TRAINING	0.00	0.00	3,000.00	3,000.00
TOTAL OPERATING/ADMIN EXP	719,591.00	687,342.56	660,300.00	696,531.00
TOTAL RETIREMENT, OPERATING & ADMINISTRATIVE				
	770,128.00	727,461.41	706,600.00	746,531.00
SUB-TOTAL EXPENSES				
	1,369,880.00	1,362,772.68	1,344,000.00	1,425,301.00
TDA BUILDING EXPENSES				
PROPERTY TAXES	42,000.00	44,831.00	43,000.00	45,000.00
UTILITIES (ELECTRICITY)	59,000.00	50,927.54	59,000.00	59,000.00
LANDSCAPE MAINTENANCE	10,000.00	6,240.00	11,000.00	8,500.00
HVAC MAINTENANCE	6,000.00	7,396.00	5,500.00	7,500.00
WATER, IRRIGATION & SEWER	12,000.00	8,520.66	12,000.00	10,000.00
JANITORIAL SERVICE (GEN. CLEANING)	21,000.00	20,172.68	21,000.00	21,000.00
BUILDING INSURANCE	7,300.00	8,011.36	8,000.00	9,000.00
SECURITY & PHONE	4,000.00	4,133.45	5,100.00	5,000.00
STORMWATER DRAINAGE	575.00	601.31	600.00	600.00
TRASH COLLECTION	1,500.00	1,691.48	1,600.00	2,000.00
BLDG MAINTENANCE	10,000.00	9,041.16	10,000.00	15,000.00
ASSOCIATION FEES	425.00	421.44	500.00	500.00
PEST CONTROL	500.00	300.00	300.00	300.00

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MISC BLDG CLEANING & SUPPLIES	5,000.00	4,413.72	3,500.00	3,000.00
TOTAL TDA BUILDING EXPENSES	179,300.00	166,701.80	181,100.00	186,400.00
MORTGAGE EXPENSE				
TOTAL MORTGAGE EXPENSE	188,270.00	138,705.38		170,000.00
TOTAL MORTGAGE EXPENSE	188,270.00	138,705.38		170,000.00
MORTGAGE INTEREST EXPENSE	0.00	49,565.26	44,600.00	49,000.00
DEPRECIATION ON BUILDING	0.00	141,896.13	140,300.00	145,000.00
AMORTIZATION OF REAL ESTATE COMM	0.00	11,993.66	5,000.00	12,000.00
TOTAL INTEREST, DEPREC. & AMORT.	0.00	203,455.05	189,900.00	206,000.00
TOTAL BUILDING / MORTGAGE	367,570.00	508,862.23	371,000.00	562,400.00
GRAND TOTAL EXPENSES	1,737,450.00	1,871,634.91	1,715,000.00	1,987,701.00
EXCESS REVENUE/EXPENSE	46,044.00	(42,072.96)	117,400.00	56,399.00
TOTAL REVENUE	1,783,494.00	1,829,561.95	1,832,400.00	2,044,100.00
GRAND TOTAL EXPENSES	(1,737,450.00)	(1,871,634.91)	(1,715,000.00)	(1,987,701.00)
EXCESS REVENUE (EXPENSE)	46,044.00	(42,072.96)	117,400.00	56,399.00