

# Montana Optometric Association, Inc.

## 2019 Budget

	2016 Actual	2017 Actual	2018 Budget	2018 Actual	2019 Budget
<b>Income</b>					
Annual Conference	74,759.40	86,615.94	78,000.00	69,901.61	76,500.00
Buying Group Income	8,000.00	8,000.00	8,000.00	6,000.00	8,000.00
Dues OD's & Sponsor Mbrs	162,385.47	178,599.91	190,232.00	189,030.84	192,500.00
Interest Income	252.41	391.96	300.00	1,240.58	1,000.00
Legal Assessment	0.00	0.00	172,500.00	178,700.00	245,650.00
Miscellaneous Income	1,937.74	2,061.92	1,600.00	2,567.24	2,300.00
Other Meeting Income	2,762.13	5,232.83	4,000.00	5,108.18	4,500.00
Rental Income LCD Projectors	800.00	0.00	0.00	0.00	0.00
Ski Conference	11,732.96	15,605.37	13,000.00	17,955.64	15,100.00
Transfer from Reserves	0.00	0.00	0.00	0.00	0.00
<b>Total Income</b>	<b>262,630.11</b>	<b>296,507.93</b>	<b>467,632.00</b>	<b>470,504.09</b>	<b>545,550.00</b>
<b>Expense</b>					
AOA Dues	106,306.18	109,841.90	117,082.00	117,284.23	119,650.00
AOA Meetings, Board/Members					
AOA Presidents' Council	2,110.64	1,292.06	4,000.00	3,114.48	4,000.00
AOA Optometry's Meeting	3,980.21	5,023.65	5,500.00	2,423.21	5,500.00
GWCO Presidents' Council	2,654.99	2,953.57	2,700.00	1,648.56	2,700.00
AOA Other Meetings	1,553.06	6,473.11	3,000.00	5,561.87	5,000.00
AOA Reimbursement					
Congressional Advocacy Conference	-4,500.00	0.00	0.00	-3,500.00	0.00
AOA Meetings, Staff	2,764.60	7,854.53	8,200.00	3,724.85	8,000.00
Board Training	600.00	0.00	0.00	0.00	0.00
Credit Card Fees	3,466.00	4,045.77	4,000.00	5,846.75	5,800.00
Dues	246.00	368.00	500.00	128.00	500.00
Insurance: Director & Officers	2,026.00	2,026.00	2,050.00	1,986.00	2,000.00
Legislative Expenses	800.00	20,218.01	15,000.00	5,379.80	16,000.00
Legislative Regional Meetings	313.58	0.00	0.00	0.00	0.00
Management Fee	101,867.04	104,376.00	107,507.00	107,507.04	112,882.00
Meeting Expenses	596.61	492.30	1,000.00	1,995.77	800.00
Miscellaneous Expenses	1,048.00	1,683.09	1,000.00	139.57	1,000.00
MOA Website	846.50	396.25	400.00	0.00	400.00
Professional Fees					
Accounting	796.25	950.00	1,000.00	1,055.00	1,100.00
Legal	3,201.12	11,216.72	1,500.00	0.00	1,500.00
Legal Medicaid	0.00	0.00	37,300.00	23,585.12	245,650.00
Other	525.00	50.00	0.00	0.00	0.00
Subscriptions, books, etc.	62.50	81.25	100.00	0.00	100.00
Supplies, Postage, and Printing	2,654.68	2,906.47	3,000.00	3,799.79	3,500.00
Telephone	518.28	611.40	670.00	684.56	715.00
Think About Your Eyes	0.00	6,600.00	6,750.00	6,550.00	6,700.00
Winter Meeting/Legislative Day	0.00	1,473.09	0.00	0.00	2,000.00
<b>Total Expense</b>	<b>234,437.24</b>	<b>290,933.17</b>	<b>322,259.00</b>	<b>288,914.60</b>	<b>545,497.00</b>
<b>Net Income Over/Under Expenses</b>	<b>28,192.87</b>	<b>5,574.76</b>	<b>145,373.00</b>	<b>181,589.49</b>	<b>53.00</b>

**NOTES TO 2019 BUDGET**  
**Montana Optometric Association**

<b>INCOME</b>		
		This item is budgeted based on history. <i>Note: The Finance Committee wants to see Board actively soliciting to obtain sponsorships for the meeting.</i>
<b>ANNUAL CONFERENCE</b>	<b>\$76,500.00</b>	
<b>BUYING GROUP INCOME</b>	<b>\$8,000.00</b>	Income based on 2018 contract with OOGP.
		This item includes collection of 2019 AOA dues and assessments, TAYE assessment, and MOA OD dues and associate member dues based upon retention of current membership.
<b>DUES INCOME</b>	<b>\$192,500.00</b>	
<b>INTEREST INCOME</b>	<b>\$1,000.00</b>	This item is budgeted based on 2018 income.
		Amount based on 2018 year end projection of unpaid member assessment and anticipated payments for 2019 assessment.
<b>LEGAL ASSESSMENT</b>	<b>\$245,650.00</b>	
		This item, which includes AOA royalties and rebates, advertising, and the like, is budgeted according to historical data.
<b>OTHER INCOME</b>	<b>\$2,300.00</b>	
		This item is budgeted based on history: GWCO \$4,500.00 NROC \$0.00 OptoWest \$0.00
<b>OTHER MEETING INCOME</b>	<b>\$4,500.00</b>	
<b>RENTAL INCOME LCD PROJECTORS</b>	<b>\$0.00</b>	No LCD projector rental income is anticipated for 2019.
		This item is budgeted based on the average of the previous three years' conferences.
<b>SKI CONFERENCE</b>	<b>\$15,100.00</b>	
<b>TOTAL</b>	<b>\$545,550.00</b>	
<b>EXPENSES</b>		
		Payment to AOA of 2019 dues and assessments collected from OD members (income reflected above). Amount is based on retention of current membership.
<b>AOA DUES</b>	<b>\$119,650.00</b>	
		<u>AOA</u> \$4,000.00 Presidents' Council (1st and 2nd Vice Presidents) \$5,500.00 Optometry's Meeting (President and 1st Vice President) \$1,000.00 Congressional Advocacy Conference (1 attendee) \$4,000.00 SGRC Meeting - <i>Note: The Finance Committee would like to see more people attend if possible so MOA will offer a set stipend for this meeting rather than cover all expenses.</i> <u>GWCO</u> \$2,700.00 Annual Congress (President & 2nd Board Member)
<b>AOA MEETINGS - BOARD AND MEMBERS</b>	<b>\$17,200.00</b>	These amounts are budgeted same as 2018.
		Estimated expenses: \$2,800.00 AOA Optometry's Meeting - Executive Director \$1,600.00 AOA Optometry's Meeting - Co-Executive Director \$3,600.00 AOA SGRC Meeting - Executive & Co-Executive Directors
<b>AOA MEETINGS - STAFF</b>	<b>\$8,000.00</b>	
<b>BOARD TRAINING</b>	<b>\$0.00</b>	No amount is budgeted for 2019.
<b>CREDIT CARD FEES</b>	<b>\$5,800.00</b>	Item is budgeted based on 2018 expenses for processing fees.
		\$130.00 GWCO dues \$240.00 IAOE dues \$130.00 AOSA
<b>DUES</b>	<b>\$500.00</b>	These amounts are budgeted same as 2018.
		Estimated annual premium to continue \$2,000,000 Directors and Officers Liability Insurance coverage based on history.
<b>INSURANCE: D&amp;O</b>	<b>\$2,000.00</b>	
<b>LEGISLATIVE EXPENSES</b>	<b>\$16,000.00</b>	Projected 2019 fees and expenses for lobbyists.
<b>LEGISLATIVE REGIONAL MEETINGS</b>	<b>\$0.00</b>	No expenses are budgeted for 2019.

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		This amount includes a 5% increase over 2018 fee. The management fee includes all office space, utilities, insurance, furnishings and equipment (telephones, computers, software and software updates, photocopiers, fax machine, and the like). The office is open Monday through Friday from 8:00 a.m. to 5:00 p.m. This fee includes the full-time availability of the services of the executive directors and salaries and benefits for 5 office staff. Services include correspondence, bookkeeping and accounting, membership records, recruitment and retention, legislative lobbying during scheduled Legislative Sessions and Interim Legislative Committees, regulatory services, conference and meeting planning and staffing, and website development and maintenance.
<b>MANAGEMENT FEE</b>	<b>\$112,882.00</b>	
<b>MEETING EXPENSES</b>	<b>\$800.00</b>	This item includes expenses for meeting room rental, meals, equipment rental, etc. and telephone and video conference calls for board and committee meetings. It is budgeted based on history.
<b>MISCELLANEOUS</b>	<b>\$1,000.00</b>	This item includes the annual corporation report filing fee, bank service charges, good will and welfare, and the like. It is budgeted same as 2018.
<b>MOA WEBSITE DEVELOPMENT</b>	<b>\$400.00</b>	This item covers expenses for web hosting, additional storage, and list-serve hosting fees. Item budgeted same as 2018.
<b>PROFESSIONAL FEES</b>	<b>\$248,250.00</b>	Anticipated 2019 expenses: \$1,100.00 Accounting \$1,500.00 Other Legal \$245,650.00 Medicaid Legal
<b>SUBSCRIPTIONS, BOOKS, ETC.</b>	<b>\$100.00</b>	This item includes subscriptions to AOA publications and MOA's share of the costs of the annual Montana Administrative Register and Administrative Rules which provide notice of all proposed and adopted regulatory actions by state agencies (Note: RMS is able to divide this costs among seven associations.)
<b>SUPPLIES, POSTAGE AND PRINTING</b>	<b>\$3,500.00</b>	This item is budgeted based on 2018 expenses and includes costs of photocopies, postage, faxes, and other supplies such as letterhead and envelopes.
<b>TELEPHONE</b>	<b>\$715.00</b>	This item includes MOA's share of monthly local and long distance services.
<b>THINK ABOUT YOUR EYES</b>	<b>\$6,700.00</b>	\$50 assessment per member to be donated to TAYE (income reflected above). Amount is based on retention of current membership.
<b>TRAVEL - BOARD AND MEMBERS</b>	<b>\$0.00</b>	This item includes travel to MOA Board Meetings not held in conjunction with continuing education or a membership meeting. It is budgeted at zero based on 2018 expenses.
<b>WINTER MEETING-DAY AT LEGISLATURE</b>	<b>\$2,000.00</b>	Anticipated expenses for 2019 Day at the Legislature.
<b>TOTAL</b>	<b>\$545,497.00</b>	
<b>NET INCOME</b>	<b>\$53.00</b>	