

Montana Optometric Association, Inc.
Budget v. Actual
January 1 - December 31, 2015
and 2016 Budget

	2012	2013	2014	2015	2015	2015	2016
	Actual	Actual	Actual	Budget	Actual	Over/Under	Budget
Income							
Annual Conference	63,369.24	52,334.08	52,140.68	45,000.00	74,848.82	29,848.82	45,000.00
Buying Group Income	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	0.00	8,000.00
Dues OD's & Sponsor Mbrs	137,810.44	151,496.45	154,607.38	160,110.00	158,577.07	-1,532.93	169,135.00
ICD-10 Training			2,219.73	0.00	0.00	0.00	0.00
Interest Income	654.30	86.77	62.49	65.00	150.20	85.20	100.00
Miscellaneous Income	8,232.97	1,723.38	1,694.50	1,500.00	2,274.29	774.29	1,500.00
Other Meeting Income	6,646.16	7,105.29	5,450.46	7,500.00	6,225.13	-1,274.87	6,000.00
Rental Income LCD Projectors	2,700.00	2,361.40	2,600.00	2,500.00	2,500.00	0.00	1,500.00
Ski Conference	19,781.08	9,026.34	8,567.76	9,000.00	12,967.89	3,967.89	9,000.00
Transfer from Reserves	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Income	247,194.19	232,133.71	235,343.00	233,675.00	265,543.40	31,868.40	240,235.00
Expense							
AOA Board of Trustees - Dr. Benner Campaign				5,000.00	5,000.00	0.00	0.00
AOA Dues	92,912.02	99,259.40	98,638.66	103,275.00	103,712.54	437.54	109,856.00
AOA Meetings, Board/Members							
AOA Presidents' Council	2,854.02	2,547.51	3,025.30	3,000.00	3,351.10	351.10	3,000.00
AOA Congress	5,165.97	5,217.03	4,550.80	5,000.00	3,757.66	-1,242.34	5,000.00
GWCO Presidents' Council	576.81	0.00	0.00	500.00	0.00	-500.00	1,500.00
AOA Other Meetings	2,924.38	4,639.04	0.00	3,600.00	3,936.98	336.98	3,600.00
AOA Meetings, Staff	5,136.51	5,502.10	4,137.36	6,700.00	4,050.49	-2,649.51	6,700.00
Board Training	0.00	195.65	0.00	4,000.00	4,067.75	67.75	0.00
Credit Card Fees	3,392.01	2,423.97	2,672.48	3,000.00	4,172.57	1,172.57	5,000.00
Dues	510.00	517.00	375.00	585.00	483.00	-102.00	620.00
Equipment Purchase	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Insurance: Director & Officers	1,674.00	1,793.00	1,868.00	1,950.00	2,026.00	76.00	2,100.00
Leadership Training	640.00	0.00	0.00	0.00	0.00	0.00	0.00
Legislative Expenses	0.00	1,516.82	0.00	2,000.00	0.00	-2,000.00	0.00
Legislative Regional Meetings	2,713.49	0.00	0.00	0.00	0.00	0.00	101,867.00
Management Fee	83,876.04	96,000.00	97,400.04	98,900.00	98,900.04	0.04	1,000.00
Meeting Expenses	590.16	696.99	801.75	1,000.00	1,097.01	97.01	500.00
Miscellaneous Expenses	111.00	505.00	269.00	500.00	536.00	36.00	600.00
MOA Website	646.05	678.50	891.00	700.00	546.45	-153.55	2,600.00

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Professional Fees	2,375.00	1,380.00	625.00	2,100.00	1,875.00	-225.00	0.00
Strategic Goal Setting Retreat	0.00	4,427.00	0.00	0.00	0.00	0.00	0.00
Subscriptions, books, etc.	78.12	105.83	62.50	106.00	62.50	-43.50	62.50
Supplies, Postage, and Printing	1,997.97	2,725.05	1,719.22	2,000.00	4,591.68	2,591.68	4,000.00
Telephone	1,149.90	518.28	518.28	520.00	518.28	-1.72	520.00
Travel - Board & Members	0.00	0.00	0.00	1,500.00	0.00	-1,500.00	1,500.00
Winter Meeting	0.00	1,031.88	0.00	1,000.00	1,774.60	774.60	0.00
Total Expense	209,323.45	231,680.05	217,554.39	246,936.00	244,459.65	-2,476.35	250,025.50
Net Income Over Expenses	37,870.74	453.66	17,788.61	-13,261.00	21,083.75	34,344.75	-9,790.50
Adjustments per Accountant					-848.10		
Net Income	37,870.74	453.66	17,788.61	-13,261.00	20,235.65	34,344.75	-9,790.50

NOTES TO 2016 BUDGET
Montana Optometric Association

INCOME		
ANNUAL CONFERENCE	\$45,000.00	This item is budgeted conservatively in accordance with past years' income.
BUYING GROUP INCOME	\$8,000.00	Income based on 2015 contract with OOGP.
DUES INCOME	\$169,135.00	This item includes collection of 2016 AOA dues and assessments and MOA dues based upon current OD and sponsor member maintenance.
INTEREST INCOME	\$100.00	This item is budgeted based on 2015 income.
OTHER INCOME	\$1,500.00	This item, which includes AOA royalties and rebates, advertising, and the like, is budgeted according to historical data.
OTHER MEETING INCOME	\$6,000.00	This item is budgeted based on prior years' income and information regarding the GWCO state distribution: GWCO \$6,000.00 NROC \$0.00 OptoWest \$0.00
RENTAL INCOME LCD PROJECTORS	\$1,500.00	This item is budgeted based on 2015 income.
SKI CONFERENCE	\$9,000.00	This item is budgeted conservatively in accordance with past years' income.
TOTAL	\$240,235.00	
EXPENSES		
AOA DUES	\$109,856.00	Payment to AOA of 2016 dues and assessments collected from OD members (income reflected above).
AOA MEETINGS - BOARD AND MEMBERS	\$13,100.00	<u>AOA</u> \$3,000.00 Presidents' Council (1st and 2nd Vice Presidents) \$5,000.00 Optometry's Meeting (President and 1st Vice President) \$3,600.00 Legislative and Third Party Representation (2 attendees) <u>GWCO</u> \$1,500.00 Annual Congress (2 attendees) These amounts are budgeted based on 2015 expenses.
AOA MEETINGS - STAFF	\$6,700.00	\$1,500.00 AOA Presidents' Council \$2,200.00 AOA Optometry's Meeting \$1,500.00 AOA State Legislative & Third Party National Conference \$1,500.00 IAOE Annual Meeting These amounts are budgeted based on expense history.
BOARD TRAINING	\$0.00	No amount is budgeted for 2016.
CREDIT CARD FEES	\$5,000.00	Item is budgeted based on 2015 expenses for processing fees and lease of credit card terminal.
DUES	\$620.00	\$130.00 GWCO dues \$180.00 IAOE dues \$180.00 APHA dues \$130.00 AOSA These amounts are budgeted based on 2014 and 2015 expenses.
EQUIPMENT PURCHASE	\$0.00	No expenses are budgeted for 2016.
INSURANCE: D&O	\$2,100.00	Estimated annual premium to continue \$2,000,000 Directors and Officers Liability Insurance coverage based on historical annual premium increases.
LEADERSHIP TRAINING	\$0.00	No amount is budgeted for 2016.
LEGISLATIVE EXPENSES	\$0.00	No amount is budgeted for 2016.
LEGISLATIVE REGIONAL MEETINGS	\$0.00	No expenses are budgeted for 2016.

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MANAGEMENT FEE	\$101,867.00	This amount includes a 3% COLA increase. 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.
MEETING EXPENSES	\$1,000.00	This item includes expenses for meeting room rental, meals, equipment rental, etc. and telephone conference calls for board and committee meetings. It is estimated based on expense history.
MISCELLANEOUS	\$500.00	This item includes the annual corporation report filing fee, bank service charges, good will and welfare, and the like. It is estimated based on expense history.
MOA WEBSITE DEVELOPMENT	\$600.00	This item covers expenses for web hosting, additional storage, and list-serve hosting fees.
PROFESSIONAL FEES	\$2,600.00	\$100.00 Charles Brownlow consulting \$1,500.00 Accounting \$1,000.00 Legal These amounts are estimated based on history.
STRATEGIC GOAL SETTING RETREAT	\$0.00	No expenses are budgeted for 2016.
SUBSCRIPTIONS, BOOKS, ETC.	\$62.50	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 ten associations.)
SUPPLIES, POSTAGE AND PRINTING	\$4,000.00	This item is budgeted based on 2015 expenses and includes costs of photocopies, postage, faxes, and other supplies such as letterhead and envelopes.
TELEPHONE	\$520.00	This item includes MOA's share of monthly telephone line services and yellow pages listings.
TRAVEL - BOARD AND MEMBERS	\$1,500.00	This item includes travel to MOA Board Meetings not held in conjunction with a membership meeting (e.g., the Fall Board Meeting). It is budgeted the same as 2015.
WINTER MEETING	\$0.00	2016 is a non-legislative year. Therefore, no expenses are budgeted.
TOTAL	\$250,025.50	
NET INCOME	-\$9,790.50	