

Montana Optometric Association, Inc.

Budget v. Actual

January 1 - December 31, 2016

and 2017 Budget

	2013	2014	2015	2016	2016	2016	2017
	Actual	Actual	Actual	Budget	Actual	Over/Under	Budget
Income							
Annual Conference	52,334.08	52,140.68	74,848.82	45,000.00	74,759.40	29,759.40	67,250.00
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	151,496.45	154,607.38	158,577.07	169,135.00	162,385.47	-6,749.53	188,320.00
ICD-10 Training		2,219.73	0.00	0.00	0.00	0.00	0.00
Interest Income	86.77	62.49	150.20	100.00	252.41	152.41	200.00
Miscellaneous Income	1,723.38	1,694.50	2,274.29	1,500.00	1,937.74	437.74	1,500.00
Other Meeting Income	7,105.29	5,450.46	6,225.13	6,000.00	2,762.13	-3,237.87	3,000.00
Rental Income LCD Projectors	2,361.40	2,600.00	2,500.00	1,500.00	800.00	-700.00	500.00
Ski Conference	9,026.34	8,567.76	12,967.89	9,000.00	11,732.96	2,732.96	11,100.00
Transfer from Reserves	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Income	232,133.71	235,343.00	265,543.40	240,235.00	262,630.11	22,395.11	279,870.00
Expense							
AOA Board of Trustees - Dr. Benner Campaign			5,000.00	0.00	0.00	0.00	0.00
AOA Dues	99,259.40	98,638.66	103,712.54	109,856.00	106,306.18	-3,549.82	117,240.00
AOA Meetings, Board/Members							
AOA Presidents' Council	2,547.51	3,025.30	3,351.10	3,000.00	2,110.64	-889.36	3,000.00
AOA Optometry's Meeting	5,217.03	4,550.80	3,757.66	5,000.00	3,980.21	-1,019.79	5,000.00
GWCO Presidents' Council	0.00	0.00	0.00	1,500.00	2,654.99	1,154.99	2,700.00
AOA Other Meetings	4,639.04	0.00	3,936.98	3,600.00	1,553.06	-2,046.94	3,600.00
AOA Reimbursement Congressional Advocacy Conference					-4,500.00	-4,500.00	0.00
AOA Meetings, Staff	5,502.10	4,137.36	4,050.49	6,700.00	2,764.60	-3,935.40	6,700.00
Board Training	195.65	0.00	4,067.75	0.00	600.00	600.00	0.00
Credit Card Fees	2,423.97	2,672.48	4,172.57	5,000.00	3,466.00	-1,534.00	5,000.00
Dues	517.00	375.00	483.00	620.00	246.00	-374.00	620.00
Equipment Purchase	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Insurance: Director & Officers	1,793.00	1,868.00	2,026.00	2,100.00	2,026.00	-74.00	2,050.00
Leadership Training	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Legislative Expenses	1,516.82	0.00	0.00	0.00	1,000.00	1,000.00	15,810.00
Legislative Regional Meetings	0.00	0.00	0.00	0.00	113.58	113.58	0.00
Management Fee	96,000.00	97,400.04	98,900.04	101,867.00	101,867.04	0.04	104,376.00
Meeting Expenses	696.99	801.75	1,097.01	1,000.00	596.61	-403.39	1,000.00
Miscellaneous Expenses	505.00	269.00	536.00	500.00	1,048.00	548.00	900.00
MOA Website	678.50	891.00	546.45	600.00	846.50	246.50	750.00
Professional Fees	1,380.00	625.00	1,875.00	2,600.00	4,522.37	1,922.37	3,000.00
Strategic Goal Setting Retreat	4,427.00	0.00	0.00	0.00	0.00	0.00	0.00
Subscriptions, books, etc.	105.83	62.50	62.50	62.50	62.50	0.00	125.00
Supplies, Postage, and Printing	2,725.05	1,719.22	4,591.68	4,000.00	2,654.68	-1,345.32	3,000.00
Telephone	518.28	518.28	518.28	520.00	518.28	-1.72	520.00
Think About Your Eyes (TAYE)							6,900.00
Travel - Board & Members	0.00	0.00	0.00	1,500.00	0.00	-1,500.00	1,500.00
Winter Meeting	1,031.88	0.00	1,774.60	0.00	0.00	0.00	1,500.00
Total Expense	231,680.05	217,554.39	244,459.65	250,025.50	234,437.24	-15,588.26	285,291.00
Net Income Over Expenses	453.66	17,788.61	21,083.75	-9,790.50	28,192.87	37,983.37	5,511.60
Adjustments per Accountant			-848.10	0.00	0.00		0.00
Net Income	453.66	17,788.61	20,235.65	-9,790.50	28,192.87	37,983.37	5,511.60
2016 MOAPS ACTIVITY							
Balance in Checking January 1	6,836.47						
Dues Income January 1 - December 31	885.00						
Expenditures January 1 - December 31	-826.00						
Balance in Checking December 31	6,895.47						

NOTES TO 2017 FINAL BUDGET
Montana Optometric Association

INCOME		
ANNUAL CONFERENCE	\$67,250.00	This item is budgeted based on the average of the previous three years' conferences.
BUYING GROUP INCOME	\$8,000.00	Income based on 2016 contract with OOGP.
DUES INCOME	\$188,230.00	This item includes collection of 2017 AOA dues and assessments and MOA dues based upon current OD and sponsor member maintenance.
INTEREST INCOME	\$200.00	This item is budgeted based on 2016 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	\$3,000.00	This item is budgeted based on 2016 income: GWCO \$3,000.00 NROC \$0.00 OptoWest \$0.00
RENTAL INCOME LCD PROJECTORS	\$500.00	This item is budgeted lower than in the past as prices to rent projectors on site have decreased significantly.
SKI CONFERENCE	\$11,100.00	This item is budgeted based on the average of the previous three year's conferences.
TOTAL	\$279,780.00	
EXPENSES		
AOA DUES	\$117,240.00	Payment to AOA of 2017 dues and assessments collected from OD members (income reflected above).
AOA MEETINGS - BOARD AND MEMBERS	\$14,300.00	AOA \$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) GWCO \$2,700.00 Annual Congress (President & 2nd Board Member) These amounts are budgeted based on 2016 expenses.
AOA MEETINGS - STAFF BOARD TRAINING	\$6,700.00 \$0.00	\$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.
CREDIT CARD FEES	\$5,000.00	Item is budgeted based on 2016 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 2015 and 2016 expenses.
EQUIPMENT PURCHASE	\$0.00	No expenses are budgeted for 2016.
INSURANCE: D&O	\$2,050.00	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 2017.
LEGISLATIVE EXPENSES LEGISLATIVE REGIONAL MEETINGS	\$15,810.00 \$0.00	Amount budgeted for a contract lobbyist and legislator lunches for Day at Legislature. No expenses are budgeted for 2017.

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MANAGEMENT FEE	\$104,376.00	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	\$900.00	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	\$750.00	This item covers expenses for web hosting, additional storage, and list-serve hosting fees.
PROFESSIONAL FEES	\$3,000.00	\$1,000.00 Accounting \$2,000.00 Legal These amounts are estimated based on history.
STRATEGIC GOAL SETTING RETREAT	\$0.00	No expenses are budgeted for 2017.
SUBSCRIPTIONS, BOOKS, ETC.	\$125.00	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	\$3,000.00	This item is budgeted based on 2016 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.
THINK ABOUT YOUR EYES	\$6,900.00	\$50 assessment per member to TAYE (income reflected above).
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 2016.
WINTER MEETING-DAY AT LEGISLATURE	\$1,500.00	Amount budgeted for room rental, catering and other expenses associated with 2017 Day at Legislature.
TOTAL	\$285,291.00	
NET INCOME	-\$5,511.00	