

**Isaac Knapp District Dental Society  
Profit and Loss/Budgeting 2021-2022**

**REVENUES**

		18-19 Proposed	18-19 Actual	19-20 Proposed	19-20 Actual	20-21 Proposed	20-21 Actual	21-22 Proposed	Net Change from 20-21 Proposed	
DUES	QB3000									
Active Dues	QB3000-10	\$ 67,000.00	\$ 64,950.00	\$ 67,000.00	\$ 27,075.00	\$ 67,000.00	\$ 23,325.00	\$ 65,000.00	\$ (2,000.00)	**Decreased dues previous 3 years
Affiliate Dues	QB3000-20	\$ 600.00	\$ -	\$ 600.00	\$ 37,875.00	\$ 600.00	\$ 50.00	\$ -	\$ (600.00)	
TOTAL DUES		\$ 67,600.00	\$ 64,950.00	\$ 67,600.00	\$ 64,950.00	\$ 67,600.00	\$ 23,375.00	\$ 65,000.00	\$ (2,600.00)	
DIRECTORY	QB3100									
Directory Sales	QB3100-10	\$ 3,000.00	\$ 1,390.84	\$ 1,700.00	\$ 1,076.70	\$ 700.00	\$ 680.39	\$ 1,000.00	\$ 300.00	
Directory Ads	QB3100-20	\$ 10,000.00	\$ 9,485.00	\$ 9,500.00	\$ 8,125.00	\$ 9,500.00	\$ 9,847.02	\$ 10,000.00	\$ 500.00	**
TOTAL DIRECTORY		\$ 13,000.00	\$ 10,885.84	\$ 11,200.00	\$ 9,201.70	\$ 10,200.00	\$ 10,527.41	\$ 11,000.00	\$ 800.00	
ADVERTISING										
Reveille Ads	QB3150	\$ 4,500.00	\$ 4,965.00	\$ 4,000.00	\$ 5,505.00	\$ 5,000.00	\$ 5,284.05	\$ 5,500.00	\$ 500.00	**
Misc Advertising	QB3150-10	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
TOTAL ADVERTISING		\$ 4,500.00	\$ 4,965.00	\$ 4,000.00	\$ 5,505.00	\$ 5,000.00	\$ 5,284.05	\$ 5,500.00	\$ 500.00	
MEETING REGISTRATIONS	QB3200									
Annual Meeting	QB3210	\$ -	\$ 29,865.00	\$ -	\$ 28,314.51	\$ 35,000.00	\$ -	\$ -	\$ (35,000.00)	**Assuming NO 2022 All Day Meeting***
Golf Outing	QB3220	\$ 6,000.00	\$ 4,954.00	\$ 5,000.00	\$ 5,218.69	\$ 5,000.00	\$ 6,277.99	\$ 6,000.00	\$ 1,000.00	**Max \$7200 - 18 foursomes at \$100 GOAL: 15 foursomes**
OSHA Meeting	QB3230	\$ 2,300.00	\$ 1,901.30	\$ 2,000.00	\$ 2,352.55	\$ 2,000.00	\$ 650.86	\$ 2,000.00	\$ -	
Continuing Education	QB3240	\$ 45,000.00	\$ 1,725.00	\$ 40,000.00	\$ 3,054.49	\$ -	\$ (30.00)	\$ 9,500.00	\$ 9,500.00	**Nov Event (Ethics) 40 people at \$50 *AND *Jan Event GOAL: 75 people at \$100**
Social Events	QB3250	\$ 3,000.00	\$ 1,809.75	\$ -	\$ 183.15	\$ 2,000.00	\$ -	\$ 2,000.00	\$ -	**October FREE Social Event AND March Event (possibly May) *Past Presidents Night* GOAL: 40 people at \$50*
YDC Events	QB3260	\$ 1,000.00	\$ 845.28	\$ 500.00	\$ 1,260.91	\$ 500.00	\$ -	\$ -	\$ (500.00)	**Summer Event (Tin Caps)** (likely not gonna happen)
Other Meetings	QB3290	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (51.46)	\$ -	\$ -	
TOTAL REGISTRATIONS		\$ 57,300.00	\$ 41,100.33	\$ 47,500.00	\$ 40,384.30	\$ 44,500.00	\$ 6,847.39	\$ 19,500.00	\$ (25,000.00)	
PERSONNEL SERVICE	QB3300	\$ 500.00	\$ 75.00	\$ 300.00	\$ -	\$ -	\$ -	\$ -	\$ -	
SPONSORSHIPS	QB3400									
Annual Meeting	QB3410	\$ -	\$ 19,695.75	\$ -	\$ 18,077.96	\$ 20,000.00	\$ 2,388.10	\$ -	\$ (20,000.00)	
Golf Outing	QB3420	\$ 5,500.00	\$ 4,210.00	\$ 5,000.00	\$ 9,594.38	\$ 7,000.00	\$ 3,576.75	\$ 6,500.00	\$ (500.00)	**Includes event sponsor, lunch sponsor, and hole sponsors**
OSHA Meeting	QB3430	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Continuing Education	QB3440	\$ 30,000.00	\$ 45.00	\$ 26,000.00	\$ 4,100.00	\$ -	\$ 3,000.00	\$ 9,000.00	\$ 9,000.00	**Nov Event (Ethics) at \$3,000 * AND * January CE (sub for ADM) at \$6,000**
Social Events	QB3450	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 2,000.00	\$ 3,500.00	\$ 7,441.70	\$ 6,000.00	\$ 2,500.00	**October FREE Member Event at \$3,000* AND * Spring Social (Past Presidents Night) at \$3,000**
YDC Events	QB3460	\$ 1,500.00	\$ 2,500.00	\$ -	\$ 3,000.00	\$ 3,000.00	\$ -	\$ 4,000.00	\$ 1,000.00	**YDC Fall Welcome Event - increased sponsorship fee due to higher demand for YDC events**
Misc Sponsorships	QB3490	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50.00	\$ -	\$ -	
TOTAL SPONSORSHIPS		\$ 38,500.00	\$ 27,950.75	\$ 32,500.00	\$ 36,772.34	\$ 33,500.00	\$ 16,456.55	\$ 25,500.00	\$ (8,000.00)	
Interest Income	QB3600	\$ -	\$ -	\$ -	\$ 102.49	\$ -	\$ -	\$ -	\$ -	
Dividend Income	QB3700	\$ 100.00	\$ 6,288.34	\$ -	\$ 4,233.59	\$ -	\$ -	\$ -	\$ -	
Miscellaneous Revenue	QB3900	\$ -	\$ -	\$ -	\$ 970.16	\$ -	\$ 1,012.24	\$ -	\$ -	
Uncategorized Income		\$ -	\$ 20.10	\$ -	\$ (331.26)	\$ -	\$ -	\$ -	\$ -	

**TOTAL REVENUES**

\$ 171,500.00	\$ 146,740.36	\$ 153,600.00	\$ 161,788.32	\$ 160,800.00	\$ 63,502.64	\$ 126,500.00	\$ (34,300.00)
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**EXPENSES**

PUBLISHING COSTS	QB4000									
Directory	QB4100	\$ 7,000.00	\$ 4,742.04	\$ 6,500.00	\$ 4,742.04	\$ 5,500.00	\$ 4,870.30	\$ 5,500.00	\$ -	
Reveille	QB4150	\$ 2,300.00	\$ 3,873.21	\$ 2,300.00	\$ 256.37	\$ 2,000.00	\$ 20.00	\$ 2,000.00	\$ -	**To print 4 issues of the Reveille**
Label/Excuse Pads	QB4160	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Miscellaneous	QB4900	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
TOTAL PUBLISHING		\$ 9,300.00	\$ 8,615.25	\$ 8,800.00	\$ 4,998.41	\$ 7,500.00	\$ 4,890.30	\$ 7,500.00	\$ -	
		5%	6%	6%	3%	5%	8%			
STAFF COMPENSATION	QB5000									
Gross Salary	QB5100-10	\$ 70,500.00	\$ 65,180.27	\$ 62,000.00	\$ 65,576.96	\$ 51,000.00	\$ 32,192.03	\$ 55,000.00	\$ 4,000.00	**Includes second part of raise for Jamee**
FUTA	QB5100-20	\$ -	\$ 58.42	\$ 45.00	\$ 84.00	\$ 306.00	\$ 500.00	\$ -	\$ (306.00)	
FICA	QB5100-30	\$ -	\$ 4,041.17	\$ 3,200.00	\$ 4,309.00	\$ 3,162.00	\$ 4,370.57	\$ -	\$ (3,162.00)	
Medicare	QB5100-40	\$ -	\$ 945.10	\$ 900.00	\$ 1,007.75	\$ 739.50	\$ 366.03	\$ -	\$ (739.50)	
SUTA	QB5100-50	\$ -	\$ 1,316.22	\$ 510.00	\$ 828.64	\$ 1,275.00	\$ 563.54	\$ -	\$ (1,275.00)	
Payroll Taxes		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,000.00	\$ 6,000.00	**Recategorization of taxes**
Payroll Processing		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 600.00	\$ 600.00	**Cost of QB online and direct depositing**
Bonus Pay	QB5200	\$ 8,000.00	\$ 13,898.68	\$ -	\$ 1,812.00	\$ -	\$ -	\$ -	\$ -	
Travel	QB5300	\$ 2,000.00	\$ 283.05	\$ 2,000.00	\$ 1,881.00	\$ 5,000.00	\$ 516.99	\$ 2,000.00	\$ (3,000.00)	
Benefits	QB5400	\$ -	\$ -	\$ -	\$ 344.00	\$ 2,000.00	\$ 109.89	\$ 1,000.00	\$ (1,000.00)	
Other Staff Compensation	QB5999	\$ 1,500.00	\$ 601.05	\$ 1,500.00	\$ 668.35	\$ 2,000.00	\$ 964.15	\$ 2,000.00	\$ -	
TOTAL STAFF COMP		\$ 82,000.00	\$ 86,323.96	\$ 70,155.00	\$ 76,511.70	\$ 65,482.50	\$ 39,583.20	\$ 66,600.00	\$ 1,117.50	
		48%	59%	46%	47%	41%	62%			
OCCUPANCY	QB6000									
Rent	QB6100	\$ 3,500.00	\$ 1,056.00	\$ -	\$ 844.00	\$ 1,000.00	\$ 390.00	\$ 800.00	\$ (200.00)	**Storage unit rental**
Utilities	QB6200	\$ 1,500.00	\$ 1,388.53	\$ 2,500.00	\$ -	\$ -	\$ -	\$ -	\$ -	
Other Occupancy	QB6999	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
TOTAL OCCUPANCY		\$ 5,000.00	\$ 2,444.53	\$ 2,500.00	\$ 844.00	\$ 1,000.00	\$ 390.00	\$ 800.00	\$ (200.00)	
		3%	2%	2%	1%	1%	1%			



	28%	13%	28%	34%	36%	36%		
<b>OTHER EXPENSES</b>								
QB9000				\$ 623.82			\$ -	\$ -
Depreciation Expense	\$ 500.00	\$ -	\$ 1,000.00	\$ 365.17	\$ 500.00	\$ -	\$ -	\$ (500.00)
Uncategorized Expenses	\$ 3,500.00	\$ 3,760.68	\$ 500.00	\$ -	\$ -	\$ 36.41	\$ -	\$ -
<b>TOTAL EXPENSES</b>	\$ 162,250.00	\$ 130,070.71	\$ 138,880.00	\$ 157,724.77	\$ 146,532.50	\$ 75,869.28	\$ 129,550.00	\$ (16,982.50)
<b>NET ASSETS</b>	\$ 9,250.00	\$ 16,669.65	\$ 14,720.00	\$ 4,063.55	\$ 14,267.50	\$ (12,366.64)	\$ (3,050.00)	\$ (17,317.50)