

Florida Dental Association
BOARD OF TRUSTEES MEETING
AGENDA

FRIDAY, MAY 17

EVENT: Board of Trustees Business Meeting – Session 1
TIME: 8:00 AM – 3:30 PM
LOCATION: FDA Headquarters
545 John Knox Rd., Ste 200, Tallahassee, FL 32303

SATURDAY, MAY 18

EVENT: Board of Trustees Business Meeting – Session 2
TIME: 8:00 AM – 12:00 PM
LOCATION: FDA Headquarters
545 John Knox Rd., Ste 200, Tallahassee, FL 32303

ATTENDEES:

**Indicates member unable to attend*

CHAIR:	President	Dr. Beatriz Terry
FDA OFFICERS:	President-elect	Dr. Jeff Ottley
	1st Vice-President	Dr. John Paul
	2nd Vice-President	Dr. Dan Gesek
	Immediate Past Pres.	Dr. Gerald Bird
TRUSTEES:	ACDDA	Dr. John Pasqual
	CFDDA	Dr. Bert Hughes
	NEDDA	Dr. Bethany Douglas
	NWDDA	Dr. Reese Harrison
	SFDDA	Dr. Richard Mufson
	WCDDA	Dr. Fred Grassin
	At-large	Dr. Karen Glerum
	At-large	Dr. John Cordoba
	At-large	Dr. Tom Brown
	At-large	Dr. Eddie Martin
	At-large	Dr. Sam Desai
	At-large	Dr. Chris Bulnes
EX-OFFICIO OFFICERS	Executive Director	Drew Eason
	Parliamentarian	Dr. Don Ilkka
	Treasurer	Dr. Rodrigo Romano
	TFDA Editor	Dr. Hugh Wunderlich
GUESTS:	ADA Trustee	Dr. Rudy Liddell*

BOD Liaison	Dr. Steve Hochfelder*
New Dentist Task Force, chair	Dr. ArNelle Wright
ADA Senior VP, Affiliate Services	Michele Reeder
ADA Director of Client Services	Christine Chico

STAFF:

COO, CFO	Greg Gruber
Chief Legislative Officer	Joe Anne Hart
FDAS General Mgr./COO	Scott Ruthstrom
FDAS Dir. of Insurance Operations	Carrie Millar
Chief Legal Officer	Casey Stoutamire
FDA General Counsel	Dylan Rivers
Director of Accounting	Breana Giblin
Director of Conventions and CE	Crissy Tallman
Director of Foundation Affairs	R. Jai Gillum*
Director of Member Relations	Kerry Gomez-Rios
Director of Comm./Marketing	Renee Thompson
Director of Publications	Jill Runyan
Director of Strategic Initiatives/Tech	Larry Darnell
Leadership Affairs Manager	Lianne Bell

Expenses Covered for this meeting: Thursday & Friday night at the Hilton DoubleTree Tallahassee (reimbursed at the group rate of \$149 per-night plus taxes & fees). Self-parking at hotel is complementary for hotel guests. No reimbursement for valet parking. Milage or airfare (includes baggage fees and airport parking), will be covered. Meals necessary while traveling to meeting on Thursday and Saturday are reimbursable with receipts. Thursday night dinner is reimbursable with receipts. Cash tips and gratuities are reimbursable, **no** receipts required.

[FDA Travel Guidelines](#)

Florida Dental Association

Mission: Helping Members Succeed

Vision: Florida’s Advocate for Oral Health

Goals:

1. Finance – Assure Organizational Sustainability
2. Membership – Increase Member Loyalty and Investment
3. The FDA (and ADA) will be recognized as the leaders and advocates for oral health

Core Values:

1. Commitment to Members
2. Commitment to the Improvement of Oral Health
3. Integrity/Ethics
4. Excellence

FDA STRATEGIC PLAN:

Agenda items shall reflect one of the FDA’s Strategic Plan goals listed below.

Strategic Plan Goal 1: Assure organizational sustainability

Objective 1: Revenue will exceed operating expenses annually.

Objective 2: Increase sources of non-dues revenue.

Strategic Plan Goal 2: Increase member loyalty and investment

Objective 3: Achieve the following goals in the Five Pillars of Membership by year-end 2025.

Membership Pillar	Goal
Active Licensed Members	7,127
Full Dues Paying Members	5,151
Total Dues Revenue	\$2,594,076.00
Average Dues Per Member	\$364.00
Market Share	55.3%

Objective 4: Increase Member Engagement in Leadership, Programs, and Services

Strategic Plan Goal 3: The FDA and ADA will be recognized as the leaders and advocates for oral health

Objective 5: Targeted stakeholders will recognize the ADA/FDA and its members as the authority on oral health

Friday, May 17, 2024

Breakfast will be available in the meeting room beginning at 7:15 a.m.

- 1. **Call to Order** Dr. Beatriz Terry
8:00 AM
- 2. **Invocation & Americanism** Dr. Jeff Ottley
- 3. **Opening Remarks & Recognition of Guests** Dr. Terry
- 4. **Approval of Agenda**
- 5. **Legal Compliance and Other Matters**
 - A. **Conflict of Interest Policy** [Page 8](#)
 - B. **Confidentiality Agreement**
<https://form.jotform.com/201984234215149>

- 6. **Organizational Update** Dr. Terry
 - A. Highlights Since Last Board Meeting

- 7. **Review and Approval of Consent Agenda** Dr. Terry
 - A. Approval of Minutes from March 20, 2024 [Page 9](#)
 - B. Leadership Appointments for FY 2024-2025
 - 1. Appointments for BOT Approval [Page 13](#)
 - 2. 2024-2025 Leadership Roster [Supplemental Item**](#)

- 8. **ADA Membership Model Task Force** Michele Reeder
Christine Chico

BREAK **9:15 AM**

- 9. **Leadership Events (LEAD & Awards Luncheon)** Drew Eason

- 10. **FDA FY2024-2025 Budget** Dr. Rodrigo Romano
Treasurer
 - A. FDA Budget Resolution [Page 16](#)
 - B. FDA Budget Summary [Page 20](#)

- 11. **FDAF FY2024-2025 Budget**
 - A. FDAF Budget Resolution [Page 49](#)
 - B. FDAF Budget Summary [Page 51](#)

RECESS

Meeting of FDAS Shareholders [Page 57](#)
Dr. Terry

RECONVENE

**supplemental items will be emailed separately prior to the meeting*

12. **Jumpstart (workforce initiative) & Wellness Initiative** Larry Darnell

13. **Component Relations Update** Drew Eason

LUNCH **11:30 AM**

14. **FDA Membership Updates** Greg Gruber
Kerry Gomez-Rios

BREAK **1:30 PM**

15. **FDA Foundation Report** Dr. Chris Bulnes
Greg Gruber

16. **ADA Dues Collection** Drew Eason

17. **Governmental Affairs/Legislative Update** Joe Anne Hart

18. **Florida Dental Convention Update** Crissy Tallman

19. **Trustee Presentations (preparation time for Saturday)**

RECESS **3:30 PM**

Group Dinner **6:00 PM**
Hayward House Bistro
228 South Adams Street
Tallahassee, FL 32301

Saturday, May 18, 2024

Breakfast will be available in the meeting room beginning at 7:15 a.m.

- | | | |
|--------------|---------------------------------------------|-----------------------------------------------------------------------------|
| 20. | Board of Dentistry Update | Casey Stoutamire |
| 21. | New Dentist Task Force | Dr. ArNelle Wright, chair |
| 22. | Membership Presentations by Trustees | |
| A. | ACDDA | Dr. Karen Glerum
Dr. John Pasqual
Dr. John Paul |
| B. | CFDDA | Dr. Bert Hughes
Dr. John Cordoba
Dr. Gerald Bird
Dr. Don Ilkka |
| C. | NEDDA | Dr. Tom Brown
Dr. Bethany Douglas
Dr. Hugh Wunderlich |
| BREAK | | 9:30 AM |
| D. | NWDDA | Dr. Reese Harrison
Dr. Eddie Martin
Dr. Jeff Ottley |
| E. | SFDDA | Dr. Richard Mufson
Dr. Beatriz Terry
Dr. Dan Gesek |
| F. | WCDDA | Dr. Chris Bulnes
Dr. Fred Grassin
Dr. Sam Desai
Dr. Rodrigo Romano |
| 23. | Wrap-Up | |

24. Resources

A. Resolution Writing Toolkit [Page 74](#)

B. Pending List [Page 79](#)

25. Board of Trustees Calendar Review [Page 80](#)

26. Announcements/Questions/Concerns/Elephants

EXECUTIVE SESSION¹ (if needed)

LUNCH

TBD

(boxed lunches available for onsite or to go)

27. Adjournment

12:00 PM (estimated)

¹ The purpose of an executive session is to discuss sensitive matters requiring the utmost confidentiality of Board members. While executive sessions may exclude invitees, guests and staff, no decisions should be made during executive sessions. Rather, any ideas discussed during executive sessions that warrant agreement and official action by the Board should be raised and acted upon by the Board after the executive session is concluded and during the Board's normal proceedings so that all such actions can be properly reviewed by legal counsel (when applicable) and duly recorded in the organization's official minutes.

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5 **CONFLICTS OF INTEREST DISCLOSURE POLICY**

6 For reference purposes at this meeting, all participants are advised of the FDA's policy
7 governing the disclosure of conflicts of interest. This policy is codified as Resolution
8 92H-022, as adopted by the House of Delegates on January 9, 1993, and reads as follows:
9

10 Resolved, that individuals serving as delegates, alternate delegates,
11 officers, trustees, alternate trustees, council or committee members shall,
12 at all times, exercise diligent care and unbiased judgment in assuring that
13 no detriment to the FDA results from conflicts between their personal or
14 business interests and those interests of the FDA. And, be it further
15

16 Resolved, that agendas at all official meetings of FDA agencies contain a
17 declaration of conflicts of interest at which time the presiding chairperson
18 will ask all members of that body to express the conflict. And, be it
19 further
20

21 Resolved, that if an individual believes that he or she or a member of his
22 or her immediate family may have a conflict of interest, whether personal
23 or business in nature, which pertains to an ownership, contractual,
24 financial or fiduciary interest, then the individual shall promptly and fully
25 disclose the possible conflict to the president of the association and/or
26 chairperson of the body for which the individual serves. And, be it further
27

28 Resolved, that failure to disclose a material conflict of interest may be the
29 basis for reconsideration of the question on a given issue according to
30 parliamentary procedure at any further time.

Florida Dental Association

Board of Trustees

DRAFT MINUTES

NOTICED DATE: Wednesday, March 20, 2024

NOTICED TIME: 6:00pm ET

LOCATION: Zoom Call

CHAIR: Dr. Beatriz Terry, President

			Present	Absent
CHAIR:	President	Dr. Beatriz Terry	X	
OFFICERS:	President-elect	Dr. Jeff Ottley	X	
	1st Vice-President	Dr. John Paul	X	
	2nd Vice-President	Dr. Dan Gesek	X	
	Immediate Past Pres.	Dr. Gerald Bird	X	
EX-OFFICIO:	FDA Executive Director	Drew Eason	X	
	Parliamentarian	Dr. Don Ilkka	X	
	Treasurer	Dr. Rodrigo Romano	X	
	TFDA Editor	Dr. Hugh Wunderlich	X	
GUESTS:	BOD Liaison	Dr. Steve Hochfelder	X	
	ADA Trustee	Dr. Rudy Liddell		X
	ADA Trustee-elect	Dr. Andy Brown	X	
TRUSTEES:	ACDDA	Dr. John Pasqual	X	
	CFDDA	Dr. Bert Hughes	X	
	NEDDA	Dr. Bethany Douglas	X	
	NWDDA	Dr. Reese Harrison	X	
	SFDDA	Dr. Richard Mufson	X	
	WCDDA	Dr. Fred Grassin	X	
	At-large	Dr. Karen Glerum	X	
	At-large	Dr. John Cordoba	X	
	At-large	Dr. Tom Brown	X	
	At-large	Dr. Eddie Martin	X	
	At-large	Dr. Sam Desai	X	
	At-large	Dr. Chris Bulnes	X	
STAFF:	COO/CFO	Greg Gruber	X	

Chief Legislative Officer	Joe Anne Hart	X
FDAS COO	Scott Ruthstrom	X
Chief Legal Officer	Casey Stoutamire	X
Director of Member Relations	Kerry Gomez-Rios	X
Director of Comm./Marketing	Renee Thompson	X
Director of Publications	Jill Runyan	X
Dir. of Strategic Initiatives & Tech	Larry Darnell	X
FDA Legal Counsel	Dylan Rivers	X
Dir. of Foundation Affairs	R. Jai Gillum	X
Leadership Affairs Manager	Lianne Bell	X

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CALL TO ORDER

Dr. Terry, Chair and FDA President, called the meeting to order at 6:00 pm.

OPENING REMARKS AND RECOGNITION OF GUESTS

Dr. Terry welcomed everyone and thanked them for volunteering their time and expertise.

LEGAL MATTERS

Dr. Terry reviewed the conflicts of interest, antitrust, and confidentiality policies with the BOT.

CONSENT AGENDA

The BOT adopted the following items by unanimous consent:

Approved Approval of Minutes of December 1-2, 2023 Meeting

Board vote:

<input type="radio"/>	Terry	<input checked="" type="checkbox"/>	Glerum	<input checked="" type="checkbox"/>	Brown	<input checked="" type="checkbox"/>	Grassin
<input checked="" type="checkbox"/>	Ottley	<input checked="" type="checkbox"/>	Pasqual	<input checked="" type="checkbox"/>	Martin	<input checked="" type="checkbox"/>	Bulnes
<input checked="" type="checkbox"/>	Paul	<input checked="" type="checkbox"/>	Cordoba	<input checked="" type="checkbox"/>	Harrison		
<input checked="" type="checkbox"/>	Gesek	<input checked="" type="checkbox"/>	Hughes	<input checked="" type="checkbox"/>	Mufson		
<input checked="" type="checkbox"/>	Bird	<input checked="" type="checkbox"/>	Douglas	<input checked="" type="checkbox"/>	Desai		

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Legend: Yea Nay Abstain Absent

STUDENT LOAN REPAYMENT PROGRAM UPDATE

Mr. Drew Eason and Ms. Casey Stoutamire reported that the FDA has withdrawn its rule challenge to the FRAME Act at the Department of Health. The FDA will instead turn its attention to the new rules that will be promulgated in regard to this program based on legislation passed during the 2024 legislative session.

JUMPSTART PROGRAM

Mr. Larry Darnell reported this program is now live on the FDA website. It has around thirty

1 interested students and he plans to market the program to dentists next.

2
3 **NEW DENTIST TASK FORCE**

4 Ms. Kerry Gomez-Rios reported this task force will hold its first meeting on April 2nd and the
5 group will report its suggestions to the Board at its May meeting.

6
7 **FINANCIAL UPDATE AND APPROVAL OF TAX RETURN**

8 Dr. Rodrigo Romano and Mr. Greg Gruber presented a financial update. Mr. Gruber presented the
9 FY 2022-2023 Form 990 Tax Return, and the BOT approved the following:

10
11 **RECOMMENDATION:** The following resolution is submitted to the FDA Board (and also a
12 similar resolution to the Board of Directors of the FDAS, Florida Dental Association Foundation
13 and FDAPAC) along with the attachment of the CPA prepared draft version of the FDA’s Form
14 990/1120 tax return:

15
16 2023B-012 [[Procedure] RESOLVED, that the FDA Audit Committee at its meeting
17 held on 3/5/24 reviewed in detail the FDA Form 990 Form (for the fiscal
18 year period ending 6/30/23) with the Thomas Howell Ferguson CPA firm’s
19 tax preparer; and have forwarded this return to the Florida Dental
20 Association, Inc. Board of Trustees (so the Board will have received their
21 entity’s draft Form 990 fiscal year end 6/30/23 tax return, prior to the
22 current tax form’s final filing deadline of May 15, 2024); with the Board’s
23 final review of this return to occur at its meeting to be held on March 20,
24 2024.

25 Board vote:

26

<input type="radio"/>	Terry	<input checked="" type="checkbox"/>	Glerum	<input checked="" type="checkbox"/>	Brown	<input checked="" type="checkbox"/>	Grassin
<input checked="" type="checkbox"/>	Ottley	<input checked="" type="checkbox"/>	Pasqual	<input checked="" type="checkbox"/>	Martin	<input checked="" type="checkbox"/>	Bulnes
<input checked="" type="checkbox"/>	Paul	<input checked="" type="checkbox"/>	Cordoba	<input checked="" type="checkbox"/>	Harrison		
<input checked="" type="checkbox"/>	Gesek	<input checked="" type="checkbox"/>	Hughes	<input checked="" type="checkbox"/>	Mufson		
<input checked="" type="checkbox"/>	Bird	<input checked="" type="checkbox"/>	Douglas	<input checked="" type="checkbox"/>	Desai		

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28 Legend: Yea Nay Abstain Absent

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30 **GOVERNMENTAL AFFAIRS HIGHLIGHTS**

31 Ms. Joe Anne Hart provided an update of the 2024 Legislative Session. Several of the FDA’s
32 priority bills passed this Session. The Governmental Affairs Office is now focusing on educating
33 the governor’s staff on the issues to ensure he signs the bills into law. Ms. Hart also reported that

1 the dental school being proposed at Florida Atlantic University will not be moving forward.

2

3 **BOARD OF DENTISTRY REPORT**

4 Ms. Casey Stoutamire referred the Board to her written report found in the meeting materials.

5

6 **DELTA DENTAL UPDATE**

7 Ms. Stoutamire reported on the status of meetings the FDA is having with members of the Attorney
8 General's office.

9

10 **ANNOUNCEMENTS AND DATES OF FUTURE MEETINGS**

11 Dr. Terry brought the Resolution Writing Toolkit to the Board's attention and asked that they share
12 it with their delegations. Dr. Chris Bulnes updated the Board on the 2024 Florida Mission of
13 Mercy. The next in-person BOT meeting will be held in Tallahassee on May 17-18.

14

15 **ADJOURNMENT**

16 Without objection, the meeting was adjourned at 7:36 pm ET.

1 DATE: April 25, 2024
2
3 SUBMITTED BY: Dr. Jeff Ottley, President-elect
4

5 **FDA LEADERSHIP APPOINTMENTS**
6 **FOR 2024-2025 FISCAL YEAR**
7

8 **RECOMMENDATIONS:** BOT Action on each of the following resolutions is requested:
9

10 **A. (House final) Composition of FY 2024-2025 Board of Trustees and Selection of FDA**
11 **Elected Officers:**
12

13 The FDA’s current elective officers through the 2023-2024 term are:
14

15	President	Terry, Beatriz
16	President-elect	Ottley, Jeff
17	First Vice President	Paul, John
18	Second Vice President	Gesek, Dan
19	Immediate Past President	Bird, Gerald
20	Treasurer	Romano, Rodrigo
21	Editor	Wunderlich, Hugh
22	Speaker of the House	Ilkka, Don

23
24 The Board of Trustees will need to develop nominations for the offices of president-elect,
25 and first vice president at its upcoming meeting. The following resolution will need to be
26 completed by the Board for inclusion in the House of Delegates’ agenda for its upcoming
27 annual session:
28

29 2023H-016 [Procedure] BE IT RESOLVED,

30 that via nomination by the Board of Trustees, the below designated
31 individuals are hereby elected to the following offices for the
32 2024-2025 fiscal year:
33

- 34 Office of President-Elect: John Paul
- 35 Office of First Vice President: Dan Gesek
- 36 Immediate Past President: Beatriz Terry

1 **B. (Board Final) All other appointments**

2
3 2023B-017 [Procedure] BE IT RESOLVED, that via approval by the Board of
4 Trustees, the individuals identified on the Leadership Roster
5 (Attachment I to this Exhibit) are hereby elected to the following
6 offices for the 2024-2025 fiscal year:

7 **Committee Appointments:**

8 LEADERSHIP ROSTER, pages 2-5
9

10 **Council Appointments:**

11 LEADERSHIP ROSTER, page 6
12

13 **Internal Liaison Appointments:**

14 LEADERSHIP ROSTER, pages 2-9
15 (BOT liaisons will be appointed after the June 2024 elections of at-large trustees)
16

17 **General Chair, Leadership Development Committee:**

18 LEADERSHIP ROSTER, page 5
19

20 **Representation on affiliated organization’s boards:**

21 LEADERSHIP ROSTER, pages 8-9
22

23 **Florida Delegation to the ADA:**

24 LEADERSHIP ROSTER, page 10
25

26 **Directors on FDA Services’ Board:**

27 LEADERSHIP ROSTER, page 9
28

29 The FDA Board of Trustees will need to decide who will constitute the FDA’s Trustee
30 nominees for approval by the FDA Services Shareholder (FDA Board of Trustees sitting
31 as FDA Services sole shareholder). The current directors include:
32

Class A director	Representing	Eligible for additional term?	New BOT designee:
Reese Harrison	FDA BOT	Yes	Reese Harrison
Bert Hughes	FDA BOT	Yes	Bert Hughes

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34
35
36 **BACKGROUND:** Each year appointments to the various FDA agencies must be approved by
37 the Board of Trustees and/or elected by the House of Delegates. To facilitate this appointment
38 approval process, FDA staff in coordination with component leadership and the BOT have
39 recorded the appointments for each open position. Each resolution herein will refer to the specific
40 page number(s) in the FDA “Leadership Roster” (Attachment I to this Exhibit). The Leadership

RETURN

1 Roster reflects the appropriate leadership bodies and positions for each appointment. Each table in
2 the Leadership Roster also provides all pertinent information such as the district the appointee is
3 from, and when applicable, the person or group responsible for the selection of the appointee, and
4 the term beginning and ending dates.

5
6 **STRATEGIC PLAN LINK:** This matter relates to Objective 4: Increase member engagement in
7 leadership, programs, and services.

8
9 **FINANCIAL IMPACT:** None
10

DATE: April 19, 2024

SUBMITTED BY: Council on Financial Affairs

FDA FISCAL YEAR 2024-2025 BUDGET

RECOMMENDATION: The following resolution is submitted for the Council on Financial Affairs' consideration:

2023B-015 [Procedure] BE IT RESOLVED,

that the Florida Dental Association's Fiscal Year 2024-2025 budget as amended, is hereby adopted. And, be it further

RESOLVED, that for the Fiscal Year 2024-2025 Budget that the current investment earnings each quarter (composed of dividends, capital gains and bond interest) be utilized as revenue available to fund operations. And be it further

RESOLVED, that the FDA membership 2024 calendar-year dues for full-dues-paying members be decreased \$30 from the \$570 current 2024 calendar-year dues level. And, be it further

RESOLVED, that \$53 of the \$540 be the optional pass-thru for the Florida Dental Association Political Action Committee.

BACKGROUND: With the recent changes in FDA's governance, the FDA budget for next fiscal year (FY 2024-2025) needs to be approved by the Board of Trustees.

The budget presented by the Council on Financial Affairs is balanced with the following important caveats:

- For calendar year 2024, the FDA recommended dues will decrease from the current calendar year 2024 of \$570 to \$540 which includes the optional pass-thru for the FDAPAC of \$53 which is the same as 2024.
 - The CFA considered the effects of core inflation upon expenses (with the previous twelve months’ average core inflation at 4.8%). However, based on successful investments in FDA operations which have resulted in increased return from FDAS, FDC increased revenue and increased income from the investment portfolio, the FDA will be able to reduce dues as more of the FDA operations will be funded from non-dues revenue.
 - The important “dues factor” for 2025 C-Y dues is calculated at \$4,726 and this represents the estimated amount that would be generated for each \$1 FDA dues increase. For the 2024 C-Y dues the due factor was \$5,307. The dues factor decreased year over year due to a year over year budgeted decrease in members to reflect actual members.
- As presented by the Council on Financial Affairs, the budget includes total revenue of \$8.3 million representing an decrease of \$138,000 from the current year’s budget (FY 2023-2024). Please note that all things being equal there would have a been a \$703,000 decrease in revenue because the 2023 FDC straddled two fiscal years. As a result, \$703,000 was pushed from the 2022-23 fiscal year to the 2023-24 fiscal year. For 2024, the entire FDC will fall in the 2023-2024 fiscal year.

Total FDA Services payments to the FDA are calculated at \$2,462,087 which is \$503/k higher than FY23-24 budgeted payments from FDAS to the FDA and represents about 26% of the FDA’s sources of revenue for next fiscal year (FY24-25). These payments from FDAS include net income, office space rental, sponsorships, advertising and exhibit booth payments, and contract service reimbursements for personnel and other overhead;

The increase in payments is due primarily to increased net income at FDAS, increased BOT Shareholder meeting expense, Crown Savings revenue, and intercompany payments for staff and rent. The projected FDA Services equity distribution (formerly dividend) to the FDA for next budget year is \$924/k compared to the current year’s budget of \$597/k;

FDA Services payments to the FDA (excl Crown Savings) for next year (FY24-25) include:

Equity Distribution	\$ 924,189	<i>(LA DP#20)</i>
Personnel and office overhead reimbursements	\$ 727,784	<i>(LA DP#20)</i>
Other Sponsorships	\$ 11,800	<i>(LA DP#20)</i>
Office space lease	\$ 82,041	<i>(ACCT DP #60)</i>
Today’s FDA, website ads (insurance, Crown, GPO)	\$ 92,698	<i>(PUB DP#40)</i>
FDC major event major sponsorship	\$ 154,169	<i>(FDC DP#50)</i>
Membership recruitment sponsorships	\$ 31,050	<i>(MBR DP#10)</i>
FDAS Shdr/BOT reimbursement	<u>\$ 66,055</u>	<i>(LA DP#20)</i>

RETURN

TOTAL FDAS PAYMENTS: \$2,089,787

Other sources of FDA revenue for next fiscal year plus FDAS payments include:

FDA membership dues and fees	\$2,279,634	28%
FDC revenue (excluding FDA Svc)	\$2,647,209	32%
FDA Crown Savings Program royalties	\$ 372,300	4%
Today’s FDA advertising (excluding FDA Svc)	\$ 102,217	1%
FDAF personnel/other reimbursement	\$ 229,561	3%
Investment revenue	\$ 322,260	4%
Outside sponsorships/reimb/rent/ADA grants	\$ 140,855	1%
SUBTOTAL OUTSIDE SOURCES	\$6,642,238	73%
FDA Services payments (see above)	\$2,089,787	25%
FDA Reserve Fund- Board Designated net assets	\$ 179,188	2%
TOTAL FDA REVENUE	\$8,428,671	100%

Note, this FY 2024-2025 Budget required no transfer from reserves to balance the budget.

Each section of the budget for next fiscal year includes an overview of the major budget changes from the current year’s budget.

In conjunction with the Council’s normal annual budgeting process, there has also been a review of the stipends of the FDA President, President-elect and Today’s FDA Editor. As approved by the June 2013 House, these stipends for the FY 2024-2025 Budget have been increased 4.8% for the 2023 Twelve Months Average Core Inflation percentage increase.

Also, next year’s budget includes a review of coverages and costs associated with current and proposed insurance (by lines) for the FDA and its related entities.

Attached to this budget resolution is the one page “Budget Overview” page excerpt, which the Council believes can provide a quick overview of this budget. For more information see the” Summary Budget.

STRATEGIC PLAN LINK: This matter relates to the goal: Ensure the FDA is well organized and adequately resourced to accomplish its mission. The FDA House of Delegates has assigned the duty to the Council on Financial Affairs to review and recommend a yearly fiscal budget to the Board of Trustees and House of Delegates including the amount of FDA membership dues, fees and assessments, the stipend amounts and a review of reimbursements from FDA Services and FDAF.

BUDGETED FINANCIAL IMPACT: The general financial impact of the aforementioned includes:

RETURN

- The recommended Fiscal Year 2024-2025 budget will be balanced with a \$30 dues decrease to the current FDA full-dues-paying members' dues of \$547. The new total dues amount includes \$53 in optional pass-thru monies to FDAPAC which is the same as in the previous year.
- The current year budget did not require a transfer from the FDA Board Designated Reserves to balance the budget.

ATTACHMENTS: FDA Budget Overview
Appendix: FDA Budget Summary

FDA Budget FY 2024-2025

FLORIDA DENTAL ASSOCIATION
FDA - OPERATIONS

SUMMARY BUDGET

2024-2025 FISCAL YEAR

July 1, 2024 to June 30, 2025

FDA Revenue & Expenses

FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

BOT-10(B)

FDA OVERVIEW BUDGET PAGE - ALL REVENUE & EXPENSE Page 2 of 29

Updated 4/15/24

2024-2025 BUDGET

FDA Staff Prep Budget

		Last Year 2023-24 BUDGET	Recommended 2024-2025 Budget	BUDGET CHANGE		% of Total Revenue
				\$ AMOUNT	%	
REVENUE:						
\$2,277,824	DEPT. #010 Membership [MBR]	\$2,535,484	\$2,310,684	(\$224,800)	(9%)	28%
\$1,680,750	DEPT. #020 Leadership Affairs(LA)	\$1,461,290	\$1,912,959	\$451,668	31%	23%
\$1,912	DEPT. #030 Governmental Affairs (GAO)	\$0	\$0	\$0	0%	0%
\$189,174	DEPT. #040 Publications (PUB)	\$204,904	\$194,915	(\$9,989)	(5%)	2%
\$1,608,663	DEPT. #050 FL Dental Convention (FDC)	\$3,242,508	\$2,801,378	(\$441,130)	(14%)	34%
\$1,104,479	DEPT. #060 Accounting & Crown Savings Royalty	\$827,085	\$891,824	\$64,739	8%	11%
\$6,862,802	TOTAL OPERATING REVENUE	\$8,271,272	\$8,111,760	(\$159,512)	(2%)	98%
\$0	DEPT. #095 Inter-Fund- Reserve Fund/Bd Designated	\$157,399	\$179,188	\$21,789	14%	2%
\$6,862,802	TOTAL REVENUE	\$8,428,671	\$8,290,948	(\$137,723)	(2%)	100%
EXPENSES:						
\$634,098	DEPT. #020 Leadership Affairs (LA)	\$715,553	\$760,130	\$44,577	6%	9%
\$293,490	DEPT. #010 Membership (MBR)	\$450,675	\$465,045	\$14,370	3%	6%
\$243,990	DEPT. #030 Governmental Affairs (GAO)	\$307,897	\$311,079	\$3,182	1%	4%
\$406,393	DEPT. #040 Publications (PUB)	\$410,969	\$416,572	\$5,603	1%	5%
\$1,141,656	DEPT. #050 Fl. Dental Convention (FDC)	\$2,183,187	1,834,909	(\$348,277)	(16%)	22%
\$276,183	DEPT. #060 Accounting/Data Systems (ACCT/DS)	\$282,054	\$304,252	\$22,198	8%	4%
\$3,279,351	DEPT. #090 Admin (A) Personnel (all FDA EEs)	\$3,554,698	\$3,703,100	\$148,402	4%	45%
\$431,912	DEPT. #090 Admin (B)- Including: Telecom, Equipment, Bldg. Occupancy, Book Depreciation, & Tangible & Income Taxes	\$459,014	\$486,694	\$27,680	6%	6%
\$0	DEPT. #095 Contingency	\$0	\$0	\$0	0%	0%
\$8,500	DEPT. #095 (a) Inter-Fund- Reserve Fund/Bd Designated	\$8,500	\$8,500	\$0	0%	0%
\$6,715,573	TOTAL EXPENSES	\$8,372,547	\$8,290,281	(\$82,265)	(1%)	100%
\$147,229	NET INCOME (after taxes)	\$56,124	\$667	(\$55,457)	(100%)	0%

\$667 = Amt. of Budget OVER or Balanced

\$4,726	= \$1 Dues Increase Value for Current Budget (FY24-25)	
\$0	= Unallocated contingency & % Revenue =	0.0%
\$0	= Total Auto Encumbrance & % Revenue =	0.0%
\$0	= FY2024-2025 Transfer Oper. Fund to Reserve Fund	
\$0	= 50% of 2025 FDA dues increase funded from reserves	
\$0	= Transfer from reserves required to balance the budget	

\$517	= 2024 current Oper. full dues	<<<
(\$30)	= Operating Dues Amt Change	<<<
\$487	= 2025 Result Reg. FDA full dues	<<<
\$53	= 2024 PAC Support Dues	<<<
\$0	= PAC Support Dues Change	<<<
\$53	= 2025 Result PAC Dues	<<<
\$540	= Calculated ALL 2025 Dues	<<<
\$0	= FDA Assessment (if any)	<<<
\$924,189	= FDAS Budget Equity Distrib FY24-25	

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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SUMMARY BUDGET REVENUE PAGE **Page 3 of 29**

Updated 4/15/24

2024-2025 BUDGET

Staff Prep Budget

AT 6/30/2023		Last Year		FDA REVENUE OVERVIEW		Cur Yr 6 Mo.	Detail Budget	Recommended	Budget Change	
2022-23 Actual	2023-24 BUDGET	ACCT.NO.	(2024-2025 Fiscal Year Budget Computations)			FY23-24 Actual	PAGE NO.	2024-2025 Budget	\$ Amount	%
\$6,862,802	\$8,428,671		FDA OPERATING FUND GRAND TOTAL REVENUE			\$4,361,338		\$8,290,948	(\$137,723)	(2%)
\$2,277,824	\$2,535,484		DEPT #010 - MEMBERSHIP [MBR]			\$1,771,639		\$2,310,684	(\$224,800)	(9%)
\$2,243,274	\$2,504,434	3010-3049	Membership Dues and Fees			\$1,747,114		\$2,273,634	(\$230,800)	(9%)
\$31,050	\$31,050	3550-3599	FDAS Sponsorships (recruitment)			\$15,525		\$31,050	\$0	0%
\$3,500	\$0	3600-3699	Sponsorships (ADA & Outside Entities)			\$9,000		\$6,000	\$6,000	0%
\$0	\$0	3690	Other Revenue			\$0		\$0	\$0	0%
\$1,680,750	\$1,461,290		DEPT #020 - LEADERSHIP AFFAIRS [LA]			\$417,655		\$1,912,959	\$451,668	31%
\$9,876	\$13,310	3131	Registration Fees- FDC Awards Luncheon			\$0		\$9,790	(\$3,520)	(26%)
\$0	\$0	3540	Other Registration Fees			\$875		\$1,000	\$1,000	100%
\$0	\$9,450	3559	FDA Services Leadership Events Sponsorships			\$0		\$11,800	\$2,350	25%
\$1,000	\$0	3585	Sponsorships- ADA Grant Inactive			\$0		\$0	\$0	0%
\$861,680	\$597,284	3695	Investment in Subsidiary- FDAS-Equity Distribution			\$0		\$924,189	\$326,905	55%
\$596,723	\$612,985	3810-3819	FDAS Contract Service Reimbursements			\$306,492		\$727,784	\$114,799	19%
\$202,637	\$218,826	3821	FDAF Contract Services Reimbursements			\$109,413		\$229,561	\$10,734	5%
\$0	\$600	3822	Student Loan Fund (principal/int rec'd) Cash-Flow			\$0		\$0	(\$600)	(100%)
\$8,835	\$8,835	3830-3839	Admin. Reimb.-Components/Affiliates Insurance			\$0		\$8,835	\$0	0%
\$0	\$0	3885	One-time Misc Reimb/Revenue			\$875		\$0	\$0	0%
\$1,912	\$0		DEPT #030 - GOVERNMENTAL AFFAIRS OFFICE			\$980		\$0	\$0	0%
\$1,912	\$0	3640	ADA Grant- GAO sponsored programs			\$980		\$0	\$0	0%
\$189,174	\$204,904		DEPT #040 - PUBLICATIONS			\$89,349		\$194,915	(\$9,989)	(5%)
\$120,369	\$132,016	3210-3229	Advertising - Today's FDA			\$69,617		\$139,527	\$7,511	6%
\$67,846	\$71,500	3260-3269	Digital Advertising - FDA Website & Other			\$19,732		\$54,000	(\$17,500)	(24%)
\$960	\$1,388	3270-3886	Subscriptions (TFDA) & Other Fees			\$0		\$1,388	\$0	0%
\$1,608,663	\$3,242,508		DEPT #050 - FLORIDA DENTAL CONVENTION (FDC)			\$1,430,186		\$2,801,378	(\$441,130)	(14%)
\$677,508	\$1,398,937	3110-3119	Exhibitors' Booth Fees/Booth Registration			\$830,171		\$1,135,441	(\$263,496)	(19%)
\$92,753	\$163,085	3130-3139	Registration Fees for FDC			\$42,661		\$158,004	(\$5,081)	(3%)
\$510,019	\$899,424	3140-3159	Educational Presentations			\$239,995		\$863,426	(\$35,998)	(4%)
\$9,053	\$74,006	3150-3159	Mini-Residency Courses			\$9,053		\$39,965	(\$34,041)	(46%)
\$76,840	\$84,840	3180-3189	Special Functions (Social Party Event) Revenue			(\$1,000)		\$81,050	(\$3,790)	(4%)
\$18,090	\$27,595	3200-3299	Advertising- FDC Program			\$19,340		\$29,300	\$1,705	6%
\$70,067	\$128,133	3560	FDA Services Major Sponsorship			\$92,836		\$130,000	\$1,867	1%
\$124,010	\$213,267	3621	Sponsorships (speakers & specific events)			\$147,513		\$189,837	(\$23,430)	(11%)
\$30,324	\$253,222	3890-3899	Other Revenue (hotel royalty & mailing list fees)			\$49,618		\$174,355	(\$78,867)	(31%)
\$1,104,479	\$827,085		DEPT #060 - ACCOUNTING & DATA SYSTEMS			\$651,527		\$891,824	\$64,739	8%
\$17,897	\$1,000	3601	Interest Revenue - Bank Accounts			\$25,370		\$47,260	\$46,260	4626%
\$188,863	\$275,000	3620	Investment Earnings (dividends & bond int.)			\$176,904		\$275,000	\$0	0%
(\$217,833)	\$0	3650	Realized Investment Gains/Losses			\$0		\$0	\$0	0%
\$541,067	\$0	3670	Unrealized Investment Gains/Losses			\$174,346		\$0	\$0	0%
\$15	\$0	3694	Student Loan Fund Interest (actuals only)			\$1		\$0	\$0	0%
\$347,396	\$329,715	3700-3749	Crown Savings Program (royalties)			\$160,187		\$372,300	\$42,585	13%
\$174,466	\$178,185	3870-3879	Property Lease Revenue (FDAS & outside entities' tenants)			\$88,617		\$139,829	(\$38,356)	(22%)
\$52,608	\$43,185	3900-3998	Other Revenue			\$26,103		\$57,435	\$14,250	33%
\$0	\$157,399		DEPT #095 - TRANSFERS FROM THE RESERVE FUND			\$0		\$179,188	\$21,789	14%
\$0	\$0	3951	Transfer from Reserves-Dues Increase			\$0		\$0	\$0	100%
\$0	\$0	3952	Transfer from Reserves-Contingency			\$0		\$0	\$0	0%
\$0	\$0	3953	Holdback Bd. Designated Prev. Y/E Surplus			\$0		\$0	\$0	0%
\$0	\$157,399	3956	Anticipated FDA Expense Surplus			\$0		\$179,188	\$21,789	14%

(* Note: "Actual Less than Budgeted Expenses")

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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2024-2025 BUDGET

FDA SERVICES, INC. PAYMENTS TO FDA SUMMARY CHART

AT 6/30/2023 2022-23 Actual	Last Year 2023-24 BUDGET	ACCT.NO.	Cur Yr 6 Mo. FY23-24 Actual	Detail Budget PAGE NO.	Recommended 2024-2025 Budget	Budget Change \$ Amount	%
\$2,142,495	\$1,958,749		\$679,099		\$2,462,087	\$503,338	26%
31%	23%				30%	6%	
GRAND TOTAL PAYMENTS TO THE FDA							
\$861,680	\$597,284		\$0		\$924,189	\$326,905	55%
\$861,680	\$597,284	20-3695	\$0		\$924,189	\$326,905	55%
FDAS EQUITY DISTRIBUTION TO FDA							
\$861,680	\$597,284	FDAS Equity Distribution to FDA (formerly dividends)					
\$675,742	\$693,500		\$346,750		\$809,825	\$116,325	17%
\$86,510	\$92,845	20-3811	\$46,422		\$101,550	\$8,705	9%
\$510,213	\$520,140	20-3812	\$260,070		\$626,234	\$106,094	20%
\$79,019	\$80,515	20-3876	\$40,257		\$82,041	\$1,526	2%
CONTRACT SERVICE AGREEMENTS TO FDA							
\$31,050	\$31,050		\$15,525		\$31,050	\$0	0%
MEMBERSHIP DEPT. #010 (Recruitment Sponsorships & Advertisements)							
\$18,050	\$18,050	3551	\$9,025		\$18,050	\$0	0%
\$13,000	\$13,000	3553	\$6,500		\$13,000	\$0	0%
\$0	\$0	3555	\$0		\$0	\$0	0%
LEADERSHIP AFFAIRS DEPT. #020 (Sponsorships)							
\$53,497	\$54,954		\$34,504		\$77,855	\$22,901	42%
\$1,900	\$9,450	3559	\$0		\$11,800	\$2,350	25%
\$51,597	\$45,504	4310-4350	\$34,504		\$66,055	\$20,551	45%
PUBLICATIONS DEPT. #040							
\$87,456	\$92,699		\$21,494		\$92,698	(\$1)	(0%)
\$51,915	\$55,799	3213	\$3,464		\$55,798	(\$1)	(0%)
\$13,041	\$14,400	3217	\$6,780		\$14,400	\$0	0%
\$22,500	\$22,500	3268	\$11,250		\$22,500	\$0	0%
FDC DEPT. #050							
\$85,674	\$159,547		\$100,639		\$154,169	(\$5,378)	(3%)
\$16,080	\$27,280	3115	\$6,790		\$20,994	(\$6,286)	(23%)
\$2,027	\$4,133	3215	\$1,013		\$3,175	(\$958)	(23%)
\$67,567	\$128,133	3560	\$92,836		\$130,000	\$1,867	1%
\$0	\$0	3585	\$0	Inactive	\$0	\$0	0%
Crown Savings Royalty Program #060							
\$347,397	\$329,715		\$160,187		\$372,300	\$42,585	13%
\$347,397	\$329,715	Various	\$160,187		\$372,300	\$42,585	13%
TOTAL TO FLORIDA DENTAL ASSOC. FOUNDATION (FDAF)							
\$121,314	\$101,139		\$0		\$145,973	\$44,834	44%
\$121,314	\$101,139	9600-9699	\$0		\$145,973	\$44,834	44%
\$121,314	\$101,139	9610	\$0		145,973	\$44,834	44%
TOTAL TO COMPONENTS OF THE FLORIDA DENTAL ASSOCIATION							
\$198,000	\$198,000		\$99,000		\$198,000	\$0	0%
\$198,000	\$198,000	6205	\$99,000		\$198,000	\$0	0%
\$198,000	\$198,000	6205	\$99,000		\$198,000	\$0	0%
COMPONENTS' PROGRAM SUPPORT							
\$198,000	\$198,000	6205	\$99,000		\$198,000	\$0	0%
Components of the FDA Mailing List							
\$2,461,809	\$2,257,888				\$2,806,062	\$548,174	24%
GRAND TOTAL TO FLORIDA ORGANIZED DENTISTRY							

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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DETAIL BUDGET - DEPT. #010 MEMBERSHIP REVENUE

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FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 1 of 1)

Revised 4/15/24

FDA Staff Prep Budget

AT 6/30/2023 2022-23 Actual	Last Year 2023-24 BUDGET	ACCT.NO.	DEPT. #010-MEMBERSHIP DEPT. REVENUE SUMMARY OF REVENUE	Cur.Yr 6 Mo.YTD FY23-24 Actual	Recommended 2024-25 Budget	Budget Change \$ Amount	%
\$2,277,824	\$2,535,484	3000	DEPT - #010 MEMBERSHIP (MBR) REVENUE OVERVIEW	\$1,771,639	\$2,310,684	(\$224,800)	(9%)
\$2,243,274	\$2,504,434	3100	Membership Dues and Fees	\$1,747,114	\$2,273,634	(\$230,800)	(9%)
\$1,129,884	\$1,300,276	3011 (a)	FDA Membership Dues (at last year's dues rates)	\$634,899	\$1,221,671	(\$78,605)	(6%)
\$23,480	\$71,648	3011 (b)	FDA Membership Dues (50% of proposed dues incr.)	\$0	(\$70,890)	(\$142,538)	(199%)
\$1,089,910	\$1,132,510	3015	FDA Membership Dues (50% deferred dues fr.last yr.)	\$1,112,480	\$1,122,853	(\$9,657)	(1%)
\$0	\$0	3020	FDA Assessment (if any- N/A)	Inactive \$0	\$0	\$0	0%
\$228,451	\$281,284	3024	FDAPAC Dues (projected to be collected by FDA)	\$110,308	\$250,478	(\$30,806)	(11%)
(\$228,451)	(\$281,284)	3025	FDAPAC Dues (transfer to FDAPAC less opt-outs)	(\$110,574)	(\$250,478)	\$30,806	(11%)
\$31,050	\$31,050	3550	FDA Svcs. Sponsorships (Recruitment)	\$15,525	\$31,050	\$0	0%
\$18,050	\$18,050	3551	General Recruitment (FDAS sponsor)	\$9,025	\$18,050	\$0	0%
\$13,000	\$13,000	3553	Student Recruitment (FDAS sponsor)	\$6,500	\$13,000	\$0	0%
\$0	\$0	3555	Student Premiums Recruitment (FDAS sponsor)	\$0	\$0	\$0	0%
\$3,500	\$0	3580	Sponsorships & Grants (ADA & other)	\$9,000	\$6,000	\$6,000	0%
\$3,500	\$0	3580	General Recruitment Sponsorship-Outside Entity	\$9,000	\$6,000	\$6,000	0%
\$0	\$0	3585	ADA Sponsorship Grant-Membership	Inactive \$0	\$0	\$0	0%
\$0	\$0	3590	Other Revenue	\$0	\$0	\$0	0%
\$0	\$0	3590	Other Revenue	\$0	\$0	\$0	0%

REVENUE - FY 2024-25 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES BY DEPT.

Type	Acct #	Account Name	Reason for Enhancement/ Budget Change	Budget Change
DEPT. #010 MEMBERSHIP (MBR) REVENUE CHANGES:				
Lower revenue	10-3011 (a)	FDA Membership Dues (2023 dues level)	Lower dues calculation based on less members than budgeted in prior year in all categories (specifically full dues paying categories).	(\$78,605)
Lower revenue	10-3011 (b)	FDA Membership Dues (2023 dues incr)	Lower as a result of dues decrease.	(\$142,538)
Lower revenue	10-3015	FDA Deferred Membership Dues (50% 2024 dues)	Lower based on actual dues received for 2024 as a result of less dues receipts.	(\$9,657)
Lower revenue	10-3580	Recruitment Events Sponsorship	Higher for UF Dental School social event sponsors based on actuals.	\$6,000
	10-Variou	Variou All Other Department Revenue Changes		\$0
TOTAL MBR DEPT #10 2024-25 BUDGET CHANGES (From Prior FY Budget)				(\$224,800)

FDA REVENUE - RECEIVED FROM FDA SERVICES - BY THIS DEPARTMENT:

AT 6/30/2023 2022-23 Actual	Last Year 2023-24 BUDGET	ACCT.NO.	DEPT. #010-MEMBERSHIP DEPT. REVENUE (RECEIVED FROM FDA SERVICES)	Cur.Yr 6 Mo.YTD FY23-24 Actual	Detail Budget PAGE NO.	% MBR Revenue from FDAS:	Recommended 2024-25 Budget	Budget Change \$ Amount	%
\$31,050	\$31,050	3000	DEPT #10 MBR (Revenue from FDAS)	\$15,525		1%	\$31,050	\$0	0%
\$31,050	\$31,050	3695	Membership Recruitment Sponsorship- FDAS	\$15,525			\$31,050	\$0	0%

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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OVERVIEW BUDGET - DEPT. #020 LEADERSHIP AFFAIRS (LA) REVENUE Page 6 of 29

FY 2024-2025 FDA BUDGET SUMMARY BUDGET (1 Page)

Updated 4/15/24

Staff Budget Prep budget

AT 6/30/2023 2022-23 Actual	Last Year 2023-24 BUDGET	ACCT.NO.	DEPT. #020 - LEADERSHIP AFFAIRS REVENUE (2024-2025 Fiscal Year Budget Computations)	FY23-24 Actual 6 mo YTD	Recommended 2024-2025 Budget	Budget Change \$ Amount	%
\$1,680,750	\$1,461,290	3000	DEPT #20 LA (SUMMARY) REVENUE OVERVIEW	\$416,780	\$1,912,959	\$451,668	31%
\$9,876	\$13,310	3131	Registration Fees- FDC Awards Luncheon	\$0	\$9,790	(\$3,520)	(26%)
\$0	\$0	3540	Other Registration Fees	\$875	\$1,000	\$1,000	100%
\$0	\$9,450	3559	FDA Services -LA Events Sponsorships	\$0	\$11,800	\$2,350	25%
\$1,000	\$0	3585	Sponsorships- ADA Grants (Various) INACTIVE	\$0	\$0	\$0	0%
\$861,680	\$597,284	3695	Investment in Subsidiary- Distribution from FDA Svcs,	\$0	\$924,189	\$326,905	55%
\$86,510	\$92,845	3811	FDAS Overhead Agreement Reimbursement	\$46,422	\$101,550	\$8,705	9%
\$510,213	\$520,140	3812	FDAS Personnel Agreement Reimbursement	\$260,070	\$626,234	\$106,094	20%
\$202,637	\$218,826	3821	FDAF Overhead (Personnel) Reimbursement	\$109,413	\$229,561	\$10,734	5%
\$0	\$600	3822	Student Loan Fund (principal/int. received)	\$0	\$0	(\$600)	(100%)
\$8,835	\$8,835	3820-3859	Administrative Reimbursements (Pkg. Insurance)	\$0	\$8,835	\$0	0%
\$0	\$0	3885	One-time Misc. Reimb/Revenue	\$0	\$0	\$0	0%

REVENUE - FY 2024-25 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES BY DEPT

Type	Acct #	Page	Account Name	Reason for Enhancement/ Budget Change	Budget Change
DEPT. #020 LEADERSHIP AFFAIRS (LA) REVENUE CHANGES:					
Lower revenue	20-3131		Registration Fees-FDC Awards Luncheon	Lower due to less attendees expected based on actuals.	(\$3,520)
Higher revenue	20-3695		Investment in Subsidiary-FDA Services	Higher FDAS net income projected for FY24-25, so higher FDA equity.	\$326,905
Higher revenue	20-3811		FDAS Overhead Reimbursement	Higher based on higher allocation of FDA expenses to FDAS.	\$8,705
Higher revenue	20-3812		FDAS Personnel Reimbursement	Higher based on higher allocation of FDA staff time to FDAS activities based on time studies and position changes as well as merit/benefit increases.	\$106,094
Higher revenue	20-3821		FDAF Overhead Reimbursement	Higher based on merit increases and allocating a flat amount to FLA-MOM yearly.	\$10,734
Higher revenue	20-3541		LDC Ambassador (LEAD) Training	Higher for registration fees charged to attend LEAD.	\$1,000
Higher revenue	20-3559		FDAS Leadership Events Sponsorships	Higher due to add'l LEAD sponsorship and higher coffee service at Jan HOD	\$2,350
	20-Variou	Variou	All Other Department Revenue Changes		(\$600)
TOTAL LA DEPT #20 FY 2024-25 BUDGET CHANGES (From Prior FY Budget)					\$451,668

FDA REVENUE - RECEIVED FROM FDA SERVICES - BY THIS DEPARTMENT:

% LA Revenue from FDAS: 90%

AT 6/30/2023 2022-23 Actual	Last Year 2023-24 BUDGET	ACCT.NO.	DEPT. #020 - LEADERSHIP AFFAIRS REVENUE (RECEIVED FROM FDA SERVICES)	FY23-24 Actual 6 mo YTD	Detail Budget PAGE NO.	Recommended 2024-2025 Budget	FY22-23 Budget Change \$ Amount	%
\$1,510,000	\$1,265,223	3000	DEPT #20 LA (Revenue from FDAS)	\$340,996		\$1,729,828	\$464,605	37%
\$0	\$9,450	3159	FDA Services -LA Events Sponsorships	\$0		\$11,800	\$2,350	25%
\$51,597	\$45,504	4310-4350	FDAS Shareholders/BOT Reimbursement	\$34,504		\$66,055	\$20,551	45%
\$861,680	\$597,284	3695	Investment in Subsidiary- Distribution from FDA Svcs,	\$0		\$924,189	\$326,905	55%
\$86,510	\$92,845	3811	FDAS Overhead Agreement Reimbursement	\$46,422		\$101,550	\$8,705	9%
\$510,213	\$520,140	3812	FDAS Personnel Agreement Reimbursement	\$260,070		\$626,234	\$106,094	20%

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LA Dept#20 REVENUE FY2024-2025

FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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OVERVIEW BUDGET - DEPT. #040 PUBLICATIONS (PUB) REVENUE **Page 7 of 29**

FY 2024-2025 FDA BUDGET SUMMARY BUDGET (1 Page)

Updated 4/15/24

Staff prep Budget

AT 6/30/2023 2022-23 Actual	Last Year 2023-24 BUDGET	ACCT.NO.	DEPT. #040 - PUBLICATIONS REVENUE SUMMARY OF REVENUE	FY23-24 6 Mo. YTD Actual	Recommended 2024-2025 Budget	Budget Change \$ Amount	%
\$189,174	\$204,904	3000	DEPT #040 -PUBLICATIONS REVENUE OVERVIEW	\$89,349	\$194,915	(\$9,989)	(5%)
\$120,369	\$132,016	3200	Advertising - Today's FDA Revenue	\$69,617	\$139,527	\$7,511	6%
\$55,413	\$61,818	3211	Today's FDA Display Advertising (Outside Vendors)	\$37,358	\$69,329	\$7,511	12%
\$51,915	\$55,798	3213	FDA Svcs- Today's FDA Display Ads (Insurance)	\$25,479	\$55,798	\$0	0%
\$13,041	\$14,400	3217	FDA Svcs- Crown Savings-TFDA Display Ads (Royalty)	\$6,780	\$14,400	\$0	0%
\$67,846	\$71,500	3260	Digital Advertising - FDA Website/Other	\$19,732	\$54,000	(\$17,500)	(24%)
\$22,556	\$22,000	3265	Career Center (Dental Job Postings) Ads	\$3,464	\$10,000	(\$12,000)	(55%)
\$4,200	\$5,000	3267	Special Digital Ads (New Bites, FDA Blog, etc).	\$1,500	\$6,500	\$1,500	30%
\$22,500	\$22,500	3268	FDA Svcs Ads- FDA Website	\$11,250	\$22,500	\$0	0%
\$18,590	\$22,000	3269	Digital Ad Revenue	\$3,519	\$15,000	(\$7,000)	(32%)
\$960	\$1,388	3260	Subscriptions (TFDA) & Other Revenue	\$0	\$1,388	\$0	0%
\$960	\$1,388	3270-3279	Subscriptions & Reprint Fees (TFDA/Sourcebook)	\$0	\$1,388	\$0	0%
\$0	\$0	3886	Miscellaneous Revenue	\$0	\$0	\$0	0%

Important Note: The Publications (PUB) Dept#40 budgeted revenue does not include the \$70,460 estimated \$10 portion of the FDA dues which pertains to the members' Today's FDA publication subscription, which is included in the Membership (dues) Dept.#10 revenue section.

REVENUE - FY 2024-25 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES BY DEPT.

Type	Acct #	Page	Account Name	Reason for Enhancement/ Budget Change	Budget Change
DEPT. #040 PUBLICATIONS (PUB) REVENUE CHANGES:					
Higher revenue	40-3211		Today's FDA Advertising	Higher based on current year actuals.	\$7,511
Lower revenue	40-3265		Career Center Ads	Lower based on current year actuals and trend.	(\$12,000)
Higher revenue	40-3267		Special Digital Ads (News Bites)	Higher based on current year actual Newsbites ads.	\$1,500
Lower revenue	40-3269		Digital Ads	Lower based on current year actuals (Association Partners).	(\$7,000)
	40-Variou	Various	All Other Department Revenue Changes		\$0
TOTAL PUB DEPT #40 FY 2024-25 BUDGET CHANGES (From Prior FY Budget):					(\$9,989)

FDA REVENUE - RECEIVED FROM FDA SERVICES - BY THIS DEPARTMENT:

% PUB Revenue from FDAS: 48%

AT 6/30/2023 2022-23 Actual	Last Year 2023-24 BUDGET	ACCT.NO.	DEPT. #040 - PUBLICATIONS REVENUE (RECEIVED FROM FDA SERVICES)	FY23-24 6 Mo. YTD Actual	Recommended 2024-2025 Budget	Budget Change \$ Amount	%
\$87,456	\$92,698	3000	DEPT #40 PUB (Revenue from FDAS)	\$43,509	\$92,698	\$0	0%
\$51,915	\$55,798	3213	FDA Svcs- Today's FDA Display Ads (Insurance)	\$25,479	\$55,798	\$0	0%
\$13,041	\$14,400	3217	FDA Svcs- Crown Savings-TFDA Display Ads (Royalty)	\$6,780	\$14,400	\$0	0%
\$22,500	\$22,500	3268	FDA Svcs Ads- FDA Website	\$11,250	\$22,500	\$0	0%

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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OVERVIEW BUDGET - DEPT. #050 FL. DENTAL CONVENTION (FDC) REVENUE

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FY 2024-2025 FDA BUDGET SUMMARY BUDGET (1 Page)

Updated 4/15/24

Staff Prep Budget

AT 6/30/2023 2022-23 Actual	Last Year 2023-24 BUDGET	Acct#:	DEPT. #050 - FDC REVENUE SUMMARY OF REVENUE	FY23-24 6 Mo YTD	Recommended 2024-2025 Budget	Budget Change \$ Amount	%
\$1,608,663	\$3,242,508	3000	DEPT #050 -FL. DENTAL CONVENTION (FDC) REVENUE OVERVIEW	\$1,430,186	\$2,801,378	(\$441,130)	(14%)
\$677,508	\$1,398,937	3110	Exhibitors' Booths & Registration	\$830,171	\$1,135,441	(\$263,496)	(19%)
\$663,011	\$1,371,657	3111	Exhibit Booth Rental Fees	\$822,923	\$1,113,072	(\$258,585)	(19%)
\$917	\$0	3112	Exhibitors Extra Badge/Other Fees	\$458	\$1,375	\$1,375	100%
\$13,580	\$27,280	3115	FDAS Display/Exhibit Booths Rental	\$6,790	\$20,994	(\$6,286)	(23%)
\$92,753	\$163,085	3130	Registration Fees at FDC	\$42,661	\$158,004	(\$5,081)	(3%)
\$79,870	\$114,854	3131	Registration Fees- Nonmembers	\$42,661	\$131,344	\$16,490	14%
\$12,883	\$48,231	3131	Registration Fees- FDA Members	\$0	\$26,660	(\$21,571)	(45%)
\$510,019	\$899,424	3140	Educational Presentations	\$239,995	\$863,426	(\$35,998)	(4%)
\$338,711	\$641,785	3141	Scientific Courses Fees	\$239,995	\$455,070	(\$186,715)	(29%)
\$150,475	\$235,270	3142	Workshop Course Fees	\$0	\$360,880	\$125,610	53%
\$19,668	\$18,780	3144	State Mandated Course Fees	\$0	\$45,476	\$26,696	142%
\$1,165	\$3,589	3147	Recording Royalties	\$0	\$2,000	(\$1,589)	(44%)
\$9,053	\$74,006	3153	Mini-Residencies Courses	\$9,053	\$39,965	(\$34,041)	(46%)
\$76,840	\$84,840	3188	Special Functions- Social Party Tkts/Reg.	(\$1,000)	\$81,050	(\$3,790)	(4%)
\$18,090	\$27,595	3200	Advertising- FDC Program	\$19,340	\$29,300	\$1,705	6%
\$16,063	\$23,462	3210	Advertising- FDC Program (Outside Entities)	\$19,340	\$26,125	\$2,663	11%
\$2,027	\$4,133	3215	Advertising- FDC Program (FDA Services)	\$0	\$3,175	(\$958)	(23%)
\$70,067	\$128,133	3560	FDAS & FDAF Major Sponsorships	\$92,836	\$130,000	\$1,867	1%
\$124,010	\$213,267	3580	Other Sponsorships (speakers & events)	\$147,513	\$189,837	(\$23,430)	(11%)
\$124,010	\$213,267	3580	Meeting Sponsorships (speakers & events)	\$147,513	\$189,837	(\$23,430)	(11%)
\$30,324	\$253,222	3580	Other Revenue	\$49,618	\$174,355	(\$78,867)	(31%)
\$24,630	\$40,272	3892	Hotel Room Royalty Earnings	\$12,314	\$37,590	(\$2,682)	(7%)
\$0	\$10,000	3894	Speed Networking Event	\$0	\$10,000	\$0	0%
\$4,400	\$6,200	3896	Sale of FDC Registrant Mailing Lists	\$5,300	\$6,500	\$300	5%
\$0	\$115,750	3897	Women in Dentistry (WIND) Event	\$29,808	\$73,085	(\$42,665)	(37%)
\$1,294	\$0	3898	Misc. FDC Revenue (& incl/ prior year FDC revenue)	\$1,181	\$0	\$0	0%
\$0	\$75,000	3895	Workshops (outside of FDC)	\$0	\$44,680	(\$30,320)	(40%)
\$0	\$6,000	3899	Webinars	\$1,015	\$2,500	(\$3,500)	(58%)

REVENUE - FY 2024-2025 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES BY DEPT.

Type	Acct #	Page	Account Name	Reason for Enhancement/ Budget Change	Budget Change
DEPT. #050 FLORIDA DENTAL CONVENTION (FDC) REVENUE CHANGES:					
Lower revenue	50-Variou		Exhibit Booth Rental Fees	Lower since FDC falls in one fiscal year (no deferred revenue) partially offset by higher booth fees.	(\$263,496)
Lower revenue	50-Variou		Registration Fees	Lower since FDC falls in one fiscal year (no deferred revenue) and lower member attendance expected partially offset by higher non-member attendance.	(\$5,081)
Lower revenue	50-3141		Scientific Course Fees	being offered.	(\$186,715)
Higher revenue	50-3142		Workshop Course Fees	Higher due to increased attendance and Pankey course.	\$125,610
Higher revenue	50-3144		State Mandated Course Fees	Higher due to courses more courses offered than in the prior year partially offset by FDC falling in one fiscal year (no deferred revenue).	\$26,696
Lower revenue	50-3153		Mini-Residencies at FDC	Lower since FDC falls in one fiscal year (no deferred revenue) and decrease in attendance expected for mini-residencies.	(\$34,041)
Lower revenue	50-3188		Special Functions	Lower due to decrease in attendance.	(\$3,790)
Higher revenue	50--Variou		Advertising Revenue	Higher based on ad price increases partially offset by FDC falling in one fiscal year (no deferred revenue).	\$1,705
Higher revenue	50-3580		FDAS Major Sponsorship	Higher due to increased sponsorships for FDC and WIND partially offset by FDC falling in one year (no deferred sponsorship revenue).	\$1,867

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Lower revenue	50-3580	Other Sponsorships (speakers & events)	Lower since FDC falls in one fiscal year (no deferred sponsorship revenue) partially offset by increased sponsorships prices.	BOT-10(B)
Lower revenue	50-3892	Hotel Room Royalties	Lower since FDC falls in once fiscal year (no deferred royalty revenue).	Page 9 of 29
Lower revenue	50-3896	Women in Dentistry Event	Lower based on 2023 actuals and decrease in registration fee.	(\$7,921)
Lower revenue	50-3895	Workshops (outside of FDC)	Lower due to decrease in registration fees than budgeted in prior year.	(\$42,663)
Lower revenue	50-3899	Webinars	Lower for free webinars offered to members. Only sponsorship revenue included.	(\$30,320)
50-Various	Various	All Other Department Revenue Changes		(\$3,500)
TOTAL FDC #50 FY 2024-2025 BUDGET CHANGES (From Prior FY Budget)				(\$1,289)
				(\$441,130)

RETURN

FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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OVERVIEW BUDGET - DEPT. #050 FL. DENTAL CONVENTION (FDC) REVENUE

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FY 2024-2025 FDA BUDGET SUMMARY BUDGET Compared to 2022 Actuals

For Informational Purposes Only

AT 6/30/2022 2021-22 Actual	Last Year 2023-24 BUDGET	Acct#:	DEPT. #050 - FDC REVENUE SUMMARY OF REVENUE	FY23-24 6 Mo YTD	Recommended 2024-2025 Budget	Budget Change \$ Amount	%
\$2,234,479	\$3,242,508	3000	DEPT #050 -FL. DENTAL CONVENTION (FDC) REVENUE OVERVIEW	\$1,430,186	\$2,801,378	(\$441,130)	(14%)
\$999,675	\$1,398,937	3110	Exhibitors' Booths & Registration	\$830,171	\$1,135,441	(\$263,496)	(19%)
\$970,670	\$1,371,657	3111	Exhibit Booth Rental Fees	\$822,923	\$1,113,072	(\$258,585)	(19%)
\$8,755	\$0	3112	Exhibitors Extra Badge/Other Fees	\$458	\$1,375	\$1,375	100%
\$20,250	\$27,280	3115	FDAS Display/Exhibit Booths Rental	\$6,790	\$20,994	(\$6,286)	(23%)
\$124,426	\$163,085	3130	Registration Fees at FDC	\$42,661	\$158,004	(\$5,081)	(3%)
\$92,750	\$114,854	3131	Registration Fees- Nonmembers	\$42,661	\$131,344	\$16,490	14%
\$31,676	\$48,231	3131	Registration Fees- FDA Members	\$0	\$26,660	(\$21,571)	(45%)
\$630,891	\$899,424	3140	Educational Presentations	\$239,995	\$863,426	(\$35,998)	(4%)
\$475,474	\$641,785	3141	Scientific Courses Fees	\$239,995	\$455,070	(\$186,715)	(29%)
\$138,105	\$235,270	3142	Workshop Course Fees	\$0	\$360,880	\$125,610	53%
\$14,678	\$18,780	3144	State Manadated Course Fees	\$0	\$45,476	\$26,696	142%
\$2,634	\$3,589	3147	Recording Royalties	\$0	\$2,000	(\$1,589)	(44%)
\$57,473	\$74,006	3153	Mini-Residencies Courses	\$9,053	\$39,965	(\$34,041)	(46%)
\$69,460	\$84,840	3188	Special Functions- Social Party Tkts/Reg.	(\$1,000)	\$81,050	(\$3,790)	(4%)
\$22,176	\$27,595	3200	Advertising- FDC Program	\$19,340	\$29,300	\$1,705	6%
\$20,131	\$23,462	3210	Advertising- FDC Program (Outside Entities)	\$19,340	\$26,125	\$2,663	11%
\$2,045	\$4,133	3215	Advertising- FDC Program (FDA Services)	\$0	\$3,175	(\$958)	(23%)
\$96,600	\$128,133	3560	FDAS & FDAF Major Sponsorships	\$92,836	\$130,000	\$1,867	1%
\$187,165	\$213,267	3580	Other Sponsorships (speakers & events)	\$147,513	\$189,837	(\$23,430)	(11%)
\$187,165	\$213,267	3580	Meeting Sponsorships (speakers & events)	\$147,513	\$189,837	(\$23,430)	(11%)
\$46,613	\$253,222	3580	Other Revenue	\$49,618	\$174,355	(\$78,867)	(31%)
\$26,591	\$40,272	3892	Hotel Room Royalty Earnings	\$12,314	\$37,590	(\$2,682)	(7%)
\$0	\$10,000	3894	Speed Networking Event	\$0	\$10,000	\$0	0%
\$7,200	\$6,200	3896	Sale of FDC Registrant Mailing Lists	\$5,300	\$6,500	\$300	5%
\$0	\$115,750	3897	Women in Dentistry (WIND) Event	\$29,808	\$73,085	(\$42,665)	(37%)
\$12,822	\$0	3898	Misc. FDC Revenue (& incl/ prior year FDC revenue)	\$1,181	\$0	\$0	0%
\$0	\$75,000	3895	Workshops (outside of FDC)	\$0	\$44,680	(\$30,320)	(40%)
\$0	\$6,000	3899	Webinars	\$1,015	\$2,500	(\$3,500)	(58%)

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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OVERVIEW BUDGET - DEPT. #060 ACCOUNTING (ACCT) REVENUE

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(includes Crown Savings Program (CSP) Royalty Revenue)

FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 1 of 2)

Updated 4/15/24

Staff Prep budget

AT 6/30/2023 2022-23 Actual	Last Year 2023-24 BUDGET	DEPT. #060 - ACCOUNTING & CROWN SAVINGS REVENUE ACCT.NO.	SUMMARY OF REVENUE	Cur Yr 6 Mo. FY23-24 Actual	Recommended 2024-2025 Budget	Budget Change \$ Amount	%
\$1,104,479	\$827,085	3000	DEPT #060-ACCOUNTING & DATA SYSTEMS REVENUE OVERVIEW	\$651,527	\$891,824	\$64,739	8%
\$530,010	\$276,000		Investment Earnings (ALL)	\$376,621	\$322,260	\$46,260	17%
\$17,897	\$1,000	3601	Interest Earnings - Bank Accounts (operating)	\$25,370	\$47,260	\$46,260	4626%
\$188,863	\$275,000	3620	Investment Earnings (dividends&bonds int)	\$176,904	\$275,000	\$0	0%
(\$217,833)	\$0	3650	Realized Investment Gains	\$0	\$0	\$0	0%
\$541,067	\$0	3670	Unrealized Investment Gains	\$174,346	\$0	\$0	0%
\$15	\$0	3694	Student Loan prog.interest (student loan for FDAF)	\$1	\$0	\$0	0%
\$347,396	\$329,715	3700	FDA Crown Savings Royalties (ALL)	\$160,187	\$372,300	\$42,585	13%
\$174,466	\$178,185	3870	Property Lease Revenue	\$88,617	\$139,829	(\$38,356)	(22%)
\$95,447	\$97,669	3875	Property Lease Revenue- Outside Tenants	\$48,359	\$57,788	(\$39,881)	(41%)
\$79,019	\$80,515	3876	Property Lease Revenue- FDA Services	\$40,257	\$82,041	\$1,526	2%
\$52,608	\$43,185	3800	Other Revenue	\$26,103	\$57,435	\$14,250	33%
\$10,172	\$10,000	3801	Revenue Sharing	\$4,778	\$10,000	\$0	0%
\$0	\$0	3885	Gain/Loss on Disposal of Assets	\$0	\$0	\$0	0%
(\$836)	\$410	3886	Other Revenue (operating activities)	\$205	\$410	\$0	0%
\$43,271	\$32,775	3887	Radiography Training	\$21,120	\$47,025	\$14,250	43%
\$0	\$0	3888	Human Trafficking Course Revenue	\$0	\$0	\$0	0%
\$0	\$0	3889	Opioid Course Revenue	\$0	\$0	\$0	0%

REVENUE - FY 2024-2025 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES BY DEPT.

Type	Acct #	Page	Account Name	Reason for Enhancement/ Budget Change	Budget Change
DEPT. #060 ACCOUNTING (ACCT)- CROWN SAVINGS PROGRAM REVENUE CHANGES:					
Higher revenue	60-3601		Interest Revenue	Higher due to taking advantage of high interest rates.	\$46,260
Higher revenue	60-3700 Var.		FDA Crown Savings Programs-All	Higher projected commissions for CareCredit and Bank of America Practice Solutions royalties.	\$42,585
Lower revenue	60-3800 Var.		Property Lease Revenue	Lower due to HQ outside tenant ending lease.	(\$38,356)
Higher revenue	60-3887		Radiography Training	Higher based on actuals.	\$14,250
N/A	60-Various	Various	All Other ACCT. Dept #60 Revenue Changes		\$0
TOTAL ACCT DEPT #60 FY 2024-2025 BUDGET CHANGES (From Prior FY Budget)					\$64,739

FDA REVENUE - RECEIVED FROM FDA SERVICES - BY THIS DEPARTMENT:

% Dept. Revenue from FDAS: 42%

AT 6/30/2023 2022-23 Actual	Last Year 2023-24 BUDGET	DEPT. #060 - ACCOUNTING & CROWN SAVINGS REVENUE ACCT.NO.	(RECEIVED FROM FDA SERVICES)	Cur Yr 6 Mo. FY23-24 Actual	Recommended 2024-2025 Budget	Budget Change \$ Amount	%
\$426,415	\$410,230	3000	DEPT #60 ACCT-CS (Revenue from FDAS)	\$200,444	\$454,341	\$44,111	11%
\$347,396	\$329,715	3700	FDA Crown Savings Royalty (85% share)	\$160,187	\$372,300	\$42,585	13%
\$79,019	\$80,515	3876	Property Lease Revenue- FDA Services	\$40,257	\$82,041	\$1,526	2%

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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Page #2

OVERVIEW BUDGET - DEPT. #060 ACCOUNTING (ACCT) REVENUE
 (includes Crown Savings Program (CSP) Royalty Revenue)

CROWN SAVINGS PROGRAM CHART: THE VARIOUS PROGRAM VENDORS' BUDGET PROJECTIONS:

FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 2 of 2)

FDA CROWN SAVINGS ROYALTY PROGRAM SUMMARY CHART (FDA & FDAS Combined):					
	FY23-24	FY24-25	Less: FDAS	Net FDA	
	<u>Combined</u>	<u>Combined</u>	FY24-25	85% Royalty	
	FDA/FDAS	FDA/FDAS	FY24-25	FY24-25	
	BUDGET	BUDGET	Royalty of:	FY24-25	
Notes:	Royalty Program:	Royalty \$	Royalty \$	15%	Recommend \$
	Abyde	\$15,000	\$20,000	\$3,000	\$17,000
	US Bank/ADA BEI-Affinity CrCard	\$41,000	\$41,000	\$6,150	\$34,850
	CareCredit	\$120,000	\$148,000	\$22,200	\$125,800
	Bank of America Practice Mgmt	\$200,000	\$225,000	\$33,750	\$191,250
canceled 10/23	ExtraDent ClaimX-dental claims	\$2,400	\$0	\$0	\$0
	iMedicor-HiPAA messaging	\$2,500	\$2,500	\$375	\$2,125
canceled 10/24	Serve First Solutions	\$5,000	\$1,000	\$150	\$850
	ADA-BEI-Mercedes-Benz	\$2,000	\$500	\$75	\$425
TOTAL ALL ROYALTY:		\$387,900	\$438,000	\$65,700	\$372,300

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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OVERVIEW BUDGET - DEPT. #095- INTERFUND/OTHER REVENUE

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FY 2024-2025 FDA BUDGET SUMMARY BUDGET (1 Page)

Revised 4/15/24

Staff budget prep

AT 6/30/2023 2022-23 Actual	Last Year 2023-24 BUDGET	DEPT. #095 - INTERFUND TRANSFERS REVENUE ACCT.NO.	SUMMARY OF REVENUE	Cur Yr 6 Mo. FY23-24 Actual	Recommended 2024-2025 Budget	Budget Change \$ Amount %	
\$0	\$157,399	3000	DEPT #95-INTERFUND TRANSFERS REVENUE OVERVIEW	\$0	\$179,188	\$21,789	14%
\$0	\$157,399		INTERFUND TRANSFERS	\$0	\$179,188	\$21,789	14%
\$0	\$0	3951	Transfer from Reserves-Dues Increase	\$0	\$0	\$0	0%
\$0	\$0	3952	Transfer from Reserves-Contingency N/A	\$0	\$0	\$0	0%
\$0	\$0	3953	Holdback Bd. Designated Prev. Y/E Surplus	\$0	\$0	\$0	0%
\$0	\$157,399	3958	Anticipated FDA Expense Surplus	\$0	\$179,188	\$21,789	14%
<i>(Projected Expenses which will not occur)</i>							

REVENUE - FY 2024-2025 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES BY DEPARTMENT

Type	Acct #	Page	Account Name	Reason for Enhancement/ Budget Change	Budget Change
DEPT. #095 INTERFUND TRANSFERS REVENUE CHANGES:					
Exp Surplus	3958		Est. Exp Budget that will not occur	Increase due to actual expenses not meeting budget in prior years.	\$21,789
	Various		All Other Department Revenue Changes		\$0
TOTAL INTERFUND TRANSFERS #095 FY 2024-2025 BUDGET CHANGES (From Prior FY Budget)					\$21,789

RETURN

FLORIDA DENTAL ASSOCIATION

FDA SUMMARY BUDGET

FDA EXPENSES

2024-2025 FISCAL YEAR

July 1, 2024 to June 30, 2025

The Following FDA Departments' Expenses are Included:

1. Leadership Affairs (LA) Dept. #20
2. Membership (MBR) Dept. #10
3. Governmental Affairs Office (GAO) Dept. #30
4. Publications (PUB) Dept. #40
5. Florida Dental Convention (FDC) Dept. #50
6. Accounting (ACCT-IS) Dept. #60
7. Personnel & HQ Building Occupancy & Admin Exp. Dept. #90
8. Interfund Transfers Dept. #95

FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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OVERVIEW BUDGET - DEPT. #020 LEADERSHIP AFFAIRS (LA) EXPENSES

FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 1 of 2)

Updated 4/15/24

Total Projected FDA FY 2024-2025 All Revenue = \$8,290,948

Staff Prep Budget

Total LA Dept. #20 Expense % of Total Revenue= 9%

AT 6/30/23 FY22-23 Actual	Current Year FY23-24 Budget	ACCT.NO.	DEPT.#020 LEADERSHIP AFFAIRS (LA) (2024-2025 Fiscal Year Budget Computations)	Cur Yr 6 Mo. 23-24 Actual	PAGE NO.	Recommend 2024-2025 Budget	Budget Change \$ Amount	%
\$634,098	\$716,553	4000-9999	DEPT. #020 - LA EXPENSES	\$364,672		\$760,130	\$43,577	6%
\$231,069	\$334,056	4000-5199	ASSOCIATION MEETINGS	\$157,937		\$349,435	\$15,379	5%
\$25,604	\$36,888	4000-4099	House Of Delegates- Semi-Annual Session (HOD1-Jan)	\$0		\$43,693	\$6,805	18%
\$36,289	\$71,854	4100-4199	House Of Delegates- Annual Session (HOD2-June)	\$13,832		\$48,379	(\$23,475)	(33%)
\$47,797	\$40,833	4300-4399	Board Of Directors (BOT)	\$32,979		\$62,183	\$21,350	52%
\$2,658	\$6,645	4600-4699	All Councils' Meetings (8 Councils)	\$180		\$4,474	(\$2,171)	(33%)
\$0	\$0	4700-4799	Committee Meetings (LA Dept) INACTIVE	\$0		\$0	\$0	0%
\$117,522	\$174,238	5000-5099	ADA House of Delegates Meeting (ADA Mtg)	\$110,947		\$187,107	\$12,869	7%
\$0	\$0	5100-5150	ADA 17th District Caucus Mtg.	\$0		\$0	\$0	0%
\$1,200	\$3,600	5155	ADA Delegation-General Coalition Building	\$0		\$3,600	\$0	0%
\$45,069	\$45,275	5210-5229	LEADERSHIP EVENTS AT FDC Event	\$4,012		\$48,110	\$2,835	6%
\$0	\$500	5211	Officers & VIPs Hosting	\$0		\$500	\$0	0%
\$35,605	\$38,250	5213	Awards Event	\$4,012		\$41,050	\$2,800	7%
\$9,464	\$6,525	5216	Past President's Reception	\$0		\$6,560	\$35	1%
\$0	\$0	5218	Incoming Presidents' Event	\$0		\$0	\$0	0%
\$127,908	\$136,683	5240-5279	LEADERSHIP EXPENSES	\$88,899		\$142,721	\$6,038	4%
\$9,479	\$12,800	5251	President Travel Expense	\$4,815		\$10,000	(\$2,800)	(22%)
\$85,671	\$90,383	5255	Leadership Stipends	\$71,869		\$94,721	\$4,338	5%
\$6,541	\$5,200	5261	President-Elect Travel Expense	\$0		\$5,200	\$0	0%
\$3,132	\$5,300	5267	Director Third Party Payers Travel Exp.	\$1,293		\$5,300	\$0	0%
\$15,326	\$13,000	5268	Exec. Director's Other Travel Expense	\$6,190		\$15,500	\$2,500	19%
\$7,759	\$10,000	5269	FDA COO/CFO Other Travel Expense	\$4,732		\$12,000	\$2,000	20%
\$24,931	\$36,100	5300-5699	OTHER TRAVEL	\$13,493		\$49,833	\$13,733	38%
\$8,885	\$11,950	5200-5320	Conferences- Staff Travel	\$8,247		\$14,420	\$2,470	21%
\$0	\$0	5402	Peer Review Meetings/Workshops	\$0		\$10,533	\$10,533	0%
\$4,933	\$6,063	5510-5520	Board of Dentistry Meetings Travel	\$2,946		\$6,096	\$33	1%
\$6,092	\$8,162	5540	FDA Representatives- Members Travel	\$2,300		\$8,285	\$123	2%
\$1,275	\$3,500	5545	FDA Representatives- Staff Travel	\$0		\$3,500	\$0	0%
\$3,746	\$6,425	5610-5610	Component Executive Directors Meetings	\$0		\$6,999	\$574	9%
\$205,121	\$164,439	5800-6899	OTHER EXPENSES	\$100,332		\$170,031	\$5,592	3%
\$1,123	\$1,000	5409	Peer Review/Ethics Expenses	\$0		\$400	(\$600)	(60%)
\$35,423	\$38,505	5850-5869	General Insurance- FDA	\$35,260		\$38,505	\$0	0%
\$9,725	\$8,615	6481	FDA Promotion- Association/Staff	\$7,853		\$10,040	\$1,425	17%
\$6,846	\$8,625	6482	Leadership Promotion	\$1,485		\$8,625	\$0	0%
\$170	\$1,000	6487	Contributions	\$100		\$1,000	\$0	0%
\$7,407	\$5,000	6506	Strategic Planning Facilitator	\$4,000		\$10,000	\$5,000	100%
\$42,207	\$55,250	6520	Professional Fees - Outside Legal Counsel	\$23,387		\$55,250	\$0	0%
\$1,934	\$6,850	6525	Consulting- Other	\$0		\$11,850	\$5,000	73%
\$3,323	\$3,534	6581	Memberships	\$1,864		\$3,804	\$270	8%
\$0	\$3,100	6584	CE Courses for Advanced Certifications	\$0		\$2,500	(\$600)	(19%)
\$1,986	\$3,115	6700-6799	Office Supplies, Postage & Resource Materials	\$168		\$3,115	\$0	0%
\$0	\$0	7300	FDA Leadership Website Expenses	\$0		\$0	\$0	0%
\$8,528	\$9,245	8315	LDC Ambassador Training	\$5,316		\$24,942	\$15,697	170%
\$50,000	\$0	6197	Leadership Affairs Miscellaneous Exp	\$0		\$0	\$0	0%
\$0	\$0	8705	ADA Grant Expenses-Fluoride Grant INACTIVE	\$0		\$0	\$0	0%
\$20,000	\$20,000	9610	Donation to FDA Foundation	\$20,000		\$0	(\$20,000)	(100%)
\$16,449	\$600	9611	FDA Student Loan Proceeds Contrib. to FADF	\$898		\$0	(\$600)	(100%)
\$0	\$0	9995	AUTOMATIC ENCUMBRANCES TO THE CONTINGENCY FUND DEPT. #095	\$0		\$0	\$0	0%

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 2 of 2)

FY 2024-2025 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES

Type	Acct #	Account Name	Reason for Enhancement/ Budget Change	Budget Change
Higher	20-4000	House of Delegates- January	Higher food/beverage and AV costs based on actuals.	\$6,805
Lower	20-4100	House of Delegates- June	Lower since FDC falls in one fiscal year (no deferred HOD expenses.)	(\$23,475)
Higher	20-4300	Board of Trustees Meeting	Higher meeting costs for December & May meetings with board meeting structure change. Higher costs for August meeting at Streamsong.	\$21,350
Higher	20-5110	ADA Meeting	Higher travel costs since meeting is in New Orleans instead of Orlando.	\$12,869
Higher	20-5255	Leadership Stipends	Higher based on 4.79% inflation rate for 2023.	\$4,338
Higher	20-5268/69	Exec Dir & COO/CFO Travel	Higher based on actuals and expected membership travel for COO/CFO.	\$4,500
Higher	20-5320	Conference - Staff Travel	Higher for CEO and Leadership Affairs Manager to attend FSAE conference this year.	\$2,470
Higher	20-5402	Peer Review Meeting Travel	Higher travel for Peer Review Chairs Training at HQ.	\$10,533
Higher	20-6506/25	Stategic Planning Facilitator/Consulting	Higher for Board Meeting speaker fees and staff coaching sessions.	\$10,000
Lower	20-9610	FDAF Contribution - General	Lower FDAF general contribution due to higher FDAS contribution, state support and cont'd success of FLA-MOM.	(\$20,000)
Lower	20-9611	FDAF Contribution - Student Loan Cash	Lower student loan payments each year as program ended. No more payments received.	(\$600)
Higher	20-8315	LDC Ambassador Training (LEAD)	Higher for more attendees expected at LEAD program based on actuals.	\$15,697
Various		All Other Dept Leadership Affairs (LA) #20 Budget Expense Changes:		(\$911)
TOTAL LA DEPT #20 FY 2024-2025 BUDGET CHANGES (From Prior FY Budget):				\$43,577

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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OVERVIEW BUDGET - DEPT. #010 MEMBERSHIP (MBR) EXPENSES

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FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 1 of 2)

Total Projected FDA FY 2024-2025 All Revenue =	\$8,290,948
Total MBR. Dept.#10 Expense % of Total Revenue=	6%

Updated 4/14/24

Staff Prep Budget

General Department & Budget Oversight Agency(s): Council on Membership
Staff Department Head: Director of Member Relations

AT 6/30/23 FY22-23 Actual	CUR. YEAR FY23-24 Budget	ACCT.NO.	DEPT. #010 - MEMBERSHIP DEPARTMENT (2024-2025 Fiscal Year Budget Computations)	Cur Yr 6 Mo. 23-24 Actual	Detail Budget PAGE NO.	Recommended 2024-2025 Budget	Budget Change \$ Amount	%
\$293,490	\$450,675	4000-9999	DEPT. #010 MEMBERSHIP DEPT. EXPENSES	\$211,651		\$465,045	\$14,370	3%
\$7,200	\$9,710	5310-5320	AGENCY MEETINGS AND TRAVEL EXP.	\$4,277		\$11,210	\$1,500	15%
\$0	\$0	5310	ADA New Dentist Conference Travel (Members)	\$0		\$0	\$0	0%
\$7,200	\$9,710	5320	ADA New Recruitment Conference Travel (Mbrs.&Staff)	\$4,277		\$11,210	\$1,500	15%
\$160,680	\$214,862	6200-6299	ALL RECRUITMENT & RETENTION PROJECTS (Subtotal of 4 Recruitment Sub-Sections Below)	\$93,622		\$211,347	(\$3,515)	(2%)
\$25,900	\$33,621	6204-6228	DENTAL STUDENT RECRUITMENT	\$18,445		\$36,000	\$2,379	7%
\$1,247	\$4,800	6204	Colleges of Dentistry Travel (Mbrs. & staff)	\$618		\$6,000	\$1,200	25%
\$2,827	\$6,000	6210	Student Events/Dinners (Component Initiatives)	\$0		\$6,000	\$0	0%
\$14,523	\$15,000	6218	Courses/Events at ASDA Chapters	\$11,761		\$17,000	\$2,000	13%
\$7,303	\$7,821	6228	Student Recruitment Pilot Projects	\$6,067		\$7,000	(\$821)	(10%)
\$70,272	\$81,214	6231-6241	NEW DENTIST RECRUITMENT	\$19,380		\$86,460	\$5,246	6%
\$41,761	\$49,350	6231	Graduates Recruitment-Insur. Premiums-FDAS Progs.	\$19,360		\$53,560	\$4,210	9%
\$0	\$0	6236	Letters to Newly Licensed Dentists	\$20		\$0	\$0	0%
\$28,511	\$31,864	6241	Receptions at FDC	\$0		\$32,900	\$1,036	3%
\$57,070	\$59,100	6251-6257	NON-MEMBER RECRUITMENT	\$44,919		\$60,100	\$1,000	2%
\$22,185	\$24,100	6251	Non-member Recruitment	\$21,458		\$25,100	\$1,000	4%
\$10,903	\$10,000	6253	Project: Colleague Recruitment	\$1,398		\$10,000	\$0	0%
\$17,827	\$18,000	6255	Membership Materials	\$19,673		\$18,000	\$0	0%
\$6,155	\$7,000	6257	Recruitment Travel by FDA Staff	\$2,390		\$7,000	\$0	0%
\$7,438	\$40,927	6271-6285	MEMBERSHP RECRUITMENT	\$10,878		\$28,788	(\$12,140)	(30%)
\$1,826	\$2,700	6271	Membership Retention & Special Projects	\$0		\$2,700	\$0	0%
\$33	\$8,000	6275	Special Projects - Recruitment & Retention	\$8,082		\$3,000	(\$5,000)	(63%)
\$5,579	\$30,227	6285	Membership Booth at FDC	\$2,795		\$23,088	(\$7,140)	(24%)
\$69,155	\$147,200	6470-6479	MARKETING AND PROMOTION	\$63,737		\$147,200	\$0	0%
\$5,177	\$7,200	6470-6479	Membership Awards	\$150		\$7,200	\$0	0%
\$63,978	\$140,000	6310	Social Media Marketing	\$63,587		\$140,000	\$0	0%
\$1,040	\$2,000	6500	MEMBERSHIPS	\$565		\$4,000	\$2,000	100%
\$1,040	\$2,000	6581	Memberships	\$565		\$4,000	\$2,000	100%
\$53,530	\$73,438	6600-6699	NEW BUSINESS, BILLING & COLLECTIONS	\$47,520		\$87,823	\$14,385	20%
\$15,055	\$15,500	6610	Dues Billing Costs	\$11,234		\$15,500	\$0	0%
\$37,830	\$52,938	6645	Dues Credit Card PSA Fees	\$36,280		\$57,323	\$4,385	8%
\$3	\$0	6650	ADA Membership Cards	\$0		\$0	\$0	0%
\$642	\$5,000	6671	Membership Services & Information	\$6		\$15,000	\$10,000	200%
\$1,886	\$3,465	6700-6799	OFFICE SUPPLIES & RESOURCES	\$1,929		\$3,465	\$0	0%
\$1,886	\$3,465	6700-6799	Office supplies, General Postage & Resources	\$1,929		\$3,465	\$0	0%
\$0	\$0	8705	ADA GRANT EXPENSES	\$0		\$0	\$0	0%
\$0	\$0	8705	ADA Grant Expenses (offset to grant revenue)	INACTIVE	\$0	\$0	\$0	0%

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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OVERVIEW BUDGET - DEPT. #010 MEMBERSHIP (MBR) EXPENSES

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FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 2 of 2)

FY 2024-2025 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES

Type	Acct #	Account Name	Reason for Enhancement/ Budget Change	Budget Change
Higher	10-5320	ADA Recruitment Conference Trvl	Higher due to add'l component ED to attend ADA Recruitment & Retention conference.	\$1,500
Higher	10-6210	Dental Student Recruitment	Higher based on more dental school events to reach more students. (NSU IDG Campus)	\$2,379
Higher	10-6231	Grad Recruitment Insurance Premium-FDAS	Higher due to more new dentists participating and rate increase.	\$4,210
Higher	10-6241	Receptions at FDC	Higher costs for ASDA Leadership Luncheon.	\$1,036
Higher	10-6251	Non-Member Recruitment	Higher due to increase in TFDA non-member issue printing/postage costs.	\$1,000
Lower	10-6254	Project: Colleague Recruitment	Lower based on actuals for prior years.	\$0
Higher	10-6257	Recruitment Travel	Higher for add'l travel for ADA SmileCon and WIND event.	\$0
Lower	10-6271	Membership Special Projects	(special TFDA issue).	\$0
Lower	10-6275	Recruitment & Retention	Lower due to no ADA SmileCon booth fees this year.	(\$5,000)
Lower	10-6285	Membership Booth at FDC	Lower due to FDC falling in one fiscal year (no deferred booth expense).	(\$7,140)
Higher	10-6581	Memberships/Professional Development	Higher for professional development for staff.	\$2,000
Higher	10-6645	Dues Credit Card Fees	Higher based on actuals.	\$4,385
Higher	10-6671	Membership Services & Information	Higher for membership survey.	\$10,000
Various		All Other Membership Dept #10 Expense Changes:		\$0
TOTAL MBR. DEPT #10 FY 2024-2025 BUDGET CHANGES (From Prior FY Budget):				\$14,370

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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OVERVIEW BUDGET - DEPT. #030 GOVERNMENTAL AFFAIRS OFFICE (GAO) EXPENSES Page 19 of 29

FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 1 of 2)

Total Projected FDA FY 2024-2025 All Revenue =	\$8,290,948
Total GAO Dept. Expense % of Total Revenue=	4%

Updated 4/14/24

Staff Budget Prep

General Department & Budget Oversight Agency(s): Committee on Governmental Affairs (GAC)

Staff Department Head: Chief Legislative Officer

AT 6/30/23 22-23 Actual	Last Year 23-24 Budget	DEPT.#030 - GOVERNMENTAL AFFAIRS OFFICE (GAO) EXPENSES ACCT.NO.	(2024-2025 Fiscal Year Budget Computations)	Cur Yr 6 Mo. 23-24 Actual	Recommended 2024-2025 Budget	Budget Change \$ Amount	%
\$243,990	\$307,897	4000-9999	DEPT. #030-GOVERNMENTAL AFFAIRS OFFICE EXP	\$135,083	\$311,079	\$3,182	1%
\$9,091	\$15,763	4600-4799	ASSOCIATION MEETINGS	\$5,441	\$15,155	(\$608)	(4%)
\$9,091	\$15,763	4700-4799	Governmental Action Committee (GAC)	\$5,441	\$15,155	(\$608)	(4%)
\$35,175	\$56,490	5300-5699	OTHER TRAVEL	\$18,648	\$57,373	\$884	2%
\$13,020	\$27,675	5300-5399	GAO Conferences Travel	\$3,410	\$27,675	\$0	0%
\$15,282	\$18,700	5530-5599	Other GAO Travel	\$11,727	\$18,700	\$0	0%
\$6,874	\$10,115	5600-5699	Legislative Contact Dentist Program	\$3,511	\$10,998	\$884	9%
\$61,187	\$67,637	5800-6099	TELEPHONE AND OCCUPANCY COSTS	\$35,113	\$69,969	\$2,332	3%
\$16,456	\$17,920	5810-5829	Telephone/Internet Service	\$8,515	\$19,816	\$1,896	11%
\$6,719	\$9,447	5870-5879	Equipment Costs (Maint/Supplies/Lease)	\$3,068	\$8,355	(\$1,092)	(12%)
\$38,011	\$40,270	6000-6099	Building & Facilities Costs	\$23,529	\$41,798	\$1,528	4%
\$32,355	\$38,500	6200-6499	LEGISLATIVE PROMOTION	\$12,149	\$39,000	\$500	1%
\$15,717	\$17,500	6480-6480	Legislative Reception (held at FDC)	\$0	\$18,000	\$500	3%
\$16,638	\$21,000	6483-6483	Other Legislative Promotion - LCD Training Travel	\$12,149	\$21,000	\$0	0%
\$72,823	\$92,678	6500-6599	PROFESSIONAL COSTS	\$41,507	\$92,547	(\$131)	(0%)
\$60,000	\$80,000	6505-6589	Professional Svcs.-Leg.Consultant &Expert Testimony	\$30,000	\$80,000	\$0	0%
\$12,823	\$12,678	6590-6599	Memberships	\$11,507	\$12,547	(\$131)	(1%)
\$9,485	\$11,995	6700-6799	OFFICE RESOURCES & RESOURCES	\$9,693	\$12,300	\$305	3%
\$9,485	\$11,995	6700-6799	Office Supplies & Resources	\$9,693	\$12,300	\$305	3%
\$0	\$1,100	6800-6899	REPORTS, MANUALS AND NEWSLETTERS	\$1,047	\$1,100	\$0	0%
\$0	\$1,100	6800-6899	Reports, Manuals & Newsletters	\$1,047	\$1,100	\$0	0%
\$340	\$475	6900-6999	LICENSES AND FEES	\$0	\$475	\$0	0%
\$340	\$475	6950-6969	Licenses & Fees	\$0	\$475	\$0	0%
\$1,912	\$0	8705-8705	ADA GRANT PROGRAMS	\$980	\$0	\$0	0%
\$1,912	\$0	8705	ADA- GAO Non-covered Services Grant Inactive	\$980	\$0	\$0	0%
\$227	\$350	6930-6931	PROPERTY TAXES	\$0	\$250	(\$100)	(29%)
\$227	\$350	6931	Tangible Property - GAO	\$0	\$250	(\$100)	(29%)
\$21,395	\$22,910	9200-9299	DEPRECIATION EXP-GAO	\$10,503	\$22,910	\$0	0%
\$8,263	\$9,000	9255	Depreciation - GAO Fixed Assets (Furniture & Equipment)	\$4,132	\$9,000	\$0	0%
\$13,131	\$13,910	9263	Depreciation - GAO Building- Jefferson Street	\$6,372	\$13,910	\$0	0%
\$0	\$0	9995	AUTOMATIC ENCUMBRANCES to the CONTINGENCY FUND DEPT. #095	\$0	See Page	\$0	0%

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OVERVIEW BUDGET - DEPT. #030 GOVERNMENTAL AFFAIRS OFFICE (GAO) EXPENSES

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FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 2 of 2)

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FY2024-25 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES FOR THIS DEPARTMENT:

<u>Type</u>	<u>Acct #</u>	<u>Account Name</u>	<u>Reason for Enhancement/ Budget Change</u>	<u>Budget Change</u>
Higher	30-5811	Telephone/Internet Service	Higher internet service.	\$1,896
Lower	30-5881	Equipment Lease	Lower copier leases.	(\$1,092)
Higher	30-6050	Building Maintenance	Higher utilities and property taxes for GAO building.	\$1,528
Higher	30-6480	Legislative Reception	Higher food & beverage costs at FDC.	\$500
Various		All Other Dept #30 Budget Expense Changes		\$350
TOTAL GAO. DEPT #30 FY 2024-2025 BUDGET CHANGES (From Prior FY Budget):				\$3,182

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

OVERVIEW BUDGET - DEPT. #040 PUBLICATIONS (PUB) EXPENSES

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FY 2024-2025 FDA BUDGET SUMMARY BUDGET (1 Page)

Total Projected FDA FY 2024-2025 All Revenue =	\$8,290,948
Total PUB. Dept.#40 Expense % of Total Revenue=	5%

Updated 4/14/24

Staff Prep Budget

AT 6/30/23 22-23 ACTUAL	Last Year 23-24 Budget	ACCT. NO.	DEPT. #40 PUBLICATIONS (PUB) EXPENSES (2024-2025 Fiscal Year Budget Computations)	Cur Yr 6 Mo. 23-24 Actual	Detail Budget PAGE NO.	Recommended 2024-2025 Budget	Budget Change \$ Amount	%
\$406,393	\$410,969	4600-9899	DEPT. #40-PUBLICATIONS TOTAL EXPENSES	\$161,161		\$416,572	\$5,602	1%
\$1,722	\$11,665	4600-5599	AGENCY MEETINGS AND TRAVEL	\$4,914		\$11,827	\$162	1%
\$445	\$650	5230-5270	Leadership Meetings: Editors' Travel and Expenses	\$0		\$650	\$0	0%
\$1,277	\$11,015	5310	Conference Travel- Editors	\$4,914		\$11,177	\$162	1%
\$125,911	\$134,450	6300-6499	MARKETING AND PROMOTION	\$31,839		\$134,450	\$0	0%
\$125,911	\$134,000	6310	Social Media Marketing & Ads Promotion	\$31,839		\$134,000	\$0	0%
\$0	\$450	6478	Awards (Media & Pub. Dept Competition)	\$0		\$450	\$0	0%
\$122,472	\$117,233	6500-6599	PROFESSIONAL COSTS	\$55,115		\$122,693	\$5,460	5%
\$121,222	\$115,000	6518	Consultant - Communications & Video	\$54,000		\$121,000	\$6,000	5%
\$1,250	\$2,233	6581	Memberships	\$1,115		\$1,693	(\$540)	(24%)
\$1,948	\$1,870	6700-6799	OFFICE SUPPLIES AND RESOURCES	\$1,445		\$2,120	\$250	13%
\$1,948	\$1,870	6710-6799	Printed & Office Supplies, Postage & Resources	\$1,445		\$2,120	\$250	13%
\$143,882	\$135,092	7000-7999	TODAY'S FDA PUBLICATION	\$62,221		\$132,742	(\$2,350)	(2%)
\$104,311	\$95,480	7010	Printing Costs- TFDA	\$44,998		\$93,480	(\$2,000)	(2%)
\$27,707	\$26,300	7045	Postage/Mail Prep- TFDA	\$14,757		\$29,800	\$3,500	13%
\$1,864	\$3,712	7060	Travel & Story Development- TFDA	\$420		\$4,462	\$750	20%
\$7,320	\$6,600	7070	Billing-TFDA & Career Center Ads	\$1,085		\$3,000	(\$3,600)	(55%)
\$2,680	\$3,000	7075	Credit Card Fees	\$962		\$2,000	(\$1,000)	(33%)
\$0	\$0	8080	Bad Debt Expense- TFDA	\$0	Inactive	\$0	\$0	0%
\$10,458	\$10,660	7000-7999	OTHER PUBLICATIONS	\$5,628		\$12,740	\$2,080	20%
\$9,129	\$9,100	7211	News Bite Publication	\$5,188		\$11,100	\$2,000	22%
\$1,329	\$1,560	7305	FDA Web Sites Expenses	\$439		\$1,640	\$80	5%

FY 2024-2025 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES

Type	Acct #	Account Name	Reason for Enhancement/ Budget Change	Budget Change
Higher	40-6518	Consultant Fees	Higher for increase in Assoc. Studios package based on actuals.	\$6,000
Lower	40-7010	Today's FDA Printing costs	Lower printing costs due to less pages per issue.	(\$2,000)
Higher	40-7045	Postage/Mail Prep- TFDA	Higher postage due to postage increase and more copies being mailed.	\$3,500
Higher	40-7060	Travel & Story Development-TFDA	Higher for add'l staff member to attend FDC.	\$750
Lower	40-7070	Billing - TFDA & Career Center Ads	Lower due to anticipated decrease in career center ads revenue.	(\$3,600)
Lower	40-7075	Credit Card Fees	Lower based on actuals.	(\$1,000)
Higher	40-7211	News Bites Publications	Higher based on actual printing/postage costs.	\$2,000
Various		All Other PUB. Dept #40 Expense Changes:		(\$48)
TOTAL PUB. DEPT #40 FY 2024-2025 BUDGET CHANGES (From Prior FY Budget):				\$5,602

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 1 of 2)

Total Projected FDA FY 2024-2025 All Revenue =	\$8,290,948
Total Dept. Expense % of Total Revenue=	22%

Updated 4/15/24

Staff Prep Budget

General Department & Budget Oversight Agency(s): Committee on Conventions & Continuing Education
Staff Department Head: Director of Conventions & Continuing Education

AT 6/30/2023 22-23 Actual	Current Year 23-24 Budget	DEPT.#050 FL. DENTAL CONVENTION (FDC) EXPENSES ACCT.NO. (2024-2025 Fiscal Year Budget Computations)	Cur Yr 6 Mo. 23-24 Actual	Recommended 2024-2025 Budget	Budget Change \$ Amount	%
\$1,141,656	\$2,183,187	4000-9999 DEPT. #50 - FL. DENTAL CONVENTION (FDC)	\$562,786	\$1,834,909	(\$348,277)	(16%)
\$51,840	\$67,615	4700-4799 AGENCY MEETINGS- CCCE (FDC) Committee	\$35,410	\$64,195	(\$3,419)	(5%)
\$20,348	\$43,002	5270-5292 FDC LEADERSHIP EXPENSE	\$5,878	\$36,308	(\$6,694)	(16%)
\$0	\$800	5270 Chairperson's Meetings- with FDC Dir. Travel	\$0	\$800	\$0	0%
\$15,201	\$32,201	5290 FDC Committee Travel to FDC Meeting	\$3,646	\$27,332	(\$4,869)	(15%)
\$5,147	\$10,001	5292 FDC Committee Group Meals (at FDC)	\$2,232	\$8,176	(\$1,825)	(18%)
\$14,580	\$24,935	5310-5320 FDC DENTAL CONVENTIONS TRAVEL	\$6,465	\$24,935	\$0	0%
\$1,290	\$8,615	5310 Chairperson's Dental Conventions Travel	\$961	\$8,615	\$0	0%
\$13,290	\$16,320	5320 FDC Director's Dental Conventions Travel	\$5,504	\$16,320	\$0	0%
\$7,691	\$15,979	5580-5585 FDC STAFF OTHER TRAVEL	\$2,417	\$11,606	(\$4,374)	(27%)
\$7,691	\$14,907	5580 Staff Travel & Lodging at FDC Meeting	\$2,174	\$10,498	(\$4,409)	(30%)
\$0	\$1,073	5320 Site Visits- Staff Travel	\$244	\$1,108	\$36	3%
\$8,798	\$19,811	5858 INSURANCE COSTS (FDC Event Insurance)	\$4,399	\$13,659	(\$6,152)	(31%)
\$130,124	\$296,595	6306-6315 MARKETING AND PROMOTION	\$93,902	\$223,518	(\$73,077)	(25%)
\$19,123	\$54,155	6306 Official Program & Mobile App	\$9,541	\$35,300	(\$18,855)	(35%)
\$86,417	\$194,510	6311 FDC Registration Marketing	\$67,248	\$152,200	(\$42,310)	(22%)
\$24,585	\$47,930	6315 FDC Other Marketing	\$17,113	\$36,018	(\$11,912)	(25%)
\$2,097	\$2,124	6581 MEMBERSHIPS	\$2,124	\$2,219	\$95	4%
\$1,477	\$2,040	6700-6799 OFFICE SUPPLIES, POSTAGE & RESOURCES	\$185	\$1,790	(\$250)	(12%)
\$18,406	\$39,245	8000-8059 HEADQUARTERS AT FDC EXPENSES	\$10,932	\$34,112	(\$5,133)	(13%)
\$5,552	\$13,958	8040 Equipment Furnishings & Van Rental	\$4,505	\$10,975	(\$2,983)	(21%)
\$12,854	\$25,287	8050 Technology Solutions Onsite	\$6,427	\$23,137	(\$2,150)	(9%)
\$827	\$960	8065 FDC WEB SITE/SOFTWARE EXPENSE	\$370	\$1,510	\$550	57%
\$94,587	\$190,675	8100-8199 EXHIBIT HALL EXPENSES	\$30,651	\$153,712	(\$36,963)	(19%)
\$0	\$0	8110 Exhibit Hall Rental (with 100% encumbrance)	\$0	\$0	\$0	0%
\$17,324	\$70,313	8120 Exhibit Booths Setup & Electrical	\$8,662	\$42,450	(\$27,863)	(40%)
\$9,398	\$11,161	8130 Security Service	\$1,117	\$12,600	\$1,439	13%
\$7,751	\$19,667	8170 Exhibit Prospectus/Contract & Marketing	\$8,345	\$15,000	(\$4,667)	(24%)
\$14,123	\$37,068	8180 Exhibitor's Hospitality	\$5,889	\$27,862	(\$9,206)	(25%)
\$45,990	\$52,467	8190 Traffic Builders for Exhibit Hall	\$6,637	\$55,800	\$3,333	6%
\$199,618	\$356,523	8200-8299 REGISTRATION EXPENSES	\$159,930	\$325,610	(\$30,913)	(9%)
\$8,897	\$18,750	8205 Temporary Personnel (Registration)	\$2,714	\$17,600	(\$1,150)	(6%)
\$1,075	\$3,010	8207 Coffee/Refreshments- Reg Desk	\$538	\$2,250	(\$760)	(25%)
\$15,963	\$16,667	8210 Registration Supplies	\$10,737	\$17,750	\$1,083	6%
\$10,968	\$18,656	8222 Rigging and Labor- Registration	\$4,391	\$18,656	\$0	0%
\$84,287	\$148,033	8230 Registration Processing	\$87,143	\$134,050	(\$13,983)	(9%)
\$16,633	\$35,333	8236 CEU Tracking/CE Broker	\$8,317	\$27,500	(\$7,833)	(22%)
\$2,201	\$8,569	8242 Electrical Service	\$961	\$6,427	(\$2,142)	(25%)
\$15,939	\$34,707	8280 Shuttle Service/Parking (overflow hotel stops)	\$7,970	\$28,691	(\$6,016)	(17%)
\$43,655	\$72,797	8290 Credit Card Discount PSA Fees (for all FDC)	\$37,160	\$72,686	(\$111)	(0%)

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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OVERVIEW BUDGET - DEPT. #050 FL. DENTAL CONVENTION (FDC) EXPENSES

FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 2 of 2)

AT 6/30/2023 22-23 Actual	Current Year 23-24 Budget	ACCT.NO.	DEPT.#050 FL. DENTAL CONVENTION (FDC) EXPENSES (2024-2025 Fiscal Year Budget Computations)	Cur Yr 6 Mo. 23-24 Actual	Recommended 2024-2025 Budget	Budget Change \$ Amount %	
\$437,837	\$792,008	8000-8899	EDUCATIONAL PRESENTATIONS	\$147,293	\$673,390	(\$118,618)	(15%)
\$19,566	\$45,144	8305	Temporary Staffing (Courses)	\$8,107	\$35,640	(\$9,504)	(21%)
\$7,511	\$21,315	8307	Registration Company Personnel	\$2,219	\$12,012	(\$9,303)	(44%)
\$137,720	\$275,580	8310	Speaker Honoraria	\$73,436	\$234,500	(\$41,080)	(15%)
\$21,150	\$3,530	8311	Contingent Honoraria Fee	\$2,360	\$8,480	\$4,950	140%
\$570	\$3,845	8315	Recording Sessions	\$213	\$2,000	(\$1,845)	(48%)
\$48,103	\$113,692	8323	Special Workshop Expenses	\$21,007	\$96,664	(\$17,028)	(15%)
\$144,783	\$215,770	8325	Audio Visual & Special Electric (for courses)	\$13,044	\$189,392	(\$26,378)	(12%)
\$30,828	\$66,020	8330	Signs for FDC	\$15,406	\$50,687	(\$15,333)	(23%)
\$2,616	\$2,500	8340	Speakers' Hospitality & Hosting	\$87	\$2,500	\$0	0%
\$18,193	\$34,140	8343	Speakers' Ready Room - Meals	\$8,969	\$30,427	(\$3,713)	(11%)
\$4,809	\$7,889	8348	Limo Service for Speakers	\$2,444	\$8,325	\$436	6%
\$999	\$1,555	8356	FDC Hosting Materials	\$0	\$1,735	\$180	12%
\$988	\$1,028	8388	Licenses	\$0	\$1,028	\$0	0%
\$152,449	\$149,727	8600-8699	SOCIAL FUNCTIONS	\$3,218	\$162,495	\$12,768	9%
\$126,937	\$123,250	8610	Membership Social Event	\$2,086	\$134,500	\$11,250	9%
\$20,959	\$19,215	8622	Thursday Attendee Social Event	(\$135)	\$22,000	\$2,785	14%
\$2,020	\$2,195	8692	Music License Fees	\$0	\$2,195	\$0	0%
\$2,533	\$5,067	8699	Hotel Gratuities	\$1,267	\$3,800	(\$1,267)	(25%)
\$550	\$181,948	8000-8899	OTHER EVENTS	\$59,611	\$105,850	(\$76,098)	(42%)
\$550	\$10,000	8698	Speed Networking Event	\$0	\$10,000	\$0	0%
\$0	\$99,948	8699	Women in Dentistry (WIND) Event	\$59,203	\$71,350	(\$28,598)	(29%)
\$0	\$6,000	8696	Webinars	\$353	\$2,500	(\$3,500)	(58%)
\$0	\$66,000	8697	Workshops (outside of FDC)	\$55	\$22,000	(\$44,000)	(67%)
\$429	\$0	8000-8899	OTHER EXPENSES	\$0	\$0	\$0	0%
\$429	\$0	8899	Prior Year FDC Expenses	\$0	\$0	\$0	0%

FY 2024-2025 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES FOR THIS DEPARTMENT:

Type Change	Acct #	Account Name/Category	Reason for Enhancement/ Budget Change	Budget Change
Lower	50-4700	FDC Committee Meetings/ Director Travel	Lower due to one less committee meeting planned.	(\$3,419)
Lower	50-5290	FDC Committee Travel to FDC/ Grp Meals	Lower since FDC falls in one fiscal year.	(\$6,694)
Lower	50-Various	FDC Staff Travel	Lower since FDC falls in one fiscal year and no ADA Smilecon expenses.	(\$4,374)
Lower	50-5858	Insurance Expenses	Lower since FDC falls in one fiscal year (no deferred insurance partially offset by rate increase based on actuals).	(\$6,152)
Lower	50-Various	Marketing Expenses	Lower since FDC falls in one fiscal year (no deferred marketing).	(\$73,077)
Lower	50-Various	Technology Expenses	Lower since FDC falls in one fiscal year partially offset by higher technology prices.	(\$5,133)
Lower	50-Various	Exhibit Hall Expenses	Lower since FDC falls in one fiscal year (no deferred exhibit hall expenses).	(\$36,963)
Lower	50-Various	Registration Expense	Lower since FDC falls in one fiscal year (no deferred reg processing expenses).	(\$30,913)
Lower	50-Various	Temp Staff/Registration Co. Exp	Lower since FDC falls in one fiscal year and decrease in TMI travel costs based on 2023 actuals.	(\$18,807)
Lower	50-Various	Speaker Honoraria	Lower since FDC falls in one fiscal year partially offset by more courses offered than prior year.	(\$36,130)
Lower	50-Various	Educational Presentations Expense	Lower since FDC falls in one fiscal year partially offset by more courses offered than prior year.	(\$61,836)
Higher	50-Various	Social Functions	Higher due to increase in F&B costs for membership party.	\$12,768
Lower	50-8696	Webinars	Lower due to decrease in honorariums and marketing.	(\$3,500)
Lower	50-8699	Women in Dentistry Event	WIND event was budgeted in prior fiscal year, but did not take place due to timing.	(\$28,598)
Lower	50-8697	Workshops	Lower based on current year actuals.	(\$44,000)
	Various	All Other FDC Dept #50 Budget Expenses Net Changes		(\$1,450)

TOTAL FDC. DEPT #50 FY 2024-2025 BUDGET CHANGES (From Prior FY Budget): **(\$348,277)**

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

FY 2024-2025 FDA BUDGET SUMMARY BUDGET Compared to 2022 Actuals

For Informational Purposes Only

AT 6/30/2022 21-22 Actual	Current Year 23-24 Budget	DEPT.#050 FL. DENTAL CONVENTION (FDC) EXPENSES ACCT.NO. (2024-2025 Fiscal Year Budget Computations)	Cur Yr 6 Mo. 23-24 Actual	Recommended 2024-2025 Budget	Budget Change \$ Amount	%
\$1,343,894	\$2,183,187	4000-9999 DEPT. #50 - FL. DENTAL CONVENTION (FDC)	\$562,786	\$1,834,909	(\$348,277)	(16%)
\$43,589	\$67,615	4700-4799 AGENCY MEETINGS- CCCE (FDC) Committee	\$35,410	\$64,195	(\$3,419)	(5%)
\$26,935	\$43,002	5270-5292 FDC LEADERSHIP EXPENSE	\$5,878	\$36,308	(\$6,694)	(16%)
\$67	\$800	5270 Chairperson's Meetings- with FDC Dir. Travel	\$0	\$800	\$0	0%
\$20,202	\$32,201	5290 FDC Committee Travel to FDC Meeting	\$3,646	\$27,332	(\$4,869)	(15%)
\$6,666	\$10,001	5292 FDC Committee Group Meals (at FDC)	\$2,232	\$8,176	(\$1,825)	(18%)
\$3,301	\$24,935	5310-5320 FDC DENTAL CONVENTIONS TRAVEL	\$6,465	\$24,935	\$0	0%
\$2,542	\$8,615	5310 Chairperson's Dental Conventions Travel	\$961	\$8,615	\$0	0%
\$759	\$16,320	5320 FDC Director's Dental Conventions Travel	\$5,504	\$16,320	\$0	0%
\$7,854	\$15,979	5580-5585 FDC STAFF OTHER TRAVEL	\$2,417	\$11,606	(\$4,374)	(27%)
\$7,854	\$14,907	5580 Staff Travel & Lodging at FDC Meeting	\$2,174	\$10,498	(\$4,409)	(30%)
\$0	\$1,073	5320 Site Visits- Staff Travel	\$244	\$1,108	\$36	3%
\$14,017	\$19,811	5858 INSURANCE COSTS (FDC Event Insurance)	\$4,399	\$13,659	(\$6,152)	(31%)
\$166,101	\$296,595	6306-6315 MARKETING AND PROMOTION	\$93,902	\$223,518	(\$73,077)	(25%)
\$27,624	\$54,155	6306 Official Program & Mobile App	\$9,541	\$35,300	(\$18,855)	(35%)
\$103,080	\$194,510	6311 FDC Registration Marketing	\$67,248	\$152,200	(\$42,310)	(22%)
\$35,398	\$47,930	6315 FDC Other Marketing	\$17,113	\$36,018	(\$11,912)	(25%)
\$1,819	\$2,124	6581 MEMBERSHIPS	\$2,124	\$2,219	\$95	4%
\$567	\$2,040	6700-6799 OFFICE SUPPLIES, POSTAGE & RESOURCES	\$185	\$1,790	(\$250)	(12%)
\$27,282	\$39,245	8000-8059 HEADQUARTERS AT FDC EXPENSES	\$10,932	\$34,112	(\$5,133)	(13%)
\$10,910	\$13,958	8040 Equipment Furnishings & Van Rental	\$4,505	\$10,975	(\$2,983)	(21%)
\$16,371	\$25,287	8050 Technology Solutions Onsite	\$6,427	\$23,137	(\$2,150)	(9%)
\$899	\$960	8065 FDC WEB SITE/SOFTWARE EXPENSE	\$370	\$1,510	\$550	57%
\$95,670	\$190,675	8100-8199 EXHIBIT HALL EXPENSES	\$30,651	\$153,712	(\$36,963)	(19%)
\$0	\$0	8110 Exhibit Hall Rental (with 100% encumbrance)	\$0	\$0	\$0	0%
\$16,875	\$70,313	8120 Exhibit Booths Setup & Electrical	\$8,662	\$42,450	(\$27,863)	(40%)
\$10,283	\$11,161	8130 Security Service	\$1,117	\$12,600	\$1,439	13%
\$11,721	\$19,667	8170 Exhibit Prospectus/Contract & Marketing	\$8,345	\$15,000	(\$4,667)	(24%)
\$21,323	\$37,068	8180 Exhibitor's Hospitality	\$5,889	\$27,862	(\$9,206)	(25%)
\$35,468	\$52,467	8190 Traffic Builders for Exhibit Hall	\$6,637	\$55,800	\$3,333	6%
\$251,357	\$356,523	8200-8299 REGISTRATION EXPENSES	\$159,930	\$325,610	(\$30,913)	(9%)
\$9,730	\$18,750	8205 Temporary Personnel (Registration)	\$2,714	\$17,600	(\$1,150)	(6%)
\$1,075	\$3,010	8207 Coffee/Refreshments- Reg Desk	\$538	\$2,250	(\$760)	(25%)
\$10,739	\$16,667	8210 Registration Supplies	\$10,737	\$17,750	\$1,083	6%
\$17,599	\$18,656	8222 Rigging and Labor- Registration	\$4,391	\$18,656	\$0	0%
\$108,407	\$148,033	8230 Registration Processing	\$87,143	\$134,050	(\$13,983)	(9%)
\$24,500	\$35,333	8236 CEU Tracking/CE Broker	\$8,317	\$27,500	(\$7,833)	(22%)
\$3,599	\$8,569	8242 Electrical Service	\$961	\$6,427	(\$2,142)	(25%)
\$19,910	\$34,707	8280 Shuttle Service/Parking (overflow hotel stops)	\$7,970	\$28,691	(\$6,016)	(17%)
\$55,797	\$72,797	8290 Credit Card Discount PSA Fees (for all FDC)	\$37,160	\$72,686	(\$111)	(0%)

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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OVERVIEW BUDGET - DEPT. #050 FL. DENTAL CONVENTION (FDC) EXPENSES

FY 2024-2025 FDA BUDGET SUMMARY BUDGET Compared to 2022 Actuals (Page 2 of 2)

For Informational Purposes Only

AT 6/30/2022 21-22 Actual	Current Year 23-24 Budget	ACCT.NO.	DEPT.#050 FL. DENTAL CONVENTION (FDC) EXPENSES (2024-2025 Fiscal Year Budget Computations)	Cur Yr 6 Mo. 23-24 Actual	Recommended 2024-2025 Budget	Budget Change	
						\$ Amount	%
\$572,094	\$792,008	8000-8899	EDUCATIONAL PRESENTATIONS	\$147,293	\$673,390	(\$118,618)	(15%)
\$26,915	\$45,144	8305	Temporary Staffing (Courses)	\$8,107	\$35,640	(\$9,504)	(21%)
\$19,794	\$21,315	8307	Registration Company Personnel	\$2,219	\$12,012	(\$9,303)	(44%)
\$208,810	\$275,580	8310	Speaker Honoraria	\$73,436	\$234,500	(\$41,080)	(15%)
\$1,550	\$3,530	8311	Contingent Honoraria Fee	\$2,360	\$8,480	\$4,950	140%
\$570	\$3,845	8315	Recording Sessions	\$213	\$2,000	(\$1,845)	(48%)
\$82,537	\$113,692	8323	Special Workshop Expenses	\$21,007	\$96,664	(\$17,028)	(15%)
\$146,513	\$215,770	8325	Audio Visual & Special Electric (for courses)	\$13,044	\$189,392	(\$26,378)	(12%)
\$48,273	\$66,020	8330	Signs for FDC	\$15,406	\$50,687	(\$15,333)	(23%)
\$1,980	\$2,500	8340	Speakers' Hospitality & Hosting	\$87	\$2,500	\$0	0%
\$26,841	\$34,140	8343	Speakers' Ready Room - Meals	\$8,969	\$30,427	(\$3,713)	(11%)
\$6,681	\$7,889	8348	Limo Service for Speakers	\$2,444	\$8,325	\$436	6%
\$679	\$1,555	8356	FDC Hosting Materials	\$0	\$1,735	\$180	12%
\$950	\$1,028	8388	Licenses	\$0	\$1,028	\$0	0%
\$131,877	\$149,727	8600-8699	SOCIAL FUNCTIONS	\$3,218	\$162,495	\$12,768	9%
\$110,582	\$123,250	8610	Membership Social Event	\$2,086	\$134,500	\$11,250	9%
\$15,842	\$19,215	8622	Thursday Attendee Social Event	(\$135)	\$22,000	\$2,785	14%
\$1,653	\$2,195	8692	Music License Fees	\$0	\$2,195	\$0	0%
\$3,800	\$5,067	8699	Hotel Gratuities	\$1,267	\$3,800	(\$1,267)	(25%)
\$0	\$181,948	8000-8899	OTHER EVENTS	\$59,611	\$105,850	(\$76,098)	(42%)
\$0	\$10,000	8698	Speed Networking Event	\$0	\$10,000	\$0	0%
\$0	\$99,948	8699	Women in Dentistry (WIND) Event	\$59,203	\$71,350	(\$28,598)	(29%)
\$0	\$6,000	8696	Webinars	\$353	\$2,500	(\$3,500)	(58%)
\$0	\$66,000	8697	Workshops (outside of FDC)	\$55	\$22,000	(\$44,000)	(67%)
\$533	\$0	8000-8899	OTHER EXPENSES	\$0	\$0	\$0	0%
\$533	\$0	8899	Prior Year FDC Expenses	\$0	\$0	\$0	0%

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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OVERVIEW BUDGET - DEPT. #060 ACCOUNTING (ACCT) EXPENSES

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FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 1 of 2)

Total Projected FDA FY 2024-2025 All Revenue =	\$8,290,948
Total ACCT. Dept. Expense % of Total Revenue=	4%

Updated 4/15/24

Staff Prep budget

General Department & Budget Oversight Agency(s): Council on Financial Affairs, Audit Committee & FDA Treasurer

Staff Department Head: Director of Accounting reporting to FDA COO-CFO

AT 6/30/23 22-23 Actual	Last Year 23-24 Budget	ACCT.NO.	DEPT. #060 ACCT EXPENSES (2024-2025 Fiscal Year Budget Computations)	Cur Yr 6 Mo. 23-24 Actual	Recommended 2024-25 Budget	Budget Change \$ Amount	%
\$276,183	\$282,054	4000-9999	DEPT. #060 - ACCT EXPENSES (Before Income Taxes)	\$151,213	\$304,252	\$22,198	8%
\$0	\$30	4600-5599	STAFF OTHER TRAVEL EXPENSE	\$0	\$30	\$0	0%
\$0	\$30	5500-5599	Other Travel (local mileage)	\$0	\$30	\$0	0%
\$86,276	\$81,613	6100-6199	LEASED SPACE EXPENSES	\$53,338	\$86,387	\$4,773	6%
\$83,856	\$79,121	6110	HQ Building & Facilities-Leased Space	\$53,338	\$83,894	\$4,773	6%
\$2,420	\$2,492	6114	Leased Space RE Agent Commission	\$0	\$2,492	\$0	0%
\$17,133	\$20,500	6200-6499	MARKETING AND PROMOTION	\$7,821	\$20,500	\$0	0%
\$17,133	\$20,500	6205-6229	Component Royalties- FDA (FDA affinity cr.card)	\$7,821	\$20,500	\$0	0%
\$60,725	\$65,479	6500-6599	PROFESSIONAL COSTS	\$32,141	\$66,768	\$1,289	2%
(\$0)	\$0	6525	Other Consulting- M/E General Ledger close software	(\$0)	\$0	\$0	0%
\$27,023	\$34,963	6540	CPA Audit & Taxes Fees (FDA net share)	\$13,000	\$34,963	\$0	0%
\$32,502	\$30,016	6561	HR-Payroll Processing Fees	\$18,956	\$29,795	(\$221)	(1%)
\$1,200	\$500	6581	Memberships	\$185	\$2,010	\$1,510	302%
\$49,107	\$49,880	6600-6699	NEW BUSINESS, BILLING & COLLECTIONS	\$25,769	\$53,530	\$3,650	7%
\$1	\$50	6610	Student Loan Fund Billing/Collection Costs	\$0	\$0	(\$50)	(100%)
\$40,712	\$40,200	6630	Investment Fees-TRAK Account-Morgan Stanley	\$21,630	\$43,900	\$3,700	9%
\$8,394	\$9,630	6640	Bank Fees- Checking Accounts	\$4,140	\$9,630	\$0	0%
\$2,147	\$2,550	6700-6799	OFFICE SUPPLIES & RESOURCES	\$933	\$2,550	\$0	0%
\$2,147	\$2,550	6700-6799	Office Supplies & Resources (including postage)	\$933	\$2,550	\$0	0%
\$61	\$694	6950-6969	LICENSES AND FEES	\$55	\$589	(\$105)	(15%)
\$61	\$694	6950-6969	Licenses & Fees	\$55	\$589	(\$105)	(15%)
\$29,731	\$33,948	9300-9399	CONTRACT SERVICES TO FDA Svcs	\$16,974	\$38,274	\$4,326	13%
\$29,731	\$33,948	9300-9399	FDA Svcs Personnel Contract Svcs (Crown Savings Prog)	\$16,974	\$38,274	\$4,326	13%
\$31,003	\$27,360	6530-6532	OTHER EXPENSES	\$14,180	\$35,625	\$8,265	100%
\$31,003	\$27,360	6530	Radiography Expenses	\$14,180	\$35,625	\$8,265	30%
\$0	\$0	6531	Human Trafficking Expense	\$0	\$0	\$0	0%
\$0	\$0	6532	Opioid Course Expense	\$0	\$0	\$0	0%

See Administration Dept. #090 for Personnel Costs & HQ telephone, occupancy, equipment & tangible tax & general office supplies.

FY 2024-2025 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES FOR THIS DEPARTMENT:

Type	Acct #	Account Name	Reason for Enhancement/ Budget Change	Budget Change
Higher	60-6110	Leased Property Exp- (Tenants share)	Higher leased space costs due to higher building costs expected.	\$4,773
Higher	60-9340	FDAS Personnel Contract	Higher due to merit & benefit increases.	\$4,326
Higher	60-6530	Radiography Course Expense	Higher based on actual course registrations.	\$8,265
Higher	60-6630	Investment Fees	Higher fees based on higher balances as a result of market performance.	\$3,700
	Various	All Other ACCT. Dept #60 Budget Changes:		\$1,134
TOTAL ACCT. DEPT #60 FY 2024-2025 BUDGET CHANGES (From Prior FY Budget):				\$22,198

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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OVERVIEW BUDGET - DEPT. #090 PERSONNEL COSTS [Section A]
(This section includes personnel expenses for all FDA departments)

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FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 1 of 2)

Total Projected FDA FY 2024-2025 All Revenue =	\$8,290,948
Total Dept. #90 Personnel Expense for FY24-25:	\$3,703,099
Total Dept. Personnel Exp. % of Total Revenue=	45%

Updated 4/15/24

Staff Prep budget

AT 6/30/23 FY22-23 Actual	CUR. YEAR FY23-24 Budget	ACCT.NO.	DEPT. #090 -ADMINISTRATIVE COSTS (2024-2025 Fiscal Year Budget Computations)	Cur Yr 6 Mo. FY23-24 Actual	Detail Budget PAGE NO.	Recommended 2024-25 Budget	Budget Change \$ Amount	%
\$3,279,351	\$3,554,698	5700-5799	DEPT. #90 PERSONNEL EXPENSES-All FDA [Section]	\$1,672,756		\$3,703,099	\$148,401	4%
WAGES								
\$2,696,840	\$2,914,962	5700-5719	WAGES	\$1,376,999		\$3,020,710	\$105,748	4%
\$2,703,157	\$2,894,962	5711	Wages	\$1,356,491		\$3,010,710	\$115,748	4%
(\$6,317)	\$20,000	5716	Accrued Employee Paid-Time-Off (PTO) Benefits	\$20,507		\$10,000	(\$10,000)	(50%)
PAYROLL TAXES								
\$184,674	\$200,347	5730-5799	PAYROLL TAXES	\$83,119		\$214,237	\$13,890	7%
\$181,735	\$197,659	5731	Employer's FICA Tax Expense	\$82,750		\$205,725	\$8,066	4%
\$2,939	\$2,688	5737	Unemployment Tax Expense (federal & state)	\$369		\$8,512	\$5,824	217%
INSURANCE BENEFITS								
\$140,773	\$158,382	5751-5759	INSURANCE BENEFITS	\$68,393		\$171,763	\$13,381	8%
\$99,165	\$112,226	5751	Group Health & Life Insurance	\$48,383		\$116,382	\$4,156	4%
\$8,972	\$12,396	5752	Group Disability Insurance	\$4,494		\$19,431	\$7,035	57%
\$5,251	\$7,030	5753	Group Term & AD&D Insurance	\$2,638		\$10,159	\$3,129	45%
\$7,026	\$5,850	5755	Workers' Compensation Insurance	\$2,930		\$4,215	(\$1,635)	(28%)
\$20,358	\$20,880	5758	Dental Direct Reimbursement Benefits	\$9,947		\$21,576	\$696	3%
RETIREMENT FUNDS								
\$248,739	\$261,507	5770-5779	RETIREMENT FUNDS	\$130,894		\$274,389	\$12,882	5%
\$170,956	\$174,918	5775	Retirement (Pension-MPP) Trust Plan Contrib.	\$89,925		\$184,633	\$9,715	6%
\$77,782	\$86,589	5777	401k Plan Contribution	\$40,969		\$89,756	\$3,167	4%
OTHER PERSONNEL EXPENSES								
\$8,326	\$19,500	5780-5789	OTHER PERSONNEL EXPENSES	\$13,352		\$22,000	\$2,500	13%
\$3,080	\$3,500	5781	Staff Recruitment- General	\$8,952		\$10,000	\$6,500	186%
\$409	\$7,000	5782	Staff Training & Education Seminars	\$1,497		\$5,000	(\$2,000)	(29%)
\$4,837	\$9,000	5788	Coffee/Water Service	\$2,903		\$7,000	(\$2,000)	(22%)

FY 2024-2025 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES FOR THIS DEPARTMENT:

SECTION A: PERSONNEL EXPENSES

Type	Acct #	Account Name	Reason for Enhancement/ Budget Change	Budget Change
Higher	90-5711	Wages & Payroll Taxes	Higher due to projected merit increases.	\$129,638
Higher	90-5751	Health Insurance Costs	Higher due to paying more employees' health insurance costs based on actuals partially offset by lower insurance rates from PEO change.	\$4,156
Higher	90-5775/5777	Retirement-MPP & 401k Plans	Higher due to projected merit increases.	\$12,882
	Various	ALL Other Personnel Costs		\$1,725

TOTAL FDA PERSONNEL SECTION A - DEPT #090 FY 2024-25 BUDGET CHANGES (From Prior FY Budget): **\$148,401**

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

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Overview

DEPT. #90 ADMINISTRATIVE EXPENSES [Section B] (Includes HQ Telephone, Occupancy, Equipment, Joint Office Supplies & Employee Benefit Plans & Tangible Tax Costs)
 [This section excludes GAO telephone, occupancy and equipment, office supplies & tangible tax expense costs for its separate location]

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FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 2 of 2)

Total Projected FDA FY 2024-2025 All Revenue =	\$8,290,948
Total Dept. #90 Other Admin/HQ Expense for FY24-25:	\$486,694
Total Dept. Other Admin/HQ Exp. % of Total Revenue=	6%

Staff Prep budget

AT 6/30/23 FY22-23 Actual	Last Year FY23-24 Budget	ACCT.NO.	DEPT. #090 -ADMINISTRATIVE COSTS (2024-2025 Fiscal Year Budget Computations)	Cur Yr 6 Mo. FY23-24 Actual	Detail Budget PAGE NO.	Recommended 2024-25 Budget	Budget Change \$ Amount	%
\$431,912	\$459,014	4000-9999	DEPT. #090 ADMINISTRATIVE EXPENSES [Section]	\$233,791		\$486,694	\$27,680	6%
\$242,716	\$241,001	5800-5899	TELEPHONE AND OCCUPANCY COSTS	\$140,783		\$263,536	\$22,535	9%
\$45,725	\$56,016	5810-5829	Telephone/Internet Service- HQ	\$23,626		\$61,550	\$5,534	10%
\$105,047	\$91,730	5870-5889	Equipment Costs- HQ	\$58,676		\$103,104	\$11,375	12%
\$0	\$0	6000-6099	Occupancy Costs - Mahan Property HQ Inactive	\$0		\$0	\$0	0%
\$91,945	\$93,256	6100-6199	Occupancy Costs- John Knox Property HQ	\$58,480		\$98,882	\$5,626	6%
\$12,115	\$13,103	6500-6599	PROFESSIONAL COSTS	\$4,832		\$9,848	(\$3,255)	(25%)
\$11,888	\$13,103	6505-6599	Employee Benefit Plans (3rd Party Admin Fees)	\$4,832		\$9,848	(\$3,255)	(25%)
\$227	\$0	6580	Memberships	\$0		\$0	\$0	0%
\$4,675	\$12,650	6700-6799	OFFICE SUPPLIES & RESOURCES	\$1,601		\$12,650	\$0	0%
\$4,675	\$12,650	6700-6799	Office supplies & Resources- John Knox	\$1,601		\$12,650	\$0	0%
\$7,360	\$14,350	6930-6939	TAXES	\$4,278		\$14,350	\$0	0%
\$3,234	\$9,150	6930-6939	Income Taxes- Federal & State	\$0		\$9,150	\$0	0%
\$4,126	\$5,200	6930-6939	Tangible Taxes- Mahan	\$4,278		\$5,200	\$0	0%
\$165,047	\$177,910	9200	DEPRECIATION	\$82,298		\$186,310	\$8,400	5%
\$57,671	\$75,000	9205	Depreciation-Equipment & Furniture- HQ	\$27,828		\$75,000	\$0	0%
\$80,566	\$76,000	9220	Depreciation-Building (John Knox new HQ building)	\$40,754		\$83,000	\$7,000	9%
\$13,900	\$14,000	9230	Depreciation-Landscaping- HQ	\$7,261		\$15,400	\$1,400	10%
\$12,909	\$12,910	9252	Depreciation-Automobile	\$6,455		\$12,910	\$0	0%

FY 2024-2025 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES FOR THIS DEPARTMENT:

SECTION B: ADMINISTRATIVE EXPENSES

Type	Acct #	Account Name	Reason for Enhancement/ Budget Change	Budget Change
Higher	90-5811	Telephone/Internet Service	Higher based on increases in email and cell phone service.	\$5,534
Higher	90-5871	Equipment/Software Maintenance	Higher for accounting software and other rate increases and new software package to move backup to the cloud.	\$13,220
Lower	90-5881	Equipment Lease	Lower due to new copier lease.	(\$1,145)
Lower	90-6548	Employee Benefit Plans - Admin Fees	Lower based on removal telehealth admin fees.	(\$3,255)
Higher	90-6100	Occupancy Costs	Higher HQ building maintenance costs based on actuals.	\$5,626
Higher	90-9200	Depreciation	Higher due to building and landscaping improvements in current year.	\$8,400
	Various	All Other Admin. Dept #90 Occupancy Expense Changes:		(\$700)
TOTAL HQ ADMIN DEPT #090 FY 2024-25 BUDGET CHANGES (From Prior FY Budget):				\$27,680

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FLORIDA DENTAL ASSOCIATION (CO./FUND #01)

Page #1

OVERVIEW BUDGET - DEPT. #95 UNALLOCATED CONTINGENCY, LISTING OF AUTOMATIC ENCUMBRANCES & TRANSFERS TO BD. DESIGNATED FUNDS

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FY 2024-2025 FDA BUDGET SUMMARY BUDGET (Page 1 of 1)

Revised 4/1/24

CFA/BOT Recommended Budget

AT 6/30/23 FY22-23 Actual	Cur. Fiscal Yr. 2023-24 Budget	ACCT.NO.	DEPT. #95- FDA VARIOUS INTERFUND ACCOUNTS (2024-2025 Fiscal Year Budget Computations)	Cur F/Y 6 Mo. 23-24 Actual	Recommend 2024-2025 Budget	Budget Change \$ Amt. %	
\$8,500	\$8,500	9995	TOTAL DEPT #95 INTERFUND/OTHER	\$8,500	\$8,500	\$0	0%
\$0	\$0	9995	DEPT. #95 CONTINGENCY	\$0	\$0	\$0	0%
\$0	\$0	9995	Unallocated Contingency	\$0	\$0	\$0	0%
\$8,500	\$8,500	9905	Transfers to FDA Board Designated Funds	\$8,500	\$8,500	\$0	0%
\$0	\$0	9981	Transfer to the Reserve Fund- Other Transfer	\$0	\$0	\$0	0%
\$8,500	\$8,500	9982	Transfer to ADA Campaign Fund (bd-designated)	\$8,500	\$8,500	\$0	0%
\$0	\$0	9995	AUTOMATIC ENCUMBRANCES TO THE CONTINGENCY (Unallocated) FUND DEPT. #095- Summary All FDA Depts.		\$0	\$0	0%

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DATE SUBMITTED: April 19, 2024

SUBMITTED BY: FDAF Board of Directors and Council on Financial Affairs

FDAF OPERATING FISCAL YEAR 2024-2025 BUDGET

RECOMMENDATION: The following resolution is submitted to the Florida Dental Association Foundation Board of Directors and the FDA Council on Financial Affairs for their review, prior to submittal to the FDA Board of Trustees:

2023B-013 [Procedure] BE IT RESOLVED,

that the Florida Dental Association Foundation, Inc. 2024-2025 Fiscal Year Budget, as presented, is hereby approved.

RESOLVED, that for the 2024-2025 fiscal year, the FDA Foundation included as part of its budget a donation of an amount equal to the FDAF administrative expenses less:

- Investment Advisory Fees
- FDAS contribution
- Any budget overage from the investment portfolio performance for the FYE 6/30/24.

RESOLVED, that for the 2024-2025 fiscal year, the FDA Foundation will provide a maximum of \$50,000 in funding for certain eligible clinics through the Project Dentist Care (PDC) Grants program.

BACKGROUND: Attached to this budget resolution is the “Summary Budget” excerpt from the Detail FDAF Budget document, which FDA staff recommends can provide a quick overview of this budget. For more information please also refer to the “Detail Budget” document.

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The Foundation's draft budget was reviewed at the 3/18/24 meeting of the FDA Council on Financial Affairs for submittal to the FDA Board, along with any additional changes recommended by the FDA Foundation Board.

FINANCIAL IMPACT: Approval of the FDAF 2024-2025 Fiscal Year balanced budget (with a Foundation unallocated contingency balance of \$29/k.

ATTACHMENT: FDAF Summary FY24-25 Budget.

FDA FOUNDATION, INC. (FDAF)

FDAF - SUMMARY BUDGET

2024-2025 FISCAL YEAR

July 1, 2024 to June 30, 2025

Operating Activities of the FDAF

FDAF OPERATIONS Departments (All UNRESTRICTED):

DEPT. #10 ADMINISTRATION

DEPT. #010 TRANSFER FROM UNALLOCATED CONTINGENCY

DEPT. #120 FUND RAISING (UNRESTRICTED)

DEPT. #130 DENTAL HEALTH & EDUCATION PROMOTION

[Note: The top right corner page # refers to the detail budget page #]

Note: FLA-MOM 2025 EVENT Budget (both revenue and expense) is being formulated by the FDAF FLA-MOM Committee. Therefore, the FY 24-25 Budget Amounts are subject to change.

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**FLORIDA DENTAL ASSOCIATION FOUNDATION, INC. [FDAF] (CO./FUND #40)
OPERATING BUDGET OVERVIEW
2024-2025 FISCAL YEAR**

Detail Budget: Page #2

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Revised:4/15/24

FDAF OPERATING BUDGET OVERVIEW PAGE

Staff Prep Budget

Last Year AT 6/30/2023 2022-2023 Actual		Current Year Actual 6 Mo YTD 2023-24 At 12/31/2023	Current Year Budget: 2023-2024	Recommended Budget: 2024-2025	Budget Change \$ Amount %	
REVENUE:						
Operating Fund Revenue:						
\$536,168	DEPT. #010 Administration	\$266,992	\$302,539	\$324,273	\$21,734	7%
\$4,468	DEPT. #120 Fund Raising Events & Programs	\$4,368	\$15,000	\$12,500	(\$2,500)	(17%)
\$377,126	DEPT. #130 Dental Health/Education (all FLA-MOM Event)	\$95,373 (see note)	\$612,500	\$362,500	(\$250,000)	(41%)
Transfers from Reserve Fund & Dental Health & Education Fund (DHE):						
\$0	DEPT. #010 Transfer from Reserve Fund (to bal.Budget)	\$0	\$0	\$0	\$0	0%
\$0	DEPT. #010 Transfer from Board Designated Net Assets	\$0	\$0	\$0	\$0	0%
\$917,762	TOTAL OPERATING REVENUE	\$366,732	\$930,039	\$699,273	(\$230,766)	(25%)
OPERATING EXPENSES:						
\$184,196	DEPT. #010 Administration	\$93,804	\$189,017	\$204,384	\$15,367	8%
\$0	Add: DEPT. #010 Unallocated Contingency	\$0	\$22,647	\$29,164	\$6,517	29%
\$10,029	DEPT. #120 Fund Raising Events & Programs	\$2,733	\$15,875	\$13,225	(\$2,650)	(17%)
DEPT. #130 Charitable Programs (sections):						
\$0	Sect. #1 Humanitarian Award	\$0	\$0	\$0	\$0	0%
\$0	Sect. #2 Contributions- Health Promotion	\$0	\$0	\$0	\$0	0%
\$474,313	Sect. #3 Mission of Mercy: FLA-MOM Event	\$100,221 (see note)	\$612,500	\$362,500	(\$250,000)	(41%)
\$96,000	Sect. #4 FDAF Charitable Programs (other)	\$50,000	\$90,000	\$90,000	\$0	0%
\$570,313	DEPT. #130 Total Dental Health/Educ. Charitable Programs	\$150,221	\$702,500	\$452,500	(\$250,000)	(36%)
\$764,538	TOTAL OPERATING EXPENSES (Before Contingency)	\$246,758	\$930,039	\$699,273	(\$230,766)	(25%)
\$153,224	CHANGE IN NET ASSETS (SURPLUS) [NOTE*]	\$119,975	\$0	(\$0)	(\$0)	0%

**Note: FLA-MOM 2025 EVENT Budget (both revenue and expense) will being formulated by the FDAF
FLA-MOM Committee, so the FY 23-24 Budget Amounts are subject to change.**

	Budget: 2023-2024	Budget: 2024-2025
Transfer from Reserve-FDAF Surplus at 6/30/xx Required to Balance the FY Budgets Depts for Both FY:	\$22,647	\$29,164
Transfer from Dental Health & Education Fund to fund the each FY non-FLA-MOM Charitable Programs:	\$0	\$0
Unallocated Contingency Operating Budget for FY Budgets:	\$22,647	\$29,164

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FLORIDA DENTAL ASSOCIATION FOUNDATION, INC. [FDAF] (CO./FUND #40)
OPERATING BUDGET OVERVIEW - REVENUE
2024-2025 FISCAL YEAR

OPERATING REVENUE

AT 6/30/2023 2022-2023 Actual	Budget: 2023-2024	ACCT.NO.	FLORIDA DENTAL ASSOC. FOUNDATION REVENUE (2024-2025 Fiscal Year Budget Computations)	Cur Yr. 6 Mo. 2023-24 Actual	Budget: 2024-2025	Budget Change \$ Amount	%
\$917,762	\$930,039	3000	FDAF, INC. -OPERATING TOTAL REVENUE	\$366,732	\$699,273	(\$230,766)	(25%)
\$536,168	\$302,539	3000-3999	DEPT #010 ADMINISTRATION [Unrestricted]	\$266,992	\$324,273	\$21,734	7%
\$233,342	\$232,539	3040-3099	GENERAL CONTRIBUTIONS (Dept. #10)	\$61,500	\$254,273	\$21,734	9%
\$8,285	\$10,000	3030	Contributions-FDA Emerald Club (Via FDAF giving site)	\$3,375	\$10,000	\$0	0%
\$64,714	\$75,000	3040	Contributions-FDA Emerald Club (Via Dues)	\$32,483	\$75,000	\$0	0%
\$1,231	\$5,000	3042	Contributions-FDA Emerald Club (via Special Solicitatio	\$1,243	\$2,500	(\$2,500)	(50%)
\$0	\$250	3043	Memorial/Misc. Contributions- FDA Members	\$0	\$250	\$0	0%
\$350	\$500	3045	Contributions- General Public	\$2,241	\$500	\$0	0%
\$0	\$0	3048	Contribution-Special Life Member (Bd Designated)	\$1,000	\$10,000	\$10,000	0%
\$400	\$0	3051	Contributions- Corporations	\$260	\$0	\$0	0%
\$250	\$20,000	3052	Grants- General	\$0	\$10,000	(\$10,000)	(50%)
\$350	\$50	3053	General Memorial/Misc. Contributions	\$0	\$50	\$0	0%
\$121,314	\$101,139	3055	Contributions- FDA Services, Inc.	\$0	\$145,973	\$44,834	44%
\$36,449	\$20,600	3056	Contributions- FL Dental Association	\$20,898	\$0	(\$20,600)	(100%)
\$2,549	\$0	3090	GENERAL NON-CASH DONATIONS	\$0	\$0	\$0	0%
\$2,549	\$0	3098	General Non-Cash Donations fr. Members (valuation)	\$0	\$0	\$0	0%
\$300,276	\$70,000	3300-3399	INTEREST & INVESTMENTS REVENUE (Dept. #10)	\$205,492	\$70,000	\$0	0%
\$300,276	\$70,000	3320-3329	Unrestricted Investment Earnings (Unrestricted)	\$205,492	\$70,000	\$0	0%
\$4,468	\$15,000	3700-3800	DEPT #120 FUND RAISING EVENTS [Unrestricted]	\$4,368	\$12,500	(\$2,500)	(17%)
\$4,468	\$15,000	3770	SPECIAL FUND RAISING EVENTS	\$4,368	\$12,500	(\$2,500)	(17%)
\$0	\$5,000	3771	Special Fundraiser Event#1 (January HOD)	\$0	\$0	(\$5,000)	(100%)
\$3,725	\$5,000	3775	Special Fundraiser Event#2 (FDC Related Event)	\$0	\$5,000	\$0	0%
\$743	\$5,000	3777	Special Fundraiser Event#3 (Third Event)	\$4,368	\$7,500	\$2,500	50%
\$377,126	\$612,500	3000-3999	DEPT #130 CHARTIABLE PROGRAMS	\$95,373	\$362,500	(\$250,000)	(41%)
\$377,126	\$612,500	3000	FLA-MOM EVENT REVENUE	\$95,373	\$362,500	(\$250,000)	(41%)
\$40,215	\$35,000	3042	Contributions-Dentists & Hygienists [FLA-MOM Event]	\$2,500	\$35,000	\$0	0%
\$6,985	\$2,500	3045	Contributions from General Public [FLA-MOM Event]	\$1,250	\$2,500	\$0	0%
\$102,600	\$20,000	3051	Sponsorship (corporate/other) [FLA-MOM Event]	\$24,500	\$20,000	\$0	0%
\$104,000	\$525,000	3052	Grants (corporate/other) [FLA-MOM Event]	\$0	\$275,000	(\$250,000)	(48%)
\$32,135	\$15,000	3053	Dental Associations' sponsorships [FLA-MOM Event]	\$67,123	\$15,000	\$0	0%
\$91,191	\$15,000	3098	In-Kind (non-cash) Donations [FLA-MOM Event]	\$0	\$15,000	\$0	0%
\$0	\$0	3099	Transfer from Restricted Net Assets [FLA-MOM Event]	\$0	\$0	\$0	0%
\$0	\$0	3990-3998	Transfer from Net Assets to Bal. Budget (Dept. #10)	\$0	\$0	\$0	0%
\$0	\$0	3990	Transfer from Reserves-Bal.Budget (Unrestricted)	\$0	\$0	\$0	0%
\$0	\$0	3995	Transfer from Net Assets (Bd.Designated Funds)	\$0	\$0	\$0	0%

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FDAF - SUMMARY OF MAJOR REVENUE BUDGET CHANGES BY ACCOUNT

FDAF REVENUE - FY 2024-2025 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES BY ACCOUNT:

Budget
Change

Type	Acct #	Account Name	Reason for Enhancement/ Budget Change	Budget Change
DEPT. #010 CONTRIBUTION/OTHER REVENUE CHANGES:				
Lower	10-3042	Special Solicitation Contributions	Lower based on actuals from "Giving Tuesday" campaign.	(\$2,500)
Higher	10-3055	Contributions- FDA Services	Higher FDAS contrib. for FY24-25 with higher projected net income.	\$44,834
Lower	10-3056	Contributions- FDA	Lower FDA contrib. due to higher FDAS contrib. for FY24-25, state support and cont'd success of FLA-MOM.	(\$20,000)
Lower	10-3056	S/L Contributions-FDA (Student Loan receipts)	Lower Student Loan repayments as program ended and no more payments to be received.	(\$600)
	Remainder FDAF	FDAF-Balance of Dept #10 Revenue Changes		\$0
Subtotal of Dept #10 Contributions & Investment Earnings Revenue:				\$21,734
DEPT. #120 FUND RAISING REVENUE CHANGES:				
Lower	120-3601	Special Fundraiser Events (#1 to #3)	Lower projected revenue due to no January HOD fundraiser planned.	(\$2,500)
Subtotal of Dept #120 Fund Raising Events Revenue:				(\$2,500)
DEPT. #130 FLA-MOM EVENT CONTRIBUTIONS REVENUE CHANGES:				
			<i>(See Below for Summary Chart of FLA-MOM Revenue accounts)</i>	
Budget TBD	130-various	FLA-MOM Contributions (various accts)	Lower projected revenue for FY24-25 due to less State of FL funding for FLA-MOM event. Pending FLA-MOM Committee approval.	(\$250,000)
Subtotal of Dept #130 FLA-MOM Event Contributions Revenue:				(\$250,000)
TOTAL FDAF ALL OPERATING REVENUE FY 2024-25 BUDGET CHANGES (From Prior FY Budget):				(\$230,766)

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**FLORIDA DENTAL ASSOCIATION FOUNDATION, INC. [FDAF] (CO./FUND #40)
OPERATING BUDGET OVERVIEW - EXPENSES
2024-2025 FISCAL YEAR**

AT 6/30/2023 2022-2023 Actual	Budget: 2023-2024	ACCT.NO.	FLORIDA DENTAL ASSOC. FOUNDATION EXPENSES (2024-2025 Fiscal Year Budget Computations)	Cur Yr. 6 Mo. 2023-24 Actual	Budget: 2024-2025	Budget Change \$ Amount %		
\$764,538	\$930,039		FDAF(CO./FUND #40) - TOTAL OPERATING EXPENSES	\$246,758	\$699,273	(\$230,766)	(25%)	
\$764,538	\$907,392		FDAF EXPENSES (Excluding Unallocated Contingency)	\$246,758	\$670,109	(\$237,283)	(26%)	
\$184,196	\$189,017	4000-9999	DEPT #010 ADMINISTRATION [Unrestricted]	\$93,804	\$204,384	\$15,367	8%	
\$6,750	\$8,000	4300-4399	Board of Directors' Meetings [Unrestricted]	\$7,640	\$10,000	\$2,000	25%	
\$550	\$2,000	5250-5299	Leadership Travel/Promotion Expenses "	\$0	\$2,000	\$0	0%	
\$4,684	\$8,261	5312-5312	Staff Travel- Other "	\$2,343	\$7,390	(\$872)	(11%)	
\$5,447	\$5,506	5870-5879	Equipment & Software Maintenance Costs "	\$3,742	\$5,398	(\$108)	(2%)	
\$3,273	\$4,600	6481-6482	Leadershp Promotion "	\$1,670	\$4,000	(\$600)	(13%)	
\$12,781	\$12,400	6505-6579	Professional Services- CPA "	\$5,500	\$13,640	\$1,240	10%	
\$413	\$750	6580-6589	Memberships "	\$230	\$750	\$0	0%	
\$23,953	\$26,175	6600-6699	New Business, Billing & Collection (bank fees) "	\$11,637	\$27,447	\$1,272	5%	
\$3,279	\$1,950	6700-6799	Office Supplies and Resources "	\$1,269	\$3,600	\$1,650	85%	
\$430	\$548	6950-6959	Licenses and Fees "	\$359	\$599	\$51	9%	
\$122,637	\$118,826	9300-9349	Contract Service Agreements - FDA [Unrestricted]	\$59,413	\$129,561	\$10,734	9%	
\$10,029	\$15,875	4000-9999	DEPT #120 FUND RAISING EVENTS & PROGRAMS	\$2,733	\$13,225	(\$2,650)	(17%)	
\$7,368	\$7,200	6200-6259	Foundation Promotion-Donor Recognition [Unrestricted]	\$65	\$7,200	\$0	0%	
\$0	\$0	6580	Consultants Fees (fundraising) [Unrestricted]	\$0	\$0	\$0	0%	
\$2,433	\$3,175	6600-6699	New Business, Billing & Collections [Unrestricted]	\$710	\$3,025	(\$150)	(5%)	
\$229	\$5,500	7505-7599	Special Fund Raising Events [Unrestricted]	\$1,958	\$3,000	(\$2,500)	(45%)	
\$570,313	\$702,500	4000-9999	DEPT #130 DENTAL HEALTH & EDUCATION (Unrestricted)	\$150,221	\$452,500	(\$250,000)	(36%)	
DENTAL CONTRIBUTIONS/HUMANITARIAN AWARD:								
\$0	\$0	6300-6399	Humanitarian Award [Unrestricted]	\$0	\$0	\$0	0%	
FLA-MISSION OF MERCY PROGRAM (FLA-MOM)								
\$474,313	\$612,500	8112	FLA-Mission of Mercy Program (FLA-MOM) [Unrestricted]	\$100,221	\$362,500	(\$250,000)	(41%)	
FDAF CHARITABLE PROGRAMS (Other)								
\$56,000	\$50,000	8115	Project: Dentists Care Program Grants [Unrestricted]	\$50,000	\$50,000	\$0	0%	
\$40,000	\$40,000	8130	Dental Lifeline Network Coord in FL. [Unrestricted]	\$0	\$40,000	\$0	0%	
\$0	\$22,647	9995-9995	DEPT #010 UNALLOCATED CONTINGENCY	\$0	\$29,164	\$6,517	29%	
\$0	\$22,647	9995	Unallocated Contingency [Unrestricted]	\$0	\$29,164	\$6,517	29%	

RETURN

**FLORIDA DENTAL ASSOCIATION FOUNDATION, INC. [FDAF] (CO./FUND #40)
OPERATING BUDGET OVERVIEW - EXPENSES (CONTINUED)
2024-2025 FISCAL YEAR**

FDAF - SUMMARY OF MAJOR EXPENSE BUDGET CHANGES BY ACCOUNT

FDAF EXPENSES- FY 2024-2025 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES BY ACCOUNT:

<u>Type</u>	<u>Acct #</u>	<u>Account Name</u>	<u>Reason for Enhancement/ Budget Change</u>	<u>Budget Change</u>
DEPT. #010 ADMINISTRATION EXPENSES CHANGES:				
Higher	10-4300	FDAF Board Meetings	Higher for meeting facilities due to FDA board meeting structure change.	\$2,000
Lower	10-5312	Other Staff Travel (General)	Lower due to no additional FDC travel since no FDC meeting split.	(\$872)
Higher	10-6540	CPA Audit Fees	Higher based rate increases.	\$1,240
Higher	10-6640	Bank/Investment Fees	Higher fees based on higher investment balances.	\$1,272
Higher	10-6781	Postage	Higher based on actuals. Includes solicitation mailings.	\$1,650
Higher	10-9310	Personnel Reimbursement to FDA	Higher due to allocating \$100,000 of personnel expense to FLA-MOM, therefore 100% of variance is captured, which makes variance appear inflated. Total merit increases are 4 to 5%, which is in line with FDA's outside consultant's assessment.	\$10,734
	Remainder FDAF Dept. Expenses	FDAF-Balance of Dept #10 Admin. Expenses		(\$657)
Subtotal of Dept #10 Administration Expenses Change:				\$15,367
DEPT. #120 FUND RAISING EXPENSES CHANGES:				
Lower	120-7505	Special Fund Raising Events (#1 to #3)	Lower due to no January HOD fundraiser planned.	(\$2,500)
	Remainder FDAF Dept. Expenses	FDAF-Balance of Dept #20 Fund Raising Expenses		(\$150)
Subtotal of Dept #120 Fund Raising Events Expenses Change:				(\$2,650)
DEPT. #130 CHARITABLE PROGRAM EXPENSES CHANGES:				
			<i>(See Below for Summary Chart of FLA-MOM Expenses)</i>	
Budget TBD	130-various	FLA-MOM Expenses (various accts)	Lower projected expenses for FY24-25 due to less revenue expected.	(\$250,000)
	Remainder FDAF Dept. Expenses	FDAF-Balance of Dept #30 Charitable Programs Expenses		\$0
Subtotal of Dept #130 Charitable Programs Change:				(\$250,000)
TOTAL OF ALL OPERATING EXPENSE CHANGES:				(\$237,283)
DEPT. #010 UNALLOCATED CONTINGENCY EXPENSES CHANGES:				
projected amt.	10-9995	Unallocated Contingency Exp	Subtotal of Dept #10 Unallocated Contingency Change:	\$6,517
TOTAL ALL FDAF OPERATING EXPENSES FY2024-25 BUDGET CHANGES (From Prior FY Budget)				(\$230,766)

RETURN

FDAS SHAREHOLDER

AGENDA

DATE: Friday May 17, 2024
LOCATION: FDA HQ, Tallahassee, FL
TIME: 10:40 AM (EST)
CHAIRPERSON: Dr. Beatriz Terry, President

1. Call to Order Dr. Terry
2. Introduction and Opening Remarks Dr. Terry
3. Adoption of Agenda
4. Approval of Minutes Dr. Terry
 • December 1, 2023 Pages 2 - 4
5. Conflict of Interest Reminder and Legal Compliance Statement Dr. Terry
6. FDAS Recommended FY 2024-25 Budget Mr. Gruber
Pages 5 – 17
7. FDAS Status Report Mr. Ruthstrom
8. Date of next meeting
 Saturday August 17, 2024
9. Adjournment

FDA SERVICES, INC.

FDAS Shareholder

MINUTES

DATE: Friday December 1, 2023
TIME: 4:10 PM
LOCATION: FDA HQ Office, Tallahassee, FL
CHAIRPERSON: Dr. Beatriz Terry, President

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Adjournment 3

			Present	Absent
CHAIR:	President	Dr. Beatriz Terry	X	
			X	
OFFICERS:	President-elect	Dr. Jeff Ottley	X	
	1st Vice-President	Dr. John Paul	X	
	2nd Vice-President	Dr. Dan Gesek	X	
	Immediate Past Pres.	Dr. Gerald Bird	X	
EX-	FDA Executive Director	Drew Eason	X	
	Parliamentarian	Dr. Don Ilkka	X	
	Treasurer	Dr. Rodrigo Romano		X
	TFDA Editor	Dr. Hugh Wunderlich	X	
OTHERS:	BOD Liaison	Dr. Steve Hochfelder		X
	ADA Trustee	Dr. Rudy Liddell		X

RETURN

TRUSTEES:	ACDDA	Dr. John Pasqual	X	
	CFDDA	Dr. Bert Hughes	X	
	NEDDA	Dr. Bethany Douglas		X
	NWDDA	Dr. Reese Harrison	X	
	SFDDA	Dr. Richard Mufson	X	
	WCDDA	Dr. Fred Grassin	X	
	At-large	Dr. Karen Glerum	X	
	At-large	Dr. John Cordoba	X	
	At-large	Dr. Tom Brown	X	
	At-large	Dr. Eddie Martin	X	
	At-large	Dr. Enrique Muller		X
	At-large	Dr. Chris Bulnes	X	
STAFF:	COO/CFO	Greg Gruber	X	
	Chief Legislative Officer	Joe Anne Hart	X	
	FDAS COO	Scott Ruthstrom	X	
	Chief Legal Officer	Casey Stoutamire	X	
	Director of C-CCE	Crissy Tallman	X	
	FDAS Dir of Ins	Carrie Millar	X	
	Director of Mbr Relations	Kerry Gomez-Rios	X	
	Dir. Comm./Marketing	Renee Thompson	X	
	Director of Information	Larry Darnell	X	
	FDA Legal Counsel	Dylan Rivers	X	
	Dir. of Foundation Affairs	R. Jai Gillum	X	
Leadership Affairs	Lianne Bell	X		

Call to Order

After calling the meeting to order at 4:10 PM the Chairperson welcomed the Shareholder to the meeting.

Adoption of Agenda

The Agenda was adopted.

Approval of Minutes

🗨️ The Shareholder approved the Minutes from the meeting August 26, 2023.

Conflict of Interest and anti-Trust Reminders

The Reminder Notices were given.

FDAS President’s Report on Operations

Appearing via Zoom video conference, Dr. Michael Stratton provided his President’s Report to the Shareholder on the operations at FDA Services, Inc.

Date of next meeting
TBD

Adjournment - Shareholder meeting adjourned at 4:25 PM

RETURN

FDA SERVICES RECOMMENDED BUDGET

DATE: April 19, 2024

SUBMITTED BY: Council on Financial Affairs and FDAS Board of Directors

FDA SERVICES RECOMMENDED FISCAL YEAR 2024-2025 BUDGET

RECOMMENDATION: The following resolution is submitted to the FDA Services, Inc. Shareholders:

2023B-014 [Procedure] BE IT RESOLVED, that the FDA Services, Inc. 2024-2025 Fiscal Year Budget as amended is hereby approved.

BACKGROUND: The FDA/FDAS management staff are recommending the FDA Services' Fiscal Year 2024-2025 budget for joint submittal to the FDA Council on Financial Affairs and FDA Services Board of Directors for review. A summary excerpt of this budget immediately follows this resolution exhibit.

Summary of the FDA Services Budget:

- Total operations gross revenue of \$7,164,564 which is \$931k or 15% higher than the Fiscal Year 2023-2024 budgeted gross revenue of \$6,233,369; or even \$1.248 million higher than the Fiscal Year 2022-2023 actual gross revenue of \$5,916,505.
- A listing of the major revenue budget revenue changes is included in the FDAS Budget (Summary and Detail budget versions).
- This budget includes increases in Professional Liability Commission and Bonus (\$327,000), Office Package Commission (\$410,000), Long Term Disability Commission (\$30,000) and Other Insurance Commission (\$1,000).
- This budget includes increased Crown Savings revenue related to increases in Care Credit, Abyde, and Bank of America Practice Solutions.
- This Budget includes increased revenue of \$126,400 in DIS revenue (sales of insurance in other states), \$13,000 in Healthcare Prof. Svcs (HPIS) revenue (sales to healthcare professionals [physician assistants, nurse practitioners] in other states [new program]) and \$12,000 in Florida Optometrist (FOI) revenue. Please note that the FOI program is further made more profitable by the fact that FDAS ended its relationship with the Florida Optometric Association (FOA) thus resulting in no expected mail list fee which had been a budgeted amount of \$50,750 in prior years. This change has resulted in improved profitability of the program.
- This Budget also includes another \$42,066 source of revenue via reinstating an account entitled "Transfer from FDAS Net Assets". What this account does is conservatively record the estimated budgeted expenses for FY 2024-25, which will most likely NOT occur.
 - To explain this concept further: During previous years an average of \$67.5/k of the budgeted

operating expenses (excluding income taxes, depreciation, FDAF contribution, and dividends to the FDA) have not occurred. By utilizing this account, the budget can be more efficiently balanced and dividend to the FDA as well as probable income taxes expense can be more accurately projected.

- This method was utilized in the FDA Services and FDA Budgets from FY 2002-2003 to FY 2006-2007 and then again beginning FY 2013-2014 for FDA Services.
- This Budget includes \$0 in “Transfer from FDAS Accumulated Equity” (formerly “Transfer from FDAS Net Assets”). FDAS must dividend back to the FDA most of its equity.
- This budget includes payments of \$2,462,087 to the Florida Dental Association (inclusive of FDA’s 85% share of Crown Savings administered by FDAS), including an estimated \$924/k FDA in equity earnings. The FDAS payment is a 26% increase from prior year and is made up of items such as indirect personnel, overhead, tenant lease space, FDC sponsorship, membership recruitment and retention sponsorships, Communications’ publications advertising fees, FDC exhibit booth space and program advertising.
 - The increase is primarily the result of increased earnings at FDAS, FDAS’s share of BOT Shareholder meeting expenses, intercompany payments for FDA staff and overhead and higher Crown Savings.
 - Total payments to organized dentistry (FDA, FDAF and the components) total \$2,806,062 which is a 24% increase over the prior yearbudget.
 - The FDA Services total payments to the FDA comprise about 34% of the FDA FY24-25 Budget and are listed in the FDAS Summary Budget.
- This Budget includes a recommendation that the FDA Services marketing services share of the FDA Crown Savings royalty program revenue remain at 15% for FY 2024-25, with projected FDAS revenue of \$66/k (compared to FY23-24 Budget of \$58/k).
- A computed unrestricted contribution to the FDA Foundation of \$146/k included in the budget, in order to maximize the allowable charitable tax deduction.
- For the non-FDAS association insurance programs, the direct expenses as well as projected commission revenue and an allocation of personnel costs related to these programs are summarized for each Association Department section, to provide an overview of that program’s profitability.
- Total estimated federal and state income taxes of \$385k based on the budgeted revenue and expenses and allowable tax deductions.
- FDAS personnel costs are based on current wages effective 6/30/24, with an expected increase of 9% over the prior year budget. However, this percentage increase is a bit misleading as actual wages in the current fiscal year are trending above budget due to increased incentive based pay which is higher than prior year as a result of substantially higher insurance sales. The increase is also the result of merit increases, inflationary pressure on wages and increased incentive based pay resulting from higher insurance sales and the addition of one CSR to service the growing FDAS book of insurance business. FDAS still utilizes ElementOne Compensation Consultants method of evaluating pay increases for all FDA & FDAS employee positions, instituted during FY13-14.

- The insurance coverage for FDA and FDAS own entities' insurance policies are noted in the budget along with the insurance premiums pertaining to each entity; and

FINANCIAL IMPACT: Approval of the FDA Services 2024-2025 Fiscal Year balanced budget, with substantial support to the FDA via various types of personnel and overhead services reimbursements, office space rent, advertising in FDA publications, various sponsorships and the declaration of the FDA dividend.

ATTACHMENTS DOCUMENTS:

- (1) FDA Services Summary FY 24-25 Budget

FDA Services Budget

FDA SERVICES, INC.

DETAILED BUDGET

2024-2025 FISCAL YEAR

7/1/2024 to 6/30/2025

Includes FY23-24 Six Months YTD Income Statement as of 12/31/23

RETURN

FDA SERVICES INC. (CO./FUND #20)
FISCAL YEAR 2024-2025

Staff Prep Budget

Updated 4/15/24

TOTAL BUDGET OVERVIEW PAGE

Last Year AT 6/30/2023 2022-23 ACTUAL		DEPT NOS:	DEPARTMENTS:	Current Year Actual 6 Mo. YTD FY23-24 At 12/31/2023	Cur. Yr. Budget Budget: 2023-2024	Recommended Next Yr. BUDGET: 2024-2025	Budget Change \$ Amount %	
REVENUE:								
\$5,530,895	DEPT. #010		Florida Dental Operations	\$3,077,883	\$5,774,269	\$6,554,064	\$779,795	14%
\$141,205	DEPT. #300		Dentists Insurance Services (TDC-other states)	\$93,367	\$219,600	\$346,000	\$126,400	58%
\$13,709	DEPT. #310		Healthcare Professional Insurance Services	\$5,063	\$16,500	\$29,500	\$13,000	79%
\$229,005	DEPT. #400		FL Optometrists (FOI)	\$124,687	\$221,000	\$233,000	\$12,000	5%
\$1,692	DEPT. #450		Alabama Dental Operations (AL.DA)	\$937	\$2,000	\$2,000	\$0	0%
<hr/>								
\$5,916,505	TOTAL OPERATING REVENUE			\$3,301,937	\$6,233,369	\$7,164,564	\$931,195	15%
\$0	DEPT. #095		Transfer from FDAS Accumulated Equity	\$0	\$0	\$0	\$0	0%
\$0	DEPT. #095		Transfer From FDAS Net Assets	\$0	\$67,537	\$42,066	(\$25,471)	(38%)
<hr/>								
\$5,916,505	TOTAL REVENUE			\$3,301,937	\$6,300,906	\$7,206,630	\$905,724	14%
EXPENSES:								
\$4,584,013	DEPT. #010		Florida Dental Operations	\$2,678,874	\$5,122,910	\$5,497,651	\$374,741	7%
\$66,008	DEPT. #300		Dentists Insurance Services (TDC-other states)	\$74,261	\$163,550	\$213,850	\$50,300	31%
\$5,361	DEPT. #300		Healthcare Insurance Services	\$11,564	\$58,400	\$36,000	(\$22,400)	(38%)
\$7,781	DEPT. #400		FL Optometrists (FOI)	\$1,196	\$3,500	\$3,500	\$0	0%
\$0	DEPT. #450		Alabama Dental Operations (ALDA)	\$0	\$0	\$0	\$0	0%
<hr/>								
\$4,663,162	TOTAL EXPENSES			\$2,765,895	\$5,348,360	\$5,751,001	\$402,641	8%
\$1,253,343	NET INCOME (before taxes, contrib. & FDA distribution)			\$536,042	\$952,546	\$1,455,629	\$503,083	53%
\$270,349	Less: INCOME TAXES			\$159,734	\$254,123	\$385,467	\$131,343	52%
\$121,314	Less: FDAF Contributions			\$0	\$101,139	\$145,973	\$44,835	44%
<hr/>								
\$861,680	NET INCOME			\$376,308	\$597,284	\$924,189	\$326,905	55%
REVENUE & EXPENSES ADJUSTMENTS:								
\$0	Add: Adjustments (if any)			\$0				
\$861,680	Actual Net Income Control Totals (note #1)			\$376,308				

2024-2025 FDA Equity Distrib. =	\$924,189
2024-2025 FDAF Contrib =	\$145,973
2024-2025 Contingency =	\$0

RETURN

FDA SERVICES INC. (CO./FUND #20)
FISCAL YEAR 2024-2025

FDAS - TOTAL REVENUE SUMMARY PAGE

Updated 4/15/24

Last Year AT 6/30/2023 2022-23 ACTUAL	Cur. Yr. Budget FY 2023-2024	ACCT.NO.	(2024-2025 Fiscal Year Budget Computations)	Cur.Yr. 6 Mo. YTD 2023-24 Actual	Recommend 2024-2025	Budget Change \$ Amount	%
\$5,902,797	\$6,300,906	3000	FDA SERVICES, INC. - GRAND TOTAL REVENUE	\$3,296,874	\$7,206,630	\$905,724	14%
\$5,530,895	\$5,774,269	3000	DEPT#010 FDAS -FLORIDA DENTAL OPERATIONS	\$3,077,883	\$6,554,064	\$779,795	14%
\$5,438,915	\$5,675,046	3305-3399	SUBTOTAL INSURANCE SALES & ADMIN-FDA	\$3,023,013	\$6,443,000	\$767,954	14%
			<u>TYPES INSURANCE REVENUE- Dep#10- FDA PROGRAM:</u>				
\$388,312	\$410,000	3310	Health Brokerage Commission	\$128,809	\$410,000	\$0	0%
\$33,887	\$30,000	3311	Health and Life Brokerage Agency Bonus	\$7,496	\$30,000	\$0	0%
\$28,042	\$35,000	3312	Term Life/VTL Commission	\$23,846	\$35,000	\$0	0%
\$20,094	\$15,000	3318	Long-Term Care (LTC) Commission	\$5,425	\$15,000	\$0	0%
\$2,638,676	\$2,941,046	3325	Professional Liability (PL) Commission	\$1,673,743	\$3,200,000	\$258,954	9%
\$346,584	\$357,000	3326	Professional Liability (PL) Agency Bonus	\$193,265	\$425,000	\$68,000	19%
\$287,743	\$270,000	3335	Long-Term Disability Commission	\$154,542	\$300,000	\$30,000	11%
\$1,359,880	\$1,190,000	3345	Office Package (OP) Commission	\$700,422	\$1,600,000	\$410,000	34%
\$84,562	\$180,000	3346	Office Package (OP) Bonus	\$0	\$180,000	\$0	0%
\$241,015	\$230,000	3355	Workers Compensation (WC) Commission	\$125,066	\$230,000	\$0	0%
\$10,119	\$17,000	3395	Other Insurance Commission	\$10,398	\$18,000	\$1,000	6%
\$5,438,915	\$5,675,046		FDA Insur. Program-Types of Insur. Control Subtotals	\$3,023,013	\$6,443,000	\$767,954	
			<u>OTHER FDA PROGRAM Dept. #10 REVENUE:</u>				
\$118	\$90	3601-3601	INTEREST REVENUE- BANK ACCTS.	\$88	\$90	\$0	0%
\$61,566	\$58,185	3700-3799	FDA CROWN SAVINGS & GPO ROYALTY PROGRAMS	\$33,268	\$65,700	\$7,515	13%
\$29,731	\$33,948	3813-3813	FDA CONTRACT SERVICES	\$16,974	\$38,274	\$4,326	13%
\$565	\$7,000	3880-3890	OTHER REVENUE	\$4,540	\$7,000	\$0	0%
\$0	\$67,537	3995	DEPT-#010 FDAS -TRANSFER FROM NET ASSETS	\$0	\$42,066	(\$25,471)	(38%)
\$0	\$67,537	3995-3995	TRANSFER FROM NET ASSETS/FDAS Expense Surplus	\$0	\$42,066	(\$25,471)	(38%)
\$141,205	\$219,600	3300	DEPT-#300 DENTISTS INSURANCE SVCS (DIS)	\$93,367	\$346,000	\$126,400	58%
\$141,205	\$219,600	3305-3399	SUBTOTAL DENTISTS INSURANCE SVCS (DIS)	\$93,367	\$346,000	\$126,400	58%
			<u>TYPES INSURANCE REVENUE- Dep#300- DIS PROGRAM:</u>				
\$131,711	\$207,100	3325	Professional Liability (PL) Commission	\$84,925	\$326,000	\$118,900	57%
\$0	\$0	3326	Professional Liability (PL) Agency Bonus	\$0	\$0	\$0	0%
\$7,010	\$10,000	3345	Office Package (OP) Commission	\$6,340	\$15,000	\$5,000	50%
\$1,201	\$1,000	3355	Workers Compensation (WC) Commission	\$886	\$2,000	\$1,000	100%
\$1,283	\$1,500	3355	Other Lines Commission	\$1,216	\$3,000	\$1,500	100%
\$141,205	\$219,600		Dentists Insur.Svcs (DIS)-Types of Insur. Control Subtotals	\$93,367	\$346,000	\$126,400	
\$13,709	\$16,500	3300	DEPT-#310 HEALTHCARE PROF INSUR SVCS (HPIS)	\$5,063	\$29,500	\$13,000	79%
\$13,709	\$16,500	3305-3399	SUBTOTAL HEALTHCARE PROF INSUR SVCS (HPIS)	\$5,063	\$29,500	\$13,000	79%
			<u>TYPES INSURANCE REVENUE- Dep#310- HPS PROGRAM:</u>				
\$6,238	\$16,500	3325	Professional Liability (PL) Commission	\$4,771	\$16,500	\$0	0%
\$0	\$0	3326	Professional Liability (PL) Agency Bonus	\$0	\$0	\$0	0%
\$7,255	\$0	3345	Office Package (OP) Commission	\$100	\$12,000	\$12,000	0%
\$215	\$0	3355	Workers Compensation (WC) Commission	\$191	\$1,000	\$1,000	0%
\$0	\$0	3395	Other Lines Commission	\$191	\$0	\$0	0%
\$13,709	\$16,500		Healthcare Prof Insur.Svcs (HPIS)-Types of Insur. Control Subtotals	\$5,254	\$29,500	\$13,000	
\$229,005	\$221,000	3300	DEPT#400 FL OPTOMETRISTS (FOI)	\$124,687	\$233,000	\$12,000	5%
\$229,005	\$221,000	3305-3399	SUBTOTAL FL OPTOMETRISTS (FOI)	\$124,687	\$233,000	\$12,000	5%
			<u>TYPES INSURANCE REVENUE- Dep#400- FOI PROGRAM:</u>				
\$11,887	\$14,000	3310	Health & Life Brokerage Commission	\$4,186	\$14,000	\$0	0%
\$4,338	\$500	3312	Term Life/VTL Commission	\$204	\$500	\$0	0%
\$312	\$500	3318	Long-Term Care (LTC) Commission	\$174	\$500	\$0	0%
\$125,336	\$130,000	3325	Professional Liability (PL) Commission	\$80,472	\$130,000	\$0	0%
\$9,479	\$8,000	3335	Disability Commission	\$6,316	\$10,000	\$2,000	25%
\$69,948	\$60,000	3345	Office Package (OP) Commission	\$30,340	\$70,000	\$10,000	17%
\$7,650	\$8,000	3355	Workers Compensation (WC) Commission	\$2,995	\$8,000	\$0	0%
\$228,951	\$221,000		FOI Insur. Program-Types of Insur. Control Subtotals	\$124,687	\$233,000	\$12,000	
\$1,692	\$2,000	3300	DEPT#450 ALABAMA DENTAL ASSN. (ALDA)	\$937	\$2,000	\$0	0%
\$1,692	\$2,000	3305-3399	INSURANCE SALES & ADMINISTRATION- ALDA	\$937	\$2,000	\$0	0%

RETURN

**FDA SERVICES INC. (CO./FUND #20)
FISCAL YEAR 2024-2025**

FDAS - SUMMARY OF MAJOR REVENUE BUDGET CHANGES BY ACCOUNT

<u>FDAS REVENUE - FY 2024-2025 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES BY ACCOUNT:</u>					<u>Budget</u>
<u>Type</u>	<u>Acct #</u>	<u>Account Name</u>	<u>Reason for Enhancement/ Budget Change</u>		<u>Change</u>
DEPT. #010 FDA PROGRAM MAJOR REVENUE CHANGES:					
Higher	10-3325	FDA FDA-Professional Liability Commission	Higher based on sales trends, anticipated rate increase and new business from social media campaign.		\$258,954
Higher	10-3326	FDA FDA-Professional Liability Bonus	Higher based on higher PL commissions.		\$68,000
Higher	10-3335	FDA FDA-Long-Term Disability Commission	Higher based on sales trends.		\$30,000
Higher	10-3345	FDA FDA- Office Package (OP) Commission	Higher based on increasing rates and marketing efforts.		\$410,000
Bal FDA Prog.	Remainder FDA	FDA FDA- All Other FDA Insur. Program Changes			\$1,000
Subtotal of the FDA Insurance Program Budget Changes:					\$767,954
Higher	10-3704	Crown Crown Savings Royalty Revenue (FDAS share)	Higher projected royalties for Care Credit and Bank of America Practice Solutions.		\$7,515
Higher	10-3813	Crown FDA- Expense Reimb to the FDA	Higher FDA payment to FDAS based on merit and benefit increases.		\$4,326
Bal. Other revenue	Remainder	Remainder of other non-insurance revenue	No projected change.		\$0
Subtotal of the FDA Non-Insurance Accounts' Budget Changes:					\$11,841
TOTAL OF FDA INSUR. PROGRAM DEPT. #10 BUDGET REVENUE CHANGES:					\$779,795
Anticipated FDAS Expense Surplus (Estimated budgeted expenses that will not occur based on the last 6 years actuals) :					
Higher	10-3995	Surplus Anticipated FDAS Expense Surplus	Decrease due to last 6 years' actual budgeted expenses not incurred		(\$25,471)
TOTAL OF FDAS ANTICIPATED EXPENSE EQUITY/SURPLUS REVENUE CHANGE:					(\$25,471)
OTHER ASSOCIATIONS' (Non-FDA) INSURANCE PROGRAMS MAJOR REVENUE CHANGES:					
Higher	Various	DIS DIS DP#300 TDC Expansion- Other States	Higher projected DIS based on trends and new business from social media campaign.		\$126,400
Higher	Various	HPIS HPIS Healthcare Professional Services	Higher based on targeted social media campaign and rate increases.		\$13,000
Higher	Various	FOI FL Optometrists (FOI) Program	Higher projected FOI program commissions based on rate increases.		\$12,000
Balance other revei	All Other Non-FDA	Various FDA- All Other FDA Insur. Program Changes			\$0
TOTAL OF THE OTHER (Non-FDA) ASSOCIATIONS INSURANCE PROGRAMS BUDGET CHANGES:					\$151,400
TOTAL FDA SERVICES ALL REVENUE FY 2024-25 BUDGET CHANGES (From Prior FY Budget)					\$905,724

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FDA SERVICES INC. (CO./FUND #20)
FISCAL YEAR 2024-2025

FDAS EXPENSES SUMMARY - DEPT. #10 (excludes taxes & FDAF contribution)

FDAS Budget Prep

Last Year 2022-23 ACTUAL	Cur. Yr. Budget FY 2023-2024	ACCT.NO.	FDAS Services CO./FUND #20 – Florida Operations Dept. #010 (2024-2025 Fiscal Year Budget Computations)	Cur.Yr. 6 Mo. YTD 2023-24 Actual	Recommend 2024-2025	Budget Change \$ Amount	%
\$4,584,013	\$5,122,910	4000-9999	DEPT - #010 FDAS. - FDA OPERATIONS	\$2,678,874	\$5,497,651	\$374,741	7%
\$64,127	\$104,756	4005-5599	AGENCY AND BUSINESS MEETINGS	\$77,273	\$109,837	\$5,081	5%
\$51,597	\$45,504	4200-4299	FDAS Shareholders Meeting	\$34,504	\$66,055	\$20,551	45%
\$500	\$38,970	4300-4399	Board of Directors Meetings	\$32,758	\$500	(\$38,470)	(99%)
\$0	\$0	5200-5299	Leadership Expense (President's Travel)	\$0	\$0	\$0	0%
\$6,343	\$11,282	5300-5399	Conferences	\$2,288	\$31,782	\$20,500	182%
\$5,687	\$9,000	5500-5599	Other Travel	\$7,724	\$11,500	\$2,500	28%
\$2,972,443	\$3,236,522	5700-5799	PERSONNEL	\$1,704,300	\$3,486,761	\$250,239	8%
\$2,458,897	\$2,660,394	5705-5729	Wages and Compensation	\$1,432,496	\$2,878,345	\$217,951	8%
\$149,953	\$167,156	5730-5739	Payroll Tax	\$68,727	\$181,779	\$14,623	9%
\$115,424	\$142,610	5750-5759	Insurance Benefits	\$58,304	\$137,848	(\$4,762)	(3%)
\$238,165	\$259,012	5770-5779	Retirement Funds	\$141,581	\$281,439	\$22,427	9%
\$10,003	\$7,350	5780-5789	Other Personnel Costs	\$3,192	\$7,350	\$0	0%
\$25,629	\$26,600	5810-5829	TELEPHONE AND INTERNET COSTS	\$14,982	\$25,460	(\$1,140)	(4%)
\$25,629	\$26,600	5811	Telephone/Internet Service	\$14,982	\$25,460	(\$1,140)	(4%)
\$28,053	\$37,118	5850-5859	INSURANCE	\$34,512	\$53,778	\$16,660	45%
\$6,105	\$13,643	5851	Package & Liability (incl.commercial crime) Insurance	\$6,080	\$19,678	\$6,035	44%
\$21,949	\$23,475	5853	Errors and Omissions Insurance	\$28,432	\$34,100	\$10,625	45%
			Insurance Coverages Listing Chart (FDA & FDAS)				
\$119,702	\$124,023	5870-5889	EQUIPMENT COSTS	\$59,532	\$131,669	\$7,646	6%
\$118,154	\$123,023	5871	Equipment Maintenance	\$59,038	\$130,669	\$7,646	6%
\$0	\$0	5875	Equipment Supplies	\$0	\$0	\$0	0%
\$0	\$0	5881	Equipment Lease	\$0	\$0	\$0	0%
\$1,548	\$1,000	5888	Equipment/Furniture Purchase <\$1/k Cost	\$494	\$1,000	\$0	0%
\$0	\$0	6000-6099	LEASEHOLD BUILDING AND FACILITIES	\$0	\$0	\$0	0%
\$0	\$0	6050-6060	Building Maint/Supplies [Inactive]	\$0	\$0	\$0	N/A
\$418,458	\$536,523	6200-6499	MARKETING AND PROMOTION	\$245,809	\$511,054	(\$25,469)	(5%)
\$198,000	\$198,000	6205-6229	Components of the FDA Mailing List Fee	\$99,000	\$198,000	\$0	0%
\$411	\$1,300	6230-6239	FDA Services Web-Site	\$95	\$1,300	\$0	0%
\$9,362	\$12,666	6240-6259	Outside Sales Representatives' Branches Expenses	\$4,226	\$12,666	\$0	0%
\$46,414	\$106,100	6305-6329	General & Marketing (Mail/ Email/ Other)	\$45,672	\$93,000	(\$13,100)	(12%)
\$610	\$250	6330-6339	Photography/ Pre-Press	\$0	\$250	\$0	0%
\$51,915	\$55,799	6340-6369	Printed Advertising - Today's FDA	\$25,479	\$55,799	\$0	0%
\$15,000	\$15,000	6382	Website Advertising- FDA	\$7,500	\$15,000	\$0	0%
\$1,430	\$4,133	6391	Advertising- FDC Program	\$715	\$3,175	(\$958)	(23%)
\$37,697	\$56,428	6410-6429	Exhibitions	\$13,221	\$51,965	(\$4,463)	(8%)
\$795	\$1,800	6440-6459	Presentations	\$0	\$1,800	\$0	0%
\$0	\$0	6450-6559	SourceOneDental.com Dental Supplies Mkt. Exp.	\$0	\$0	\$0	0%
\$43,749	\$70,047	6471	FDA Royalty Programs (Other) Marketing Exp.	\$38,115	\$58,099	(\$11,948)	(17%)
\$13,075	\$15,000	6480-6489	Other Promotion	\$11,785	\$20,000	\$5,000	33%
\$77,831	\$89,410	6505-6579	PROFESSIONAL SERVICES	\$34,161	\$86,409	(\$3,000)	(3%)
\$6,711	\$5,000	6510	Health Insurance Commissions-Outside Agencies	\$0	\$5,000	\$0	0%
\$21,540	\$29,750	6520	Legal Counsel & Legal Expense	\$13,920	\$29,750	\$0	0%
\$1,041	\$1,050	6525	Other Professional Fees	\$0	\$1,050	\$0	0%
\$25,191	\$26,498	6540	CPA Auditing Fee	\$6,500	\$27,750	\$1,253	5%
\$3,889	\$4,084	6548	Employee Benefit Plans Administration	\$1,562	\$2,700	(\$1,384)	(34%)
\$19,458	\$23,028	6561	Payroll Processing Service	\$12,179	\$20,159	(\$2,869)	(12%)

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**FDA SERVICES INC. (CO./FUND #20)
FISCAL YEAR 2024-2025**

FDAS EXPENSES SUMMARY - DEPT. #10 (excludes taxes & FDAF contribution)

(Continued)

Last Year 2022-23 ACTUAL	Cur. Yr. Budget FY 2023-2024	ACCT. NO.	FDA Services CO./FUND #20 -- Florida Operations Dept. #010 (2024-2025 Fiscal Year Budget Computations)	Cur.Yr. 6 Mo. YTD 2023-24 Actual	Recommend 2024-2025	Budget Change \$ Amount	%
		4000-9999	DEPT - #010 FDAS - FLORIDA OPERATIONS		(continued)		
\$6,742	\$7,920	6580-6589	MEMBERSHIPS	\$5,260	\$10,390	\$2,470	31%
\$6,742	\$7,920	6581	Memberships	\$5,260	\$10,390	\$2,470	31%
\$25,759	\$25,349	6600-6699	NEW BUSINESS, BILLING & COLLECTIONS	\$14,274	\$25,491	\$142	1%
\$2,165	\$2,280	6640	Bank Fees	\$1,139	\$2,412	\$132	6%
\$20,765	\$20,279	6645	Merchant Credit Card Fees	\$11,824	\$20,279	\$0	0%
\$2,830	\$2,790	6670	Service & Information	\$1,311	\$2,800	\$10	0%
\$7,389	\$7,600	6700-6799	OFFICE SUPPLIES AND RESOURCES	\$4,230	\$8,600	\$1,000	13%
\$841	\$1,000	6711	Printed Supplies	\$938	\$1,000	\$0	0%
\$1,742	\$2,000	6721	Office Supplies	\$420	\$2,000	\$0	0%
\$0	\$0	6725	Copy Paper Supplies	\$0	\$0	\$0	0%
\$335	\$600	6781	General Postage	\$853	\$1,000	\$400	67%
\$4,472	\$4,000	6791	Subscriptions and Resource Materials	\$2,019	\$4,600	\$600	15%
\$7,132	\$7,636	6920-6949	PROPERTY TAX	\$3,969	\$7,743	\$107	1%
\$5,531	\$5,636	6921	Sales Tax (Office Space Lease Payments)	\$2,751	\$5,743	\$107	2%
\$1,601	\$2,000	6931	Tangible Property Tax (County)	\$1,218	\$2,000	\$0	0%
\$2,838	\$3,060	6950-6969	LICENSES AND FEES	\$1,655	\$3,523	\$463	15%
\$2,838	\$3,060	6951	Licenses & Fees	\$1,655	\$3,523	\$463	15%
\$51,150	\$54,260	9250	DEPRECIATION & AMORTIZATION EXPENSE	\$23,807	\$54,260	\$0	0%
\$27,150	\$30,260	9251	Depreciation- Book Basis	\$11,807	\$30,260	\$0	0%
\$24,000	\$24,000	9289	Amortization [new for FY21-22]	\$12,000	\$24,000	\$0	100%
\$675,742	\$693,500	9300-9389	CONTRACT SERVICE AGREEMENTS TO FDA	\$346,750	\$809,826	\$116,326	17%
\$86,510	\$92,845	9310	Expense Reimbursement to FDA	\$46,422	\$101,550	\$8,705	9%
\$510,213	\$520,140	9340	Personnel Contract Services	\$260,070	\$626,234	\$106,094	20%
\$79,019	\$80,515	9370	Office Space Lease	\$40,257	\$82,041	\$1,526	2%
\$101,017	\$168,633	9500-9599	FDA SPONSORED PROGRAMS	\$108,361	\$172,850	\$4,217	3%
\$67,567	\$128,133	9511	FDC Major Sponsorship	\$92,836	\$130,000	\$1,867	1%
\$18,050	\$18,050	9521	General Recruitment Sponsorship	\$9,025	\$18,050	\$0	0%
\$13,000	\$13,000	9522	Student Recruitment Promotion Sponsorship	\$6,500	\$13,000	\$0	0%
\$0	\$0	9525	Students Insurance Premium Sponsorships	\$0	\$0	\$0	0%
\$2,400	\$9,450	9531	Leadership Affairs Events Sponsorships	\$0	\$11,800	\$2,350	25%
\$0	\$0	9800-9899	CONTINGENCY	\$0	\$0	\$0	0%
\$0	\$0	9801	Unallocated Contingency	\$0	\$0	\$0	0%

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**FDA SERVICES INC. (CO./FUND #20)
FISCAL YEAR 2024-2025**

FDAS Expenses Summary - Taxes and FDAF Contribution - After Net Income

Last Year 2022-23 ACTUAL	Cur. Yr. Budget FY 2023-2024	ACCT. NO.	FDA Services CO./FUND #20 -- Florida Operations Dept. #010 (2024-2025 Fiscal Year Budget Computations)	Cur.Yr. 6 Mo. YTD 2023-24 Actual	Recommend 2024-2025	Budget Change \$ Amount	%
\$391,663	\$355,262	4000-9999	DEPT- #010 FDAS-Taxes, FDAF Contrib.	\$159,734	\$531,440	\$176,178	50%
\$270,349	\$254,123	6910	INCOME TAXES (Federal & State)	\$159,734	\$385,467	\$131,343	52%
\$222,732	\$209,371	6911	Federal Income Taxes	\$123,263	\$303,525	\$94,153	45%
(\$5,518)	\$0	6912	Less: Deferred federal income tax credit	\$0	\$0	\$0	0%
\$53,135	\$44,752	6915	State Income Taxes	\$36,472	\$81,942	\$37,190	83%
\$121,314	\$101,139	9600-9699	CHARITABLE CONTRIBUTIONS	\$0	\$145,973	\$44,835	44%
\$121,314	\$101,139	9610	FI.Dental Assoc. Foundation Contributions (Unrestricted)	\$0	\$145,973	\$44,835	44%
\$0	\$0	9881	TRANSFER TO NET ASSETS (FDAS Reserves)	\$0	\$0	\$0	0%
\$0	\$0	9881	Transfer to Net Assets (FDAS Reserves)	\$0	\$0	\$0	0%

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**FDA SERVICES INC. (CO./FUND #20)
FISCAL YEAR 2024-2025**

FDAS - SUMMARY OF MAJOR EXPENSE BUDGET CHANGES BY ACCOUNT

FDAS EXPENSE - FY 2024-2025 BUDGET: LISTING OF MAJOR ENHANCEMENTS & CHANGES BY ACCOUNT:

Type	Acct #	Account Name	Reason for Enhancement/ Budget Change	Budget Change
DEPT. #010 MAJOR EXPENSE CHANGES:				
Higher	10-4250	SH-Meeting Expenses	Higher meeting costs for Dec & May meetings with FDA board meeting structure change.	\$20,551
Lower	10-4310	BOD-Meeting Expenses	Higher meal costs for August meeting at Streamsong.	(\$38,470)
Higher	10-5320	Conferences - Staff Travel	Lower since no Strategic Partners Meeting this year.	\$17,000
Higher	Various	Wages, Compensation & Payroll Taxes	Higher due to more DSO conference travel planned.	\$238,574
Lower	Various	Insurance Benefits	Higher wages based on higher sales, merit increases and additional CSR.	(\$4,762)
Higher	Various	Pension & 401k Plan	Lower due to lower health insurance rates from PEO change to Paychex.	\$22,427
Higher	10-5851	Package & Liability Insurance (FDAS portion)	Higher based on higher wages due to higher sales & merit increases.	\$6,035
Higher	10-5853	Errors & Omissions Insurance	Higher due to FDAS allocation increase for D&O coverage.	\$10,625
Higher	10-5871	Equipment/Software Maintenance	Higher due to coverage increase from \$2 to \$3 million (in line with industry best practices).	\$7,646
Lower	10-6310	Social Media Marketing	Higher due to increases for accounting and insurance software.	(\$10,100)
Higher	10-6411	Exhibition Travel - Staff	Lower due to less social media buys with targeted focus.	\$3,209
Lower	10-6421	Exhibit Booth Space Rental	Higher due to addition of WIND staff travel.	(\$5,238)
Lower	10-6427	Exhibition Materials	Lower since entire FDC falls in one fiscal year.	(\$2,333)
		FDA Crown Savings Program		
Lower	10-6471	Marketing (Exhibit) Expense	Lower since entire FDC falls in one fiscal year.	(\$11,948)
Higher	10-6481	Corporate Promotion	Higher based on current year actuals.	\$5,000
Higher	10-9310	Expense Reimbursement to FDA	Higher based on higher allocation of FDA overhead expenses.	\$8,705
			Higher based on allocation increase of FDA staff time to FDAS activities related to time studies and position changes as well as merit/benefit increases.	
Higher	10-9340	Personnel Contract Services		\$106,094
			Higher due to higher FDC & WIND sponsorships partially offset by entire FDC falling in one fiscal year (no split).	
Higher	10-9511	FDC Major Sponsorship		\$1,867
Lower	10-9531	FDA Leadership Sponsorship	Lower since entire FDC falls in one fiscal year.	\$2,350
Bal Dep #010 Exp.	Remainder	FDA- All Other Dep #010 Changes		(\$2,490)
Subtotal of the Dep #010 Operating Budget Changes:				\$374,741
Higher tax	10-6911	Federal & State Income Tax	Higher taxes based on higher pre-tax income calculation.	\$131,343
Higher contribution	10-9610	FDAF Contribution	Higher FDAF contribution based on higher net income projection.	\$44,835
Subtotal of Income Taxes & FDAF Contribution Budget Changes:				\$176,178
TOTAL OF OPERATING DEPT. #10 BUDGET EXPENSE CHANGES:				\$550,919
OTHER ASSOCIATIONS' (Non-FDA) INSURANCE PROGRAMS MAJOR EXPENSE CHANGES:				
Higher	Various	DIS	DIS DP#300 TDC Expansion- Other States	\$50,300
Lower	Various	HPIS	Healthcare Prof Svcs DP#310	(\$22,400)
Balance other exp	All Other Non-FDA	Various	FDA- All Other FDA Insur. Program Changes	\$0
TOTAL OF THE OTHER (Non-FDA) ASSOCIATIONS INSURANCE PROGRAMS BUDGET CHANGES:				\$27,900
TOTAL FDA SERVICES ALL EXPENSE FY 2024-25 BUDGET CHANGES (From Prior FY Budget)				\$578,819

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FDA SERVICES INC. (CO./FUND #20)
FISCAL YEAR 2024-2025

FDA SERVICES PAYMENTS TO FDA & FDAF - BUDGET SUMMARY PAGE

Last Year 2022-23 ACTUAL	Cur. Yr. Budget FY 2023-2024	ACCT.NO.	FDA Services CO./FUND #20 -- Florida Operations Dept. #010 (2024-2025 Fiscal Year Budget Computations)	Recommend 2024-2025	Budget Change \$ Amount	%
\$2,144,247	\$1,958,749		GRAND TOTAL FDA BUDGET FROM FDA SVC (include Crown Savings Program)	\$2,462,087	\$503,338	26%
36%	31%		Percentage of FDA Svcs. Payments to the FDA of FDA Svc. Total Revenue	34%	3%	
\$1,796,851	\$1,629,033	4000-9999	FDA Services Budget Payments to the FDA	\$2,089,786	\$460,753	28%
\$106,815	\$124,113	6200-6499	MARKETING AND PROMOTION - FLORIDA	\$116,867	(\$7,246)	(6%)
\$51,727	\$55,799	6340-6369	Insurance-Printed Advertising - Today's FDA	\$55,798	(\$1)	(0%)
\$15,188	\$15,000	6382	Insurance-Website/Mobile App. Advertising- FDA	\$15,000	\$0	0%
\$1,430	\$4,133	6391	Insurance-Printed Advertising - FDC Program	\$3,175	(\$958)	(23%)
\$13,917	\$22,733	6421	Exhibitor Booth Rental at FDC (FDAS Insurance booths)	\$17,495	(\$5,238)	(23%)
\$0	\$0	6554	SourceOne Dental Marketing- TFDA&FDA Website ads Inactive	\$0	\$0	0%
\$3,930	\$4,547	6471	FDA Crown Savings Royalty Programs-Exhibitor Booth Rental at FDC	\$3,499	(\$1,048)	(23%)
\$20,623	\$21,900	6475	FDA Crown Savings Royalty Programs-Today's FDA Ads	\$21,900	\$0	0%
\$0	\$0	6576	FDA Crown Savings Royalty Programs Mkt.- FDC program ad	\$0	\$0	0%
\$675,742	\$693,500	9300-9389	CONTRACT SERVICE AGREEMENTS TO FDA	\$809,826	\$116,326	17%
\$86,510	\$92,845	9310	Overhead Expense Reimbursement to FDA	\$101,550	\$8,705	9%
\$510,213	\$520,140	9340	Personnel Contract Services	\$626,234	\$106,094	20%
\$79,019	\$80,515	9370	Office Space Lease	\$82,041	\$1,526	2%
\$101,017	\$168,633	9500-9599	FDA SPONSORED PROGRAMS	\$172,850	\$4,217	3%
\$67,567	\$128,133	9511	FDC Major Sponsorship	\$130,000	\$1,867	1%
		6471/9511	FDC Specific Events Sponsor (Crown Savings) Inactive	\$0	\$0	0%
\$18,050	\$18,050	9521	General Recruitment Sponsorship	\$18,050	\$0	0%
\$13,000	\$13,000	9522	Student Recruitment Promotion Sponsorship	\$13,000	\$0	0%
\$0	\$0	9525	Students Insurance Premium Sponsorship	\$0	\$0	0%
\$2,400	\$9,450	9531	Leadership Events Sponsorship	\$11,800	\$2,350	25%
\$51,597	\$45,504	4200	SHAREHOLDERS MEETING EXPENSES	\$66,055	\$20,551	45%
\$51,597	\$45,504	4210-4250	FDAS Shareholders Meeting	\$66,055	\$20,551	45%
\$861,680	\$597,284	9390	FDA SERVICES EQUITY DISTRIBUTION TO THE FDA	\$924,189	\$326,905	55%
\$861,680	\$597,284	9391	FDA Services Equity Distribution to FDA (formerly called dividends)	\$924,189	\$326,905	55%
\$347,397	\$329,715		ADD: FDA Crown Savings Royalty (share) Derived from FDAS Mkt.	\$372,300	\$42,585	13%
\$347,397	\$329,715	FDA Budget	FDA Crown Savings - FDA Share of Royalty Revenue	\$372,300	\$42,585	13%
\$347,397	\$329,715	3700	FDA Crown Savings Program Royalty Revenue (in FDA Budget)	\$372,300	\$42,585	13%

Note: This is the comparison to the FDA Services' Budget Total Payments to the FDA including revenue to FDA for the Crown Savings Program.

\$121,314	\$101,139		TOTAL TO FLORIDA DENTAL ASSOC. FOUNDATION (FDAF)	\$145,973	\$44,836	44%
\$121,314	\$101,139	9600-9699	FDAF CHARITABLE CONTRIBUTIONS (from FDA Svcs.)	\$145,973	\$44,836	44%
\$121,314	\$101,139	9610	FDAF Contributions	\$145,973	\$44,836	44%
\$198,000	\$198,000		TOTAL TO COMPONENTS OF THE FLORIDA DENTAL ASSOCIATION	\$198,000	\$0	0%
\$198,000	\$198,000	6205	COMPONENTS' PROGRAM SUPPORT	\$198,000	\$0	0%
\$198,000	\$198,000	6205	Components of the FDA Mailing List	\$198,000	\$0	0%
\$2,463,561	\$2,257,888		GRAND TOTAL TO FLORIDA ORGANIZED DENTISTRY	\$2,806,062	\$548,174	24%

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FDA SERVICES INC. (CO./FUND #20)
FISCAL YEAR 2024-2025

FDAS - OTHER ASSOCIATIONS' PROGRAMS EXPENSES - SUMMARY

DENTISTS INSURANCE SERVICES [DIS] {TDC Expansion to Other States} - DEPT. #300 Expenses

Last Year 2022-23 ACTUAL	Cur. Yr. Budget FY 2023-2024	ACCT.NO.	FDAS CO./FUND --Dentists Insurance Services Dept. #300 Expense (2024-2025 Fiscal Year Budget Computations)	Cur.Yr. 6 Mo. YTD 2023-24 Actual	Recommend 2024-2025	Budget Change \$ Amount	%
\$66,008	\$163,550	4000-9999	DEPT-#300 FDAS -DENTISTS INSURANCE SVCS. [DIS]	\$74,261	\$213,850	\$50,300	31%
\$43,120	\$138,550	6220-6499	MARKETING AND PROMOTION - OTHER STATES	\$60,579	\$187,350	\$48,800	35%
\$3,332	\$10,000	5320	Convention Travel- Staff - DP#300	\$1,525	\$10,000	\$0	0%
\$0	\$2,350	5520	Partnership Travel-Staff- DP#300	\$0	\$2,350	\$0	0%
\$39,789	\$126,200	6311	Marketing- DP#300	\$59,054	\$175,000	\$48,800	39%
\$22,888	\$25,000	6951	Governmental Licenses/Fees- DIS	\$13,683	\$26,500	\$1,500	6%
\$22,888	\$25,000	6951	Governmental Licenses/Fees- DIS	\$13,683	\$26,500	\$1,500	6%

HEALTHCARE PROFESSIONAL INSURANCE SERVICES [HPIS] - DEPT. #310 Expenses

Last Year 2022-23 ACTUAL	Cur. Yr. Budget FY 2023-2024	ACCT.NO.	FDAS CO./FUND --Healthcare Prof Insurance Services Dept. #310 Expense (2024-2025 Fiscal Year Budget Computations)	Cur.Yr. 6 Mo. YTD 2023-24 Actual	Recommend 2024-2025	Budget Change \$ Amount	%
\$5,361	\$58,400	4000-9999	DEPT-#310 FDAS -HEALTHCARE PROF INSUR SVCS. [HPIS]	\$11,564	\$36,000	(\$22,400)	(38%)
\$3,682	\$56,400	6220-6499	MARKETING AND PROMOTION - OTHER STATES	\$11,564	\$34,000	(\$22,400)	(40%)
\$963	\$6,000	5320	Convention Travel- Staff - DP#310	\$0	\$6,000	\$0	0%
\$0	\$0	5520	Partnership Travel-Staff- DP#310	\$0	\$0	\$0	0%
\$2,719	\$50,400	6311	Marketing- DP#310	\$11,564	\$28,000	(\$22,400)	(44%)
\$1,679	\$2,000	6951	Governmental Licenses/Fees- HPIS	\$0	\$2,000	\$0	0%
\$1,679	\$2,000	6951	Governmental Licenses/Fees- HPIS	\$0	\$2,000	\$0	0%

Florida Optometrists - FOI - DEPT. #400 Expenses

Last Year 2022-23 ACTUAL	Cur. Yr. Budget FY 2023-2024	ACCT.NO.	FDAS CO./FUND -- FL Optometrists Dept. #400 Expense (2024-2025 Fiscal Year Budget Computations)	Cur.Yr. 6 Mo. YTD 2023-24 Actual	Recommend 2024-2025	Budget Change \$ Amount	%
\$7,781	\$3,500	4000-9999	DEPT-#400 FDAS - FOI OPERATIONS	\$1,196	\$3,500	\$0	0%
\$7,781	\$3,500	6220-6499	MARKETING AND PROMOTION - FOI	\$1,196	\$3,500	\$0	0%
\$0	\$0	6221	Mailing List Fee- FOI	\$0	\$0	\$0	0%
\$7,781	\$3,500	6311	Marketing- FOI	\$1,196	\$3,500	\$0	0%
\$0	\$0	6411	Exhibitions/Events Marketing- FOI	\$0	\$0	\$0	0%

ALABAMA EXPENSE - DEPT. #450 Expenses

Last Year 2022-23 ACTUAL	Cur. Yr. Budget FY 2023-2024	ACCT.NO.	FDAS CO./FUND -- Alabama Operations Dept. #450 Expense (2024-2025 Fiscal Year Budget Computations)	Cur.Yr. 6 Mo. YTD 2023-24 Actual	Recommend 2024-2025	Budget Change \$ Amount	%
\$0	\$0	4000-9999	DEPT-#450 FDAS - ALABAMA OPERATIONS	\$0	\$0	\$0	0%
\$0	\$0	6200-6499	ROYALTIES- MARKETING & PROMOTION - ALDA	\$0	\$0	\$0	0%
\$0	\$0	6205-6229	Royalties- ALDA	\$0	\$0	\$0	0%

RETURN

HOW TO WRITE A RESOLUTION FOR THE FDA

- ❑ **1. MAKE SURE THE ISSUE IS NOT ALREADY BEING ADDRESSED** by contacting Lianne Bell, Leadership Affairs Manager, at lbell@floridadental.org or 850.350.7114. Be prepared with specific details of the problem. Lianne will share with the appropriate leaders and staff to see if the issue is already being handled.
- ❑ **2. DETERMINE WHETHER THE RESOLUTION IS BOARD OR HOUSE FINAL.** This will determine the timing of resolution deadline. Resolutions not submitted in time for agenda distribution will be emailed prior to the meeting.

The Florida Dental Association Board of Trustees (BOT) reviews resolutions that deal with **procedure**, such as operations or financial transactions. The BOT does not need to forward the resolution to the House of Delegates (HOD) for final approval, therefore it is “Board final.” Deadline for Board agenda: four weeks prior to the meeting.

The FDA HOD reviews resolutions that deal with **policy**, such as support statements or bylaws changes. Deadline for House agenda: five weeks prior to the meeting. It is good practice to run past the BOT when possible for feedback prior to the HOD.
- ❑ **3. COMPLETE THE RESOLUTION BACKGROUND CHECKLIST** This is a good way to see if a resolution is needed or appropriate.
- ❑ **4. IDENTIFY WHERE THE RESOLUTION ORIGINATES** (e.g., West Coast District Dental Association or Council on Financial Affairs).
- ❑ **5. WRITE A BACKGROUND STATEMENT.** This should be a concise statement that shows the reason the resolution is needed. Financial implications should be included.
- ❑ **6. WRITE THE SPECIFIC ITEM REQUESTED STARTING WITH “RESOLVED, THAT...”**

There may be more than one resolving clause. There are no “whereas” clauses in the resolutions used by the FDA, as this is covered in the background statement.
- ❑ **7. SUBMIT THE INFORMATION AND COMPLETED BACKGROUND CHECKLIST** to Lianne Bell at lbell@floridadental.org.
- ❑ **8. THE LEADERSHIP AFFAIRS DEPARTMENT WILL FORMAT THE RESOLUTION,** assign it a number and add it to the agenda (if received on time).

1 DATE: February 19, 2019

2

3 SUBMITTED BY: FDA Foundation

4

5 **APPROVAL OF 2020 FLORIDA MISSION**
6 **OF MERCY LOCATION**

7

8 **RECOMMENDATION:**

9

10 2019B-026 [Procedure] RESOLVED, that the FDA Board of Trustees approves
11 Jacksonville as the location for the 2020 Florida Mission of Mercy (FLA-
12 MOM).

13 **BACKGROUND:** At their November 30, 2018 meeting, the FDA Foundation Board of Directors
14 approved an application from the Northeast District Dental Association to host the 2020 FLA-
15 MOM on April 24-25 in Jacksonville. Proposed location is the Prime F. Osborn III Convention
16 Center in downtown Jacksonville (location for the 2016 FLA-MOM).

17

18 **STRATEGIC PLAN LINK:** This matter relates to Goal 2: Membership – Increase Member
19 loyalty and investment and Goal 3: The FDA (and ADA) will be recognized as the leaders and
20 advocates for oral health.

21

22 **UNBUDGETED IMPACT:** None

23



RESOLUTION BACKGROUND CHECKLIST

HOW WILL YOU ANSWER THE FOLLOWING WHEN FORMULATING YOUR RESOLUTION?

- 1. What is the specific problem this resolution will address?
- 2. Is it legal & ethical?
- 3. Is it consistent with the mission and strategic plan?
- 4. Does the FDA have a demonstrated capacity to accomplish it?
- 5. Will it reach a critical mass of members?
- 6. What does "success" look like and how will it be measured?
- 7. Is the FDA the most effective entity to accomplish it?
- 8. Does it have positive long-term consequences?
- 9. Will the benefit outweigh the cost?
- 10. Will this impact components (cost/staff time)? If so, have they been involved/informed?

Florida Dental Association Strategic Plan

FDA Mission: Helping Members Succeed

Goals / Objectives / Strategies

Goal 1: Finance – Assure organizational sustainability:

Objective 1: Revenue will exceed operating expenses annually:

Strategies:

- 1.1 Develop and implement program and service evaluation criteria
- 1.2: Review and ensure FDA’s governance structure facilitates implementation of the strategic plan and is efficient, cost effective, and meets organizational needs
- 1.3: Modify the budget process to enable more timely and accurate budget decisions to support the strategic plan

Objective 2: Increase sources of non-dues revenue:

Strategies:

- 2.1: Create new sources of non-dues revenue
- 2.2: Increase utilization of existing revenue generating products and services
- 2.3: Offer revenue-generating products and services to new markets
- 2.4: Develop and implement program and service evaluation criteria

Goal 2: Membership – Increase member loyalty and investment:

Objective 3: Achieve the following goals in the Five Pillars of Membership by year-end 2025:

Membership Pillar	Goal
Active Licensed Members	7,127
Full Dues Paying Members	5,151
Total Dues Revenue	\$2,594,076.00
Average Dues Per Member	\$364.00
Market Share	55.3%

Strategies:

- 3.1: Streamline the membership process while maintaining ethical standards
- 3.2: Continue to recruit new dentists in engagement opportunities
- 3.3: Stratify and segment recruitment and retention marketing strategies
- 3.4 Ensure member benefits and value proposition are member focused and data driven

Objective 4: Increase member engagement in leadership, programs and services:

Strategies:

- 4.1: Establish a database of membership involvement at the national, state, component, and affiliate level
- 4.2: Increase awareness and use of FDA products and services
- 4.3: Use baseline data to identify potential leaders
- 4.4: Develop leaders

Goal 3: The FDA (and ADA) will be recognized as the leaders and advocates for oral health.

Objective 5: Targeted stakeholders will recognize the ADA/FDA and its members as the authority on oral health

Strategies:

- 5.1 Educate and provide **members** with tools that assist them in becoming leaders in oral health and prevention
- 5.2 Educate and influence **elected officials**, legislative and regulatory entities on oral health and prevention
- 5.3 Proactively engage **media** outlets
- 5.4 Improve the doctor/patient relationship by influencing **third party payers**
- 5.5 Educate the public on oral health and prevention
- 5.6 Sponsor high visibility programs that highlight FDA's commitment to oral health and prevention

Florida Dental Association
PENDING LIST
 Board of Trustees and House of Delegates
 As of 12/26/2023

Item	Referral	Description	Status	Due Date	Completed
HOD 1/23/2015	GAO	Directs that the Governmental Action Committee support legislation similar to Texas (2015 HB 3024) requiring primary and secondary insurers to coordinate benefits.	In progress (<i>pending filing legislation at this time due to dental therapist threat</i>)		
BOT 8/21/2021	Ruthstrom	BOT directed FDA Services to investigate and review for profit business opportunities in the area of third party payers that would benefit current and future members.	In progress	Ongoing	
BOT 8/26/2023	Darnell	BOT directed FDA staff to collect information on pre-dental students working in member dental offices to gain experience and help with workforce shortages	In progress	*BOT will hear report on this program in May 2024	
BOT 12/2/2023	Communications	BOT asked FDA staff to research and make a recommendation: should the FDA do a marketing plan to patients explaining dental "insurance?"	In progress		

FDA Board of Trustees Annual Calendar Review

2024

August 15-18	August BOT Strategic Planning Meeting & Retreat Streamsong Resort, Bowling Green, FL
October 9	BOT Video Conference Call 6:00-7:30 PM
October 19-22	ADA House of Delegates (not required for BOT members) New Orleans, LA
December 6-7	BOT Meeting* FDA Headquarters, Tallahassee, FL

2025

January 17-18	LEAD & Semi-annual House of Delegates Marriott Orlando Airport Lakeside, Orlando, FL
March 12	BOT Video Conference Call 6:00-7:30 PM
March 20-22	FLA-MOM (not required for BOT) Daytona Beach, FL
March 25	Dentists' Day on the Hill (not required for BOT) Governmental Affairs Office, Tallahassee, FL
March 31-April 1	ADA Lobby Day (not required for BOT) Washington DC
May 16-17	BOT Meeting* FDA Headquarters, Tallahassee, FL
June 19-21	FDC & Annual House of Delegates Gaylord Palms Resort, Orlando, FL
August 14-16	August BOT Strategic Planning Meeting & Retreat One Ocean Resort, Atlantic Beach, FL
October 25-28	ADA House of Delegates (not required for BOT) Washington DC

**new meeting schedule, Friday 8am-4pm and Saturday 8am-2pm (plan for arrival on Thursday and departure Saturday)*

RETURN