

New York State Dental Association

YEAR END 2025 INTERNAL FINANCIALS



NOTES TO FINANCIAL STATEMENTS YEAR END - 2025

A. These internal financial statements are strictly for NYSDA's General Fund, which reflects the general operations of the Association. They do not include other Board-segregated funds or other affiliated companies. The financial operations of affiliated companies such as NSS, the Foundation, PAC, etc, are addressed directly by their respective Boards. Most of the financial results of these affiliates are reported to the House each year in the consolidated audit report.

B. The biggest variance in these reports is the unfavorable dues variance of approximately \$445k. There are a few reasons for this. The most prominent is the late issuance of dues statements due to the many problems with the new ADA Salesforce/Fonteva database system. The delay has caused more non-renewals overall.

The second reason for the shortfall is that the 2025 dues budget was quite optimistic and reflected a 6% membership increase over 2023 rather than our typical 2-3% annual decrease.

The third reason for our shortfall is that we normally receive an inflationary dues increase to keep our revenues in line with inflation, but the House chose not to approve one for 2025.

C. Credit Card Processing Fees -The delay in dues billing surprisingly resulted in higher credit card processing fees compared to the prior year. While illogical on the surface, this is because the budget presumes many payments being processed in the prior year as many members pay just before year-end. With our late dues billing in 2025, such was not possible, so nearly all processing fees for the 2025 dues were in 2025, with little in 2024. 2026 dues billing occurred in a more typical fashion with the physical statement mailing occurring in early December, adding to more credit card activity in the year 2025.

D. Please note that the Investment Income line of the report includes a \$275,000 transfer of funds from the Reserve Fund and a \$150k dividend from NSS. This Reserve Fund transfer is part of the Board's directive to draw down \$275k annually from Reserves to help fund the Budget. The dividend from NSS is distributed once a year, to NYSDA as its sole shareholder and may vary from year to year depending on the results of NSS operations.

- Please note that while the \$275k shows up as income in our internal statements, the audited statements report this as a transfer between funds rather than as income to the General Fund.

E. Event Sponsorships: Budget was optimistic on sponsors of events and while NYSDA exceeded budget with dinner dance sponsors (23k actual, 20k budgeted), we did not have over 30k in other event sponsorships. It was more consistent with the 2024 previous year with a little for black history and some sponsors of new dentist/resident events.

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

- F.* Journal budget income had an optimistic outlook with hopes that more advertisers would take on a package deal and that the change to a two-month classified ad runtime would generate more interest, however revenues continue to decline, especially in the non-print versions. NYSDA now only has two journals mailed and while that has cut costs of mailing and printing significantly it has been harder to obtain display and classified ads. Web and banner ads picked up but not as quickly as the budget had projected. Expenses were close to budget, but the income fell short.
- G.* Payroll: There were shifts in employee departments as part of the restructuring efforts of the Executive Director.
- In the 2nd quarter of 2024 membership personnel left the Finance department and combined with marketing to make a Membership Experience department.
 - In Jan 2025 under the new Executive Director, the Communication director was separated into her own Communications department. The 2025 budget includes her in the Membership Experience figures.
 - Health affairs department lost one employee and Education & NYSSOMS administration gained an employee to shift personnel where additional help was needed.
 - Our Government Affairs Director left in September 2025 and instead of hiring another individual, we extended our lobbyist Brown & Weinraub contract to cover many of those responsibilities (see increase in Lobbying fees in Professional services).
 - Overall payroll was \$558k less than budget, of which the bulk of the favorable variance was related to restructuring and promoting within occurring at the end of 2024, allowing for staff to take on some additional responsibilities and eliminating one highly paid position.
 - 2024 Payroll is much higher than a typical year as the severance according to the contract terms of the former executive director, terminated September 2024, was approximately \$450k and added to the cost in that year.
- H.* Legal Fees show up under professional services and are included in the Board of Trustees department. In August of 2024, the Board agreed to conduct an internal investigation regarding the termination of the Executive Director. The law firm of Wilson Elser was hired to perform this investigation. As of December 31, 2024, \$76k was expended on this. In 2025 another \$133k was expended, resulting in a total of \$209k in legal fees related to this investigation. The final bill for Wilson Elser was in April 2025 and the Board had a special session at the 2025 HOD to discuss the results. The 2025 expenditures show up in the board of trustees department.
- I.* Budget travel assumes all will submit for travel reimbursement, which does not happen but is included because should more of the members submit, we do not wish for a large unfavorable variance. Both the House and ADA meeting came under budget, an over 100k favorable variance. The remaining positive variance is related to councils and officers traveling/submitting less than budgeted.
- J.* Audit Fees dropped significantly with the change in auditors for 2025. Mid-2025 we had an RFP out on audit firms and in September chose to switch auditors from UHY to Bonadio, resulting in 22k in savings from the budget.

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

- K.** Retirement Plan fees were much lower due to forfeitures in the plan. There were \$97k and \$40k in forfeitures for the years ended 2025 and 2024, respectively. Forfeitures occur when former employees leave the association before becoming fully vested. These forfeitures are used to reduce the plan administrative fees or end of year retirement employer contribution. Milliman determines when the forfeiture occurs based on years of service and/or a former employee taking out their vested monies (there is a timeframe to be rehired and able to continue to get vested if they do not pull the monies from the plan).
- \$22k of the 2025 forfeitures reduced the Retirement plan Administration fees and the remaining \$75k reduced the end of year employer retirement contribution (in employee benefits).
 - \$40k of the 2024 forfeitures reduced the Retirement plan Administration fees (we received these earlier in the 2024 year so able to offset these fees instead of the end of year retirement contribution).
- L.** The Board authorized the following:
- \$20k contribution to the California Dental Association Relief fund related to wildfires
 - \$5k contribution to NYSDF to sponsor and have a table at the Annual Brunch
 - \$2.5k contribution to NYSDF to sponsor Giving Toothday.

These are reflected in the Board of Trustees department and recorded in contributions.

New York State Dental Association

OPERATING SUMMARY YEAR ENDED 2025 AND 2024

	2025			2024
	Actual	Budget	Variance	Actual
REVENUES:				
Dues	\$ 3,215,257	\$ 3,660,630	\$ (445,373)	\$ 3,373,978
Investment	450,787	475,000	(24,213)	493,679
Legal Protection Plan	79,274	105,000	(25,726)	88,605
Royalties	398,565	380,000	18,565	339,045
Publications	76,149	141,228	(65,079)	92,393
Administration of Affiliates	196,000	191,500	4,500	191,000
Grant Income	78,500	50,000	28,500	62,928
Installment Fee Income	-	30,000	(30,000)	30,720
ADA Reimb Dues Activity	51,420	60,000	(8,580)	55,904
Event Sponsorships	31,505	68,000	(36,495)	32,000
Other	4,700	3,000	1,700	4,642
Total Revenues	<u>4,582,157</u>	<u>5,164,358</u>	<u>(582,201)</u>	<u>4,764,894</u>
EXPENSES:				
Administrative	3,959,504	4,653,123	(693,619)	4,810,076
Councils	67,491	102,288	(34,797)	52,032
Special Committees	4,649	2,000	2,649	2,799
House and Board	540,292	499,501	40,791	428,932
Officers	107,964	125,100	(17,136)	112,264
ADA House/Campaign	201,809	241,325	(39,516)	208,660
Total Expenses	<u>4,881,709</u>	<u>5,623,337</u>	<u>(741,628)</u>	<u>5,614,763</u>
Net surplus (deficit) prior to recover	<u>(299,552)</u>	<u>(458,979)</u>	<u>159,427</u>	<u>(849,869)</u>
Bad Debt Recovery	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Net surplus (deficit) revenues over expenses	<u>\$ (299,552)</u>	<u>\$ (458,979)</u>	<u>\$ 159,427</u>	<u>\$ (849,869)</u>

New York State Dental Association

DUES YEAR ENDED 2025 AND 2024

	2025			2024
	Actual	Budget	Variance	Actual
New York County	\$ 468,063	\$ 535,702	\$ (67,639)	\$ 497,887
Second District	301,781	333,956	(32,175)	307,997
Third District	128,631	138,998	(10,367)	135,561
Fourth District	141,520	158,452	(16,932)	145,520
Fifth District	203,177	224,304	(21,127)	203,963
Sixth District	80,565	90,505	(9,940)	82,204
Seventh District	276,293	307,764	(31,471)	288,251
Eighth District	275,499	331,103	(55,604)	299,232
Ninth District	407,038	470,548	(63,510)	425,152
Nassau County	382,713	434,942	(52,229)	394,850
Queens County	205,720	241,605	(35,885)	219,791
Suffolk County	289,369	330,629	(41,260)	314,265
Bronx County	53,770	60,122	(6,352)	56,788
Student	-	-	-	-
Associate	1,118	2,000	(882)	2,517
Total NYSDA Dues	\$ 3,215,257	\$ 3,660,630	\$ (445,373)	\$ 3,373,978

New York State Dental Association

EXPENSES BY NATURAL CLASSIFICATION YEAR ENDED 2025 AND 2024

	2025			2024
	Actual	Budget	Variance	Actual
Payroll				
Compensation	\$ 1,958,840	\$ 2,287,689	\$ (328,849)	\$ 2,683,451
Retirement Plan	238,297	369,830	(131,533)	345,103
Other Benefits	351,154	420,805	(69,651)	351,336
Payroll Taxes	138,896	167,402	(28,506)	177,137
Total Payroll	2,687,187	3,245,726	(558,539)	3,557,027
Travel-Related				
Lodging	233,636	305,056	(71,420)	253,534
Transportation	92,144	177,049	(84,905)	119,506
Meals	179,914	241,326	(61,412)	174,817
Rental & Catering	31,655	51,700	(20,045)	34,439
Other Travel-Related	-	17,599	(17,599)	2,675
Total Travel-Related	537,349	792,730	(255,381)	584,971
Professional Services				
Legal Fees	132,586	-	132,586	76,291
Audit Fees	25,400	48,000	(22,600)	41,310
Computer System Svs	39,483	44,000	(4,517)	41,569
Lobbying Fees	104,050	95,000	9,050	90,050
Retirement Plan Admin Fees	28,929	42,000	(13,071)	6,807
Peer Asst Coordinator	45,000	48,000	(3,000)	45,000
Membership Wellness Services	33,900	25,000	8,900	-
Other Professional Services	100	-	100	14,008
Total Professional Services	409,448	302,000	107,448	315,035
Other				
Occupancy	229,038	229,867	(829)	225,282
Office Equip & Suppl	220,272	246,709	(26,437)	196,217
Telephone	17,389	16,850	539	16,079
Postage & Delivery	45,552	63,947	(18,395)	38,950
Print Production	87,375	106,730	(19,355)	71,412
Legal Protection Plan Fees	7,948	30,000	(22,052)	22,430
Promotion	72,695	66,498	6,197	76,320
Honoraria	139,000	136,000	3,000	151,088
Contributions-Foundation	7,500	-	7,500	2,500
Contributions - Other	20,000	1,500	18,500	20,288
Taxes	83,455	44,700	38,755	57,336
Business Insurance	41,013	53,676	(12,663)	48,010
Credit Card Proc Fees	205,515	189,500	16,015	153,218
Other	70,973	96,904	(25,931)	78,600
Total Other	1,247,725	1,282,881	(35,156)	1,157,730
TOTAL EXPENSES	\$ 4,881,709	\$ 5,623,337	\$ (741,628)	\$ 5,614,763

New York State Dental Association

EXPENSES BY DEPARTMENT YEAR ENDED 2025 AND 2024

	2025			2024
	Actual	Budget	Variance	Actual
Administrative Departments				
Executive Office	\$ 962,641	\$ 996,848	\$ (34,207)	\$ 1,525,950
Legal Affairs	371,008	364,750	6,258	348,772
Legal-Dental Protection Plan	25,836	43,600	(17,764)	33,590
Membership Experience	775,923	1,177,221	(401,298)	838,741
Communications	213,569	-	213,569	-
Finance & Admin	328,698	635,360	(306,662)	708,020
Health Affairs	202,404	346,757	(144,353)	261,073
Gov't Affairs	256,933	336,285	(79,352)	300,592
Dental Journal	441,964	448,393	(6,429)	424,154
Journal Editor	44,414	44,900	(486)	55,396
Education & NYSSOMS Admin	283,324	208,208	75,116	256,364
Foundation in-kind services	20,739	21,801	(1,062)	20,427
MLMIC Admin	32,051	29,000	3,051	36,997
General	-	-	-	-
Total Administrative Departments	3,959,504	4,653,123	(693,619)	4,810,076
Councils				
HOD Mtg - Current	-	1,400	(1,400)	-
HOD Mtg - Next	1,693	1,400	293	-
HOD Mtg - 2 years	-	1,400	(1,400)	77
Awards	1,031	4,550	(3,519)	3,872
Dental Benefit Programs	3,542	5,150	(1,608)	3,341
Dental Health	5,236	5,200	36	63
Dental Practice	2,377	5,150	(2,773)	(270)
Education	5,166	5,150	16	3,453
Ethics	7,723	24,496	(16,773)	8,894
Gov't Affairs	27,408	24,050	3,358	29,465
Prof'l Liab Insurance	1,544	2,546	(1,002)	2,206
Nominations	-	50	(50)	-
Peer Review & QA	1,544	9,196	(7,652)	2,206
Membership & Communications	10,227	12,550	(2,323)	(1,275)
Total Councils	67,491	102,288	(34,797)	52,032
Special Committees				
Comp P/E Conf	4,649	2,000	2,649	2,799
Total Special Committees	4,649	2,000	2,649	2,799

New York State Dental Association

EXPENSES BY DEPARTMENT YEAR ENDED 2025 AND 2024

	2025			2024
	Actual	Budget	Variance	Actual
House and Board				
House of Delegates	244,729	308,845	(64,116)	247,359
Board of Trustees	213,963	70,456	143,507	83,950
Audit Committee	25,641	48,400	(22,759)	41,310
Investment Committee	-	50	(50)	-
Budget Committee	-	50	(50)	-
Committee on Substance Abuse and Well-Being	54,959	65,450	(10,491)	54,486
Compensation Committee	-	50	(50)	-
IT Technology Task Force	-	50	(50)	-
Strategic Planning Committee	-	50	(50)	-
Dental Medicaid	-	50	(50)	-
Diversity, Equity, Inclusion	1,000	6,050	(5,050)	1,827
Total House and Board	<u>540,292</u>	<u>499,501</u>	<u>40,791</u>	<u>428,932</u>
Officers				
President	38,369	40,000	(1,631)	36,123
President-Elect	24,078	28,900	(4,822)	29,692
Vice President	15,000	19,200	(4,200)	16,449
Treasurer	15,517	18,600	(3,083)	15,000
Speaker	15,000	18,400	(3,400)	15,000
Total Officers	<u>107,964</u>	<u>125,100</u>	<u>(17,136)</u>	<u>112,264</u>
ADA House/Campaign				
House of Delegates	201,809	241,325	(39,516)	208,660
Campaign	-	-	-	-
Empowering Women cocktail event	-	-	-	-
Total ADA House/Campaign	<u>201,809</u>	<u>241,325</u>	<u>(39,516)</u>	<u>208,660</u>
TOTAL EXPENSES	<u><u>\$ 4,881,709</u></u>	<u><u>\$ 5,623,337</u></u>	<u><u>\$ (741,628)</u></u>	<u><u>\$ 5,614,763</u></u>