



Wisconsin Medical Society
Your Doctor. Your Health.

2010

BUDGET

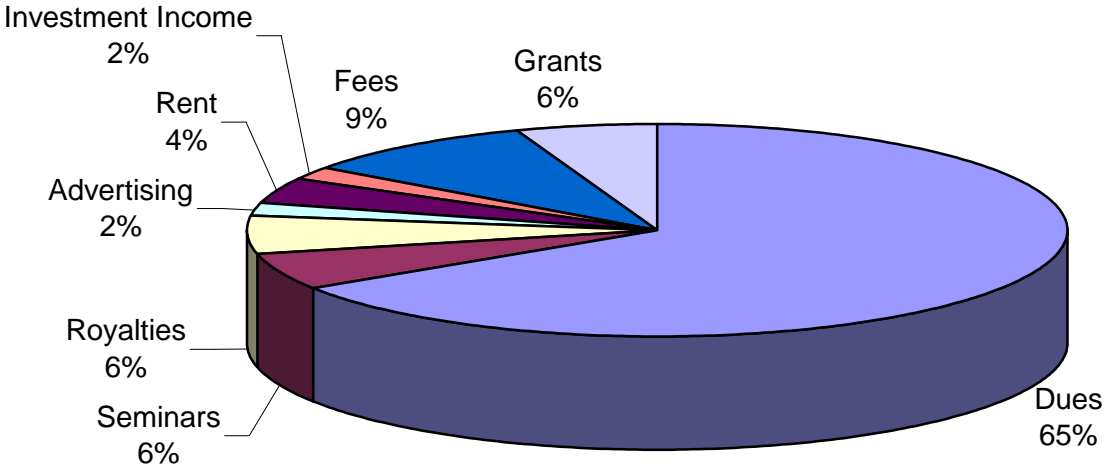
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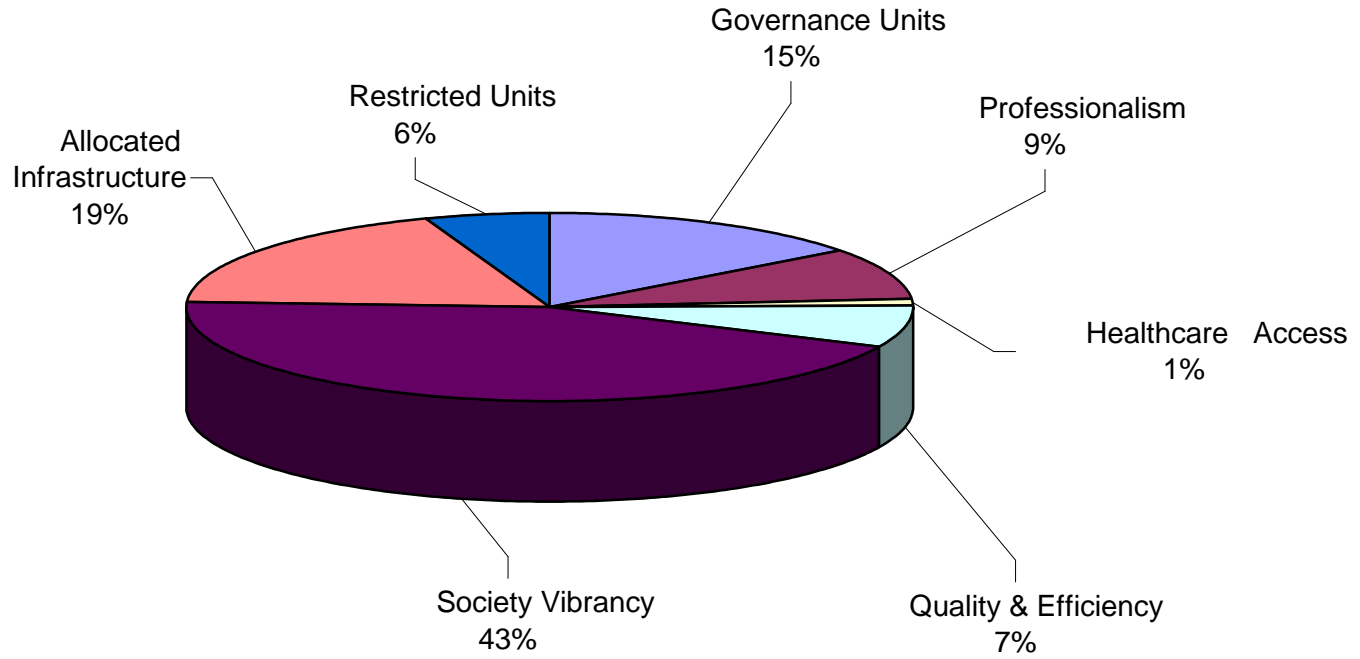
Wisconsin Medical Society, Inc.
2010 Proposed Budget
Executive Summary

	Revenue	Expense	Net
Governance Units	-	891,927	(891,927)
Professionalism	276,784	532,431	(255,647)
Healthcare Access	-	69,409	(69,409)
Quality & Efficiency	110,000	452,976	(342,976)
Society Vibrancy	5,145,302	2,654,602	2,490,700
Allocated Infrastructure	100,000	1,123,583	(1,023,583)
Society Unrestricted Units	5,632,086	5,724,928	(92,842)
Restricted Units	215,908	343,090	(127,182)
Society Total 2009 Budget	5,847,994	6,068,018	(220,024)

Society Revenue by Category



Society Expenses by Category



Wisconsin Medical Society, Inc.
2010 Proposed Budget
Detailed Executive Summary

PROGRAM	Revenues	Expenditures	Net Income/(Loss)
1 Board of Directors	-	301,896	(301,896)
2 House of Delegates	-	155,453	(155,453)
3 AMA Meetings	-	131,295	(131,295)
4 Physicians Sections	-	8,075	(8,075)
5 Councils	-	151,480	(151,480)
6 WISMedPAC	-	35,229	(35,229)
7 CMS-County Medical Societies	-	102,960	(102,960)
8 State Districts	-	5,539	(5,539)
9 GOVERNANCE UNITS	-	891,927	(891,927)
10 Public Relations	-	48,362	(48,362)
11 Wisconsin Medical Journal	145,000	198,292	(53,292)
12 Society CME units	131,784	271,696	(139,912)
13 Professionalism/Ethics/Reputation	-	14,081	(14,081)
14 PROFESSIONALISM	276,784	532,431	(255,647)
15 Access and Coverage	-	9,121	(9,121)
16 Medicaid/Medicare	-	44,196	(44,196)
17 Protect the Liability Climate	-	16,092	(16,092)
18 HEALTHCARE ACCESS	-	69,409	(69,409)
19 Learning Collaboratives	-	3,828	(3,828)
20 Quality efforts	110,000	449,148	(339,148)
21 QUALITY & EFFICIENCY	110,000	452,976	(342,976)
22 Marketing	-	8,030	(8,030)
23 Member Relations	-	531,135	(531,135)
24 Communications	-	111,771	(111,771)
25 Medigram	-	44,773	(44,773)
26 Your Doctor, Your Health	-	4,868	(4,868)
27 State Legislation	-	339,078	(339,078)
28 WHIO Advocacy	-	376,739	(376,739)
29 Federal Legislation	-	123,828	(123,828)
30 Drconnection	15,000	199,141	(184,141)
31 SBIRT Management Services	142,679	42,078	100,601
32 Association Management Services	3,000	2,433	567
33 Outside Meetings	2,000	11,964	(9,964)
34 Education Units	282,400	268,767	13,633
35 Administrative Services	-	434,498	(434,498)
36 Society Vibrancy	4,700,223	155,499	4,544,724
37 SOCIETY VIBRANCY	5,145,302	2,654,602	2,490,700
38 WMS INCOME STATEMENT UNIT	100,000	336,949	(236,949)
39 FACILITIES UNITS	-	406,846	(406,846)
40 General Administration	-	51,247	(51,247)
41 General Counsel Units Summary	-	69,238	(69,238)
42 \Accounting & Finance	-	344,465	(344,465)
43 Office Equipment Maintenance	-	9,000	(9,000)
44 Insurance	-	24,100	(24,100)
45 Human Resources	-	100,539	(100,539)
46 \Employee Enhancement	-	9,907	(9,907)
47 WMS Post Employment	-	54,802	(54,802)
48 Copy Center Mailroom	-	45,573	(45,573)
49 Common Telephone (Technical)	-	31,308	(31,308)
50 Information Technology	-	98,764	(98,764)
51 Common LAN Costs	-	227,217	(227,217)
52 Society Web Page	-	63,632	(63,632)
53 Allocated Offset Unit	-	(750,004)	750,004
54 ALLOCATIONS	100,000	1,123,583	(1,023,583)
56 SOCIETY UNRESTRICTED UNITS	5,632,086	5,724,928	(92,842)
58 Eye Care Project	-	18,315	(18,315)
59 Budget Raid Litigation	-	150,610	(150,610)
60 Research & Education Unit	70,000	28,257	41,743
61 WIPHL Office Management	145,908	145,908	-
62 SOCIETY RESTRICTED UNITS	215,908	343,090	(127,182)
64 WISCONSIN MEDICAL SOCIETY TOTAL	5,847,994	6,068,018	(220,024)

		See	See	See	See	See	See	See	See	See		
		Blue Sheet	Goldenrod Sheet	Yellow Sheet	Green Sheet	Pink Sheet	Gray Sheet			Lavender Sheet		
Wisconsin Medical Society, Inc.		GOVERNANCE	PROFESSIONALISM	HEALTHCARE	QUALITY &	SOCIETY	Allocation		Society	Society		
2010 Proposed Budget				ACCESS	EFFICIENCY	VIBRANCY	Total		Unrestricted	Restricted	WMS	
									Units	Units	Total	
1	Current Dues	-	-	-	-	3,797,965	-	-	3,797,965	-	3,797,965	
2	Medical Liability Assessment	-	-	-	-	53,948	-	-	53,948	-	53,948	
3	Food & Beverage Charges	-	-	-	-	2,000	-	-	2,000	-	2,000	
4	Subscription Sales	-	25,000	-	-	15,000	-	-	40,000	-	40,000	
5	Shared Services Recovered	-	-	-	-	277,213	-	-	277,213	-	277,213	
6	Contract Services	-	-	-	-	-	-	-	-	-	-	
7	Annual Fees	-	15,041	-	-	-	-	-	15,041	-	15,041	
8	Survey Fees	-	25,943	-	-	-	-	-	25,943	-	25,943	
9	Fees	-	45,000	-	-	100,000	45,180	-	190,180	-	190,180	
10	Investment Income	-	-	-	-	20,000	100,000	-	120,000	-	120,000	
11	Seminar Fees	-	22,425	-	-	181,780	-	-	204,205	-	204,205	
12	Corporate Contributors	-	6,000	-	-	-	-	-	6,000	-	6,000	
13	Teleconference Revenue	-	-	-	-	77,400	-	-	77,400	-	77,400	
14	Webinar Revenues	-	17,375	-	-	23,220	-	-	40,595	-	40,595	
15	Royalties	-	-	-	-	330,000	-	-	330,000	-	330,000	
16	Commission - Received	-	-	-	-	-	-	-	-	-	-	
17	Real Estate Rent	-	-	-	-	221,097	-	-	221,097	-	221,097	
18	Advertising Space Sales	-	120,000	-	-	-	-	-	120,000	-	120,000	
19	Total Grant Income	-	-	-	10,000	100,499	-	-	110,499	215,908	326,407	
20	Total Revenues	-	276,784	-	110,000	5,145,302	100,000	-	5,632,086	215,908	5,847,994	
22	Total Payroll	420,863	196,944	47,808	257,656	1,543,498	519,396	-	2,986,165	142,881	3,129,046	
23	Total Payroll Related Costs	88,475	41,402	10,050	54,165	319,226	114,188	-	627,506	30,037	657,543	
24	Total EE Commission & Benefits	-	-	-	-	-	-	-	-	-	-	
25	Payroll and Benefits	509,338	238,346	57,858	311,821	1,862,724	633,584	-	3,613,671	172,918	3,786,589	
26	Total Non-employee Commissions	-	40,000	-	-	-	-	-	40,000	-	40,000	
27	Total Travel	70,200	7,710	-	4,300	90,600	20,925	-	193,735	950	194,685	
28	Total Conference	24,500	1,000	-	2,000	11,500	3,500	-	42,500	350	42,850	
29	Total Staff Training	-	-	-	1,000	6,000	29,425	-	36,425	-	36,425	
30	Equipment Rental	-	-	-	-	-	13,170	-	13,170	-	13,170	
31	President/Pres-Elect Costs	12,000	-	-	-	-	-	-	12,000	-	12,000	
32	Presidential Honorarium	40,000	-	-	-	-	-	-	40,000	-	40,000	
33	Total Miscellaneous Expenses	1,825	350	-	-	17,400	450	-	20,025	-	20,025	
34	Total Telephone Expense	5,200	1,440	-	3,600	18,970	28,150	-	57,360	-	57,360	
35	Total Meeting Expenses	43,200	18,250	-	3,000	42,300	325	-	107,075	400	107,475	
36	Total Mailing Costs	7,175	11,250	-	1,000	23,850	8,350	-	51,625	300	51,925	
37	Total Printing and Supplies	3,700	69,650	-	2,500	42,800	35,580	-	154,230	-	154,230	
38	Total Directors & Board Expenses	-	-	-	-	-	-	-	-	-	-	
39	Total Resource Materials	600	5,200	-	1,500	6,050	15,500	-	28,850	250	29,100	
40	Software Service Agreements	-	7,600	-	-	5,000	83,200	-	95,800	-	95,800	
41	Hardware Service Agreements	-	-	-	-	-	6,000	-	6,000	-	6,000	
42	Association Dues	5,000	10,000	-	10,000	11,150	5,630	-	41,780	-	41,780	
43	Total Grants and Appropriations	7,500	-	-	-	40,934	-	-	48,434	-	48,434	
44	Total Sales Promotion Expenses	600	250	-	-	-	-	-	850	-	850	
45	Total General Insurance Expense	-	3,600	-	-	14,173	34,300	-	52,073	-	52,073	
46	Rent & Storage Fees	-	-	-	-	1,500	10,300	-	11,800	-	11,800	
47	Total Utilities	-	-	-	-	-	102,200	-	102,200	-	102,200	
48	Total Repairs and Maintenance	-	-	-	-	-	53,000	-	53,000	-	53,000	
49	Total Special Projects	-	-	-	-	-	-	-	-	-	-	
50	Total Professional Fees	51,000	6,100	-	35,000	10,750	6,500	-	109,350	-	109,350	
51	Total Outside Services	8,400	14,100	-	15,000	30,000	74,650	-	142,150	8,400	150,550	
52	IT Consulting Services	-	50,000	-	-	37,000	107,000	-	194,000	-	194,000	
53	Independent CPA	-	-	-	-	-	39,400	-	39,400	-	39,400	
54	Legal Counsel	-	-	-	-	15,000	11,000	-	26,000	125,000	151,000	
55	Total Expense w/o Deprc,Taxes,	790,238	484,846	57,858	390,721	2,287,701	1,322,139	-	5,333,503	308,568	5,642,069	

Wisconsin Medical Society, Inc.	2010
2010 Proposed Budget	Budget
GOVERNANCE	

1	Total Revenues	-
3	Total Payroll	420,863
4	Total Payroll Related Costs	<u>88,475</u>
5	Payroll and Employee Benefits	509,338
6	Total Travel	70,200
7	Total Conference	24,500
8	President/Pres-Elect Costs	12,000
9	Presidential Honorarium	40,000
10	Total Miscellaneous Expenses	1,825
11	Total Telephone Expense	5,200
12	Total Meeting Expenses	43,200
13	Total Mailing Costs	7,175
15	Total Printing and Supplies	3,700
16	Total Resource Materials	600
17	Association Dues	5,000
18	Total Grants and Appropriations	7,500
19	Total Sales Promotion Expenses	600
20	Total Professional Fees	51,000
21	Total Outside Services	8,400
22	Legal Counsel	-
23	Total Expense w/o shared services	<u>790,238</u>
25	Society Shared Services Fee	101,689
26	Total Expense	<u>891,927</u>
28	Net Income/(Loss)	<u>(891,927)</u>

Wisconsin Medical Society, Inc.		2010
2010 Proposed Budget		BUDGET
PROFESSIONALISM		
1	Total Sales and Service Fees	110,984
2	Total Seminar Income	45,800
3	Advertising Space Sales	120,000
4	Total Revenues	276,784
7	Total Payroll	196,944
8	Total Payroll Related Costs	41,402
9	Payroll and Employee Benefits	238,346
10	Agency Commission Paid	40,000
11	Total Travel & Entertainment	7,710
12	Total Conference	1,000
13	Total Miscellaneous Expenses	350
14	Total Telephone Expense	1,440
15	Total Meeting Expenses	18,250
16	Total Mailing Costs	11,250
17	Total Printing and Supplies	69,650
18	Total Resource Materials	5,200
19	Software Service Agreements	7,600
20	Association Dues	10,000
21	Total Sales Promotion Expenses	250
22	Total General Insurance Expense	3,600
23	Total Professional Fees	6,100
24	Total Outside Services	14,100
25	IT Consulting Services	50,000
26	Total Expense w/o shared services	484,846
28	Net Income/(Loss) before Deprec & Taxes	(208,062)
30	Society Shared Services Fee	47,585
31	Total Expenditures	532,431
33	Net Income/(Loss)	(255,647)

Wisconsin Medical Society, Inc.	2010
2010 Proposed Budget	BUDGET
HEALTHCARE ACCESS	

1	Total Payroll	47,807
2	Total Payroll Related Costs	10,051
3	Payroll and Employee Benefits	<u>57,858</u>
4	Total Expense w/o shared services	57,858
6	Net Income/(Loss) before Deprec & Taxes	(57,858)
8	Society Shared Services Fee	11,551
9	Total Expenditures	69,409
11	Net Income/(Loss)	<u>(69,409)</u>

Wisconsin Medical Society, Inc.	2010
2010 Proposed Budget	BUDGET
QUALITY & EFFICIENCY	

1	Total Sales and Service Fees	100,000
2	Total Grant Income	10,000
3	Total Revenues	110,000
6	Total Payroll	257,656
7	Total Payroll Related Costs	54,165
8	Payroll and Employee Benefits	311,821
9	Total Travel & Entertainment	4,300
10	Total Conference	2,000
11	Total Staff Training	1,000
12	Total Telephone Expense	3,600
13	Total Meeting Expenses	3,000
14	Total Mailing Costs	1,000
15	Total Printing and Supplies	2,500
16	Total Resource Materials	1,500
17	Association Dues	10,000
18	Total Professional Fees	35,000
19	Total Outside Services	15,000
20	Total Expense w/o shared services	390,721
22	Net Income/(Loss) before Deprec & Taxes	(280,721)
24	Society Shared Services Fee	62,255
25	Total Expenditures	452,976
27	Net Income/(Loss)	(342,976)

Wisconsin Medical Society, Inc.	2010
2010 Proposed Budget	Budget
VIBRANCY SUMMARY	

1	Current Dues	3,797,965
2	Medical Liability Assessment	53,948
3	Total Membership Dues	<u>3,851,913</u>
4	Total Sales and Service Fees	339,393
5	Investment Income	20,000
6	Total Seminar Income	282,400
7	Royalties	330,000
8	Real Estate Rent	221,097
9	Total Grant Income	<u>100,499</u>
10	Total Revenues	<u>5,145,302</u>
13	Total Payroll	1,543,498
14	Total Payroll Related Costs	319,226
15	Payroll and Employee Benefits	<u>1,862,724</u>
16	Total Travel & Entertainment	90,600
17	Total Conference	11,500
18	Total Staff Training	6,000
19	Total Miscellaneous Expenses	17,400
20	Total Telephone Expense	18,970
21	Total Meeting Expenses	42,300
22	Total Mailing Costs	23,850
23	Total Printing and Supplies	42,800
24	Total Resource Materials	6,050
25	Software Service Agreements	5,000
26	Association Dues	11,150
27	Total Grants and Appropriations	40,934
28	Total General Insurance Expense	14,173
29	Total Occupancy Expenses	1,500
30	Total Professional Fees	10,750
31	Total Outside Services	30,000
32	IT Consulting Services	37,000
33	Legal Counsel	<u>15,000</u>
34	Total Expenditures w/o Shd Services & Invest fees	<u>2,287,701</u>
36	Net Income/(Loss) before Deprec & Taxes	2,857,601
38	Society Shared Services Fee	366,901
39	Total Expenditures	2,654,602
41	Net Income/(Loss)	<u>2,490,700</u>

Wisconsin Medical Society, Inc.	2010
2010 Proposed Budget	Budget
Allocation Units Summary	

1	Investment Income	100,000
2	Total Revenues	100,000
4	Total Payroll	519,396
5	Total Payroll Related Costs	114,188
6	Payroll and Employee Benefits	633,584
7	Total Travel & Entertainment	20,925
8	Total Conference	3,500
9	Total Staff Training	29,425
10	Equipment Rental	13,170
11	Total Miscellaneous Expenses	450
12	Total Telephone Expense	28,150
13	Total Meeting Expenses	325
14	Total Mailing Costs	8,350
15	Total Printing and Supplies	35,580
16	Total Resource Materials	15,500
17	Software Service Agreements	83,200
18	Hardware Service Agreements	6,000
19	Association Dues	5,630
20	Total General Insurance Expense	34,300
21	Total Occupancy Expenses	165,500
22	Total Professional Fees	6,500
23	Total Outside Services	74,650
24	IT Consulting Services	107,000
25	Independent CPA	39,400
26	Legal Counsel	11,000
27	Total Expenditures w/o Deprec, & Taxes	1,322,139
29	Depreciation	328,949
30	Total Real Estate & Pers Prop Taxes	97,000
31	Society Shared Services Fee	(624,505)
32	Total Expenditures	1,123,583
34	Net Income/(Loss)	(1,023,583)

Wisconsin Medical Society, Inc. 2010 Proposed Budget RESTRICTED UNITS	2010 Budget
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1	Total Grant Income	215,908
2	Total Revenues	215,908
5	Total Payroll	142,881
6	Total Payroll Related Costs	30,037
7	Payroll and Employee Benefits	172,918
8	Total Travel & Entertainment	950
9	Total Conference	350
10	Total Meeting Expenses	400
11	Total Mailing Costs	300
12	Total Resource Materials	250
13	Total Outside Services	8,400
14	Legal Counsel	125,000
15	Total Expenditures w/o Deprec, Invest fees & Taxes	308,568
17	Net Income/(Loss) before Deprec & Taxes	(92,660)
19	Society Shared Services Fee	34,522
20	Total Expenditures	343,090
22	Net Income/(Loss)	(127,182)

**2010 Capital Equipment Needs
WMS 2010 Proposed Budget**

		Deprec Exp	Time	
Switch upgrades	70,000.00	11,666.67	3 yrs	Gives full bandwidth - should improve net work speed immensely
Voice over IP/Phone System upgrade	55,000.00	9,166.67	3 yrs	Phone system replacement - would be linked to Milwaukee - all calls would be local
Secure wireless access in building	35,000.00	5,833.33	3 yrs	Common request from docs
Copyroom printer	20,000.00	2,000.00	5 yrs	Replace due to age
2 servers	12,000.00	1,200.00	5 yrs	Replace old ones
2 Server software	6,000.00	1,000.00	3 yrs	Replace old ones
5 laptops	6,000.00	1,000.00	3 yrs	Replace old ones
Scanner Printer for Front Desk	5,000.00	500.00	5 yrs	Increase efficiency and access at front desk
20 workstations	24,000.00	4,000.00	3 yrs	Start rotation-current PC's are 5 years old
Development server	6,000.00	600.00	5 yrs	For research, pending Grant dollars to support it
	239,000.00	36,966.67		
Annual depreciation projection of existing assets		192,582.00		
Projected Total Depreciation Expense		229,548.67		

Our largest ticket item for next year is the upgrade to our network switches. The switches are the backbone of our networked system. Currently our switches are 100mb/s even though all of our desktops are 1gb/s and are over 5 years old. We will be switching to managed switches that provide power over Ethernet (POE). These switches cost more, but will improve our network's traffic as well as allowing us room for expanding technology. One of these expansions would be the phone system.

Our phone system is current as far as software, but we can upgrade our components to allow for more cost saving features. If we upgrade our phone system to Voice over IP(Internet Protocol), we would no longer be paying for long distance calls to Milwaukee. Milwaukee to Madison and vice-versa would be a local call, but this would require a change in equipment. The price includes changing all Madison phones to Voice over IP. We would change out the phones over time because we would have the switches mentioned above, that provide Power over Ethernet (POE).

Wireless has been a request for years. We could easily provide an inexpensive solution for staff and visitors, but this would also open us up to numerous security risks that we are not willing to take. The cost of the wireless option was provided to us after CDW Berbee completed a wireless assessment. They analyzed our building, detailing where to place devices to ensure a signal for all areas. The \$35,000 is to make the entire building wireless. If we only wanted wireless access in the Board Room, it would still be about \$15,000. Also, if wireless were only provided to the Board Room, to ensure security, traffic would only flow to the Internet, and staff would not have access to our LAN.