

**KLC INSURANCE AGENCY  
FY2021 APPROVED BUDGET**

<b>REVENUE</b>	
Health/Life/Dental Commission Revenue	1,248,390
KLCIS Commission Revenue	1,335,048
<b>Total Commission Revenue</b>	<b>2,583,438</b>
Interest Income	1,000
Dividend Revenue	11,000
<b>Total Investment Revenue (net of expenses)</b>	<b>12,000</b>
EAP (Employee Assistance Program) Revenue & Misc.	20,000
<b>Total Other Revenue</b>	<b>20,000</b>
<b>TOTAL REVENUE</b>	<b>2,615,438</b>
<b>EXPENSES</b>	
KLC Admin Expense - Health/Life/Dental Commissions	1,185,970
KLC Admin Expense - KLCIS Commissions	1,268,296
<b>Total KLC Administration Expense</b>	<b>2,454,266</b>
Bank Service Fees	400
Professional & Other Dues	2,450
Program Marketing Expense	25,000
<b>Total Program Expense</b>	<b>27,850</b>
Printing/Copy Expense	1,000
Subscriptions & Educ. Material	1,000
<b>Total Printing &amp; Materials</b>	<b>2,000</b>
Staff Development & Training	4,200
Meetings Expense	1,000
Board-related Expenses	0
<b>Total Meeting &amp; Training Expense</b>	<b>5,200</b>
In State Travel	69,000
Out of State Travel	3,500
<b>Total Travel</b>	<b>72,500</b>
Software Web & Technology	0
Service Contracts/Professional Services	80,300
Surety Bonds/Directors & Officers Insurance	7,500
Cell Phones / Office Supplies & Misc.	3,500
Taxes & Licenses	500
<b>Total Office Operational Expense</b>	<b>91,800</b>
<b>TOTAL EXPENSES</b>	<b>2,653,616</b>
<b>GAIN (LOSS) OF REVENUE OVER EXPENSES</b>	<b>(38,178)</b>