

IFDH 2024 Financial Analysis

By Peter Anas and Donna Paton

24th April 2024

Revenues

Below is an analysis of our income for the first four months of 2024, with actual comparisons since 2021.

Revenue	2024 Jan. 1 – Apr.24	2023	2022	2021
Corporate Sponsorship: Programs Summit	\$81,625. 17,500.	\$91,250. 40,390.	\$42,975 12,500.	\$55,675. 40,775
All Membership Categories	34,410.	42,085.	42,046.	37,127.
ISDH (Commission) HOD Meeting Registration	22,550.		52,472. 27,100.	
Interest	1,001.	3,571.	786.	155.
Total	\$157,087.	\$177,297.	\$179,415.	\$133,733.

Corporate Support: 2021 being a non-ISDH year and just after the pandemic brought in less corporate program sponsor revenue. In 2022 we had the ISDH '22 commission income, however, we didn't have the same level of corporate sponsorship for the IFDH programs with it being an ISDH year. In 2023 we had good corporate sponsorship from the income from the Global Oral Health Summit and the new White Paper series.

Total Revenue: The revenues for 2023 & 2022 were similar. In 2022 we reached 78% of our budgeted revenue and in 2023 we reached 102% of our budgeted income. As of the 24th of April 2024, we are at 55.25% of budgeted revenue so hopefully, we will be able to make a profit this year, once ISDH commission is realized.

ISDH Commission: The commission from the ISDH 2022 (registration and sponsor income) was good given the lower registration numbers in Dublin, compared to the ISDH 2019 commission income. 2019 was lower than expected due to the drop in the AU\$ during conversion to US\$.

2016 (Switzerland): \$29,977

2019 (Australia): \$62,118.

2022 (Dublin): \$55,675.

Membership: As the analysis below shows, Full Association membership has dropped this year due to a few less members and a drop in some members' totals. Our individual membership category has grown, and this normally happens in an ISDH year for those individuals who find the IFDH discount a benefit of IFDH membership.

Membership	2024 Jan. 1 – Apr.24	2023	2022	2021
Full Association Mem.	\$29,910.	\$34,585.	\$33,771.	\$33,352.
Affiliated Assoc. Mem.	250.	250.	525.	525.
Individual Member	4,000	7,250.	7,500.	3,250.
Allied Supporter	250.		250.	
Total Membership Revenue	\$34,410.	\$42,085.	\$42,046.	\$37,127.

IFDH 2024 Financial Analysis

As of 24th of April 2024

Expenses	2024 Jan. 1 – Apr.24	2023	2022	2021
Membership Benefits		\$8,076.	\$8,589.	\$6,238.
Operations	24,645.	74,781.	82,214.	71,865.
IFDH Programs	7,978.	28,099.	11,049.	17,858.
Board Travel & Meetings Honoraria	15,640.	19,743. 20,000.	10,323. 7,928.	19,180.
Global Oral Health Summit		20,788.		27,066.
ISDH, HOD meeting management (Non ISDH Year)		6,349.		2,831.
HoD Interim Meeting		5,447.		
ISDH, HOD meeting expenses (ISDH year)	9,049.		71,743.	
Total Expense	\$79,300.	\$183,286.	\$191,848.	\$135,041.

Income & Expense Analysis

2022

Due to numerous factors such as the global COVID pandemic, the increased cost of living, and the war in Ukraine, much of our income stream was affected. Our ISDH commission was lower than expected. Also, the sponsorship revenue only reached 60% of our anticipated budget. Together, this resulted in only reaching 78% of our budgeted revenue.

Our expenses for 2022 were higher because of ISDH 2022, the new website and the new membership software package. Overall, considering the fact we only achieved 78% of budgeted income and our expenses were 83.9% of budget, we only had a Net Loss of -\$12,433.

2022 was a casualty of COVID-19 and unfortunately, like many other organizations, we had a slight loss for 2022.

2023

Due to a few factors, our 2023 financial statement was in a deficit situation again.

The 2023 HOD Interim Meeting was added after having prepared our 2023 budget and thus the management costs were not included. The costs for the Summit were slightly higher than budgeted. We then had additional meeting time costs for the board and ISDH 2024 LOC meetings, these took longer due to translation and dialogue issues. For 2023 we were over budget by -\$5,988.91

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2024

Having completed 1/3 of our year, we are on track with our 2024 budget with our Operations and Programs within budget. We are optimistic this year we will start to see profit and growth again. We are still awaiting 44.75% of revenue, as our ISDH commission will not be received until the 4th quarter. Compared to the last 3 years, at this point, we are roughly only \$20,000 short of their total yearly revenue, although we will have to be careful as there could be some higher costs due to the ISDH due to less HoD attendance.

Net Profit/Loss

Year	2024 (as of 24 th of April)	2023	2022	2021	2020	2019
Profit / (Loss)	\$77,786	(\$5,988.)	(\$12,433.)	(\$1,308.)	\$24,721.	\$20,859.

Net Assets

As of the 24th of April 2024, our preliminary Net Assets are \$240,137. There is \$139,209 in our two bank accounts and \$94,500 in sponsor receivables. We also experienced a bank fraud in March of \$4,057 which is being returned to us by the bank.

International Federation of Dental Hygienists

Comparison with 2021, 2022 2023

	2021	2022	2023	Jan - April 24th	Budget	% of Budget
INCOME						
Global Oral Health Summit						
Registration						
IFDH Member	825.00	0.00	0.00	0.00	0.00	0.0%
Dental Hygienist	2,840.00	0.00	125.00	0.00	0.00	0.0%
Colgate	6,800.00	0.00	0.00	0.00	0.00	0.0%
Other Registrant	310.00	0.00	265.00	0.00	0.00	0.0%
Total Registration	10,775.00	0.00	390.00	0.00	0.00	0.0%
Summit Sponsor	30,000.00	12,500.00	43,500.00	17,500.00	15,000.00	116.67%
Total Global Oral Health Summit	40,775.00	12,500.00	43,890.00	17,500.00	15,000.00	116.67%
HoD Business Meeting						
Leadership Forum	0.00	0.00	0.00	0.00	5,000.00	0.0%
Delegate registration	0.00	16000.00	0.00	10,350.00	15,750.00	65.71%
Interpreter	0.00	800.00	0.00	900.00	2,250.00	40.0%
Observer	0.00	4000.00	0.00	1,800.00	2,250.00	80.0%
Dinner Guest	0.00	800.00	0.00	0.00	625.00	0.0%
Dinner Sponsor	0.00	0.00	0.00	0.00	5,000.00	0.0%
Workshops	0.00	5,500.00	0.00	0.00	0.00	0.0%
Total HoD Business Meeting	0.00	27,100.00	0.00	13,050.00	30,875.00	42.27%
ISDH Commission	0.00	54,007.22	0.00	0.00	75,000.00	0.0%
Soc. Resp. Workshop	0.00	0.00	0.00	9,500.00	10,000.00	95.0%
Membership Income						
HoD Dues (Full Assn.)	33,352.63	33,771.09	34,585.34	29,910.63	36,000.00	83.09%
Affiliated Association Member	525.30	1,025.30	250.00	250.00	450.00	55.56%
Individual	3,250.00	7,500.00	7,250.00	4,000.00	7,000.00	57.14%
Allied Supporter	0.00	-250.00	0.00	250.00	500.00	50.0%
Total Membership Income	37,127.93	42,046.39	42,085.34	34,410.63	43,750.00	78.3%
Sponsorship Revenue						
Programs						
Education Academy	0.00	0.00	0.00	0.00	0.00	0.0%
eNews	11,400.00	10,000.00	10,000.00	10,000.00	12,500.00	80.0%
Impact Awards	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	100.0%
Innovation Awards	0.00	0.00	15,000.00	10,000.00	10,000.00	100.0%
New Product Showcase	725.00	2,975.00	750.00	0.00	3,500.00	0.0%
Research Grants	10,000.00	5,000.00	5,000.00	7,500.00	5,000.00	150.0%
Social Media	3,050.00	1,500.00	0.00	0.00	1,500.00	0.0%
Social Responsibility	10,000.00	5,000.00	5,000.00	0.00	0.00	0.0%
Survey & White Paper	7,000.00	7,000.00	8,500.00	625.00	7,000.00	8.93%
Website	4,700.00	3,500.00	7,000.00	3,500.00	10,500.00	33.33%
White Paper Series	0.00	0.00	20,000.00	20,000.00	20,000.00	100.0%
Worldwide DH Awards	0.00	0.00	8,500.00	25,000.00	28,500.00	87.72%
Member Brochure	0.00	3000.00	3,000.00	0.00	3,000.00	0.0%
Total Programs	51,875.00	42,975.00	87,750.00	81,625.00	106,500.00	76.64%
Other Programs	3,800.00	0.00	0.00	0.00	0.00	0.0%
Total Sponsorship Revenue	55,675.00	42,975.00	87,750.00	81,625.00	106,500.00	76.64%
Investments						
Interest-Savings, Money Market	155.34	786.50	3,571.93	1,001.44	3,000.00	33.38%
Total Investments	155.34	786.50	3,571.93	1,001.44	3,000.00	33.38%
Total Income	133,733.27	179,415.11	177,297.27	157,087.07	284,125.00	55.25%
EXPENSE						
Member Benefits						
eNews	4,768.71	4,800.00	4,100.00	0.00	4,600.00	0.0%
Journal Subscriptions	0.00	3,789.50	3,976.61	0.00	3,000.00	0.0%
New Product Showcase	1,469.50	0.00	0.00	0.00	1,400.00	0.0%
Total Member Benefits	6,238.21	8,589.50	8,076.61	0.00	9,000.00	0.0%
Operations						
Accounting Fees	8,050.00	8,350.00	9,325.00	2,400.00	9,650.00	24.87%
Bank Fees	1,461.09	2,561.30	1,855.93	1,152.02	3,000.00	38.4%
Subscriptions & Membership Fees	0.00	599.27	848.01	904.18	1,000.00	90.42%
Insurance	1,286.00	1,321.00	1,357.00	1,264.60	1,400.00	90.33%
Legal Fees	125.00	125.00	200.00	200.00	2,000.00	10.0%
Management Fees	34,272.00	34,800.00	39,000.00	13,460.00	40,400.00	33.32%

International Federation of Dental Hygienists

Comparison with 2021, 2022 2023

	2021	2022	2023	Jan - April 24th	Budget	% of Budget
Sponsor Commission	6,935.63	4,573.13	7,218.75	1,875.00	10,600.00	17.69%
Marketing	4,424.27	2,510.01	3,996.08	1,307.84	7,500.00	17.44%
Membership database staff time	0.00	1,927.00	0.00	0.00	500.00	0.0%
Postage & Mailing	1.71	0.00	0.00	64.83	500.00	12.97%
Sponsor Brochure	946.91	0.00	1,359.07	0.00	0.00	0.0%
Supplies & Software	674.00	2,082.22	2,548.34	140.00	2,500.00	5.6%
Telephone	816.00	816.00	816.00	280.00	870.00	32.18%
Website - Host, Maint., Emails	3,436.82	5,909.17	6,149.42	1,597.00	6,000.00	26.62%
New Website	9,436.21	16,640.01	108.00	0.00	1,500.00	0.0%
Total Operations	71,865.64	82,214.11	74,781.60	24,645.47	87,420.00	28.19%
Program						
Educational Academy	4,000.00	0.00	0.00	0.00	0.00	0.0%
White Paper Series	0.00	0.00	4,815.40	1,321.64	6,000.00	22.03%
Innovation Awards	0.00	0.00	9,798.60	930.70	9,000.00	10.34%
Facebook Boosting - Client	0.00	0.00	0.00	0.00	1,000.00	0.0%
Graduate Research Grants	6,513.22	5,870.60	3,767.30	4,626.45	4,300.00	107.59%
Impact Awards	4,542.30	40.60	6,120.75	213.70	4,300.00	4.97%
Legacy Project	627.80	179.80	934.20	0.00	0.00	0.0%
Social Responsibility	715.75	3,868.10	851.10	0.00	300.00	0.0%
Surveys - Client	1,459.00	1,090.80	1,328.40	648.00	1,300.00	49.85%
Worldwide DH Awards	0.00	0.00	484.20	237.60	1,000.00	23.76%
Total Program	17,858.07	11,049.90	28,099.95	7,978.09	27,200.00	29.33%
Travel and Meetings						
Board Meetings						
Food	0.00	250.92	1,722.02	3,238.23	2,000.00	161.91%
Hotel	0.00	144.08	5,105.99	4,491.03	6,000.00	74.85%
Travel	0.00	56.32	6,589.21	7,911.66	8,000.00	98.9%
Total Board Meetings	0.00	451.32	13,417.22	15,640.92	16,000.00	97.76%
Board at HOD & ISDH						
Food	0.00	1,472.20	0.00	0.00	4,000.00	0.0%
Hotel	0.00	4,282.84	0.00	0.00	9,600.00	0.0%
Travel	0.00	2,818.50	0.00	10,661.90	15,000.00	71.08%
VIPs	0.00	440.10	0.00	0.00	0.00	0.0%
Total Board at HOD & ISDH	0.00	9,013.64	0.00	10,661.90	28,600.00	37.28%
Conference Representation	0.00	0.00	2,067.45	3,325.13	4,500.00	73.89%
President Travel	4,880.93	858.35	4,258.56	0.00	7,500.00	0.0%
Board Honoraria	4,300.00	7,928.61	20,000.00	8,000.00	22,000.00	36.36%
Total Travel and Meetings	9,180.93	18,251.92	39,743.23	37,627.95	78,600.00	47.87%
Global Summit						
Marketing	2,319.21	0.00	573.43	0.00	1,000.00	0.0%
Management	11,295.00	0.00	9,423.25	0.00	1,000.00	0.0%
Audio Video	8,964.16	0.00	9,738.76	0.00	0.00	0.0%
Miscellaneous	2,707.36	0.00	0.00	0.00	0.00	0.0%
Speakers	0.00	0.00	500.00	0.00	8,000.00	0.0%
Web Page	1,781.25	0.00	553.00	0.00	500.00	0.0%
Total Global Summit	27,066.98	0.00	20,788.44	0.00	10,500.00	0.0%
HoD Meeting Expense						
Dinner Event	0.00	6,759.85	0.00	0.00	6,000.00	0.0%
Special Event	0.00	2,000.00	0.00	0.00	0.00	0.0%
Meals	0.00	664.59	0.00	0.00	0.00	0.0%
Covid Contingency	0.00	16,963.32	0.00	0.00	0.00	0.0%
Hotel	0.00	12,134.86	0.00	0.00	14,000.00	0.0%
Delegates Success Workshop	0.00	1,500.00	0.00	0.00	0.00	0.0%
Workshops	0.00	4,621.65	0.00	0.00	3,500.00	0.0%
Registration	0.00	2,837.05	0.00	1,298.90	2,500.00	51.96%
Other	0.00	0.00	0.00	0.00	1,000.00	0.0%
Total HoD Meeting Expense	0.00	47,481.32	0.00	1,298.90	27,000.00	4.81%
ISDH Mgt & Meetings						
Social Resp. Workshop						
Speaker	0.00	0.00	0.00	0.00	0.00	0.0%
Social Resp. Workshop - Other	0.00	0.00	0.00	0.00	4,500.00	0.0%
Travel Grants	0.00	5,743.81	0.00	0.00	0.00	0.0%

International Federation of Dental Hygienists

Comparison with 2021, 2022 2023

	2021	2022	2023	Jan - April 24th	Budget	% of Budget
Total Social Resp. Workshop	0.00	5,743.81	0.00	0.00	4,500.00	0.0%
ISDH Mgt & Meetings - Other	2,831.75	18,518.42	6,349.20	7,750.29	20,500.00	37.81%
Total ISDH Mgt & Meetings	2,831.75	24,262.23	6,349.20	7,750.29	25,000.00	31.0%
HoD Interim Meeting Management	0.00	0.00	5,447.15	0.00	0.00	0.0%
Miscellaneous	0.00	0.00	0.00	0.00	10,000.00	0.0%
Total Expense	135,041.58	191,848.98	183,286.18	79,300.70	274,720.00	28.87%
Net Income	-1,308.31	-12,433.87	-5,988.91	77,786.37	9,605.00	809.85%