

**KLC Insurance Agency FY12 Approved Budget**

**Approved  
Budget  
FY 11-12**

| <b>REVENUE</b>  |  |
|-----------------|--|
| 1               | Commission Revenue 2,530,095                         |
| 2               | OCIP Revenue 176,000                                 |
| 3               | KSBIT Commission 165,000                             |
| 4               | <b>Total Commission Revenue 2,871,095</b>            |
| 5               | Investment Revenue 0                                 |
| 6               | Dividend Revenue 0                                   |
| 7               | Contra-Investment Fee Expense 0                      |
| 8               | <b>Total Investment Revenue 0</b>                    |
| 9               | Miscellaneous Revenue 21,000                         |
| 10              | <b>Total Other Revenue 21,000</b>                    |
| 11              | <b>TOTAL REVENUE 2,892,095</b>                       |
| <b>EXPENSES</b> |  |
| 12              | Agency Commission Exp 1,209,000                      |
| 13              | KLCIS Commission Expense 1,216,586                   |
| 14              | KLC Administrative Serv Exp 95,000                   |
| 15              | Professional & Other Dues 3,500                      |
| 16              | Program Marketing Expense 5,000                      |
| 17              | Professional Service Expense 128,008                 |
| 18              | D & O/Liability Insurance Exp 30,000                 |
| 19              | <b>Total Program Expense 2,687,094</b>               |
| 20              | Consulting Services 85,000                           |
| 21              | Bank Service Fees 1,000                              |
| 22              | Service Contracts 64,800                             |
| 23              | <b>Total Service Expense 150,800</b>                 |
| 24              | Printing Expense 0                                   |
| 25              | Subscriptions & Educ. Material 500                   |
| 26              | <b>Total Comm. &amp; Publ. Exp 500</b>               |
| 27              | Meetings Expense 0                                   |
| 28              | Board-related Expenses 750                           |
| 29              | <b>Total Meeting &amp; Training Expense 750</b>      |
| 30              | Sponsorship Support 3,000                            |
| 31              | In State Travel 20,000                               |
| 32              | Out of State Travel 5,000                            |
| 33              | Miscellaneous Expense 14,000                         |
| 34              | Depreciation Expense/Software Web & Technology 8,400 |
| 35              | Taxes & License 500                                  |
| 36              | <b>Total Other Operating Expense 50,900</b>          |
| 37              | <b>TOTAL EXPENSES 2,890,044</b>                      |
| 38              | <b>Excess Revenue over Expense 2,052</b>             |