

Vermont Automobile Dealer's Association, Inc.

Balance Sheet

As of September 30, 2024

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1002 NSB Checking	138,281.84
1088 NSB 9 Month CD	226,666.29
1089 Morgan Stanley	178,062.94
Total Bank Accounts	\$543,011.07
Accounts Receivable	
1200 *Accounts Receivable	26,940.00
Total Accounts Receivable	\$26,940.00
Other Current Assets	
1150 Prepaid Dues, Fees, Insurance	26,732.54
1903 Morgan Stanley - CDs	341,000.00
2151 Due From VADA Dental Ben Trust	1,386.18
Total Other Current Assets	\$369,118.72
Total Current Assets	\$939,069.79
Fixed Assets	
1190 Furniture and Equipment	9,854.00
1195 A/D Furniture and Equipment	(9,854.00)
Total Fixed Assets	\$0.00
TOTAL ASSETS	\$939,069.79
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	1,766.67
Total Accounts Payable	\$1,766.67
Other Current Liabilities	
2002 Deferred Income	74,600.90
Total Other Current Liabilities	\$74,600.90
Total Current Liabilities	\$76,367.57
Total Liabilities	\$76,367.57
Equity	
3900 Unrestricted Fund Balance	744,526.68
Net Revenue	118,175.54
Total Equity	\$862,702.22
TOTAL LIABILITIES AND EQUITY	\$939,069.79

Vermont Automobile Dealer's Association, Inc.

Profit Loss

January - September, 2024

	TOTAL	
	JAN - SEP, 2024	JAN - SEP, 2023 (PY)
Revenue		
4001 Membership Dues	120,886.23	110,910.41
4008 BCBS Service Fee	117,713.76	109,872.66
4010 NADA Membership Dues	49,854.99	47,659.28
4035 2023 Flood Relief Fund		22,518.00
4052 Insurance Trust Admin Fee	13,894.74	11,496.82
4060 VADA Media	4,000.00	
4080 Meetings & Seminars	32,435.00	26,925.00
4204 Surety Bond	16,265.97	13,282.52
4332 Workers Comp Fees	14,999.99	14,999.95
4400 Affinity Programs	28,984.76	35,175.05
4450 Interest Income	29,299.54	10,317.10
Total Revenue	\$428,334.98	\$403,156.79
GROSS PROFIT	\$428,334.98	\$403,156.79
Expenditures		
5002 Association Management	45,000.00	45,822.69
5011 Administrative Staff	49,082.04	48,295.02
5108 Industry Meetings	3,810.76	4,121.50
5201 Rent/Utilities	5,400.00	2,700.00
5304 Office Equipment	5,540.13	5,860.85
5350 VADA Meetings	1,913.25	10,307.72
5402 Legal/Lobbying/Communications	11,013.50	10,294.63
5408 Accounting	17,304.15	18,999.99
5409 Insurance Commissions and Fees	47,103.41	41,584.41
5901 Phone/Fax/Internet	392.93	1,005.78
5903 Postage/Delivery	2,054.02	1,742.71
5907 Subscriptions/Memberships	299.97	624.00
5910 EAP	21,340.35	21,714.10
5913 Office Supplies	707.95	850.37
5915 Printing & Reproduction	7,628.52	(105.00)
5925 Insurance	8,864.80	9,137.54
5931 Bank Fees	676.90	319.21
5935 Surety Bond Fees	14,049.52	10,863.08
5940 Env . & Safety Compliance	10,591.00	8,195.75
5942 NADA Dues	37,370.34	37,259.54
5960 2023 Flood Relief	14,450.00	13,000.00
5975 Donations/Contributions	5,565.90	100.00
6577 IT Equip/Furniture Expense		0.00
Purchases		0.00
Total Expenditures	\$310,159.44	\$292,693.89
NET OPERATING REVENUE	\$118,175.54	\$110,462.90
NET REVENUE	\$118,175.54	\$110,462.90

VADA Dental Benefits Life Disability

Balance Sheet

As of September 30, 2024

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1031 NSB Checking	126,752.19
Total Bank Accounts	\$126,752.19
Accounts Receivable	
1200 Accounts Receivable	460.64
1550 Premiums Receivable	811.03
Total Accounts Receivable	\$1,271.67
Total Current Assets	\$128,023.86
TOTAL ASSETS	\$128,023.86
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2001 Accounts Payable	7,527.53
Total Accounts Payable	\$7,527.53
Other Current Liabilities	
2005 Deferred Revenue	464.81
2015 Claims Payable	8,021.60
2150 Due to/from VADA Assoc	1,386.18
2300 IBNR	13,444.00
Total Other Current Liabilities	\$23,316.59
Total Current Liabilities	\$30,844.12
Total Liabilities	\$30,844.12
Equity	
32000 Unrestricted Net Assets	58,125.42
Net Revenue	39,054.32
Total Equity	\$97,179.74
TOTAL LIABILITIES AND EQUITY	\$128,023.86

VADA Dental Benefits Life Disability

Profit Loss

January - September, 2024

	TOTAL	
	JAN - SEP, 2024	JAN - SEP, 2023 (PY)
Revenue		
4009 Dental Premiums ER	222,357.10	203,781.34
4010 Dental Premiums EE	290,539.06	280,356.91
4011 Life Premiums ER	54,780.86	61,106.28
4012 Life Premiums EE	1,116.05	1,137.10
4013 Disability Premiums ER	51,337.06	57,385.44
4014 Disability Premiums EE	5,996.25	5,656.18
4419 Interest Income	48.55	0.00
Total Revenue	\$626,174.93	\$609,423.25
GROSS PROFIT	\$626,174.93	\$609,423.25
Expenditures		
5222 UNUM STD Claims	11,999.99	21,814.29
5223 UNUM STD Admin Fee	5,806.00	6,744.00
5227 NE Delta Dental Claims	427,221.74	441,072.27
5228 NE Delta Dental Admin Fee	47,014.35	47,396.25
5229 COBRA Admin Services Fee	2,559.34	2,559.35
5603 VADA Admin Fee	13,760.65	11,496.82
5609 Audit Fees	11,000.00	24,000.00
5610 Printing	982.73	0.00
5643 Commissions	3,699.00	3,375.00
5645 UNUM Life Premium	57,984.42	62,192.52
5653 NEDD Claims Assessment	5,092.39	5,082.80
Total Expenditures	\$587,120.61	\$625,733.30
NET OPERATING REVENUE	\$39,054.32	\$ -16,310.05
NET REVENUE	\$39,054.32	\$ -16,310.05