

# Vermont Vehicle and Automotive Distributors Association

Financial Statements

For the period ended March 31, 2024



Prepared by  
**AGA LLC**

Prepared on  
**April 11, 2024**

# Table of contents

---

Statement of Financial Position .....3

Statement of Activity .....4

Statement of Activity by Month .....6

Statement of Activity YTD YOY .....8

# Statement of Financial Position

As of March 31, 2024

	<b>Total</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
1002 NSB Checking	264,824.94
1088 NSB 9 Month CD	102,986.25
1089 Morgan Stanley	178,463.24
<b>Total Bank Accounts</b>	<b>546,274.43</b>
<b>Accounts Receivable</b>	
1200 *Accounts Receivable	3,416.67
<b>Total Accounts Receivable</b>	<b>3,416.67</b>
<b>Other Current Assets</b>	
1150 Prepaid dues, fees, insurance	70,065.27
1400 VT DMV License Plates	16,450.00
1903 Morgan Stanley - CDs	325,000.00
2151 Due From VADA Dental Ben Trust	2,756.76
<b>Total Other Current Assets</b>	<b>414,272.03</b>
<b>Total Current Assets</b>	<b>963,963.13</b>
<b>Fixed Assets</b>	
1190 Furniture and equipment	9,854.00
1195 A/D furniture and equipment	-9,854.00
<b>Total Fixed Assets</b>	<b>0.00</b>
<b>TOTAL ASSETS</b>	<b>\$963,963.13</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 Accounts Payable	75.00
<b>Total Accounts Payable</b>	<b>75.00</b>
<b>Other Current Liabilities</b>	
2002 Deferred Income	180,219.72
<b>Total Other Current Liabilities</b>	<b>180,219.72</b>
<b>Total Current Liabilities</b>	<b>180,294.72</b>
<b>Total Liabilities</b>	<b>180,294.72</b>
<b>Equity</b>	
3900 Unrestricted fund balance	744,756.11
Net Revenue	38,912.30
<b>Total Equity</b>	<b>783,668.41</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$963,963.13</b>

# Statement of Activity

March 2024

	Mar 2024	Jan - Mar, 2024 (YTD)	Total
<b>REVENUE</b>			
4001 Membership Dues	13,245.48		39,684.03
4008 BCBS Service Fee	13,944.13		41,779.19
4010 NADA Membership Dues	4,492.29		13,476.87
4028 NADA Programs			5,108.25
<b>Total 4010 NADA Membership Dues</b>	<b>4,492.29</b>		<b>18,585.12</b>
4052 Insurance Trust Admin Fee	1,396.89		4,280.42
4060 VADA Media			1,000.00
4204 Surety Bond	1,870.83		5,040.99
4332 Workers Comp Fees	1,666.67		5,000.01
4400 Affinity Programs			
4406 Hood & Ayer	2,500.00		7,500.00
<b>Total 4400 Affinity Programs</b>	<b>2,500.00</b>		<b>7,500.00</b>
4450 Interest Income	1,526.47		9,031.06
<b>Total Revenue</b>	<b>40,642.76</b>		<b>131,900.82</b>
<b>GROSS PROFIT</b>	<b>40,642.76</b>		<b>131,900.82</b>
<b>EXPENDITURES</b>			
5002 Association Management	5,000.00		15,000.00
5011 Administrative Staff			
50110 Administrative staff - Other	3,771.00		11,313.00
5051 Employer's matching FICA	233.80		701.40
5052 Employer's matching Medi.	54.68		164.04
5053 Employer's SUTA/SUI	15.08		45.24
5055 Employer's FUTA			41.99
5101 Retirement plan	226.26		678.78
5104 Life/medical insurance	859.38		2,578.14
<b>Total 5011 Administrative Staff</b>	<b>5,160.20</b>		<b>15,522.59</b>
5201 Rent/Utilities	600.00		1,800.00
5304 Office Equipment	143.10		650.66
5315 Software	338.30		1,120.89
<b>Total 5304 Office Equipment</b>	<b>481.40</b>		<b>1,771.55</b>
5402 Legal/Lobbying/Communications			
5407 Communications/Marketing	670.00		3,560.00
<b>Total 5402 Legal/Lobbying/Communications</b>	<b>670.00</b>		<b>3,560.00</b>
5408 Accounting			
5420 Bookkeeping	275.00		955.00
6560 Payroll Expenses	68.98		203.90
<b>Total 5408 Accounting</b>	<b>343.98</b>		<b>1,158.90</b>

	<b>Mar 2024</b>	<b>Jan - Mar, 2024 (YTD)</b>	<b>Total</b>
5409 Insurance Commissions and Fees	4,866.00		14,598.00
5410 COBRA Admin Services	284.37		853.13
<b>Total 5409 Insurance Commissions and Fees</b>	<b>5,150.37</b>		<b>15,451.13</b>
5901 Phone/Fax/Internet	43.51		130.53
5903 Postage/Delivery	570.11		1,003.07
5907 Subscriptions/Memberships	33.33		99.99
5910 EAP	2,474.44		7,423.32
5913 Office Supplies	130.13		232.36
5915 Printing & Reproduction	3,002.00		3,013.72
5917 Labor Law Posters			982.73
<b>Total 5915 Printing &amp; Reproduction</b>	<b>3,002.00</b>		<b>3,996.45</b>
5925 Insurance			
5926 Workers Comp	51.75		155.25
5927 D&O	766.67		2,300.01
5928 Crime	75.17		225.51
5929 Liability	96.33		288.99
<b>Total 5925 Insurance</b>	<b>989.92</b>		<b>2,969.76</b>
5931 Bank Fees	22.75		207.75
5935 Surety Bond Fees	1,625.00		4,299.52
5940 Env . & Safety Compliance	1,035.00		5,685.00
5942 NADA Dues	4,152.26		12,456.78
5975 Donations/Contributions	219.82		219.82
<b>Total Expenditures</b>	<b>31,704.22</b>		<b>92,988.52</b>
<b>NET OPERATING REVENUE</b>	<b>8,938.54</b>		<b>38,912.30</b>
<b>NET REVENUE</b>	<b>\$8,938.54</b>		<b>\$38,912.30</b>

# Statement of Activity by Month

January - March, 2024

	Jan 2024	Feb 2024	Mar 2024	Total
<b>REVENUE</b>				
4001 Membership Dues	13,239.73	13,198.82	13,245.48	39,684.03
4008 BCBS Service Fee	13,674.51	14,160.55	13,944.13	41,779.19
4010 NADA Membership Dues	4,492.29	4,492.29	4,492.29	13,476.87
4028 NADA Programs	2,007.00	3,101.25		5,108.25
<b>Total 4010 NADA Membership Dues</b>	<b>6,499.29</b>	<b>7,593.54</b>	<b>4,492.29</b>	<b>18,585.12</b>
4052 Insurance Trust Admin Fee	1,389.57	1,493.96	1,396.89	4,280.42
4060 VADA Media	1,000.00			1,000.00
4204 Surety Bond	1,585.08	1,585.08	1,870.83	5,040.99
4332 Workers Comp Fees	1,666.67	1,666.67	1,666.67	5,000.01
4400 Affinity Programs				0.00
4406 Hood & Ayer	2,500.00	2,500.00	2,500.00	7,500.00
<b>Total 4400 Affinity Programs</b>	<b>2,500.00</b>	<b>2,500.00</b>	<b>2,500.00</b>	<b>7,500.00</b>
4450 Interest Income	6,061.96	1,442.63	1,526.47	9,031.06
<b>Total Revenue</b>	<b>47,616.81</b>	<b>43,641.25</b>	<b>40,642.76</b>	<b>131,900.82</b>
<b>GROSS PROFIT</b>	<b>47,616.81</b>	<b>43,641.25</b>	<b>40,642.76</b>	<b>131,900.82</b>
<b>EXPENDITURES</b>				
5002 Association Management	5,000.00	5,000.00	5,000.00	15,000.00
5011 Administrative Staff				0.00
50110 Administrative staff - Other	3,771.00	3,771.00	3,771.00	11,313.00
5051 Employer's matching FICA	233.80	233.80	233.80	701.40
5052 Employer's matching Medi.	54.68	54.68	54.68	164.04
5053 Employer's SUTA/SUI	15.08	15.08	15.08	45.24
5055 Employer's FUTA	22.62	19.37		41.99
5101 Retirement plan	226.26	226.26	226.26	678.78
5104 Life/medical insurance	859.38	859.38	859.38	2,578.14
<b>Total 5011 Administrative Staff</b>	<b>5,182.82</b>	<b>5,179.57</b>	<b>5,160.20</b>	<b>15,522.59</b>
5201 Rent/Utilities	600.00	600.00	600.00	1,800.00
5304 Office Equipment	253.78	253.78	143.10	650.66
5315 Software	445.28	337.31	338.30	1,120.89
<b>Total 5304 Office Equipment</b>	<b>699.06</b>	<b>591.09</b>	<b>481.40</b>	<b>1,771.55</b>
5402 Legal/Lobbying/Communications				0.00
5407 Communications/Marketing	2,295.00	595.00	670.00	3,560.00
<b>Total 5402 Legal/Lobbying/Communications</b>	<b>2,295.00</b>	<b>595.00</b>	<b>670.00</b>	<b>3,560.00</b>
5408 Accounting				0.00
5420 Bookkeeping	405.00	275.00	275.00	955.00
6560 Payroll Expenses	67.46	67.46	68.98	203.90
<b>Total 5408 Accounting</b>	<b>472.46</b>	<b>342.46</b>	<b>343.98</b>	<b>1,158.90</b>
5409 Insurance Commissions and Fees	4,866.00	4,866.00	4,866.00	14,598.00
5410 COBRA Admin Services	284.38	284.38	284.37	853.13

	Jan 2024	Feb 2024	Mar 2024	Total
<b>Total 5409 Insurance Commissions and Fees</b>	<b>5,150.38</b>	<b>5,150.38</b>	<b>5,150.37</b>	<b>15,451.13</b>
5901 Phone/Fax/Internet	43.51	43.51	43.51	130.53
5903 Postage/Delivery	132.96	300.00	570.11	1,003.07
5907 Subscriptions/Memberships	33.33	33.33	33.33	99.99
5910 EAP	2,474.44	2,474.44	2,474.44	7,423.32
5913 Office Supplies	17.99	84.24	130.13	232.36
5915 Printing & Reproduction		11.72	3,002.00	3,013.72
5917 Labor Law Posters	982.73			982.73
<b>Total 5915 Printing &amp; Reproduction</b>	<b>982.73</b>	<b>11.72</b>	<b>3,002.00</b>	<b>3,996.45</b>
5925 Insurance				0.00
5926 Workers Comp	51.75	51.75	51.75	155.25
5927 D&O	766.67	766.67	766.67	2,300.01
5928 Crime	75.17	75.17	75.17	225.51
5929 Liability	96.33	96.33	96.33	288.99
<b>Total 5925 Insurance</b>	<b>989.92</b>	<b>989.92</b>	<b>989.92</b>	<b>2,969.76</b>
5931 Bank Fees	150.00	35.00	22.75	207.75
5935 Surety Bond Fees	1,337.26	1,337.26	1,625.00	4,299.52
5940 Env . & Safety Compliance	3,615.00	1,035.00	1,035.00	5,685.00
5942 NADA Dues	4,152.26	4,152.26	4,152.26	12,456.78
5975 Donations/Contributions			219.82	219.82
<b>Total Expenditures</b>	<b>33,329.12</b>	<b>27,955.18</b>	<b>31,704.22</b>	<b>92,988.52</b>
<b>NET OPERATING REVENUE</b>	<b>14,287.69</b>	<b>15,686.07</b>	<b>8,938.54</b>	<b>38,912.30</b>
<b>NET REVENUE</b>	<b>\$14,287.69</b>	<b>\$15,686.07</b>	<b>\$8,938.54</b>	<b>\$38,912.30</b>

# Statement of Activity YTD YOY

January - March, 2024

	Jan - Mar, 2024	Jan - Mar, 2023 (PY)	Change	% Change	Total
<b>REVENUE</b>					
4001 Membership Dues	39,684.03	36,469.88	3,214.15	8.81 %	
4008 BCBS Service Fee	41,779.19	36,662.63	5,116.56	13.96 %	
4010 NADA Membership Dues	13,476.87	13,054.10	422.77	3.24 %	
4028 NADA Programs	5,108.25	7,818.71	-2,710.46	-34.67 %	
<b>Total 4010 NADA Membership Dues</b>	<b>18,585.12</b>	<b>20,872.81</b>	<b>-2,287.69</b>	<b>-10.96 %</b>	
4052 Insurance Trust Admin Fee	4,280.42	2,886.08	1,394.34	48.31 %	
4060 VADA Media	1,000.00		1,000.00		
4080 Meetings & Seminars					
4054 Sponsors/Exhibitors		1,000.00	-1,000.00	-100.00 %	
<b>Total 4080 Meetings &amp; Seminars</b>		<b>1,000.00</b>	<b>-1,000.00</b>	<b>-100.00 %</b>	
4204 Surety Bond	5,040.99	4,662.54	378.45	8.12 %	
4332 Workers Comp Fees	5,000.01	4,999.97	0.04	0.00 %	
4400 Affinity Programs					
4402 Comply Auto	0.00	2,550.05	-2,550.05	-100.00 %	
4404 Reynolds & Reynolds	0.00	766.68	-766.68	-100.00 %	
4406 Hood & Ayer	7,500.00	7,500.00	0.00	0.00 %	
<b>Total 4400 Affinity Programs</b>	<b>7,500.00</b>	<b>10,816.73</b>	<b>-3,316.73</b>	<b>-30.66 %</b>	
4450 Interest Income	9,031.06	1,587.93	7,443.13	468.73 %	
<b>Total Revenue</b>	<b>131,900.82</b>	<b>119,958.57</b>	<b>11,942.25</b>	<b>9.96 %</b>	
<b>GROSS PROFIT</b>	<b>131,900.82</b>	<b>119,958.57</b>	<b>11,942.25</b>	<b>9.96 %</b>	
<b>EXPENDITURES</b>					
5002 Association Management	15,000.00	15,000.00	0.00	0.00 %	
50020 Executive Director - Other		17,295.27	-17,295.27	-100.00 %	
<b>Total 5002 Association Management</b>	<b>15,000.00</b>	<b>32,295.27</b>	<b>-17,295.27</b>	<b>-53.55 %</b>	
5011 Administrative Staff					
50110 Administrative staff - Other	11,313.00	10,533.87	779.13	7.40 %	
5051 Employer's matching FICA	701.40	1,725.41	-1,024.01	-59.35 %	
5052 Employer's matching Medi.	164.04	403.54	-239.50	-59.35 %	
5053 Employer's SUTA/SUI	45.24	96.14	-50.90	-52.94 %	
5055 Employer's FUTA	41.99	84.01	-42.02	-50.02 %	
5101 Retirement plan	678.78	755.21	-76.43	-10.12 %	
5104 Life/medical insurance	2,578.14	2,271.12	307.02	13.52 %	
<b>Total 5011 Administrative Staff</b>	<b>15,522.59</b>	<b>15,869.30</b>	<b>-346.71</b>	<b>-2.18 %</b>	
5201 Rent/Utilities	1,800.00	900.00	900.00	100.00 %	
5304 Office Equipment	650.66	593.22	57.44	9.68 %	
5315 Software	1,120.89	1,092.54	28.35	2.59 %	
5319 Tech Support		220.00	-220.00	-100.00 %	



	Jan - Mar, 2024	Jan - Mar, 2023 (PY)	Change	% Change	Total
<b>Total 5304 Office Equipment</b>	<b>1,771.55</b>	<b>1,905.76</b>	<b>-134.21</b>	<b>-7.04 %</b>	
5350 VADA Meetings		826.00	-826.00	-100.00 %	
5402 Legal/Lobbying/Communications					
5407 Communications/Marketing	3,560.00	1,835.00	1,725.00	94.01 %	
<b>Total 5402 Legal/Lobbying/Communications</b>	<b>3,560.00</b>	<b>1,835.00</b>	<b>1,725.00</b>	<b>94.01 %</b>	
5408 Accounting					
5420 Bookkeeping	955.00	1,072.91	-117.91	-10.99 %	
6560 Payroll Expenses	203.90	228.59	-24.69	-10.80 %	
<b>Total 5408 Accounting</b>	<b>1,158.90</b>	<b>1,301.50</b>	<b>-142.60</b>	<b>-10.96 %</b>	
5409 Insurance Commissions and Fees	14,598.00	12,750.00	1,848.00	14.49 %	
5410 COBRA Admin Services	853.13	853.13	0.00	0.00 %	
<b>Total 5409 Insurance Commissions and Fees</b>	<b>15,451.13</b>	<b>13,603.13</b>	<b>1,848.00</b>	<b>13.59 %</b>	
5901 Phone/Fax/Internet	130.53	317.76	-187.23	-58.92 %	
5903 Postage/Delivery	1,003.07	1,267.11	-264.04	-20.84 %	
5907 Subscriptions/Memberships	99.99	425.00	-325.01	-76.47 %	
5910 EAP	7,423.32	7,238.03	185.29	2.56 %	
5913 Office Supplies	232.36	264.96	-32.60	-12.30 %	
5915 Printing & Reproduction	3,013.72		3,013.72		1,035.93
5917 Labor Law Posters	982.73	-105.00	1,087.73		%
<b>Total 5915 Printing &amp; Reproduction</b>	<b>3,996.45</b>	<b>-105.00</b>	<b>4,101.45</b>		<b>3,906.14 %</b>
5925 Insurance					
5926 Workers Comp	155.25	95.49	59.76	62.58 %	
5927 D&O	2,300.01	2,300.06	-0.05	-0.00 %	
5928 Crime	225.51	272.76	-47.25	-17.32 %	
5929 Liability	288.99	307.02	-18.03	-5.87 %	
<b>Total 5925 Insurance</b>	<b>2,969.76</b>	<b>2,975.33</b>	<b>-5.57</b>	<b>-0.19 %</b>	
5931 Bank Fees	207.75	150.00	57.75	38.50 %	
5935 Surety Bond Fees	4,299.52	3,681.12	618.40	16.80 %	
5940 Env . & Safety Compliance	5,685.00	2,588.25	3,096.75	119.65 %	
5942 NADA Dues	12,456.78	12,209.56	247.22	2.02 %	
5975 Donations/Contributions	219.82	100.00	119.82	119.82 %	
<b>Total Expenditures</b>	<b>92,988.52</b>	<b>99,648.08</b>	<b>-6,659.56</b>	<b>-6.68 %</b>	
<b>NET OPERATING REVENUE</b>	<b>38,912.30</b>	<b>20,310.49</b>	<b>18,601.81</b>	<b>91.59 %</b>	
<b>NET REVENUE</b>	<b>\$38,912.30</b>	<b>\$20,310.49</b>	<b>\$18,601.81</b>	<b>91.59 %</b>	

# VADA Benefits Trust

Financial Statements

For the period ended March 31, 2024



Prepared by  
**AGA LLC**

Prepared on  
**April 11, 2024**

# Table of contents

---

Statement of Financial Position .....3

Statement of Activity .....4

Statement of Activity by Month .....5

Statement of Activity YTD YOY .....6

# Statement of Financial Position

As of March 31, 2024

	<b>Total</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
1031 NSB Checking	154,512.79
<b>Total Bank Accounts</b>	<b>154,512.79</b>
<b>Accounts Receivable</b>	
1200 Accounts Receivable	140.98
1550 Premiums Receivable	121.46
<b>Total Accounts Receivable</b>	<b>262.44</b>
<b>Total Current Assets</b>	<b>154,775.23</b>
<b>TOTAL ASSETS</b>	<b>\$154,775.23</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2001 Accounts Payable	6,308.85
<b>Total Accounts Payable</b>	<b>6,308.85</b>
<b>Other Current Liabilities</b>	
2005 Deferred Revenue	37,897.27
2015 Claims Payable	11,621.47
2150 Due to/from VADA Assoc	2,756.76
2300 IBNR	15,052.43
<b>Total Other Current Liabilities</b>	<b>67,327.93</b>
<b>Total Current Liabilities</b>	<b>73,636.78</b>
<b>Total Liabilities</b>	<b>73,636.78</b>
<b>Equity</b>	
32000 Unrestricted Net Assets	56,509.19
Net Revenue	24,629.26
<b>Total Equity</b>	<b>81,138.45</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$154,775.23</b>

# Statement of Activity

March 2024

		<b>Total</b>
	<b>Mar 2024</b>	<b>Jan - Mar, 2024 (YTD)</b>
<b>REVENUE</b>		
4009 Dental Premiums ER	24,880.59	78,002.32
4010 Dental Premiums EE	35,251.26	105,388.24
4011 Life Premiums ER	6,945.30	20,823.46
4012 Life Premiums EE	124.80	366.60
4013 Disability Premiums ER	6,907.04	20,579.02
4014 Disability Premiums EE	672.75	2,018.25
<b>Total Revenue</b>	<b>74,781.74</b>	<b>227,177.89</b>
<b>GROSS PROFIT</b>	<b>74,781.74</b>	<b>227,177.89</b>
<b>EXPENDITURES</b>		
5222 UNUM STD Claims	1,473.77	1,842.86
5223 UNUM STD Admin Fee	752.00	2,272.00
5227 NE Delta Dental Claims	53,757.38	153,153.70
5228 NE Delta Dental Admin Fee	5,556.85	16,752.95
5229 COBRA Admin Services Fee	284.37	853.12
5603 VADA Admin Fee	1,396.89	4,146.33
5610 Printing		982.73
5643 Commissions	411.00	1,233.00
5645 UNUM Life Premium	7,103.98	21,311.94
<b>Total Expenditures</b>	<b>70,736.24</b>	<b>202,548.63</b>
<b>NET OPERATING REVENUE</b>	<b>4,045.50</b>	<b>24,629.26</b>
<b>NET REVENUE</b>	<b>\$4,045.50</b>	<b>\$24,629.26</b>

# Statement of Activity by Month

January - March, 2024

	Jan 2024	Feb 2024	Mar 2024	Total
<b>REVENUE</b>				
4009 Dental Premiums ER	26,301.17	26,820.56	24,880.59	78,002.32
4010 Dental Premiums EE	34,581.21	35,555.77	35,251.26	105,388.24
4011 Life Premiums ER	6,940.18	6,937.98	6,945.30	20,823.46
4012 Life Premiums EE	119.60	122.20	124.80	366.60
4013 Disability Premiums ER	6,916.79	6,755.19	6,907.04	20,579.02
4014 Disability Premiums EE	643.50	702.00	672.75	2,018.25
<b>Total Revenue</b>	<b>75,502.45</b>	<b>76,893.70</b>	<b>74,781.74</b>	<b>227,177.89</b>
<b>GROSS PROFIT</b>	<b>75,502.45</b>	<b>76,893.70</b>	<b>74,781.74</b>	<b>227,177.89</b>
<b>EXPENDITURES</b>				
5222 UNUM STD Claims	369.09		1,473.77	1,842.86
5223 UNUM STD Admin Fee	760.00	760.00	752.00	2,272.00
5227 NE Delta Dental Claims	59,587.40	39,808.92	53,757.38	153,153.70
5228 NE Delta Dental Admin Fee	5,628.95	5,567.15	5,556.85	16,752.95
5229 COBRA Admin Services Fee	284.37	284.38	284.37	853.12
5603 VADA Admin Fee	1,389.57	1,359.87	1,396.89	4,146.33
5610 Printing	982.73			982.73
5643 Commissions	411.00	411.00	411.00	1,233.00
5645 UNUM Life Premium	7,103.98	7,103.98	7,103.98	21,311.94
<b>Total Expenditures</b>	<b>76,517.09</b>	<b>55,295.30</b>	<b>70,736.24</b>	<b>202,548.63</b>
<b>NET OPERATING REVENUE</b>	<b>-1,014.64</b>	<b>21,598.40</b>	<b>4,045.50</b>	<b>24,629.26</b>
<b>NET REVENUE</b>	<b>\$ -1,014.64</b>	<b>\$21,598.40</b>	<b>\$4,045.50</b>	<b>\$24,629.26</b>

# Statement of Activity YTD YOY

January - March, 2024

	Jan - Mar, 2024	Jan - Mar, 2023 (PY)	Change	Total % Change
<b>REVENUE</b>				
4009 Dental Premiums ER	78,002.32	65,802.89	12,199.43	18.54 %
4010 Dental Premiums EE	105,388.24	95,209.70	10,178.54	10.69 %
4011 Life Premiums ER	20,823.46	20,184.82	638.64	3.16 %
4012 Life Premiums EE	366.60	390.13	-23.53	-6.03 %
4013 Disability Premiums ER	20,579.02	19,107.75	1,471.27	7.70 %
4014 Disability Premiums EE	2,018.25	1,893.42	124.83	6.59 %
<b>Total Revenue</b>	<b>227,177.89</b>	<b>202,588.71</b>	<b>24,589.18</b>	<b>12.14 %</b>
<b>GROSS PROFIT</b>	<b>227,177.89</b>	<b>202,588.71</b>	<b>24,589.18</b>	<b>12.14 %</b>
<b>EXPENDITURES</b>				
5222 UNUM STD Claims	1,842.86		1,842.86	
5223 UNUM STD Admin Fee	2,272.00	2,256.00	16.00	0.71 %
5227 NE Delta Dental Claims	153,153.70	154,127.21	-973.51	-0.63 %
5228 NE Delta Dental Admin Fee	16,752.95	15,894.45	858.50	5.40 %
5229 COBRA Admin Services Fee	853.12	853.12	0.00	0.00 %
5603 VADA Admin Fee	4,146.33	2,886.08	1,260.25	43.67 %
5610 Printing	982.73		982.73	
5643 Commissions	1,233.00	1,125.00	108.00	9.60 %
5645 UNUM Life Premium	21,311.94	20,535.84	776.10	3.78 %
<b>Total Expenditures</b>	<b>202,548.63</b>	<b>197,677.70</b>	<b>4,870.93</b>	<b>2.46 %</b>
<b>NET OPERATING REVENUE</b>	<b>24,629.26</b>	<b>4,911.01</b>	<b>19,718.25</b>	<b>401.51 %</b>
<b>NET REVENUE</b>	<b>\$24,629.26</b>	<b>\$4,911.01</b>	<b>\$19,718.25</b>	<b>401.51 %</b>