

**Vermont Automobile Dealer's Association, Inc.**  
**Balance Sheet**  
As of July 31, 2024

	Total
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
1002 NSB Checking	112,664.46
1088 NSB 9 Month CD	225,820.87
1089 Morgan Stanley	340,775.95
<b>Total Bank Accounts</b>	<b>\$ 679,261.28</b>
<b>Accounts Receivable</b>	
1200 *Accounts Receivable	23,246.09
<b>Total Accounts Receivable</b>	<b>\$ 23,246.09</b>
<b>Other Current Assets</b>	
1150 Prepaid Dues, Fees, Insurance	54,051.88
1903 Morgan Stanley - CDs	170,000.00
2151 Due From VADA Dental Ben Trust	1,411.03
<b>Total Other Current Assets</b>	<b>\$ 225,462.91</b>
<b>Total Current Assets</b>	<b>\$ 927,970.28</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>\$ -</b>
<b>TOTAL ASSETS</b>	<b>\$ 927,970.28</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 Accounts Payable	1,137.52
<b>Total Accounts Payable</b>	<b>\$ 1,137.52</b>
<b>Other Current Liabilities</b>	
2002 Deferred Income	118,878.77
<b>Total Other Current Liabilities</b>	<b>\$ 118,878.77</b>
<b>Total Current Liabilities</b>	<b>\$ 120,016.29</b>
<b>Total Liabilities</b>	<b>\$ 120,016.29</b>
<b>Equity</b>	
3900 Unrestricted Fund Balance	744,526.68
Net Revenue	63,427.31
<b>Total Equity</b>	<b>\$ 807,953.99</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 927,970.28</b>

**Vermont Automobile Dealer's Association, Inc.**  
**Profit Loss**  
**January - July, 2024**

	Total	
	Jan - Jul, 2024	Jan - Jul, 2023 (PY)
<b>Revenue</b>		
4001 Membership Dues	93,163.75	85,525.83
4008 BCBS Service Fee	93,179.27	85,189.82
4010 NADA Membership Dues	41,167.91	38,723.54
4052 Insurance Trust Admin Fee	10,883.84	9,201.99
4060 VADA Media	2,600.00	
4080 Meetings & Seminars	0.00	1,000.00
4204 Surety Bond	12,524.31	10,375.36
4332 Workers Comp Fees	11,666.69	11,666.65
4400 Affinity Programs	23,984.56	24,069.18
4450 Interest Income	19,957.85	8,010.98
<b>Total Revenue</b>	<b>\$ 309,128.18</b>	<b>\$ 273,763.35</b>
<b>Gross Profit</b>	<b>\$ 309,128.18</b>	<b>\$ 273,763.35</b>
<b>Expenditures</b>		
5002 Association Management	35,000.00	35,822.69
5011 Administrative Staff	38,596.02	38,209.46
5108 Industry Meetings	3,822.01	3,765.10
5201 Rent/Utilities	4,200.00	2,100.00
5304 Office Equipment	4,259.34	4,455.02
5350 VADA Meetings		826.00
5402 Legal/Lobbying/Communications	8,103.50	9,054.63
5408 Accounting	16,585.15	2,605.07
5409 Insurance Commissions and Fees	36,802.65	32,515.65
5901 Phone/Fax/Internet	304.51	776.37
5903 Postage/Delivery	1,804.02	1,442.71
5907 Subscriptions/Memberships	233.31	624.00
5910 EAP	17,011.21	16,888.75
5913 Office Supplies	294.31	694.71
5915 Printing & Reproduction	7,042.36	(105.00)
5925 Insurance	6,886.12	7,141.97
5931 Bank Fees	419.12	150.00
5935 Surety Bond Fees	10,799.52	8,451.56
5940 Env . & Safety Compliance	9,556.00	6,039.25
5942 NADA Dues	29,065.82	28,831.64
5960 2023 Flood Relief	14,450.00	
5975 Donations/Contributions	465.90	100.00
6577 IT Equip/Furniture Expense		0.00
<b>Purchases</b>		<b>0.00</b>
<b>Total Expenditures</b>	<b>\$ 245,700.87</b>	<b>\$ 200,389.58</b>
<b>Net Operating Revenue</b>	<b>\$ 63,427.31</b>	<b>\$ 73,373.77</b>
<b>Net Revenue</b>	<b>\$ 63,427.31</b>	<b>\$ 73,373.77</b>

**VADA Dental Benefits Life Disability**  
**Balance Sheet**  
As of July 31, 2024

	Total
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
1031 NSB Checking	151,019.86
<b>Total Bank Accounts</b>	<b>\$ 151,019.86</b>
<b>Accounts Receivable</b>	
1200 Accounts Receivable	9.83
1550 Premiums Receivable	2.60
<b>Total Accounts Receivable</b>	<b>\$ 12.43</b>
<b>Total Current Assets</b>	<b>\$ 151,032.29</b>
<b>TOTAL ASSETS</b>	<b>\$ 151,032.29</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2001 Accounts Payable	6,467.88
<b>Total Accounts Payable</b>	<b>\$ 6,467.88</b>
<b>Other Current Liabilities</b>	
2005 Deferred Revenue	29,688.90
2015 Claims Payable	19,067.05
2150 Due to/from VADA Assoc	1,411.03
2300 IBNR	13,444.00
<b>Total Other Current Liabilities</b>	<b>\$ 63,610.98</b>
<b>Total Current Liabilities</b>	<b>\$ 70,078.86</b>
<b>Total Liabilities</b>	<b>\$ 70,078.86</b>
<b>Equity</b>	
32000 Unrestricted Net Assets	58,125.42
Net Revenue	22,828.01
<b>Total Equity</b>	<b>\$ 80,953.43</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 151,032.29</b>

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**VADA Dental Benefits Life Disability**  
**Profit Loss**  
**January - July, 2024**

	Total	
	Jan - Jul, 2024	Jan - Jul, 2023 (PY)
<b>Revenue</b>		
4009 Dental Premiums ER	175,428.07	156,856.53
4010 Dental Premiums EE	232,133.43	217,968.63
4011 Life Premiums ER	44,340.89	47,327.43
4012 Life Premiums EE	872.30	889.19
4013 Disability Premiums ER	42,514.98	44,871.10
4014 Disability Premiums EE	4,670.25	4,398.82
<b>Total Revenue</b>	<b>\$ 499,959.92</b>	<b>\$ 472,311.70</b>
<b>Gross Profit</b>	<b>\$ 499,959.92</b>	<b>\$ 472,311.70</b>
<b>Expenditures</b>		
5222 UNUM STD Claims	5,683.38	11,694.82
5223 UNUM STD Admin Fee	4,780.00	5,278.00
5227 NE Delta Dental Claims	354,338.65	345,857.70
5228 NE Delta Dental Admin Fee	37,291.15	36,813.15
5229 COBRA Admin Services Fee	1,990.60	1,990.61
5603 VADA Admin Fee	10,749.75	9,201.99
5609 Audit Fees	6,000.00	15,000.00
5610 Printing	982.73	0.00
5643 Commissions	2,877.00	2,625.00
5645 UNUM Life Premium	47,346.26	48,348.56
5653 NEDD Claims Assessment	5,092.39	5,082.80
<b>Total Expenditures</b>	<b>\$ 477,131.91</b>	<b>\$ 481,892.63</b>
<b>Net Operating Revenue</b>	<b>\$ 22,828.01</b>	<b>-\$ 9,580.93</b>
<b>Net Revenue</b>	<b>\$ 22,828.01</b>	<b>-\$ 9,580.93</b>

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