

# Vermont Automobile Dealer's Association, Inc.

## Balance Sheet

As of May 31, 2024

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
1002 NSB Checking	139,183.35
1088 NSB 9 Month CD	224,166.51
1089 Morgan Stanley	179,880.15
<b>Total Bank Accounts</b>	<b>\$543,230.01</b>
Accounts Receivable	
1200 *Accounts Receivable	6,100.01
<b>Total Accounts Receivable</b>	<b>\$6,100.01</b>
Other Current Assets	
1150 Prepaid Dues, Fees, Insurance	63,466.52
1903 Morgan Stanley - CDs	325,000.00
2151 Due From VADA Dental Ben Trust	1,788.23
<b>Total Other Current Assets</b>	<b>\$390,254.75</b>
<b>Total Current Assets</b>	<b>\$939,584.77</b>
Fixed Assets	
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>\$939,584.77</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	568.76
<b>Total Accounts Payable</b>	<b>\$568.76</b>
Other Current Liabilities	
2002 Deferred Income	143,039.33
<b>Total Other Current Liabilities</b>	<b>\$143,039.33</b>
<b>Total Current Liabilities</b>	<b>\$143,608.09</b>
<b>Total Liabilities</b>	<b>\$143,608.09</b>
Equity	
3900 Unrestricted Fund Balance	728,054.10
Net Revenue	67,922.58
<b>Total Equity</b>	<b>\$795,976.68</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$939,584.77</b>

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

	Total	
	Jan - May, 2024	Jan - May, 2023 (PY)
<b>Revenue</b>		
4001 Membership Dues	65,831.93	60,864.37
4008 BCBS Service Fee	68,579.65	61,038.18
4010 NADA Membership Dues	32,028.98	29,629.85
4052 Insurance Trust Admin Fee	8,074.28	6,213.97
4060 VADA Media	1,000.00	
4080 Meetings & Seminars		1,000.00
4204 Surety Bond	8,782.65	7,468.20
4332 Workers Comp Fees	8,333.35	8,333.31
4400 Affinity Programs	16,241.82	15,816.74
4450 Interest Income	12,179.70	2,760.04
<b>Total Revenue</b>	<b>\$ 221,052.36</b>	<b>\$ 193,124.66</b>
<b>Gross Profit</b>	<b>\$ 221,052.36</b>	<b>\$ 193,124.66</b>
<b>Expenditures</b>		
5002 Association Management	8,527.42	42,295.27
5011 Administrative Staff	28,139.09	28,123.90
5108 Industry Meetings	1,275.14	1,967.84
5201 Rent/Utilities	3,000.00	1,500.00
5304 Office Equipment	2,956.16	3,158.90
5350 VADA Meetings		826.00
5402 Legal/Lobbying/Communications	6,663.50	3,220.00
5408 Accounting	1,885.15	1,970.15
5409 Insurance Commissions and Fees	25,751.89	22,671.89
5901 Phone/Fax/Internet	217.53	547.06
5903 Postage/Delivery	1,345.62	1,267.11
5907 Subscriptions/Memberships	166.65	425.00
5910 EAP	12,372.20	12,063.39
5913 Office Supplies	270.47	264.96
5915 Printing & Reproduction	4,771.84	(105.00)
5925 Insurance	4,948.44	4,986.65
5931 Bank Fees	231.87	150.00
5935 Surety Bond Fees	7,549.52	6,040.04
5940 Env . & Safety Compliance	7,486.00	4,313.75
5942 NADA Dues	20,761.30	20,403.74
5960 2023 Flood Relief	14,450.00	
5975 Donations/Contributions	359.99	100.00
6577 IT Equip/Furniture Expense		0.00
Purchases		0.00
<b>Total Expenditures</b>	<b>\$ 153,129.78</b>	<b>\$ 156,190.65</b>
<b>Net Operating Revenue</b>	<b>\$ 67,922.58</b>	<b>\$ 36,934.01</b>
<b>Net Revenue</b>	<b>\$ 67,922.58</b>	<b>\$ 36,934.01</b>

# VADA Dental Benefits Life Disability

## Balance Sheet

As of May 31, 2024

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
1031 NSB Checking	151,902.99
<b>Total Bank Accounts</b>	<b>\$151,902.99</b>
Accounts Receivable	
1550 Premiums Receivable	236.55
<b>Total Accounts Receivable</b>	<b>\$236.55</b>
<b>Total Current Assets</b>	<b>\$152,139.54</b>
<b>TOTAL ASSETS</b>	<b>\$152,139.54</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2001 Accounts Payable	6,535.03
<b>Total Accounts Payable</b>	<b>\$6,535.03</b>
Other Current Liabilities	
2005 Deferred Revenue	33,763.29
2015 Claims Payable	13,420.26
2150 Due to/from VADA Assoc	1,788.23
2300 IBNR	13,444.00
<b>Total Other Current Liabilities</b>	<b>\$62,415.78</b>
<b>Total Current Liabilities</b>	<b>\$68,950.81</b>
<b>Total Liabilities</b>	<b>\$68,950.81</b>
Equity	
32000 Unrestricted Net Assets	58,117.62
Net Revenue	25,071.11
<b>Total Equity</b>	<b>\$83,188.73</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$152,139.54</b>

# VADA Dental Benefits Life Disability

## Profit Loss

January - May, 2024

	TOTAL	
	JAN - MAY, 2024	JAN - MAY, 2023 (PY)
Revenue		
4009 Dental Premiums ER	127,364.51	112,081.03
4010 Dental Premiums EE	173,188.73	156,958.74
4011 Life Premiums ER	34,011.48	33,918.68
4012 Life Premiums EE	622.05	639.47
4013 Disability Premiums ER	33,673.40	32,183.74
4014 Disability Premiums EE	3,363.75	3,091.22
<b>Total Revenue</b>	<b>\$372,223.92</b>	<b>\$338,872.88</b>
GROSS PROFIT	<b>\$372,223.92</b>	<b>\$338,872.88</b>
Expenditures		
5222 UNUM STD Claims	4,011.25	3,460.19
5223 UNUM STD Admin Fee	3,760.00	3,750.00
5227 NE Delta Dental Claims	264,302.03	253,593.61
5228 NE Delta Dental Admin Fee	27,557.65	26,329.05
5229 COBRA Admin Services Fee	1,421.86	1,421.87
5603 VADA Admin Fee	7,940.19	6,213.97
5610 Printing	982.73	0.00
5643 Commissions	2,055.00	1,875.00
5645 UNUM Life Premium	35,122.10	34,463.00
<b>Total Expenditures</b>	<b>\$347,152.81</b>	<b>\$331,106.69</b>
NET OPERATING REVENUE	<b>\$25,071.11</b>	<b>\$7,766.19</b>
NET REVENUE	<b>\$25,071.11</b>	<b>\$7,766.19</b>