

Vermont Fuel Dealers Association

Balance Sheet

As of March 31, 2024

04/16/24

Accrual Basis

| | Mar 31, 24 | Mar 31, 23 |
|---|---------------------|-------------------|
| ASSETS | | |
| Current Assets | | |
| Checking/Savings | | |
| 10180 · M&T Bank - Checking | 113,576.83 | 207,472.69 |
| 10182 · M&T Bank Savings | 152,088.71 | 0.00 |
| 10388 · Morgan Stanley | 758,445.16 | 704,618.88 |
| Total Checking/Savings | 1,024,110.70 | 912,091.57 |
| Accounts Receivable | | |
| 11100 · Accounts Receivable | 43,895.25 | 13,861.00 |
| Total Accounts Receivable | 43,895.25 | 13,861.00 |
| Total Current Assets | 1,068,005.95 | 925,952.57 |
| Fixed Assets | | |
| 11500 · Furniture, Fixtures, Equipment | | |
| 11500-1 · Depreciation | -3,572.34 | -3,572.34 |
| 11500 · Furniture, Fixtures, Equipment - ... | 3,889.66 | 3,889.66 |
| Total 11500 · Furniture, Fixtures, Equipment | 317.32 | 317.32 |
| Total Fixed Assets | 317.32 | 317.32 |
| TOTAL ASSETS | 1,068,323.27 | 926,269.89 |
| LIABILITIES & EQUITY | | |
| Equity | | |
| 32000 · Unrestricted Net Assets | 555,700.00 | 462,033.10 |
| 39000 · Opening Balance Equity | 369,593.25 | 369,593.25 |
| 39005 · Retained Earnings | -17,194.19 | -17,194.19 |
| Net Income | 160,224.21 | 111,837.73 |
| Total Equity | 1,068,323.27 | 926,269.89 |
| TOTAL LIABILITIES & EQUITY | 1,068,323.27 | 926,269.89 |

Vermont Fuel Dealers Association
Profit & Loss Budget vs. Actual
 January through March 2024

| | Jan - Mar 24 | Budget | % of Budget |
|--|-------------------|-------------------|---------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 40000 · Dues - Fuel Dealers | 75,500.00 | 72,500.00 | 104.1% |
| 40050 · Dues - Wholesalers/Transpor... | 16,000.00 | 13,000.00 | 123.1% |
| 40100 · Dues - Associates | 38,700.00 | 40,000.00 | 96.8% |
| 40150 · Conference and Meetings | 47,880.00 | 70,000.00 | 68.4% |
| 40200 · Education and Training | 35,850.00 | 190,000.00 | 18.9% |
| 40225 · Affinity Programs | 214.75 | 500.00 | 43.0% |
| 40400 · Drug and Alcohol Program | 15,150.00 | 28,000.00 | 54.1% |
| 40450 · Fingerprinting | 0.00 | 0.00 | 0.0% |
| 40500 · Member Directory | 0.00 | 15,000.00 | 0.0% |
| 40600 · Grant Income | 8,584.57 | 40,000.00 | 21.5% |
| 40675 · HCCV Loan Repayment | 0.00 | 2,310.00 | 0.0% |
| 40680 · HCCV Management Fee | 0.00 | 8,500.00 | 0.0% |
| 40725 · Contributions | 33,679.75 | 100,000.00 | 33.7% |
| 40850 · Compliance Documents | 1,714.00 | 2,000.00 | 85.7% |
| 40925 · Advertising | 0.00 | 7,000.00 | 0.0% |
| 40930 · Sponsorships | 600.00 | | |
| 40950 · Interest Earned | 486.80 | | |
| Total Income | 274,359.87 | 588,810.00 | 46.6% |
| Gross Profit | 274,359.87 | 588,810.00 | 46.6% |
| Expense | | | |
| 60000 · Payroll | 51,150.37 | 210,000.00 | 24.4% |
| 60015 · Education & Training | 26,340.13 | 115,000.00 | 22.9% |
| 60017 · Rent | 1,500.00 | 6,000.00 | 25.0% |
| 60019 · Office Supplies & Equip | 4,363.71 | 4,500.00 | 97.0% |
| 60021 · Communications | 1,831.07 | 5,000.00 | 36.6% |
| 60025 · Postage & Delivery | 1,508.93 | 5,000.00 | 30.2% |
| 60030 · Printing & Reproduction | 4,251.33 | 7,500.00 | 56.7% |
| 60037 · Conference & Meetings | 7,034.17 | 60,000.00 | 11.7% |
| 60039 · Industry Meetings | 196.15 | 5,000.00 | 3.9% |
| 60041 · EMA Dues & Meetings | 4,669.25 | 20,000.00 | 23.3% |
| 60045 · NAORE/NEFI | 0.00 | 3,000.00 | 0.0% |
| 60250 · Drug & Alcohol Program | 6,159.00 | 22,000.00 | 28.0% |
| 60300 · Accounting | 736.61 | 5,000.00 | 14.7% |
| 60350 · Legal Fees | 13,359.50 | 50,000.00 | 26.7% |
| 60400 · Income Taxes | 0.00 | 300.00 | 0.0% |
| 60425 · Insurance | 5,353.00 | 6,000.00 | 89.2% |
| 60460 · Banking & Credit Card Fees | 1,009.90 | 4,000.00 | 25.2% |
| 60550 · Dues and Subscriptions | 0.00 | 510.00 | 0.0% |
| 60600 · Public Relations & GOV Affairs | 1,256.10 | 50,000.00 | 2.5% |
| 60635 · Donations/Contributions | 384.91 | 10,000.00 | 3.8% |
| Total Expense | 131,104.13 | 588,810.00 | 22.3% |
| Net Ordinary Income | 143,255.74 | 0.00 | 100.0% |
| Other Income/Expense | | | |
| Other Income | | | |
| 40940 · Unrealized Gain/Losses | 16,968.47 | | |
| Total Other Income | 16,968.47 | | |
| Net Other Income | 16,968.47 | | |
| Net Income | 160,224.21 | 0.00 | 100.0% |

Vermont Fuel Dealers Association Profit & Loss Prev Year Comparison

| | Jan - Mar ... | Jan - Mar ... |
|--|-------------------|-------------------|
| Ordinary Income/Expense | | |
| Income | | |
| 40000 · Dues - Fuel Dealers | 75,500.00 | 67,500.00 |
| 40050 · Dues - Wholesalers/Transpor... | 16,000.00 | 15,500.00 |
| 40100 · Dues - Associates | 38,700.00 | 38,200.00 |
| 40150 · Conference and Meetings | 47,880.00 | 12,410.00 |
| 40200 · Education and Training | 35,850.00 | 6,300.00 |
| 40225 · Affinity Programs | 214.75 | 71.60 |
| 40400 · Drug and Alcohol Program | 15,150.00 | 15,354.00 |
| 40450 · Fingerprinting | 0.00 | 1,170.00 |
| 40600 · Grant Income | 8,584.57 | 45,370.62 |
| 40650 · Miscellaneous Income | 0.00 | 0.00 |
| 40725 · Contributions | 33,679.75 | 42,500.00 |
| 40850 · Compliance Documents | 1,714.00 | 662.00 |
| 40930 · Sponsorships | 600.00 | 1,200.00 |
| 40950 · Interest Earned | 486.80 | 0.00 |
| Total Income | 274,359.87 | 246,238.22 |
| Gross Profit | 274,359.87 | 246,238.22 |
| Expense | | |
| 60000 · Payroll | 51,150.37 | 50,666.83 |
| 60015 · Education & Training | 26,340.13 | 19,881.02 |
| 60017 · Rent | 1,500.00 | 1,500.00 |
| 60019 · Office Supplies & Equip | 4,363.71 | 382.14 |
| 60021 · Communications | 1,831.07 | 1,444.69 |
| 60025 · Postage & Delivery | 1,508.93 | 1,698.27 |
| 60030 · Printing & Reproduction | 4,251.33 | 3,505.55 |
| 60037 · Conference & Meetings | 7,034.17 | 8,060.08 |
| 60039 · Industry Meetings | 196.15 | 28.60 |
| 60041 · EMA Dues & Meetings | 4,669.25 | 4,461.25 |
| 60250 · Drug & Alcohol Program | 6,159.00 | 6,467.30 |
| 60300 · Accounting | 736.61 | 711.96 |
| 60350 · Legal Fees | 13,359.50 | 10,514.53 |
| 60425 · Insurance | 5,353.00 | 6,121.00 |
| 60460 · Banking & Credit Card Fees | 1,009.90 | 364.63 |
| 60550 · Dues and Subscriptions | 0.00 | 330.28 |
| 60600 · Public Relations & GOV Affairs | 1,256.10 | 34,718.47 |
| 60635 · Donations/Contributions | 384.91 | 198.10 |
| Total Expense | 131,104.13 | 151,054.70 |
| Net Ordinary Income | 143,255.74 | 95,183.52 |
| Other Income/Expense | | |
| Other Income | | |
| 40940 · Unrealized Gain/Losses | 16,968.47 | 16,654.21 |
| Total Other Income | 16,968.47 | 16,654.21 |
| Net Other Income | 16,968.47 | 16,654.21 |
| Net Income | 160,224.21 | 111,837.73 |