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Vermont Automobile Dealer's Association, Inc.

Balance Sheet

10/17/22

As of September 30, 2022

Accrual Basis

	<u>Sep 30, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
1002 · NSB Checking	179,994.47
1004 · VSECU - Savings	20.00
1070 · North Country CDs	
1071 · Cash Balance	51.09
1070 · North Country CDs - Other	131,118.71
Total 1070 · North Country CDs	<u>131,169.80</u>
1085 · NSB CD - 9/12 Month	100,380.84
1088 · VSECU - 6 Month CD	251,669.46
Total Checking/Savings	<u>663,234.57</u>
Accounts Receivable	
1200 · *Accounts Receivable	13,385.00
Total Accounts Receivable	<u>13,385.00</u>
Other Current Assets	
1150 · Prepaid dues, fees, insurance	24,390.90
2151 · Due From VADA Dental Ben Trust	939.74
Total Other Current Assets	<u>25,330.64</u>
Total Current Assets	<u>701,950.21</u>
Fixed Assets	
1190 · Furniture and equipment	9,854.00
1195 · A/D furniture and equipment	(9,854.00)
Total Fixed Assets	<u>0.00</u>
TOTAL ASSETS	<u>701,950.21</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	6,676.01
Total Accounts Payable	<u>6,676.01</u>
Credit Cards	
2010 · Businesscard Services	509.56
Total Credit Cards	<u>509.56</u>
Other Current Liabilities	
2002 · Deferred Income	72,887.90
Total Other Current Liabilities	<u>72,887.90</u>
Total Current Liabilities	<u>80,073.47</u>
Total Liabilities	80,073.47
Equity	
3900 · Unrestricted fund balance	626,469.57
Net Income	(4,592.83)
Total Equity	<u>621,876.74</u>
TOTAL LIABILITIES & EQUITY	<u>701,950.21</u>

9:01 PM

Vermont Automobile Dealer's Association, Inc.

Profit & Loss Prev Year Comparison

September 2022

10/17/22

Accrual Basis

	Sep 22	Sep 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
4001 · Membership Dues	13,491.78	9,781.01	3,710.77	37.9%
4008 · BCBS Service Fee	14,370.11	13,639.42	730.69	5.4%
4010 · NADA Membership Dues	4,420.83	3,846.39	574.44	14.9%
4052 · VADA IT Admin Fee -Actual Exp	939.74	1,128.20	(188.46)	(16.7)%
4054 · Corporate Sponsors	16,400.00	14,620.00	1,780.00	12.2%
4074 · Annual Meeting registrations	4,320.01	4,150.00	170.01	4.1%
4204 · Bond application fees	1,550.21	1,483.75	66.46	4.5%
4332 · Workers comp service fee	1,666.67	1,666.67		
4400 · EAP Support	3,882.41		3,882.41	100.0%
4505 · North Country Fed Credit Union	53.77	227.71	(173.94)	(76.4)%
4509 · NSB CD Interest	34.10	26.75	7.35	27.5%
4511 · VSECU CD Int	74.79	74.53	0.26	0.4%
Total Income	61,204.42	50,644.43	10,559.99	20.9%
Expense				
5002 · Executive Director	8,211.16	8,211.16		
5011 · Administrative staff	2,856.26	2,696.30	159.96	5.9%
5051 · Employer's matching FICA	686.19	715.47	(29.28)	(4.1)%
5052 · Employer's matching Medi.	160.48	167.33	(6.85)	(4.1)%
5101 · Retirement plan	664.04	654.44	9.60	1.5%
5104 · Life/medical insurance	799.47	2,348.37	(1,548.90)	(66.0)%
5113 · Education Partnerships (AYES)	1,000.00		1,000.00	100.0%
5201 · Rent	1,705.31	1,624.10	81.21	5.0%
5304 · Equipment Service Contracts	274.27	262.37	11.90	4.5%
5315 · Software	331.04	178.23	152.81	85.7%
5319 · Automation consulting	545.00	435.00	110.00	25.3%
5356 · Annual Meeting Lodging	407.01		407.01	100.0%
5364 · Annual Meeting Meals	5,244.00		5,244.00	100.0%
5399 · Other Annual Meeting Expenses	2,665.35		2,665.35	100.0%
5402 · Legal & Lobbying/Pub. Relations		4,769.59	(4,769.59)	(100.0)%
5407 · Communications/Marketing	1,525.00		1,525.00	100.0%
5408 · Accounting/audit	250.00	3,945.00	(3,695.00)	(93.7)%
5409 · Commissions	4,250.00		4,250.00	100.0%
5410 · COBRA Admin Services	284.38		284.38	100.0%
5901 · Telephone	345.85	588.32	(242.47)	(41.2)%
5903 · Postage		250.00	(250.00)	(100.0)%
5907 · Subscrip. & memberships		100.00	(100.00)	(100.0)%
5910 · Invest EAP	2,272.68		2,272.68	100.0%
5913 · Office Supplies	62.28	90.52	(28.24)	(31.2)%
5919 · Meetings/Seminar		239.54	(239.54)	(100.0)%
5925 · Business insurance	1,091.05	2,415.92	(1,324.87)	(54.8)%
5935 · Surety bond - Cincinnati	1,263.96	1,234.42	29.54	2.4%
5940 · Env. compliance program		1,105.50	(1,105.50)	(100.0)%
5950 · NADA Dues (collected)	4,155.65	3,615.60	540.05	14.9%
5975 · Miscellaneous - Expense		150.00	(150.00)	(100.0)%
6560 · Payroll Expenses	68.44	63.16	5.28	8.4%
Total Expense	41,118.87	35,860.34	5,258.53	14.7%
Net Ordinary Income	20,085.55	14,784.09	5,301.46	35.9%
Net Income	20,085.55	14,784.09	5,301.46	35.9%

9:02 PM

10/17/22

Accrual Basis

Vermont Automobile Dealer's Association, Inc.
Profit & Loss Prev Year Comparison
March through September 2022

	Mar - Sep 22	Mar - Sep 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
4001 · Membership Dues	91,045.45	68,346.77	22,698.68	33.2%
4008 · BCBS Service Fee	103,589.62	68,652.42	34,937.20	50.9%
4010 · NADA Membership Dues	30,385.81	26,954.73	3,431.08	12.7%
4028 · NADA/DEAC	5,083.94	702.85	4,381.09	623.3%
4042 · PPP Forgiveness		37,942.00	(37,942.00)	(100.0)%
4052 · VADA IT Admin Fee -Actual Exp	8,066.17	25,856.11	(17,789.94)	(68.8)%
4054 · Corporate Sponsors	19,269.66	17,436.03	1,833.63	10.5%
4074 · Annual Meeting registrations	4,320.01	4,150.00	170.01	4.1%
4204 · Bond application fees	10,238.95	10,386.25	(147.30)	(1.4)%
4332 · Workers comp service fee	11,666.69	11,666.69		
4400 · EAP Support	11,652.05		11,652.05	100.0%
4505 · North Country Fed Credit Union	383.00	1,615.57	(1,232.57)	(76.3)%
4509 · NSB CD Interest	208.11	152.62	55.49	36.4%
4511 · VSECU CD Int	513.42	593.87	(80.45)	(13.6)%
Total Income	296,422.88	274,455.91	21,966.97	8.0%
Expense				
5002 · Executive Director				
50021 · NADA Bonus	1,000.00	1,500.00	(500.00)	(33.3)%
5002 · Executive Director - Other	61,583.70	61,583.70		
Total 5002 · Executive Director	62,583.70	63,083.70	(500.00)	(0.8)%
5011 · Administrative staff				
50111 · NADA Bonus	1,000.00	1,500.00	(500.00)	(33.3)%
5011 · Administrative staff - Other	20,850.69	22,975.76	(2,125.07)	(9.3)%
Total 5011 · Administrative staff	21,850.69	24,475.76	(2,625.07)	(10.7)%
5051 · Employer's matching FICA	5,234.91	5,585.51	(350.60)	(6.3)%
5052 · Employer's matching Medi.	1,224.29	1,306.27	(81.98)	(6.3)%
5053 · Employer's SUTA/SUI	78.13	28.99	49.14	169.5%
5055 · Employer's FUTA	7.59	0.87	6.72	772.4%
5101 · Retirement plan	4,945.99	5,073.52	(127.53)	(2.5)%
5104 · Life/medical insurance	5,596.29	14,483.37	(8,887.08)	(61.4)%
5113 · Education Partnerships (AYES)	9,019.66	8,616.15	403.51	4.7%
5201 · Rent	11,937.17	11,368.70	568.47	5.0%
5205 · Cleaning	260.00	780.00	(520.00)	(66.7)%
5304 · Equipment Service Contracts	1,884.22	1,817.90	66.32	3.7%
5315 · Software	2,097.03	2,487.17	(390.14)	(15.7)%
5319 · Automation consulting	5,497.50	4,518.50	979.00	21.7%
5356 · Annual Meeting Lodging	407.01		407.01	100.0%
5364 · Annual Meeting Meals	5,244.00		5,244.00	100.0%
5399 · Other Annual Meeting Expenses	2,665.35		2,665.35	100.0%
5402 · Legal & Lobbying/Pub. Relations	23,936.25	30,369.23	(6,432.98)	(21.2)%
5407 · Communications/Marketing	3,675.00	4,869.53	(1,194.53)	(24.5)%
5408 · Accounting/audit	24,315.00	6,915.00	17,400.00	251.6%
5409 · Commissions	29,750.00		29,750.00	100.0%
5410 · COBRA Admin Services	1,990.64		1,990.64	100.0%
5412 · Assoc Health Plan Licensing Fee	1,500.00		1,500.00	100.0%
5901 · Telephone	2,469.04	2,938.92	(469.88)	(16.0)%
5903 · Postage	215.70	250.00	(34.30)	(13.7)%
5907 · Subscrip. & memberships	200.00	210.00	(10.00)	(4.8)%
5910 · Invest EAP	15,908.76		15,908.76	100.0%
5913 · Office Supplies	308.42	545.94	(237.52)	(43.5)%
5919 · Meetings/Seminar	317.59	590.54	(272.95)	(46.2)%
5925 · Business insurance	7,598.38	17,163.64	(9,565.26)	(55.7)%
5935 · Surety bond - Cincinnati	8,504.24	8,640.94	(136.70)	(1.6)%
5940 · Env. compliance program	6,633.00	4,092.98	2,540.02	62.1%
5943 · DEAC Exp./Campaign Contrib.		500.00	(500.00)	(100.0)%
5950 · NADA Dues (collected)	28,562.85	25,309.20	3,253.65	12.9%
5975 · Miscellaneous - Expense	100.00	150.00	(50.00)	(33.3)%

9:02 PM

10/17/22

Accrual Basis

Vermont Automobile Dealer's Association, Inc.
Profit & Loss Prev Year Comparison
March through September 2022

	Mar - Sep 22	Mar - Sep 21	\$ Change	% Change
5995 · VT Auto Outlook - Monthly Reg	3,400.00		3,400.00	100.0%
6560 · Payroll Expenses	508.00	563.55	(55.55)	(9.9)%
6570 · Education Fund Expense	589.31	8,700.00	(8,110.69)	(93.2)%
6578 · Bad Debt		1,605.04	(1,605.04)	(100.0)%
Total Expense	301,015.71	257,040.92	43,974.79	17.1%
Net Ordinary Income	(4,592.83)	17,414.99	(22,007.82)	(126.4)%
Net Income	(4,592.83)	17,414.99	(22,007.82)	(126.4)%

9:01 PM

Vermont Automobile Dealer's Association, Inc.

Profit & Loss Budget vs. Actual

September 2022

10/17/22

Accrual Basis

	Sep 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4001 · Membership Dues	13,491.78	11,495.00	1,996.78	117.4%
4008 · BCBS Service Fee	14,370.11	14,801.20	(431.09)	97.1%
4010 · NADA Membership Dues	4,420.83	4,280.83	140.00	103.3%
4052 · VADA IT Admin Fee -Actual Exp	939.74		939.74	100.0%
4054 · Corporate Sponsors	16,400.00	22,740.00	(6,340.00)	72.1%
4074 · Annual Meeting registrations	4,320.01	5,300.00	(979.99)	81.5%
4204 · Bond application fees	1,550.21	1,413.33	136.88	109.7%
4332 · Workers comp service fee	1,666.67	1,666.67		100.0%
4400 · EAP Support	3,882.41	2,333.33	1,549.08	166.4%
4505 · North Country Fed Credit Union	53.77	227.71	(173.94)	23.6%
4509 · NSB CD Interest	34.10	36.00	(1.90)	94.7%
4511 · VSECU CD Int	74.79	76.00	(1.21)	98.4%
Total Income	61,204.42	64,370.07	(3,165.65)	95.1%
Expense				
5002 · Executive Director	8,211.16	8,211.16		100.0%
5011 · Administrative staff	2,856.26	2,970.50	(114.24)	96.2%
5051 · Employer's matching FICA	686.19	679.10	7.09	101.0%
5052 · Employer's matching Medi.	160.48	158.82	1.66	101.0%
5101 · Retirement plan	664.04	711.96	(47.92)	93.3%
5104 · Life/medical insurance	799.47	586.12	213.35	136.4%
5113 · Education Partnerships (AYES)	1,000.00		1,000.00	100.0%
5201 · Rent	1,705.31	1,705.31		100.0%
5205 · Cleaning		65.00	(65.00)	
5304 · Equipment Service Contracts	274.27	260.00	14.27	105.5%
5315 · Software	331.04	283.33	47.71	116.8%
5319 · Automation consulting	545.00	750.00	(205.00)	72.7%
5356 · Annual Meeting Lodging	407.01	1,500.00	(1,092.99)	27.1%
5364 · Annual Meeting Meals	5,244.00	6,500.00	(1,256.00)	80.7%
5399 · Other Annual Meeting Expenses	2,665.35		2,665.35	100.0%
5402 · Legal & Lobbying/Pub. Relations		3,833.33	(3,833.33)	
5407 · Communications/Marketing	1,525.00	641.67	883.33	237.7%
5408 · Accounting/audit	250.00	300.00	(50.00)	83.3%
5409 · Commissions	4,250.00	4,250.00		100.0%
5410 · COBRA Admin Services	284.38	284.37	0.01	100.0%
5901 · Telephone	345.85	400.00	(54.15)	86.5%
5903 · Postage		150.00	(150.00)	
5907 · Subscrip. & memberships		125.00	(125.00)	
5910 · Invest EAP	2,272.68	2,272.68		100.0%
5913 · Office Supplies	62.28	83.33	(21.05)	74.7%
5919 · Meetings/Seminar		250.00	(250.00)	
5925 · Business insurance	1,091.05	1,420.00	(328.95)	76.8%
5935 · Surety bond - Cincinnati	1,263.96	1,250.00	13.96	101.1%
5940 · Env. compliance program		1,125.00	(1,125.00)	
5943 · DEAC Exp./Campaign Contrib.		4,000.00	(4,000.00)	
5950 · NADA Dues (collected)	4,155.65	4,050.00	105.65	102.6%
5975 · Miscellaneous - Expense		150.00	(150.00)	
6560 · Payroll Expenses	68.44	75.00	(6.56)	91.3%
Total Expense	41,118.87	49,041.68	(7,922.81)	83.8%
Net Ordinary Income	20,085.55	15,328.39	4,757.16	131.0%
Net Income	20,085.55	15,328.39	4,757.16	131.0%

Vermont Automobile Dealer's Association, Inc.

10/17/22

Profit & Loss Budget vs. Actual

Accrual Basis

March through September 2022

	Mar - Sep 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4001 · Membership Dues	91,045.45	80,465.00	10,580.45	113.1%
4008 · BCBS Service Fee	103,589.62	104,964.03	(1,374.41)	98.7%
4010 · NADA Membership Dues	30,385.81	29,965.81	420.00	101.4%
4028 · NADA/DEAC	5,083.94	702.85	4,381.09	723.3%
4040 · Government Grants		8,000.00	(8,000.00)	
4052 · VADA IT Admin Fee -Actual Exp	8,066.17		8,066.17	100.0%
4054 · Corporate Sponsors	19,269.66	24,000.00	(4,730.34)	80.3%
4074 · Annual Meeting registrations	4,320.01	5,300.00	(979.99)	81.5%
4204 · Bond application fees	10,238.95	9,893.31	345.64	103.5%
4332 · Workers comp service fee	11,666.69	11,666.69		100.0%
4400 · EAP Support	11,652.05	16,333.35	(4,681.30)	71.3%
4505 · North Country Fed Credit Union	383.00	1,615.57	(1,232.57)	23.7%
4509 · NSB CD Interest	208.11	226.69	(18.58)	91.8%
4511 · VSECU CD Int	513.42	520.11	(6.69)	98.7%
Total Income	296,422.88	293,653.41	2,769.47	100.9%
Expense				
5002 · Executive Director				
50021 · NADA Bonus	1,000.00	1,000.00		100.0%
5002 · Executive Director - Other	61,583.70	61,583.70		100.0%
Total 5002 · Executive Director	62,583.70	62,583.70		100.0%
5011 · Administrative staff				
50111 · NADA Bonus	1,000.00	1,000.00		100.0%
5011 · Administrative staff - Other	20,850.69	20,793.50	57.19	100.3%
Total 5011 · Administrative staff	21,850.69	21,793.50	57.19	100.3%
5051 · Employer's matching FICA	5,234.91	4,753.70	481.21	110.1%
5052 · Employer's matching Medi.	1,224.29	1,111.74	112.55	110.1%
5053 · Employer's SUTA/SUI	78.13	45.25	32.88	172.7%
5055 · Employer's FUTA	7.59	7.59		100.0%
5101 · Retirement plan	4,945.99	4,983.72	(37.73)	99.2%
5104 · Life/medical insurance	5,596.29	4,102.84	1,493.45	136.4%
5113 · Education Partnerships (AYES)	9,019.66	4,500.00	4,519.66	200.4%
5201 · Rent	11,937.17	11,937.17		100.0%
5205 · Cleaning	260.00	520.00	(260.00)	50.0%
5304 · Equipment Service Contracts	1,884.22	1,820.00	64.22	103.5%
5315 · Software	2,097.03	1,983.35	113.68	105.7%
5319 · Automation consulting	5,497.50	5,250.00	247.50	104.7%
5356 · Annual Meeting Lodging	407.01	1,500.00	(1,092.99)	27.1%
5364 · Annual Meeting Meals	5,244.00	6,500.00	(1,256.00)	80.7%
5399 · Other Annual Meeting Expenses	2,665.35		2,665.35	100.0%
5402 · Legal & Lobbying/Pub. Relations	23,936.25	26,833.35	(2,897.10)	89.2%
5403 · Consulting & Admin Fees		1,000.00	(1,000.00)	
5407 · Communications/Marketing	3,675.00	4,491.65	(816.65)	81.8%
5408 · Accounting/audit	24,315.00	31,800.00	(7,485.00)	76.5%
5409 · Commissions	29,750.00	29,750.00		100.0%
5410 · COBRA Admin Services	1,990.64	1,990.59	0.05	100.0%
5412 · Assoc Health Plan Licensing Fee	1,500.00			
5901 · Telephone	2,469.04	2,800.00	(330.96)	88.2%
5903 · Postage	215.70	1,050.00	(834.30)	20.5%
5907 · Subscrip. & memberships	200.00	875.00	(675.00)	22.9%
5910 · Invest EAP	15,908.76	15,908.76		100.0%
5913 · Office Supplies	308.42	583.35	(274.93)	52.9%
5919 · Meetings/Seminar	317.59	500.00	(182.41)	63.5%
5925 · Business insurance	7,598.38	9,900.00	(2,301.62)	76.8%
5935 · Surety bond - Cincinnati	8,504.24	8,750.00	(245.76)	97.2%
5940 · Env. compliance program	6,633.00	7,875.00	(1,242.00)	84.2%
5943 · DEAC Exp./Campaign Contrib.		4,000.00	(4,000.00)	
5950 · NADA Dues (collected)	28,562.85	28,350.00	212.85	100.8%
5975 · Miscellaneous - Expense	100.00	150.00	(50.00)	66.7%

9:01 PM
10/17/22
Accrual Basis

Vermont Automobile Dealer's Association, Inc.
Profit & Loss Budget vs. Actual
March through September 2022

	Mar - Sep 22	Budget	\$ Over Budget	% of Budget
5995 · VT Auto Outlook - Monthly Reg	3,400.00	3,400.00		100.0%
6560 · Payroll Expenses	508.00	525.00	(17.00)	96.8%
6570 · Education Fund Expense	589.31		589.31	100.0%
Total Expense	301,015.71	313,925.26	(12,909.55)	95.9%
Net Ordinary Income	(4,592.83)	(20,271.85)	15,679.02	22.7%
Net Income	(4,592.83)	(20,271.85)	15,679.02	22.7%

Vermont Automobile Dealer's Association, Inc.

Profit & Loss Budget Performance

September 2022

	Sep 22	Budget	Mar - Sep 22	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4001 · Membership Dues	13,491.78	11,495.00	91,045.45	80,465.00	137,940.00
4008 · BCBS Service Fee	14,370.11	14,801.20	103,589.62	104,964.03	178,970.03
4010 · NADA Membership Dues	4,420.83	4,280.83	30,385.81	29,965.81	51,369.96
4028 · NADA/DEAC			5,083.94	702.85	3,652.85
4040 · Government Grants				8,000.00	8,000.00
4042 · PPP Forgiveness					
4052 · VADA IT Admin Fee -Actual Exp	939.74		8,066.17		
4054 · Corporate Sponsors	16,400.00	22,740.00	19,269.66	24,000.00	24,000.00
4074 · Annual Meeting registrations	4,320.01	5,300.00	4,320.01	5,300.00	5,300.00
4204 · Bond application fees	1,550.21	1,413.33	10,238.95	9,893.31	17,000.00
4332 · Workers comp service fee	1,666.67	1,666.67	11,666.69	11,666.69	20,000.00
4400 · EAP Support	3,882.41	2,333.33	11,652.05	16,333.35	28,000.00
4505 · North Country Fed Credit Union	53.77	227.71	383.00	1,615.57	2,001.53
4506 · Interest Income - Cetera					
4507 · Gain(loss) Cetera					
4509 · NSB CD Interest	34.10	36.00	208.11	226.69	420.00
4511 · VSECU CD Int	74.79	76.00	513.42	520.11	900.00
Total Income	61,204.42	64,370.07	296,422.88	293,653.41	477,554.37
Expense					
5002 · Executive Director					
50021 · NADA Bonus			1,000.00	1,000.00	1,000.00
5002 · Executive Director - Other	8,211.16	8,211.16	61,583.70	61,583.70	106,745.08
Total 5002 · Executive Director	8,211.16	8,211.16	62,583.70	62,583.70	107,745.08
5011 · Administrative staff					
50111 · NADA Bonus			1,000.00	1,000.00	1,000.00
5011 · Administrative staff - Other	2,856.26	2,970.50	20,850.69	20,793.50	35,646.00
Total 5011 · Administrative staff	2,856.26	2,970.50	21,850.69	21,793.50	36,646.00
5012 · Temporary office staff					
5051 · Employer's matching FICA	686.19	679.10	5,234.91	4,753.70	8,149.20
5052 · Employer's matching Medi.	160.48	158.82	1,224.29	1,111.74	1,905.84
5053 · Employer's SUTA/SUI			78.13	45.25	215.12
5055 · Employer's FUTA			7.59	7.59	84.00
5101 · Retirement plan	664.04	711.96	4,945.99	4,983.72	8,543.52
5104 · Life/medical insurance	799.47	586.12	5,596.29	4,102.84	7,033.44
5108 · Director Expense					
5113 · Education Partnerships (AYES)	1,000.00		9,019.66	4,500.00	9,000.00
5201 · Rent	1,705.31	1,705.31	11,937.17	11,937.17	20,566.04
5205 · Cleaning		65.00	260.00	520.00	845.00
5304 · Equipment Service Contracts	274.27	260.00	1,884.22	1,820.00	3,120.00
5308 · Depreciation expense					
5315 · Software	331.04	283.33	2,097.03	1,983.35	3,400.00
5319 · Automation consulting	545.00	750.00	5,497.50	5,000.00	9,000.00
5356 · Annual Meeting Lodging	407.01	1,500.00	407.01	1,500.00	1,500.00
5364 · Annual Meeting Meals	5,244.00	6,500.00	5,244.00	6,500.00	6,500.00
5399 · Other Annual Meeting Expenses	2,665.35		2,665.35		
5402 · Legal & Lobbying/Pub. Relations		3,833.33	23,936.25	26,833.35	48,000.00
5403 · Consulting & Admin Fees				1,000.00	1,000.00
5407 · Communications/Marketing	1,525.00	641.67	3,675.00	4,491.65	7,700.00
5408 · Accounting/audit	250.00	300.00	24,315.00	31,800.00	33,300.00
5409 · Commissions	4,250.00	4,250.00	29,750.00	29,750.00	51,000.00
5410 · COBRA Admin Services	284.38	284.37	1,990.64	1,990.59	3,412.44
5412 · Assoc Health Plan Licensing Fee			1,500.00		
5901 · Telephone	345.85	400.00	2,469.04	2,800.00	4,800.00
5903 · Postage		150.00	215.70	1,050.00	1,800.00
5905 · Legislative fees					
5907 · Subscrip. & memberships		125.00	200.00	875.00	1,500.00
5910 · Invest EAP	2,272.68	2,272.68	15,908.76	15,908.76	27,272.16
5913 · Office Supplies	62.28	83.33	308.42	583.35	1,000.00
5915 · Printing					
5917 · Labor Law Posters					2,400.00
5919 · Meetings/Seminar		250.00	317.59	500.00	750.00
5920 · Website Maintenance					1,000.00
5925 · Business insurance	1,091.05	1,420.00	7,598.38	9,900.00	17,000.00
5931 · Bank Service Charges					
5935 · Surety bond - Cincinnati	1,263.96	1,250.00	8,504.24	8,750.00	15,000.00
5940 · Env. compliance program		1,125.00	6,633.00	7,875.00	13,500.00
5943 · DEAC Exp./Campaign Contrib.		4,000.00		4,000.00	4,000.00
5950 · NADA Dues (collected)	4,155.65	4,050.00	28,562.85	28,350.00	48,600.00
5975 · Miscellaneous - Expense		150.00	100.00	150.00	450.00
5990 · VT Auto Outlook - Econ Study					1,000.00
5995 · VT Auto Outlook - Monthly Reg			3,400.00	3,400.00	6,800.00
6560 · Payroll Expenses	68.44	75.00	508.00	525.00	900.00
6570 · Education Fund Expense			589.31		
6573 · Legal Liability Expense					
6575 · Public Relations Expense					
6578 · Bad Debt					
Total Expense	41,118.87	49,041.68	301,015.71	313,925.26	516,437.84
Net Ordinary Income	20,085.55	15,328.39	(4,592.83)	(20,271.85)	(38,883.47)
Net Income	20,085.55	15,328.39	(4,592.83)	(20,271.85)	(38,883.47)

9:27 PM
10/17/22
Accrual Basis

VADA Dental Benefits Life & Disability
Balance Sheet
As of October 17, 2022

	<u>Oct 17, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
1031 · NSB Checking	102,575.10
Total Checking/Savings	102,575.10
Accounts Receivable	
1200 · Accounts Receivable	114.75
1550 · Premiums Receivable	1,009.95
Total Accounts Receivable	1,124.70
Total Current Assets	103,699.80
TOTAL ASSETS	<u>103,699.80</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2150 · Due to/from VADA Assoc	939.74
2300 · IBNR	15,052.43
Total Other Current Liabilities	15,992.17
Total Current Liabilities	15,992.17
Total Liabilities	15,992.17
Equity	
32000 · Unrestricted Net Assets	101,003.94
Net Income	-13,296.31
Total Equity	87,707.63
TOTAL LIABILITIES & EQUITY	<u>103,699.80</u>

9:28 PM

10/17/22

Accrual Basis

**VADA Dental Benefits Life & Disability
Profit & Loss YTD Comparison
September 2022**

	Sep 22	Mar - Sep 22
Ordinary Income/Expense		
Income		
4009 · Dental Premiums ER	18,945.12	134,869.82
4010 · Dental Premiums EE	26,845.47	196,630.26
4011 · Life Premiums ER	5,184.79	37,118.30
4012 · Life Premiums EE	127.79	897.26
4013 · Disability Premiums ER	3,781.47	26,111.31
4014 · Disability Premiums EE	621.22	4,409.92
Total Income	55,505.86	400,036.87
Expense		
5222 · UNUM STD Claims	-114.75	3,343.56
5223 · UNUM STD Admin Fee	454.00	3,320.00
5227 · NE Delta Dental Claims	54,480.12	330,437.70
5228 · NE Delta Dental Admin Fee	4,648.05	33,674.85
5229 · COBRA Admin Services Fee	0.00	1,990.61
5603 · VADA Admin Fee	939.74	8,066.17
5609 · Audit Fees	0.00	12,000.00
5610 · Printing	0.00	4,295.90
5630 · Bank Fees	0.00	120.00
5643 · Commissions	375.00	2,625.00
5645 · UNUM Life Premium	5,423.08	38,469.86
5653 · NEDD Claims Assessment	0.00	4,484.70
Total Expense	66,205.24	442,828.35
Net Ordinary Income	-10,699.38	-42,791.48
Other Income/Expense		
Other Income		
6000 · Prior Year Adj	0.00	584.63
Total Other Income	0.00	584.63
Net Other Income	0.00	584.63
Net Income	-10,699.38	-42,206.85

9:28 PM

10/17/22

Accrual Basis

**VADA Dental Benefits Life & Disability
Profit & Loss Prev Year Comparison
September 2022**

	Sep 22	Sep 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
4009 · Dental Premiums ER	18,945.12	30,739.82	-11,794.70	-38.4%
4010 · Dental Premiums EE	26,845.47	287.89	26,557.58	9,224.9%
4011 · Life Premiums ER	5,184.79	3,389.63	1,795.16	53.0%
4012 · Life Premiums EE	127.79	0.00	127.79	100.0%
4013 · Disability Premiums ER	3,781.47	2,694.58	1,086.89	40.3%
4014 · Disability Premiums EE	621.22	0.00	621.22	100.0%
Total Income	55,505.86	37,111.92	18,393.94	49.6%
Expense				
5222 · UNUM STD Claims	-114.75	0.00	-114.75	-100.0%
5223 · UNUM STD Admin Fee	454.00	402.00	52.00	12.9%
5227 · NE Delta Dental Claims	54,480.12	44,132.03	10,348.09	23.5%
5228 · NE Delta Dental Admin Fee	4,648.05	5,019.30	-371.25	-7.4%
5603 · VADA Admin Fee	939.74	1,128.20	-188.46	-16.7%
5643 · Commissions	375.00	375.00	0.00	0.0%
5645 · UNUM Life Premium	5,423.08	5,643.56	-220.48	-3.9%
Total Expense	66,205.24	56,700.09	9,505.15	16.8%
Net Ordinary Income	-10,699.38	-19,588.17	8,888.79	45.4%
Net Income	-10,699.38	-19,588.17	8,888.79	45.4%

9:29 PM

10/17/22

Accrual Basis

VADA Dental Benefits Life & Disability
Profit & Loss Prev Year Comparison
March through September 2022

	Mar - Sep 22	Mar - Sep 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
4008 · Premiums	0.00	-53.50	53.50	100.0%
4009 · Dental Premiums ER	134,869.82	212,253.31	-77,383.49	-36.5%
4010 · Dental Premiums EE	196,630.26	2,657.19	193,973.07	7,299.9%
4011 · Life Premiums ER	37,118.30	24,618.11	12,500.19	50.8%
4012 · Life Premiums EE	897.26	0.00	897.26	100.0%
4013 · Disability Premiums ER	26,111.31	19,258.51	6,852.80	35.6%
4014 · Disability Premiums EE	4,409.92	0.00	4,409.92	100.0%
Total Income	400,036.87	258,733.62	141,303.25	54.6%
Expense				
5222 · UNUM STD Claims	3,343.56	3,089.83	253.73	8.2%
5223 · UNUM STD Admin Fee	3,320.00	3,162.00	158.00	5.0%
5227 · NE Delta Dental Claims	330,437.70	311,208.58	19,229.12	6.2%
5228 · NE Delta Dental Admin Fee	33,674.85	35,595.45	-1,920.60	-5.4%
5229 · COBRA Admin Services Fee	1,990.61	1,990.61	0.00	0.0%
5603 · VADA Admin Fee	8,066.17	6,361.00	1,705.17	26.8%
5609 · Audit Fees	12,000.00	0.00	12,000.00	100.0%
5610 · Printing	4,295.90	0.00	4,295.90	100.0%
5630 · Bank Fees	120.00	0.00	120.00	100.0%
5643 · Commissions	2,625.00	2,625.00	0.00	0.0%
5645 · UNUM Life Premium	38,469.86	39,668.98	-1,199.12	-3.0%
5653 · NEDD Claims Assessment	4,484.70	4,182.81	301.89	7.2%
Total Expense	442,828.35	407,884.26	34,944.09	8.6%
Net Ordinary Income	-42,791.48	-149,150.64	106,359.16	71.3%
Other Income/Expense				
Other Income				
6000 · Prior Year Adj	584.63	0.00	584.63	100.0%
Total Other Income	584.63	0.00	584.63	100.0%
Net Other Income	584.63	0.00	584.63	100.0%
Net Income	-42,206.85	-149,150.64	106,943.79	71.7%