

MDA INSURANCE & FINANCIAL GROUP
NON DUES REVENUES
For the Years Ended April 30,

*UPDATED THROUGH 4/30/2022 *UPDATED THROUGH 4/30/2021

	5/1/2021 - 4/30/2022	5/1/2020 - 4/30/2021	5/1/2019 - 4/30/2020	Fiscal Year 2019	Fiscal Year 2018	Fiscal Year 2017	Fiscal Year 2016	Fiscal Year 2015	Fiscal Year 2014	Fiscal Year 2013
<u>DIVIDEND & ROYALTIES:</u>										
Dividend	261,900	383,000	50,000	0	150,000	226,038	225,000	75,000	75,000	50,000
MDA Health Plan Sponsor Fee	413,614	382,613	383,573	403,794	387,377	372,473	236,448			
TDSC Royalty	0	122,223	44,444	33,333						
Bifurcated royalties	480,839	266,989	415,054	445,399	529,730	540,750	488,376	641,246	1,052,013	1,097,806
	1,156,353	1,154,825	893,072	882,527	1,067,107	1,139,260	949,824	716,246	1,127,013	1,147,806
<u>DIRECT DOLLARS RETURNED:</u>										
Salary overhead	332,328	236,593	221,059	213,384	219,437	169,665	215,615	201,829	179,295	185,844
Fringes overhead	42,164	48,169	67,176	37,825	43,796	37,646	13,736	32,305	29,111	27,768
Payroll taxes overhead	11,247	11,238	8,309	8,085	8,486	8,006	11,512	7,734	7,149	7,093
Rent overhead	21,129	16,852	16,853	16,853	16,853	16,853	15,223	16,351	16,163	16,003
Telephone overhead	1,515	828	1,020	1,207	1,213	1,001	947	938	1,015	723
Office supplies overhead	995	756	632	685	788	1,630	885	1,155	1,114	1,101
June Board Meeting		10,000	10,000	10,000	10,000	10,500	10,200	9,625	10,200	20,659
Sept Board Meeting/Caucus Reception		0	200						5,100	
Dec Board Meeting/Open House		0	3,000	3,000	3,000	3,000		2,500	5,000	2,500
Annual Session President Event		2,000	16,000	8,000	8,000		8,000	16,000		8,000
House of Delegates		0	29,400	11,500	1,200	19,700	11,200	21,424		1,100
Sponsorships	211,000	192,752	168,000	122,275	110,100	111,094	110,600	111,700	162,400	106,100
ADA Annual Session Suite		0	6,500	6,500	6,500	8,500		6,500	10,000	10,000
Risk Management Seminar		0	6,430	6,660	18,430	5,040	8,500	23,775	6,225	10,050
MACDL supportive member dues										
Telephone maintenance & rent (new 3 yr agreement-Oct 16)		0	14,593		7,297	7,297	See Note	See Note	12,040	1,187
Internet/MDA Website Development										
Equipment/Software	97,036		5,314	3,211	16,169	4,154	13,103	33,461	34,037	3,536
Corporate Identity Protection Policy	3,663	3,057	3,056	3,055	1,360	4,092	1,360	2,720	3,576	2,350
New Building Furnishings						1,000		1,000	2,000	800
Executive Director Workshop						2,475	3,100	3,000	3,000	6,570
Contract Lobbying/Unitary MBT Tax Work			6,000	2,375	3,100					
	721,075	522,245	583,541	454,615	475,729	411,652	423,980	492,017	487,425	411,384
<u>DIRECT BENEFITS:</u>										
Rent	176,000	189,800	159,521	173,350	172,368	169,422	168,570	165,150	159,360	157,241
MDA Journal Advertising	63,660	58,820	54,910	55,440	60,060	50,820	55,440	56,240	53,920	44,285
AS Booth Rental		900	1,400	4,300	7,200	12,800	7,400	5,550	5,550	5,550
Foundation	4,800	5,010	4,500	5,250	8,250	7,000	6,500	4,909	7,000	3,500
	244,460	254,530	220,331	238,340	247,878	240,042	237,910	231,849	225,830	210,576
<u>INDIRECT BENEFITS:</u>										
DDDS Booth Rental	0	0	2,100	250	1,890	1,050	2,000	2,000	1,900	1,900
AS/DDDS/Meer Promotionals					10,000		See Dues Refund	See Dues Refund	2,023	700
Component Advertising	9,726	9,250	17,881	6,185	10,741	16,887	11,970	14,451	14,111	18,308
Member Benefit Sponsorship		4,663	2,300	34,995	43,903	20,541	14,381	25,657	45,406	24,274
UM/UD Composite Photo	12,593	12,500	10,916	10,544	19,294	8,885		7435	7,105	7,185
	22,319	26,412	33,197	51,974	85,828	47,363	28,351	49,543	70,545	52,367
TOTAL NON DUES REVENUE	\$2,144,207	\$1,958,012	\$1,730,141	\$1,627,455	\$1,876,541	\$1,838,317	\$1,640,066	\$1,489,654	\$1,910,813	\$1,822,133
TOTAL REVENUES GENERATED	\$4,900,070	\$5,152,971	\$6,124,035	\$8,511,800	\$9,005,134	\$8,870,423	\$8,281,187	\$7,868,950	\$7,462,870	\$6,798,274
PERCENTAGE OF REVENUE	44%	38%	28%	19%	21%	21%	20%	19%	26%	27%