

GL#	All Divisions	Balance as of 11/30/2022
ASSETS		
Current Assets		
11100000	Cash Accounts	3,078,581.67
11200000	Accounts Receivable	803,269.54
11400000	Prepaid Expenses	23,672.03
	Total Current Assets	3,905,523.24
Fixed Assets		
13100000	Automobiles	56,542.73
13200000	Furniture & Fixtures	148,578.22
18100000	Goodwill	5,000.00
18110000	Intangible Assets	557,823.02
18199000	Accumulated Amortization	-562,823.02
	Total Fixed Assets	205,120.95
Deferred Assets		
19010000	Deferred Tax Asset	16,000.00
	Total Deferred Assets	16,000.00
	TOTAL ASSETS	4,126,644.19
LIABILITIES		
Current Liabilities		
21100000	Accounts Payable	1,487,410.21
21200000	Taxes	-49,942.70
21300000	Accrued Expenses	150,024.68
21400000	Deferred Income	55,420.03
	Total Current Liabilities	1,642,912.22
22720000	State Income Taxes Payable	-4,245.00
	Total State Income Taxes Payable	-4,245.00
22725000	Federal Income Tax payable	51,562.00
	Total Federal Income Tax payable	51,562.00
	TOTAL LIABILITIES	1,690,229.22
EQUITY		
Paid In Capital		
31300000	Common Stock	27,000.00
31800000	Additional Paid in Capital	4,000.00
	Total Paid In Capital	31,000.00
Retained Earnings		
	Undistributed Net Profit (Loss)	-7,731.52
35100000	Retained Earnings	2,413,146.49
	Total Retained Earnings	2,405,414.97
	TOTAL EQUITY	2,436,414.97
	TOTAL LIABILITIES & EQUITY	4,126,644.19

Income and Expense Statement
Prior Year Comparisons with Net Change in Dollars
1/1/2022 - 11/30/2022

GL#	All Divisions, All Departments	1/1/2022 - 11/30/2022	1/1/2021 - 11/30/2021	Net Change Period 11/30/2022 vs 11/30/2021	
INCOME					
Property & Casualty Revenue					
40110000	Agency Bill Income	837,600.78	796,118.80	41,481.98	5.2
40120000	Direct Bill Income	679,621.54	578,162.52	101,459.02	17.5
40100000	Total Property & Casualty Revenue	1,517,222.32	1,374,281.32	142,941.00	10.4
40200000	Life Insurance Commission (Hartford/MetLife/LNL)	54,686.39	55,605.19	-918.80	-1.7
Accident & Health Commission					
40306000	BCBSM Admin Fee-Group	65,000.00	65,000.00	0.00	0.0
40307000	MEWA Administrative & Service Fees	1,557,494.00	1,316,782.26	240,711.74	18.3
40309000	Medicare/PDP Commissions	238,471.39	172,815.09	65,656.30	38.0
40310000	Group Health Commissions	222,682.63	236,686.41	-14,003.78	-5.9
40311000	Direct Individual Plans (MyBlue/Marketplace/Subsidy)	104,440.97	105,083.41	-642.44	-0.6
40313000	AmWINS/NEBCO Medicare commssions	181,678.24	186,141.90	-4,463.66	-2.4
40315000	Vision Service Plan	48,172.57	56,588.63	-8,416.06	-14.9
40318000	Dental Plan	3,216.15	2,643.68	572.47	21.7
40319000	GeoBlue Travel Insurance (Worldwide3501)	694.46	114.72	579.74	505.4
40320000	Disability/Life/LTC commissions	275,094.14	261,192.99	13,901.15	5.3
40321000	Ameritas Commissions	49,047.06	55,913.33	-6,866.27	-12.3
40325000	UNUM (Paul Revere Disability) DB	571.80	710.55	-138.75	-19.5
40328000	Accident/Critical Illness Commissions (Voluntary)	9,589.82	13,932.89	-4,343.07	-31.2
40300000	Total Accident & Health Commission	2,756,153.23	2,473,605.86	282,547.37	11.4
Member Service Income					
40920000	Credit Card Processing-Global Pmts/CMA/BestCard	2,682.85	2,410.09	272.76	11.3
40930000	I.C. Systems/Transworld	499.95	165.75	334.20	201.6
40940000	Radiography Program	2,280.00	1,923.50	356.50	18.5
40945000	DMMEX scrap metal	2,746.00	3,606.56	-860.56	-23.9
40947000	Office Supplies	53.69	42.30	11.39	26.9
40951000	Schein Service Fee	60,433.50	155,245.90	-94,812.40	-61.1
40953000	TDSC/Schein Royalty	5,596.74	576.64	5,020.10	870.6
40955000	Basic Human Resource Connection	0.00	36.26	-36.26	-100.0
40961000	eScapes Network, LLC	49.92	57.80	-7.88	-13.6
40962000	Social Finance (SoFi)	0.00	67.43	-67.43	-100.0
40963000	Eagle Associates - Compliance Services	1,442.77	4,468.08	-3,025.31	-67.7
40965000	iCore Connect (pre4Q18 was SYCOM account)	6,037.92	1,695.51	4,342.41	256.1
40970000	CareCredit	12,074.00	11,878.80	195.20	1.6
40972000	ProSites (#formerly Mercer Seminars)	1,194.69	905.29	289.40	32.0
40973000	Quality Dental Plans	11.93	15.61	-3.68	-23.6
40975000	ADA Business Enterprises	3,952.89	2,891.55	1,061.34	36.7
40981000	Dailey Solutions	0.00	58.35	-58.35	-100.0
40985000	Solmetex-Waste Disposal	297.36	551.17	-253.81	-46.0
40986000	State of MI-Amalgam Separator Administration	0.00	0.00	0.00	***
40987000	Surgically Clean Air	0.00	-638.32	638.32	-100.0
40990000	BASIC Payroll Services	0.00	334.93	-334.93	-100.0
40994000	Dental Business Specialists (DBS-CPA)	681.47	500.00	181.47	36.3
40995000	Bank of America Practice Solutions (Sky-MidAm/MBN/	15,007.31	18,746.57	-3,739.26	-19.9
40998000	DBS Investment Advisers	2,280.64	2,186.20	94.44	4.3
40900000	Total Member Service Income	117,323.63	207,725.97	-90,402.34	-43.5
Other Income					
41150000	Finance Charge Income	27.88	254.03	-226.15	-89.0
41100000	Total Other Income	27.88	254.03	-226.15	-89.0
Income Adjustments					
41220000	Small Balances Waived	-1,703.14	7.60	-1,710.74	-22,509.7
41200000	Total Income Adjustments	-1,703.14	7.60	-1,710.74	-22,509.7

Income and Expense Statement
Prior Year Comparisons with Net Change in Dollars
1/1/2022 - 11/30/2022

GL#	All Divisions, All Departments	1/1/2022 - 11/30/2022	1/1/2021 - 11/30/2021	Net Change Period 11/30/2022 vs 11/30/2021	
	Life and Health Commission				
41340000	L&H Direct Bill Commission Income	254.16	294.28	-40.12	-13.6
41320000	Total Life and Health Commission	254.16	294.28	-40.12	-13.6
	Other Commission				
41420000	Total Other Commission	0.00	0.00	0.00	***
	Financial Services Commission				
41520000	Total Financial Services Commission	0.00	0.00	0.00	***
40000000	Total INCOME	4,443,964.47	4,111,774.25	332,190.22	8.1
	SALES EXPENSE				
	Sales Salaries & Commissions				
51100000	Agency Bill Commission Expense	4,930.95	3,832.67	1,098.28	28.7
51200000	Direct Bill Commission Expense	4,968.03	4,642.13	325.90	7.0
51000000	Total Sales Salaries & Commissions	9,898.98	8,474.80	1,424.18	16.8
	Automobile Expense				
50000000	Total SALES EXPENSE	9,898.98	8,474.80	1,424.18	16.8
	ADMINISTRATIVE EXPENSE				
	Administrative Salaries				
61200000	Office Salaries	2,178,869.95	2,112,057.89	66,812.06	3.2
61300000	Overtime Salaries	2,713.37	1,978.15	735.22	37.2
61500000	MDA Salary Overhead	241,183.01	245,669.12	-4,486.11	-1.8
61000000	Total Administrative Salaries	2,422,766.33	2,359,705.16	63,061.17	2.7
61660000	Flex Plan Fees	2,477.21	0.00	2,477.21	***
61670000	Parking/Bus Fare	105.80	20.50	85.30	416.1
61690000	Education	0.00	1,067.70	-1,067.70	-100.0
61699000	MDA Fringe Overhead	28,767.47	23,727.86	5,039.61	21.2
62000000	Legal Counsel	3,341.25	12,573.25	-9,232.00	-73.4
62025000	Auditing/Accounting	33,960.00	28,500.00	5,460.00	19.2
62100000	Office Automation Systems	148,920.95	166,302.49	-17,381.54	-10.5
62300000	Bank Charges	35,679.14	33,502.25	2,176.89	6.5
62350000	Administrative Fees	3,754.06	3,970.16	-216.10	-5.4
62375000	HR Miscellaneous	6,650.48	1,966.72	4,683.76	238.2
	PR/Marketing				
62410000	Giveaways: Apparel/Mugs/Candy/Pens/Bags	25,679.35	6,745.29	18,934.06	280.7
62411000	Direct Mail: Print/Mail/Postage	29,467.67	5,727.61	23,740.06	414.5
62412000	Marketing Photos/Tech: QR Code/Biteable/Adobe/FB/Insta	22,703.44	15,071.47	7,631.97	50.6
62421000	MDA Journal/Catalogue Ads	59,155.00	58,355.00	800.00	1.4
62422000	Component Advertising/Print Ads	9,309.88	9,516.68	-206.80	-2.2
62424000	Website Updates	7,508.20	653.40	6,854.80	1,049.1
62425000	Personal Lines Giveaways: gift cards/trinkets	5,825.87	4,050.06	1,775.81	43.8
62426000	Printing: Stationery/Brochures/Signs/Bus.Cards/Folder	11,706.11	24,643.08	-12,936.97	-52.5
62430000	Exhibit Rental	11,923.63	2,750.00	9,173.63	333.6
62440000	Newsletters: CheckUp/Medicare/Group Health	22,349.53	20,422.22	1,927.31	9.4
62400000	Total PR/Marketing	205,628.68	147,934.81	57,693.87	39.0
	MDA Services				
62442200	Vendor Direct Mail	17,589.88	11,022.98	6,566.90	59.6
62442300	Giveaways	1,500.00	33.60	1,466.40	4,364.3
62442400	Printing: Stationery/Brochures	735.40	2,558.63	-1,823.23	-71.3
62442500	Radiography Program	3,981.86	3,406.23	575.63	16.9
62442000	Total MDA Services	23,807.14	17,021.44	6,785.70	39.9
	Member Insurance Solutions				
62444100	Giveaways	797.47	673.45	124.02	18.4
62444200	Printing/Ad Placement/Tech/Brochures/Stationary	967.89	1,286.90	-319.01	-24.8

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Prior Year Comparisons with Net Change in Dollars
1/1/2022 - 11/30/2022

GL#	All Divisions, All Departments	1/1/2022 - 11/30/2022	1/1/2021 - 11/30/2021	Net Change Period 11/30/2022 vs 11/30/2021	
62444300	Exhibit Booth	1,451.97	1,614.00	-162.03	-10.0
62444000	Total Member Insurance Solutions	3,217.33	3,574.35	-357.02	-10.0
62460000	Sponsorships	135,828.67	33,054.29	102,774.38	310.9
	Depreciation and Amortization				
62600000	Dues and Subscriptions	4,275.00	7,202.67	-2,927.67	-40.6
	Insurance				
62705000	Insurance - Auto	4,576.38	5,556.51	-980.13	-17.6
62720000	Insurance - Group Hospitalization	230,933.23	230,151.06	782.17	0.3
62730000	Insurance - Group Life	5,846.64	6,196.46	-349.82	-5.6
62740000	Insurance - Group Disability	17,917.55	18,001.86	-84.31	-0.5
62750000	Insurance - Identity Theft	10,652.37	6,719.91	3,932.46	58.5
62760000	Direct Reimbursement - Dental	24,246.08	26,823.10	-2,577.02	-9.6
62770000	Insurance - Workman's Comp	3,910.00	3,796.00	114.00	3.0
62780000	Insurance - Fiduciary Liability	23,603.12	29,509.20	-5,906.08	-20.0
62790000	Insurance - Travel/Accident	0.00	0.00	0.00	***
62700000	Total Insurance	321,685.37	326,754.10	-5,068.73	-1.6
63000000	Licenses & Permits	10,508.30	3,231.63	7,276.67	225.2
	Office Supplies & Printing				
63101000	Office Supplies & Printing	20,078.95	11,135.88	8,943.07	80.3
63102000	MDA Supplies Overhead	1,177.31	618.44	558.87	90.4
63100000	Total Office Supplies & Printing	21,256.26	11,754.32	9,501.94	80.8
63200000	Postage	23,771.29	25,046.89	-1,275.60	-5.1
63300000	Profit Sharing Trust Fund	134,236.12	180,273.09	-46,036.97	-25.5
	Rent				
63401000	Rent	177,120.00	175,045.84	2,074.16	1.2
63402000	MDA Rent Overhead	15,620.00	15,448.51	171.49	1.1
63400000	Total Rent	192,740.00	190,494.35	2,245.65	1.2
63500000	Maintenance - Equipment/Furniture	71,945.78	69,995.27	1,950.51	2.8
63550000	Automobile Expense	40,122.15	37,248.74	2,873.41	7.7
	Taxes				
63610000	Taxes - FICA	157,194.51	154,422.41	2,772.10	1.8
63630000	Taxes - Property	5,452.69	5,007.09	445.60	8.9
63680000	MDA Payroll Tax Overhead	7,905.28	8,515.79	-610.51	-7.2
63600000	Total Taxes	170,552.48	167,945.29	2,607.19	1.6
	Telephone & Telegraph				
63701000	Telephone	16,810.66	12,103.57	4,707.09	38.9
63702000	MDA Telephone Overhead	1,181.92	962.73	219.19	22.8
63700000	Total Telephone & Telegraph	17,992.58	13,066.30	4,926.28	37.7
63800000	Travel & Meetings	30,662.80	16,905.09	13,757.71	81.4
63801000	Meals & Entertainment 100%	402.23	75.29	326.94	434.2
63802000	Meals & Entertainment 50%	8,744.16	4,453.89	4,290.27	96.3
63810000	Board of Directors/Committees	11,366.10	17,538.49	-6,172.39	-35.2
64000000	Miscellaneous	208.86	2,504.37	-2,295.51	-91.7
64100000	InfiniSource/COBRA Admin - Value Added Service	480.60	545.60	-65.00	-11.9
64200000	Employee Navigator Software-Value Added Service	1,628.25	600.00	1,028.25	171.4
	GLOVE PROGRAM				
65200800	Website/Tech	0.00	51.62	-51.62	-100.0
65500000	Impact Solutions Storage Warehouse	3,192.27	0.00	3,192.27	***
65000000	Total GLOVE PROGRAM	3,192.27	51.62	3,140.65	6,084.2
60000000	Total ADMINISTRATIVE EXPENSE	4,120,675.11	3,908,607.98	212,067.13	5.4
	Total SALES & ADMINISTRATIVE EXPENSE	4,130,574.09	3,917,082.78	213,491.31	5.5
	Operating Profit (Loss)	313,390.38	194,691.47	118,698.91	60.97
	OTHER INCOME				

Income and Expense Statement
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GL#	All Divisions, All Departments	1/1/2022 - 11/30/2022	1/1/2021 - 11/30/2021	Net Change Period 11/30/2022 vs 11/30/2021	
71000000	Interest Income	16,792.68	15,693.50	1,099.18	7.0
71200000	Unrealized Gain/Loss - Investments	-63,824.25	-18,214.27	-45,609.98	250.4
71300000	Realized Gain/Loss-Investment	-13,281.79	-369.73	-12,912.06	3,492.3
72000000	Miscellaneous Income	0.00	504,300.00	-504,300.00	-100.0
72500000	Admin Fees Investments	-6,433.54	-2,664.41	-3,769.13	141.5
74000000	Gain (Loss) on Sale of Assets	250.00	0.00	250.00	***
70000000	Total OTHER INCOME	-66,496.90	498,745.09	-565,241.99	-113.3
	Pre-TAX Net Profit (Loss)	246,893.48	693,436.56	-446,543.08	-64.40
	TAXES				
91000000	Corporate Income Tax-Federal	0.00	-62,223.00	62,223.00	-100.0
90000000	Total TAXES	0.00	-62,223.00	62,223.00	-100.0
	Net Profit (Loss)	246,893.48	755,659.56	-508,766.08	-67.33