

Prior Year Comparisons with Net Change in Dollars

1/1/2021 - 12/31/2021

GL#	All Divisions, All Departments	1/1/2021 - 12/31/2021	1/1/2020 - 12/31/2020	Net Change Period 12/31/2021 vs 12/31/2020	
INCOME					
Property & Casualty Revenue					
40110000	Agency Bill Income	840,909.90	858,452.50	-17,542.60	-2.0
40120000	Direct Bill Income	625,239.89	578,979.00	46,260.89	8.0
40100000	Total Property & Casualty Revenue	1,466,149.79	1,437,431.50	28,718.29	2.0
40200000	Life Insurance Commission (Hartford/MetLife/LNL)	55,926.99	67,697.33	-11,770.34	-17.4
Accident & Health Commission					
40306000	BCBSM Admin Fee-Group	65,000.00	65,000.00	0.00	0.0
40307000	MEWA Administrative & Service Fees	1,316,782.26	1,358,719.93	-41,937.67	-3.1
40309000	Medicare/PDP Commissions	187,820.79	173,481.91	14,338.88	8.3
40310000	Group Health Commissions	256,687.03	208,747.51	47,939.52	23.0
40311000	Direct Individual Plans (MyBlue/Marketplace/Subsidy)	114,654.68	115,896.64	-1,241.96	-1.1
40313000	AmWINS/NEBCO Medicare commssions	202,880.64	200,530.77	2,349.87	1.2
40315000	Vision Service Plan	56,672.96	71,218.49	-14,545.53	-20.4
40318000	Dental Plan	2,843.72	2,203.22	640.50	29.1
40319000	GeoBlue Travel Insurance (Worldwide3501)	114.72	161.84	-47.12	-29.1
40320000	Disability/Life/LTC commissions	286,165.05	242,476.57	43,688.48	18.0
40321000	Ameritas Commissions	59,946.77	59,398.96	547.81	0.9
40325000	UNUM (Paul Revere Disability) DB	1,088.79	1,615.73	-526.94	-32.6
40328000	Accident/Critical Illness Commissions (Voluntary)	14,803.59	12,316.65	2,486.94	20.2
40300000	Total Accident & Health Commission	2,565,461.00	2,511,768.22	53,692.78	2.1
Member Service Income					
40920000	Credit Card Processing-Global Pmts/CMA/BestCard	2,890.98	2,400.00	490.98	20.5
40930000	I.C. Systems/Transworld	165.75	208.65	-42.90	-20.6
40940000	Radiography Program	1,923.50	1,889.50	34.00	1.8
40945000	DMMEX scrap metal	3,606.56	6,611.56	-3,005.00	-45.5
40947000	Office Supplies	42.30	691.06	-648.76	-93.9
40950000	Glove Program	0.00	188.78	-188.78	-100.0
40951000	Schein Service Fee	159,754.74	65,220.96	94,533.78	144.9
40952000	TDSC Administration Fee	0.00	469,507.06	-469,507.06	-100.0
40953000	TDSC Overhead Reimbursement	576.64	247,537.25	-246,960.61	-99.8
40955000	Basic Human Resource Connection	36.26	29.79	6.47	21.7
40962000	Social Finance (SoFi)	67.43	72.64	-5.21	-7.2
40963000	Eagle Associates - Compliance Services	4,468.08	1,720.80	2,747.28	159.7
40965000	iCore Connect (pre4Q18 was SYCOM account)	1,695.51	186.21	1,509.30	810.5
40970000	CareCredit	11,878.80	11,022.10	856.70	7.8
40972000	ProSites (#formerly Mercer Seminars)	905.29	216.78	688.51	317.6
40973000	Quality Dental Plans	15.61	0.00	15.61	***
40975000	ADA Business Enterprises	2,891.55	3,592.80	-701.25	-19.5
40985000	Solmetex-Waste Disposal	551.17	688.36	-137.19	-19.9
40987000	Surgically Clean Air	-638.32	638.32	-1,276.64	-200.0
40989000	Creative/Marketing Service Fees	0.00	2,500.00	-2,500.00	-100.0
40990000	BASIC Payroll Services	334.93	336.70	-1.77	-0.5
40994000	Dental Business Specialists (DBS-CPA)	500.00	0.00	500.00	***
40995000	MBNA Practice Solutions (Sky-MidAm)	18,746.57	7,357.23	11,389.34	154.8
40996000	Officite Website Development	0.00	293.02	-293.02	-100.0
40998000	DBS Investment Advisers	2,186.20	1,903.40	282.80	14.9
40900000	Total Member Service Income	212,599.55	824,812.97	-612,213.42	-74.2
Other Income					
41150000	Finance Charge Income	254.03	723.41	-469.38	-64.9
41100000	Total Other Income	254.03	723.41	-469.38	-64.9
Income Adjustments					
41220000	Small Balances Waived	6.60	-18.17	24.77	-136.3

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GL#	All Divisions, All Departments	1/1/2021 - 12/31/2021	1/1/2020 - 12/31/2020	Net Change Period 12/31/2021 vs 12/31/2020	
62442300	Giveaways	33.60	576.79	-543.19	-94.2
62442400	Printing: Stationery/Brochures	2,558.63	1,022.90	1,535.73	150.1
62442500	Radiography Program	3,406.23	6,205.04	-2,798.81	-45.1
62442000	Total MDA Services	17,360.64	19,057.24	-1,696.60	-8.9
	Member Insurance Solutions				
62444200	Printing/Ad Placement/Tech/Brochures/Stationary	1,286.90	5,774.43	-4,487.53	-77.7
62444300	Exhibit Booth	2,957.50	1,539.60	1,417.90	92.1
62444000	Total Member Insurance Solutions	4,244.40	7,314.03	-3,069.63	-42.0
62460000	Sponsorships	246,685.29	225,800.26	20,885.03	9.2
	Depreciation and Amortization				
62501000	Depreciation	40,000.00	43,852.42	-3,852.42	-8.8
62500000	Total Depreciation and Amortization	40,000.00	43,852.42	-3,852.42	-8.8
62600000	Dues and Subscriptions	7,327.67	6,684.62	643.05	9.6
	Insurance				
62705000	Insurance - Auto	5,556.51	4,958.14	598.37	12.1
62710000	Insurance - Property & Casualty	0.00	7,231.50	-7,231.50	-100.0
62720000	Insurance - Group Hospitalization	265,151.06	301,450.44	-36,299.38	-12.0
62730000	Insurance - Group Life	6,196.46	6,311.73	-115.27	-1.8
62740000	Insurance - Group Disability	18,001.86	17,629.56	372.30	2.1
62750000	Insurance - Identity Theft	6,719.91	6,112.55	607.36	9.9
62760000	Direct Reimbursement - Dental	26,823.10	25,903.80	919.30	3.5
62770000	Insurance - Workman's Comp	3,796.00	4,013.00	-217.00	-5.4
62780000	Insurance - Fiduciary Liability	29,509.20	22,383.87	7,125.33	31.8
62790000	Insurance - Travel/Accident	0.00	0.00	0.00	***
62700000	Total Insurance	361,754.10	395,994.59	-34,240.49	-8.6
62800000	Interest	0.00	391.92	-391.92	-100.0
63000000	Licenses & Permits	3,595.12	16,348.41	-12,753.29	-78.0
	Office Supplies & Printing				
63101000	Office Supplies & Printing	12,854.79	23,649.07	-10,794.28	-45.6
63102000	MDA Supplies Overhead	618.44	1,017.07	-398.63	-39.2
63100000	Total Office Supplies & Printing	13,473.23	24,666.14	-11,192.91	-45.4
63200000	Postage	26,823.98	42,187.67	-15,363.69	-36.4
63300000	Profit Sharing Trust Fund	205,273.09	151,918.68	53,354.41	35.1
	Rent				
63401000	Rent	175,200.00	175,200.00	0.00	0.0
63402000	MDA Rent Overhead	15,448.51	18,257.35	-2,808.84	-15.4
63400000	Total Rent	190,648.51	193,457.35	-2,808.84	-1.5
63500000	Maintenance - Equipment/Furniture	74,529.06	74,142.95	386.11	0.5
63550000	Automobile Expense	40,296.12	35,392.10	4,904.02	13.9
	Taxes				
63610000	Taxes - FICA	154,422.41	172,501.20	-18,078.79	-10.5
63630000	Taxes - Property	5,007.09	5,611.11	-604.02	-10.8
63680000	MDA Payroll Tax Overhead	8,515.79	8,867.64	-351.85	-4.0
63600000	Total Taxes	167,945.29	186,979.95	-19,034.66	-10.2
	Telephone & Telegraph				
63701000	Telephone	12,342.27	14,945.54	-2,603.27	-17.4
63702000	MDA Telephone Overhead	962.73	1,139.05	-176.32	-15.5
63700000	Total Telephone & Telegraph	13,305.00	16,084.59	-2,779.59	-17.3
63800000	Travel & Meetings	17,240.65	15,306.27	1,934.38	12.6
63801000	Meals & Entertainment 100%	75.29	23.01	52.28	227.2
63802000	Meals & Entertainment 50%	5,215.73	3,634.92	1,580.81	43.5
63810000	Board of Directors/Committees	17,929.37	2,645.66	15,283.71	577.7

GL#	All Divisions	Balance as of 12/31/2021
ASSETS		
Current Assets		
11100000	Cash Accounts	3,656,316.10
11200000	Accounts Receivable	1,095,320.87
11400000	Prepaid Expenses	13,890.58
	Total Current Assets	4,765,527.55
Fixed Assets		
13100000	Automobiles	45,849.35
13200000	Furniture & Fixtures	183,284.61
18100000	Goodwill	5,000.00
18110000	Intangible Assets	557,823.02
18199000	Accumulated Amortization	-562,823.02
	Total Fixed Assets	229,133.96
Deferred Assets		
19010000	Deferred Tax Asset	16,000.00
	Total Deferred Assets	16,000.00
	TOTAL ASSETS	5,010,661.51
LIABILITIES		
Current Liabilities		
21100000	Accounts Payable	2,062,264.41
21200000	Taxes	-49,942.70
21300000	Accrued Expenses	112,597.59
21400000	Deferred Income	55,420.03
	Total Current Liabilities	2,180,339.33
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	2,227,656.33
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)	427,904.01
35100000	Retained Earnings	2,324,101.17
	Total Retained Earnings	2,752,005.18
	TOTAL EQUITY	2,783,005.18
	TOTAL LIABILITIES & EQUITY	5,010,661.51