

Income and Expense Statement
Prior Year Comparisons with Net Change in Dollars
1/1/2023 - 4/30/2023

GL#	All Divisions, All Departments	1/1/2023 - 4/30/2023	1/1/2022 - 4/30/2022	Net Change Period 4/30/2023 vs 4/30/2022	
INCOME					
Property & Casualty Revenue					
Agency Bill Income					
40111000	AB Commission Inc - Directors & Officers	1,793.16	860.25	932.91	108.4
40112000	AB Commission Inc-PPP (Inc. Schinnerer)	234,091.75	251,179.53	-17,087.78	-6.8
40115000	PPP Service Fee	25,664.23	25,486.50	177.73	0.7
40116000	AB Commssions-Attorney Protective	11,102.41	-257.75	11,360.16	-4,407.4
40110000	Total Agency Bill Income	272,651.55	277,268.53	-4,616.98	-1.7
Direct Bill Income					
40121000	DB Commission Inc - Michigan Miller's Co	66,581.30	57,366.71	9,214.59	16.1
40122000	DB Commission Inc - MAIA/AAC	4.95	43.80	-38.85	-88.7
40125000	DB Commission-Citizen's Override/Profit Sharing	42,239.00	0.00	42,239.00	***
40126000	DB Commission - MetLife	56.38	47.79	8.59	18.0
40127000	DB Commission Inc-Frankenmuth Override	17,011.84	14,407.22	2,604.62	18.1
40128000	Michigan Millers-Profit Sharing	0.00	6,902.04	-6,902.04	-100.0
40130000	DB Commissions - Citlzen's	46,245.06	45,858.14	386.92	0.8
40131000	DB Commissions - Auto Owners	68,344.61	59,859.49	8,485.12	14.2
40132000	DB Commissions - Progressive	1,970.02	1,756.73	213.29	12.1
40133000	DB Commissions - Frankenmuth/Ansur	57,843.88	50,441.00	7,402.88	14.7
40134000	Frankenmuth Profit Sharing	58,535.86	31,703.90	26,831.96	84.6
40135000	DB Commissions - The Hartford (WC)	338.70	596.31	-257.61	-43.2
40136000	DB Commissions - Pioneer State Mutual Insurance Co	13,124.03	13,359.53	-235.50	-1.8
40136500	Pioneer Profit Sharing	5,548.40	1,692.13	3,856.27	227.9
40137000	DB Commssions - Hagerty	0.00	46.60	-46.60	-100.0
40120000	Total Direct Bill Income	377,844.03	284,081.39	93,762.64	33.0
40100000	Total Property & Casualty Revenue	650,495.58	561,349.92	89,145.66	15.9
40200000	Life Insurance Commission (Hartford/MetLife/LNL)	26,262.78	25,581.99	680.79	2.7
Accident & Health Commission					
40306000	BCBSM Admin Fee-Group	32,500.00	32,500.00	0.00	0.0
40307000	MEWA Administrative & Service Fees	555,302.00	560,421.00	-5,119.00	-0.9
40309000	Medicare/PDP Commissions	103,141.19	98,292.09	4,849.10	4.9
40310000	Group Health Commissions	73,164.08	84,745.85	-11,581.77	-13.7
40311000	Direct Individual Plans (MyBlue/Marketplace/Subsidy)	38,869.16	36,626.28	2,242.88	6.1
40313000	AmWINS/NEBCO Medicare commssions	65,750.53	67,032.27	-1,281.74	-1.9
40315000	Vision Service Plan	10,321.99	21,191.19	-10,869.20	-51.3
40318000	Dental Plan	1,183.51	1,092.66	90.85	8.3
40319000	GeoBlue Travel Insurance (Worldwide3501)	323.24	303.47	19.77	6.5
40320000	Disability/Life/LTC commissions	142,442.44	114,531.27	27,911.17	24.4
40321000	Ameritas Commissions	12,939.11	19,005.09	-6,065.98	-31.9
40325000	UNUM (Paul Revere Disability) DB	154.81	237.56	-82.75	-34.8
40328000	Accident/Critical Illness Commissions (Voluntary)	4,419.33	3,198.20	1,221.13	38.2
40300000	Total Accident & Health Commission	1,040,511.39	1,039,176.93	1,334.46	0.1
Member Service Income					
40920000	Credit Card Processing-Global Pmts/CMA/BestCard	1,417.61	1,021.46	396.15	38.8
40930000	I.C. Systems/Transworld	127.05	238.05	-111.00	-46.6
40940000	Radiography Program	1,421.00	232.00	1,189.00	512.5
40945000	DMMEX scrap metal	1,140.21	334.09	806.12	241.3
40947000	Office Supplies	26.08	31.55	-5.47	-17.3
40951000	Schein Service Fee	0.00	31,045.38	-31,045.38	-100.0
40953000	TDSC/Schein Royalty	1,111.22	2,171.09	-1,059.87	-48.8
40960000	Alerus (was App River 2018)	106.25	0.00	106.25	***
40961000	eScapes Network, LLC	4.14	14.91	-10.77	-72.2
40963000	Eagle Associates - Compliance Services	722.90	602.46	120.44	20.0

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40965000	iCore Connect (pre4Q18 was SYCOM account)	1,362.69	1,916.37	-553.68	-28.9
40970000	CareCredit	3,283.50	6,144.00	-2,860.50	-46.6
40971000	Prosperident (formerly Mercer Marketing Fee)	186.54	0.00	186.54	***
40972000	ProSites (#formerly Mercer Seminars)	549.18	239.59	309.59	129.2
40973000	Quality Dental Plans	3.00	6.86	-3.86	-56.3
40975000	ADA Business Enterprises	959.77	1,070.65	-110.88	-10.4
40981000	Dailey Solutions	0.00	0.00	0.00	***
40985000	Solmetex-Waste Disposal	205.75	219.87	-14.12	-6.4
40986000	State of MI-Amalgam Separator Administration	0.00	0.00	0.00	***
40994000	Dental Business Specialists (DBS-CPA)	224.83	0.00	224.83	***
40995000	Bank of America Practice Solutions (Sky-MidAm/MBN/	2,535.92	3,054.72	-518.80	-17.0
40998000	DBS Investment Advisers	0.00	830.60	-830.60	-100.0
40900000	Total Member Service Income	15,387.64	49,173.65	-33,786.01	-68.7
	Other Income				
	Late Charge Income				
41150000	Finance Charge Income	0.00	27.88	-27.88	-100.0
41100000	Total Other Income	0.00	27.88	-27.88	-100.0
	Income Adjustments				
41220000	Small Balances Waived	-1,101.18	-1,505.07	403.89	-26.8
41200000	Total Income Adjustments	-1,101.18	-1,505.07	403.89	-26.8
	Life and Health Commission				
	L&H Agency Bill Commission Income				
	L&H Direct Bill Commission Income				
41341000	L&H DB Commission Inc - Insurance Co	137.99	133.30	4.69	3.5
41340000	Total L&H Direct Bill Commission Income	137.99	133.30	4.69	3.5
41320000	Total Life and Health Commission	137.99	133.30	4.69	3.5
	Other Commission				
	Other Agency Bill Commission Income				
	Other Direct Bill Commission Income				
41420000	Total Other Commission	0.00	0.00	0.00	***
	Financial Services Commission				
	FS Agency Bill Commission Income				
	FS Direct Bill Commission Income				
41520000	Total Financial Services Commission	0.00	0.00	0.00	***
40000000	Total INCOME	1,731,694.20	1,673,938.60	57,755.60	3.5
	SALES EXPENSE				
	Sales Salaries & Commissions				
	Agency Bill Commission Expense				
51110000	AB Commission Expense - Agency Business	1,193.06	1,348.93	-155.87	-11.6
51100000	Total Agency Bill Commission Expense	1,193.06	1,348.93	-155.87	-11.6
	Direct Bill Commission Expense				
51210000	DB Commission Expense - Agency Business	1,195.44	1,660.86	-465.42	-28.0
51230000	Conv DB Commission Expense - Agency Bus	604.48	575.16	29.32	5.1
51200000	Total Direct Bill Commission Expense	1,799.92	2,236.02	-436.10	-19.5
51000000	Total Sales Salaries & Commissions	2,992.98	3,584.95	-591.97	-16.5
	Automobile Expense				
50000000	Total SALES EXPENSE	2,992.98	3,584.95	-591.97	-16.5
	ADMINISTRATIVE EXPENSE				
	Administrative Salaries				
61200000	Office Salaries	805,599.49	767,655.62	37,943.87	4.9

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61300000	Overtime Salaries	1,172.86	245.69	927.17	377.4
61500000	MDA Salary Overhead	98,540.76	93,712.52	4,828.24	5.2
61000000	Total Administrative Salaries	905,313.11	861,613.83	43,699.28	5.1
61670000	Parking/Bus Fare	78.90	61.30	17.60	28.7
61690000	Education	268.00	0.00	268.00	***
61699000	MDA Fringe Overhead	16,417.73	13,149.37	3,268.36	24.9
62000000	Legal Counsel	6,256.25	0.00	6,256.25	***
62025000	Auditing/Accounting	3,815.00	1,275.00	2,540.00	199.2
62050000	Consultants	2,000.00	0.00	2,000.00	***
62100000	Office Automation Systems	59,531.77	58,432.41	1,099.36	1.9
62300000	Bank Charges	9,542.22	18,230.36	-8,688.14	-47.7
62350000	Administrative Fees	1,746.21	1,357.97	388.24	28.6
62375000	HR Miscellaneous	6,948.85	1,508.84	5,440.01	360.5
	Communications				
62410000	Educational Items	5,198.88	18,567.45	-13,368.57	-72.0
62411000	Direct Mail: Print/Mail/Postage	13,602.82	13,887.60	-284.78	-2.1
62412000	Photos/Tech	7,931.49	6,071.53	1,859.96	30.6
62421000	MDA Journal	16,485.00	21,220.00	-4,735.00	-22.3
62422000	Component Communications	1,398.49	4,852.56	-3,454.07	-71.2
62424000	Website Updates	589.95	0.00	589.95	***
62425000	Personal Lines Educational Items	2,571.22	2,293.92	277.30	12.1
62426000	Printing: Stationery/Brochures/Signs/Bus.Cards/Folder	14,021.35	9,184.33	4,837.02	52.7
62430000	Exhibit Rental	10,646.99	4,327.35	6,319.64	146.0
62440000	Newsletters: CheckUp/Medicare/Group Health	11,527.48	11,126.72	400.76	3.6
62400000	Total Communications	83,973.67	91,531.46	-7,557.79	-8.3
	MDA Services				
62442200	Vendor Direct Mail	15,515.35	10,575.28	4,940.07	46.7
62442300	Services Educational Items	50.18	1,500.00	-1,449.82	-96.7
62442500	Radiography Program	782.40	1,456.86	-674.46	-46.3
62442000	Total MDA Services	16,347.93	13,532.14	2,815.79	20.8
	Member Insurance Solutions				
62444100	MIS Educational Items	889.21	0.00	889.21	***
62444200	Printing/Tech/Brochures/Stationary	836.00	957.16	-121.16	-12.7
62444300	Exhibit Booth	1,472.66	750.00	722.66	96.4
62444000	Total Member Insurance Solutions	3,197.87	1,707.16	1,490.71	87.3
62460000	Customer Support	10,110.00	7,417.62	2,692.38	36.3
	Depreciation and Amortization				
62600000	Dues and Subscriptions	55.00	466.00	-411.00	-88.2
	Insurance				
62705000	Insurance - Auto	2,642.78	1,933.60	709.18	36.7
62720000	Insurance - Group Hospitalization	100,052.95	88,221.04	11,831.91	13.4
62730000	Insurance - Group Life	1,940.32	1,975.72	-35.40	-1.8
62740000	Insurance - Group Disability	6,282.26	5,875.78	406.48	6.9
62750000	Insurance - Identity Theft	6,989.25	3,663.12	3,326.13	90.8
62760000	Direct Reimbursement - Dental	13,964.40	5,583.38	8,381.02	150.1
62770000	Insurance - Workman's Comp	3,751.00	3,910.00	-159.00	-4.1
62780000	Insurance - Fiduciary Liability	21,224.66	23,603.12	-2,378.46	-10.1
62790000	Insurance - Travel/Accident	0.00	0.00	0.00	***
62700000	Total Insurance	156,847.62	134,765.76	22,081.86	16.4
63000000	Licenses & Permits	1,777.00	2,205.10	-428.10	-19.4
	Office Supplies & Printing				
63101000	Office Supplies & Printing	5,766.89	3,858.82	1,908.07	49.4
63102000	MDA Supplies Overhead	434.84	425.59	9.25	2.2

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63100000	Total Office Supplies & Printing	6,201.73	4,284.41	1,917.32	44.8
63200000	Postage	670.32	870.07	-199.75	-23.0
63300000	Profit Sharing Trust Fund	100,413.12	18,387.02	82,026.10	446.1
	Rent				
63401000	Rent	74,550.00	73,800.00	750.00	1.0
63402000	MDA Rent Overhead	5,748.60	5,680.00	68.60	1.2
63400000	Total Rent	80,298.60	79,480.00	818.60	1.0
63500000	Maintenance - Equipment/Furniture	18,975.21	19,650.45	-675.24	-3.4
63550000	Automobile Expense	12,884.99	13,884.13	-999.14	-7.2
	Taxes				
63610000	Taxes - FICA	68,717.22	66,140.11	2,577.11	3.9
63630000	Taxes - Property	3,508.80	2,506.09	1,002.71	40.0
63680000	MDA Payroll Tax Overhead	3,372.33	3,160.98	211.35	6.7
63600000	Total Taxes	75,598.35	71,807.18	3,791.17	5.3
	Telephone & Telegraph				
63701000	Telephone	3,703.33	4,464.34	-761.01	-17.0
63702000	MDA Telephone Overhead	403.29	431.31	-28.02	-6.5
63700000	Total Telephone & Telegraph	4,106.62	4,895.65	-789.03	-16.1
63800000	Travel & Meetings	11,295.25	7,130.96	4,164.29	58.4
63801000	Meals & Entertainment 100%	0.00	282.23	-282.23	-100.0
63802000	Meals & Entertainment 50%	4,933.25	1,627.95	3,305.30	203.0
63810000	Board of Directors/Committees	1,767.25	450.00	1,317.25	292.7
64000000	Miscellaneous	76.90	178.86	-101.96	-57.0
64100000	InfiniSource/COBRA Admin - Value Added Service	15.30	160.20	-144.90	-90.4
64200000	Employee Navigator Software-Value Added Service	266.00	260.75	5.25	2.0
	GLOVE PROGRAM				
60000000	Total ADMINISTRATIVE EXPENSE	1,601,730.02	1,430,604.18	171,125.84	12.0
	Total SALES & ADMINISTRATIVE EXPENSE	1,604,723.00	1,434,189.13	170,533.87	11.9
	Operating Profit (Loss)	126,971.20	239,749.47	-112,778.27	-47.04
	OTHER INCOME				
71000000	Interest Income	12,877.80	7,194.17	5,683.63	79.0
71200000	Unrealized Gain/Loss - Investments	17,855.25	-53,464.06	71,319.31	-133.4
71300000	Realized Gain/Loss-Investment	0.00	-3,685.81	3,685.81	-100.0
72500000	Admin Fees Investments	-2,261.87	-2,389.38	127.51	-5.3
74000000	Gain (Loss) on Sale of Assets	0.00	250.00	-250.00	-100.0
70000000	Total OTHER INCOME	28,471.18	-52,095.08	80,566.26	-154.7
	Pre-TAX Net Profit (Loss)	155,442.38	187,654.39	-32,212.01	-17.17
	Net Profit (Loss)	155,442.38	187,654.39	-32,212.01	-17.17

GL#	All Divisions	Balance as of 04/30/2023
	ASSETS	
	Current Assets	
11100000	Cash Accounts	3,247,093.65
11200000	Accounts Receivable	3,687,711.38
11400000	Prepaid Expenses	8,667.46
	Total Current Assets	6,943,472.49
	Fixed Assets	
13100000	Automobiles	50,423.64
13200000	Furniture & Fixtures	114,838.84
18100000	Goodwill	5,000.00
18110000	Intangible Assets	557,823.02
18199000	Accumulated Amortization	-562,823.02
	Total Fixed Assets	165,262.48
	Deferred Assets	
19010000	Deferred Tax Asset	27,000.00
	Total Deferred Assets	27,000.00
	TOTAL ASSETS	7,135,734.97
	LIABILITIES	
	Current Liabilities	
21100000	Accounts Payable	1,969,253.00
21200000	Taxes	-38,664.59
21300000	Accrued Expenses	136,176.09
21400000	Deferred Income	67,420.03
	Total Current Liabilities	2,134,184.53
	TOTAL LIABILITIES	2,134,184.53
	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)	2,442,605.95
35100000	Retained Earnings	2,527,944.49
	Total Retained Earnings	4,970,550.44
	TOTAL EQUITY	5,001,550.44
	TOTAL LIABILITIES & EQUITY	7,135,734.97