

GL#	All Divisions	Balance as of 08/31/2022
<b>ASSETS</b>		
<b>Current Assets</b>		
11100000	Cash Accounts	3,353,225.14
11200000	Accounts Receivable	2,175,785.47
11400000	Prepaid Expenses	14,272.03
	<b>Total Current Assets</b>	<b>5,543,282.64</b>
<b>Fixed Assets</b>		
13100000	Automobiles	56,542.73
13200000	Furniture & Fixtures	145,008.10
18100000	Goodwill	5,000.00
18110000	Intangible Assets	557,823.02
18199000	Accumulated Amortization	-562,823.02
	<b>Total Fixed Assets</b>	<b>201,550.83</b>
<b>Deferred Assets</b>		
19010000	Deferred Tax Asset	16,000.00
	<b>Total Deferred Assets</b>	<b>16,000.00</b>
	<b>TOTAL ASSETS</b>	<b>5,760,833.47</b>
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
21100000	Accounts Payable	2,101,347.14
21200000	Taxes	-49,942.70
21300000	Accrued Expenses	100,792.68
21400000	Deferred Income	55,420.03
	<b>Total Current Liabilities</b>	<b>2,207,617.15</b>
22720000	State Income Taxes Payable	-4,245.00
	<b>Total State Income Taxes Payable</b>	<b>-4,245.00</b>
22725000	Federal Income Tax payable	51,562.00
	<b>Total Federal Income Tax payable</b>	<b>51,562.00</b>
	<b>TOTAL LIABILITIES</b>	<b>2,254,934.15</b>
<b>EQUITY</b>		
<b>Paid In Capital</b>		
31300000	Common Stock	27,000.00
31800000	Additional Paid in Capital	4,000.00
	<b>Total Paid In Capital</b>	<b>31,000.00</b>
<b>Retained Earnings</b>		
	Undistributed Net Profit (Loss)	1,061,752.83
35100000	Retained Earnings	2,413,146.49
	<b>Total Retained Earnings</b>	<b>3,474,899.32</b>
	<b>TOTAL EQUITY</b>	<b>3,505,899.32</b>
	<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>5,760,833.47</b>

## Prior Year Comparisons with Net Change in Dollars

1/1/2022 - 8/31/2022

GL#	All Divisions, All Departments	1/1/2022 - 8/31/2022	1/1/2021 - 8/31/2021	Net Change Period 8/31/2022 vs 8/31/2021	
INCOME					
Property & Casualty Revenue					
Agency Bill Income					
40111000	AB Commission Inc - Directors & Officers	3,971.51	985.71	2,985.80	302.9
40112000	AB Commission Inc-PPP (Inc. Schinnerer)	615,219.73	605,009.84	10,209.89	1.7
40115000	PPP Service Fee	34,099.50	8,530.50	25,569.00	299.7
40116000	AB Commssions-Attorney Protective	11,329.55	11,976.15	-646.60	-5.4
40110000	Total Agency Bill Income	664,620.29	626,502.20	38,118.09	6.1
Direct Bill Income					
40121000	DB Commission Inc - Michigan Miller's Co	116,499.34	96,426.78	20,072.56	20.8
40122000	DB Commission Inc - MAIA/AAC	-778.70	3,369.75	-4,148.45	-123.1
40126000	DB Commission - MetLife	51.55	197.86	-146.31	-73.9
40127000	DB Commission Inc-Frankenmuth Override	14,407.22	0.00	14,407.22	***
40128000	Michigan Millers-Profit Sharing	6,902.04	0.00	6,902.04	***
40130000	DB Commissions - Citizen's	99,330.47	99,250.50	79.97	0.1
40131000	DB Commissions - Auto Owners	124,028.25	122,284.57	1,743.68	1.4
40132000	DB Commissions - Progressive	3,936.15	3,302.99	633.16	19.2
40133000	DB Commissions - Frankenmuth/Ansur	82,208.93	64,722.17	17,486.76	27.0
40134000	Frankenmuth Profit Sharing	31,703.90	0.00	31,703.90	***
40135000	DB Commissions - The Hartford (WC)	1,257.17	1,286.45	-29.28	-2.3
40136000	DB Commissions - Pioneer State Mutual Insurance Co	25,440.91	27,255.12	-1,814.21	-6.7
40136500	Pioneer Profit Sharing	1,692.13	11,123.85	-9,431.72	-84.8
40137000	DB Commssions - Hagerty	46.60	46.60	0.00	0.0
40120000	Total Direct Bill Income	506,725.96	429,266.64	77,459.32	18.0
40100000	Total Property & Casualty Revenue	1,171,346.25	1,055,768.84	115,577.41	10.9
40200000	Life Insurance Commission (Hartford/MetLife/LNL)	27,316.73	54,836.90	-27,520.17	-50.2
Accident & Health Commission					
40306000	BCBSM Admin Fee-Group	48,750.00	32,500.00	16,250.00	50.0
40307000	MEWA Administrative & Service Fees	1,142,494.00	1,119,553.93	22,940.07	2.0
40309000	Medicare/PDP Commissions	179,020.00	127,666.62	51,353.38	40.2
40310000	Group Health Commissions	166,872.27	174,971.53	-8,099.26	-4.6
40311000	Direct Individual Plans (MyBlue/Marketplace/Subsidy)	76,036.48	77,186.59	-1,150.11	-1.5
40313000	AmWINS/NEBCO Medicare commssions	133,033.51	135,775.86	-2,742.35	-2.0
40315000	Vision Service Plan	40,304.27	22,338.23	17,966.04	80.4
40318000	Dental Plan	2,370.03	2,025.55	344.48	17.0
40319000	GeoBlue Travel Insurance (Worldwide3501)	535.16	50.63	484.53	957.0
40320000	Disability/Life/LTC commissions	200,321.47	200,351.95	-30.48	0.0
40321000	Ameritas Commissions	38,154.16	42,414.51	-4,260.35	-10.0
40325000	UNUM (Paul Revere Disability) DB	441.99	529.71	-87.72	-16.6
40328000	Accident/Critical Illness Commissions (Voluntary)	5,767.20	10,490.01	-4,722.81	-45.0
40300000	Total Accident & Health Commission	2,034,100.54	1,945,855.12	88,245.42	4.5
Member Service Income					
40920000	Credit Card Processing-Global Pmts/CMA/BestCard	2,079.50	1,984.14	95.36	4.8
40930000	I.C. Systems/Transworld	360.25	51.35	308.90	601.6
40940000	Radiography Program	1,442.50	1,428.00	14.50	1.0
40945000	DMMEX scrap metal	2,080.76	192.59	1,888.17	980.4
40947000	Office Supplies	46.25	-130.73	176.98	-135.4
40951000	Schein Service Fee	50,637.46	125,857.78	-75,220.32	-59.8
40953000	TDSC/Schein Royalty	3,343.47	0.00	3,343.47	***
40955000	Basic Human Resource Connection	0.00	21.24	-21.24	-100.0
40961000	eScapes Network, LLC	29.82	-0.12	29.94	-24,950.0
40963000	Eagle Associates - Compliance Services	985.86	3,298.19	-2,312.33	-70.1
40965000	iCore Connect (pre4Q18 was SYCOM account)	4,686.63	250.47	4,436.16	1,771.1

**Income and Expense Statement**  
**Prior Year Comparisons with Net Change in Dollars**  
**1/1/2022 - 8/31/2022**

GL#	All Divisions, All Departments	1/1/2022 - 8/31/2022	1/1/2021 - 8/31/2021	Net Change Period 8/31/2022 vs 8/31/2021	
40970000	CareCredit	8,998.00	8,484.80	513.20	6.0
40972000	ProSites (#formerly Mercer Seminars)	750.96	251.48	499.48	198.6
40973000	Quality Dental Plans	11.93	6.30	5.63	89.4
40975000	ADA Business Enterprises	3,044.49	1,894.63	1,149.86	60.7
40981000	Dailey Solutions	0.00	58.35	-58.35	-100.0
40985000	Solmetex-Waste Disposal	297.36	8.14	289.22	3,553.1
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	307.38	-307.38	-100.0
40994000	Dental Business Specialists (DBS-CPA)	530.00	0.00	530.00	***
40995000	Bank of America Practice Solutions (Sky-MidAm/MBN/	9,446.94	729.13	8,717.81	1,195.6
40998000	DBS Investment Advisers	2,280.64	-554.40	2,835.04	-511.4
40900000	<b>Total Member Service Income</b>	<b>91,052.82</b>	<b>143,500.40</b>	<b>-52,447.58</b>	<b>-36.5</b>
	<b>Other Income</b>				
	<b>Late Charge Income</b>				
41150000	Finance Charge Income	27.88	174.41	-146.53	-84.0
41100000	<b>Total Other Income</b>	<b>27.88</b>	<b>174.41</b>	<b>-146.53</b>	<b>-84.0</b>
	<b>Income Adjustments</b>				
41220000	Small Balances Waived	-1,700.14	6.20	-1,706.34	-27,521.6
41200000	<b>Total Income Adjustments</b>	<b>-1,700.14</b>	<b>6.20</b>	<b>-1,706.34</b>	<b>-27,521.6</b>
	<b>Life and Health Commission</b>				
	<b>L&amp;H Agency Bill Commission Income</b>				
	<b>L&amp;H Direct Bill Commission Income</b>				
41341000	L&H DB Commission Inc - Insurance Co	186.31	182.70	3.61	2.0
41340000	<b>Total L&amp;H Direct Bill Commission Income</b>	<b>186.31</b>	<b>182.70</b>	<b>3.61</b>	<b>2.0</b>
41320000	<b>Total Life and Health Commission</b>	<b>186.31</b>	<b>182.70</b>	<b>3.61</b>	<b>2.0</b>
	<b>Other Commission</b>				
	<b>Other Agency Bill Commission Income</b>				
41432000	Other AB Commission Inc - Brokerage Co	0.00	9.78	-9.78	-100.0
41430000	<b>Total Other Agency Bill Commission Income</b>	<b>0.00</b>	<b>9.78</b>	<b>-9.78</b>	<b>-100.0</b>
	<b>Other Direct Bill Commission Income</b>				
41420000	<b>Total Other Commission</b>	<b>0.00</b>	<b>9.78</b>	<b>-9.78</b>	<b>-100.0</b>
	<b>Financial Services Commission</b>				
	<b>FS Agency Bill Commission Income</b>				
	<b>FS Direct Bill Commission Income</b>				
41520000	<b>Total Financial Services Commission</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>***</b>
40000000	<b>Total INCOME</b>	<b>3,322,330.39</b>	<b>3,200,334.35</b>	<b>121,996.04</b>	<b>3.8</b>
	<b>SALES EXPENSE</b>				
	<b>Sales Salaries &amp; Commissions</b>				
	<b>Agency Bill Commission Expense</b>				
51110000	AB Commission Expense - Agency Business	3,433.43	3,004.91	428.52	14.3
51100000	<b>Total Agency Bill Commission Expense</b>	<b>3,433.43</b>	<b>3,004.91</b>	<b>428.52</b>	<b>14.3</b>
	<b>Direct Bill Commission Expense</b>				
51210000	DB Commission Expense - Agency Business	2,584.19	2,007.69	576.50	28.7
51230000	Conv DB Commission Expense - Agency Bus	1,403.41	850.98	552.43	64.9
51200000	<b>Total Direct Bill Commission Expense</b>	<b>3,987.60</b>	<b>2,858.67</b>	<b>1,128.93</b>	<b>39.5</b>
51000000	<b>Total Sales Salaries &amp; Commissions</b>	<b>7,421.03</b>	<b>5,863.58</b>	<b>1,557.45</b>	<b>26.6</b>
	<b>Automobile Expense</b>				
50000000	<b>Total SALES EXPENSE</b>	<b>7,421.03</b>	<b>5,863.58</b>	<b>1,557.45</b>	<b>26.6</b>
	<b>ADMINISTRATIVE EXPENSE</b>				

## Prior Year Comparisons with Net Change in Dollars

1/1/2022 - 8/31/2022

GL#	All Divisions, All Departments	1/1/2022 - 8/31/2022	1/1/2021 - 8/31/2021	Net Change Period 8/31/2022 vs 8/31/2021	
	<b>Administrative Salaries</b>				
61200000	Office Salaries	1,594,840.37	1,552,893.64	41,946.73	2.7
61300000	Overtime Salaries	1,780.10	833.23	946.87	113.6
61500000	MDA Salary Overhead	169,701.83	177,704.32	-8,002.49	-4.5
61000000	<b>Total Administrative Salaries</b>	<b>1,766,322.30</b>	<b>1,731,431.19</b>	<b>34,891.11</b>	<b>2.0</b>
61660000	Flex Plan Fees	2,477.21	0.00	2,477.21	***
61670000	Parking/Bus Fare	94.05	15.70	78.35	499.0
61690000	Education	0.00	1,067.70	-1,067.70	-100.0
61699000	MDA Fringe Overhead	21,650.80	15,439.96	6,210.84	40.2
62000000	Legal Counsel	1,518.75	10,993.25	-9,474.50	-86.2
62025000	Auditing/Accounting	33,960.00	26,225.00	7,735.00	29.5
62100000	Office Automation Systems	109,221.57	130,388.55	-21,166.98	-16.2
62300000	Bank Charges	26,924.73	25,162.89	1,761.84	7.0
62350000	Administrative Fees	2,804.18	3,008.47	-204.29	-6.8
62375000	HR Miscellaneous	4,508.30	1,381.86	3,126.44	226.2
	<b>PR/Marketing</b>				
62410000	Giveaways: Apparel/Mugs/Candy/Pens/Bags	19,332.05	1,679.91	17,652.14	1,050.8
62411000	Direct Mail: Print/Mail/Postage	22,210.47	3,519.06	18,691.41	531.1
62412000	Marketing Photos/Tech: QR Code/Biteable/Adobe/FB/	16,037.71	9,941.14	6,096.57	61.3
62421000	MDA Journal/Catalogue Ads	43,240.00	42,440.00	800.00	1.9
62422000	Component Advertising/Print Ads	6,809.88	6,241.68	568.20	9.1
62424000	Website Updates	7,248.05	462.15	6,785.90	1,468.3
62425000	Personal Lines Giveaways: gift cards/trinkets	4,582.03	691.90	3,890.13	562.2
62426000	Printing: Stationery/Brochures/Signs/Bus.Cards/Folder	10,040.97	13,879.25	-3,838.28	-27.7
62430000	Exhibit Rental	11,923.63	900.00	11,023.63	1,224.8
62440000	Newsletters: CheckUp/Medicare/Group Health	14,159.54	11,910.06	2,249.48	18.9
62400000	<b>Total PR/Marketing</b>	<b>155,584.33</b>	<b>91,665.15</b>	<b>63,919.18</b>	<b>69.7</b>
	<b>MDA Services</b>				
62442200	Vendor Direct Mail	17,589.88	2,240.70	15,349.18	685.0
62442300	Giveaways	1,500.00	33.60	1,466.40	4,364.3
62442400	Printing: Stationery/Brochures	17.71	0.00	17.71	***
62442500	Radiography Program	-18.14	-1,200.00	1,181.86	-98.5
62442000	<b>Total MDA Services</b>	<b>19,089.45</b>	<b>1,074.30</b>	<b>18,015.15</b>	<b>1,676.9</b>
	<b>Member Insurance Solutions</b>				
62444100	Giveaways	797.47	673.45	124.02	18.4
62444200	Printing/Ad Placement/Tech/Brochures/Stationary	867.91	797.92	69.99	8.8
62444300	Exhibit Booth	1,451.97	950.00	501.97	52.8
62444000	<b>Total Member Insurance Solutions</b>	<b>3,117.35</b>	<b>2,421.37</b>	<b>695.98</b>	<b>28.7</b>
62460000	Sponsorships	118,476.67	19,830.29	98,646.38	497.5
	<b>Depreciation and Amortization</b>				
62600000	Dues and Subscriptions	4,035.00	7,082.67	-3,047.67	-43.0
	<b>Insurance</b>				
62705000	Insurance - Auto	4,576.38	5,556.51	-980.13	-17.6
62720000	Insurance - Group Hospitalization	168,818.30	173,190.89	-4,372.59	-2.5
62730000	Insurance - Group Life	4,391.40	4,720.86	-329.46	-7.0
62740000	Insurance - Group Disability	13,367.18	13,597.70	-230.52	-1.7
62750000	Insurance - Identity Theft	10,652.37	6,719.91	3,932.46	58.5
62760000	Direct Reimbursement - Dental	17,834.68	18,658.30	-823.62	-4.4
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	<b>Total Insurance</b>	<b>247,153.43</b>	<b>255,749.37</b>	<b>-8,595.94</b>	<b>-3.4</b>
63000000	Licenses & Permits	6,417.70	2,146.63	4,271.07	199.0

## Prior Year Comparisons with Net Change in Dollars

1/1/2022 - 8/31/2022

GL#	All Divisions, All Departments	1/1/2022 - 8/31/2022	1/1/2021 - 8/31/2021	Net Change Period 8/31/2022 vs 8/31/2021	
	<b>Office Supplies &amp; Printing</b>				
63101000	Office Supplies & Printing	9,240.00	8,340.32	899.68	10.8
63102000	MDA Supplies Overhead	777.96	381.85	396.11	103.7
63100000	<b>Total Office Supplies &amp; Printing</b>	<b>10,017.96</b>	<b>8,722.17</b>	<b>1,295.79</b>	<b>14.9</b>
63200000	Postage	13,185.34	17,602.51	-4,417.17	-25.1
63300000	Profit Sharing Trust Fund	53,536.07	132,870.97	-79,334.90	-59.7
	<b>Rent</b>				
63401000	Rent	132,840.00	131,400.00	1,440.00	1.1
63402000	MDA Rent Overhead	11,360.00	11,235.28	124.72	1.1
63400000	<b>Total Rent</b>	<b>144,200.00</b>	<b>142,635.28</b>	<b>1,564.72</b>	<b>1.1</b>
63500000	Maintenance - Equipment/Furniture	52,198.86	50,466.39	1,732.47	3.4
63550000	Automobile Expense	30,411.06	26,290.41	4,120.65	15.7
	<b>Taxes</b>				
63610000	Taxes - FICA	120,910.51	120,683.31	227.20	0.2
63630000	Taxes - Property	5,452.69	5,007.09	445.60	8.9
63680000	MDA Payroll Tax Overhead	5,881.46	6,531.48	-650.02	-10.0
63600000	<b>Total Taxes</b>	<b>132,244.66</b>	<b>132,221.88</b>	<b>22.78</b>	<b>0.0</b>
	<b>Telephone &amp; Telegraph</b>				
63701000	Telephone	11,326.82	9,111.89	2,214.93	24.3
63702000	MDA Telephone Overhead	914.33	664.78	249.55	37.5
63700000	<b>Total Telephone &amp; Telegraph</b>	<b>12,241.15</b>	<b>9,776.67</b>	<b>2,464.48</b>	<b>25.2</b>
63800000	Travel & Meetings	17,317.34	11,853.39	5,463.95	46.1
63801000	Meals & Entertainment 100%	282.23	75.29	206.94	274.9
63802000	Meals & Entertainment 50%	5,171.76	1,814.02	3,357.74	185.1
63810000	Board of Directors/Committees	10,698.09	16,213.29	-5,515.20	-34.0
64000000	Miscellaneous	208.85	2,153.03	-1,944.18	-90.3
64100000	InfiniSource/COBRA Admin - Value Added Service	320.40	420.45	-100.05	-23.8
64200000	Employee Navigator Software-Value Added Service	1,069.00	0.00	1,069.00	***
	<b>GLOVE PROGRAM</b>				
60000000	<b>Total ADMINISTRATIVE EXPENSE</b>	<b>3,006,458.59</b>	<b>2,878,200.10</b>	<b>128,258.49</b>	<b>4.5</b>
	<b>Total SALES &amp; ADMINISTRATIVE EXPENSE</b>	<b>3,013,879.62</b>	<b>2,884,063.68</b>	<b>129,815.94</b>	<b>4.5</b>
	<b>Operating Profit (Loss)</b>	<b>308,450.77</b>	<b>316,270.67</b>	<b>-7,819.90</b>	<b>-2.47</b>
	<b>OTHER INCOME</b>				
71000000	Interest Income	13,048.64	13,511.69	-463.05	-3.4
71200000	Unrealized Gain/Loss - Investments	-62,591.96	-8,691.15	-53,900.81	620.2
71300000	Realized Gain/Loss-Investment	-6,761.63	0.00	-6,761.63	***
72500000	Admin Fees Investments	-4,742.99	-885.12	-3,857.87	435.9
74000000	Gain (Loss) on Sale of Assets	250.00	0.00	250.00	***
70000000	<b>Total OTHER INCOME</b>	<b>-60,797.94</b>	<b>3,935.42</b>	<b>-64,733.36</b>	<b>-1,644.9</b>
	<b>Pre-TAX Net Profit (Loss)</b>	<b>247,652.83</b>	<b>320,206.09</b>	<b>-72,553.26</b>	<b>-22.66</b>
	<b>TAXES</b>				
91000000	Corporate Income Tax-Federal	0.00	22,583.00	-22,583.00	-100.0
92000000	Corporate Income Tax-City	900.00	0.00	900.00	***
90000000	<b>Total TAXES</b>	<b>900.00</b>	<b>22,583.00</b>	<b>-21,683.00</b>	<b>-96.0</b>
	<b>Net Profit (Loss)</b>	<b>246,752.83</b>	<b>297,623.09</b>	<b>-50,870.26</b>	<b>-17.09</b>