

MDA Insurance

**Income and Expense Statement**  
**Prior Year Comparisons with Net Change in Dollars**  
**1/1/2021 - 4/30/2021**

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GL#	All Divisions, All Departments	1/1/2021 - 4/30/2021	1/1/2020 - 4/30/2020	Net Change Period 4/30/2021 vs 4/30/2020	
INCOME					
Property & Casualty Revenue					
40110000	Agency Bill Income	245,041.76	233,634.06	11,407.70	4.9
40120000	Direct Bill Income	225,444.40	194,572.64	30,871.76	15.9
40100000	Total Property & Casualty Revenue	470,486.16	428,206.70	42,279.46	9.9
40200000	Life Insurance Commission (Hartford/MetLife/LNL)	29,339.03	32,033.61	-2,694.58	-8.4
Accident & Health Commission					
40306000	BCBSM Admin Fee-Group	32,500.00	32,500.00	0.00	0.0
40307000	MEWA Administrative & Service Fees	304,553.93	493,333.00	-188,779.07	-38.3
40309000	Medicare/PDP Commissions	72,625.88	64,722.64	7,903.24	12.2
40310000	Group Health Commissions	72,716.57	72,685.00	31.57	0.0
40311000	Direct Individual Plans (MyBlue/Marketplace/Subsidy)	37,870.23	41,242.92	-3,372.69	-8.2
40313000	AmWINS/NEBCO Medicare commissions	67,693.70	67,547.06	146.64	0.2
40315000	Vision Service Plan	11,136.47	10,462.24	674.23	6.4
40318000	Dental Plan	833.21	773.15	60.06	7.8
40319000	GeoBlue Travel Insurance (Worldwide3501)	50.63	161.84	-111.21	-68.7
40320000	Disability/Life/LTC commissions	105,235.50	86,499.36	18,736.14	21.7
40321000	Ameritas Commissions	22,210.04	23,679.43	-1,469.39	-6.2
40325000	UNUM (Paul Revere Disability) DB	295.06	533.27	-238.21	-44.7
40328000	Accident/Critical Illness Commissions (Voluntary)	5,047.80	3,457.54	1,590.26	46.0
40300000	Total Accident & Health Commission	732,769.02	897,597.45	-164,828.43	-18.4
Member Service Income					
40920000	Credit Card Processing-Global Pmts/CMA/BestCard	1,194.14	0.00	1,194.14	***
40930000	I.C. Systems/Transworld	13.85	0.00	13.85	***
40940000	Radiography Program	800.00	0.00	800.00	***
40945000	DMMEX scrap metal	-271.78	0.00	-271.78	***
40947000	Office Supplies	-130.73	0.00	-130.73	***
40950000	Glove Program	0.00	188.78	-188.78	-100.0
40951000	Schein Service Fee	54,063.14	0.00	54,063.14	***
40952000	TDSC Administration Fee	0.00	133,203.99	-133,203.99	-100.0
40953000	TDSC Overhead Reimbursement	0.00	15,462.28	-15,462.28	-100.0
40955000	Basic Human Resource Connection	20.52	0.00	20.52	***
40961000	eScapes Network, LLC	-0.12	0.00	-0.12	***
40963000	Eagle Associates - Compliance Services	2,865.14	0.00	2,865.14	***
40965000	iCore Connect (pre4Q18 was SYCOM account)	17.01	0.00	17.01	***
40970000	CareCredit	2,769.80	0.00	2,769.80	***
40972000	ProSites (#formerly Mercer Seminars)	63.34	0.00	63.34	***
40975000	ADA Business Enterprises	3.14	0.00	3.14	***
40981000	Dailey Solutions	38.48	0.00	38.48	***
40985000	Solmetex-Waste Disposal	8.14	0.00	8.14	***
40986000	State of MI-Amalgam Separator Administration	0.00	0.00	0.00	***
40987000	Surgically Clean Air	-638.32	0.00	-638.32	***
40989000	Creative/Marketing Service Fees	0.00	2,500.00	-2,500.00	-100.0
40990000	BASIC Payroll Services	213.37	0.00	213.37	***
40995000	MBNA Practice Solutions (Sky-MidAm)	729.13	0.00	729.13	***
40998000	DBS Investment Advisers	-554.40	0.00	-554.40	***
40900000	Total Member Service Income	61,203.85	151,355.05	-90,151.20	-59.6
Other Income					
41150000	Finance Charge Income	165.38	492.21	-326.83	-66.4
41100000	Total Other Income	165.38	492.21	-326.83	-66.4
Income Adjustments					
41220000	Small Balances Waived	3.80	-9.90	13.70	-138.4
41200000	Total Income Adjustments	3.80	-9.90	13.70	-138.4

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**1/1/2021 - 4/30/2021**

GL#	All Divisions, All Departments	1/1/2021 - 4/30/2021	1/1/2020 - 4/30/2020	Net Change Period 4/30/2021 vs 4/30/2020	
	<b>Life and Health Commission</b>				
41340000	L&H Direct Bill Commission Income	76.72	116.74	-40.02	-34.3
41320000	<b>Total Life and Health Commission</b>	<b>76.72</b>	<b>116.74</b>	<b>-40.02</b>	<b>-34.3</b>
	<b>Other Commission</b>				
41430000	Other Agency Bill Commission Income	6.54	0.00	6.54	***
41420000	<b>Total Other Commission</b>	<b>6.54</b>	<b>0.00</b>	<b>6.54</b>	<b>***</b>
	<b>Financial Services Commission</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>1,294,060.60</b>	<b>1,509,791.86</b>	<b>-215,741.36</b>	<b>-14.3</b>
	<b>SALES EXPENSE</b>				
	<b>Sales Salaries &amp; Commissions</b>				
51100000	Agency Bill Commission Expense	1,302.68	1,033.86	268.82	26.0
51200000	Direct Bill Commission Expense	1,516.95	1,805.08	-288.13	-16.0
51000000	<b>Total Sales Salaries &amp; Commissions</b>	<b>2,819.63</b>	<b>2,838.94</b>	<b>-19.31</b>	<b>-0.7</b>
	<b>Automobile Expense</b>				
50000000	<b>Total SALES EXPENSE</b>	<b>2,819.63</b>	<b>2,838.94</b>	<b>-19.31</b>	<b>-0.7</b>
	<b>ADMINISTRATIVE EXPENSE</b>				
	<b>Administrative Salaries</b>				
61200000	Office Salaries	756,458.59	771,577.77	-15,119.18	-2.0
61300000	Overtime Salaries	391.73	2,827.96	-2,436.23	-86.1
61400000	Part-time Salaries	0.00	301.56	-301.56	-100.0
61500000	MDA Salary Overhead	22,658.28	73,864.78	-51,306.50	-69.5
61000000	<b>Total Administrative Salaries</b>	<b>779,408.60</b>	<b>848,572.07</b>	<b>-69,163.47</b>	<b>-8.2</b>
61670000	Parking/Bus Fare	9.40	58.00	-48.60	-83.8
61690000	Education	0.00	1,882.51	-1,882.51	-100.0
61699000	MDA Fringe Overhead	820.31	6,696.95	-5,876.64	-87.8
62000000	Legal Counsel	1,876.25	1,382.50	493.75	35.7
62025000	Auditing/Accounting	4,225.00	14,900.00	-10,675.00	-71.6
62050000	Consultants	0.00	1,480.51	-1,480.51	-100.0
62100000	Office Automation Systems	56,230.31	62,448.88	-6,218.57	-10.0
62300000	Bank Charges	16,651.37	16,193.65	457.72	2.8
62350000	Administrative Fees	1,929.42	2,471.17	-541.75	-21.9
62375000	HR Miscellaneous	329.50	2,603.58	-2,274.08	-87.3
	<b>PR/Marketing</b>				
62410000	Giveaways: Apparel/Mugs/Candy/Pens/Bags	291.10	7,735.96	-7,444.86	-96.2
62411000	Direct Mail: Print/Mail/Postage	3,519.06	8,581.65	-5,062.59	-59.0
62412000	Marketing Photos/Tech: QR Code/Biteable/Adobe/FB/I	3,359.39	5,172.94	-1,813.55	-35.1
62421000	MDA Journal/Catalogue Ads	21,220.00	18,800.00	2,420.00	12.9
62422000	Component Advertising/Print Ads	5,775.52	9,830.00	-4,054.48	-41.2
62424000	Website Updates	337.95	0.00	337.95	***
62425000	Personal Lines Giveaways: gift cards/trinkets	313.90	-309.55	623.45	-201.4
62426000	Printing: Stationery/Brochures/Signs/Bus.Cards/Folder	315.13	4,050.25	-3,735.12	-92.2
62430000	Exhibit Rental	900.00	9,897.50	-8,997.50	-90.9
62440000	Newsletters: CheckUp/Medicare/Group Health	8,864.02	5,078.72	3,785.30	74.5
62400000	<b>Total PR/Marketing</b>	<b>44,896.07</b>	<b>68,837.47</b>	<b>-23,941.40</b>	<b>-34.8</b>
	<b>MDA Services</b>				
62442200	Vendor Direct Mail	2,240.70	2,113.66	127.04	6.0
62442300	Giveaways	33.60	551.79	-518.19	-93.9
62442400	Printing: Stationery/Brochures	0.00	768.50	-768.50	-100.0
62442500	Radiography Program	-2,400.00	2,400.00	-4,800.00	-200.0
62442000	<b>Total MDA Services</b>	<b>-125.70</b>	<b>5,833.95</b>	<b>-5,959.65</b>	<b>-102.2</b>
	<b>Member Insurance Solutions</b>				

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**1/1/2021 - 4/30/2021**

GL#	All Divisions, All Departments	1/1/2021 - 4/30/2021	1/1/2020 - 4/30/2020	Net Change Period 4/30/2021 vs 4/30/2020	
62444100	Giveaways	0.00	43.44	-43.44	-100.0
62444200	Printing/Ad Placement/Tech/Brochures/Stationary	398.00	4,804.96	-4,406.96	-91.7
62444300	Exhibit Booth	750.00	1,539.60	-789.60	-51.3
62444000	<b>Total Member Insurance Solutions</b>	<b>1,148.00</b>	<b>6,388.00</b>	<b>-5,240.00</b>	<b>-82.0</b>
62460000	Sponsorships	12,430.29	111,128.84	-98,698.55	-88.8
62600000	Depreciation and Amortization				
62600000	Dues and Subscriptions	3,152.67	3,744.29	-591.62	-15.8
62705000	Insurance				
62705000	Insurance - Auto	2,822.90	2,135.23	687.67	32.2
62710000	Insurance - Property & Casualty	0.00	1,765.60	-1,765.60	-100.0
62720000	Insurance - Group Hospitalization	3,029.63	100,988.88	-97,959.25	-97.0
62730000	Insurance - Group Life	1,137.14	2,301.43	-1,164.29	-50.6
62740000	Insurance - Group Disability	3,213.34	6,382.87	-3,169.53	-49.7
62750000	Insurance - Identity Theft	3,056.78	3,055.77	1.01	0.0
62760000	Direct Reimbursement - Dental	1,471.50	6,100.20	-4,628.70	-75.9
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	<b>Total Insurance</b>	<b>48,036.49</b>	<b>149,126.85</b>	<b>-101,090.36</b>	<b>-67.8</b>
63000000	Licenses & Permits	1,505.63	8,890.86	-7,385.23	-83.1
63101000	Office Supplies & Printing				
63101000	Office Supplies & Printing	5,073.24	11,358.72	-6,285.48	-55.3
63102000	MDA Supplies Overhead	66.44	327.47	-261.03	-79.7
63100000	<b>Total Office Supplies &amp; Printing</b>	<b>5,139.68</b>	<b>11,686.19</b>	<b>-6,546.51</b>	<b>-56.0</b>
63200000	Postage	7,644.55	12,737.91	-5,093.36	-40.0
63300000	Profit Sharing Trust Fund	17,080.57	9,935.32	7,145.25	71.9
63401000	Rent				
63401000	Rent	73,000.00	58,400.00	14,600.00	25.0
63402000	MDA Rent Overhead	1,404.41	5,617.65	-4,213.24	-75.0
63400000	<b>Total Rent</b>	<b>74,404.41</b>	<b>64,017.65</b>	<b>10,386.76</b>	<b>16.2</b>
63500000	Maintenance - Equipment/Furniture	23,163.33	21,885.90	1,277.43	5.8
63550000	Automobile Expense	12,332.92	11,995.65	337.27	2.8
63610000	Taxes				
63610000	Taxes - FICA	67,759.53	68,052.19	-292.66	-0.4
63630000	Taxes - Property	2,948.06	3,182.30	-234.24	-7.4
63680000	MDA Payroll Tax Overhead	1,126.35	3,155.54	-2,029.19	-64.3
63600000	<b>Total Taxes</b>	<b>71,833.94</b>	<b>74,390.03</b>	<b>-2,556.09</b>	<b>-3.4</b>
63701000	Telephone & Telegraph				
63701000	Telephone	1,661.92	4,052.11	-2,390.19	-59.0
63702000	MDA Telephone Overhead	30.10	341.07	-310.97	-91.2
63700000	<b>Total Telephone &amp; Telegraph</b>	<b>1,692.02</b>	<b>4,393.18</b>	<b>-2,701.16</b>	<b>-61.5</b>
63800000	Travel & Meetings	2,952.20	12,974.62	-10,022.42	-77.2
63801000	Meals & Entertainment 100%	75.29	0.00	75.29	***
63802000	Meals & Entertainment 50%	473.37	2,598.66	-2,125.29	-81.8
63810000	Board of Directors/Committees	939.24	2,067.81	-1,128.57	-54.6
64000000	Miscellaneous	1,636.03	909.42	726.61	79.9
64100000	InfiniSource/COBRA Admin - Value Added Service	200.25	200.25	0.00	0.0
65100000	GLOVE PROGRAM				
65100000	Product	0.00	-23,584.71	23,584.71	-100.0
65400000	Credit Card Processing Fees	0.00	415.05	-415.05	-100.0
65000000	<b>Total GLOVE PROGRAM</b>	<b>0.00</b>	<b>-23,169.66</b>	<b>23,169.66</b>	<b>-100.0</b>
60000000	<b>Total ADMINISTRATIVE EXPENSE</b>	<b>1,192,091.41</b>	<b>1,519,263.01</b>	<b>-327,171.60</b>	<b>-21.5</b>

## Prior Year Comparisons with Net Change in Dollars

1/1/2021 - 4/30/2021

GL#	All Divisions, All Departments	1/1/2021 - 4/30/2021	1/1/2020 - 4/30/2020	Net Change Period 4/30/2021 vs 4/30/2020	
	Total SALES & ADMINISTRATIVE EXPENSE	1,194,911.04	1,522,101.95	-327,190.91	-21.5
	Operating Profit (Loss)	99,139.46	-12,310.09	111,449.55	-905.35
	OTHER INCOME				
71000000	Interest Income	11,350.68	7,273.79	4,076.89	56.0
71200000	Unrealized Gain/Loss - Investments	-2,950.11	7,130.32	-10,080.43	-141.4
72000000	Miscellaneous Income	0.00	2.00	-2.00	-100.0
70000000	Total OTHER INCOME	8,400.57	14,406.11	-6,005.54	-41.7
	OTHER EXPENSE				
81000000	Board Approved Funding	0.00	309.49	-309.49	-100.0
80000000	Total OTHER EXPENSE	0.00	309.49	-309.49	-100.0
	Pre-TAX Net Profit (Loss)	107,540.03	1,786.53	105,753.50	5,919.49
	TAXES				
91000000	Corporate Income Tax-Federal	22,583.00	0.00	22,583.00	***
90000000	Total TAXES	22,583.00	0.00	22,583.00	***
	Net Profit (Loss)	84,957.03	1,786.53	83,170.50	4,655.42

GL#	All Divisions	Balance as of 04/30/2021
<b>ASSETS</b>		
<b>Current Assets</b>		
11100000	Cash Accounts	2,630,040.64
11200000	Accounts Receivable	1,029,284.81
11400000	Prepaid Expenses	0.00
	<b>Total Current Assets</b>	<b>3,659,325.45</b>
<b>Fixed Assets</b>		
13100000	Automobiles	45,849.35
13200000	Furniture & Fixtures	84,616.72
18100000	Goodwill	5,000.00
18110000	Intangible Assets	557,823.02
18199000	Accumulated Amortization	-562,823.02
	<b>Total Fixed Assets</b>	<b>130,466.07</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>3,805,791.52</b>
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
21100000	Accounts Payable	1,157,450.40
21200000	Taxes	-49,942.70
21300000	Accrued Expenses	112,597.59
21400000	Deferred Income	55,420.03
	<b>Total Current Liabilities</b>	<b>1,275,525.32</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	94,453.00
	<b>Total Federal Income Tax payable</b>	<b>94,453.00</b>
	<b>TOTAL LIABILITIES</b>	<b>1,365,733.32</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)	247,934.31
35100000	Retained Earnings	2,161,123.89
	<b>Total Retained Earnings</b>	<b>2,409,058.20</b>
	<b>TOTAL EQUITY</b>	<b>2,440,058.20</b>
	<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>3,805,791.52</b>