

**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 -<br>4/30/2023 | 1/1/2022 -<br>4/30/2022 | Net Change Period<br>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 - Citizen'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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| GL#      | All Divisions, All Departments                     | 1/1/2023 -<br>4/30/2023 | 1/1/2022 -<br>4/30/2022 | Net Change Period<br>4/30/2023 vs 4/30/2022 |               |
|----------|--|-------------------------|-------------------------|---|---------------|
| 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 | <b>Total Member Service Income</b>                 | <b>15,387.64</b>        | <b>49,173.65</b>        | <b>-33,786.01</b>                           | <b>-68.7</b>  |
|          | <b>Other Income</b>                                |                         |                         |   |               |
|          | <b>Late Charge Income</b>                          |                         |                         |   |               |
| 41150000 | Finance Charge Income                              | 0.00                    | 27.88                   | -27.88                                      | -100.0        |
| 41100000 | <b>Total Other Income</b>                          | <b>0.00</b>             | <b>27.88</b>            | <b>-27.88</b>                               | <b>-100.0</b> |
|          | <b>Income Adjustments</b>                          |                         |                         |   |               |
| 41220000 | Small Balances Waived                              | -1,101.18               | -1,505.07               | 403.89                                      | -26.8         |
| 41200000 | <b>Total Income Adjustments</b>                    | <b>-1,101.18</b>        | <b>-1,505.07</b>        | <b>403.89</b>                               | <b>-26.8</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               | 137.99                  | 133.30                  | 4.69  | 3.5           |
| 41340000 | <b>Total L&amp;H Direct Bill Commission Income</b> | <b>137.99</b>           | <b>133.30</b>           | <b>4.69</b>                                 | <b>3.5</b>    |
| 41320000 | <b>Total Life and Health Commission</b>            | <b>137.99</b>           | <b>133.30</b>           | <b>4.69</b>                                 | <b>3.5</b>    |
|          | <b>Other Commission</b>                            |                         |                         |   |               |
|          | <b>Other Agency Bill Commission Income</b>         |                         |                         |   |               |
|          | <b>Other Direct Bill Commission Income</b>         |                         |                         |   |               |
| 41420000 | <b>Total Other Commission</b>                      | <b>0.00</b>             | <b>0.00</b>             | <b>0.00</b>                                 | <b>***</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>1,731,694.20</b>     | <b>1,673,938.60</b>     | <b>57,755.60</b>                            | <b>3.5</b>    |
|          | <b>SALES EXPENSE</b>                               |                         |                         |   |               |
|          | <b>Sales Salaries &amp; Commissions</b>            |                         |                         |   |               |
|          | <b>Agency Bill Commission Expense</b>              |                         |                         |   |               |
| 51110000 | AB Commission Expense - Agency Business            | 1,193.06                | 1,348.93                | -155.87                                     | -11.6         |
| 51100000 | <b>Total Agency Bill Commission Expense</b>        | <b>1,193.06</b>         | <b>1,348.93</b>         | <b>-155.87</b>                              | <b>-11.6</b>  |
|          | <b>Direct Bill Commission Expense</b>              |                         |                         |   |               |
| 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 | <b>Total Direct Bill Commission Expense</b>        | <b>1,799.92</b>         | <b>2,236.02</b>         | <b>-436.10</b>                              | <b>-19.5</b>  |
| 51000000 | <b>Total Sales Salaries &amp; Commissions</b>      | <b>2,992.98</b>         | <b>3,584.95</b>         | <b>-591.97</b>                              | <b>-16.5</b>  |
|          | <b>Automobile Expense</b>                          |                         |                         |   |               |
| 50000000 | <b>Total SALES EXPENSE</b>                         | <b>2,992.98</b>         | <b>3,584.95</b>         | <b>-591.97</b>                              | <b>-16.5</b>  |
|          | <b>ADMINISTRATIVE EXPENSE</b>                      |                         |                         |   |               |
|          | <b>Administrative Salaries</b>                     |                         |                         |   |               |
| 61200000 | Office Salaries                                    | 805,599.49              | 767,655.62              | 37,943.87                                   | 4.9           |

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| GL#      | All Divisions, All Departments                        | 1/1/2023 -<br>4/30/2023 | 1/1/2022 -<br>4/30/2022 | Net Change Period<br>4/30/2023 vs 4/30/2022 |             |
|----------|---|-------------------------|-------------------------|---|-------------|
| 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 | <b>Total Administrative Salaries</b>                  | <b>905,313.11</b>       | <b>861,613.83</b>       | <b>43,699.28</b>                            | <b>5.1</b>  |
| 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       |
|          | <b>Communications</b>                                 |                         |                         |   |             |
| 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 | <b>Total Communications</b>                           | <b>83,973.67</b>        | <b>91,531.46</b>        | <b>-7,557.79</b>                            | <b>-8.3</b> |
|          | <b>MDA Services</b>                                   |                         |                         |   |             |
| 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 | <b>Total MDA Services</b>                             | <b>16,347.93</b>        | <b>13,532.14</b>        | <b>2,815.79</b>                             | <b>20.8</b> |
|          | <b>Member Insurance Solutions</b>                     |                         |                         |   |             |
| 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 | <b>Total Member Insurance Solutions</b>               | <b>3,197.87</b>         | <b>1,707.16</b>         | <b>1,490.71</b>                             | <b>87.3</b> |
| 62460000 | Customer Support                                      | 10,110.00               | 7,417.62                | 2,692.38                                    | 36.3        |
|          | <b>Depreciation and Amortization</b>                  |                         |                         |   |             |
| 62600000 | Dues and Subscriptions                                | 55.00                   | 466.00                  | -411.00                                     | -88.2       |
|          | <b>Insurance</b>                                      |                         |                         |   |             |
| 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 | <b>Total Insurance</b>                                | <b>156,847.62</b>       | <b>134,765.76</b>       | <b>22,081.86</b>                            | <b>16.4</b> |
| 63000000 | Licenses & Permits                                    | 1,777.00                | 2,205.10                | -428.10                                     | -19.4       |
|          | <b>Office Supplies &amp; Printing</b>                 |                         |                         |   |             |
| 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<br>04/30/2023 |
|----------------------------|---------------------------------------|-----------------------------|
| <b>ASSETS</b>              |                                       |                             |
| <b>Current Assets</b>      |                                       |                             |
| 11100000                   | Cash Accounts                         | 3,247,093.65                |
| 11200000                   | Accounts Receivable                   | 3,687,711.38                |
| 11400000                   | Prepaid Expenses                      | 8,667.46                    |
|                            | <b>Total Current Assets</b>           | <b>6,943,472.49</b>         |
| <b>Fixed Assets</b>        |                                       |                             |
| 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                 |
|                            | <b>Total Fixed Assets</b>             | <b>165,262.48</b>           |
| <b>Deferred Assets</b>     |                                       |                             |
| 19010000                   | Deferred Tax Asset                    | 27,000.00                   |
|                            | <b>Total Deferred Assets</b>          | <b>27,000.00</b>            |
|                            | <b>TOTAL ASSETS</b>                   | <b>7,135,734.97</b>         |
| <b>LIABILITIES</b>         |                                       |                             |
| <b>Current Liabilities</b> |                                       |                             |
| 21100000                   | Accounts Payable                      | 1,969,253.00                |
| 21200000                   | Taxes                                 | -38,664.59                  |
| 21300000                   | Accrued Expenses                      | 136,176.09                  |
| 21400000                   | Deferred Income                       | 67,420.03                   |
|                            | <b>Total Current Liabilities</b>      | <b>2,134,184.53</b>         |
|                            | <b>TOTAL LIABILITIES</b>              | <b>2,134,184.53</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)       | 2,442,605.95                |
| 35100000                   | Retained Earnings                     | 2,527,944.49                |
|                            | <b>Total Retained Earnings</b>        | <b>4,970,550.44</b>         |
|                            | <b>TOTAL EQUITY</b>                   | <b>5,001,550.44</b>         |
|                            | <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b>7,135,734.97</b>         |