

## MDA Insurance

**Income and Expense Statement**  
**Prior Year Plus YTD Comparisons with Net Change in Dollars**  
**1/1/2021 - 9/30/2021**

Date: 10/21/2021 Page 1 of 4

GL#	All Divisions, All Departments	1/1/2021 - 9/30/2021	1/1/2020 - 9/30/2020	1/1/2021 - 9/30/2021	1/1/2020 - 9/30/2020	Net Change YTD 9/30/2021 vs 9/30/2020	
INCOME							
Property & Casualty Revenue							
Agency Bill Income							
40111000	AB Commission Inc - Directors & Officers	985.71	1,075.24	985.71	1,075.24	-89.53	-8.3
40112000	AB Commission Inc-PPP (Inc. Schinnerer)	665,962.63	644,040.67	665,962.63	644,040.67	21,921.96	3.4
40115000	PPP Service Fee	8,530.50	8,275.50	8,530.50	8,275.50	255.00	3.1
40116000	AB Commsions-Attorney Protective	13,754.85	15,949.70	13,754.85	15,949.70	-2,194.85	-13.8
40110000	Total Agency Bill Income	689,233.69	669,341.11	689,233.69	669,341.11	19,892.58	3.0
Direct Bill Income							
40121000	DB Commission Inc - Michigan Miller's Co	106,370.69	70,174.99	106,370.69	70,174.99	36,195.70	51.6
40122000	DB Commission Inc - MAIA/AAC	3,535.50	1,427.30	3,535.50	1,427.30	2,108.20	147.7
40126000	DB Commission - MetLife	241.91	246.53	241.91	246.53	-4.62	-1.9
40130000	DB Commissions - Citizen's	113,912.07	97,679.72	113,912.07	97,679.72	16,232.35	16.6
40131000	DB Commissions - Auto Owners	133,938.60	136,492.13	133,938.60	136,492.13	-2,553.53	-1.9
40132000	DB Commissions - Progressive	3,728.75	4,019.20	3,728.75	4,019.20	-290.45	-7.2
40133000	DB Commissions - Frankenmuth/Ansur	69,951.17	70,889.13	69,951.17	70,889.13	-937.96	-1.3
40134000	Frankenmuth Profit Sharing	0.00	0.00	0.00	0.00	0.00	***
40135000	DB Commissions - The Hartford (WC)	1,693.28	1,884.17	1,693.28	1,884.17	-190.89	-10.1
40136000	DB Commissions - Pioneer State Mutual Inst	30,498.06	30,288.82	30,498.06	30,288.82	209.24	0.7
40136500	Pioneer Profit Sharing	11,123.85	0.00	11,123.85	0.00	11,123.85	***
40137000	DB Commsions - Hagerty	46.60	43.00	46.60	43.00	3.60	8.4
40120000	Total Direct Bill Income	475,040.48	413,144.99	475,040.48	413,144.99	61,895.49	15.0
40100000	Total Property & Casualty Revenue	1,164,274.17	1,082,486.10	1,164,274.17	1,082,486.10	81,788.07	7.6
40200000	Life Insurance Commission (Hartford/MetLife/LNI	54,836.90	66,976.71	54,836.90	66,976.71	-12,139.81	-18.1
Accident & Health Commission							
40306000	BCBSM Admin Fee-Group	32,500.00	32,500.00	32,500.00	32,500.00	0.00	0.0
40307000	MEWA Administrative & Service Fees	1,064,553.93	1,080,281.00	1,064,553.93	1,080,281.00	-15,727.07	-1.5
40309000	Medicare/PDP Commissions	145,929.04	133,643.16	145,929.04	133,643.16	12,285.88	9.2
40310000	Group Health Commissions	193,255.03	165,433.85	193,255.03	165,433.85	27,821.18	16.8
40311000	Direct Individual Plans (MyBlue/Marketplace/St	86,366.19	88,613.28	86,366.19	88,613.28	-2,247.09	-2.5
40313000	AmWINS/NEBCO Medicare commsions	152,749.94	151,124.25	152,749.94	151,124.25	1,625.69	1.1
40315000	Vision Service Plan	48,228.97	13,078.02	48,228.97	13,078.02	35,150.95	268.8
40318000	Dental Plan	2,199.35	1,270.65	2,199.35	1,270.65	928.70	73.1
40319000	GeoBlue Travel Insurance (Worldwide3501)	51.54	161.84	51.54	161.84	-110.30	-68.2
40320000	Disability/Life/LTC commissions	220,535.98	180,686.03	220,535.98	180,686.03	39,849.95	22.1
40321000	Ameritas Commissions	46,377.07	45,102.65	46,377.07	45,102.65	1,274.42	2.8
40325000	UNUM (Paul Revere Disability) DB	560.72	1,230.39	560.72	1,230.39	-669.67	-54.4
40328000	Accident/Critical Illness Commissions (Voluntar	11,378.75	9,186.84	11,378.75	9,186.84	2,191.91	23.9
40300000	Total Accident & Health Commission	2,004,686.51	1,902,311.96	2,004,686.51	1,902,311.96	102,374.55	5.4
Member Service Income							
40920000	Credit Card Processing-Global Pmts/CMA/Besi	2,182.69	1,600.00	2,182.69	1,600.00	582.69	36.4
40930000	I.C. Systems/Transworld	51.35	107.30	51.35	107.30	-55.95	-52.1
40940000	Radiography Program	1,428.00	1,192.00	1,428.00	1,192.00	236.00	19.8
40945000	DMMEX scrap metal	192.59	3,670.77	192.59	3,670.77	-3,478.18	-94.8
40947000	Office Supplies	-130.73	290.55	-130.73	290.55	-421.28	-145.0
40950000	Glove Program	0.00	188.78	0.00	188.78	-188.78	-100.0
40951000	Schein Service Fee	93,247.30	0.00	93,247.30	0.00	93,247.30	***
40952000	TDSC Administration Fee	0.00	367,328.09	0.00	367,328.09	-367,328.09	-100.0
40953000	TDSC Overhead Reimbursement	0.00	246,386.84	0.00	246,386.84	-246,386.84	-100.0
40955000	Basic Human Resource Connection	21.24	0.00	21.24	0.00	21.24	***
40961000	eScapes Network, LLC	-0.12	13.98	-0.12	13.98	-14.10	-100.9
40962000	Social Finance (SoFi)	0.00	2.64	0.00	2.64	-2.64	-100.0
40963000	Eagle Associates - Compliance Services	3,298.19	782.46	3,298.19	782.46	2,515.73	321.5
40965000	iCore Connect (pre4Q18 was SYCOM account	250.47	63.90	250.47	63.90	186.57	292.0
40970000	CareCredit	8,484.80	4,131.30	8,484.80	4,131.30	4,353.50	105.4

**Income and Expense Statement**  
**Prior Year Plus YTD Comparisons with Net Change in Dollars**  
**1/1/2021 - 9/30/2021**

GL#	All Divisions, All Departments	1/1/2021 - 9/30/2021	1/1/2020 - 9/30/2020	1/1/2021 - 9/30/2021	1/1/2020 - 9/30/2020	Net Change YTD 9/30/2021 vs 9/30/2020	
40972000	ProSites (#formerly Mercer Seminars)	251.48	2.16	251.48	2.16	249.32	11,542.6
40973000	Quality Dental Plans	6.30	0.00	6.30	0.00	6.30	***
40975000	ADA Business Enterprises	1,894.63	640.98	1,894.63	640.98	1,253.65	195.6
40981000	Dailey Solutions	58.35	1.62	58.35	1.62	56.73	3,501.9
40985000	Solmetex-Waste Disposal	8.14	0.00	8.14	0.00	8.14	***
40986000	State of MI-Amalgam Separator Administration	0.00	0.00	0.00	0.00	0.00	***
40987000	Surgically Clean Air	-638.32	0.00	-638.32	0.00	-638.32	***
40989000	Creative/Marketing Service Fees	0.00	2,500.00	0.00	2,500.00	-2,500.00	-100.0
40990000	BASIC Payroll Services	334.93	217.80	334.93	217.80	117.13	53.8
40995000	MBNA Practice Solutions (Sky-MidAm)	729.13	3,663.44	729.13	3,663.44	-2,934.31	-80.1
40996000	Officite Website Development	0.00	293.02	0.00	293.02	-293.02	-100.0
40998000	DBS Investment Advisers	-554.40	413.20	-554.40	413.20	-967.60	-234.2
40900000	<b>Total Member Service Income</b>	<b>111,116.02</b>	<b>633,490.83</b>	<b>111,116.02</b>	<b>633,490.83</b>	<b>-522,374.81</b>	<b>-82.5</b>
	<b>Other Income</b>						
	<b>Late Charge Income</b>						
41150000	Finance Charge Income	174.41	564.65	174.41	564.65	-390.24	-69.1
41100000	<b>Total Other Income</b>	<b>174.41</b>	<b>564.65</b>	<b>174.41</b>	<b>564.65</b>	<b>-390.24</b>	<b>-69.1</b>
	<b>Income Adjustments</b>						
41220000	Small Balances Waived	6.21	-18.10	6.21	-18.10	24.31	-134.3
41200000	<b>Total Income Adjustments</b>	<b>6.21</b>	<b>-18.10</b>	<b>6.21</b>	<b>-18.10</b>	<b>24.31</b>	<b>-134.3</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	199.95	357.74	199.95	357.74	-157.79	-44.1
41340000	<b>Total L&amp;H Direct Bill Commission Income</b>	<b>199.95</b>	<b>357.74</b>	<b>199.95</b>	<b>357.74</b>	<b>-157.79</b>	<b>-44.1</b>
41320000	<b>Total Life and Health Commission</b>	<b>199.95</b>	<b>357.74</b>	<b>199.95</b>	<b>357.74</b>	<b>-157.79</b>	<b>-44.1</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>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>0.00</b>	<b>0.00</b>	<b>***</b>
40000000	<b>Total INCOME</b>	<b>3,335,294.17</b>	<b>3,686,169.89</b>	<b>3,335,294.17</b>	<b>3,686,169.89</b>	<b>-350,875.72</b>	<b>-9.5</b>
	<b>SALES EXPENSE</b>						
	<b>Sales Salaries &amp; Commissions</b>						
	<b>Agency Bill Commission Expense</b>						
51110000	AB Commission Expense - Agency Business	3,453.25	2,584.19	3,453.25	2,584.19	869.06	33.6
51100000	<b>Total Agency Bill Commission Expense</b>	<b>3,453.25</b>	<b>2,584.19</b>	<b>3,453.25</b>	<b>2,584.19</b>	<b>869.06</b>	<b>33.6</b>
	<b>Direct Bill Commission Expense</b>						
51210000	DB Commission Expense - Agency Business	2,328.90	2,818.53	2,328.90	2,818.53	-489.63	-17.4
51230000	Conv DB Commission Expense - Agency Bus	1,076.94	2,776.27	1,076.94	2,776.27	-1,699.33	-61.2
51200000	<b>Total Direct Bill Commission Expense</b>	<b>3,405.84</b>	<b>5,594.80</b>	<b>3,405.84</b>	<b>5,594.80</b>	<b>-2,188.96</b>	<b>-39.1</b>
51000000	<b>Total Sales Salaries &amp; Commissions</b>	<b>6,859.09</b>	<b>8,178.99</b>	<b>6,859.09</b>	<b>8,178.99</b>	<b>-1,319.90</b>	<b>-16.1</b>
	<b>Automobile Expense</b>						
50000000	<b>Total SALES EXPENSE</b>	<b>6,859.09</b>	<b>8,178.99</b>	<b>6,859.09</b>	<b>8,178.99</b>	<b>-1,319.90</b>	<b>-16.1</b>
	<b>ADMINISTRATIVE EXPENSE</b>						
	<b>Administrative Salaries</b>						
61100000	Executive Salaries	0.00	500.00	0.00	500.00	-500.00	-100.0
61200000	Office Salaries	1,744,169.69	1,753,857.34	1,744,169.69	1,753,857.34	-9,687.65	-0.6
61300000	Overtime Salaries	1,423.25	3,900.44	1,423.25	3,900.44	-2,477.19	-63.5
61400000	Part-time Salaries	0.00	301.56	0.00	301.56	-301.56	-100.0

**Income and Expense Statement**  
**Prior Year Plus YTD Comparisons with Net Change in Dollars**  
**1/1/2021 - 9/30/2021**

GL#	All Divisions, All Departments	1/1/2021 - 9/30/2021	1/1/2020 - 9/30/2020	1/1/2021 - 9/30/2021	1/1/2020 - 9/30/2020	Net Change YTD 9/30/2021 vs 9/30/2020	
61500000	MDA Salary Overhead	177,704.32	162,591.95	177,704.32	162,591.95	15,112.37	9.3
61000000	<b>Total Administrative Salaries</b>	<b>1,923,297.26</b>	<b>1,921,151.29</b>	<b>1,923,297.26</b>	<b>1,921,151.29</b>	<b>2,145.97</b>	<b>0.1</b>
61670000	Parking/Bus Fare	15.70	60.50	15.70	60.50	-44.80	-74.0
61690000	Education	1,067.70	3,455.07	1,067.70	3,455.07	-2,387.37	-69.1
61699000	MDA Fringe Overhead	15,439.96	15,585.30	15,439.96	15,585.30	-145.34	-0.9
62000000	Legal Counsel	10,993.25	6,766.00	10,993.25	6,766.00	4,227.25	62.5
62025000	Auditing/Accounting	26,225.00	22,180.00	26,225.00	22,180.00	4,045.00	18.2
62050000	Consultants	0.00	1,480.51	0.00	1,480.51	-1,480.51	-100.0
62100000	Office Automation Systems	135,639.58	105,274.38	135,639.58	105,274.38	30,365.20	28.8
62300000	Bank Charges	25,202.89	24,983.37	25,202.89	24,983.37	219.52	0.9
62350000	Administrative Fees	3,342.97	4,210.03	3,342.97	4,210.03	-867.06	-20.6
62375000	HR Miscellaneous	1,511.53	3,104.45	1,511.53	3,104.45	-1,592.92	-51.3
	<b>PR/Marketing</b>						
62410000	Giveaways: Apparel/Mugs/Candy/Pens/Bags	6,745.29	8,542.57	6,745.29	8,542.57	-1,797.28	-21.0
62411000	Direct Mail: Print/Mail/Postage	3,519.06	8,581.65	3,519.06	8,581.65	-5,062.59	-59.0
62412000	Marketing Photos/Tech: QR Code/Biteable/Ado	10,001.09	11,324.61	10,001.09	11,324.61	-1,323.52	-11.7
62421000	MDA Journal/Catalogue Ads	47,745.00	32,900.00	47,745.00	32,900.00	14,845.00	45.1
62422000	Component Advertising/Print Ads	6,241.68	4,407.32	6,241.68	4,407.32	1,834.36	41.6
62424000	Website Updates	653.40	6,795.95	653.40	6,795.95	-6,142.55	-90.4
62425000	Personal Lines Giveaways: gift cards/trinkets	691.90	486.15	691.90	486.15	205.75	42.3
62426000	Printing: Stationery/Brochures/Signs/Bus.Cards	16,789.81	10,189.25	16,789.81	10,189.25	6,600.56	64.8
62430000	Exhibit Rental	900.00	7,767.50	900.00	7,767.50	-6,867.50	-88.4
62440000	Newsletters: CheckUp/Medicare/Group Health	14,909.19	10,772.86	14,909.19	10,772.86	4,136.33	38.4
62400000	<b>Total PR/Marketing</b>	<b>108,196.42</b>	<b>101,767.86</b>	<b>108,196.42</b>	<b>101,767.86</b>	<b>6,428.56</b>	<b>6.3</b>
	<b>MDA Services</b>						
62442200	Vendor Direct Mail	3,994.58	11,252.51	3,994.58	11,252.51	-7,257.93	-64.5
62442300	Giveaways	33.60	576.79	33.60	576.79	-543.19	-94.2
62442400	Printing: Stationery/Brochures	979.23	1,022.90	979.23	1,022.90	-43.67	-4.3
62442500	Radiography Program	-1,200.00	5,237.71	-1,200.00	5,237.71	-6,437.71	-122.9
62442000	<b>Total MDA Services</b>	<b>3,807.41</b>	<b>18,089.91</b>	<b>3,807.41</b>	<b>18,089.91</b>	<b>-14,282.50</b>	<b>-79.0</b>
	<b>Member Insurance Solutions</b>						
62444100	Giveaways	673.45	718.78	673.45	718.78	-45.33	-6.3
62444200	Printing/Ad Placement/Tech/Brochures/Station	797.92	5,624.46	797.92	5,624.46	-4,826.54	-85.8
62444300	Exhibit Booth	1,529.00	1,539.60	1,529.00	1,539.60	-10.60	-0.7
62444000	<b>Total Member Insurance Solutions</b>	<b>3,000.37</b>	<b>7,882.84</b>	<b>3,000.37</b>	<b>7,882.84</b>	<b>-4,882.47</b>	<b>-61.9</b>
62460000	Sponsorships	170,460.29	113,578.84	170,460.29	113,578.84	56,881.45	50.1
	<b>Depreciation and Amortization</b>						
62600000	Dues and Subscriptions	7,082.67	5,664.62	7,082.67	5,664.62	1,418.05	25.0
	<b>Insurance</b>						
62705000	Insurance - Auto	5,556.51	4,958.14	5,556.51	4,958.14	598.37	12.1
62710000	Insurance - Property & Casualty	0.00	1,765.60	0.00	1,765.60	-1,765.60	-100.0
62720000	Insurance - Group Hospitalization	167,231.71	230,985.06	167,231.71	230,985.06	-63,753.35	-27.6
62730000	Insurance - Group Life	4,720.86	4,593.03	4,720.86	4,593.03	127.83	2.8
62740000	Insurance - Group Disability	13,597.70	12,809.55	13,597.70	12,809.55	788.15	6.2
62750000	Insurance - Identity Theft	6,719.91	6,112.55	6,719.91	6,112.55	607.36	9.9
62760000	Direct Reimbursement - Dental	18,658.30	20,655.80	18,658.30	20,655.80	-1,997.50	-9.7
62770000	Insurance - Workman's Comp	3,796.00	4,013.00	3,796.00	4,013.00	-217.00	-5.4
62780000	Insurance - Fiduciary Liability	29,509.20	22,383.87	29,509.20	22,383.87	7,125.33	31.8
62790000	Insurance - Travel/Accident	0.00	0.00	0.00	0.00	0.00	***
62700000	<b>Total Insurance</b>	<b>249,790.19</b>	<b>308,276.60</b>	<b>249,790.19</b>	<b>308,276.60</b>	<b>-58,486.41</b>	<b>-19.0</b>
62800000	Interest	0.00	391.92	0.00	391.92	-391.92	-100.0
63000000	Licenses & Permits	2,966.63	14,708.69	2,966.63	14,708.69	-11,742.06	-79.8
	<b>Office Supplies &amp; Printing</b>						
63101000	Office Supplies & Printing	9,260.22	18,365.70	9,260.22	18,365.70	-9,105.48	-49.6
63102000	MDA Supplies Overhead	381.85	656.71	381.85	656.71	-274.86	-41.9

**Income and Expense Statement**  
**Prior Year Plus YTD Comparisons with Net Change in Dollars**  
**1/1/2021 - 9/30/2021**

GL#	All Divisions, All Departments	1/1/2021 - 9/30/2021	1/1/2020 - 9/30/2020	1/1/2021 - 9/30/2021	1/1/2020 - 9/30/2020	Net Change YTD 9/30/2021 vs 9/30/2020	
63100000	Total Office Supplies & Printing	9,642.07	19,022.41	9,642.07	19,022.41	-9,380.34	-49.3
63200000	Postage	17,772.65	27,206.71	17,772.65	27,206.71	-9,434.06	-34.7
63300000	Profit Sharing Trust Fund	137,167.67	34,256.61	137,167.67	34,256.61	102,911.06	300.4
	Rent						
63401000	Rent	146,000.00	146,000.00	146,000.00	146,000.00	0.00	0.0
63402000	MDA Rent Overhead	11,235.28	14,044.12	11,235.28	14,044.12	-2,808.84	-20.0
63400000	Total Rent	157,235.28	160,044.12	157,235.28	160,044.12	-2,808.84	-1.8
63500000	Maintenance - Equipment/Furniture	55,987.96	55,194.74	55,987.96	55,194.74	793.22	1.4
63550000	Automobile Expense	28,730.61	26,886.08	28,730.61	26,886.08	1,844.53	6.9
	Taxes						
63610000	Taxes - FICA	131,876.92	133,488.37	131,876.92	133,488.37	-1,611.45	-1.2
63630000	Taxes - Property	5,007.09	5,611.11	5,007.09	5,611.11	-604.02	-10.8
63680000	MDA Payroll Tax Overhead	6,531.48	6,559.63	6,531.48	6,559.63	-28.15	-0.4
63600000	Total Taxes	143,415.49	145,659.11	143,415.49	145,659.11	-2,243.62	-1.5
	Telephone & Telegraph						
63701000	Telephone	9,305.03	11,042.63	9,305.03	11,042.63	-1,737.60	-15.7
63702000	MDA Telephone Overhead	664.78	841.94	664.78	841.94	-177.16	-21.0
63700000	Total Telephone & Telegraph	9,969.81	11,884.57	9,969.81	11,884.57	-1,914.76	-16.1
63800000	Travel & Meetings	12,522.48	12,963.84	12,522.48	12,963.84	-441.36	-3.4
63801000	Meals & Entertainment 100%	75.29	23.01	75.29	23.01	52.28	227.2
63802000	Meals & Entertainment 50%	1,832.01	2,925.24	1,832.01	2,925.24	-1,093.23	-37.4
63810000	Board of Directors/Committees	16,713.29	2,495.66	16,713.29	2,495.66	14,217.63	569.7
64000000	Miscellaneous	2,153.03	12,269.43	2,153.03	12,269.43	-10,116.40	-82.5
64100000	InfiniSource/COBRA Admin - Value Added Servic	465.50	400.50	465.50	400.50	65.00	16.2
	GLOVE PROGRAM						
65100000	Product	0.00	-23,584.71	0.00	-23,584.71	23,584.71	-100.0
65200800	Website/Tech	51.62	0.00	51.62	0.00	51.62	***
65400000	Credit Card Processing Fees	0.00	221.30	0.00	221.30	-221.30	-100.0
65000000	Total GLOVE PROGRAM	51.62	-23,363.41	51.62	-23,363.41	23,415.03	-100.2
60000000	Total ADMINISTRATIVE EXPENSE	3,281,774.58	3,166,480.80	3,281,774.58	3,166,480.80	115,293.78	3.6
	Total SALES & ADMINISTRATIVE EXPENSE	3,288,633.67	3,174,659.79	3,288,633.67	3,174,659.79	113,973.88	3.6
	Operating Profit (Loss)	46,660.50	511,510.10	46,660.50	511,510.10	-464,849.60	-90.9
	OTHER INCOME						
71000000	Interest Income	13,822.01	22,742.69	13,822.01	22,742.69	-8,920.68	-39.2
71200000	Unrealized Gain/Loss - Investments	-14,842.82	919.18	-14,842.82	919.18	-15,762.00	-1,714.8
72000000	Miscellaneous Income	504,300.00	11.60	504,300.00	11.60	504,288.40	>>>
72500000	Admin Fees Investments	-1,422.76	0.00	-1,422.76	0.00	-1,422.76	***
70000000	Total OTHER INCOME	501,856.43	23,673.47	501,856.43	23,673.47	478,182.96	2,019.9
	OTHER EXPENSE						
81000000	Board Approved Funding	0.00	309.49	0.00	309.49	-309.49	-100.0
80000000	Total OTHER EXPENSE	0.00	309.49	0.00	309.49	-309.49	-100.0
	Pre-TAX Net Profit (Loss)	548,516.93	534,874.08	548,516.93	534,874.08	13,642.85	2.6
	TAXES						
91000000	Corporate Income Tax-Federal	-62,223.00	112,324.00	-62,223.00	112,324.00	-174,547.00	-155.4
90000000	Total TAXES	-62,223.00	112,324.00	-62,223.00	112,324.00	-174,547.00	-155.4
	Net Profit (Loss)	610,739.93	422,550.08	610,739.93	422,550.08	188,189.85	44.5

GL#	All Divisions	Balance as of 09/30/2021
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Cash Accounts</b>		
11110000	Petty Cash	200.00
11115000	Comerica Landing Account	20,281.40
11120000	Met Life Premium Trust Account	169.92
11125000	Group Insurance Account	309,993.58
11129000	Comerica Brokerage 022332	836,750.44
11130000	IFG Checking	68,205.09
11131000	Money Market Account - Comerica	110,208.06
11138000	Comerica Brokerage - 215196	504,141.59
11139000	Comerica Brokerage - 242315	57,407.63
11190000	Bank Reconciliation Adjustments	0.01
<b>Total Cash Accounts</b>		<b>1,907,357.72</b>
<b>Accounts Receivable</b>		
11210000	Accounts Receivable - Agency Business	-108,996.08
11240000	Direct Bill Commissions Receivable	-27,126.12
11300000	Other Receivable	2,031,252.84
<b>Total Accounts Receivable</b>		<b>1,895,130.64</b>
<b>Prepaid Expenses</b>		
11410000	Prepaid Expenses - Insurance	6,396.72
11440000	Prepaid Expenses - Other	600.00
<b>Total Prepaid Expenses</b>		<b>6,996.72</b>
<b>Total Current Assets</b>		<b>3,809,485.08</b>
<b>Fixed Assets</b>		
<b>Automobiles</b>		
13110000	Automobiles	72,182.82
13120000	Allowance for Depreciation - Automobiles	-26,333.47
<b>Total Automobiles</b>		<b>45,849.35</b>
<b>Furniture &amp; Fixtures</b>		
13210000	Furniture & Fixtures	696,804.74
13220000	Allowance for Depreciation - F & F	-537,023.50
<b>Total Furniture &amp; Fixtures</b>		<b>159,781.24</b>
18100000	Goodwill	5,000.00
18110000	Intangible Assets	557,823.02
18190000	Accumulated Amortization	-562,823.02
<b>Total Fixed Assets</b>		<b>205,630.59</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>4,031,115.67</b>
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
<b>Accounts Payable</b>		
21110000	Accounts Payable to Companies	195,618.94
21115000	Premiums Due Met Life Group Life/DI	169.92
21116000	Premiums Due Allstate	442.27
21116100	Premiums Due AFLAC	1,199.78
21117000	Premiums Due VSP	50,840.24
21119000	Accounts Payable to Fee Companies	1,111.28
21120000	Deposits Payable to Companies	25,084.56
21130000	Commissions Payable - All Business	27,342.87
21140000	Accounts Payable - Other	596,742.20
21151000	Due to MDA - Health Plan Sponsor	94,849.94
21152000	Due to MDA Health Plan Trust	-74,569.08
21155000	Business Credit Card Payable	12,964.73
21156000	Federal Assistance-SBA loans	10,000.00
<b>Total Accounts Payable</b>		<b>941,797.65</b>
<b>Taxes</b>		
21210000	Taxes - Employee Withholding	-285.70
21220000	Taxes - Company Accruals	-72,240.00
21235000	Corporate Income Tax-Federal	22,583.00

GL#	All Divisions	Balance as of 09/30/2021
21249000	Sales Tax Payable - CO Dept. of Revenue	0.00
	<b>Total Taxes</b>	<b>-49,942.70</b>
	<b>Accrued Expenses</b>	
21310000	Accrued Vacation Payable	109,475.93
21320000	Accrued Pension Payable	3,121.66
	<b>Total Accrued Expenses</b>	<b>112,597.59</b>
	<b>Deferred Income</b>	
21450000	Deferred Compensation	55,420.03
	<b>Total Deferred Income</b>	<b>55,420.03</b>
	<b>Total Current Liabilities</b>	<b>1,059,872.57</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	9,647.00
	<b>Total Federal Income Tax payable</b>	<b>9,647.00</b>
	<b>TOTAL LIABILITIES</b>	<b>1,065,274.57</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)	610,739.93
35100000	Retained Earnings	2,324,101.17
	<b>Total Retained Earnings</b>	<b>2,934,841.10</b>
	<b>TOTAL EQUITY</b>	<b>2,965,841.10</b>
	<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>4,031,115.67</b>