

**INSURANCE AGENTS & BROKERS  
COMBINING STATEMENT OF ACTIVITIES  
YEAR ENDED MARCH 31, 2009**

	IAB of PA	IAB of MD	DAIAB	Combined IAB-Associations	IAB Service Group	Intercompany Eliminations	Combined IAB
Revenues:						-	
Membership Dues	345,398	98,248	21,429	\$ 465,075		(4,059)	\$ 461,016
Professional Training	1,498,241	395,863	63,195	\$ 1,957,299		(20,525)	\$ 1,936,774
Events & Member Products	74,463	28,840	74,678			(8,675)	
Royalties & Commissions	636,704	111,908	37,788	\$ 786,400	2,199,680	-	\$ 2,986,080
Other	90,523	15,220	9,349	\$ 115,092	1,442,512	(1,297,375)	\$ 260,229
<b>Total Revenues</b>	<b>\$ 2,645,329</b>	<b>\$ 650,079</b>	<b>\$ 206,439</b>	<b>\$ 3,501,847</b>	<b>\$ 3,642,192</b>	<b>\$ (1,330,634)</b>	<b>\$ 5,813,405</b>
Expenses:							
Membership	254,472	10,480	11,302	276,254		(237)	276,017
Member Services				-	163,188	(20,525)	142,663
Professional Training	1,292,709	374,069	55,198	1,721,976		(2,263)	1,719,713
Events & Member Products	37,859	5,319	50,360			(6,156)	
Publications					104,962		104,962
Advocacy	123,643	49,135	7,098	179,876		(231)	179,645
Corporate & Management	1,147,818	212,969	55,754	1,416,541	3,074,362	(1,301,222)	3,189,681
Depreciation				-	194,565		194,565
Taxes & Other				-	164,531	-	164,531
<b>Total Expenses</b>	<b>\$ 2,856,501</b>	<b>\$ 651,972</b>	<b>\$ 179,712</b>	<b>\$ 3,688,185</b>	<b>\$ 3,701,608</b>	<b>\$ (1,330,634)</b>	<b>\$ 6,059,159</b>
<b>Net Operating Income (Loss)</b>	<b>\$ (211,172)</b>	<b>\$ (1,893)</b>	<b>\$ 26,727</b>	<b>\$ (186,338)</b>	<b>\$ (59,416)</b>	<b>\$ -</b>	<b>\$ (245,754)</b>
Pension related change					\$ (285,566)		(285,566)
Investment loss (mutual funds)	\$ (479,154)	\$ (78,672)	\$ (2,779)	(560,605)	\$ (18,294)		(578,899)
<b>Change in Net Assets</b>	<b>\$ (690,326)</b>	<b>\$ (80,565)</b>	<b>\$ 23,948</b>	<b>\$ (746,943)</b>	<b>\$ (363,276)</b>	<b>\$ -</b>	<b>\$ (1,110,219)</b>

**INSURANCE AGENTS & BROKERS**  
**COMBINING STATEMENT OF FINANCIAL POSITION**  
**March 31, 2009**

**ASSETS**

	IAB of PA	IAB of MD	DAIAB	Combined IAB-Associations	IAB Service Group	Intercompany Eliminations	Combined IAB
Cash & Cash Equivalents	\$ 3,355,101	\$ 539,577	\$ 313,755	\$ 4,208,433	\$ 802,828	\$ -	\$ 5,011,261
Premium Fiduciary Cash					367,242		367,242
Accounts Receivable	72,794	33,497	17,582	123,873	295,356	(254,747)	164,482
Mutual Fund Investments	19,332	3,279	117	22,728	762	-	23,490
Prepaid Taxes	-	-	-	-	50,387	-	50,387
Prepaid Expenses	58,896	19,420	5,805	84,121	87,260	(7,539)	163,842
Total Current Assets	3,506,123	595,773	337,259	4,439,155	1,603,835	(262,286)	5,780,704
Property and Equipment, net	-	-	-	-	1,610,868	-	1,610,868
Cash whose use is limited, board and donor	351,853	21,197	2,956	376,006			376,006
Investment in Big I Reinsurance Co.	90,000		30,000				
Investment in IAB Service Group	486,082	102,013	12,005	600,100		(600,100)	-
Other Assets				-	463,605		463,605
Total Other assets	927,935	123,210	44,961	1,096,106	463,605	(600,100)	959,611
<b>Total Assets</b>	<b>\$ 4,434,058</b>	<b>\$ 718,983</b>	<b>\$ 382,220</b>	<b>\$ 5,535,261</b>	<b>\$ 3,678,308</b>	<b>\$ (862,386)</b>	<b>\$ 8,351,183</b>

**LIABILITIES AND NET ASSETS**

	IAB of PA	IAB of MD	DAIAB	Combined IAB-Associations	IAB Service Group	Intercompany Eliminations	Combined IAB
Total Current Liabilities	1,538,142	311,518	97,485	1,947,145	674,690	(262,286)	2,359,549
Long-term liabilities, retirement obligations				-	562,456	-	562,456
Total Long Term Liabilities	-	-	-	-	562,456	-	562,456
Net assets, unrestricted:							
Designated funds	351,790	21,191	2,956	375,937	175,000		550,937
Undesignated	2,544,126	386,274	281,779	3,212,179	2,733,913	(600,100)	5,345,992
<b>Total Net Unrestricted Assets</b>	<b>2,895,916</b>	<b>407,465</b>	<b>284,735</b>	<b>3,588,116</b>	<b>2,908,913</b>	<b>(600,100)</b>	<b>5,896,929</b>
Accumulated other comprehensive loss, defined benefit pension plan, net of deferred tax					(467,751)		(467,751)
Total Liabilities and Net assets	\$ 4,434,058	\$ 718,983	\$ 382,220	\$ 5,535,261	\$ 3,678,308	\$ (862,386)	\$ 8,351,183