

Account ID	Account Description	Projected	Projected	Projected
		2024	2025	2026
400000	Traditional First Year Whole Life Premiums	2,954,724	3,672,071	3,829,279
400001	Traditional First Year Whole PUA Premiums	2,343,750	3,000,000	3,090,000
400010	Final Expense First Year	986,000	1,133,917	1,304,005
401000	First Year Term Premiums	10,000	50,000	100,000
404000	First Year Reinsurance Ceded	(4,830,379)	(6,063,007)	(6,407,826)
	Total First Year Premium	1,464,095	1,792,981	1,915,458
406000	Single Premiums	240,000	261,842	288,026
	SPWL Ceded	(192,000)	(209,473)	(230,421)
	Total Single Premium	48,000	52,368	57,605
411000	Renewal Whole Life Premiums	387,000	3,801,517	7,870,748
411500	Renewal PUA	-	2,156,250	4,846,875
412000	Renewal Term Premiums	15,000	18,000	50,000
413000	Renewal Educational Premiums	-	-	-
414000	Renewal Retirement Premiums	1,200	1,100	1,200
415000	Renewal Reinsurance	(35,000)	(4,325,136)	(9,359,324)
	Total Renewal Insurance	368,200	1,651,732	3,409,499
416000	First Year Payment Flex Defer	1,500,000	2,000,000	2,500,000
416400	First Multi Year Guarantee	525,000	750,000	937,500
417500	Education IRA	1,000	1,000	1,000
	Total First Year Annuity	2,026,000	2,751,000	3,438,500
423000	Additional Payment Flex Defer	200,000	220,000	242,000
423100	Renewal Reinsurance -HLIC	700,000	770,000	847,000
423200	Renewal Payment-Ceded HLIC	(560,000)	(616,000)	(677,600)
423500	Addl.Education IRA	7,000		
426000	Early Withdrawal Penalty	4,500	4,950	5,445
	Total Renewal Annuity	351,500	378,950	416,845
427400	Medicare Supplement Premiums	290,000	275,000	260,000
	Total Medicare Supplement	290,000	275,000	260,000
	Sub-total Premium Income	4,547,795	6,902,031	9,497,907
430000	Bond Interest	1,300,000	1,510,000	1,990,000
430100	Change in Accrued Int Rec	20,000	20,000	20,000
431000	Accrual Discount Bonds	21,356	27,000	21,356
432000	Amortization Bond Premium	(114,581)	(116,000)	(114,581)
433000	Interest Paid On Bond Purchase	(40,000)	(100,000)	(200,000)
	Total Bond Income	1,186,775	1,341,000	1,716,775
435050	Common Stock Dividends	-	-	-
	Total Preferred Stock Income	-	-	-
450000	Certificate Loan Interest	12,500	40,000	80,000
460000	Money Market Interest	45,000	45,000	45,000
461000	Loan Interest	14,324	13,000	13,000
	Total Interest on Accounts	59,324	58,000	58,000
465000	Gain On Bonds Disposed	-	-	-
466500	Gain Transferred to IMR	-	-	-
467000	Unrealized Gain	-	-	-
585000	Loss On Bonds Disposed	-	-	-
585700	Unrealized Loss	-	-	-
	Total Securities Profit	-	-	-
468000	Investment Advisory Fees	(72,000)	(80,000)	(90,000)
	Total Investment Advisory Fees	(72,000)	(80,000)	(90,000)
	Sub-total Investment Income	1,186,599	1,359,000	1,764,775

Account ID	Account Description	Projected	Projected	Projected
		2024	2025	2026
470000	National Dues	85,000	100,000	110,000
470500	National Dues Expenses	(23,000)	(24,000)	(25,000)
471000	Fraternal Benefit Dues	5,000	5,500	6,000
	Total National Dues	67,000	81,500	91,000
475000	Scholarship Donations	34,000	35,020	36,071
477000	Starzynski Scholarship Interest	10,550	10,867	11,192
477200	Nest 92 Scholarship Interest	1,516	1,561	1,608
478000	Kus Scholarship Interest	2,368	2,439	2,512
479500	Mierzejewski Scholarship Income	172	177	182
480500	Gorecki Interest	14,484	14,919	15,366
	Total Scholarship Income	63,090	64,983	66,932
482100	Contribution Revenue-ERC	200,000		
490000	Miscellaneous Income	1,000	1,000	1,000
493000	Expense & Commission Allowance	4,975,699	6,141,015	6,516,824
495000	Gain/Loss Sale Assets	200,000		
	Total Other Income	5,376,699	6,142,015	6,517,824
	Subl-total Other Income	5,506,789	6,288,497	6,675,757
	Total Income	11,241,183	14,549,528	17,938,439

Account ID	Account Description	Projected	Projected	Projected
		2024	2025	2026
500000	Home Office Rental	49,000	49,000	49,000
500002	Off-Site Storage	6,936	6,936	6,936
	Total Rent & Moving	55,936	55,936	55,936
501000	Officers Payroll	288,008	296,648	305,548
501500	Office Staff Payroll	374,662	385,902	477,915
502000	Fraternal Payroll	120,000	123,600	132,252
502500	Directors Compensation	37,680	42,000	42,000
	Total Payroll	820,350	848,150	957,715
503000	BC/BS Insurance	107,000	117,700	144,470
503500	Change in PTO-STO Liability		5,000	5,000
505600	401k Employer Contributions	40,148	42,408	47,886
505650	401k Admin Fees	7,200	7,416	7,638
	Employees Uninsured Benefits	47,348	54,824	60,524
506000	Legal Fees	20,000	10,000	10,000
506500	PFA Legal Counsel	4,000	4,000	4,000
	Legal Fees	24,000	14,000	14,000
507000	Portamedic Exams	2,500	2,568	2,500
507100	Rx Checks	34,000	40,000	45,000
507200	Identification Services	13,500	11,000	12,000
507500	Doctors Fees	2,500	1,000	2,500
	Underwriting Services	52,500	54,568	62,000
508000	CPA Fees	20,000	22,000	24,200
508500	Actuarial Cash Flow	65,000	71,500	78,650
508505	Actuarial Annual State	8,000	8,800	9,680
508510	Actuarial Valuation Annual	12,500	13,750	15,125
508515	Actuarial Qrtly State	17,500	19,250	21,175
508530	Actuarial Other	25,000	27,500	30,250
	Actuary & CPA	148,000	162,800	179,080
509000	Directors Travel	3,750	7,500	11,250
509500	Directors Per Diem	3,250	6,500	9,750
509900	Executive Officer's Travel	1,000	2,000	3,000
510000	National Board Meetings	4,000	8,000	12,000
510500	Home Office Fraternal Travel	12,500	15,000	15,000
511000	Home Office Insurance Travel	6,000	7,500	7,500
	Travel	30,500	46,500	58,500
512000	Advertisements	5,000	7,500	5,000
512100	Lead Generation	7,200	7,200	7,200
512500	Internet	2,600	2,600	2,600
	Advertising	14,800	17,300	14,800
513000	Postage	15,000	17,500	20,000
513500	Telephone	3,700	4,000	4,500
	Communications	18,700	21,500	24,500
517000	Office Supplies	6,000	6,500	7,000
517500	Printing For Office	4,000	4,500	5,000
	Printing & Stationery	10,000	11,000	12,000
519000	Copier Maintenance	8,500	9,500	10,500
520500	National Fraternal Membership	7,200	7,200	7,200
521000	State Fraternal Membership	500	500	500
521500	Local Fraternal Membership	100	100	100
	Fraternal Membership Dues	7,800	7,800	7,800

Account ID	Account Description	Projected	Projected	Projected
		2024	2025	2026
522000	Directors & Officers Liability	30,194	31,402	32,658
522150	E&O Insurance	1,004	1,044	1,086
522500	Workers Compensation Insurance	1,200	1,248	1,298
523100	Surety Bond	500	520	541
523500	Fraternal Events Insurance	1,500	1,560	1,622
523600	Frat Events Travel Accident	1,400	1,456	1,514
523800	Cyber Liability Insurance	7,500	8,250	9,075
524000	Package-Liability Insurance	2,000	2,080	2,163
524500	Group Travel Policy	1,075	1,118	1,163
	Insurance	46,373	48,678	51,120
525000	Payroll Service	6,000	6,600	7,260
525500	Bank Service Charge	5,500	6,050	6,655
526000	Custodial Service Fee	8,500	9,350	10,285
	Service Charges	20,000	22,000	24,200
526500	Sundry Expenses	2,000	2,500	3,000
526800	Contracted Services	25,000	30,000	35,000
516600	Marketing/Misc.			
527000	Marketing Director Expense	6,000	7,500	9,000
527100	Contracting/Agent Onboarding	22,500	27,500	32,500
	Total Marketing Director Expense	28,500	35,000	41,500
530000	Printing	33,640	34,986	36,385
530800	Sokol Postage	22,000	22,880	23,795
531400	Web Development & Management	2,500	2,600	2,704
531500	Sokol Miscellaneous	365	380	395
	Sokol Polski	58,505	60,845	63,279
532000	Convention Expense	-	10,000	10,000
	Board & Convention Meetings	-	10,000	10,000
535000	Policy Management Maintenance	33,600	36,000	37,440
535020	Policy Management Other	18,000	18,000	18,000
535100	Illustration Software	2,400		
535200	Annual Statement Software	8,100	8,100	8,100
535300	E-Application	71,000	100,000	125,000
	Consulting Firms	133,100	162,100	188,540
537000	Camping	16,895	16,895	16,895
537200	National Golf	2,200	2,200	2,200
537500	Walking Program	500	500	500
537800	Vball/Bowling/Curling Combined Event	9,900	9,900	9,900
539100	National Bowling	1,000	1,000	1,000
540000	Disaster Relief Distributions	2,500	2,500	2,500
541000	Future Leaders Conference	12,000	12,000	12,000
541500	District Reimbursement	2,000	2,000	2,000
542000	District Technical Reimburse.	800	800	800
542500	District Ladies Comm. Reimb.	800	800	800
542600	District LOH Reimbursement	400	400	400
544000	Donations	1,500	1,500	1,500
544500	Fraternal Miscellaneous	6,000	6,000	6,000
	Fraternal Activities	56,495	56,495	56,495
546500	State Licenses & Fees	15,000	10,000	30,000
547000	State Audit Fees / Reserve	24,000	35,000	24,000
547500	State Unemployment Tax	3,250	3,380	3,515
548000	FICA Tax	59,870	62,265	64,755
548500	Federal Unemployment	1,000	1,000	1,000
	Taxes	103,120	111,645	123,271
551500	Term Conversion Credit	700	700	700
551500	Dividends	700	700	700

Account ID	Account Description	Projected	Projected	Projected
		2024	2025	2026
555000	Insurance Claim Amount	225,000	225,000	225,000
555100	Insurance Claim RE	375,000	925,000	1,017,500
555500	Additional Paidup Amount	10,000	10,000	10,000
555510	Additional Paidup RE	35,000	140,000	155,000
556000	Refunded Premiums	400	1,000	1,000
556600	Interest Paid on Death Claims	1,000	1,100	1,000
556610	Interest Paid on Death Claims RE	5,000	10,000	12,500
557000	Matured Insurance Amount	35,000	35,000	35,000
557100	Matured Insurance Amount RE	23,000	23,000	23,000
559500	Life Claims Ceded	(350,400)	(878,400)	(966,400)
	Life Claims	359,000	491,700	513,600
560000	Annuity Death Benefit	35,000	38,500	42,350
560500	Interest On Death Benefit	35,000	38,500	42,350
561000	Complete Annuity Withdrawal	150,000	165,000	181,500
561500	Interest Cash Surrender	25,000	27,500	30,250
562000	Partial Annuity Withdrawal	200,000	220,000	242,000
562500	Interest Paid On Partial Surr.	10,000	11,000	12,100
563500	Education Annuity Paid Out	30,000	33,000	36,300
564000	Education Annuity Interest Pd	30,000	33,000	36,300
564500	Retirement Annuity Paid Out	3,000	3,300	3,630
565000	Retirement Annuity Interest Pd	3,000	3,300	3,630
568000	Annuity Death Benefit -Re	450,000	495,000	544,500
568100	Interest On Death Benefit-Re	125,000	137,500	151,250
568200	Complete Annuity Withdrawal-Re	750,000	825,000	907,500
568300	Interest Cash Surrender-Re	200,000	220,000	242,000
568400	Partial Annuity Withdrawal-Re	1,000,000	1,100,000	1,210,000
568500	Interest Paid On Partial Surrender-Re	100,000	110,000	121,000
568600	Annuity Transfers-Re	450,000	495,000	544,500
568700	Annuity Reinsurance HLIC	(2,460,000)	(2,706,000)	(2,976,600)
	Annuity Claims	1,136,000	1,249,600	1,374,560
570000	Cash Value Amount	40,000	20,000	20,000
570100	Cash Surrender RE	100,000	375,000	400,000
571000	Cash Value Surrenders Ceded	(70,000)	(285,000)	(305,000)
571500	Lapsed From APL	2,500	5,000	5,000
571510	Lapsed from APL - RE	5,000	10,000	10,000
	Cash Surrenders	77,500	125,000	130,000
508531	Medicare Supp Actuarial Serv.	24,000	23,000	20,000
576003	Medicare Bank Charges	9,000	9,000	9,000
576004	Medicare Postage	1,600	1,600	1,600
576005	Medicare Admin Fees	25,000	25,000	25,000
576006	Medicare Supplement Claims	280,000	275,000	265,000
	Total Medicare Supplement	339,600	333,600	320,600
577000	Sponsors	-	-	-
577500	Licensed Agents	-	-	-
577510	Annuities/Comm.	60,000	100,000	115,000
577520	Single Prem/Comms.	19,200	20,947	23,042
577530	1stYear/Comms. - Life Ins.	5,866,140	7,202,037	7,650,810
577540	Renewals/Comms.	20,000	408,523	1,275,171
577610	Medicare Sup. Commissions	16,000	16,000	16,000
	Commissions	5,981,340	7,747,508	9,080,024
580100	Depreciation-Computer Equipment	23,800	92,000	180,000
	Depreciation	23,800	92,000	180,000

Account ID	Account Description	Projected	Projected	Projected
		2024	2025	2026
581000	Interest On Nest Deposits	60,000	65,000	70,000
583000	Increase In Life Reserves	1,450,000	1,750,000	2,500,000
583200	Increase in Health Reserves	(25,000)	(25,000)	(25,000)
583300	Increase in IMR	(151,370)	(155,000)	(125,000)
583600	Increase in AVR	20,000	20,000	20,000
584000	Life Claim Reserve	5,000	-	5,000
584500	Annuity Claim Reserve	(20,000)	(20,000)	(20,000)
582500	Interest Expense	20,000	168,000	384,000
583400	Reserve Adjustment Rein Ceded	525,000	550,000	600,000
595500	Bad Debt Expense	-	-	-
583500	Reserve Adjustment Rein Ceded-Life	(20,000)	(20,000)	(20,000)
	Reserves	1,863,630	2,333,000	3,389,000
586000	Scholarship Grants	25,000	25,000	25,000
586100	Gorecki Scholarship Grants	30,000	30,000	30,000
586150	Gorecki Scholarship Expenses	200	200	200
587500	Kus Scholarship Grants	3,000	3,000	3,000
588800	Nest 92 Scholarship	2,500	2,500	2,500
	Scholarships	60,700	60,700	60,700
	Total Expenses	11,660,798	14,427,148	17,283,913
	Net Income	(419,615)	122,380	654,525