



**FPDA Board of Directors' Meeting  
July 25, 2024  
Teams Call**

**AGENDA**

- |   |                          |
|---|--------------------------|
| <b>A. Welcome &amp; Call to Order</b>   | Bill Haley               |
| <b>B. Review/Approve Board Meeting Minutes</b><br>a. June 27, 2024  | Bill Haley               |
| <b>C. Treasurer's Report</b><br>a. June 2024 Financial Reports<br>b. Strategic Initiative Update<br>i. Dues<br>ii. Profit/Reserves<br>iii. Mergers & Acquisitions<br>iv. Summit Registration Fees | Zach Reddick             |
| <b>D. Marketing &amp; Value Proposition Committee</b><br>a. Strategic Initiative Update<br>i. Website – Light Refresh<br>b. Membership Recruitment Campaign Update                                | Lori Mason               |
| <b>A. Member Engagement Committee Update</b><br>a. Strategic Initiative Update<br>i. Member Recognition<br>b. Distributor & Supplier Councils Updates   | Bill Haley               |
| <b>B. Education Committee Update</b><br>a. Strategic Initiative Update<br>i. FLM 2024-25 Applicant & Mentor Update<br>b. FLM Current Class Update<br>c. Webinars                                  | Chris Houston            |
| <b>C. Conference Planning Committee Update</b><br>a. Need Panelists for Moderated Sessions<br>b. Previous attendee assignment follow up status  | Tom Nicholson            |
| <b>D. Other Business</b><br>a. 2024-25 Board of Directors Slate   | FPDA Board<br>Bill Haley |
| <b>E. Upcoming Meetings</b><br>a. Next Board Meeting – August 22 at 3pm ET  |                          |
| <b>F. Adjournment</b>   |                          |



**FPDA Board of Directors' Meeting  
Teams Call  
June 28, 2024  
MINUTES**

**Attendees:** Bob Decker, Mike Delaney, Bill Haley, Chris Houston, Dave Mayer, Tom Nicholson, Chris Raschke, Zach Reddick

**Staff:** Lori Mason, Kathie Pillard, Dorrian Regan, Jena Dunham

**Absent:** Greg Wissman

**Call to Order**

FPDA President Bill Haley called the meeting to order on June 28, 2024, at 3:01pm ET. Bill began the meeting by noting that 2024 marks FPDA's 50<sup>th</sup> Anniversary. He discussed documents and details he's been gathering. Bill thanked everyone for all of their efforts and asked the board to let him know if they need any additional resources.

**Review/Approve Board Meeting Minutes**

Bill Haley called for a vote to approve the minutes from the board meeting held on May 23, 2024. A motion to approve the minutes was made by Zach Reddick and seconded by Dave Mayer. The meeting minutes were unanimously approved and passed.

**Treasurer's Report**

Zach began the treasurer's report by highlighting the large paydown of Accounts Payable on the Balance Sheet. He noted cash on hand is still tracking similar to last year. Tom asked about adding a specific line for reserves on the balance sheet and Lori confirmed that would begin in July since reserves will be tracked on financial reports in the new fiscal year.

On the P&L, Zach said overall our dues containment is doing great. He predicted FPDA will end the fiscal year close to budget, but he noted dues are still lagging. Zach also acknowledged that the budget for the next fiscal year was approved after the last board meeting. The board agreed there was not much response from dues renewal calls.

**Marketing & Value Proposition Committee**

Lori introduced Jena Dunham, VP of marketing for Etherio, who spoke about the goals for FPDA's social media for the next coming months and the plan to augment the content with help from the Marketing and Value Prop Committee.

Jena left the call.

Lori gave an update on the new member recruitment campaign and told the board that the initial email to the 400+ prospective contacts went out earlier this week.

A logo was chosen for the FPDA 50th anniversary, with minor edits, and the board acknowledged the need to have some kind of merch available with the logo on it for the

conference. Lori also stated that they are looking into the logo being added to a cake for the meeting of members.

Bill gave an update on the new indexes available through Edgewater Research that will be available to FPDA members that participate in the monthly surveys. The new CPI Index will be available in time for the Industry Summit, where Joe Calvello will present more details.

### **Education Committee**

Chris Houston gave an update on the current FLM class and said Karl with Etherio provided a great session. The next FLM session will be focused on ethics and will be held on July 9. He said the new 2024-25 FLM application is open. 21 people attended the program overview webinar representing 13 member companies. So far four applications have been received with a goal of 10 for the upcoming class. Chris stated the current class is making progress planning the Amazing Race event for the Industry Summit, and Chris Raschke continues to research lunch box learning session.

### **Conference Planning Committee**

Tom Nicholson gave an update about the 2024 Industry Summit. He said there are currently over 20 FPDA attendees registered. He said all keynote and breakout speakers had been confirmed, but they still need panelists for both panel discussions. He noted that RFPs are soon going out for 2025 conference. Tom asked board members to reach out to previous conference attendees with a personal invitation. Lori said she will divvy up the list and will provide a script in approximately two weeks. Tom said the current plan is to have the conference in Greenville, SC in 2025, and in San Antonio, TX in 2026.

### **Member Engagement Committee**

Bill said he has confirmed participants for both the new Supplier & Distributor Councils and is planning to host the first meetings in July. He asked the board if anyone is interested in leading these meetings.

### **Other Business**

Dues Structure Research - Tom stated there was no update on a new dues structure, but confirmed we need a price increase. Details about the increase will be provided at the member meeting at the conference.

Candidates for 2024-25 Board of Directors - Bill said his goal is to add four new board positions, which will take us to 12 filled board seats. The executive committee will get together to review the candidates, then present to the entire board prior to sending the slate to the membership for final approval at the membership meeting at the conference.

Lori told the board it was Dorrian's last week at Etherio and thanked Dorrian for her work with FPDA. Lori also shared that Jackson Weeg will be leaving Etherio at the end of July.

### **Upcoming Meetings**

The next Board meeting is set for July 25, 2024.

### **Adjournment**

There being no further business, Tom Nicholson made a motion to adjourn the meeting, which was seconded by Chris Houston. The meeting was adjourned at 4:09 pm ET.

Respectfully submitted by,

A handwritten signature in black ink, appearing to be 'L. Mason', written in a cursive style.

Lori Mason  
FPDA Executive Director  
7/10/24

**Fluid Power Distributors Association, Inc.**

**Balance Sheet**

As of May 31, 2024

	<u>Jun 30, 24</u>	<u>May 31, 24</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
1045 · SouthState - Checking 3852	130,980.05	119,274.20	11,705.85
1050 · JMS Money Market	50,345.02	50,256.35	88.67
1055 · JMS Vanguard Mutual Fund	1,273.83	1,266.89	6.94
<b>Total Checking/Savings</b>	<u>182,598.90</u>	<u>170,797.44</u>	<u>11,801.46</u>
<b>Other Current Assets</b>			
1400 · Prepaid Expenses	60,709.07	66,450.25	-5,741.18
1410 · Prepaid Insurance	891.00	990.00	-99.00
<b>Total Other Current Assets</b>	<u>61,600.07</u>	<u>67,440.25</u>	<u>-5,840.18</u>
<b>Total Current Assets</b>	<u>244,198.97</u>	<u>238,237.69</u>	<u>5,961.28</u>
<b>TOTAL ASSETS</b>	<u><u>244,198.97</u></u>	<u><u>238,237.69</u></u>	<u><u>5,961.28</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
2000 · Accounts Payable	25,988.00	22,208.00	3,780.00
<b>Total Accounts Payable</b>	<u>25,988.00</u>	<u>22,208.00</u>	<u>3,780.00</u>
<b>Other Current Liabilities</b>			
2009 · Accrued Expenses	200.00	200.00	0.00
2010 · Deferred Distributor Dues	77,340.00	76,629.00	711.00
2020 · Deferred Manufacturer Dues	23,172.00	23,172.00	0.00
2030 · Deferred Associate Vendor Dues	9,063.50	9,063.50	0.00
2040 · Deferred Branch Dues	3,820.00	3,555.00	265.00
2610 · Deferred Rev - AM Dist Reg Fee	13,370.00	0.00	13,370.00
2615 · Defer Rev - AM Non-Mem Reg Fee	1,700.00	0.00	1,700.00
2630 · Defer Rev - AM Assoc Vendor Reg	2,655.00	0.00	2,655.00
2640 · Defer Rev - AM Spouse/Guest Reg	3,600.00	0.00	3,600.00
2650 · Defer Rev - AM Tours & Activity	1,125.00	0.00	1,125.00
2670 · Defer Rev - AM Sponsors	27,200.00	19,500.00	7,700.00
2685 · Defer Rev - AM Golf	1,000.00	0.00	1,000.00
2850 · Defer Rev - Advertising	6,766.67	6,000.00	766.67
<b>Total Other Current Liabilities</b>	<u>171,012.17</u>	<u>138,119.50</u>	<u>32,892.67</u>
<b>Total Current Liabilities</b>	<u>197,000.17</u>	<u>160,327.50</u>	<u>36,672.67</u>
<b>Total Liabilities</b>	197,000.17	160,327.50	36,672.67
<b>Equity</b>			
32000 · Unrestricted Net Assets	139,362.09	139,362.09	0.00
<b>Net Income</b>	<u>-92,163.29</u>	<u>-61,451.90</u>	<u>-30,711.39</u>
<b>Total Equity</b>	<u>47,198.80</u>	<u>77,910.19</u>	<u>-30,711.39</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>244,198.97</u></u>	<u><u>238,237.69</u></u>	<u><u>5,961.28</u></u>

**Fluid Power Distributors Association, Inc.**  
**Profit & Loss Budget Performance**  
**May 2024**

	<u>Jun 24</u>	<u>Budget</u>	<u>Jul '23 - Jun 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
<b>Income</b>					
<b>4000 · Dues Revenue</b>					
4010 · Distributor Dues	711.00	7,717.00	143,904.25	169,777.00	169,777.00
4020 · Manufacturer Dues	0.00	3,910.00	42,617.75	86,025.00	86,025.00
4030 · Associate Vendor Dues	0.00	1,176.00	32,842.00	25,868.00	25,868.00
4040 · Branch Dues	265.00	286.00	8,632.50	6,294.00	6,294.00
4050 · Initiation Fee	0.00		750.00	600.00	600.00
<b>Total 4000 · Dues Revenue</b>	<u>976.00</u>	<u>13,089.00</u>	<u>228,746.50</u>	<u>288,564.00</u>	<u>288,564.00</u>
<b>4300 · Training, Education</b>					
4315 · Training Bundles	0.00	0.00	2,250.00	500.00	500.00
4320 · UID, Webinar, Seminar Revenue	0.00	0.00	6,173.64	2,000.00	2,000.00
4325 · FLM Registration Fee	2,500.00		29,355.00	27,000.00	27,000.00
<b>Total 4300 · Training, Education</b>	<u>2,500.00</u>	<u>0.00</u>	<u>37,778.64</u>	<u>29,500.00</u>	<u>29,500.00</u>
<b>4500 · Other Revenue</b>					
4510 · Interest Income	93.10	250.00	2,231.06	3,000.00	3,000.00
4515 · Unrealized Gain/Loss on Invest	2.51		13.53		
4560 · Royalties	479.96	166.00	3,531.01	4,000.00	4,000.00
4570 · Profit Survey Sales	150.00		1,200.00	500.00	500.00
4575 · Newsletter Advertising Sales	0.00	0.00	4,000.00	4,000.00	4,000.00
4577 · Web Site Advertising	133.33	0.00	1,683.33	3,000.00	3,000.00
4580 · Compensation Report Sales	475.00	200.00	2,975.00	2,000.00	2,000.00
4585 · Donations	0.00		125.00		
<b>Total 4500 · Other Revenue</b>	<u>1,333.90</u>	<u>616.00</u>	<u>15,758.93</u>	<u>16,500.00</u>	<u>16,500.00</u>
<b>4600 · Annual Meeting Revenue</b>					
4610 · AM Dist Reg Fee - Delegate	0.00		36,505.00	42,900.00	42,900.00
4615 · AM Non-Mem Reg Fee - Delegate	0.00		3,455.00		
4620 · AM Mfg Reg Fee - Delegate	0.00		50,125.00	48,750.00	48,750.00
4630 · AM Assoc Vendor Fee - Delegate	0.00		850.00		
4640 · AM Reg Fee - Spouse & Guest	0.00		8,750.00	10,800.00	10,800.00
4650 · AM Tour Reg Fee	0.00		3,985.00	5,000.00	5,000.00
4660 · AM Exhibit Space	0.00		14,850.00	12,600.00	12,600.00
4670 · AM Sponsors	0.00		22,700.00	18,000.00	18,000.00
4675 · AM - Guide Advertising	0.00		1,575.00	11,000.00	11,000.00
4680 · Hotel Commissions	0.00		212.40	3,000.00	3,000.00
4685 · AM Golf	0.00		8,455.00	6,000.00	6,000.00
<b>Total 4600 · Annual Meeting Revenue</b>	<u>0.00</u>		<u>151,462.40</u>	<u>158,050.00</u>	<u>158,050.00</u>

**Fluid Power Distributors Association, Inc.**  
**Profit & Loss Budget Performance**  
**May 2024**

	<u>Jun 24</u>	<u>Budget</u>	<u>Jul '23 - Jun 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
<b>Total Income</b>	4,809.90	13,705.00	433,746.47	492,614.00	492,614.00
<b>Gross Profit</b>	4,809.90	13,705.00	433,746.47	492,614.00	492,614.00
<b>Expense</b>					
<b>5000 · Administrative Expenses</b>					
5010 · Management Services Fee	22,208.00	23,749.17	301,237.25	284,990.00	284,990.00
5025 · Postage	0.00		55.53		
5030 · Staff Travel - Add'l Meetings	0.00	200.00	2,866.27	1,000.00	1,000.00
5035 · Supplies	0.00		312.50	375.00	375.00
5050 · Bank Charges	2.00	0.00	870.65	100.00	100.00
5051 · Credit Card Processing Fees	816.11	500.00	14,098.19	11,000.00	11,000.00
5060 · Gen'l & Profess Liability Ins	99.00		1,455.00	3,000.00	3,000.00
5083 · Audit	0.00		1,150.00	3,000.00	3,000.00
5085 · Legal	0.00		295.00		
<b>Total 5000 · Administrative Expenses</b>	<u>23,125.11</u>	<u>24,449.17</u>	<u>322,340.39</u>	<u>303,465.00</u>	<u>303,465.00</u>
<b>5200 · Board &amp; Committee Expenses</b>					
5210 · Hotel, Food & Incidental	5,741.18	0.00	6,486.04	4,000.00	4,000.00
5220 · Travel	0.00	0.00	0.00	1,200.00	1,200.00
<b>Total 5200 · Board &amp; Committee Expenses</b>	<u>5,741.18</u>	<u>0.00</u>	<u>6,486.04</u>	<u>5,200.00</u>	<u>5,200.00</u>
<b>5500 · Membership</b>					
5510 · Membership Postage	0.00		0.00	500.00	500.00
<b>Total 5500 · Membership</b>	<u>0.00</u>		<u>0.00</u>	<u>500.00</u>	<u>500.00</u>
<b>5600 · Training &amp; Education</b>					
5620 · FLM Consult/Speaker Fee	3,780.00	1,200.00	11,170.00	9,450.00	9,450.00
5630 · FLM Consult/Speaker Travel	0.00		1,125.37	2,000.00	2,000.00
5640 · FLM Incidentals	0.00	0.00	854.62	13,500.00	13,500.00
5645 · Training	0.00	0.00	0.00	300.00	300.00
5650 · AEA/UID	0.00	362.00	8,620.00	725.00	725.00
5680 · Training Bundles - Tooling U	0.00	0.00	0.00	500.00	500.00
5685 · Webinars	0.00	45.00	0.00	500.00	500.00
<b>Total 5600 · Training &amp; Education</b>	<u>3,780.00</u>	<u>1,607.00</u>	<u>21,769.99</u>	<u>26,975.00</u>	<u>26,975.00</u>
<b>5800 · Benchmarking Committee</b>					
5860 · Profit Survey Development	0.00	0.00	8,000.00	8,000.00	8,000.00
5880 · Compensation Report Development	2,500.00		7,500.00	6,000.00	6,000.00
<b>Total 5800 · Benchmarking Committee</b>	<u>2,500.00</u>	<u>0.00</u>	<u>15,500.00</u>	<u>14,000.00</u>	<u>14,000.00</u>
<b>6200 · Technology</b>					
6240 · Data, IT, Web Mgmt Fees	375.00	415.00	6,489.11	5,000.00	5,000.00

**Fluid Power Distributors Association, Inc.**  
**Profit & Loss Budget Performance**  
**May 2024**

	<u>Jun 24</u>	<u>Budget</u>	<u>Jul '23 - Jun 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6245 · Web Site Development	0.00	83.00	0.00	1,000.00	1,000.00
<b>Total 6200 · Technology</b>	<b>375.00</b>	<b>498.00</b>	<b>6,489.11</b>	<b>6,000.00</b>	<b>6,000.00</b>
<b>7000 · Annual Meeting</b>					
7010 · AM Postage & Delivery	0.00		0.00	2,000.00	2,000.00
7015 · AM Supplies	0.00		1,388.90	1,000.00	1,000.00
7020 · AM Printing & Promotion	0.00		0.00	3,000.00	3,000.00
7025 · AM Hotel Room Credit	0.00		-1,622.90		
7030 · AM Staff Travel	0.00		1,169.41	5,000.00	5,000.00
7035 · AM Entertainment	0.00		5,583.72	6,500.00	6,500.00
7040 · AM Signs	0.00		1,325.79	500.00	500.00
7045 · AM Photography	0.00		1,077.17	1,600.00	1,600.00
7050 · AM Food & Beverage	0.00		95,532.26	73,000.00	73,000.00
7055 · AM Speaker Expenses	0.00		24,452.39	20,000.00	20,000.00
7056 · AM Speaker Travel Expense	0.00		629.88	2,000.00	2,000.00
7060 · AM Awards & Gifts	0.00		1,061.06	1,000.00	1,000.00
7065 · Audio/Visual Equipment	0.00		17,955.92	18,000.00	18,000.00
7090 · AM Tour Expenses	0.00		-1,488.37	4,200.00	4,200.00
7092 · AM Convention Guide	0.00		626.85	2,000.00	2,000.00
7095 · AM Golf	0.00		5,632.15	5,850.00	5,850.00
<b>Total 7000 · Annual Meeting</b>	<b>0.00</b>		<b>153,324.23</b>	<b>145,650.00</b>	<b>145,650.00</b>
<b>Total Expense</b>	<b>35,521.29</b>	<b>26,554.17</b>	<b>525,909.76</b>	<b>501,790.00</b>	<b>501,790.00</b>
<b>Net Income</b>	<b>-30,711.39</b>	<b>-12,849.17</b>	<b>-92,163.29</b>	<b>-9,176.00</b>	<b>-9,176.00</b>

CATEGORY				YTD Rev / Exp	YTD Budget	Annual Budget	% Over / Under To YTD Budget	YTD % To Annual Budget	Fiscal Month
TOTAL REVENUE FROM DUES				228,746.50	288,564.00	288,564.00	-21%	79%	12
TOTAL TRAINING & EDUCATIOIN				37,778.64	29,500.00	29,500.00	28%	128%	
TOTAL ANNUAL MEETING REVENUE				151,462.40	158,050.00	158,050.00	-4%	96%	
OTHER				15,758.93	16,500.00	16,500.00	-4%	96%	
TOTAL INCOME				433,746.47	492,614.00	492,614.00	-12%	88%	
TOTAL ADMINISTRATIVE EXPENSE				322,340.39	303,465.00	303,465.00	6%	106%	
TOTAL TRAINING & EDUCATION EXPENSE				21,769.99	26,975.00	26,975.00	-19%	81%	
TOTAL ANNUAL MEETING EXPENSE				153,324.23	145,650.00	145,650.00	5%	105%	
OTHER				28,475.2	25,700.00	25,700.00	11%	111%	

**Fluid Power Distributors Association, Inc.**  
**Profit & Loss Budget Performance**  
 May 2024

	Jun 24	Budget	Jul '23 - Jun 24	YTD Budget	Annual Budget		
TOTAL EXPENSES			525,909.76	501,790.00	501,790.00	5%	105%
NET INCOME			(92,163.29)		(9,176.00)		

## **Client Household Summary**

June 1 - June 30, 2024

YYNNNN RL91

**FLUID POWER DISTRIB ASSOC INC  
529 14TH ST NW STE 1280  
WASHINGTON DC 20045**

### *Your Financial Advisor*

PETER SARGENT  
4140 PARKLAKE AVE SUITE 300  
GLENLAKE ONE  
RALEIGH, NC 27612  
919-791-3832  
[www.janney.com](http://www.janney.com)

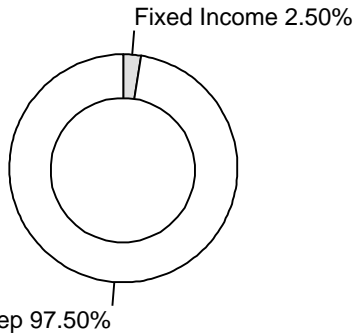
### **FOR YOUR INFORMATION**

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## Client Household Summary

June 1 - June 30, 2024

### HOUSEHOLD ALLOCATION



### MARKET INDICES

	<u>12/21</u>	<u>12/22</u>	<u>12/23</u>	<u>06/24</u>
DJIA	36,338.30	33,147.25	37,689.54	39,118.86
S&P 500	4,766.18	3,839.50	4,769.83	5,460.48
NASDAQ	15,644.97	10,466.48	15,011.35	17,732.60
10 YR. T Bonds	1.51%	3.88%	3.87%	0.00%
Russell 1000	2,645.91	2,105.90	2,622.14	2,974.64
Russell 2000	2,245.31	1,761.25	2,027.07	2,047.69

### HOUSEHOLD SUMMARY

Account Number	Account Name	Account Type	Account Value 5/31/24	Account Value 6/30/24	Income Current Period	Income Year-to-Date
XXXX-0524eD	FLUID POWER DISTRIB ASSOC INC	Non-Profit	<b>\$51,523.24</b>	<b>\$51,618.85</b>	<b>\$93.10</b>	<b>\$594.95</b>

eD - Statement was delivered electronically.

**Client Account Summary**

June 1 - June 30, 2024

Account number: **XXXX-0524**  
 Investment Objective: Growth/Moderate

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Your Financial Advisor  
 PETER SARGENT

YYNNNN RL91  
**FLUID POWER DISTRIB ASSOC INC**  
**529 14TH ST NW STE 1280**  
**WASHINGTON DC 20045**

**INCOME AND EXPENSE SUMMARY**

	Current Period	Year-to-Date
Taxable Dividends	4.43	24.55
Tax-Exempt Dividends	0.00	0.00
Taxable Interest	0.00	0.00
Tax-Exempt Interest	0.00	0.00
Janney Insured Sweep Interest**	88.67	570.40
Capital Gain Distributions	0.00	0.00
Partnership Distributions	0.00	0.00
Other Income	0.00	0.00
<b>TOTAL INCOME</b>	<b>93.10</b>	<b>594.95</b>
Tax Withheld	0.00	0.00
Margin Interest Expense	0.00	0.00
<b>TOTAL EXPENSES</b>	<b>0.00</b>	<b>0.00</b>

**CASH ACTIVITY SUMMARY**

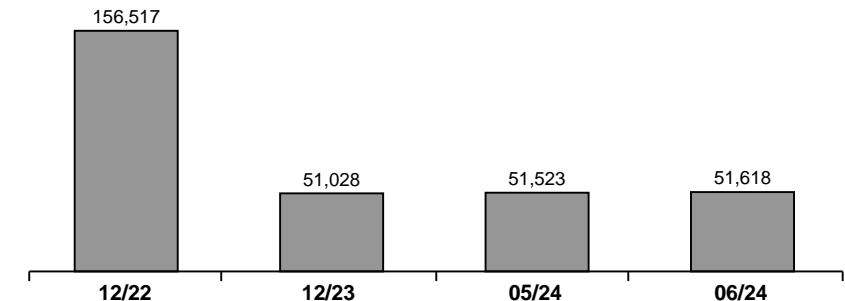
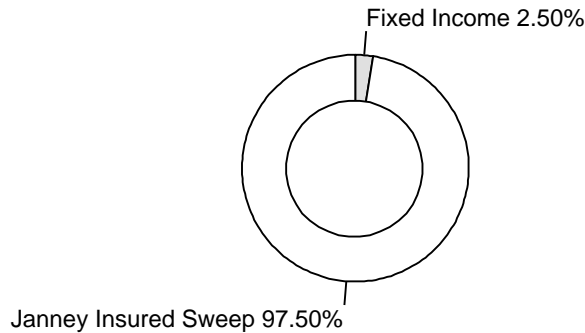
	Current Period	Year-to-Date
Opening Credit/(Debit) Balance	0.00	0.00
Cash Deposits	0.00	0.00
Cash Withdrawals	0.00	0.00
Securities Bought	(4.43)	(24.55)
Securities Sold	0.00	0.00
Net Income (Expense)	93.10	594.95
Other Activity	0.00	0.00
Money Market Summary	0.00	0.00
Janney Insured Sweep Activity**	(88.67)	(570.40)
<b>CLOSING CREDIT/(DEBIT) BALANCE</b>	<b>0.00</b>	<b>0.00</b>

**ACCOUNT VALUE COMPARISON**

**PORTFOLIO SUMMARY**

	As of 5/31/24	As of 6/30/24
Janney Insured Sweep**	50,256.35	50,345.02
Fixed Income - Mutual Funds, ETFs, UITs	1,266.89	1,273.83
<b>TOTAL ACCOUNT VALUE</b>	<b>51,523.24</b>	<b>51,618.85</b>

**ACCOUNT ALLOCATION**



\*\*Janney Insured Sweep balances are FDIC insured, are not covered by Janney or SIPC and are not available for margin purposes.



# Client Account Summary

June 1 - June 30, 2024

FLUID POWER DISTRIB ASSOC INC

ACCOUNT NUMBER: XXXX-0524

## PORTFOLIO DETAILS

### JANNEY INSURED SWEEP\*\*

Description	Symbol/ CUSIP	Quantity	Purchase Date	Cost Amount	Unit Cost	Current Price	Current Value	Unrealized Gain/(Loss) Term	Accrued Interest	Est. Ann. Income	Est. Yield	% of Port.
INSURED SWEEP				50,345.02		N/A	50,345.02				2.30%	97.6%
<b>TOTAL JANNEY INSURED SWEEP</b>							<b>50,345.02</b>					<b>97.6%</b>

\*\*Janney Insured Sweep balances are FDIC insured, are not covered by Janney or SIPC and are not available for margin purposes.

### FIXED INCOME - MUTUAL FUNDS, ETFs & UITs

Description	Symbol/ CUSIP	Quantity	Purchase Date	Cost Amount	Unit Cost	Current Price	Current Value	Unrealized Gain/(Loss) Term	Accrued Interest	Est. Ann. Income	Est. Yield	% of Port.
VANGUARD SHORT TERM INVESTMENT GRADE ADMIRAL CL	VFSUX	12.865	c1/29/19	134.69	10.4694	10.1900	131.09	(3.60) LT		4.80	3.65%	
		112.143	Reinvestments	1,153.25	10.2837	N/A	1,142.74	(10.49)		41.80	3.65%	
		<b>125.008</b>		<b>1,287.94</b>			<b>1,273.83</b>	<b>(14.09)</b>		<b>46.60</b>	<b>3.65%</b>	<b>2.5%</b>
							<b>Fund Investment Gain/(Loss)</b>	<b>1,139.14</b>				
<b>TOTAL FIXED INCOME - MUTUAL FUNDS, ETFs &amp; UITs</b>				<b>1,287.94</b>			<b>1,273.83</b>	<b>(14.09)</b>		<b>46.60</b>	<b>3.65%</b>	<b>2.5%</b>
<b>TOTAL ACCOUNT VALUE</b>				<b>51,632.96</b>			<b>51,618.85</b>	<b>(14.09)</b>		<b>46.60</b>	<b>0.09%</b>	<b>100.0%</b>

## CASH ACTIVITY DETAILS

### SECURITIES BOUGHT

Trade Date	Settlement Date	Transaction Type	Quantity	Symbol/ CUSIP	Description	Price	Amount	Acct Type
6/03	6/03	REINVEST DIV	0.436	VFSUX	VANGUARD SHORT TERM INVESTMENT GRADE ADMIRAL CL REINVEST AT 10.170	0.00	(4.43)	CASH
<b>TOTAL SECURITIES BOUGHT</b>							<b>(4.43)</b>	



# Client Account Summary

June 1 - June 30, 2024

Page 3 of 3

FLUID POWER DISTRIB ASSOC INC

ACCOUNT NUMBER: XXXX-0524

## INCOME AND EXPENSE

### Income

Date	Transaction Type	Symbol/ CUSIP	Description	Amount	Acct Type
6/03	DIVIDEND	VFSUX	VANGUARD SHORT TERM INVESTMENT GRADE ADMIRAL CL 060324 124.57200	4.43	CASH
6/28	INTEREST	09999325	INSURED SWEEP 062824 50,345	88.67	CASH
<b>TOTAL INCOME</b>				<b>93.10</b>	
<b>NET INCOME (EXPENSE)</b>				<b>93.10</b>	

### JANNEY INSURED SWEEP\*\* ACTIVITY

Date	Transaction Type	Description	Amount
06/28/2024	INTEREST REINVEST	INSURED SWEEP	(\$88.67)
<b>TOTAL JANNEY INSURED SWEEP</b>			<b>\$50,345.02</b>

\*\*Janney Insured Sweep balances are FDIC insured, are not covered by Janney or SIPC and are not available for margin purposes.

### JANNEY INSURED SWEEP\*\* - Deposit Allocation

Description	Current Value
BARCLAYS BANK WILMINGTON, DE 19801	\$50,345.02
<b>TOTAL JANNEY INSURED SWEEP</b>	<b>\$50,345.02</b>

\*\*Cash balances in Janney Insured Sweep are obligations of the destination banks and not cash balances held at Janney. These cash balances are FDIC insured up to the FDIC limits per bank for the combined total of all your deposits held in the same insurable capacity at one bank, including deposits outside of the program. These cash balances are not covered by SIPC and are not available for margin purposes. Any money market mutual funds held in Janney Insured Sweep are not FDIC insured but are covered by SIPC per applicable limits. For any questions concerning the bank balances please call (877) 859-1684 or ask for the Janney Insured Sweep customer service representative. For more information go to [www.janney.com/cash](http://www.janney.com/cash). The balance(s) in the bank deposit account(s) and shares of the money market mutual fund in which you have a beneficial interest can be liquidated on your order and the proceeds returned to your securities account or remitted to you.