

National Association of Health Underwriters
BALANCE SHEET
December 31, 2022

ASSETS

CURRENT ASSETS	
Operating Cash and Cash Equivalents	229,609
Accounts Receivable, Net	532,054
Prepaid Expense	<u>178,542</u>
Total Current Assets	940,204
LONG TERM INVESTMENTS, at Market Value	
Equity Securities	1,097,937
PROPERTY AND EQUIPMENT, at Cost	
Office Furniture and Equipment	572,383
Leasehold Improvements	131,932
Less: Accumulated Depreciation & Amortization	<u>(475,247)</u>
Total Property and Equipment	229,068
LONG TERM ASSETS	
Right of Use Assets	2,311,170
Intangible Assets-REBC Designation	50,000
Deposits	<u>23,733</u>
Total Long Term Assets	<u>2,384,903</u>
TOTAL ASSETS	<u><u>4,652,112</u></u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES	
Accounts Payable and Accrued Expenses	457,416
State and Local AHU Dues Payable	205,470
Deferred Revenue - Membership	1,154,552
Deferred Revenue - Conferences	<u>66,180</u>
Total Current Liabilities	1,883,618
LONG TERM LIABILITIES	
Lease Liabilities	<u>2,634,951</u>
TOTAL LIABILITIES	4,518,569
NET ASSETS	
Net Assets, Beginning of Year	684,827
Current Year Activity	<u>(551,284)</u>
TOTAL NET ASSETS	<u>133,543</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>4,652,112</u></u>

National Association of Health Underwriters
Statement of Activities
All Departments
For the Year Ending December 31, 2022

	Year to date Actual	Annual Budget
REVENUE		
Dues Revenue	4,301,374	4,574,165
Capitol Conference	265,408	352,000
Annual Convention	774,888	814,800
LPRT Program	71,555	74,600
Advertising & Online Sponsorship	742,578	623,900
Affinity Programs	151,489	175,000
Prof Dev Programs & Certification Courses	801,406	826,899
Principal's Council	80,811	85,551
Miscellaneous	(29,403)	13,500
TOTAL REVENUE	7,160,106	7,540,415
EXPENSE		
Salaries, Taxes & Benefits	3,949,026	3,953,781
BoT, Regions, Committees & Chapters	229,899	291,290
Administrative Expenses	1,116,159	865,340
Capitol Conference	298,767	254,600
Annual Convention	649,590	701,521
Membership Recruitment, Retention & Invoicing	18,982	64,309
ABS Magazine	406,625	397,593
Leadership Development & LPRT	46,956	51,878
Public Relations	83,753	86,674
Prof Dev Programs & Certification Courses	308,571	237,459
Lobbying, Coalitions & State Affairs	386,202	450,166
Total Expenses	7,494,530	7,354,611
NET CHANGE FROM OPERATIONS	(334,424)	185,804
Net Unrealized Gains (Losses) from Investments	(210,550)	0
INCREASE(DECREASE) IN NET ASSETS	(544,974)	185,804