

**National Association of Health Underwriters**  
**BALANCE SHEET**  
**June 30, 2021**

**ASSETS**

<b>CURRENT ASSETS</b>	
Operating Cash and Cash Equivalents	1,001,973.23
Accounts Receivable, Net	472,043.26
Prepaid Expense	<u>119,841.33</u>
 Total Current Assets	 1,593,857.82
 <b>LONG TERM INVESTMENTS, at Fair Value</b>	
Equity Securities	1,126,864.74
 <b>PROPERTY AND EQUIPMENT, at Cost</b>	
Office Furniture and Equipment	557,931.29
Leasehold Improvements	465,108.93
Less: Accumulated Depreciation & Amortization	<u>(903,467.68)</u>
 Total Property and Equipment	 119,572.54
 <b>LONG TERM ASSETS</b>	
Intangible Assets-REBC Designation	50,000.00
DEPOSITS	<u>84,627.60</u>
 TOTAL ASSETS	 <u><u>2,974,922.70</u></u>

**LIABILITIES AND NET ASSETS**

<b>CURRENT LIABILITIES</b>	
Accounts Payable and Accrued Expenses	283,413.56
State and Local AHU Dues Payable	143,388.78
Deferred Revenue - Membership	1,715,305.32
Deferred Revenue - Conferences	7,100.00
Note Payable - PPP Loan	<u>516,265.00</u>
 Total Current Liabilities	 2,665,472.66
 <b>LONG TERM LIABILITIES</b>	
Deferred Rent Oligation	31,225.05
Deferred Tenant Allowance	<u>15,097.65</u>
 Total Long Term Liabilities	 <u>46,322.70</u>
 TOTAL LIABILITIES	 2,711,795.36
 <b>NET ASSETS</b>	
Net Assets, Beginning of Year	(104,279.61)
Current Year Activity	<u>367,406.95</u>
 TOTAL NET ASSETS	 <u>263,127.34</u>
 TOTAL LIABILITIES AND NET ASSETS	 <u><u>2,974,922.70</u></u>

**National Association of Health Underwriters**  
**Statement of Activities**  
**All Departments**  
**For the Six Months Ending June 30, 2021**

	Year to date Actual	Year to date Budget	Annual Budget
<b>REVENUE</b>			
Dues Revenue	2,114,740	2,096,062	4,194,327
Capitol Conference	229,805	309,300	309,300
Annual Convention	216,590	275,000	275,000
LPRT Program	68,870	72,800	72,800
Advertising & Online Sponsorship	233,433	244,000	676,000
Affinity Programs	69,669	75,000	150,000
Prof Dev Programs & Certification Courses	442,995	345,817	689,027
Principal's Council	53,499	36,750	65,000
Miscellaneous	45,017	5,002	10,000
<b>TOTAL REVENUE</b>	<b>3,474,618</b>	<b>3,459,731</b>	<b>6,441,454</b>
<b>EXPENSE</b>			
Salaries, Taxes & Benefits	1,763,037	1,842,118	3,722,236
BoT, Regions, Committees & Chapters	26,288	33,402	79,800
Administrative Expenses	279,285	244,366	488,609
Capitol Conference	64,178	51,968	51,968
Annual Convention	94,772	75,500	75,500
Office & Equip Rent, Maint & Depreciation	303,658	306,206	592,570
Membership Recruitment, Retention & Invoicing	16,393	15,430	27,721
ABS Magazine	173,456	198,339	434,664
Chapter Development & LPRT	5,968	4,018	46,082
Public Relations	37,305	44,164	88,078
Prof Dev Programs & Certification Courses	147,229	97,676	189,603
Lobbying, Coalitions & State Affairs	194,787	203,474	384,948
<b>Total Expenses</b>	<b>3,106,356</b>	<b>3,116,661</b>	<b>6,181,779</b>
<b>INCREASE/DECREASE IN NET ASSETS</b>	<b>368,262</b>	<b>343,070</b>	<b>259,675</b>

