

National Association of Health Underwriters
BALANCE SHEET
March 31, 2017

ASSETS

CURRENT ASSETS	
Operating Cash and Cash Equivalents	338,591
Accounts Receivable, Net	646,774
Prepaid Expense	133,715
Note Receivable	<u>5,000</u>
 Total Current Assets	 1,124,080
SHORT TERM INVESTMENTS, at Fair Value	
Operating Investments	354,855
Federal Legislative Defense Fund Investments	<u>265,858</u>
 Total Short Term Investments	 620,713
LONG TERM INVESTMENTS, at Fair Value	
Equity Securities	<u>1,779,821</u>
 Total Long Term Investments	 1,779,821
PROPERTY AND EQUIPMENT, at Cost	
Office Furniture and Equipment	664,973
Leasehold Improvements	460,954
Less: Accumulated Depreciation & Amortization	<u>(836,505)</u>
 Total Property and Equipment	 289,422
LONG TERM ASSETS	
Intangible Assets-REBC Designation	<u>50,000</u>
 Total Long Term Assets	 50,000
DEPOSITS	<u>37,162</u>
TOTAL ASSETS	<u><u>3,901,197</u></u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES	
Accounts Payable and Accrued Expenses	249,720
State and Local AHU Dues Payable	246,811
Deferred Revenue - Membership	<u>1,940,750</u>
 Total Current Liabilities	 2,437,281
LONG TERM LIABILITIES	
Deferred Rent Obligation	247,913
Deferred Tenant Allowance	<u>207,591</u>
 Total Long Term Liabilities	 <u>455,504</u>
TOTAL LIABILITIES	2,892,784
NET ASSETS	
Net Assets, Beginning of Year	866,670
Current Year Activity	<u>141,743</u>
TOTAL NET ASSETS	<u>1,008,413</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>3,901,197</u></u>

National Association of Health Underwriters
Statement of Activities
All Departments
For the Three Months Ending March 31, 2017

	Year to date Actual	Year to date Budget	Annual Budget
REVENUE			
Dues Revenue	1,068,252	1,147,500	4,590,000
Capitol Conference	428,282	419,000	419,000
Annual Convention	116,208	125,000	688,250
LPRT Program	50,725	52,500	87,700
Advertising & Online Sponsorship	104,268	110,714	730,000
Affinity Programs	38,970	50,000	200,000
Prof Dev Programs & Certification Courses	212,601	203,000	718,447
Miscellaneous	83,896	45,121	180,484
TOTAL REVENUE	2,103,202	2,152,835	7,613,881
EXPENSE			
Salaries, Taxes & Benefits	943,456	945,860	3,907,732
BoT, Regions, Committees & Chapters	97,739	101,802	299,390
Administrative Expenses	80,935	77,547	315,494
Business Travel	32,055	17,900	76,500
Capitol Conference	244,267	225,220	225,220
Annual Convention	6,528	6,000	618,200
Office & Equip Rent, Maint & Depreciation	146,265	143,783	575,131
Outside Consultants	33,592	26,938	127,752
Membership Recruitment, Retention & Invoicing	11,195	12,497	85,771
ABS Magazine	115,347	128,266	564,364
Chapter Development	9,472	11,003	26,166
Public Relations	51,262	51,793	169,437
Prof Dev Programs & Certification Courses	82,681	50,583	176,200
Lobbying, Coalitions & State Affairs	106,661	99,830	366,945
LPRT Awards & Event	3	0	79,500
Total Expenses	1,961,458	1,899,022	7,613,802
INCREASE/DECREASE IN NET ASSETS	141,744	253,813	79