

National Association of Health Underwriters  
Balance Sheet  
September 30, 2016

**ASSETS**

CURRENT ASSETS

Operating Cash and Cash Equivalents	254,316
Accounts Receivable, Net	856,082
Prepaid Expense	81,438
Note Receivable	<u>5,000</u>

Total Current Assets 1,196,835

SHORT TERM INVESTMENTS, at Fair Value

Operating Investments	365,462
Federal Legislative Defense Fund Investments	<u>266,268</u>

Total Short Term Investments 631,730

LONG TERM INVESTMENTS, at Fair Value

Equity Securities	<u>1,698,350</u>
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Total Long Term Investments 1,698,350

PROPERTY AND EQUIPMENT, at Cost

Office Furniture and Equipment	637,637
Leasehold Improvements	460,954
Less: Accumulated Depreciation & Amortization	<u>(789,359)</u>

Total Property and Equipment 309,232

DEPOSITS

37,162

TOTAL ASSETS

3,873,309

**LIABILITIES AND NET ASSETS**

CURRENT LIABILITIES

Accounts Payable and Accrued Expenses	56,230
State and Local AHU Dues Payable	156,783
Deferred Revenue - Membership	<u>1,839,242</u>

Total Current Liabilities 2,052,255

LONG TERM LIABILITIES

Deferred Rent Obligation	250,619
Deferred Tenant Allowance	<u>230,237</u>

Total Long Term Liabilities 480,856

TOTAL LIABILITIES

2,533,111

NET ASSETS

Net Assets, Beginning of Year	1,142,798
Current Year Activity	<u>197,400</u>

TOTAL NET ASSETS

1,340,197

TOTAL LIABILITIES AND NET ASSETS

3,873,309

National Association of Health Underwriters  
Statement of Activities  
All Departments  
For the Nine Months Ending September 30, 2016

	Year to date Actual	Year to date Budget	Annual Budget
<b>REVENUE</b>			
Dues Revenue	3,323,659	3,645,000	4,860,000
Capitol Conference	326,047	305,000	305,000
Annual Convention	771,087	646,250	646,250
LPRT Program	80,850	102,000	102,000
Advertising & Online Sponsorship	543,184	516,252	730,000
Affinity Programs	147,726	165,000	220,000
Prof Dev Programs & Certification Courses	707,155	588,000	868,500
Miscellaneous	158,692	142,984	173,474
<b>TOTAL REVENUE</b>	<b>6,058,400</b>	<b>6,110,486</b>	<b>7,905,224</b>
<b>EXPENSE</b>			
Salaries, Taxes & Benefits	2,746,160	2,828,301	3,856,377
BoT, Regions, Committees & Chapters	241,183	265,248	316,326
Administrative Expenses	252,224	270,179	351,023
Business Travel	74,783	49,150	65,450
Capitol Conference	199,078	203,300	203,300
Annual Convention	525,240	498,488	498,488
Office & Equip Rent, Maint & Depreciation	446,572	457,038	609,384
Outside Consultants	103,706	117,312	152,250
Membership Recruitment, Retention & Invoicing	143,556	163,559	203,482
HIU Magazine	388,851	458,946	623,064
Chapter Development	36,239	30,784	31,576
Public Relations	110,891	94,647	124,396
Prof Dev Programs & Certification Courses	257,328	117,619	169,478
Lobbying, Coalitions & State Affairs	293,024	255,788	342,884
LPRT Awards & Event	42,165	100,200	100,200
<b>Total Expenses</b>	<b>5,861,000</b>	<b>5,910,559</b>	<b>7,647,678</b>
<b>INCREASE/DECREASE IN NET ASSETS</b>	<b>197,400</b>	<b>199,927</b>	<b>257,546</b>