

**National Association of Health Underwriters
Statement of Activities
2018 Budget**

	Annual Budget
REVENUE	
Dues Revenue	4,482,000
Capitol Conference	404,000
Annual Convention	628,300
LPRT & Soaring Eagle	113,900
Advertising Revenue	600,000
Affinity Programs	170,000
Prof Dev Programs & Certification Courses	740,500
Miscellaneous	175,934
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TOTAL REVENUE	7,314,634
EXPENSE	
Salaries, Taxes & Benefits	3,729,996
BoT, Regions, Committees & Chapters	279,712
Administrative Expenses	314,021
Business Travel	78,650
Capitol Conference	216,320
Annual Convention	583,132
Office & Equip Rent, Maint & Depreciation	590,834
Outside Consultants	107,827
Membership Recruitment, Retention & Invoicing	69,771
HIU Magazine	511,464
Chapter Development	27,166
Public Relations	164,942
Prof Dev Programs & Certification Courses	188,821
Lobbying, Coalitions & State Affairs	341,594
LPRT & Soaring Eagle	52,000
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Total Expenses	7,256,250
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INCREASE/DECREASE IN NET ASSETS	58,384