

National Association of Health Underwriters  
BALANCE SHEET  
September 30, 2018

**ASSETS**

CURRENT ASSETS

Operating Cash and Cash Equivalents	462,398
Accounts Receivable, Net	249,164
Prepaid Expense	<u>46,574</u>

Total Current Assets 758,137

LONG TERM INVESTMENTS, at Fair Value

Equity Securities	1,432,070
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PROPERTY AND EQUIPMENT, at Cost

Office Furniture and Equipment	381,915
Leasehold Improvements	460,954
Less: Accumulated Depreciation & Amortization	<u>(617,420)</u>

Total Property and Equipment 225,449

LONG TERM ASSETS

Intangible Assets-REBC Designation	50,000
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DEPOSITS

37,162

TOTAL ASSETS

2,502,817

**LIABILITIES AND NET ASSETS**

CURRENT LIABILITIES

Accounts Payable and Accrued Expenses	163,119
State and Local AHU Dues Payable	218,729
Deferred Revenue - Membership	1,624,780
Deferred Revenue - Conferences	<u>17,500</u>

Total Current Liabilities 2,024,127

LONG TERM LIABILITIES

Deferred Rent Obligation	216,647
Deferred Tenant Allowance	<u>139,652</u>

Total Long Term Liabilities 356,299

TOTAL LIABILITIES

2,380,426

NET ASSETS

Net Assets, Beginning of Year	379,700
Current Year Activity	<u>(257,308)</u>

TOTAL NET ASSETS

122,392

TOTAL LIABILITIES AND NET ASSETS

2,502,817

National Association of Health Underwriters  
Statement of Activities  
All Departments  
For the Nine Months Ending September 30, 2018

	Year to date Actual	Year to date Budget	Annual Budget
<b>REVENUE</b>			
Dues Revenue	2,993,207	3,361,500	4,482,000
Capitol Conference	346,828	404,000	404,000
Annual Convention	599,008	628,300	628,300
LPRT Program	88,500	113,900	113,900
Advertising & Online Sponsorship	322,759	422,500	600,000
Affinity Programs	116,907	129,000	170,000
Prof Dev Programs & Certification Courses	710,843	548,627	740,500
Miscellaneous	155,385	131,950	175,934
<b>TOTAL REVENUE</b>	<b>5,333,437</b>	<b>5,739,777</b>	<b>7,314,634</b>
<b>EXPENSE</b>			
Salaries, Taxes & Benefits	2,760,577	2,868,053	3,729,996
BoT, Regions, Committees & Chapters	219,340	255,330	279,712
Administrative Expenses	267,166	242,091	314,021
Business Travel	61,218	61,150	78,650
Office & Equip Rent, Maint & Depreciation	449,541	443,125	590,834
Outside Consultants	86,617	79,620	107,827
Capitol Conference	209,724	216,320	216,320
Annual Convention	488,340	583,132	583,132
Membership Recruitment, Retention & Invoicing	68,797	61,865	69,771
ABS Magazine	336,039	380,073	511,464
Chapter Development	26,033	26,838	27,166
Public Relations	98,054	122,482	164,942
Prof Dev Programs & Certification Courses	232,040	141,616	188,821
Lobbying, Coalitions & State Affairs	267,633	268,786	341,594
LPRT Awards & Event	19,625	52,000	52,000
<b>Total Expenses</b>	<b>5,590,745</b>	<b>5,802,480</b>	<b>7,256,250</b>
<b>INCREASE/DECREASE IN NET ASSETS</b>	<b>(257,308)</b>	<b>(62,703)</b>	<b>58,384</b>