

National Association of Health Underwriters
Statement of Activities
2020 Budget

	<u>Annual Budget</u>
REVENUE	
Dues Revenue	4,640,638
Meetings	1,196,170
Prof Dev Programs & Certification Courses	809,192
Advertising Revenue	555,600
Affinity Programs	175,000
Principal's Council	99,180
LPRT & Soaring Eagle	95,775
Miscellaneous	<u>34,000</u>
TOTAL REVENUE	7,605,555
EXPENSE	
Salaries, Taxes & Benefits	3,831,341
Meetings	1,003,521
Rent, Office Equip, Maint & Depreciation	598,097
Administrative Expenses	494,666
ABS Magazine	430,340
Lobbying, Coalitions & State Affairs	406,730
BoT, Regions, Committees & Chapters	230,099
Prof Dev Programs & Certification Courses	217,253
Public Relations	122,140
Chapter Development & LPRT	58,394
Membership Recruitment, Retention & Invoicing	<u>47,309</u>
Total Expenses	<u>7,439,890</u>
INCREASE/DECREASE IN NET ASSETS	<u><u>165,665</u></u>