

National Association of Health Underwriters
Statement of Activities
2021 Budget

Annual
Budget

REVENUE

Dues Revenue	4,194,327
Meetings	584,300
Prof Dev Programs & Certification Courses	689,027
Advertising Revenue	676,000
Affinity Programs	150,000
Principal's Council	65,000
LPRT & Soaring Eagle	72,800
Miscellaneous	10,000

TOTAL REVENUE 6,441,454

EXPENSE

Salaries, Taxes & Benefits	3,722,236
Meetings	127,468
Rent, Office Equip, Maint & Depreciation	592,570
Administrative Expenses	488,609
ABS Magazine	434,664
Lobbying, Coalitions & State Affairs	384,948
BoT, Regions, Committees & Chapters	79,800
Prof Dev Programs & Certification Courses	189,603
Public Relations	88,078
Chapter Development & LPRT	46,082
Membership Recruitment, Retention & Invoicing	27,721

Total Expenses 6,181,779

INCREASE/DECREASE IN NET ASSETS 259,675