

National Association of Health Underwriters
BALANCE SHEET
December 31, 2020

ASSETS

CURRENT ASSETS	
Operating Cash and Cash Equivalents	376,210.65
Accounts Receivable, Net	258,455.95
Prepaid Expense	<u>226,911.50</u>
Total Current Assets	861,578.10
LONG TERM INVESTMENTS, at Fair Value	
Equity Securities	987,821.76
PROPERTY AND EQUIPMENT, at Cost	
Office Furniture and Equipment	548,536.11
Leasehold Improvements	460,953.93
Less: Accumulated Depreciation & Amortization	<u>(836,419.42)</u>
Total Property and Equipment	173,070.62
LONG TERM ASSETS	
Intangible Assets-REBC Designation	50,000.00
DEPOSITS	<u>37,161.60</u>
TOTAL ASSETS	<u><u>2,109,632.08</u></u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES	
Accounts Payable and Accrued Expenses	221,777.95
State and Local AHU Dues Payable	191,435.29
Deferred Revenue - Membership	1,695,882.51
Deferred Revenue - Conferences	<u>21,492.00</u>
Total Current Liabilities	2,130,587.75
LONG TERM LIABILITIES	
Deferred Rent Oligation	78,062.19
Deferred Tenant Allowance	<u>37,743.87</u>
Total Long Term Liabilities	<u>115,806.06</u>
TOTAL LIABILITIES	2,246,393.81
NET ASSETS	
Net Assets, Beginning of Year	(456,493.24)
Current Year Activity	<u>319,731.51</u>
TOTAL NET ASSETS	<u>(136,761.73)</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>2,109,632.08</u></u>

National Association of Health Underwriters
Statement of Activities
All Departments
For the Nine Months Ending December 31, 2020

	Year to date Actual	Annual Budget
REVENUE		
Dues Revenue	4,326,839	4,640,638
Capitol Conference	361,218	366,370
Annual Convention	284,974	829,800
LPRT Program	70,136	85,775
Advertising & Online Sponsorship	612,251	555,600
Affinity Programs	145,494	175,000
Prof Dev Programs & Certification Courses	812,253	809,192
Miscellaneous	129,956	143,180
TOTAL REVENUE	6,743,121	7,605,555
EXPENSE		
Salaries, Taxes & Benefits	3,604,249	3,831,341
BoT, Regions, Committees & Chapters	105,159	230,099
Administrative Expenses	336,082	337,010
Business Travel	17,768	54,500
Capitol Conference	206,253	202,036
Annual Convention	110,325	801,485
Office & Equip Rent, Maint & Depreciation	626,755	598,097
Outside Consultants	220,338	204,656
Membership Recruitment, Retention & Invoicing	41,078	47,309
ABS Magazine	406,509	429,340
Chapter Development & LPRT	57,125	58,394
Public Relations	99,162	101,640
Prof Dev Programs & Certification Courses	263,011	217,253
Lobbying, Coalitions & State Affairs	329,575	326,730
Total Expenses	6,423,389	7,439,890
INCREASE/DECREASE IN NET ASSETS	319,732	165,665