

National Association of Health Underwriters
Statement of Activities
2016 Budget

	<u>Annual Budget</u>
REVENUE	
Dues Revenue	4,860,000
Capitol Conference	305,000
Annual Convention	646,250
LPRT & Soaring Eagle	102,000
Advertising Revenue	730,000
Affinity Programs	220,000
Prof Dev Programs & Certification Courses	868,500
Miscellaneous	<u>173,474</u>
TOTAL REVENUE	7,905,224
EXPENSE	
Salaries, Taxes & Benefits	3,856,377
BoT, Regions, Committees & Chapters	316,326
Administrative Expenses	351,023
Business Travel	65,450
Capitol Conference	203,300
Annual Convention	498,488
Office & Equip Rent, Maint & Depreciation	609,384
Outside Consultants	152,250
Membership Recruitment, Retention & Invoicing	208,482
HIU Magazine	623,064
Chapter Development	31,576
Public Relations	124,396
Prof Dev Programs & Certification Courses	169,478
Lobbying, Coalitions & State Affairs	342,884
LPRT & Soaring Eagle	<u>100,200</u>
Total Expenses	<u>7,652,678</u>
INCREASE/DECREASE IN NET ASSETS	<u><u>252,546</u></u>