

National Association of Health Underwriters  
Balance Sheet  
March 31, 2016

**ASSETS**

<b>CURRENT ASSETS</b>	
Operating Cash and Cash Equivalents	732,810.94
Accounts Receivable, Net	393,194.14
Prepaid Expense	103,797.09
Note Receivable	<u>5,000.00</u>
 Total Current Assets	 1,234,802.17
 <b>SHORT TERM INVESTMENTS, at Fair Value</b>	
Operating Investments	679,405.90
Federal Legislative Defense Fund Investments	<u>267,178.65</u>
 Total Short Term Investments	 946,584.55
 <b>LONG TERM INVESTMENTS, at Fair Value</b>	
Equity Securities	<u>1,583,748.75</u>
 Total Long Term Investments	 1,583,748.75
 <b>PROPERTY AND EQUIPMENT, at Cost</b>	
Office Furniture and Equipment	637,637.01
Leasehold Improvements	460,953.93
Less: Accumulated Depreciation & Amortization	<u>(742,786.39)</u>
 Total Property and Equipment	 355,804.55
 <b>DEPOSITS</b>	 <u>37,161.60</u>
 <b>TOTAL ASSETS</b>	 <u><u>4,158,101.62</u></u>

**LIABILITIES AND NET ASSETS**

<b>CURRENT LIABILITIES</b>	
Accounts Payable and Accrued Expenses	62,875.71
State and Local AHU Dues Payable	260,116.54
Deferred Revenue - Membership	2,067,877.58
Deferred Revenue - Conferences	<u>23,474.00</u>
 Total Current Liabilities	 2,414,343.83
 <b>LONG TERM LIABILITIES</b>	
Deferred Rent Obligation	217,582.02
Deferred Tenant Allowance	<u>252,882.96</u>
 Total Long Term Liabilities	 <u>470,464.98</u>
 <b>TOTAL LIABILITIES</b>	 2,884,808.81
 <b>NET ASSETS</b>	
Net Assets, Beginning of Year	1,165,954.76
Current Year Activity	<u>107,338.05</u>
 <b>TOTAL NET ASSETS</b>	 <u>1,273,292.81</u>
 <b>TOTAL LIABILITIES AND NET ASSETS</b>	 <u><u>4,158,101.62</u></u>

National Association of Health Underwriters  
Statement of Activities  
All Departments  
For the Three Months Ending March 31, 2016

	Year to date Actual	Year to date Budget	Annual Budget
<b>REVENUE</b>			
Dues Revenue	1,157,274	1,215,000	4,860,000
Capitol Conference	312,838	305,000	305,000
Annual Convention	10,000	10,000	646,250
LPRT Program	39,325	38,000	102,000
Advertising & Online Sponsorship	107,453	113,751	730,000
Affinity Programs	43,768	55,000	220,000
Prof Dev Programs & Certification Courses	115,644	121,250	868,500
Miscellaneous	18,396	27,680	173,474
<b>TOTAL REVENUE</b>	<b>1,804,698</b>	<b>1,885,681</b>	<b>7,905,224</b>
<b>EXPENSE</b>			
Salaries, Taxes & Benefits	924,498	969,268	3,856,377
BoT, Regions, Committees & Chapters	61,510	94,312	316,326
Administrative Expenses	77,266	79,443	351,023
Business Travel	22,265	15,900	65,450
Capitol Conference	105,489	203,300	203,300
Annual Convention	70	0	498,488
Office & Equip Rent, Maint & Depreciation	154,785	152,346	609,384
Outside Consultants	34,923	35,437	152,250
Membership Recruitment, Retention & Invoicing	51,033	49,671	203,482
HIU Magazine	105,661	139,039	623,064
Chapter Development	7,286	16,328	31,576
Public Relations	23,632	29,899	124,396
Prof Dev Programs & Certification Courses	23,047	22,119	169,478
Lobbying, Coalitions & State Affairs	104,468	81,596	342,884
LPRT Awards & Event	1,427	0	100,200
<b>Total Expenses</b>	<b>1,697,360</b>	<b>1,888,658</b>	<b>7,647,678</b>
<b>INCREASE/DECREASE IN NET ASSETS</b>	<b>107,338</b>	<b>(2,977)</b>	<b>257,546</b>