

National Association of Health Underwriters  
BALANCE SHEET  
December 31, 2017

**ASSETS**

CURRENT ASSETS

Operating Cash and Cash Equivalents	362,567
Accounts Receivable, Net	311,181
Prepaid Expense	124,022
Note Receivable	2,500

Total Current Assets 800,270

LONG TERM INVESTMENTS, at Fair Value

Equity Securities	1,864,070
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PROPERTY AND EQUIPMENT, at Cost

Office Furniture and Equipment	380,011
Leasehold Improvements	460,954
Less: Accumulated Depreciation & Amortization	(538,081)

Total Property and Equipment 302,884

LONG TERM ASSETS

Intangible Assets-REBC Designation	50,000
Deposits	37,162
Notes Receivable	2,500

TOTAL ASSETS 3,056,886

**LIABILITIES AND NET ASSETS**

CURRENT LIABILITIES

Accounts Payable and Accrued Expenses	130,691
State and Local AHU Dues Payable	186,377
Deferred Revenue - Membership	1,688,388
Deferred Revenue - Conferences	214,951

Total Current Liabilities 2,220,407

LONG TERM LIABILITIES

Deferred Rent Obligation	238,108
Deferred Tenant Allowance	173,621

Total Long Term Liabilities 411,729

TOTAL LIABILITIES 2,632,136

NET ASSETS

Net Assets, Beginning of Year	803,996
Current Year Activity	(379,246)

TOTAL NET ASSETS 424,750

TOTAL LIABILITIES AND NET ASSETS 3,056,886

National Association of Health Underwriters  
Statement of Activities  
All Departments  
For the Twelve Months Ending December 31, 2017

	Year to date Actual	Annual Budget
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<b>REVENUE</b>		
Dues Revenue	4,207,050	4,590,000
Capitol Conference	433,282	419,000
Annual Convention	679,483	688,250
LPRT Program	88,945	87,700
Advertising & Online Sponsorship	517,085	730,000
Affinity Programs	145,635	200,000
Prof Dev Programs & Certification Courses	648,487	718,447
Miscellaneous	356,877	180,484
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<b>TOTAL REVENUE</b>	<b>7,076,844</b>	<b>7,613,881</b>
<b>EXPENSE</b>		
Salaries, Taxes & Benefits	3,808,042	3,907,732
BoT, Regions, Committees & Chapters	248,109	299,390
Administrative Expenses	334,567	315,494
Business Travel	85,641	76,500
Capitol Conference	242,369	225,220
Annual Convention	610,589	618,200
Office & Equip Rent, Maint & Depreciation	593,655	575,131
Outside Consultants	119,289	127,752
Membership Recruitment, Retention & Invoicing	65,753	85,771
ABS Magazine	493,529	564,364
Chapter Development	41,430	26,166
Public Relations	130,505	169,437
Prof Dev Programs & Certification Courses	283,183	176,200
Lobbying, Coalitions & State Affairs	342,641	366,945
LPRT Awards & Event	56,788	79,500
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<b>Total Expenses</b>	<b>7,456,090</b>	<b>7,613,802</b>
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<b>INCREASE/DECREASE IN NET ASSETS</b>	<b>(379,246)</b>	<b>79</b>
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