

National Association of Health Underwriters
BALANCE SHEET
June 30, 2018

ASSETS

CURRENT ASSETS

Operating Cash and Cash Equivalents	532,097
Accounts Receivable, Net	332,634
Prepaid Expense	55,493
Note Receivable	2,500

Total Current Assets 922,724

LONG TERM INVESTMENTS, at Fair Value

Equity Securities	1,688,097
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PROPERTY AND EQUIPMENT, at Cost

Office Furniture and Equipment	380,011
Leasehold Improvements	460,954
Less: Accumulated Depreciation & Amortization	(591,405)

Total Property and Equipment 249,560

LONG TERM ASSETS

Intangible Assets-REBC Designation	50,000
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DEPOSITS

Note Receivable	37,162
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TOTAL ASSETS 2,950,043

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts Payable and Accrued Expenses	634,794
State and Local AHU Dues Payable	142,860
Deferred Revenue - Membership	1,649,908
Deferred Revenue - Conferences	17,500

Total Current Liabilities 2,445,062

LONG TERM LIABILITIES

Deferred Rent Oligation	223,800
Deferred Tenant Allowance	150,975

Total Long Term Liabilities 374,775

TOTAL LIABILITIES 2,819,837

NET ASSETS

Net Assets, Beginning of Year	331,293
Current Year Activity	(201,088)

TOTAL NET ASSETS 130,205

TOTAL LIABILITIES AND NET ASSETS 2,950,042

National Association of Health Underwriters
Statement of Activities
All Departments
For the Three Months Ending June 30, 2018

	Year to date Actual	Year to date Budget	Annual Budget
REVENUE			
Dues Revenue	2,000,848	2,241,000	4,482,000
Capitol Conference	346,828	404,000	404,000
Annual Convention	581,423	628,300	628,300
LPRT Program	87,800	113,900	113,900
Advertising & Online Sponsorship	217,809	278,500	600,000
Affinity Programs	84,235	91,000	170,000
Prof Dev Programs & Certification Courses	509,783	358,897	740,500
Miscellaneous	41,303	87,967	175,934
TOTAL REVENUE	3,870,029	4,203,564	7,314,634
EXPENSE			
Salaries, Taxes & Benefits	1,857,402	2,003,009	3,729,996
BoT, Regions, Committees & Chapters	174,606	201,000	279,712
Administrative Expenses	165,952	143,535	314,021
Business Travel	42,830	40,450	78,650
Capitol Conference	214,463	216,320	216,320
Annual Convention	485,362	583,132	583,132
Office & Equip Rent, Maint & Depreciation	300,278	295,417	590,834
Outside Consultants	61,046	53,913	107,827
Membership Recruitment, Retention & Invoicing	46,979	40,244	69,771
ABS Magazine	245,920	255,717	511,464
Chapter Development	19,059	26,510	27,166
Public Relations	62,039	82,521	164,942
Prof Dev Programs & Certification Courses	148,810	94,410	188,821
Lobbying, Coalitions & State Affairs	229,220	176,027	341,594
LPRT Awards & Event	17,150	52,000	52,000
Total Expenses	4,071,116	4,264,205	7,256,250
INCREASE/DECREASE IN NET ASSETS	(201,087)	(60,641)	58,384