

National Association of Health Underwriters
Balance Sheet
December 31, 2016

ASSETS

CURRENT ASSETS

Operating Cash and Cash Equivalents	447,882
Accounts Receivable, Net	556,989
Prepaid Expense	200,570
Note Receivable	2,500

Total Current Assets	1,207,941
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SHORT TERM INVESTMENTS, at Fair Value

Operating Investments	354,754
Federal Legislative Defense Fund Investments	265,929

Total Short Term Investments	620,683
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LONG TERM INVESTMENTS, at Fair Value

Equity Securities	1,701,035
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Total Long Term Investments	1,701,035
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PROPERTY AND EQUIPMENT, at Cost

Office Furniture and Equipment	257,617
Leasehold Improvements	460,954
Less: Accumulated Depreciation & Amortization	(437,476)

Total Property and Equipment	281,095
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LONG TERM ASSETS

10,000

DEPOSITS

39,661

TOTAL ASSETS

3,860,415

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts Payable and Accrued Expenses	341,705
State and Local AHU Dues Payable	254,605
Deferred Revenue - Membership	1,821,632
Deferred Revenue - Conferences	200,757

Total Current Liabilities	2,618,699
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LONG TERM LIABILITIES

Deferred Rent Obligation	250,071
Deferred Tenant Allowance	218,913

Total Long Term Liabilities	468,984
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TOTAL LIABILITIES

3,087,683

NET ASSETS

Net Assets, Beginning of Year	1,142,798
Current Year Activity	(370,066)

TOTAL NET ASSETS

772,732

TOTAL LIABILITIES AND NET ASSETS

3,860,415

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

	Actual	Budget
REVENUE		
Dues Revenue	4,375,134	4,860,000
Capitol Conference	326,047	305,000
Annual Convention	627,967	646,250
LPRT Program	84,910	102,000
Advertising & Online Sponsorship	771,267	730,000
Affinity Programs	158,241	220,000
Prof Dev Programs & Certification Courses	805,078	868,500
Miscellaneous	187,208	173,474
TOTAL REVENUE	7,335,852	7,905,224
EXPENSE		
Salaries, Taxes & Benefits	3,761,582	3,856,377
BoT, Regions, Committees & Chapters	267,806	316,326
Administrative Expenses	324,731	351,023
Business Travel	89,615	65,450
Capitol Conference	199,078	203,300
Annual Convention	497,788	498,488
Office & Equip Rent, Maint & Depreciation	606,762	609,384
Outside Consultants	160,313	152,250
Membership Recruitment, Retention & Invoicing	177,754	208,482
HIU Magazine	618,720	623,064
Chapter Development	38,996	31,576
Public Relations	164,751	124,396
Prof Dev Programs & Certification Courses	357,461	169,478
Lobbying, Coalitions & State Affairs	384,196	342,884
LPRT Awards & Event	56,367	100,200
Total Expenses	7,705,920	7,652,678
TOTAL INCR/DECR IN NET ASSETS	(370,068)	252,546