National Association of Health Underwriters BALANCE SHEET December 31, 2018

ASSETS

CURRENT ASSETS Operating Cash and Cash Equivalents Accounts Receivable, Net Prepaid Expense	597,221 227,244 144,202
Total Current Assets	968,667
LONG TERM INVESTMENTS, at Fair Value Equity Securities	967,046
PROPERTY AND EQUIPMENT, at Cost Office Furniture and Equipment Leasehold Improvements Less: Accumulated Depreciation & Amortization	389,987 460,954 (643,720)
Total Property and Equipment	207,221
LONG TERM ASSETS Intangible Assets-REBC Designation	50,000
DEPOSITS	44,162
TOTAL ASSETS	2,237,096
LIABILITIES AND NET ASSETS CURRENT LIABILITIES	
	244,460 202,158 1,475,778 256,818
CURRENT LIABILITIES Accounts Payable and Accrued Expenses State and Local AHU Dues Payable Deferred Revenue - Membership	202,158 1,475,778
CURRENT LIABILITIES Accounts Payable and Accrued Expenses State and Local AHU Dues Payable Deferred Revenue - Membership Deferred Revenue - Conferences	202,158 1,475,778 256,818
CURRENT LIABILITIES Accounts Payable and Accrued Expenses State and Local AHU Dues Payable Deferred Revenue - Membership Deferred Revenue - Conferences Total Current Liabilities LONG TERM LIABILITIES Deferred Rent Oligation	202,158 1,475,778 256,818 2,179,214 206,019
CURRENT LIABILITIES Accounts Payable and Accrued Expenses State and Local AHU Dues Payable Deferred Revenue - Membership Deferred Revenue - Conferences Total Current Liabilities LONG TERM LIABILITIES Deferred Rent Oligation Deferred Tenant Allowance	202,158 1,475,778 256,818 2,179,214 206,019 128,329
CURRENT LIABILITIES Accounts Payable and Accrued Expenses State and Local AHU Dues Payable Deferred Revenue - Membership Deferred Revenue - Conferences Total Current Liabilities LONG TERM LIABILITIES Deferred Rent Oligation Deferred Tenant Allowance Total Long Term Liabilities	202,158 1,475,778 256,818 2,179,214 206,019 128,329 334,348
CURRENT LIABILITIES Accounts Payable and Accrued Expenses State and Local AHU Dues Payable Deferred Revenue - Membership Deferred Revenue - Conferences Total Current Liabilities LONG TERM LIABILITIES Deferred Rent Oligation Deferred Tenant Allowance Total Long Term Liabilities TOTAL LIABILITIES NET ASSETS Net Assets, Beginning of Year	202,158 1,475,778 256,818 2,179,214 206,019 128,329 334,348 2,513,562 379,700

National Association of Health Underwriters Statement of Activities All Departments

For the Twelve Months Ending December 31, 2018

REVENUE Dues Revenue 3,949,753 4,482,000 Capitol Conference 346,828 404,000 Annual Convention 599,107 628,300 LPRT Program 88,850 113,900 Advertising & Online Sponsorship 467,241 600,000 Affinity Programs 159,656 170,000 Prof Dev Programs & Certification Courses 843,883 740,500 Miscellaneous 104,727 175,934 TOTAL REVENUE 6,560,045 7,314,634 EXPENSE Salaries, Taxes & Benefits 3,680,997 3,729,996 BoT, Regions, Committees & Chapters 223,298 279,712 Administrative Expenses 334,181 314,021 Business Travel 84,820 78,650 Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 434		Year to date Actual	Annual Budget
Capitol Conference 346,828 404,000 Annual Convention 599,107 628,300 LPRT Program 88,850 113,900 Advertising & Online Sponsorship 467,241 600,000 Affinity Programs 159,656 170,000 Prof Dev Programs & Certification Courses 843,883 740,500 Miscellaneous 104,727 175,934 TOTAL REVENUE 6,560,045 7,314,634 EXPENSE Salaries, Taxes & Benefits 3,680,997 3,729,996 BoT, Regions, Committees & Chapters 223,298 279,712 Administrative Expenses 334,181 314,021 Business Travel 84,820 78,650 Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464	REVENUE		
Annual Convention 599,107 628,300 LPRT Program 88,850 113,900 Advertising & Online Sponsorship 467,241 600,000 Affinity Programs 159,656 170,000 Prof Dev Programs & Certification Courses 843,883 740,500 Miscellaneous 104,727 175,934 TOTAL REVENUE 6,560,045 7,314,634 EXPENSE Salaries, Taxes & Benefits 3,680,997 3,729,996 BoT, Regions, Committees & Chapters 223,298 279,712 Administrative Expenses 334,181 314,021 Business Travel 84,820 78,650 Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 <	Dues Revenue	3,949,753	4,482,000
LPRT Program 88,850 113,900 Advertising & Online Sponsorship 467,241 600,000 Affinity Programs 159,656 170,000 Prof Dev Programs & Certification Courses 843,883 740,500 Miscellaneous 104,727 175,934 TOTAL REVENUE 6,560,045 7,314,634 EXPENSE Salaries, Taxes & Benefits 3,680,997 3,729,996 BoT, Regions, Committees & Chapters 223,298 279,712 Administrative Expenses 334,181 314,021 Business Travel 84,820 78,650 Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs	Capitol Conference	346,828	404,000
Advertising & Online Sponsorship 467,241 600,000 Affinity Programs 159,656 170,000 Prof Dev Programs & Certification Courses 843,883 740,500 Miscellaneous 104,727 175,934 TOTAL REVENUE 6,560,045 7,314,634 EXPENSE Salaries, Taxes & Benefits 3,680,997 3,729,996 BoT, Regions, Committees & Chapters 223,298 279,712 Administrative Expenses 334,181 314,021 Business Travel 84,820 78,650 Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783	Annual Convention	599,107	628,300
Advertising & Online Sponsorship 467,241 600,000 Affinity Programs 159,656 170,000 Prof Dev Programs & Certification Courses 843,883 740,500 Miscellaneous 104,727 175,934 TOTAL REVENUE 6,560,045 7,314,634 EXPENSE 5 7,314,634 Salaries, Taxes & Benefits 3,680,997 3,729,996 BoT, Regions, Committees & Chapters 223,298 279,712 Administrative Expenses 334,181 314,021 Business Travel 84,820 78,650 Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State	LPRT Program	88,850	113,900
Affinity Programs 159,656 170,000 Prof Dev Programs & Certification Courses 843,883 740,500 Miscellaneous 104,727 175,934 TOTAL REVENUE 6,560,045 7,314,634 EXPENSE Salaries, Taxes & Benefits 3,680,997 3,729,996 BoT, Regions, Committees & Chapters 223,298 279,712 Administrative Expenses 334,181 314,021 Business Travel 84,820 78,650 Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 <td>Advertising & Online Sponsorship</td> <td>467,241</td> <td></td>	Advertising & Online Sponsorship	467,241	
Prof Dev Programs & Certification Courses 843,883 740,500 Miscellaneous 104,727 175,934 TOTAL REVENUE 6,560,045 7,314,634 EXPENSE 5,560,045 7,314,634 EXPENSE 3,680,997 3,729,996 BoT, Regions, Committees & Chapters 223,298 279,712 Administrative Expenses 334,181 314,021 Business Travel 84,820 78,650 Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event		159,656	170,000
Miscellaneous 104,727 175,934 TOTAL REVENUE 6,560,045 7,314,634 EXPENSE Salaries, Taxes & Benefits 3,680,997 3,729,996 BoT, Regions, Committees & Chapters 223,298 279,712 Administrative Expenses 334,181 314,021 Business Travel 84,820 78,650 Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000	, •	•	,
EXPENSE Salaries, Taxes & Benefits 3,680,997 3,729,996 BoT, Regions, Committees & Chapters 223,298 279,712 Administrative Expenses 334,181 314,021 Business Travel 84,820 78,650 Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000		·	· ·
Salaries, Taxes & Benefits 3,680,997 3,729,996 BoT, Regions, Committees & Chapters 223,298 279,712 Administrative Expenses 334,181 314,021 Business Travel 84,820 78,650 Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250	TOTAL REVENUE	6,560,045	7,314,634
BoT, Regions, Committees & Chapters 223,298 279,712 Administrative Expenses 334,181 314,021 Business Travel 84,820 78,650 Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250	EXPENSE		
Administrative Expenses 334,181 314,021 Business Travel 84,820 78,650 Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250	Salaries, Taxes & Benefits	3,680,997	3,729,996
Business Travel 84,820 78,650 Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250	BoT, Regions, Committees & Chapters	223,298	279,712
Office & Equip Rent, Maint & Depreciation 583,164 590,834 Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250	Administrative Expenses	334,181	314,021
Outside Consultants 111,429 107,827 Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250		84,820	78,650
Capitol Conference 209,724 216,320 Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250		•	,
Annual Convention 524,368 583,132 Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250		· ·	
Membership Recruitment, Retention & Invoicing 92,301 69,771 ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250	·		•
ABS Magazine 434,776 511,464 Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250		,	,
Chapter Development 47,649 27,166 Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250	· · · · · · · · · · · · · · · · · · ·		•
Public Relations 154,307 164,942 Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250	•	•	•
Prof Dev Programs & Certification Courses 313,833 188,821 Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250	·	· ·	·
Lobbying, Coalitions & State Affairs 398,783 341,594 LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250			•
LPRT Awards & Event 22,581 52,000 Total Expenses 7,216,211 7,256,250			·
·			•
INCREASE/DECREASE IN NET ASSETS (656,166) 58,384	Total Expenses		
	INCREASE/DECREASE IN NET ASSETS	(656,166)	58,384