National Association of Health Underwriters Balance Sheet June 30, 2015

ASSETS

Operating Cash and Cash Equivalents 1,047,197 Accounts Receivable, Net 504,998 Prepaid Expense 55,734 Note Receivable 5,000 Total Current Assets 1,612,928 SHORT TERM INVESTMENTS, at Fair Value 813,629 Operating Investments 813,629 Federal Legislative Defense Fund Investments 367,363 Total Short Term Investments 1,378,911 Total Current Investments 1,378,911 Total Long Term Investments 1,378,911 PROPERTY AND EQUIPMENT, at Cost 0ffice Furniture and Equipment Cussehold Improvements 460,954 Less: Accumulated Depreciation & Amortization (649,296) Total Property and Equipment 403,528 DEPOSITS 37,162 TOTAL ASSETS 4,613,520 LIABILITIES Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 147,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 2,68,852	CURRENT ASSETS		
Prepaid Expense Note Receivable 55,734 (5,000) Total Current Assets 1,612,928 SHORT TERM INVESTMENTS, at Fair Value Operating Investments 813,629 (563) Federal Legislative Defense Fund Investments 367,363 Total Short Term Investments 1,180,992 LONG TERM INVESTMENTS, at Fair Value Equity Securities 1,378,911 Total Long Term Investments 1,378,911 PROPERTY AND EQUIPMENT, at Cost Office Furniture and Equipment 591,870 Leasehold Improvements 460,954 Less: Accumulated Depreciation & Amortization (649,296) Total Property and Equipment 403,528 DEPOSITS 37,162 TOTAL ASSETS 4,613,520 LIABILITIES AND NET ASSETS CURRENT LIABILITIES 4,613,520 CURRENT LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 2,792,428 <		1,047,197	
Note Receivable 5,000 Total Current Assets 1,612,928 SHORT TERM INVESTMENTS, at Fair Value Operating Investments 813,629 Federal Legislative Defense Fund Investments 367,363 Total Short Term Investments 1,180,992 LONG TERM INVESTMENTS, at Fair Value Equity Securities 1,378,911 Total Long Term Investments 1,378,911 PROPERTY AND EQUIPMENT, at Cost Office Furniture and Equipment 591,870 Leass Accumulated Depreciation & Amortization (649,296) Total Property and Equipment 403,528 DEPOSITS 37,162 TOTAL ASSETS 4,613,520 LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,195,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 26,852 Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 3,289,736 TOTAL		•	
Total Current Assets 1,612,928	·	•	
SHORT TERM INVESTMENTS, at Fair Value	Note Receivable	5,000	
Operating Investments 813,629 / 367,363 Federal Legislative Defense Fund Investments 1,180,992 LONG TERM INVESTMENTS, at Fair Value Equity Securities 1,378,911 Total Long Term Investments 1,378,911 PROPERTY AND EQUIPMENT, at Cost Office Furniture and Equipment 591,870 Leasehold Improvements 460,954 Less: Accumulated Depreciation & Amortization (649,296) Total Property and Equipment 403,528 DEPOSITS 37,162 TOTAL ASSETS 4.613,520 LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 266,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS Net Assets, Beginning of Year 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	Total Current Assets	1,612,928	
Total Short Term Investments 1,180,992	SHORT TERM INVESTMENTS, at Fair Value		
Total Short Term Investments	·	•	
LONG TERM INVESTMENTS, at Fair Value	Federal Legislative Defense Fund Investments	367,363	
Total Long Term Investments 1,378,911	Total Short Term Investments	1,180,992	
Total Long Term Investments	LONG TERM INVESTMENTS, at Fair Value		
PROPERTY AND EQUIPMENT, at Cost 591,870 Office Furniture and Equipment 591,870 Leasehold Improvements 460,954 Less: Accumulated Depreciation & Amortization (649,296) Total Property and Equipment 403,528 DEPOSITS 37,162 TOTAL ASSETS 4,613,520 LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 210,456 Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS Net Assets, Beginning of Year 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	Equity Securities	1,378,911	
Office Furniture and Equipment 591,870 Leasehold Improvements 460,954 Less: Accumulated Depreciation & Amortization (649,296) Total Property and Equipment 403,528 DEPOSITS 37,162 TOTAL ASSETS 4,613,520 LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 210,456 Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS Net Assets, Beginning of Year 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	Total Long Term Investments	1,378,911	
Office Furniture and Equipment 591,870 Leasehold Improvements 460,954 Less: Accumulated Depreciation & Amortization (649,296) Total Property and Equipment 403,528 DEPOSITS 37,162 TOTAL ASSETS 4,613,520 LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 210,456 Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS Net Assets, Beginning of Year 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	PROPERTY AND EQUIPMENT, at Cost		
Less: Accumulated Depreciation & Amortization (649,296) Total Property and Equipment 403,528 DEPOSITS 37,162 TOTAL ASSETS 4,613,520 LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 210,456 Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS Net Assets, Beginning of Year 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784		591,870	
Total Property and Equipment 403,528 DEPOSITS 37,162 TOTAL ASSETS 4,613,520 LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 2 Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS Net Assets, Beginning of Year 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	·	·	
DEPOSITS 37,162 TOTAL ASSETS 4,613,520 LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 2 Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS Net Assets, Beginning of Year 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	Less: Accumulated Depreciation & Amortization	(649,296)	
LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 210,456 Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS Net Assets, Beginning of Year 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	Total Property and Equipment	403,528	
LIABILITIES AND NET ASSETS CURRENT LIABILITIES 411,982 Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 210,456 Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	DEPOSITS	37,162	
LIABILITIES AND NET ASSETS CURRENT LIABILITIES 411,982 Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 210,456 Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	TOTAL ASSETS	4,613,520	
CURRENT LIABILITIES 411,982 Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 210,456 Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS Net Assets, Beginning of Year 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784			
Accounts Payable and Accrued Expenses 411,982 State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 210,456 Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	LIABILITIES AND NET ASSETS		
State and Local AHU Dues Payable 194,721 Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES 210,456 Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	CURRENT LIABILITIES		
Deferred Revenue - Membership 2,185,725 Total Current Liabilities 2,792,428 LONG TERM LIABILITIES	Accounts Payable and Accrued Expenses	411,982	
Total Current Liabilities 2,792,428 LONG TERM LIABILITIES Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS Net Assets, Beginning of Year 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	·		
LONG TERM LIABILITIES Deferred Rent Oligation 210,456 Deferred Tenant Allowance 286,852 Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS Net Assets, Beginning of Year 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	Deferred Revenue - Membership	2,185,725	
Deferred Rent Oligation Deferred Tenant Allowance Total Long Term Liabilities 497,309 TOTAL LIABILITIES NET ASSETS Net Assets, Beginning of Year Current Year Activity TOTAL NET ASSETS 1,233,338 1,323,784	Total Current Liabilities	2,792,428	
Deferred Tenant Allowance286,852Total Long Term Liabilities497,309TOTAL LIABILITIES3,289,736NET ASSETS Net Assets, Beginning of Year Current Year Activity1,233,338 90,446TOTAL NET ASSETS1,323,784	LONG TERM LIABILITIES		
Total Long Term Liabilities 497,309 TOTAL LIABILITIES 3,289,736 NET ASSETS Net Assets, Beginning of Year 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	Deferred Rent Oligation	210,456	
TOTAL LIABILITIES 3,289,736 NET ASSETS Net Assets, Beginning of Year 1,233,338 Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784	Deferred Tenant Allowance	286,852	
NET ASSETS Net Assets, Beginning of Year Current Year Activity TOTAL NET ASSETS 1,233,338 90,446 1,323,784	Total Long Term Liabilities	497,309	
Net Assets, Beginning of Year1,233,338Current Year Activity90,446TOTAL NET ASSETS1,323,784	TOTAL LIABILITIES	3,289,736	
Net Assets, Beginning of Year1,233,338Current Year Activity90,446TOTAL NET ASSETS1,323,784	NET ASSETS		
Current Year Activity 90,446 TOTAL NET ASSETS 1,323,784		1,233,338	
TOTAL LIABILITIES AND NET ASSETS 4,613,520	TOTAL NET ASSETS	1,323,784	
	TOTAL LIABILITIES AND NET ASSETS	4,613,520	

National Association of Health Underwriters Statement of Activities All Departments For the Six Months Ending June 30, 2015

<u>.</u>	Year to date Actual	Year to date Budget	Annual Budget
REVENUE			
Dues Revenue	2,301,408	2,470,500	4,941,000
Capitol Conference	291,643	352,000	352,000
Annual Convention	380,759	429,500	671,900
LPRT Program	93,435	76,445	76,445
Advertising & Online Sponsorship	397,643	419,666	910,000
Affinity Programs	110,408	100,000	200,000
Prof Dev Programs & Certification Courses	216,306	232,762	584,225
Miscellaneous	42,490	41,000	82,000
TOTAL REVENUE	3,834,092	4,121,873	7,817,570
EXPENSE			
Salaries, Taxes & Benefits	1,798,330	1,846,032	3,780,064
BoT, Regions, Committees & Chapters	158,993	215,596	326,326
Administrative Expenses	193,403	182,142	354,450
Business Travel	48,581	33,500	67,000
Capitol Conference	204,965	222,407	222,407
Annual Convention	218,700	313,050	679,050
Office & Equip Rent, Maint & Depreciation	299,465	315,915	631,830
Outside Consultants Manharabin Basilitment Batantian & Invaining	43,794	56,000	118,500
Membership Recruitment, Retention & Invoicing	45,864	76,300	157,745
HIU Magazine	364,871	414,200	819,400
Chapter Development Public Relations	21,888	27,460	28,564
	83,145	74,550	126,750
Prof Dev Programs & Certification Courses	63,420	68,437	142,617
Lobbying, Coalitions & State Affairs	139,768	131,500	263,000
LPRT Awards & Event	58,459	48,000	95,000
Total Expenses	3,743,646	4,025,089	7,812,703
INCREASE/DECREASE IN NET ASSETS	90,446	96,784	4,867