National Association of Health Underwriters BALANCE SHEET June 30, 2017

ASSETS

Operating Cash and Cash Equivalents 613,522 Accounts Receivable, Net 399,207 Prepaid Expense 70,605 Note Receivable 2,500 Total Current Assets 1,085,834 SHORT TERM INVESTMENTS, at Fair Value 236,385 Federal Legislative Defense Fund Investments 236,385 Total Short Term Investments 554,079 LONG TERM INVESTMENTS, at Fair Value 1,818,867 Total Long Term Investments 1,818,867 Total Long Term Investments 1,818,867 Total Long Term Investments 1,818,867 PROPERTY AND EQUIPMENT, at Cost 00ffice Furniture and Equipment Leasehold Improvements 460,954 Leasehold Improvements 450,954 Lease Accounts Assetts 50,000 DEPOSITS 39,661 TOTAL ASSETS 50,000 DEPOSITS 38,87,487 CURRENT LIABILITIES Accounts Payable and Accrued Expenses 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 190,000 Tot	CURRENT ASSETS	
Accounts Receivable, Net 70,605 7		613.522
Note Receivable 2,500 Total Current Assets 1,085,834 SHORT TERM INVESTMENTS, at Fair Value Operating Investments 317,694 Federal Legislative Defense Fund Investments 236,385 Total Short Term Investments 554,079 LONG TERM INVESTMENTS, at Fair Value Equity Securities 1,818,867 Total Long Term Investments 1,818,867 PROPERTY AND EQUIPMENT, at Cost Office Furniture and Equipment 360,321 Leasehold Improvements 460,954 Less: Accumulated Depreciation & Amortization (482,229) Total Property and Equipment 339,046 LONG TERM ASSETS 50,000 DEPOSITS 39,661 TOTAL ASSETS 3,887,487 CURRENT LIABILITIES Accounts Payable and Accrued Expenses 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 190,3707 Deferred Revenue - Membership 190,3707 Deferred Rent Oligation 245,755 Deferred Rent Oligation 245,755 Deferred Rent Oligation 245,755 Deferred		
Total Current Assets		
SHORT TERM INVESTMENTS, at Fair Value 317,694 Operating Investments 236,385 Total Short Term Investments 554,079 LONG TERM INVESTMENTS, at Fair Value 1,818,867 Total Long Term Investments 1,818,867 PROPERTY AND EQUIPMENT, at Cost 0ffice Furniture and Equipment 360,321 Leasehold Improvements 460,954 Less: Accumulated Depreciation & Amortization (482,229) Total Property and Equipment 339,046 LONG TERM ASSETS 50,000 DEPOSITS 39,661 TOTAL ASSETS 3,887,487 CURRENT LIABILITIES 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES 245,755 Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996	Note Receivable	2,500
Operating Investments 317,694 Federal Legislative Defense Fund Investments 236,385 Total Short Term Investments 554,079 LONG TERM INVESTMENTS, at Fair Value Equity Securities 1,818,867 Total Long Term Investments 1,818,867 PROPERTY AND EQUIPMENT, at Cost Office Furniture and Equipment 360,321 Leasehold Improvements 460,954 Less: Accumulated Depreciation & Amortization (482,229) Total Property and Equipment 339,046 LONG TERM ASSETS 50,000 DEPOSITS 39,661 TOTAL ASSETS 3,887,487 CURRENT LIABILITIES AND NET ASSETS CURRENT LIABILITIES 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Membership 2,727,841 LONG TERM LIABILITIES 2,727,841 Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Liabilities 3,169,863 NET ASSETS 803	Total Current Assets	1,085,834
Federal Legislative Defense Fund Investments 236,385 Total Short Term Investments 554,079 LONG TERM INVESTMENTS, at Fair Value Equity Securities 1,818,867 Total Long Term Investments 1,818,867 PROPERTY AND EQUIPMENT, at Cost Office Furniture and Equipment 360,321 Leasehold Improvements 460,954 Less: Accumulated Depreciation & Amortization (482,229) Total Property and Equipment 339,046 LONG TERM ASSETS 50,000 DEPOSITS 39,661 TOTAL ASSETS 3,887,487 CURRENT LIABILITIES Accounts Payable and Accrued Expenses 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES 245,755 Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 80	SHORT TERM INVESTMENTS, at Fair Value	
Total Short Term Investments 554,079 LONG TERM INVESTMENTS, at Fair Value Equity Securities 1,818,867 Total Long Term Investments 1,818,867 PROPERTY AND EQUIPMENT, at Cost Office Furniture and Equipment 360,321 Leasehold Improvements 460,954 Less: Accumulated Depreciation & Amortization (482,229) Total Property and Equipment 339,046 LONG TERM ASSETS 50,000 DEPOSITS 39,661 TOTAL ASSETS 3,887,487 CURRENT LIABILITIES Accounts Payable and Accrued Expenses 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES 245,755 Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 3,169,863 NET ASSETS 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624 </td <td>•</td> <td>·</td>	•	·
LONG TERM INVESTMENTS, at Fair Value Equity Securities	Federal Legislative Defense Fund Investments	236,385
Total Long Term Investments	Total Short Term Investments	554,079
Total Long Term Investments	LONG TERM INVESTMENTS, at Fair Value	
PROPERTY AND EQUIPMENT, at Cost 360,321 Office Furniture and Equipment 360,954 Less: Accumulated Depreciation & Amortization (482,229) Total Property and Equipment 339,046 LONG TERM ASSETS 50,000 DEPOSITS 39,661 TOTAL ASSETS 3,887,487 CURRENT LIABILITIES Accounts Payable and Accrued Expenses 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES 2 Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS Net Assets, Beginning of Year 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	Equity Securities	1,818,867
Office Furniture and Equipment 360,321 Leasehold Improvements 460,954 Less: Accumulated Depreciation & Amortization (482,229) Total Property and Equipment 339,046 LONG TERM ASSETS 50,000 DEPOSITS 39,661 TOTAL ASSETS 3,887,487 LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES 245,755 Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996 Net Assets, Beginning of Year 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	Total Long Term Investments	1,818,867
Leasehold Improvements 460,954 Less: Accumulated Depreciation & Amortization (482,229) Total Property and Equipment 339,046 LONG TERM ASSETS 50,000 DEPOSITS 39,661 TOTAL ASSETS 3,887,487 LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES 245,755 Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	PROPERTY AND EQUIPMENT, at Cost	
Less: Accumulated Depreciation & Amortization (482,229) Total Property and Equipment 339,046 LONG TERM ASSETS 50,000 DEPOSITS 39,661 TOTAL ASSETS 3,887,487 CURRENT LIABILITIES AND NET ASSETS Accounts Payable and Accrued Expenses 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES 245,755 Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	Office Furniture and Equipment	360,321
Total Property and Equipment 339,046 LONG TERM ASSETS 50,000 DEPOSITS 39,661 TOTAL ASSETS 3,887,487 LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES 245,755 Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624		·
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DEPOSITS 39,661 TOTAL ASSETS LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES 245,755 Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	Total Property and Equipment	339,046
TOTAL ASSETS LIABILITIES AND NET ASSETS CURRENT LIABILITIES 626,698 Accounts Payable and Accrued Expenses 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES 266,267 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	LONG TERM ASSETS	50,000
LIABILITIES AND NET ASSETS CURRENT LIABILITIES 626,698 Accounts Payable and Accrued Expenses 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES 296,267 Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	DEPOSITS	39,661
CURRENT LIABILITIES 626,698 Accounts Payable and Accrued Expenses 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES 2 Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624		
CURRENT LIABILITIES 626,698 Accounts Payable and Accrued Expenses 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES 2 Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	TOTAL ASSETS	3,887,487
Accounts Payable and Accrued Expenses 626,698 State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES Substitution Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624		3,887,487
State and Local AHU Dues Payable 187,436 Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES Substitution Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624		3,887,487
Deferred Revenue - Membership 1,903,707 Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES Substitution Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	LIABILITIES AND NET ASSETS	3,887,487
Deferred Revenue - Conferences 10,000 Total Current Liabilities 2,727,841 LONG TERM LIABILITIES Substitution of the properties of the pr	LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses	
Total Current Liabilities 2,727,841 LONG TERM LIABILITIES Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS Net Assets, Beginning of Year 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses State and Local AHU Dues Payable	626,698 187,436
LONG TERM LIABILITIES Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS Net Assets, Beginning of Year 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses State and Local AHU Dues Payable Deferred Revenue - Membership	626,698 187,436 1,903,707
Deferred Rent Oligation 245,755 Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses State and Local AHU Dues Payable Deferred Revenue - Membership	626,698 187,436 1,903,707
Deferred Tenant Allowance 196,267 Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses State and Local AHU Dues Payable Deferred Revenue - Membership Deferred Revenue - Conferences	626,698 187,436 1,903,707 10,000
Total Long Term Liabilities 442,022 TOTAL LIABILITIES 3,169,863 NET ASSETS Net Assets, Beginning of Year 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	LIABILITIES AND NET ASSETS 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	626,698 187,436 1,903,707 10,000 2,727,841
TOTAL LIABILITIES 3,169,863 NET ASSETS Net Assets, Beginning of Year 803,996 Current Year Activity (86,372) TOTAL NET ASSETS 717,624	LIABILITIES AND NET ASSETS 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	626,698 187,436 1,903,707 10,000 2,727,841
NET ASSETS Net Assets, Beginning of Year Current Year Activity TOTAL NET ASSETS 803,996 (86,372) 717,624	LIABILITIES AND NET ASSETS 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	626,698 187,436 1,903,707 10,000 2,727,841
Net Assets, Beginning of Year Current Year Activity TOTAL NET ASSETS 803,996 (86,372) 717,624	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	626,698 187,436 1,903,707 10,000 2,727,841 245,755 196,267
Current Year Activity (86,372) TOTAL NET ASSETS 717,624	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	626,698 187,436 1,903,707 10,000 2,727,841 245,755 196,267 442,022
TOTAL NET ASSETS 717,624	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	626,698 187,436 1,903,707 10,000 2,727,841 245,755 196,267 442,022
	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 NET ASSETS Net Assets, Beginning of Year	626,698 187,436 1,903,707 10,000 2,727,841 245,755 196,267 442,022 3,169,863
TOTAL LIABILITIES AND NET ASSETS 3,887,487	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 NET ASSETS Net Assets, Beginning of Year	626,698 187,436 1,903,707 10,000 2,727,841 245,755 196,267 442,022 3,169,863
	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 NET ASSETS Net Assets, Beginning of Year Current Year Activity	626,698 187,436 1,903,707 10,000 2,727,841 245,755 196,267 442,022 3,169,863 803,996 (86,372)

National Association of Health Underwriters Statement of Activities All Departments For the Six Months Ending June 30, 2017

_	Year to date Actual	Year to date Budget	Annual Budget
REVENUE			
Dues Revenue	2,136,034	2,295,000	4,590,000
Capitol Conference	423,282	419,000	419,000
Annual Convention	673,373	688,250	688,250
LPRT Program	87,970	87,700	87,700
Advertising & Online Sponsorship	240,460	346,285	730,000
Affinity Programs	77,424	100,000	200,000
Prof Dev Programs & Certification Courses	321,155	400,900	718,447
Miscellaneous	176,272	90,242	180,484
TOTAL REVENUE	4,135,970	4,427,377	7,613,881
EXPENSE			
Salaries, Taxes & Benefits	1,902,927	1,891,720	3,907,732
BoT, Regions, Committees & Chapters	161,567	213,785	299,390
Administrative Expenses	165,017	157,547	315,494
Business Travel	63,738	39,300	76,500
Capitol Conference	244,267	225,220	225,220
Annual Convention	541,528	618,200	618,200
Office & Equip Rent, Maint & Depreciation	292,210	287,565	575,131
Outside Consultants Membership Respuitment Retention & Invaining	64,171	63,876	127,752
Membership Recruitment, Retention & Invoicing ABS Magazine	31,545 263,558	49,028 282,752	85,771 564,364
Chapter Development	23,142	25,560	26,166
Public Relations	85,323	91,841	169,437
Prof Dev Programs & Certification Courses	148,497	97,881	176,200
Lobbying, Coalitions & State Affairs	189,334	188,901	366,945
LPRT Awards & Event	45,519	52,500	79,500
Total Expenses	4,222,343	4,285,676	7,613,802
INCREASE/DECREASE IN NET ASSETS	(86,373)	141,701	79