

National Association of Health Underwriters
Statement of Activities
2022 Budget

| | <u>Annual Budget</u> |
|---|------------------------------|
| REVENUE | |
| Dues Revenue | 4,574,165 |
| Meetings | 1,166,800 |
| Prof Dev Programs & Certification Courses | 826,899 |
| Advertising Revenue | 623,900 |
| Affinity Programs | 175,000 |
| Principal's Council | 85,551 |
| LPRT & Soaring Eagle | 74,600 |
| Miscellaneous | <u>13,500</u> |
| TOTAL REVENUE | 7,540,415 |
| EXPENSE | |
| Salaries, Taxes & Benefits | 3,953,781 |
| Meetings | 956,121 |
| Rent, Office Equip, Maint & Depreciation | 356,005 |
| Administrative Expenses | 581,866 |
| ABS Magazine | 397,593 |
| Lobbying, Coalitions & State Affairs | 412,488 |
| BoT, Regions, Committees & Chapters | 291,290 |
| Prof Dev Programs & Certification Courses | 231,992 |
| Public Relations | 86,674 |
| Chapter Development & LPRT | 51,878 |
| Membership Recruitment, Retention & Invoicing | <u>34,923</u> |
| Total Expenses | <u>7,354,611</u> |
| INCREASE/DECREASE IN NET ASSETS | <u><u>185,804</u></u> |