<table>
<thead>
<tr>
<th>ASSETS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
<td></td>
</tr>
<tr>
<td>Operating Cash and Cash Equivalents</td>
<td>998,422.59</td>
</tr>
<tr>
<td>Accounts Receivable, Net</td>
<td>340,742.63</td>
</tr>
<tr>
<td>Prepaid Expense</td>
<td>111,353.53</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>1,450,518.75</td>
</tr>
<tr>
<td><strong>LONG TERM INVESTMENTS, at Fair Value</strong></td>
<td></td>
</tr>
<tr>
<td>Equity Securities</td>
<td>1,099,827.30</td>
</tr>
<tr>
<td><strong>PROPERTY AND EQUIPMENT, at Cost</strong></td>
<td></td>
</tr>
<tr>
<td>Office Furniture and Equipment</td>
<td>548,536.11</td>
</tr>
<tr>
<td>Leasehold Improvements</td>
<td>460,953.93</td>
</tr>
<tr>
<td>Less: Accumulated Depreciation &amp; Amortization</td>
<td>(869,891.28)</td>
</tr>
<tr>
<td><strong>Total Property and Equipment</strong></td>
<td>139,598.76</td>
</tr>
<tr>
<td><strong>LONG TERM ASSETS</strong></td>
<td></td>
</tr>
<tr>
<td>Intangible Assets-REBC Designation</td>
<td>50,000.00</td>
</tr>
<tr>
<td><strong>DEPOSITS</strong></td>
<td>37,161.60</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>2,777,106.41</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CURRENT LIABILITIES</strong></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>246,589.96</td>
</tr>
<tr>
<td>State and Local AHU Dues Payable</td>
<td>167,840.66</td>
</tr>
<tr>
<td>Deferred Revenue - Membership</td>
<td>1,669,962.21</td>
</tr>
<tr>
<td>Deferred Revenue - Conferences</td>
<td>5,600.00</td>
</tr>
<tr>
<td>Note Payable - PPP Loan</td>
<td>516,265.00</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>2,606,257.83</td>
</tr>
<tr>
<td><strong>LONG TERM LIABILITIES</strong></td>
<td></td>
</tr>
<tr>
<td>Deferred Rent Oligation</td>
<td>54,643.62</td>
</tr>
<tr>
<td>Deferred Tenant Allowance</td>
<td>26,420.76</td>
</tr>
<tr>
<td><strong>Total Long Term Liabilities</strong></td>
<td>81,064.38</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td>2,687,322.21</td>
</tr>
<tr>
<td><strong>NET ASSETS</strong></td>
<td></td>
</tr>
<tr>
<td>Net Assets, Beginning of Year</td>
<td>(108,895.53)</td>
</tr>
<tr>
<td>Current Year Activity</td>
<td>198,679.73</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td>89,784.20</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td>2,777,106.41</td>
</tr>
</tbody>
</table>
# National Association of Health Underwriters

## Statement of Activities

All Departments  
For the Three Months Ending March 31, 2021

<table>
<thead>
<tr>
<th></th>
<th>Year to date Actual</th>
<th>Year to date Budget</th>
<th>Annual Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dues Revenue</td>
<td>1,055,372</td>
<td>1,047,197</td>
<td>4,194,327</td>
</tr>
<tr>
<td>Capitol Conference</td>
<td>229,805</td>
<td>309,300</td>
<td>309,300</td>
</tr>
<tr>
<td>Annual Convention</td>
<td>0</td>
<td>0</td>
<td>275,000</td>
</tr>
<tr>
<td>LPRT Program</td>
<td>47,595</td>
<td>47,600</td>
<td>72,800</td>
</tr>
<tr>
<td>Advertising &amp; Online Sponsorship</td>
<td>100,387</td>
<td>101,000</td>
<td>676,000</td>
</tr>
<tr>
<td>Affinity Programs</td>
<td>33,755</td>
<td>37,500</td>
<td>150,000</td>
</tr>
<tr>
<td>Prof Dev Programs &amp; Certification Courses</td>
<td>245,698</td>
<td>179,908</td>
<td>689,027</td>
</tr>
<tr>
<td>Principal's Council</td>
<td>31,409</td>
<td>30,500</td>
<td>65,000</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>10,026</td>
<td>2,501</td>
<td>10,000</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td>1,754,047</td>
<td>1,755,506</td>
<td>6,441,454</td>
</tr>
</tbody>
</table>

|                      |                     |                     |               |
| **EXPENSE**          |                     |                     |               |
| Salaries, Taxes & Benefits | 878,065             | 921,059             | 3,722,236     |
| BoT, Regions, Committees & Chapters | 8,713              | 8,451               | 79,800        |
| Administrative Expenses | 152,215             | 128,026             | 488,609       |
| Capitol Conference   | 64,178              | 51,968              | 51,968        |
| Annual Convention    | 0                   | 0                   | 75,500        |
| Office & Equip Rent, Maint & Depreciation | 156,862             | 152,591             | 592,570       |
| Membership Recruitment, Retention & Invoicing | 6,544              | 5,465               | 27,721        |
| ABS Magazine         | 76,901              | 92,805              | 434,664       |
| Chapter Development & LPRT | 1,321              | 736                 | 46,082        |
| Public Relations     | 19,950              | 22,582              | 88,078        |
| Prof Dev Programs & Certification Courses | 79,289              | 51,213              | 189,603       |
| Lobbying, Coalitions & State Affairs | 111,328             | 115,237             | 384,948       |
| **Total Expenses**   | 1,555,366           | 1,550,133           | 6,181,779     |

**INCREASE/DECREASE IN NET ASSETS**  
198,681 205,373 259,675