National Association of Health Underwriters BALANCE SHEET March 31, 2021

ASSETS

Operating Cash and Cash Equivalents 998,422.59 Accounts Receivable, Net 340,742.63 Prepaid Expense 111,353.53 Total Current Assets 1,450,518.75 LONG TERM INVESTMENTS, at Fair Value 1,099,827.30 PROPERTY AND EQUIPMENT, at Cost 0ffice Furniture and Equipment 548,536.11 Leasehold Improvements 460,953.93 Less: Accumulated Depreciation & Amortization (869,891.28) Total Property and Equipment 139,598.76 LONG TERM ASSETS 1 Intangible Assets-REBC Designation 50,000.00 DEPOSITS 37,161.60 TOTAL ASSETS 2,777,106.41 LIABILITIES AND NET ASSETS CURRENT LIABILITIES 246,589.96 State and Local AHU Dues Payable 167,840.66 Deferred Revenue - Membership 1,669,962.21 Deferred Revenue - Membership 1,669,962.21 Deferred Revenue - Conferences 5,600.00 Note Payable - PPP Loan 516,265.00 Total Current Liabilities 2,606,257.83 LONG TERM LIABILITIES 2,606,257.83 <t< th=""><th>CURRENT ASSETS</th><th></th></t<>	CURRENT ASSETS	
Accounts Receivable, Net Prepaid Expense 111,353.53 Total Current Assets 1,450,518.75 LONG TERM INVESTMENTS, at Fair Value Equity Securities 1,099,827.30 PROPERTY AND EQUIPMENT, at Cost Office Furniture and Equipment 548,536.11 Leasehold Improvements 460,953.93 Less: Accountlated Depreciation & Amortization (869,891.28) Total Property and Equipment 139,598.76 LONG TERM ASSETS Intangible Assets-REBC Designation 50,000.00 DEPOSITS 37,161.60 TOTAL ASSETS 2,777,106.41 LIABILITIES AND NET ASSETS CURRENT LIABILITIES ACCOUNTS Payable 167,840.66 Deferred Revenue - Membership 1,669,962.21 Deferred Revenue - Conferences 5,600.00 Note Payable - PPP Loan 516,265.00 Total Current Liabilities 2,606,257.83 LONG TERM LIABILITIES Deferred Rent Oligation 54,643.62 Deferred Rent Oligation 54,643.62 Deferred Tenant Allowance 26,420.76 Total Long Term Liabilities 2,687,322.21 NET ASSETS Net Assets, Beginning of Year (108,895.53) Current Year Activity 198,679.73 TOTAL NET ASSETS 89,784.20		998,422.59
Total Current Assets		340,742.63
LONG TERM INVESTMENTS, at Fair Value Equity Securities	Prepaid Expense	111,353.53
Equity Securities	Total Current Assets	1,450,518.75
PROPERTY AND EQUIPMENT, at Cost Office Furniture and Equipment 548,536.11 Leasehold Improvements 460,953.93 Less: Accumulated Depreciation & Amortization (869,891.28) Total Property and Equipment 139,598.76 LONG TERM ASSETS 111 Intangible Assets-REBC Designation 50,000.00 DEPOSITS 37,161.60 TOTAL ASSETS 2,777,106.41 LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 246,589.96 State and Local AHU Dues Payable 167,840.66 Deferred Revenue - Membership 1,669,962.21 Deferred Revenue - Conferences 5,600.00 Note Payable - PPP Loan 516,265.00 Total Current Liabilities 2,606,257.83 LONG TERM LIABILITIES 2,606,257.83 LONG TERM LIABILITIES 26,420.76 Total Long Term Liabilities 81,064.38 TOTAL LIABILITIES 2,687,322.21 NET ASSETS Net Assets, Beginning of Year (108,895.53) Current Year Activity 198,679.73 <td< td=""><td></td><td>1,099,827.30</td></td<>		1,099,827.30
Leasehold Improvements 460,953.93 Less: Accumulated Depreciation & Amortization (869,891.28) Total Property and Equipment 139,598.76 LONG TERM ASSETS Intangible Assets-REBC Designation 50,000.00 DEPOSITS 37,161.60 TOTAL ASSETS CURRENT LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 246,589.96 State and Local AHU Dues Payable 167,840.66 Deferred Revenue - Membership 1,669,962.21 Deferred Revenue - Conferences 5,600.00 Note Payable - PPP Loan 516,265.00 Total Current Liabilities 2,606,257.83 LONG TERM LIABILITIES 54,643.62 Deferred Rent Oligation 54,643.62 Deferred Tenant Allowance 26,420.76 Total Long Term Liabilities 81,064.38 TOTAL LIABILITIES 2,687,322.21 NET ASSETS Net Assets, Beginning of Year (108,895.53) Current Year Activity 198,679.73 TOTAL NET ASSETS 89,784.20	PROPERTY AND EQUIPMENT, at Cost	
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Total Property and Equipment 139,598.76 LONG TERM ASSETS Intangible Assets-REBC Designation 50,000.00 DEPOSITS 37,161.60 TOTAL ASSETS 2,777,106.41 LIABILITIES AND NET ASSETS CURRENT LIABILITIES Accounts Payable and Accrued Expenses 246,589.96 State and Local AHU Dues Payable 167,840.66 Deferred Revenue - Membership 1,669,962.21 Deferred Revenue - Conferences 5,600.00 Note Payable - PPP Loan 516,265.00 Total Current Liabilities 2,606,257.83 LONG TERM LIABILITIES 54,643.62 Deferred Rent Oligation 54,643.62 Deferred Tenant Allowance 26,420.76 Total Long Term Liabilities 81,064.38 TOTAL LIABILITIES 2,687,322.21 NET ASSETS Net Assets, Beginning of Year (108,895.53) Current Year Activity 198,679.73 TOTAL NET ASSETS 89,784.20	·	
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National Association of Health Underwriters Statement of Activities All Departments For the Three Months Ending March 31, 2021

	Year to date Actual	Year to date Budget	Annual Budget
REVENUE			
Dues Revenue Capitol Conference Annual Convention LPRT Program Advertising & Online Sponsorship Affinity Programs Prof Dev Programs & Certification Courses Principal's Council Miscellaneous	1,055,372 229,805 0 47,595 100,387 33,755 245,698 31,409 10,026	1,047,197 309,300 0 47,600 101,000 37,500 179,908 30,500 2,501	4,194,327 309,300 275,000 72,800 676,000 150,000 689,027 65,000 10,000
TOTAL REVENUE	1,754,047	1,755,506	6,441,454
EXPENSE			
Salaries, Taxes & Benefits BoT, Regions, Committees & Chapters Administrative Expenses Capitol Conference Annual Convention Office & Equip Rent, Maint & Depreciation Membership Recruitment, Retention & Invoicing ABS Magazine Chapter Development & LPRT Public Relations Prof Dev Programs & Certification Courses Lobbying, Coalitions & State Affairs	878,065 8,713 152,215 64,178 0 156,862 6,544 76,901 1,321 19,950 79,289 111,328	921,059 8,451 128,026 51,968 0 152,591 5,465 92,805 736 22,582 51,213 115,237	3,722,236 79,800 488,609 51,968 75,500 592,570 27,721 434,664 46,082 88,078 189,603 384,948
Total Expenses	1,555,366	1,550,133	6,181,779
INCREASE/DECREASE IN NET ASSETS	198,681	205,373	259,675