

# National Energy & Utility Affordability Coalition

## Budget Overview: FY 2021

|   | 2019 ACTUAL          | 2020 YTD             | 2020 Budget          | 2021 Budget                    | 2021 Budget                     | Notes               |
|---|----------------------|----------------------|----------------------|--------------------------------|---------------------------------|---------------------|
|   |                      |                      |                      | ONSITE<br>CONFERENCE<br>OPTION | VIRTUAL<br>CONFERENCE<br>OPTION |                     |
| <b>Income</b>                                     |                      |                      |                      |                                |                                 |                     |
| <b>4000 Event Revenue</b>                         |                      |                      |                      |                                |                                 |                     |
| 4001 Registrations                                | 340,459.37           | 52,647.80            | 355,000.00           | 272,368.00                     | 162,500.00                      | dn 20% vs. \$250 av |
| 4002 LAD  | 1,550.00             | 1,575.00             | 2,000.00             | -                              |                                 |                     |
| 4003 Exhibit Sales                                | 19,000.00            | 3,000.00             | 30,000.00            | 20,000.00                      | 6,000.00                        |                     |
| 4004 Advertising Sales                            | 2,000.00             | 250.00               | 2,000.00             | 2,000.00                       | -                               |                     |
| 4005 Scholarship Fund                             | 3,735.00             | 0.00                 | 3,250.00             | 3,735.00                       | -                               |                     |
| <b>Total 4000 Event Revenue</b>                   | <b>\$ 366,744.37</b> | <b>\$ 57,472.80</b>  | <b>\$ 392,250.00</b> | <b>\$ 298,103.00</b>           | <b>\$ 168,500.00</b>            |                     |
| <b>4100 Contributions, Contract, Grants</b>       |                      |                      |                      |                                |                                 |                     |
| 4104 General Contributions                        | 433,950.00           | 126,610.00           | 300,000.00           | 347,160.00                     | 347,160.00                      | dn 20%              |
| 4108 Foundation Grants                            | 25,000.00            | 5,000.00             |                      | -                              |                                 |                     |
| <b>Total 4100 Contributions, Contract, Grants</b> | <b>\$ 458,950.00</b> | <b>\$ 131,610.00</b> | <b>\$ 300,000.00</b> | <b>\$ 347,160.00</b>           | <b>\$ 347,160.00</b>            |                     |
| <b>4200 Membership</b>                            | <b>\$ 80,750.00</b>  | <b>\$ 109,950.00</b> | <b>\$ 125,000.00</b> | <b>\$ 110,198.00</b>           | <b>\$ 110,198.00</b>            | up 5%               |
| <b>4300 Reimbursements</b>                        | <b>\$ 1,095.19</b>   | <b>\$ 614.81</b>     | 0.00                 | -                              | -                               |                     |
| <b>4400 Earned Revenue</b>                        |                      |                      |                      |                                |                                 |                     |
| 4401 Interest Income                              | 1051.81              | 87.09                | 400.00               | 1,000.00                       | 1,000.00                        |                     |
| 4402 Bank Credit                                  | 277.91               | 46.27                | 240.00               | 250.00                         | 250.00                          |                     |
| <b>Total 4400 Earned Revenue</b>                  | <b>\$ 1,329.72</b>   | <b>\$ 133.36</b>     | <b>\$ 640.00</b>     | <b>\$ 1,250.00</b>             | <b>\$ 1,250.00</b>              |                     |
| <b>Total Income</b>                               | <b>\$ 908,869.28</b> | <b>\$ 299,780.97</b> | <b>\$ 817,890.00</b> | <b>\$ 756,711.00</b>           | <b>\$ 627,108.00</b>            |                     |
| <b>Expenses</b>                                   |                      |                      |                      |                                |                                 |                     |
| <b>6000 Salaries &amp; Related Benefits</b>       |                      |                      |                      |                                |                                 |                     |
| 6001 Salary                                       | 133,453.22           | 95,458.98            | 135,794.00           | 148,914.00                     | 148,914.00                      | up 4%, no intern    |
| 6002 Payroll Taxes                                | 66,321.71            | 49,739.78            | 68,000.00            | 65,974.00                      | 65,974.00                       |                     |
| 6003 Health Insurance                             | 32,573.56            | 26,174.22            | 40,000.00            | 40,439.00                      | 40,439.00                       | up 3%               |
| 6004 Transportation Benefits - EML                | 805.00               | 238.00               | 840.00               | 520.00                         | 520.00                          |                     |
| 6005 Transportation Benefits - KSM                | 1,279.01             | 307.22               | 1,400.00             | 520.00                         | 520.00                          |                     |
| 6006 Transportation Benefits Tax                  | 203.00               | 0.00                 | 203.00               | 0.00                           | 0.00                            |                     |
| <b>Total 6000 Salaries &amp; Related Benefits</b> | <b>\$ 234,635.50</b> | <b>\$ 171,918.20</b> | <b>\$ 246,237.00</b> | <b>\$ 256,367.00</b>           | <b>\$ 256,367.00</b>            |                     |

|   |                      |                      |                      | ONSITE               | VIRTUAL               |                        |
|---|----------------------|----------------------|----------------------|----------------------|-----------------------|------------------------|
|   |                      |                      |                      | CONFERENCE           | CONFERENCE            |                        |
|   |                      |                      |                      | OPTION               | OPTION                |                        |
|   | 2019 ACTUAL          | 2020 YTD             | 2020 Budget          | 2021 Budget          | 2021 Budget           | Notes                  |
| <b>6100 Contracted Services</b>             |                      |                      |                      |                      |                       |                        |
| 6101 Conference Management                  | 58,500.00            | 74,255.78            | 74,000.00            | 80,400.00            | 80,400.00             | per contract 2021      |
| 6102 IT & Systems Consultant                | 48,000.00            | 34,000.00            | 48,000.00            | 72,000.00            | 72,000.00             | up 10 hrs per mo       |
| 6103 Contractors - All Other                | 333.00               | 10,310.80            | 8,000.00             | 8,000.00             | 8,000.00              |                        |
| 6106 Payroll Service                        | 1,501.82             | 1,000.11             | 1,400.00             | 715.00               | 715.00                |                        |
| 6107 Expenses - Conference Planner          | 6,015.01             | 105.88               | 10,000.00            | 5,000.00             | 1,500.00              |                        |
| 6108 Expenses - IT & Systems Consultant     |                      | 0.00                 | 1,500.00             | 1,500.00             | 1,000.00              |                        |
| 6109 Expenses - Other                       |                      | 0.00                 |                      |                      |                       |                        |
| <b>Total 6100 Contracted Services</b>       | <b>\$ 114,349.83</b> | <b>\$ 119,672.57</b> | <b>\$ 142,900.00</b> | <b>\$ 167,615.00</b> | <b>\$ 163,615.00</b>  |                        |
| <b>6200 Activities and Operations</b>       |                      |                      |                      |                      |                       |                        |
| 6201 Office-Admin Exp (to be "Equipment")   | 1,769.36             | 983.95               | 2,000.00             | 500.00               | 500.00                |                        |
| 6202 Insurance                              | 4,829.24             | 4,293.22             | 4,000.00             | 5,500.00             | 5,500.00              |                        |
| 6203 Tech Subscriptions/Service Fees        | 10,601.83            | 14,071.35            | 5,000.00             | 18,701.00            | 18,701.00             | Added Voter Voice      |
| 6204 Audit Expense                          | 8,920.79             | 331.00               | 10,000.00            | 10,000.00            | 10,000.00             | incl 990               |
| 6205 Bank Fees*                             | 5,126.20             | 3,124.18             | 8,000.00             | 5,188.00             | 5,188.00              |                        |
| 6206 Materials and Supplies                 | 1,545.19             | 1,788.24             |                      | 1000.00              | 1000.00               |                        |
| 6207 Travel                                 | 25,321.34            | 4,964.71             | 18,000.00            | 3000.00              | 2000.00               |                        |
| 6208 Occupancy                              | 12,000.00            | 10,479.00            | 18,000.00            | 16000.00             | 16000.00              | one office, one cu     |
| <b>Total 6200 Activities and Operations</b> | <b>\$ 70,113.95</b>  | <b>\$ 40,035.65</b>  | <b>\$ 65,000.00</b>  | <b>\$ 59,889.00</b>  | <b>\$ 58,889.00</b>   |                        |
| <b>6300 Event Expenses</b>                  |                      |                      |                      |                      |                       |                        |
| 6310 Annual Conference                      |                      |                      |                      |                      |                       |                        |
| 6311 Planning Meeting                       | 11,974.37            | 5,545.00             |                      | 0                    | 0                     |                        |
| 6312 Hotel Expenses - Conference            | 3,963.66             | 0.00                 | 4,000.00             | 29870.00             | 154861.00             | attrition/cancellation |
| 6314 Conference Mgmt                        | 8,809.95             | 838.00               | 9,000.00             | 0                    | 0                     |                        |
| 6316 Mailing and Printing - Conference      | 3,392.45             | 0.00                 | 3,250.00             | 3392.00              | 0.00                  |                        |
| 6317 Conference - CLE                       | 562.15               | 0.00                 | 500.00               | 565.00               | 0.00                  |                        |
| 6319 Presenters                             | 7,871.74             | 10,500.00            | 10,000.00            | 13683.00             | 12000.00              | M.D. was \$20K         |
| 6320 A/V                                    | 38,749.45            | 12,500.00            | 40,000.00            | 38750.00             | 0.00                  |                        |
| 6321 Food and Beverage                      | 152,642.37           | 0.00                 | 150,000.00           | 132142.00            | 0.00                  |                        |
| 6322 Receptions                             | 58,121.04            | 0.00                 | 50,000.00            | 33621.00             | 0.00                  |                        |
| 6323 Registration Software*                 | 12,378.48            | 10,449.34            | 19,000.00            | 18752.00             | 25000.00              | reg/platform           |
| <b>Total 6310 Annual Conference</b>         | <b>\$ 298,465.66</b> | <b>\$ 39,832.34</b>  | <b>\$ 285,750.00</b> | <b>\$ 270,775.00</b> | <b>\$ 191,861.00</b>  |                        |
| 6350 LIHEAP Action                          | 8,767.16             | 6,228.85             | 10,000.00            | 1065.00              | 1200.00               |                        |
| 6360 Board Meetings                         | 12,567.91            | 0.00                 | 1,000.00             | 1000.00              | 1000.00               |                        |
| 6351 Hotel Expense - LIHEAP Action Day      | 3,387.63             | 5,144.66             |                      | 0                    | 0                     |                        |
| 6375 Utility Summit                         | 15,639.46            | 0.00                 |                      | 0                    | 0                     |                        |
| <b>Total 6300 Event Expenses</b>            | <b>\$ 338,827.82</b> | <b>\$ 51,205.85</b>  | <b>\$ 295,750.00</b> | <b>\$ 272,840.00</b> | <b>\$ 194,061.00</b>  |                        |
| <b>Total Expenses</b>                       | <b>\$ 749,824.50</b> |                      | <b>\$ 749,887.00</b> | <b>\$ 756,711.00</b> | <b>\$ 672,932.00</b>  |                        |
| <b>Net Operating Income</b>                 | <b>\$ 159,044.78</b> |                      | <b>\$ 68,003.00</b>  | <b>\$ -</b>          | <b>\$ (45,824.00)</b> |                        |
| <b>Net Income</b>                           | <b>\$ 159,044.78</b> |                      | <b>\$ 68,003.00</b>  | <b>\$ -</b>          | <b>\$ (45,824.00)</b> |                        |

\*2019 credit card fees \$15,397.37