

**National Energy & Utility Affordability Coalition
Budget Overview: FY 2022**

**ONSITE
CONFERENCE**

	2019 ACTUAL	2020 ACTUAL	2021 YTD	2021 Budget	2022 Budget	Notes
Income						
4000 Event Revenue						
4001 Registrations	340,459.37	54,366.80	82,887.32	162,500.00	280,000.00	560x500attendees
4002 LAD	1,550.00	1,575.00	4,275.00		3,975.00	199x15 paid attendees, 99x10
4003 Exhibit Sales	19,000.00	0.00	13,000.00	6,000.00	10,000.00	
4004 Advertising Sales	2,000.00	0.00	0.00	-	1,000.00	
4005 Scholarship Fund	3,735.00	0.00		-	2,500.00	
Total 4000 Event Revenue	\$ 366,744.37	\$ 55,941.80	\$ 100,162.32	\$ 168,500.00	\$ 297,475.00	
4100 Contributions, Contract, Grants						
4104 General Contributions	433,950.00	409,732.30	158,020.00	347,160.00	430,218.92	5% inc is goal
4105 Combined Federal Campaign			243.48		250.00	
4108 Foundation Grants	25,000.00	10,000.00	0.00	-	-	
Total 4100 Contributions, Contract, Grants	\$ 458,950.00	\$ 419,732.30	\$ 158,263.48	\$ 347,160.00	\$ 430,468.92	

4200 Membership	\$ 80,750.00	\$ 110,050.00	\$ 119,600.00	\$ 110,198.00	\$ 120,000.00	230 members goal
4300 Reimbursements	\$ 1,095.19	\$ 614.81	\$ -	-	-	
4400 Earned Revenue						
4401 Interest Income	1051.81	97.60	16.77	1,000.00	25.00	
4402 Bank Credit	277.91	98.60	61.21	250.00	75.00	
Total 4400 Earned Revenue	\$ 1,329.72	\$ 196.20	\$ 77.98	\$ 1,250.00	\$ 100.00	
Total Income	\$ 908,869.28	\$ 586,535.11	\$ 378,103.78	\$ 627,108.00	\$ 848,043.92	
Expenses						
6000 Salaries & Related Benefits						
6001 Salary	133,453.22	141,622.30	103,703.14	148,914.00	149,542.32	216728 equals 136728 plus 80K
6002 Payroll Taxes	66,321.71	78,823.05	58,908.76	65,974.00	67,185.68	
6003 Health Insurance	32,573.56	40,094.98	31,882.47	40,439.00	77,280.00	74400 if both emps FC HC
6007 Dental/Vision Insurance						
6004 Transportation Benefits - OD	805.00	238.00	14.00	520.00	100.00	
6005 Transportation Benefits - ED	1,490.85	307.22	121.14	520.00	100.00	

6006 Transportation Tax	203.00	-203.00	0.00	0.00	0	
6008 Retirement					8,669.00	
6009 Matching Retirement						
Change in Balance of Accrued Vacation	(8,314.44)	2,507.95			0.00	
Total 6000 Salaries & Related Benefits	\$ 234,847.34	\$ 260,882.55	\$ 194,629.51	\$ 256,367.00	\$ 302,877.00	
6100 Contracted Services						
6101 Conference Management	58,500.00	79,255.78	59,635.27	80,400.00	83,616.00	4% COLA
6102 IT & Systems Consultant	48,000.00	58,000.00	64,000.00	72,000.00	78,000.00	30 hrs/wk x \$50/hr
6103 Contractors - All Other	333.00	15,879.80	5,941.50	8,000.00	8,000.00	attorney, graphics designer, etc.
6106 Payroll Service	1,501.82	1,534.35	1,227.22	715.00	1,637.00	
6107 Expenses - Conference Planner	6,015.01	105.88	0.00	5,000.00	5,000.00	
6108 Expenses -		0.00	0.00	1,500.00	1,500.00	
6109 Expenses - Other		0.00	0.00			
Total 6100 Contracted Services	\$ 114,349.83	\$ 154,775.81	\$ 130,803.99	\$ 167,615.00	\$ 177,753.00	

6200 Activities and Operations						
6201 Office-Equipment	1,769.36	2,273.25	5,275.92	500.00	1,500.00	in case Ops Dir needs anything
6202 Insurance	4,829.24	4,543.39	3,556.68	5,500.00	5,500.00	
6203 Tech Subscriptions/Service Fees	10,601.83	17,143.78	11,885.45	18,701.00	15,000.00	Zoom, Neon, etc.
6204 Audit Expense	8,920.79	9,431.00	8,180.00	10,000.00	10,000.00	incl 990
6205 Bank Fees*	5,126.20	4,234.94	2,191.77	5,188.00	4,000.00	
6206 Materials and Supplies	1,545.19	1,828.91	205.45	1000.00	1000.00	
6207 Travel	25,321.34	5,559.71	3,148.95	3000.00	3800.00	
6208 Occupancy	12,000.00	16,467.00	8,497.00	16000.00	12360.00	
6209 Professional Development					1200.00	
Total 6200 Activities and Operations	\$ 70,113.95	\$ 61,481.98	\$ 42,941.22	\$ 59,889.00	\$ 54,360.00	
6300 Event Expenses						
6310 Annual Conference						
6311 Planning Meeting	11,974.37	5,545.00	0.00	0	0	
6312 Hotel Expenses - Conference	3,963.66	0.00	0.00	29870.00	4000.00	
6314 Conference Mgmt	8,809.95	838.00	4,795.00	0	7000.00	

6316 Mailing and Printing - Conference	3,392.45	0.00	0.00	3392.00	3500.00	
6317 Conference - CLE	562.15	0.00	0.00	565.00	565.00	
6319 Presenters	7,871.74	10,500.00	5,000.00	13683.00	10000.00	
6320 A/V	38,749.45	25,000.00	27,100.00	38750.00	40000.00	
6321 Food and Beverage	152,642.37	0.00	0.00	132142.00	160000.00	
6322	58,121.04	0.00	0.00	33621.00	60000.00	
6323 Registration Software	12,378.48	13,636.34	5,622.65	18752.00	15000.00	
Total 6310 Annual Conference	\$ 298,465.66	\$ 55,519.34	\$ 42,517.65	\$ 270,775.00	\$ 300,065.00	
6350 LIHEAP Action	8,767.16	10,816.95	65.00	1065.00	10000.00	
6360 Board Meetings	12,567.91	1,034.20	0.00	1000.00	1000.00	
6351 Hotel Expense - LIHEAP Action Day	3,387.63	5,144.66	0.00	0	0	
6375 Utility Summit	15,639.46	0.00	0.00	0	0	
Total 6300 Event Expenses	\$ 338,827.82	\$ 72,515.15	\$ 42,582.65	\$ 272,840.00	\$ 311,065.00	
6400 Grant Expense	\$ -	\$ 0.00	\$ 500.00	\$ 0.00	0	
Total Expenses	\$ 749,824.50	\$ 559,943.44	\$ 411,457.37	\$ 756,711.00	\$ 846,055.00	
Net Operating Income	\$ 159,044.78	\$ 26,591.67	\$ 33,353.59	-\$ 129,603.00	\$ 1,988.92	
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