

# National Energy & Utility Affordability Coalition

## Balance Sheet

As of December 31, 2020

	TOTAL	
	AS OF DEC 31, 2020	AS OF DEC 31, 2019 (PP)
<b>ASSETS</b>		
Current Assets		
Bank Accounts		
493000 Arlington Credit Union	188,166.27	78,215.18
493001 Arlington Credit Union Savings	85,870.50	5.00
494000 SunTrust Checking	248,327.38	522,661.62
494001 SunTrust Money Market	251,883.27	251,300.47
495000 Petty Cash	0.00	0.00
<b>Total Bank Accounts</b>	<b>\$774,247.42</b>	<b>\$852,182.27</b>
Accounts Receivable		
2050 Accounts Receivable (A/R)	0.00	0.00
496000 Grants Receivable (A/R)	161,500.00	113,000.00
<b>Total Accounts Receivable</b>	<b>\$161,500.00</b>	<b>\$113,000.00</b>
Other Current Assets		
1298 Prepaid Expenses	6,000.00	22,757.00
1299 Undeposited Funds	34,007.25	0.00
<b>Total Other Current Assets</b>	<b>\$40,007.25</b>	<b>\$22,757.00</b>
<b>Total Current Assets</b>	<b>\$975,754.67</b>	<b>\$987,939.27</b>
<b>TOTAL ASSETS</b>	<b>\$975,754.67</b>	<b>\$987,939.27</b>
<b>LIABILITIES AND EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable		
2010 Grants Payable	0.00	0.00
2040 Accounts Payable (A/P)	855.62	23,914.84
<b>Total Accounts Payable</b>	<b>\$855.62</b>	<b>\$23,914.84</b>
Other Current Liabilities		
2000 Deferred Event Revenue	1,500.00	6,375.00
2020 Accrued Vacation	9,376.93	6,868.98
2030 Deferred Membership Revenue	48,850.00	62,200.00
<b>Total Other Current Liabilities</b>	<b>\$59,726.93</b>	<b>\$75,443.98</b>
<b>Total Current Liabilities</b>	<b>\$60,582.55</b>	<b>\$99,358.82</b>
<b>Total Liabilities</b>	<b>\$60,582.55</b>	<b>\$99,358.82</b>
Equity		
1297 Net assets with donor restrictions - time	207,500.00	138,000.00
3001 Opening Bal Equity	242,405.60	242,405.60
3010 Unrestrict (retained earnings)	438,674.85	508,174.85
Net Income	26,591.67	
<b>Total Equity</b>	<b>\$915,172.12</b>	<b>\$888,580.45</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$975,754.67</b>	<b>\$987,939.27</b>

# National Energy & Utility Affordability Coalition

## Profit and Loss

January - December 2020

	TOTAL	
	JAN - DEC 2020	JAN - DEC 2019 (PP)
<b>Income</b>		
4000 Event Revenue		
4001 Registrations	54,366.80	340,459.37
4002 LAD	1,575.00	1,550.00
4003 Exhibit Sales	0.00	19,000.00
4004 Advertising Sales	0.00	2,000.00
4005 Scholarship Fund		3,735.00
<b>Total 4000 Event Revenue</b>	<b>55,941.80</b>	<b>366,744.37</b>
4100 Contributions, Contract, Grants		
4104 General Contributions	409,732.30	433,950.00
4108 Foundation Grants	10,000.00	25,000.00
<b>Total 4100 Contributions, Contract, Grants</b>	<b>419,732.30</b>	<b>458,950.00</b>
4200 Membership	110,050.00	80,750.00
4300 Reimbursements	614.81	1,095.19
4400 Earned Revenue		
4401 Interest Income	97.60	1,051.81
4402 Bank Credit	98.60	277.91
<b>Total 4400 Earned Revenue</b>	<b>196.20</b>	<b>1,329.72</b>
<b>Total Income</b>	<b>\$586,535.11</b>	<b>\$908,869.28</b>
<b>GROSS PROFIT</b>	<b>\$586,535.11</b>	<b>\$908,869.28</b>
<b>Expenses</b>		
6000 Salaries & Related Benefits		
6001 Salary	141,622.30	133,453.22
6002 Payroll Taxes	78,823.05	66,321.71
6003 Health Insurance	40,094.98	32,573.56
6004 Transportation Benefits - EML	238.00	805.00
6005 Transportation Benefits - KSM	307.22	1,490.85
6006 Transportation Benefits Tax	-203.00	203.00
<b>Total 6000 Salaries &amp; Related Benefits</b>	<b>260,882.55</b>	<b>234,847.34</b>
6008 Change in Balance of Accrued Vacation	2,507.95	-8,314.44
6100 Contracted Services		
6101 Conference Management	79,255.78	58,500.00
6102 IT & Systems Consultant	58,000.00	48,000.00
6103 Contractors - All Other	15,879.80	333.00
6106 Payroll Service	1,534.35	1,501.82
6107 Expenses - Conference Planner	105.88	6,015.01
<b>Total 6100 Contracted Services</b>	<b>154,775.81</b>	<b>114,349.83</b>

# National Energy & Utility Affordability Coalition

## Profit and Loss

January - December 2020

	TOTAL	
	JAN - DEC 2020	JAN - DEC 2019 (PP)
6200 Activities and Operations		
6201 Office-Admin Exp	2,273.25	1,769.36
6202 Insurance	4,543.39	4,829.24
6203 Tech Subscriptions/Service Fees	17,143.78	10,601.83
6204 Audit Expense	9,431.00	8,920.79
6205 Bank Fees	4,234.94	5,126.20
6206 Materials and Supplies	1,828.91	1,545.19
6207 Travel	5,559.71	25,321.34
6208 Occupancy	16,467.00	12,000.00
<b>Total 6200 Activities and Operations</b>	<b>61,481.98</b>	<b>70,113.95</b>
6300 Event Expenses		
6310 Annual Conference		
6311 Planning Meeting	5,545.00	11,974.37
6312 Hotel Expenses - Conference		3,963.66
6314 Conference Mgmt	838.00	8,809.95
6316 Mailing and Printing - Conference		3,392.45
6317 Conference - CLE		562.15
6319 Presenters	10,500.00	7,871.74
6320 A/V	25,000.00	38,749.45
6321 Food and Beverage		152,642.37
6322 Receptions		58,121.04
6323 Cvent/Eventbrite Fees	13,636.34	12,378.48
<b>Total 6310 Annual Conference</b>	<b>55,519.34</b>	<b>298,465.66</b>
6350 LIHEAP Action	10,816.95	8,767.16
6351 Hotel Expense - LIHEAP Action Day	5,144.66	3,387.63
<b>Total 6350 LIHEAP Action</b>	<b>15,961.61</b>	<b>12,154.79</b>
6360 Board Meetings	1,034.20	12,567.91
6375 Utility Summit		15,639.46
<b>Total 6300 Event Expenses</b>	<b>72,515.15</b>	<b>338,827.82</b>
6400 Grant Expense	7,780.00	
<b>Total Expenses</b>	<b>\$559,943.44</b>	<b>\$749,824.50</b>
NET OPERATING INCOME	<b>\$26,591.67</b>	<b>\$159,044.78</b>
NET INCOME	<b>\$26,591.67</b>	<b>\$159,044.78</b>

# National Energy & Utility Affordability Coalition

Budget vs. Actuals: FY\_2020 - FY20 P&L

January - December 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
4000 Event Revenue				
4001 Registrations	54,366.80	355,000.00	-300,633.20	15.31 %
4002 LAD	1,575.00	2,000.00	-425.00	78.75 %
4003 Exhibit Sales	0.00	30,000.00	-30,000.00	0.00 %
4004 Advertising Sales	0.00	2,000.00	-2,000.00	0.00 %
4005 Scholarship Fund		3,250.00	-3,250.00	
<b>Total 4000 Event Revenue</b>	<b>55,941.80</b>	<b>392,250.00</b>	<b>-336,308.20</b>	<b>14.26 %</b>
4100 Contributions, Contract, Grants				
4104 General Contributions	409,732.30	300,000.00	109,732.30	136.58 %
4108 Foundation Grants	10,000.00		10,000.00	
<b>Total 4100 Contributions, Contract, Grants</b>	<b>419,732.30</b>	<b>300,000.00</b>	<b>119,732.30</b>	<b>139.91 %</b>
4200 Membership	110,050.00	125,000.00	-14,950.00	88.04 %
4300 Reimbursements	614.81		614.81	
4400 Earned Revenue				
4401 Interest Income	97.60	400.00	-302.40	24.40 %
4402 Bank Credit	98.60	240.00	-141.40	41.08 %
<b>Total 4400 Earned Revenue</b>	<b>196.20</b>	<b>640.00</b>	<b>-443.80</b>	<b>30.66 %</b>
<b>Total Income</b>	<b>\$586,535.11</b>	<b>\$817,890.00</b>	<b>\$ -231,354.89</b>	<b>71.71 %</b>
<b>GROSS PROFIT</b>	<b>\$586,535.11</b>	<b>\$817,890.00</b>	<b>\$ -231,354.89</b>	<b>71.71 %</b>
<b>Expenses</b>				
6000 Salaries & Related Benefits				
6001 Salary	141,622.30	135,794.00	5,828.30	104.29 %
6002 Payroll Taxes	78,823.05	68,000.00	10,823.05	115.92 %
6003 Health Insurance	40,094.98	40,000.00	94.98	100.24 %
6004 Transportation Benefits - EML	238.00	840.00	-602.00	28.33 %
6005 Transportation Benefits - KSM	307.22	1,400.00	-1,092.78	21.94 %
6006 Transportation Benefits Tax	-203.00	203.00	-406.00	-100.00 %
<b>Total 6000 Salaries &amp; Related Benefits</b>	<b>260,882.55</b>	<b>246,237.00</b>	<b>14,645.55</b>	<b>105.95 %</b>
6008 Change in Balance of Accrued Vacation	2,507.95		2,507.95	
6100 Contracted Services				
6101 Conference Management	79,255.78	74,000.00	5,255.78	107.10 %
6102 IT & Systems Consultant	58,000.00	48,000.00	10,000.00	120.83 %
6103 Contractors - All Other	15,879.80	8,000.00	7,879.80	198.50 %
6106 Payroll Service	1,534.35	1,400.00	134.35	109.60 %
6107 Expenses - Conference Planner	105.88	10,000.00	-9,894.12	1.06 %
6108 Expenses - IT & Systems Consultant		1,500.00	-1,500.00	
<b>Total 6100 Contracted Services</b>	<b>154,775.81</b>	<b>142,900.00</b>	<b>11,875.81</b>	<b>108.31 %</b>
6200 Activities and Operations				
6201 Office-Admin Exp	2,273.25	2,000.00	273.25	113.66 %
6202 Insurance	4,543.39	4,000.00	543.39	113.58 %

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Budget vs. Actuals: FY\_2020 - FY20 P&L

January - December 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
6203 Tech Subscriptions/Service Fees	17,143.78	5,000.00	12,143.78	342.88 %
6204 Audit Expense	9,431.00	10,000.00	-569.00	94.31 %
6205 Bank Fees	4,234.94	8,000.00	-3,765.06	52.94 %
6206 Materials and Supplies	1,828.91		1,828.91	
6207 Travel	5,559.71	18,000.00	-12,440.29	30.89 %
6208 Occupancy	16,467.00	18,000.00	-1,533.00	91.48 %
<b>Total 6200 Activities and Operations</b>	<b>61,481.98</b>	<b>65,000.00</b>	<b>-3,518.02</b>	<b>94.59 %</b>
6300 Event Expenses				
6310 Annual Conference				
6311 Planning Meeting	5,545.00		5,545.00	
6312 Hotel Expenses - Conference		4,000.00	-4,000.00	
6314 Conference Mgmt	838.00	9,000.00	-8,162.00	9.31 %
6316 Mailing and Printing - Conference		3,250.00	-3,250.00	
6317 Conference - CLE		500.00	-500.00	
6319 Presenters	10,500.00	10,000.00	500.00	105.00 %
6320 A/V	25,000.00	40,000.00	-15,000.00	62.50 %
6321 Food and Beverage		150,000.00	-150,000.00	
6322 Receptions		50,000.00	-50,000.00	
6323 Cvent/Eventbrite Fees	13,636.34	19,000.00	-5,363.66	71.77 %
<b>Total 6310 Annual Conference</b>	<b>55,519.34</b>	<b>285,750.00</b>	<b>-230,230.66</b>	<b>19.43 %</b>
6350 LIHEAP Action	10,816.95	10,000.00	816.95	108.17 %
6351 Hotel Expense - LIHEAP Action Day	5,144.66		5,144.66	
<b>Total 6350 LIHEAP Action</b>	<b>15,961.61</b>	<b>10,000.00</b>	<b>5,961.61</b>	<b>159.62 %</b>
6360 Board Meetings	1,034.20	710.56	323.64	145.55 %
<b>Total 6300 Event Expenses</b>	<b>72,515.15</b>	<b>296,460.56</b>	<b>-223,945.41</b>	<b>24.46 %</b>
6400 Grant Expense	7,780.00		7,780.00	
<b>Total Expenses</b>	<b>\$559,943.44</b>	<b>\$750,597.56</b>	<b>\$ -190,654.12</b>	<b>74.60 %</b>
NET OPERATING INCOME	<b>\$26,591.67</b>	<b>\$67,292.44</b>	<b>\$ -40,700.77</b>	<b>39.52 %</b>
NET INCOME	<b>\$26,591.67</b>	<b>\$67,292.44</b>	<b>\$ -40,700.77</b>	<b>39.52 %</b>