

# National Energy & Utility Affordability Coalition

## BUDGET VS. ACTUALS: FY\_2020 - FY20 P&L

January - October 31 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
4000 Event Revenue				
4001 Registrations	53,680.80	355,000.00	-301,319.20	15.12 %
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>55,255.80</b>	<b>392,250.00</b>	<b>-336,994.20</b>	<b>14.09 %</b>
4100 Contributions, Contract, Grants				
4104 General Contributions	320,110.00	300,000.00	20,110.00	106.70 %
4108 Foundation Grants	10,000.00		10,000.00	
<b>Total 4100 Contributions, Contract, Grants</b>	<b>330,110.00</b>	<b>300,000.00</b>	<b>30,110.00</b>	<b>110.04 %</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	93.41	400.00	-306.59	23.35 %
4402 Bank Credit	69.19	240.00	-170.81	28.83 %
<b>Total 4400 Earned Revenue</b>	<b>162.60</b>	<b>640.00</b>	<b>-477.40</b>	<b>25.41 %</b>
<b>Total Income</b>	<b>\$496,193.21</b>	<b>\$817,890.00</b>	<b>\$ -321,696.79</b>	<b>60.67 %</b>
<b>GROSS PROFIT</b>	<b>\$496,193.21</b>	<b>\$817,890.00</b>	<b>\$ -321,696.79</b>	<b>60.67 %</b>
<b>Expenses</b>				
6000 Salaries & Related Benefits				
6001 Salary	118,263.73	135,794.00	-17,530.27	87.09 %
6002 Payroll Taxes	65,670.98	68,000.00	-2,329.02	96.57 %
6003 Health Insurance	33,134.60	40,000.00	-6,865.40	82.84 %
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	
<b>Total 6000 Salaries &amp; Related Benefits</b>	<b>217,614.53</b>	<b>246,237.00</b>	<b>-28,622.47</b>	<b>88.38 %</b>
6100 Contracted Services				
6101 Conference Management	74,255.78	74,000.00	255.78	100.35 %
6102 IT & Systems Consultant	58,000.00	48,000.00	10,000.00	120.83 %
6103 Contractors - All Other	11,401.80	8,000.00	3,401.80	142.52 %
6106 Payroll Service	1,296.91	1,400.00	-103.09	92.64 %
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>145,060.37</b>	<b>142,900.00</b>	<b>2,160.37</b>	<b>101.51 %</b>
6200 Activities and Operations				
6201 Office-Admin Exp	2,238.25	2,000.00	238.25	111.91 %
6202 Insurance	4,377.07	4,000.00	377.07	109.43 %
6203 Tech Subscriptions/Service Fees	15,223.06	5,000.00	10,223.06	304.46 %

# National Energy & Utility Affordability Coalition

BUDGET VS. ACTUALS: FY\_2020 - FY20 P&L

January - October 31 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
6204 Audit Expense	9,431.00	10,000.00	-569.00	94.31 %
6205 Bank Fees	3,338.45	8,000.00	-4,661.55	41.73 %
6206 Materials and Supplies	1,802.01		1,802.01	
6207 Travel	5,559.71	18,000.00	-12,440.29	30.89 %
6208 Occupancy	14,970.00	18,000.00	-3,030.00	83.17 %
<b>Total 6200 Activities and Operations</b>	<b>56,939.55</b>	<b>65,000.00</b>	<b>-8,060.45</b>	<b>87.60 %</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	6,228.85	10,000.00	-3,771.15	62.29 %
6351 Hotel Expense - LIHEAP Action Day	5,144.66		5,144.66	
<b>Total 6350 LIHEAP Action</b>	<b>11,373.51</b>	<b>10,000.00</b>	<b>1,373.51</b>	<b>113.74 %</b>
6360 Board Meetings		710.56	-710.56	
<b>Total 6300 Event Expenses</b>	<b>66,892.85</b>	<b>296,460.56</b>	<b>-229,567.71</b>	<b>22.56 %</b>
6400 Grant Expense	7,780.00		7,780.00	
<b>Total Expenses</b>	<b>\$494,287.30</b>	<b>\$750,597.56</b>	<b>\$ -256,310.26</b>	<b>65.85 %</b>
NET OPERATING INCOME	<b>\$1,905.91</b>	<b>\$67,292.44</b>	<b>\$ -65,386.53</b>	<b>2.83 %</b>
NET INCOME	<b>\$1,905.91</b>	<b>\$67,292.44</b>	<b>\$ -65,386.53</b>	<b>2.83 %</b>

# National Energy & Utility Affordability Coalition

BUDGET VS. ACTUALS: FY\_2020 - FY20 P&L

January - Nov 23 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	1,500.00	30,000.00	-28,500.00	5.00 %
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>57,441.80</b>	<b>392,250.00</b>	<b>-334,808.20</b>	<b>14.64 %</b>
4100 Contributions, Contract, Grants				
4104 General Contributions	370,110.00	300,000.00	70,110.00	123.37 %
4108 Foundation Grants	10,000.00		10,000.00	
<b>Total 4100 Contributions, Contract, Grants</b>	<b>380,110.00</b>	<b>300,000.00</b>	<b>80,110.00</b>	<b>126.70 %</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	93.41	400.00	-306.59	23.35 %
4402 Bank Credit	82.20	240.00	-157.80	34.25 %
<b>Total 4400 Earned Revenue</b>	<b>175.61</b>	<b>640.00</b>	<b>-464.39</b>	<b>27.44 %</b>
<b>Total Income</b>	<b>\$548,392.22</b>	<b>\$817,890.00</b>	<b>\$ -269,497.78</b>	<b>67.05 %</b>
<b>GROSS PROFIT</b>	<b>\$548,392.22</b>	<b>\$817,890.00</b>	<b>\$ -269,497.78</b>	<b>67.05 %</b>
<b>Expenses</b>				
6000 Salaries & Related Benefits				
6001 Salary	123,964.92	135,794.00	-11,829.08	91.29 %
6002 Payroll Taxes	68,857.22	68,000.00	857.22	101.26 %
6003 Health Insurance	36,614.79	40,000.00	-3,385.21	91.54 %
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>229,779.15</b>	<b>246,237.00</b>	<b>-16,457.85</b>	<b>93.32 %</b>
6100 Contracted Services				
6101 Conference Management	79,255.78	74,000.00	5,255.78	107.10 %
6102 IT & Systems Consultant	52,000.00	48,000.00	4,000.00	108.33 %
6103 Contractors - All Other	11,401.80	8,000.00	3,401.80	142.52 %
6106 Payroll Service	1,356.27	1,400.00	-43.73	96.88 %
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>144,119.73</b>	<b>142,900.00</b>	<b>1,219.73</b>	<b>100.85 %</b>
6200 Activities and Operations				
6201 Office-Admin Exp	2,238.25	2,000.00	238.25	111.91 %
6202 Insurance	4,377.07	4,000.00	377.07	109.43 %
6203 Tech Subscriptions/Service Fees	15,415.12	5,000.00	10,415.12	308.30 %

# National Energy & Utility Affordability Coalition

BUDGET VS. ACTUALS: FY\_2020 - FY20 P&L

January - Nov 23 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
6204 Audit Expense	9,431.00	10,000.00	-569.00	94.31 %
6205 Bank Fees	3,452.48	8,000.00	-4,547.52	43.16 %
6206 Materials and Supplies	1,802.01		1,802.01	
6207 Travel	5,559.71	18,000.00	-12,440.29	30.89 %
6208 Occupancy	14,970.00	18,000.00	-3,030.00	83.17 %
<b>Total 6200 Activities and Operations</b>	<b>57,245.64</b>	<b>65,000.00</b>	<b>-7,754.36</b>	<b>88.07 %</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	6,228.85	10,000.00	-3,771.15	62.29 %
6351 Hotel Expense - LIHEAP Action Day	5,144.66		5,144.66	
<b>Total 6350 LIHEAP Action</b>	<b>11,373.51</b>	<b>10,000.00</b>	<b>1,373.51</b>	<b>113.74 %</b>
6360 Board Meetings		710.56	-710.56	
<b>Total 6300 Event Expenses</b>	<b>66,892.85</b>	<b>296,460.56</b>	<b>-229,567.71</b>	<b>22.56 %</b>
6400 Grant Expense	7,780.00		7,780.00	
<b>Total Expenses</b>	<b>\$505,817.37</b>	<b>\$750,597.56</b>	<b>\$ -244,780.19</b>	<b>67.39 %</b>
NET OPERATING INCOME	<b>\$42,574.85</b>	<b>\$67,292.44</b>	<b>\$ -24,717.59</b>	<b>63.27 %</b>
NET INCOME	<b>\$42,574.85</b>	<b>\$67,292.44</b>	<b>\$ -24,717.59</b>	<b>63.27 %</b>