

National Energy & Utility Affordability Coalition

Profit and Loss Comparison

January - September, 2021

	TOTAL	
	JAN - SEP, 2021	JAN - SEP, 2020 (PY)
Income		
4000 Event Revenue		
4001 Registrations	82,887.32	53,631.80
4002 LAD	4,275.00	1,575.00
4003 Exhibit Sales	13,000.00	3,000.00
4004 Advertising Sales		250.00
Total 4000 Event Revenue	100,162.32	58,456.80
4100 Contributions, Contract, Grants		
4104 General Contributions	158,020.00	229,110.00
4105 Combined Federal Campaign	243.48	
4108 Foundation Grants		10,000.00
Total 4100 Contributions, Contract, Grants	158,263.48	239,110.00
4200 Membership	119,600.00	110,050.00
4300 Reimbursements		614.81
4400 Earned Revenue		
4401 Interest Income	16.77	91.28
4402 Bank Credit	61.21	61.53
Total 4400 Earned Revenue	77.98	152.81
Total Income	\$378,103.78	\$408,384.42
GROSS PROFIT	\$378,103.78	\$408,384.42
Expenses		
6000 Salaries & Related Benefits		
6001 Salary	103,703.14	106,861.35
6002 Payroll Taxes	58,908.76	59,298.50
6003 Health Insurance	31,882.47	29,654.41
6004 Transportation Benefits - EML	14.00	238.00
6005 Transportation Benefits - KSM	121.14	307.22
Total 6000 Salaries & Related Benefits	194,629.51	196,359.48
6100 Contracted Services		
6101 Conference Management	59,635.27	74,255.78
6102 IT & Systems Consultant	64,000.00	46,000.00
6103 Contractors - All Other	5,941.50	11,401.80
6106 Payroll Service	1,227.22	1,178.19
6107 Expenses - Conference Planner		105.88
Total 6100 Contracted Services	130,803.99	132,941.65
6200 Activities and Operations		
6201 Office-Admin Exp	5,275.92	2,238.25
6202 Insurance	3,556.68	4,377.07
6203 Tech Subscriptions/Service Fees	11,885.45	14,526.41

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6204 Audit Expense	8,180.00	7,581.00
6205 Bank Fees	2,191.77	3,159.88
6206 Materials and Supplies	205.45	1,802.01
6207 Travel	3,148.95	4,964.71
6208 Occupancy	8,497.00	13,473.00
Total 6200 Activities and Operations	42,941.22	52,122.33
6300 Event Expenses		
6310 Annual Conference		
6311 Planning Meeting		5,545.00
6314 Conference Mgmt	4,795.00	838.00
6319 Presenters	5,000.00	10,500.00
6320 A/V	27,100.00	12,500.00
6323 Cvent/Eventbrite Fees	5,622.65	13,636.34
Total 6310 Annual Conference	42,517.65	43,019.34
6350 LIHEAP Action	65.00	6,228.85
6351 Hotel Expense - LIHEAP Action Day		5,144.66
Total 6350 LIHEAP Action	65.00	11,373.51
Total 6300 Event Expenses	42,582.65	54,392.85
6400 Grant Expense	500.00	
Total Expenses	\$411,457.37	\$435,816.31
NET OPERATING INCOME	\$ -33,353.59	\$ -27,431.89
NET INCOME	\$ -33,353.59	\$ -27,431.89