

National Energy & Utility Affordability Coalition

PROFIT AND LOSS

January - October, 2020

	TOTAL	
	JAN - OCT, 2020	JAN - OCT, 2019 (PP)
Income		
4000 Event Revenue		
4001 Registrations	53,680.80	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
Total 4000 Event Revenue	55,255.80	366,744.37
4100 Contributions, Contract, Grants		
4104 General Contributions	320,110.00	270,450.00
4108 Foundation Grants	10,000.00	25,000.00
Total 4100 Contributions, Contract, Grants	330,110.00	295,450.00
4200 Membership	110,050.00	80,750.00
4300 Reimbursements	614.81	400.00
4400 Earned Revenue		
4401 Interest Income	93.41	1,022.41
4402 Bank Credit	69.19	272.58
Total 4400 Earned Revenue	162.60	1,294.99
Total Income	\$496,193.21	\$744,639.36
GROSS PROFIT	\$496,193.21	\$744,639.36
Expenses		
6000 Salaries & Related Benefits		
6001 Salary	118,263.73	110,603.49
6002 Payroll Taxes	65,670.98	54,977.61
6003 Health Insurance	33,134.60	26,492.70
6004 Transportation Benefits - EML	238.00	581.00
6005 Transportation Benefits - KSM	307.22	1,088.69
6006 Transportation Benefits Tax		203.00
Total 6000 Salaries & Related Benefits	217,614.53	193,946.49
6100 Contracted Services		
6101 Conference Management	74,255.78	58,500.00
6102 IT & Systems Consultant	58,000.00	40,000.00
6103 Contractors - All Other	11,401.80	200.00
6106 Payroll Service	1,296.91	1,268.62
6107 Expenses - Conference Planner	105.88	6,015.01
Total 6100 Contracted Services	145,060.37	105,983.63

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6200 Activities and Operations		
6201 Office-Admin Exp	2,238.25	1,419.25
6202 Insurance	4,377.07	4,657.31
6203 Tech Subscriptions/Service Fees	15,223.06	5,457.35
6204 Audit Expense	9,431.00	8,920.79
6205 Bank Fees	3,338.45	4,087.44
6206 Materials and Supplies	1,802.01	
6207 Travel	5,559.71	18,985.85
6208 Occupancy	14,970.00	11,000.00
Total 6200 Activities and Operations	56,939.55	54,527.99
6300 Event Expenses		
6310 Annual Conference		
6311 Planning Meeting	5,545.00	5,545.22
6312 Hotel Expenses - Conference		3,963.66
6314 Conference Mgmt	838.00	8,897.95
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		142,142.37
6322 Receptions		53,121.04
6323 Cvent/Eventbrite Fees	13,636.34	18,752.48
Total 6310 Annual Conference	55,519.34	282,998.51
6350 LIHEAP Action	6,228.85	8,767.16
6351 Hotel Expense - LIHEAP Action Day	5,144.66	3,387.63
Total 6350 LIHEAP Action	11,373.51	12,154.79
6360 Board Meetings		11,204.33
Total 6300 Event Expenses	66,892.85	306,357.63
6400 Grant Expense	7,780.00	
Total Expenses	\$494,287.30	\$660,815.74
NET OPERATING INCOME	\$1,905.91	\$83,823.62
NET INCOME	\$1,905.91	\$83,823.62

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PROFIT AND LOSS

January 1 - November 23, 2020

	TOTAL	
	JAN 1 - NOV 23, 2020	JAN 1 - NOV 23, 2019 (PY YTD)
Income		
4000 Event Revenue		
4001 Registrations	54,366.80	340,459.37
4002 LAD	1,575.00	1,550.00
4003 Exhibit Sales	1,500.00	19,000.00
4004 Advertising Sales	0.00	2,000.00
4005 Scholarship Fund		3,735.00
Total 4000 Event Revenue	57,441.80	366,744.37
4100 Contributions, Contract, Grants		
4104 General Contributions	370,110.00	298,450.00
4108 Foundation Grants	10,000.00	25,000.00
Total 4100 Contributions, Contract, Grants	380,110.00	323,450.00
4200 Membership	110,050.00	80,750.00
4300 Reimbursements	614.81	400.00
4400 Earned Revenue		
4401 Interest Income	93.41	1,022.41
4402 Bank Credit	82.20	272.58
Total 4400 Earned Revenue	175.61	1,294.99
Total Income	\$548,392.22	\$772,639.36
GROSS PROFIT	\$548,392.22	\$772,639.36
Expenses		
6000 Salaries & Related Benefits		
6001 Salary	123,964.92	116,315.92
6002 Payroll Taxes	68,857.22	57,813.64
6003 Health Insurance	36,614.79	29,533.13
6004 Transportation Benefits - EML	238.00	693.00
6005 Transportation Benefits - KSM	307.22	1,203.01
6006 Transportation Benefits Tax	-203.00	203.00
Total 6000 Salaries & Related Benefits	229,779.15	205,761.70
6100 Contracted Services		
6101 Conference Management	79,255.78	58,500.00
6102 IT & Systems Consultant	52,000.00	44,000.00
6103 Contractors - All Other	11,401.80	200.00
6106 Payroll Service	1,356.27	1,326.92
6107 Expenses - Conference Planner	105.88	6,015.01
Total 6100 Contracted Services	144,119.73	110,041.93

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6200 Activities and Operations		
6201 Office-Admin Exp	2,238.25	1,599.36
6202 Insurance	4,377.07	4,657.31
6203 Tech Subscriptions/Service Fees	15,415.12	5,684.83
6204 Audit Expense	9,431.00	8,920.79
6205 Bank Fees	3,452.48	4,314.83
6206 Materials and Supplies	1,802.01	1,545.19
6207 Travel	5,559.71	20,499.28
6208 Occupancy	14,970.00	11,000.00
Total 6200 Activities and Operations	57,245.64	58,221.59
6300 Event Expenses		
6310 Annual Conference		
6311 Planning Meeting	5,545.00	17,519.37
6312 Hotel Expenses - Conference		3,963.66
6314 Conference Mgmt	838.00	8,897.95
6316 Mailing and Printing - Conference		3,392.45
6317 Conference - CLE		562.15
6319 Presenters	10,500.00	17,871.74
6320 A/V	25,000.00	38,749.45
6321 Food and Beverage		142,142.37
6322 Receptions		53,121.04
6323 Cvent/Eventbrite Fees	13,636.34	18,752.48
Total 6310 Annual Conference	55,519.34	304,972.66
6350 LIHEAP Action	6,228.85	8,767.16
6351 Hotel Expense - LIHEAP Action Day	5,144.66	3,387.63
Total 6350 LIHEAP Action	11,373.51	12,154.79
6360 Board Meetings		11,204.33
Total 6300 Event Expenses	66,892.85	328,331.78
6400 Grant Expense	7,780.00	
Total Expenses	\$505,817.37	\$702,357.00
NET OPERATING INCOME	\$42,574.85	\$70,282.36
NET INCOME	\$42,574.85	\$70,282.36