

August 23, 2021

To the Board of Directors
The National Energy and Utility Affordability Coalition
Washington, D.C.

In planning and performing our audit of the financial statements of The National Energy and Utility Affordability Coalition as of and for the year ended December 31, 2020, in accordance with auditing standards generally accepted in the United States of America, we considered The National Energy and Utility Affordability Coalition's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Coalition's internal control. Accordingly, we do not express an opinion on the effectiveness of the Coalition's internal control.

Our consideration of internal control was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies, and, therefore, material weaknesses or significant deficiencies may exist that were not identified. However, as discussed below, we identified a certain deficiency in internal control that we consider to be a significant deficiency.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis.

A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance. We consider the following deficiency in The National Energy and Utility Affordability Coalition's internal control to be a significant deficiency:

Internal Control over Cash Receipts

One individual is solely responsible for collecting and opening the mail, which includes incoming contribution, membership, and sponsorship checks. The same individual has full access to the accounting records and is responsible for performing the monthly bank reconciliations. We believe this presents a significant deficiency over cash receipts, since it creates an opportunity for the diversion of cash receipts as well as for a misplaced check or bank error to not be identified and corrected in a timely manner.

While this significant deficiency is a repeat finding from the 2019 audit, we noted that management corrected the significant deficiency for a portion of 2020. Due to the COVID-19 pandemic, the Coalition was unable to continue this process which warranted a significant deficiency in 2020.

Management Response

The significant deficiency above was identified during the 2018 and 2019 financial statement audits, respectively. NEUAC had previously implemented dual opening of incoming mail, including initialing itemized receipts after the deposit has been made. However, during the COVID-19

pandemic, it was unsafe to congregate together in an office setting to open the mail. Therefore, our practices reverted to single person system with email substituted as part of our checks and balances, as noted in the audit.

In light of the open position for an Operations Director at NEUAC and the continuing threat of COVID-19 to normal in-person operations, NEUAC is exploring alternative methods of compliance in order to address this deficiency. One option is to utilize local board members as volunteers to oversee the retrieval and opening of the mail and signing of deposit slip until the Operations Director position is filled, at which time that role will be filled by the Operations Director. Board members may continue to serve as backup in this role in the event that either the Executive Director or Operations Director are unavailable for any reason (illness, attrition, etc).

The systems consultant or Board Treasurer will continue to review the initialed itemized receipts and compare with bank statements on a quarterly basis.

This communication is intended solely for the information and use of management, the board of directors, and others within the Coalition, and is not intended to be and should not be used by anyone other than these specified parties.

Sincerely,

Wegner CPAs, LLP

Glenn Miller, CPA
Partner

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National Energy and Utility
Affordability Coalition

FINANCIAL STATEMENTS

December 31, 2020 and 2019

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
The National Energy and Utility Affordability Coalition
Washington, D.C.

We have audited the accompanying financial statements of The National Energy and Utility Affordability Coalition, which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The National Energy and Utility Affordability Coalition as of December 31, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Wegner CPAs, LLP
Alexandria, Virginia
August 23, 2021

THE NATIONAL ENERGY AND UTILITY AFFORDABILITY COALITION
STATEMENTS OF FINANCIAL POSITION
December 31, 2020 and 2019

	<u>2020</u>	<u>2019</u>
ASSETS		
Cash	\$ 808,255	\$ 852,182
Unconditional promises to give	161,500	113,000
Prepaid expenses	<u>16,542</u>	<u>22,757</u>
Total assets	<u>\$ 986,297</u>	<u>\$ 987,939</u>
LIABILITIES		
Accounts payable	\$ 2,353	\$ 23,915
Accrued vacation	7,973	6,869
Deferred membership revenue	48,850	62,200
Deferred conference revenue	<u>1,500</u>	<u>6,375</u>
Total liabilities	60,676	99,359
NET ASSETS		
Without donor restrictions	665,621	630,580
With donor restrictions		
Subsequent year operations	<u>260,000</u>	<u>258,000</u>
Total net assets	<u>925,621</u>	<u>888,580</u>
Total liabilities and net assets	<u>\$ 986,297</u>	<u>\$ 987,939</u>

See accompanying notes.

THE NATIONAL ENERGY AND UTILITY AFFORDABILITY COALITION
STATEMENTS OF ACTIVITIES
Years Ended December 31, 2020 and 2019

	2020	2019
CHANGES IN NET ASSETS WITHOUT DONOR RESTRICTIONS		
SUPPORT AND REVENUE		
Program service revenue		
Conference revenue	\$ 55,942	\$ 366,744
Membership dues	110,050	80,750
Contributions and grants	159,732	200,950
Miscellaneous	811	2,425
Total support and revenue	326,535	650,869
EXPENSES		
Conferences and meetings	72,621	344,843
Personnel	261,986	226,533
Professional fees	159,101	117,256
Grants	7,780	-
Occupancy	17,964	12,000
Travel	5,560	25,321
Credit card processing fees	4,235	5,126
Information technology	11,602	10,602
Office expenses	2,273	1,769
Insurance	4,543	4,829
Miscellaneous	1,829	1,546
Total expenses	549,494	749,825
NET ASSETS RELEASED FROM RESTRICTIONS		
Expiration of time restrictions	258,000	144,602
Change in net assets without donor restrictions	35,041	45,646
CHANGES IN NET ASSETS WITH DONOR RESTRICTIONS		
Contributions and grants	260,000	258,000
Expiration of time restrictions	(258,000)	(144,602)
Change in net assets with donor restrictions	2,000	113,398
Change in net assets	37,041	159,044
Net assets at beginning of year	888,580	729,536
Net assets at end of year	\$ 925,621	\$ 888,580

See accompanying notes.

THE NATIONAL ENERGY AND UTILITY AFFORDABILITY COALITION
STATEMENTS OF FUNCTIONAL EXPENSES
Years Ended December 31, 2020 and 2019

	Program Services					
<u>2020</u>	Annual Conference	Research and Advocacy	Total	Management and General	Fundraising	Total
Conferences and meetings	\$ 55,625	\$ 15,962	\$ 71,587	\$ 1,034	\$ -	\$ 72,621
Personnel	104,795	52,397	157,192	52,397	52,397	261,986
Professional fees	90,030	19,026	109,056	27,329	22,716	159,101
Grants	-	7,780	7,780	-	-	7,780
Occupancy	7,185	3,593	10,778	3,593	3,593	17,964
Travel	2,224	1,112	3,336	1,112	1,112	5,560
Credit card processing fees	-	-	-	4,235	-	4,235
Information technology	4,642	2,320	6,962	2,320	2,320	11,602
Office expenses	-	-	-	2,273	-	2,273
Insurance	-	-	-	4,543	-	4,543
Miscellaneous	1,646	183	1,829	-	-	1,829
Total expenses	\$ 266,147	\$ 102,373	\$ 368,520	\$ 98,836	\$ 82,138	\$ 549,494
	Program Services					
<u>2019</u>	Annual Conference	Research and Advocacy	Total	Management and General	Fundraising	Total
Conferences and meetings	\$ 304,481	\$ 27,794	\$ 332,275	\$ 12,568	\$ -	\$ 344,843
Personnel	90,612	45,307	135,919	45,307	45,307	226,533
Professional fees	71,850	15,450	87,300	20,123	9,833	117,256
Occupancy	4,800	2,400	7,200	2,400	2,400	12,000
Travel	10,129	5,064	15,193	5,064	5,064	25,321
Credit card processing fees	-	-	-	5,126	-	5,126
Information technology	4,242	2,120	6,362	2,120	2,120	10,602
Office expenses	-	-	-	1,769	-	1,769
Insurance	-	-	-	4,829	-	4,829
Miscellaneous	1,391	155	1,546	-	-	1,546
Total expenses	\$ 487,505	\$ 98,290	\$ 585,795	\$ 99,306	\$ 64,724	\$ 749,825

See accompanying notes.

THE NATIONAL ENERGY AND UTILITY AFFORDABILITY COALITION
STATEMENTS OF CASH FLOWS
Years Ended December 31, 2020 and 2019

	<u>2020</u>	<u>2019</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 37,041	\$ 159,044
Adjustments to reconcile change in net assets to change in cash		
(Increase) decrease in assets		
Unconditional promises to give	(48,500)	(25,000)
Prepaid expenses	6,215	(22,757)
Increase (decrease) in liabilities		
Accounts payable	(21,562)	17,877
Grant payable	-	(9,000)
Accrued vacation	1,104	(8,314)
Deferred membership revenue	(13,350)	34,500
Deferred conference revenue	(4,875)	3,625
Change in cash	<u>(43,927)</u>	<u>149,975</u>
Cash at beginning of year	<u>852,182</u>	<u>702,207</u>
Cash at end of year	<u><u>\$ 808,255</u></u>	<u><u>\$ 852,182</u></u>

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See accompanying notes.

THE NATIONAL ENERGY AND UTILITY AFFORDABILITY COALITION
NOTES TO FINANCIAL STATEMENTS
December 31, 2020 and 2019

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

The National Energy and Utility Affordability Coalition (Coalition), a 501(c)(3) nonprofit organization, is a broad-based coalition of diverse member organizations and individuals dedicated to heightening awareness of the utility needs of low-income utility consumers, fostering public-private partnerships and engaging in other activities to help address these needs. The Coalition is primarily funded by membership dues and contributions and grants.

Promises to Give

Unconditional promises to give are recognized as revenues in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

All promises to give are expected to be collected within one year of the statements of financial position date.

Contributions and Grants

Contributions and grants that are restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions and grants are reported as increases in net assets with donor restrictions depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

Program Service Revenue

The Coalition's earned revenue consists of membership dues and conference revenue.

The Coalition recognizes revenue from membership dues ratably over the applicable membership period, which is on a calendar year basis. The Coalition generally bills members in the fourth quarter of the fiscal year preceding the applicable membership period. Membership dues received in advance of the applicable membership period are deferred and recognized as revenue in that future period. Membership dues are nonrefundable.

Revenue from conferences (for example, registrations and exhibit booth space) is generally considered to be a single performance obligation that is satisfied at a point in time or over the period of the conference.

THE NATIONAL ENERGY AND UTILITY AFFORDABILITY COALITION
NOTES TO FINANCIAL STATEMENTS
December 31, 2020 and 2019

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Expense Allocation

The financial statements report certain categories of expenses that are attributable to more than one program service or supporting activity. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include personnel, professional fees, occupancy, travel, information technology, and miscellaneous, which are allocated based on time, effort, and resources devoted to each function.

Income Tax Status

The Coalition is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. In addition, the Coalition qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization other than a private foundation under Section 509(a)(2).

Date of Management's Review

Management has evaluated subsequent events through August 23, 2021, the date which the financial statements were available to be issued.

NOTE 2 – CONCENTRATIONS OF CREDIT RISK

The Coalition maintains its cash balance at multiple financial institutions located in Virginia. The balances are insured by the Federal Deposit Insurance Corporation up to \$250,000. As of December 31, 2020 and 2019, the Coalition's uninsured cash balance was approximately \$250,000 and \$524,000, respectively.

NOTE 3 – OPERATING LEASE

Effective January 1, 2020, the Coalition entered into a lease for office space in Washington, D.C., which required monthly rent payments of \$1,497 through the lease term ended December 31, 2020. The lease was subsequently renewed on a month to month basis. One of the Coalition board members also serves on the executive team of the organization from which the Coalition leases office space. Rent expense for the years ended December 31, 2020 and 2019 was \$17,964 and \$12,000, respectively.

Effective March 1, 2021, the Coalition entered into a lease for office space in Washington, D.C., which requires monthly rent payments of \$1,000 through the lease term ending February 28, 2022.

Future minimum lease payments are \$12,994 and \$2,000 for 2021 and 2022, respectively.

THE NATIONAL ENERGY AND UTILITY AFFORDABILITY COALITION
NOTES TO FINANCIAL STATEMENTS
December 31, 2020 and 2019

NOTE 4 – COMMITMENTS

The Coalition has entered into agreements with hotels for its future conferences and meetings. These agreements indicate that the Coalition would be liable for certain fees and liquidated damages in the event of cancellation. These expenses are recorded at the time there is a decision to cancel. As of December 31, 2020, cancellations could cause the Coalition to be liable up to approximately \$488,500. Management does not expect any hotel agreement cancellations due to COVID-19, though the 2021 annual conference has been moved to a subsequent date without penalty.

NOTE 5 – LIQUIDITY AND AVAILABILITY

At December 31, 2020 and 2019, the Coalition has \$969,755 and \$965,182, respectively, of financial assets available within one year of the statements of financial position date to meet cash needs for general expenditures consisting of cash and unconditional promises to give. None of these financial assets are subject to donor or other contractual restrictions that would make them unavailable for general expenditure within one year of the statements of financial position date. The Coalition is substantially supported by contributions and grants, including contributions with donor restrictions. Because a donor's restriction requires resources to be used in a particular manner or time period, the Coalition must maintain sufficient resources to meet those responsibilities to its donors. The Coalition has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations become due.

NOTE 6 – COVID-19 CONSIDERATIONS

The COVID-19 outbreak has caused disruption for nonprofit organizations and other businesses and has resulted in significant volatility in the financial markets. There have been mandated and voluntary closings of businesses including cancellations of events and meetings. While the disruption is currently expected to be temporary, there is considerable uncertainty around the duration of restrictions on gatherings. At this time, the potential related financial impact on the Coalition's operations and financial statements cannot be reasonably estimated.