

National Energy & Utility Affordability Coalition

BUDGET VS. ACTUALS: FY_2020 - FY20 P&L

January - December 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
4000 Event Revenue				
4001 Registrations	52,647.80	355,000.00	-302,352.20	14.83 %
4002 LAD	1,575.00	2,000.00	-425.00	78.75 %
4003 Exhibit Sales	3,000.00	30,000.00	-27,000.00	10.00 %
4004 Advertising Sales	250.00	2,000.00	-1,750.00	12.50 %
4005 Scholarship Fund		3,250.00	-3,250.00	
Total 4000 Event Revenue	57,472.80	392,250.00	-334,777.20	14.65 %
4100 Contributions, Contract, Grants				
4104 General Contributions	144,110.00	300,000.00	-155,890.00	48.04 %
4108 Foundation Grants	10,000.00		10,000.00	
Total 4100 Contributions, Contract, Grants	154,110.00	300,000.00	-145,890.00	51.37 %
4200 Membership	109,950.00	125,000.00	-15,050.00	87.96 %
4300 Reimbursements	614.81		614.81	
4400 Earned Revenue				
4401 Interest Income	89.22	400.00	-310.78	22.31 %
4402 Bank Credit	53.96	240.00	-186.04	22.48 %
Total 4400 Earned Revenue	143.18	640.00	-496.82	22.37 %
Total Income	\$322,290.79	\$817,890.00	\$ -495,599.21	39.41 %
GROSS PROFIT	\$322,290.79	\$817,890.00	\$ -495,599.21	39.41 %
Expenses				
6000 Salaries & Related Benefits				
6001 Salary	95,458.98	135,794.00	-40,335.02	70.30 %
6002 Payroll Taxes	52,926.00	68,000.00	-15,074.00	77.83 %
6003 Health Insurance	26,174.22	40,000.00	-13,825.78	65.44 %
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	
Total 6000 Salaries & Related Benefits	175,104.42	246,237.00	-71,132.58	71.11 %
6100 Contracted Services				
6101 Conference Management	74,255.78	74,000.00	255.78	100.35 %
6102 IT & Systems Consultant	34,000.00	48,000.00	-14,000.00	70.83 %
6103 Contractors - All Other	10,310.80	8,000.00	2,310.80	128.89 %
6106 Payroll Service	1,059.47	1,400.00	-340.53	75.68 %
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	
Total 6100 Contracted Services	119,731.93	142,900.00	-23,168.07	83.79 %
6200 Activities and Operations				
6201 Office-Admin Exp	983.95	2,000.00	-1,016.05	49.20 %
6202 Insurance	4,293.22	4,000.00	293.22	107.33 %
6203 Tech Subscriptions/Service Fees	14,071.35	5,000.00	9,071.35	281.43 %

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6204 Audit Expense	331.00	10,000.00	-9,669.00	3.31 %
6205 Bank Fees	3,124.18	8,000.00	-4,875.82	39.05 %
6206 Materials and Supplies	1,788.24		1,788.24	
6207 Travel	4,964.71	18,000.00	-13,035.29	27.58 %
6208 Occupancy	10,479.00	18,000.00	-7,521.00	58.22 %
Total 6200 Activities and Operations	40,035.65	65,000.00	-24,964.35	61.59 %
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	12,500.00	40,000.00	-27,500.00	31.25 %
6321 Food and Beverage		150,000.00	-150,000.00	
6322 Receptions		50,000.00	-50,000.00	
6323 Cvent/Eventbrite Fees	10,449.34	19,000.00	-8,550.66	55.00 %
Total 6310 Annual Conference	39,832.34	285,750.00	-245,917.66	13.94 %
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	
Total 6350 LIHEAP Action	11,373.51	10,000.00	1,373.51	113.74 %
6360 Board Meetings		710.56	-710.56	
Total 6300 Event Expenses	51,205.85	296,460.56	-245,254.71	17.27 %
Total Expenses	\$386,077.85	\$750,597.56	\$ -364,519.71	51.44 %
NET OPERATING INCOME	\$ -63,787.06	\$67,292.44	\$ -131,079.50	-94.79 %
NET INCOME	\$ -63,787.06	\$67,292.44	\$ -131,079.50	-94.79 %