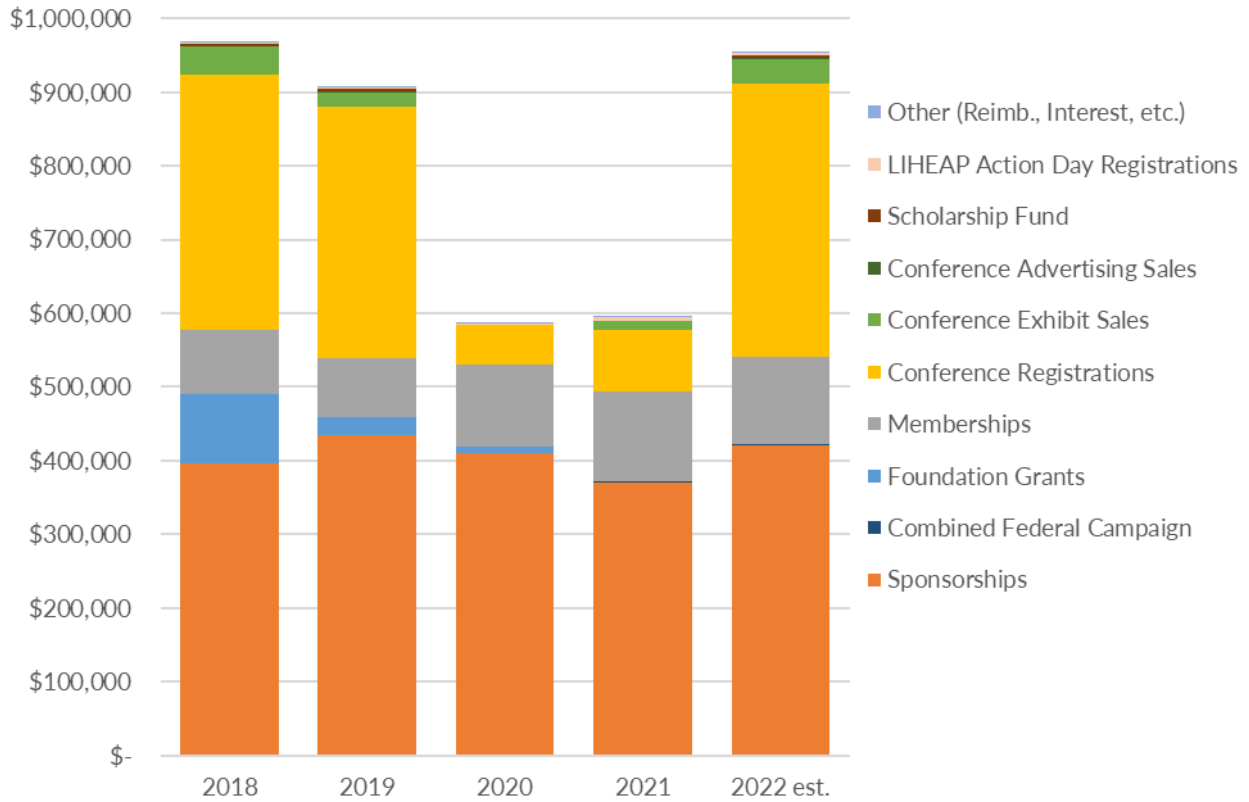


# Financial Data

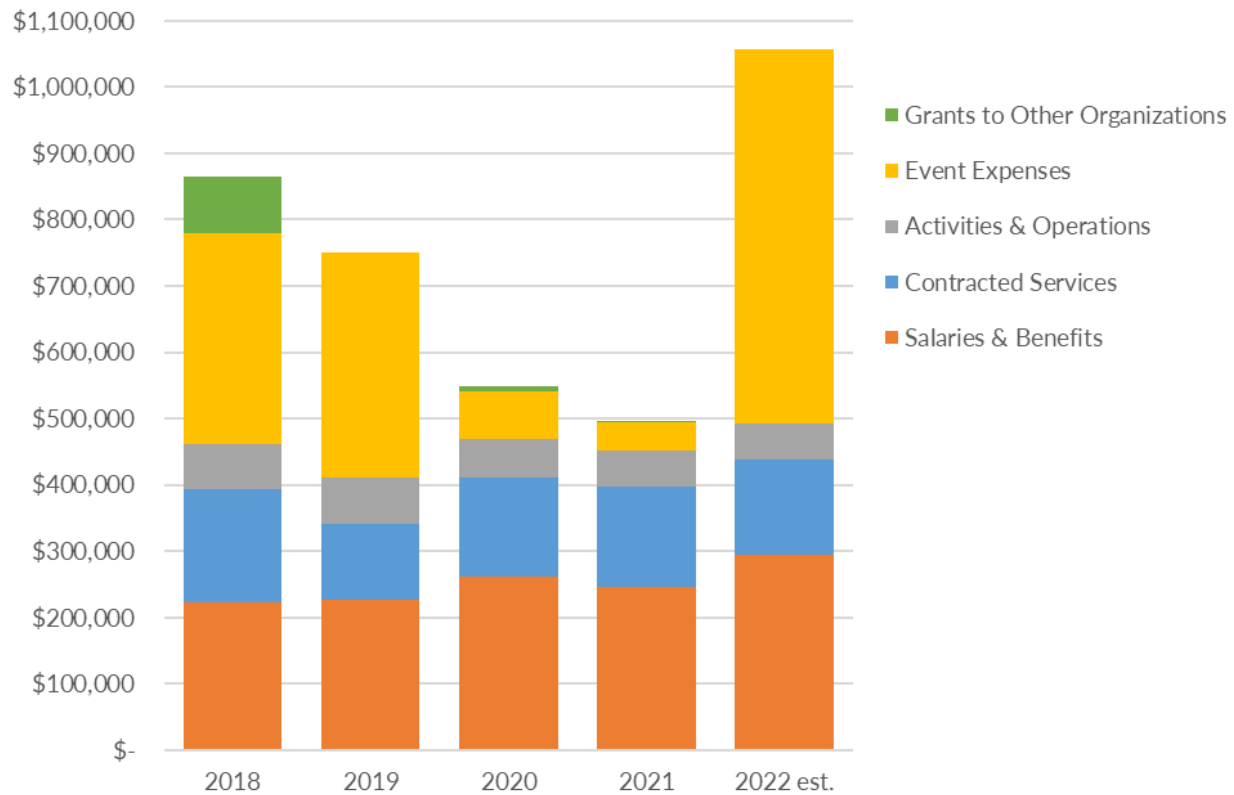
## Revenue by Source



## Revenue by Source - Detail

	2018	2019	2020	2021	2022 est.
<b>Revenue</b>					
<b>Contributions</b>					
Sponsorships	395,702	433,950	409,732	371,000	421,500
Combined Federal Campaign	-	-	-	1,404	200
Foundation Grants	95,000	25,000	10,000	-	-
<b>Memberships</b>					
Memberships	86,700	80,750	110,050	120,600	118,800
<b>Event Revenue</b>					
Conference Registrations	345,667	340,459	54,367	83,778	371,900
Conference Exhibit Sales	38,700	19,000	-	13,000	32,000
Conference Advertising Sales	1,100	2,000	-	-	2,700
Scholarship Fund	3,240	3,735	-	-	2,500
LIHEAP Action Day Registrations	715	1,550	1,575	4,275	4,474
<b>Other Revenue</b>					
Other (Reimb., Interest, etc.)	1,226	2,425	811	97	100
<b>Total Revenue</b>	<b>\$ 968,050</b>	<b>\$ 908,869</b>	<b>\$ 586,535</b>	<b>\$ 594,154</b>	<b>\$ 954,174</b>

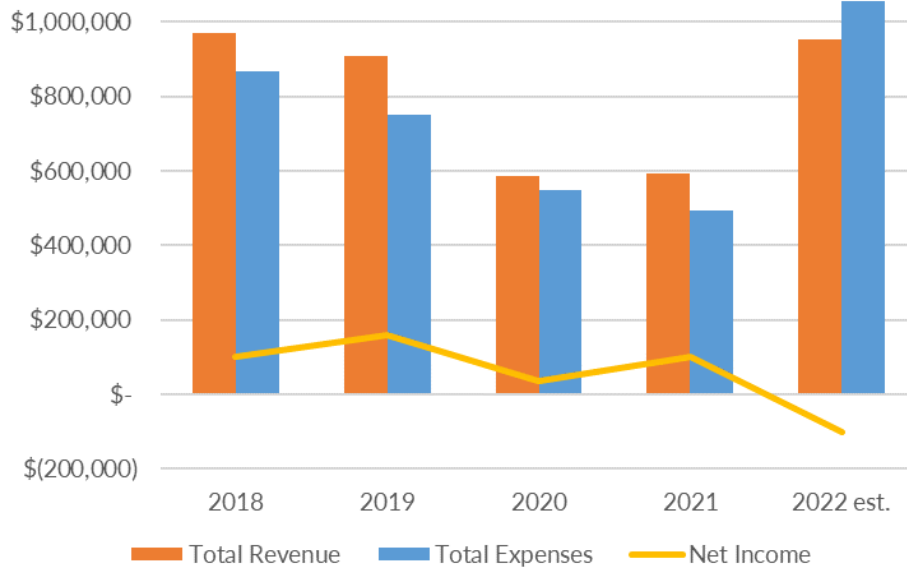
## Expenses by Category



## Expenses by Category - Detail

	2018	2019	2020	2021	2022 est.
<b>Expenses</b>					
Salaries & Benefits	223,063	226,533	261,986	245,085	295,001
Contracted Services	170,832	114,350	149,776	151,143	142,362
Activities & Operations	67,850	70,114	57,437	55,396	55,920
Event Expenses	317,081	338,828	72,515	42,583	563,599
Grants to Other Organizations	87,000	-	7,780	500	-
<b>Total Expenses</b>	<b>\$ 865,826</b>	<b>\$ 749,825</b>	<b>\$ 549,494</b>	<b>\$ 494,706</b>	<b>\$1,056,882</b>

## Profit and Loss



## Profit and Loss - Detail

	2018	2019	2020	2021	2022 est.
<b>Net Income</b>					
Total Revenue	968,050	908,869	586,535	594,154	954,174
Total Expenses	865,826	749,825	549,494	494,706	1,056,882
<b>Net Income</b>	<b>\$ 102,224</b>	<b>\$ 159,044</b>	<b>\$ 37,041</b>	<b>\$ 99,448</b>	<b>\$ (102,708)</b>

## Net Assets at Year-End

	2018	2019	2020	2021	2022 est.
<b>Net Assets <u>without Donor</u></b>	<b>\$ 584,934</b>	<b>\$ 630,580</b>	<b>\$ 665,621</b>	<b>\$ 731,069</b>	<b>TBD</b>
<b><u>Restrictions</u></b>					
<b>Total Net Assets</b>	<b>\$ 729,536</b>	<b>\$ 888,580</b>	<b>\$ 925,621</b>	<b>\$ 1,025,069</b>	<b>\$ 922,361</b>
<b>(incl Donor Restricted Sponsorships for Next Year)</b>					

## Cash

	2018	2019	2020	2021	2022 est.
<b>Cash at Year-End</b>	<b>\$ 702,207</b>	<b>\$ 852,182</b>	<b>\$ 808,255</b>	<b>\$ 903,491</b>	<b>TBD</b>

\*2021 data reflects draft audited financials. 2022 data is based on a July forecast for year-end.