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NATIONAL ENERGY & UTILITY
AFFORDABILITY COALITION

December 2023 Monthly Reports

National Energy & Utility Affordability Coalition



Statement of Financial Position

As of December 31, 2023

	TOTAL	
	AS OF DEC 31, 2023	AS OF DEC 31, 2022 (PY)
ASSETS		
Current Assets		
Bank Accounts		
493000 Arlington Credit Union	0.00	102,238.47
493001 Arlington Credit Union Savings	0.00	85,870.50
494000 SunTrust Checking	0.00	540,009.96
494001 SunTrust Money Market	0.00	251,933.65
495000 Petty Cash	0.00	0.00
John Marshall Checking	350,143.45	
Sweep Account 1535	909,969.50	
Total Bank Accounts	\$1,260,112.95	\$980,052.58
Accounts Receivable		
2050 Accounts Receivable (A/R)	0.00	0.00
496000 Grants Receivable (A/R)	156,500.00	153,500.00
Total Accounts Receivable	\$156,500.00	\$153,500.00
Other Current Assets		
1298 Prepaid Expenses	20,829.00	6,638.00
Conference Venue	5,000.00	10,000.00
Total 1298 Prepaid Expenses	25,829.00	16,638.00
1299 Undeposited Funds	0.00	0.00
Total Other Current Assets	\$25,829.00	\$16,638.00
Total Current Assets	\$1,442,441.95	\$1,150,190.58
Other Assets		
Operating lease right-of-use asset	39,944.70	39,944.70
Total Other Assets	\$39,944.70	\$39,944.70
TOTAL ASSETS	\$1,482,386.65	\$1,190,135.28
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2010 Grants Payable	0.00	0.00
2040 Accounts Payable (A/P)	2,877.80	1,734.50
Total Accounts Payable	\$2,877.80	\$1,734.50
Credit Cards		
Bank of America 7636	0.00	0.00
Chase Southwest 7513	1,629.16	5,936.11

National Energy & Utility Affordability Coalition



Statement of Financial Position

As of December 31, 2023

	TOTAL	
	AS OF DEC 31, 2023	AS OF DEC 31, 2022 (PY)
Total Credit Cards	\$1,629.16	\$5,936.11
Other Current Liabilities		
2000 Deferred Event Revenue	1,291.00	506.48
2020 Accrued Vacation	9,603.72	6,829.05
2030 Deferred Membership Revenue	63,550.00	59,100.00
2046 Employee Taxes Payable	0.00	0.00
Accrued Expenses	0.00	38.91
District of Columbia Office of Tax and Revenue Payable	0.00	
Employee Contribution		
2047 Health Insurance	602.02	563.12
2049 401K	2,359.81	1,558.67
Total Employee Contribution	2,961.83	2,121.79
Operating lease liability	40,534.98	40,534.98
Total Other Current Liabilities	\$117,941.53	\$109,131.21
Total Current Liabilities	\$122,448.49	\$116,801.82
Total Liabilities	\$122,448.49	\$116,801.82
Equity		
1296 Net assets with donor restrictions - Purpose	56,400.00	42,000.00
1297 Net assets with donor restrictions - time	364,100.00	311,500.00
3001 Opening Bal Equity	240,302.51	240,302.51
3010 Unrestrict (retained earnings)	412,530.95	431,266.29
Net Revenue	286,604.70	48,264.66
Total Equity	\$1,359,938.16	\$1,073,333.46
TOTAL LIABILITIES AND EQUITY	\$1,482,386.65	\$1,190,135.28

National Energy & Utility Affordability Coalition



Statement of Activity January - December 2023

	TOTAL	
	JAN - DEC 2023	JAN - DEC 2022 (PY)
Revenue		
4000 Event Revenue		
4001 Registrations	580,013.60	387,780.00
4002 LAD	3,076.00	4,474.00
4003 Exhibit Sales	31,133.88	34,000.00
4004 Advertising Sales	5,000.00	2,700.00
4005 Scholarship Fund	3,916.00	5,571.00
Total 4000 Event Revenue	623,139.48	434,525.00
4100 Contributions, Contract, Grants		
4104 General Contributions	523,110.00	485,500.00
4105 Combined Federal Campaign	199.16	575.09
4108 Foundation Grants	31,400.00	
Total 4100 Contributions, Contract, Grants	554,709.16	486,075.09
4200 Membership	152,550.00	131,650.00
4300 Reimbursements	-27.15	3,000.00
4400 Earned Revenue		
4401 Interest Income	9,822.08	25.19
4402 Bank Credit	0.01	
4403 Other Income	32,256.37	13,978.97
Total 4400 Earned Revenue	42,078.46	14,004.16
Total Revenue	\$1,372,449.95	\$1,069,254.25
GROSS PROFIT	\$1,372,449.95	\$1,069,254.25
Expenditures		
6000 Salaries & Related Benefits		
6001 Salary	250,034.26	228,990.90
6002 Payroll Taxes	19,686.99	18,572.70
6003 Health Insurance	24,865.55	30,593.21
6004 Transportation Benefits - OD	450.30	392.49
6005 Transportation Benefits - ED	1,061.44	799.62
6007 Retirement Match	10,140.88	7,625.28
Total 6000 Salaries & Related Benefits	306,239.42	286,974.20
6008 Change in Balance of Accrued Vacation	2,774.67	225.54
6100 Contracted Services		
6101 Conference Management	88,000.00	84,000.00
6102 IT & Systems Consultant	36,801.00	36,689.50
6103 Contractors - All Other	19,509.88	1,764.00
6105 Accounting Services	4,633.75	2,975.00
6106 Payroll Service & Benefits Administration	3,236.90	2,669.91

National Energy & Utility Affordability Coalition



Statement of Activity January - December 2023

	TOTAL	
	JAN - DEC 2023	JAN - DEC 2022 (PY)
6107 Expenses - Conference Planner	8,703.45	6,732.80
6108 Expenses - IT & Systems Consultant		981.20
6109 Expenses - Other		175.26
Total 6100 Contracted Services	160,884.98	135,987.67
6200 Activities and Operations		
6201 Office-Admin Exp	1,056.65	1,266.61
6202 Insurance	5,594.49	5,737.68
6203 Tech Subscriptions/Service Fees	6,764.26	6,735.16
6204 Audit Expense	6,613.00	9,990.00
6205 Bank Fees	22,812.86	14,625.70
6206 Materials and Supplies	48.00	2,136.10
6207 Travel	8,597.19	12,650.14
6208 Occupancy	12,669.00	12,890.28
6209 Professional Development		1,070.00
6290 Governance - Filing Fees	375.65	133.75
Total 6200 Activities and Operations	64,531.10	67,235.42
6300 Event Expenses		0.01
6310 Annual Conference		
6311 Planning Meeting	17,299.13	7,698.64
6312 Hotel Expenses - Conference	0.00	-5,960.29
6314 Conference Mgmt	19,351.36	9,800.53
6316 Mailing and Printing - Conference	1,878.20	4,272.64
6319 Presenters		23,918.20
6320 A/V	136,925.74	84,370.64
6321 Food and Beverage	284,782.95	261,721.17
6322 Receptions	50,612.27	98,002.41
6323 Registration Software/Other Tech	12,189.00	11,210.00
6324 Presenters and Volunteers Travel	3,357.35	
Total 6310 Annual Conference	526,396.00	495,033.94
6350 LIHEAP Action	2,720.57	25,400.00
6351 Hotel Expense - LIHEAP Action Day	18,221.80	
Total 6350 LIHEAP Action	20,942.37	25,400.00
6360 Board Meetings	5,325.21	10,132.81
Total 6300 Event Expenses	552,663.58	530,566.76
6400 Grant Expense	-1,248.50	
Total Expenditures	\$1,085,845.25	\$1,020,989.59
NET OPERATING REVENUE	\$286,604.70	\$48,264.66
NET REVENUE	\$286,604.70	\$48,264.66

National Energy & Utility Affordability Coalition



Statement of Activity

January - December 2023

	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023
Revenue							
4000 Event Revenue							
4001 Registrations			500.00	19,477.50	199,847.00	205,761.50	147,490.10
4002 LAD	1,489.00	1,587.00					
4003 Exhibit Sales			9,000.00	9,000.00	10,133.88	3,000.00	
4004 Advertising Sales				3,000.00	1,000.00		
4005 Scholarship Fund						3,815.00	
Total 4000 Event Revenue	1,489.00	1,587.00	9,500.00	31,477.50	210,980.88	212,576.50	147,490.10
4100 Contributions, Contract, Grants							
4104 General Contributions	36,500.00	16,500.00	46,000.00		3,500.00	45,000.00	
4105 Combined Federal Campaign	72.80	63.18	63.18				
4108 Foundation Grants	21,400.00						
Total 4100 Contributions, Contract, Grants	57,972.80	16,563.18	46,063.18		3,500.00	45,000.00	
4200 Membership	91,700.00	18,500.00	17,100.00	8,500.00	5,500.00	1,100.00	1,500.00
4300 Reimbursements					-27.15		
4400 Earned Revenue							
4401 Interest Income	2.14	1.93	3.78	28.60	5.54	5.36	5.54
4402 Bank Credit							
4403 Other Income		26,000.00	6,211.87				
Total 4400 Earned Revenue	2.14	26,001.93	6,215.65	28.60	5.54	5.36	5.54
Total Revenue	\$151,163.94	\$62,652.11	\$78,878.83	\$40,006.10	\$219,959.27	\$258,681.86	\$148,995.64
GROSS PROFIT	\$151,163.94	\$62,652.11	\$78,878.83	\$40,006.10	\$219,959.27	\$258,681.86	\$148,995.64
Expenditures							
6000 Salaries & Related Benefits							
6001 Salary	19,866.74	19,866.74	19,866.74	19,866.74	19,866.74	28,272.09	20,368.08
6002 Payroll Taxes	2,083.07	1,429.71	1,525.40	1,525.38	1,525.41	2,190.24	1,565.05
6003 Health Insurance	2,408.10	1,423.91	1,916.01	2,124.17	2,124.17	2,124.17	2,124.17
6004 Transportation Benefits - OD	98.90	40.20	30.00	30.00	35.20	54.00	13.00
6005 Transportation Benefits - ED	209.28	46.20	165.82	33.94	105.31	139.13	16.96
6007 Retirement Match	848.01	794.68	794.68	794.68	794.68	794.68	854.83
Total 6000 Salaries & Related Benefits	25,514.10	23,601.44	24,298.65	24,374.91	24,451.51	33,574.31	24,942.09
6008 Change in Balance of Accrued Vacation							
6100 Contracted Services							
6101 Conference Management	20,000.00		15,000.00	20,000.00	26,000.00		
6102 IT & Systems Consultant	975.00	2,150.00	3,400.00	2,475.00	4,550.00	4,550.00	5,600.00
6103 Contractors - All Other	267.86		5,250.00	1,039.18	207.84	7,300.00	195.00
6105 Accounting Services	261.25	617.50	641.25	332.50	261.25	168.75	403.75
6106 Payroll Service & Benefits Administration	612.10	130.60	130.60	505.60	135.00	138.00	510.00
6107 Expenses - Conference Planner			481.03	563.97	2,443.65		4,541.01
Total 6100 Contracted Services	22,116.21	2,898.10	24,902.88	24,916.25	33,597.74	12,156.75	11,249.76

National Energy & Utility Affordability Coalition



Statement of Activity January - December 2023

	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023
6200 Activities and Operations							
6201 Office-Admin Exp	0.00	510.64		6.82	104.39	9.90	412.53
6202 Insurance			3,482.64			928.85	677.00
6203 Tech Subscriptions/Service Fees	699.57	410.57	559.66	764.05	1,070.45	469.57	517.50
6204 Audit Expense				213.00			
6205 Bank Fees	965.74	20.81	108.35	226.36	5,349.95	7,938.70	6,173.47
6206 Materials and Supplies							
6207 Travel	1,042.99	-68.55	1,060.44	494.97		2,928.73	1,581.69
6208 Occupancy	1,030.00	2,090.90	1,060.90		1,060.90	1,060.90	1,060.90
6290 Governance - Filing Fees							25.00
Total 6200 Activities and Operations	3,738.30	2,964.37	6,271.99	1,705.20	7,585.69	13,336.65	10,448.09
6300 Event Expenses							
6310 Annual Conference							
6311 Planning Meeting							
6312 Hotel Expenses - Conference	10,000.00		30,000.00		30,000.00	78,820.32	-148,820.32
6314 Conference Mgmt			1,657.50		8,862.41	4,566.95	4,264.50
6316 Mailing and Printing - Conference						94.32	1,783.88
6320 A/V						2,971.80	133,953.94
6321 Food and Beverage							284,782.95
6322 Receptions							50,612.27
6323 Registration Software/Other Tech	4,099.00						8,090.00
6324 Presenters and Volunteers Travel						822.60	2,534.75
Total 6310 Annual Conference	14,099.00		31,657.50		38,862.41	87,275.99	337,201.97
6350 LIHEAP Action	2,539.00	181.57					
6351 Hotel Expense - LIHEAP Action Day		12,400.00	5,821.80				
Total 6350 LIHEAP Action	2,539.00	12,581.57	5,821.80				
6360 Board Meetings							
Total 6300 Event Expenses	16,638.00	12,581.57	37,479.30		38,862.41	87,275.99	337,201.97
6400 Grant Expense							
Total Expenditures	\$68,006.61	\$42,045.48	\$92,952.82	\$50,996.36	\$104,497.35	\$146,343.70	\$383,841.91
NET OPERATING REVENUE	\$83,157.33	\$20,606.63	\$ -	\$ -	\$115,461.92	\$112,338.16	\$ -
			14,073.99	10,990.26			234,846.27
NET REVENUE	\$83,157.33	\$20,606.63	\$ -	\$ -	\$115,461.92	\$112,338.16	\$ -
			14,073.99	10,990.26			234,846.27

National Energy & Utility Affordability Coalition



Statement of Activity

January - December 2023

	AUG 2023	SEP 2023	OCT 2023	NOV 2023	DEC 2023	TOTAL
Revenue						
4000 Event Revenue						\$0.00
4001 Registrations	3,100.00	3,837.50				\$580,013.60
4002 LAD						\$3,076.00
4003 Exhibit Sales						\$31,133.88
4004 Advertising Sales	1,000.00					\$5,000.00
4005 Scholarship Fund		101.00				\$3,916.00
Total 4000 Event Revenue	4,100.00	3,938.50				\$623,139.48
4100 Contributions, Contract, Grants						
4100 Contributions, Contract, Grants						\$0.00
4104 General Contributions	25,000.00		120,000.00	109,610.00	121,000.00	\$523,110.00
4105 Combined Federal Campaign						\$199.16
4108 Foundation Grants				10,000.00		\$31,400.00
Total 4100 Contributions, Contract, Grants	25,000.00		120,000.00	119,610.00	121,000.00	\$554,709.16
4200 Membership						
4200 Membership	500.00	2,250.00	5,400.00	500.00		\$152,550.00
4300 Reimbursements						
4300 Reimbursements						\$ -27.15
4400 Earned Revenue						
4400 Earned Revenue						\$0.00
4401 Interest Income	1,248.62	2,072.47	2,067.46	2,132.08	2,248.56	\$9,822.08
4402 Bank Credit	0.01					\$0.01
4403 Other Income	44.50					\$32,256.37
Total 4400 Earned Revenue	1,293.13	2,072.47	2,067.46	2,132.08	2,248.56	\$42,078.46
Total Revenue	\$30,893.13	\$8,260.97	\$127,467.46	\$122,242.08	\$123,248.56	\$1,372,449.95
GROSS PROFIT	\$30,893.13	\$8,260.97	\$127,467.46	\$122,242.08	\$123,248.56	\$1,372,449.95
Expenditures						
6000 Salaries & Related Benefits						
6000 Salaries & Related Benefits						\$0.00
6001 Salary	20,368.08	20,368.08	20,368.08	20,368.08	20,588.07	\$250,034.26
6002 Payroll Taxes	782.54	2,347.59	1,565.07	1,565.07	1,582.46	\$19,686.99
6003 Health Insurance	2,124.17	2,124.17	2,124.17	2,124.17	2,124.17	\$24,865.55
6004 Transportation Benefits - OD	58.00		51.00		40.00	\$450.30
6005 Transportation Benefits - ED	37.91	83.33	156.77	66.79		\$1,061.44
6007 Retirement Match	814.72	814.72	814.72	814.72	1,205.76	\$10,140.88
Total 6000 Salaries & Related Benefits	24,185.42	25,737.89	25,079.81	24,938.83	25,540.46	\$306,239.42
6008 Change in Balance of Accrued Vacation						
6008 Change in Balance of Accrued Vacation					2,774.67	\$2,774.67
6100 Contracted Services						
6100 Contracted Services						\$0.00
6101 Conference Management	3,500.00			3,500.00		\$88,000.00
6102 IT & Systems Consultant	3,300.00	1,350.00	2,575.00	3,250.00	2,626.00	\$36,801.00
6103 Contractors - All Other					5,250.00	\$19,509.88
6105 Accounting Services	688.75	427.50	285.00	213.75	332.50	\$4,633.75
6106 Payroll Service & Benefits Administration	67.50	227.50	510.00	135.00	135.00	\$3,236.90
6107 Expenses - Conference Planner				673.79		\$8,703.45
Total 6100 Contracted Services	7,556.25	2,005.00	3,370.00	7,772.54	8,343.50	\$160,884.98

National Energy & Utility Affordability Coalition



Statement of Activity

January - December 2023

	AUG 2023	SEP 2023	OCT 2023	NOV 2023	DEC 2023	TOTAL
6200 Activities and Operations						\$0.00
6201 Office-Admin Exp		12.37				\$1,056.65
6202 Insurance					506.00	\$5,594.49
6203 Tech Subscriptions/Service Fees	412.56	1,389.95	-34.32	332.93	171.77	\$6,764.26
6204 Audit Expense	3,000.00	3,400.00				\$6,613.00
6205 Bank Fees	20.00	120.86	540.31	869.57	478.74	\$22,812.86
6206 Materials and Supplies	33.90		14.10			\$48.00
6207 Travel	-546.72	234.97	1,831.11	37.56		\$8,597.19
6208 Occupancy	1,060.90	1,060.90	1,060.90	1,060.90	1,060.90	\$12,669.00
6290 Governance - Filing Fees	150.65			200.00		\$375.65
Total 6200 Activities and Operations	4,131.29	6,219.05	3,412.10	2,500.96	2,217.41	\$64,531.10
6300 Event Expenses						\$0.00
6310 Annual Conference						\$0.00
6311 Planning Meeting			16,924.62	374.51		\$17,299.13
6312 Hotel Expenses - Conference						\$0.00
6314 Conference Mgmt						\$19,351.36
6316 Mailing and Printing - Conference						\$1,878.20
6320 A/V						\$136,925.74
6321 Food and Beverage						\$284,782.95
6322 Receptions						\$50,612.27
6323 Registration Software/Other Tech						\$12,189.00
6324 Presenters and Volunteers Travel						\$3,357.35
Total 6310 Annual Conference			16,924.62	374.51		\$526,396.00
6350 LIHEAP Action						\$2,720.57
6351 Hotel Expense - LIHEAP Action Day						\$18,221.80
Total 6350 LIHEAP Action						\$20,942.37
6360 Board Meetings			5,325.21			\$5,325.21
Total 6300 Event Expenses			22,249.83	374.51		\$552,663.58
6400 Grant Expense				1,286.60	-2,535.10	\$ -1,248.50
Total Expenditures	\$35,872.96	\$33,961.94	\$54,111.74	\$36,873.44	\$36,340.94	\$1,085,845.25
NET OPERATING REVENUE	\$ -4,979.83	\$ -25,700.97	\$73,355.72	\$85,368.64	\$86,907.62	\$286,604.70
NET REVENUE	\$ -4,979.83	\$ -25,700.97	\$73,355.72	\$85,368.64	\$86,907.62	\$286,604.70

National Energy & Utility Affordability Coalition



Budget vs. Actuals: 2023 Budget - FY23 P&L

January - December 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
4000 Event Revenue				
4001 Registrations	580,013.60	400,000.00	180,013.60	145.00 %
4002 LAD	3,076.00	4,500.00	-1,424.00	68.36 %
4003 Exhibit Sales	31,133.88	32,000.00	-866.12	97.29 %
4004 Advertising Sales	5,000.00	3,000.00	2,000.00	166.67 %
4005 Scholarship Fund	3,916.00	3,500.00	416.00	111.89 %
Total 4000 Event Revenue	623,139.48	443,000.00	180,139.48	140.66 %
4100 Contributions, Contract, Grants				
4104 General Contributions	523,110.00	430,000.00	93,110.00	121.65 %
4105 Combined Federal Campaign	199.16		199.16	
4108 Foundation Grants	31,400.00		31,400.00	
Total 4100 Contributions, Contract, Grants	554,709.16	430,000.00	124,709.16	129.00 %
4200 Membership	152,550.00	128,550.00	24,000.00	118.67 %
4300 Reimbursements	-27.15		-27.15	
4400 Earned Revenue				
4401 Interest Income	9,822.08	20.00	9,802.08	49,110.40 %
4402 Bank Credit	0.01	10.00	-9.99	0.10 %
4403 Other Income	32,256.37		32,256.37	
Total 4400 Earned Revenue	42,078.46	30.00	42,048.46	140,261.53 %
Total Revenue	\$1,372,449.95	\$1,001,580.00	\$370,869.95	137.03 %
GROSS PROFIT	\$1,372,449.95	\$1,001,580.00	\$370,869.95	137.03 %
Expenditures				
6000 Salaries & Related Benefits				
6001 Salary	250,034.26	244,000.00	6,034.26	102.47 %
6002 Payroll Taxes	19,686.99	25,000.00	-5,313.01	78.75 %
6003 Health Insurance	24,865.55	24,172.00	693.55	102.87 %
6004 Transportation Benefits - OD	450.30	300.00	150.30	150.10 %
6005 Transportation Benefits - ED	1,061.44	100.00	961.44	1,061.44 %
6007 Retirement Match	10,140.88	9,760.00	380.88	103.90 %
Total 6000 Salaries & Related Benefits	306,239.42	303,332.00	2,907.42	100.96 %
6008 Change in Balance of Accrued Vacation	2,774.67		2,774.67	
6100 Contracted Services				
6101 Conference Management	88,000.00	88,000.00	0.00	100.00 %
6102 IT & Systems Consultant	36,801.00	44,200.00	-7,399.00	83.26 %
6103 Contractors - All Other	19,509.88	12,000.00	7,509.88	162.58 %
6105 Accounting Services	4,633.75	24,700.00	-20,066.25	18.76 %
6106 Payroll Service & Benefits Administration	3,236.90	3,070.00	166.90	105.44 %
6107 Expenses - Conference Planner	8,703.45	5,000.00	3,703.45	174.07 %
Total 6100 Contracted Services	160,884.98	176,970.00	-16,085.02	90.91 %

National Energy & Utility Affordability Coalition



Budget vs. Actuals: 2023 Budget - FY23 P&L

January - December 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
6200 Activities and Operations				
6201 Office-Admin Exp	1,056.65	5,000.00	-3,943.35	21.13 %
6202 Insurance	5,594.49	6,632.00	-1,037.51	84.36 %
6203 Tech Subscriptions/Service Fees	6,764.26	10,000.00	-3,235.74	67.64 %
6204 Audit Expense	6,613.00	6,000.00	613.00	110.22 %
6205 Bank Fees	22,812.86	8,000.00	14,812.86	285.16 %
6206 Materials and Supplies	48.00	500.00	-452.00	9.60 %
6207 Travel	8,597.19	5,000.00	3,597.19	171.94 %
6208 Occupancy	12,669.00	12,732.00	-63.00	99.51 %
6209 Professional Development		2,500.00	-2,500.00	
6290 Governance - Filing Fees	375.65	300.00	75.65	125.22 %
Total 6200 Activities and Operations	64,531.10	56,664.00	7,867.10	113.88 %
6300 Event Expenses				
6310 Annual Conference				
6311 Planning Meeting	17,299.13	16,840.00	459.13	102.73 %
6312 Hotel Expenses - Conference	0.00	4,000.00	-4,000.00	0.00 %
6314 Conference Mgmt	19,351.36	5,000.00	14,351.36	387.03 %
6316 Mailing and Printing - Conference	1,878.20	5,000.00	-3,121.80	37.56 %
6319 Presenters		5,000.00	-5,000.00	
6320 A/V	136,925.74	100,000.00	36,925.74	136.93 %
6321 Food and Beverage	284,782.95	270,000.00	14,782.95	105.48 %
6322 Receptions	50,612.27	50,000.00	612.27	101.22 %
6323 Registration Software/Other Tech	12,189.00	7,274.00	4,915.00	167.57 %
6324 Presenters and Volunteers Travel	3,357.35		3,357.35	
Total 6310 Annual Conference	526,396.00	463,114.00	63,282.00	113.66 %
6350 LIHEAP Action	2,720.57		2,720.57	
6351 Hotel Expense - LIHEAP Action Day	18,221.80	1,000.00	17,221.80	1,822.18 %
Total 6350 LIHEAP Action	20,942.37	1,000.00	19,942.37	2,094.24 %
6360 Board Meetings	5,325.21	500.00	4,825.21	1,065.04 %
Total 6300 Event Expenses	552,663.58	464,614.00	88,049.58	118.95 %
6400 Grant Expense	-1,248.50		-1,248.50	
Total Expenditures	\$1,085,845.25	\$1,001,580.00	\$84,265.25	108.41 %
NET OPERATING REVENUE	\$286,604.70	\$0.00	\$286,604.70	0.00%
NET REVENUE	\$286,604.70	\$0.00	\$286,604.70	0.00%