

# National Energy & Utility Affordability Coalition



## Balance Sheet Comparison

As of October 31, 2024

	TOTAL	
	AS OF OCT 31, 2024	AS OF OCT 31, 2023 (PY)
<b>ASSETS</b>		
Current Assets		
Bank Accounts		
494000 SunTrust Checking (deleted)	0.00	37,918.51
495000 Petty Cash	0.00	0.00
John Marshall Checking	207,152.42	250,074.32
Sweep Account 1535	818,986.12	809,692.90
<b>Total Bank Accounts</b>	<b>\$1,026,138.54</b>	<b>\$1,097,685.73</b>
Accounts Receivable		
2050 Accounts Receivable (A/R)	0.00	0.00
496000 Grants Receivable (A/R)	76,000.00	130,000.00
<b>Total Accounts Receivable</b>	<b>\$76,000.00</b>	<b>\$130,000.00</b>
Other Current Assets		
1298 Prepaid Expenses	19,270.00	11,573.00
Conference Venue	5,000.00	5,000.00
<b>Total 1298 Prepaid Expenses</b>	<b>24,270.00</b>	<b>16,573.00</b>
1299 Undeposited Funds	0.00	0.00
<b>Total Other Current Assets</b>	<b>\$24,270.00</b>	<b>\$16,573.00</b>
<b>Total Current Assets</b>	<b>\$1,126,408.54</b>	<b>\$1,244,258.73</b>
Other Assets		
Operating lease right-of-use asset	27,519.20	39,944.70
<b>Total Other Assets</b>	<b>\$27,519.20</b>	<b>\$39,944.70</b>
<b>TOTAL ASSETS</b>	<b>\$1,153,927.74</b>	<b>\$1,284,203.43</b>
<b>LIABILITIES AND EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable		
2010 Grants Payable	0.00	0.00
2040 Accounts Payable (A/P)	3,500.00	1,497.00
<b>Total Accounts Payable</b>	<b>\$3,500.00</b>	<b>\$1,497.00</b>
Credit Cards		
Bank of America 7636	0.00	20.99
Chase Southwest 7513	2,298.50	21,667.76

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	TOTAL	
	AS OF OCT 31, 2024	AS OF OCT 31, 2023 (PY)
<b>Total Credit Cards</b>	<b>\$2,298.50</b>	<b>\$21,688.75</b>
Other Current Liabilities		
2000 Deferred Event Revenue	0.00	0.00
2020 Accrued Vacation	9,603.72	6,829.05
2030 Deferred Membership Revenue	19,500.00	23,800.00
2046 Employee Taxes Payable	0.00	0.00
Accrued Expenses	0.00	0.00
District of Columbia Office of Tax and Revenue Payable	0.00	0.00
Employee Contribution		
2047 Health Insurance	0.00	602.02
2049 401K	1,987.49	1,589.73
<b>Total Employee Contribution</b>	<b>1,987.49</b>	<b>2,191.75</b>
Operating lease liability	28,109.48	40,534.98
<b>Total Other Current Liabilities</b>	<b>\$59,200.69</b>	<b>\$73,355.78</b>
<b>Total Current Liabilities</b>	<b>\$64,999.19</b>	<b>\$96,541.53</b>
<b>Total Liabilities</b>	<b>\$64,999.19</b>	<b>\$96,541.53</b>
Equity		
1296 Net assets with donor restrictions - Purpose	10,000.00	0.00
1297 Net assets with donor restrictions - time	116,000.00	0.00
3001 Opening Bal Equity	240,302.51	240,302.51
3010 Unrestrict (retained earnings)	992,725.08	833,030.95
Net Revenue	-270,099.04	114,328.44
<b>Total Equity</b>	<b>\$1,088,928.55</b>	<b>\$1,187,661.90</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$1,153,927.74</b>	<b>\$1,284,203.43</b>

# National Energy & Utility Affordability Coalition



## P&L Comparison January - October, 2024

	TOTAL	
	JAN - OCT, 2024	JAN - OCT, 2023 (PY)
<b>Revenue</b>		
4000 Event Revenue		
4001 Registrations	601,973.00	580,013.60
4002 LAD	3,872.00	3,076.00
4003 Exhibit Sales	21,000.00	31,133.88
4004 Advertising Sales	2,000.00	5,000.00
4005 Scholarship Fund	1,356.00	3,916.00
<b>Total 4000 Event Revenue</b>	<b>630,201.00</b>	<b>623,139.48</b>
4100 Contributions, Contract, Grants		
4104 General Contributions	189,000.00	292,500.00
4105 Combined Federal Campaign		199.16
4108 Foundation Grants		21,400.00
<b>Total 4100 Contributions, Contract, Grants</b>	<b>189,000.00</b>	<b>314,099.16</b>
4200 Membership	151,400.00	152,050.00
4300 Reimbursements		-27.15
4400 Earned Revenue		
4401 Interest Income	31,317.53	5,441.44
4402 Bank Credit	0.00	0.01
4403 Other Income	56.74	32,256.37
<b>Total 4400 Earned Revenue</b>	<b>31,374.27</b>	<b>37,697.82</b>
<b>Total Revenue</b>	<b>\$1,001,975.27</b>	<b>\$1,126,959.31</b>
<b>GROSS PROFIT</b>	<b>\$1,001,975.27</b>	<b>\$1,126,959.31</b>
<b>Expenditures</b>		
6000 Salaries & Related Benefits		
6001 Salary	233,035.60	209,078.11
6002 Payroll Taxes	19,481.94	16,539.46
6003 Health Insurance	27,325.20	20,617.21
6004 Transportation Benefits - OD	368.84	410.30
6005 Transportation Benefits - ED	1,329.35	994.65
6007 Retirement Match	8,831.01	8,120.40
6009 Transportation Benefits - Intern	180.00	
<b>Total 6000 Salaries &amp; Related Benefits</b>	<b>290,551.94</b>	<b>255,760.13</b>
6100 Contracted Services		
6101 Conference Management	90,000.00	84,500.00
6102 IT & Systems Consultant	40,133.60	30,925.00
6103 Contractors - All Other	15,663.00	14,259.88
6105 Accounting Services	3,158.75	4,087.50
6106 Payroll Service & Benefits Administration	3,162.05	2,966.90

# National Energy & Utility Affordability Coalition



## P&L Comparison

January - October, 2024

	TOTAL	
	JAN - OCT, 2024	JAN - OCT, 2023 (PY)
6107 Expenses - Conference Planner	7,185.66	8,029.66
6108 Expenses - IT & Systems Consultant	537.64	
<b>Total 6100 Contracted Services</b>	<b>159,840.70</b>	<b>144,768.94</b>
6200 Activities and Operations		
6201 Office-Admin Exp	1,565.70	1,056.65
6202 Insurance	4,995.26	5,088.49
6203 Tech Subscriptions/Service Fees	7,631.54	6,259.56
6204 Audit Expense	12,337.00	6,613.00
6205 Bank Fees	21,391.45	21,464.55
6206 Materials and Supplies	1,556.39	48.00
6207 Travel	15,231.69	8,559.63
6208 Occupancy	10,863.64	10,547.20
6209 Professional Development	3,855.00	
6290 Governance - Filing Fees	225.00	175.65
<b>Total 6200 Activities and Operations</b>	<b>79,652.67</b>	<b>59,812.73</b>
6300 Event Expenses		
6310 Annual Conference		
6311 Planning Meeting	9,891.89	16,924.62
6312 Hotel Expenses - Conference	-1,350.00	0.00
6314 Conference Mgmt	32,481.69	19,351.36
6316 Mailing and Printing - Conference	6,448.96	1,878.20
6319 Presenters	16,082.40	
6320 A/V	142,585.28	136,925.74
6321 Food and Beverage	377,133.50	284,782.95
6322 Receptions	71,767.16	50,612.27
6323 Registration Software/Other Tech	12,394.00	12,189.00
6324 Presenters and Volunteers Travel	9,050.58	3,357.35
<b>Total 6310 Annual Conference</b>	<b>676,485.46</b>	<b>526,021.49</b>
6350 LIHEAP Action	2,761.55	2,720.57
6351 Hotel Expense - LIHEAP Action Day	46,347.55	18,221.80
<b>Total 6350 LIHEAP Action</b>	<b>49,109.10</b>	<b>20,942.37</b>
6360 Board Meetings	16,434.44	5,325.21
<b>Total 6300 Event Expenses</b>	<b>742,029.00</b>	<b>552,289.07</b>
Uncategorized Expense	0.00	
<b>Total Expenditures</b>	<b>\$1,272,074.31</b>	<b>\$1,012,630.87</b>
NET OPERATING REVENUE	<b>\$ -270,099.04</b>	<b>\$114,328.44</b>
NET REVENUE	<b>\$ -270,099.04</b>	<b>\$114,328.44</b>

# National Energy & Utility Affordability Coalition



## Budget vs. Actuals: Budget\_FY24

January - December 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Revenue</b>				
4000 Event Revenue				
4001 Registrations	601,973.00	575,000.00	26,973.00	104.69 %
4002 LAD	3,872.00	3,000.00	872.00	129.07 %
4003 Exhibit Sales	21,000.00	30,000.00	-9,000.00	70.00 %
4004 Advertising Sales	2,000.00	4,000.00	-2,000.00	50.00 %
4005 Scholarship Fund	1,356.00	3,500.00	-2,144.00	38.74 %
<b>Total 4000 Event Revenue</b>	<b>630,201.00</b>	<b>615,500.00</b>	<b>14,701.00</b>	<b>102.39 %</b>
4100 Contributions, Contract, Grants				
4104 General Contributions	189,000.00	417,974.88	-228,974.88	45.22 %
<b>Total 4100 Contributions, Contract, Grants</b>	<b>189,000.00</b>	<b>417,974.88</b>	<b>-228,974.88</b>	<b>45.22 %</b>
4200 Membership	153,000.00	155,000.00	-2,000.00	98.71 %
4400 Earned Revenue				
4401 Interest Income	31,317.53	21,600.00	9,717.53	144.99 %
4402 Bank Credit	0.00		0.00	
4403 Other Income	56.74		56.74	
<b>Total 4400 Earned Revenue</b>	<b>31,374.27</b>	<b>21,600.00</b>	<b>9,774.27</b>	<b>145.25 %</b>
<b>Total Revenue</b>	<b>\$1,063,575.27</b>	<b>\$1,210,074.88</b>	<b>\$-206,499.61</b>	<b>82.93 %</b>
<b>GROSS PROFIT</b>	<b>\$1,063,575.27</b>	<b>\$1,210,074.88</b>	<b>\$-206,499.61</b>	<b>82.93 %</b>
<b>Expenditures</b>				
6000 Salaries & Related Benefits				
6001 Salary	243,700.32	262,304.88	-18,604.56	92.91 %
6002 Payroll Taxes	20,297.78	20,000.00	297.78	101.49 %
6003 Health Insurance	30,262.86	30,000.00	262.86	100.88 %
6004 Transportation Benefits - OD	368.84	500.00	-131.16	73.77 %
6005 Transportation Benefits - ED	1,329.35	1,000.00	329.35	132.94 %
6007 Retirement Match	9,257.60	12,000.00	-2,742.40	77.15 %
6009 Transportation Benefits - Intern	180.00		180.00	
<b>Total 6000 Salaries &amp; Related Benefits</b>	<b>305,396.75</b>	<b>325,804.88</b>	<b>-20,408.13</b>	<b>93.74 %</b>
6100 Contracted Services				
6101 Conference Management	91,270.33	92,000.00	-729.67	99.21 %
6102 IT & Systems Consultant	44,399.60	40,000.00	4,399.60	111.00 %
6103 Contractors - All Other	15,663.00	15,000.00	663.00	104.42 %
6105 Accounting Services	3,443.75	12,350.00	-8,906.25	27.88 %
6106 Payroll Service & Benefits Administration	3,230.75	3,120.00	110.75	103.55 %
6107 Expenses - Conference Planner	7,185.66	12,000.00	-4,814.34	59.88 %
6108 Expenses - IT & Systems Consultant	537.64		537.64	
<b>Total 6100 Contracted Services</b>	<b>165,730.73</b>	<b>174,470.00</b>	<b>-8,739.27</b>	<b>94.99 %</b>
6200 Activities and Operations				
6201 Office-Admin Exp	1,567.30	5,000.00	-3,432.70	31.35 %



# National Energy & Utility Affordability Coalition



## Budget vs. Actuals: Budget\_FY24

January - December 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
6202 Insurance	4,995.26	6,300.00	-1,304.74	79.29 %
6203 Tech Subscriptions/Service Fees	7,675.33	7,500.00	175.33	102.34 %
6204 Audit Expense	12,337.00	15,000.00	-2,663.00	82.25 %
6205 Bank Fees	21,391.45	23,000.00	-1,608.55	93.01 %
6206 Materials and Supplies	1,556.39	2,000.00	-443.61	77.82 %
6207 Travel	15,294.54	12,000.00	3,294.54	127.45 %
6208 Occupancy	10,863.64	13,000.00	-2,136.36	83.57 %
6209 Professional Development	3,855.00	5,000.00	-1,145.00	77.10 %
6290 Governance - Filing Fees	225.00	4,000.00	-3,775.00	5.63 %
<b>Total 6200 Activities and Operations</b>	<b>79,760.91</b>	<b>92,800.00</b>	<b>-13,039.09</b>	<b>85.95 %</b>
6300 Event Expenses				
6310 Annual Conference				
6311 Planning Meeting	9,891.89	10,000.00	-108.11	98.92 %
6312 Hotel Expenses - Conference	-1,350.00	2,000.00	-3,350.00	-67.50 %
6314 Conference Mgmt	32,481.69	30,000.00	2,481.69	108.27 %
6316 Mailing and Printing - Conference	6,448.96	2,000.00	4,448.96	322.45 %
6319 Presenters	16,082.40	10,000.00	6,082.40	160.82 %
6320 A/V	142,585.28	150,000.00	-7,414.72	95.06 %
6321 Food and Beverage	377,133.50	300,000.00	77,133.50	125.71 %
6322 Receptions	71,767.16	50,000.00	21,767.16	143.53 %
6323 Registration Software/Other Tech	12,394.00	15,000.00	-2,606.00	82.63 %
6324 Presenters and Volunteers Travel	9,050.58	5,000.00	4,050.58	181.01 %
<b>Total 6310 Annual Conference</b>	<b>676,485.46</b>	<b>574,000.00</b>	<b>102,485.46</b>	<b>117.85 %</b>
6350 LIHEAP Action	2,761.55	3,000.00	-238.45	92.05 %
6351 Hotel Expense - LIHEAP Action Day	46,347.55	30,000.00	16,347.55	154.49 %
<b>Total 6350 LIHEAP Action</b>	<b>49,109.10</b>	<b>33,000.00</b>	<b>16,109.10</b>	<b>148.82 %</b>
6360 Board Meetings	16,434.44	10,000.00	6,434.44	164.34 %
<b>Total 6300 Event Expenses</b>	<b>742,629.00</b>	<b>617,000.00</b>	<b>125,629.00</b>	<b>120.26 %</b>
Uncategorized Expense	0.00		0.00	
<b>Total Expenditures</b>	<b>\$1,292,917.39</b>	<b>\$1,210,674.88</b>	<b>\$82,242.51</b>	<b>106.85 %</b>
NET OPERATING REVENUE	<b>\$-289,342.12</b>	<b>\$0.00</b>	<b>\$-289,342.12</b>	<b>0.00%</b>
NET REVENUE	<b>\$-289,342.12</b>	<b>\$0.00</b>	<b>\$-289,342.12</b>	<b>0.00%</b>