National Energy & Utility Affordability Coalition

Balance Sheet Comparison

As of October 31, 2025

	TOTAL	
	AS OF OCT 31, 2025	AS OF OCT 31, 2024 (PY)
ASSETS		
Current Assets		
Bank Accounts		
John Marshall Checking	204,013.50	207,152.42
Sweep Account 1535	960,851.11	818,986.12
Total Bank Accounts	**$1,164,864.61**	**$1,026,138.54**
Accounts Receivable	**$60,000.00**	**$76,000.00**
Other Current Assets		
1298 Prepaid Expenses	22,135.00	24,270.00
1299 Undeposited Funds	74.43	0.00
Operating lease right-of-use asset	4,290.53	27,519.20
Total Other Current Assets	**$26,499.96**	**$51,789.20**
Total Current Assets	**$1,251,364.57**	**$1,153,927.74**
TOTAL ASSETS	**$1,251,364.57**	**$1,153,927.74**
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	**$0.00**	**$3,500.00**
Credit Cards	**$24,118.84**	**$2,298.50**
Other Current Liabilities		
2020 Deferred Membership Revenue	2,570.13	19,500.00
2030 Accrued Vacation	7,908.58	9,603.72
Employee Contribution	**2,489.45**	**1,987.49**
Operating lease liability	4,494.38	28,109.48
Total Other Current Liabilities	**$17,462.54**	**$59,200.69**
Total Current Liabilities	**$41,581.38**	**$64,999.19**
Total Liabilities	**$41,581.38**	**$64,999.19**
Equity		
1296 Net assets with donor restrictions - Purpose	20,000.00	10,000.00
1297 Net assets with donor restrictions - time	45,000.00	116,000.00
3001 Opening Bal Equity	0.00	240,302.51
3010 Unrestrict (retained earnings)	1,162,866.36	992,725.08
Net Revenue	-18,083.17	-270,099.04
Total Equity	**$1,209,783.19**	**$1,088,928.55**
TOTAL LIABILITIES AND EQUITY	**$1,251,364.57**	**$1,153,927.74**

National Energy & Utility Affordability Coalition

P&L Comparison

January - October, 2025

	TOTAL	
	JAN - OCT, 2025	JAN - OCT, 2024 (PY)
Revenue		
4000 Event Revenue	538,185.00	630,201.00
4100 Contributions, Contract, Grants	278,577.52	189,000.00
4200 Membership	170,300.00	151,400.00
4400 Earned Revenue	21,662.97	31,374.27
Total Revenue	**$1,008,725.49**	**$1,001,975.27**
GROSS PROFIT	**$1,008,725.49**	**$1,001,975.27**
Expenditures		
6000 Salaries & Related Benefits	298,179.75	290,551.94
6100 Contracted Services	172,501.55	159,840.70
6200 Activities and Operations	85,738.80	79,652.67
6300 Event Expenses	470,388.56	742,029.00
Total Expenditures	**$1,026,808.66**	**$1,272,074.31**
NET OPERATING REVENUE	**$ -18,083.17**	**$ -270,099.04**
NET REVENUE	**$ -18,083.17**	**$ -270,099.04**

National Energy & Utility Affordability Coalition

P&L by Class

January - October, 2025

	2025 CONFERENCE	2025 LIHEAP ACTION DAY	2025 OPERATIONS	2026 CONFERENCE	2026 OPERATIONS	TOTAL
Revenue						
4000 Event Revenue	**519,370.00**	**18,815.00**				**$538,185.00**
4100 Contributions, Contract, Grants	**35,077.52**		**178,500.00**	**20,000.00**	**45,000.00**	**$278,577.52**
4200 Membership			170,300.00			$170,300.00
4400 Earned Revenue	**388.21**		**21,274.76**			**$21,662.97**
Total Revenue	**$554,835.73**	**$18,815.00**	**$370,074.76**	**$20,000.00**	**$45,000.00**	**$1,008,725.49**
GROSS PROFIT	**$554,835.73**	**$18,815.00**	**$370,074.76**	**$20,000.00**	**$45,000.00**	**$1,008,725.49**
Expenditures						
6000 Salaries & Related Benefits			**298,179.75**			**$298,179.75**
6100 Contracted Services	**103,763.28**	**11,851.90**	**54,332.08**	**2,554.29**		**$172,501.55**
6200 Activities and Operations	**24,632.04**	**4,173.42**	**53,204.71**	**3,689.99**	**38.64**	**$85,738.80**
6300 Event Expenses						$0.00
6311 Planning Meeting				14,569.79		$14,569.79
6312 Hotel Expenses	8,230.18	-1,033.00				$7,197.18
6314 Conference Mgmt	31,935.41	703.34				$32,638.75
6316 Mailing and Printing - Events	10,350.09	1,425.07	4.44			$11,779.60
6319 Presenter Fees	4,800.00					$4,800.00
6320 A/V	85,903.39	4,145.40	2,832.41			$92,881.20
6321 Food and Beverage	213,783.22	13,293.00	3,448.44			$230,524.66
6322 Receptions	46,832.19					$46,832.19
6323 Registration Software/Other Tech	12,022.00	2,285.00				$14,307.00
6324 Presenters and Volunteers Travel	14,858.19					$14,858.19
Total 6300 Event Expenses	**428,714.67**	**20,818.81**	**6,285.29**	**14,569.79**		**$470,388.56**
Total Expenditures	**$557,109.99**	**$36,844.13**	**$412,001.83**	**$20,814.07**	**$38.64**	**$1,026,808.66**
NET OPERATING REVENUE	**$ -2,274.26**	**$ -18,029.13**	**$ -41,927.07**	**$ -814.07**	**$44,961.36**	**$ -18,083.17**
NET REVENUE	**$ -2,274.26**	**$ -18,029.13**	**$ -41,927.07**	**$ -814.07**	**$44,961.36**	**$ -18,083.17**

National Energy & Utility Affordability Coalition

P&L Actuals vs. Budget

January - October, 2025

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
4000 Event Revenue				
4001 Registrations	510,995.00	610,000.00	-99,005.00	83.77 %
4003 Exhibit Sales	25,000.00	22,000.00	3,000.00	113.64 %
4005 Scholarship Fund	2,190.00	1,500.00	690.00	146.00 %
Total 4000 Event Revenue	**538,185.00**	**633,500.00**	**-95,315.00**	**84.95 %**
4100 Contributions, Contract, Grants				
4104 General Contributions	278,577.52	445,000.00	-166,422.48	62.60 %
Total 4100 Contributions, Contract, Grants	**278,577.52**	**445,000.00**	**-166,422.48**	**62.60 %**
4200 Membership	170,300.00	150,000.00	20,300.00	113.53 %
4400 Earned Revenue				
4401 Interest Income	21,011.09	35,000.00	-13,988.91	60.03 %
4403 Other Income	651.88	1,000.00	-348.12	65.19 %
Total 4400 Earned Revenue	**21,662.97**	**36,000.00**	**-14,337.03**	**60.17 %**
Total Revenue	**$1,008,725.49**	**$1,264,500.00**	**$ -255,774.51**	**79.77 %**
GROSS PROFIT	**$1,008,725.49**	**$1,264,500.00**	**$ -255,774.51**	**79.77 %**
Expenditures				
6000 Salaries & Related Benefits				
6001 Salary	235,959.87	286,723.00	-50,763.13	82.30 %
6002 Payroll Taxes	20,282.75	25,000.00	-4,717.25	81.13 %
6003 Employee Insurance	32,501.82	49,410.00	-16,908.18	65.78 %
6007 Retirement Match	9,435.31	11,468.92	-2,033.61	82.27 %
Total 6000 Salaries & Related Benefits	**298,179.75**	**372,601.92**	**-74,422.17**	**80.03 %**
6100 Contracted Services				
6101 Conference Management	90,000.00	97,000.00	-7,000.00	92.78 %
6102 IT & Systems Consultant	45,468.00	54,000.00	-8,532.00	84.20 %
6103 Contractors - All Other	5,099.82	20,000.00	-14,900.18	25.50 %
6105 Accounting Services	16,750.00	17,120.00	-370.00	97.84 %
6106 Payroll & Benefits Administration	3,041.20	3,388.80	-347.60	89.74 %
6107 Expenses - Conference Planner	10,708.63	10,000.00	708.63	107.09 %
6108 Expenses - IT & Systems Consultant	881.93	3,000.00	-2,118.07	29.40 %
6109 Expenses - Other	551.97		551.97	
Total 6100 Contracted Services	**172,501.55**	**204,508.80**	**-32,007.25**	**84.35 %**
6200 Activities and Operations				
6201 Office-Admin Exp	907.32	2,350.00	-1,442.68	38.61 %
6202 Insurance	5,753.15	5,800.00	-46.85	99.19 %
6203 Tech Subscriptions/Service Fees	18,923.39	8,500.00	10,423.39	222.63 %
6205 Bank Fees	21,845.23	25,000.00	-3,154.77	87.38 %
6206 Materials and Supplies	161.64	1,750.00	-1,588.36	9.24 %
6207 Travel	23,434.53	18,000.00	5,434.53	130.19 %
6208 Occupancy	11,189.54	13,440.56	-2,251.02	83.25 %
6209 Professional Development	3,524.00	2,000.00	1,524.00	176.20 %

National Energy & Utility Affordability Coalition

P&L Actuals vs. Budget

January - October, 2025

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total 6200 Activities and Operations	**85,738.80**	**76,840.56**	**8,898.24**	**111.58 %**
6300 Event Expenses				
6311 Planning Meeting	14,569.79	10,000.00	4,569.79	145.70 %
6312 Hotel Expenses	7,197.18	32,000.00	-24,802.82	22.49 %
6314 Conference Mgmt	32,638.75	30,000.00	2,638.75	108.80 %
6316 Mailing and Printing - Events	11,779.60	5,000.00	6,779.60	235.59 %
6319 Presenter Fees	4,800.00	15,000.00	-10,200.00	32.00 %
6320 A/V	92,881.20	145,000.00	-52,118.80	64.06 %
6321 Food and Beverage	230,524.66	300,000.00	-69,475.34	76.84 %
6322 Receptions	46,832.19	50,000.00	-3,167.81	93.66 %
6323 Registration Software/Other Tech	14,307.00	16,800.00	-2,493.00	85.16 %
6324 Presenters and Volunteers Travel	14,858.19	5,000.00	9,858.19	297.16 %
Total 6300 Event Expenses	**470,388.56**	**608,800.00**	**-138,411.44**	**77.26 %**
Total Expenditures	**$1,026,808.66**	**$1,262,751.28**	**$ -235,942.62**	**81.32 %**
NET OPERATING REVENUE	**$ -18,083.17**	**$1,748.72**	**$ -19,831.89**	**-1,034.08 %**
NET REVENUE	**$ -18,083.17**	**$1,748.72**	**$ -19,831.89**	**-1,034.08 %**