

**North American Energy Standards Board
2008 Proposed Budget**

	YTD Actuals as of Oct	2008 Est YE Actuals	2008 Budget	2008YE - Budget Difference	2009 Budget	2009 Budget -2008YE Difference
Revenue (Income - Cost of Sales)						
Membership Based	\$1,557,541.71		\$1,700,000.00		\$1,688,813.48	
Non-Dues Revenue	\$102,213.84		\$69,900.00		\$140,330.00	
Total Revenue	\$1,659,755.55	\$1,651,871.71	\$1,769,900.00	(\$118,028.29)	\$1,829,143.48	\$177,271.77
Expense						
Total Salaries, Benefits, Taxes	\$748,144.43		\$910,000.00		\$900,508.79	
Office Rents & Parking	\$122,854.09		\$126,000.00		\$141,600.00	
Office Expenses	\$63,034.84		\$78,500.00		\$82,200.00	
Telecommunications	\$77,350.08		\$80,000.00		\$84,000.00	
Travel and Meetings	\$307,196.98		\$335,000.00		\$300,000.00	
Publications/Mailings/Printing	\$51,252.32		\$69,300.00		\$63,600.00	
Outside Services	\$107,689.83		\$123,400.00		\$140,000.00	
Insurance, Taxes, Fees	\$7,517.17		\$8,947.00		\$8,818.00	
Total Expense	\$1,485,039.74	\$1,753,039.74	\$1,731,147.00	\$21,892.74	\$1,720,726.79	(\$32,312.95)
Net Income	\$174,715.81	(\$101,168.03)	\$38,753.00		\$108,416.69	\$209,584.72

Expenses YTD October	\$1,485,039.74
Expected Expenses for Nov-Dec	\$268,000.00
YE 2008 Est Expenses	\$1,753,039.74
Revenue YTD October	\$1,659,755.55
Expected Revenue for Nov-Dec	(\$7,883.84)
YE 2008 Est Revenue	\$1,651,871.71
YE 2008 Net Income	(\$101,168.03)

Retained Earnings History:

Retained Earnings from 2005	(\$371,826.45)
Retained Earnings from 2006	(\$276,538.11)
Retained Earnings from 2007	(\$256,160.71)
Expected Retained Earnings 2008	(\$377,706.14)
Estimated Retained Earnings 2009	(\$269,289.45)