

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

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

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

**Retained Earnings History:**

Retained Earnings from 2005	(\$371,826.45)
Retained Earnings from 2006	(\$276,538.11)
Retained Earnings from 2007	(\$276,538.11)
Expected Retained Earnings 2008	(\$377,706.14)
<b>Estimated Retained Earnings 2009</b>	<b>(\$269,289.45)</b>