CRRC Financial History (1999-present)

- Running Balance
- Total Expenses
- Total Revenue

Reserve Target
Recent CRRC Financial History (2014-2018)

Year

- $200,000
- $0
- $200,000
- $400,000
- $600,000
- $800,000
- $1,000,000
- $1,200,000
- $1,400,000

Running Balance  Total Expenses  Total Revenue

Reserve Target
Financial Comparison from 2018 to 2017

- Change in Budget: -$153,670
- Change in Expenses: -$197,967
- Change in Revenue: $209,760
• 2018 was first year with full-time staff
• Came in under budget, including one-time transition costs
• 18% increase in available staff time compared to 2017
2018 EXPENSES & REVENUE

2018 Revenue and Expenses

$1,500,000

$1,307,544 Revenue

$1,014,704 Expenses

Budget: $1,060,703
### 2018 AT-A-GLANCE

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$1,307,544</td>
</tr>
<tr>
<td>Expenses</td>
<td>$1,014,704</td>
</tr>
<tr>
<td>Net</td>
<td>$292,841</td>
</tr>
<tr>
<td>Assets</td>
<td>$1,221,131</td>
</tr>
</tbody>
</table>
2018 EXPENSES BY TASK

- **Staffing**: Staff compensation, overhead, consultant fees
- **Administration**: Headquarters operations, CRRC meetings, insurance, and legal services
- **Outreach**: Attending outreach events, outreach material development
- **Rating Program**: Technical research, lab training, ANSI, Random Testing, ASTM, Portal and website development, ISO accreditation
- **Finances**: Third-party financial review, transaction fees, and organization taxes and registration
Finance: 1.9%
Ratings: 28.2%
Outreach: 0.3%
Admin: 27.2%
Staffing: 42.3%
RESERVES

- CRRC maintains financial reserves above established target
- Board of Directors using reserves strategically to advance the organization
- Reserves protect CRRC against adverse market conditions
PORTAL COSTS

CRRC Portal Development Costs

- Maintenance (mid-2018–Present)
- Phase 2 Development (2018-2019)
- Phase 1 Development (2017-2018)
REVENUE (ACTUALS & PROJECTION)

CRRC Revenue by Type

- **2016**: $1,232,043
- **2017**: $1,097,819
- **2018**: $1,307,544
- **2019 (projected)**: $1,027,438

Legend:
- Rating Program (New)
- Licensee Renewals
- Member Renewals
- Product Renewals
- ES-CRRC
- Other
2018 revenue higher than originally projected

Lower 2019 revenue due to:
- Decreased ENERGY STAR participation
- Licensee mergers & acquisitions
- Slowing growth of new products and Licensees
CONCLUSION

• 2018 was under budget and net positive
• Board looking at strategic ways to address flattening of revenue
• Selectively using funds to pursue special investment projects
QUESTIONS?