



## Financial Report 2017

*Fifty First Executive Committee Meeting*  
Pre-Meeting Document (PMD) – Part 2

17-18 April 2018  
Bergen, Norway





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# Financial Report

**51st Executive Committee Meeting**  
(17-18 April 2018)  
Bergen, Norway


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This report is submitted to the IEA DSM ExCo meeting in Bergen, Norway, with a request for the ExCo to:

- Approve the financial report 2017
- Approve the suggested procedure to establish new arrangement for account management.

# 1. Financial Report for 2017

Last updated 2018-03-17						
in US \$	2016		2017		2018	
Category	Budget Plan	Performance	Budget Plan	Performance	Budget Plan	Performance
<b>OVERVIEW</b>						
Opening Balance		\$356,27		\$181 000,46		\$236 985,00
Replenishment of Common Fund		\$97 854,00				
Income		\$158 800,00		\$175 759,00		\$76 890,00
<b>Total Income</b>		<b>\$257 010,27</b>		<b>\$356 759,46</b>		<b>\$313 875,00</b>
<b>Total expenditure</b>		<b>-\$78 959,00</b>		<b>-\$115 705,21</b>		<b>-\$16 616,00</b>
<b>Close Out End of Year</b>		<b>-178 051,27</b>		<b>\$241 054,25</b>		
<b>End of Balance</b>						
<b>INCOME</b>						
Common Fund	\$176 000,00	\$158 800,00	\$176 000,00	\$175 759,00	\$182 000,00	\$76 890,00
Seed Funding		\$8 307,00				
<b>Total Income</b>	<b>\$176 000,00</b>	<b>\$167 107,00</b>	<b>\$176 000,00</b>	<b>\$175 759,00</b>	<b>\$182 000,00</b>	<b>\$76 890,00</b>
<b>EXPENSES</b>						
<b>Operating Expense</b>						
ExCo Support	-\$71 000,00	-\$40 448,00	-\$70 000,00	-\$40 051,00	-\$60 000,00	-\$8 122,00
ExCo Communication	-\$5 000,00	\$0,00	-\$5 000,00	-\$477,00	-\$5 000,00	\$0,00
Advisor	-20 000,00	-\$11 555,00	-\$30 000,00	-\$38 952,00	-\$30 000,00	\$0,00
Seed-funding		\$6 307,00		\$0,00		\$0,00
ExCo Reserve Fund	-10 000,00		-\$10 000,00		-\$20 000,00	
<b>Operating Expense</b>	<b>-106 000,00</b>	<b>-\$45 696,00</b>	<b>-\$115 000,00</b>	<b>-\$79 480,00</b>	<b>-\$115 000,00</b>	<b>-\$8 122,00</b>
<b>Information Activities</b>						
Annual Report	-17 000,00	-\$7 240,00	-\$10 000,00	-\$2 060,00	-\$10 000,00	\$0,00
Spotlight Newsletter	-20 000,00	-\$12 722,00	-\$20 000,00	-\$20 029,21	-\$20 000,00	-\$7 035,00
Website	-20 000,00	-\$622,00	-\$10 000,00	-\$8 762,00	-\$10 000,00	-\$1 044,00
DSM Brochure & Task Flyers	-5 000,00	-\$5 053,00	-\$5 000,00	\$0,00	-\$5 000,00	\$0,00
<b>Information Activities Expense</b>	<b>-62 000,00</b>	<b>-\$25 637,00</b>	<b>-\$45 000,00</b>	<b>-\$30 851,21</b>	<b>-\$45 000,00</b>	<b>-\$8 079,00</b>
<b>Sum Operating &amp; Information Expenses</b>	<b>-168 000,00</b>	<b>-\$77 640,00</b>	<b>-\$160 000,00</b>	<b>-\$110 331,21</b>	<b>-\$160 000,00</b>	<b>-\$16 158,00</b>
<b>Financial Expenses</b>						
Accounting Fees	-5 000,00	\$0,00	-\$5 000,00	-\$4 000,00	-\$5 000,00	\$0,00
Annual License Renewal	-1 000,00	-\$210,00	-\$1 000,00	-\$420,00	-\$1 000,00	-\$210,00
Bank Service Charges	-2 000,00	-\$1 109,00	-\$2 000,00	-\$954,00	-\$2 000,00	-\$205,00
<b>Total Financial Expenses</b>	<b>-8 000,00</b>	<b>-\$1 319,00</b>	<b>-\$8 000,00</b>	<b>-\$5 374,00</b>	<b>-\$8 000,00</b>	<b>-\$415,00</b>
<b>Total Expenses</b>	<b>-176 000,00</b>	<b>-\$72 652,00</b>	<b>-\$168 000,00</b>	<b>-\$115 705,21</b>	<b>-\$168 000,00</b>	<b>-\$16 616,00</b>
anticipated 20 countries 2013 X USD 8000						
=						
anticipated 18 countries 2014 X USD 8000						
anticipated 16 countries 2015 X USD 8000						
anticipated 16 countries 2016 X USD11000						
anticipated 14 countries 2017 X USD 11.000 (RAP excused and ECI minus USD 5000 = USD 6000						
anticipated 16 countries 2018 X USD 11000 (RAP excused and ECI minus USD 5000=USD 6000						
Seed funding Task 26 USD 10,000	Loss					
Seed funding USD 10, Task 25 - 2014	Repaid					
Seed funding USD -1,766 Task 24 paid back - 2014	Repaid					



This report focuses on the financial performance of the IEA DSM TCP for 2017 and relates this to the budget plan.

Performance for the period 01. January to 17. March 2018 is also given, but given this short time period covered we do not put much effort into studying the numbers.

Remarks and explanations for 2017 annual performance are as follows:

**Income:**

Income is made up exclusively of Common Fund country payments. All countries except India and Spain have paid their Common Fund contribution in 2017. This means that we have received payment from 16 countries and sponsors. The total net income – USD 175 759 – is almost on budget.

**Expenses:**

Expenses consist of operating expenses, expenses for information activities and financial expenses. Total expenses 2017 add to USD 115 705, well below budget at USD 168 000.

**- Operating expenses:**

Operating expenses add up to USD 79 480, about 69 % of budget. The main reason for this is that expenses for ExCo support is substantially below budget. Costs for advisor is somewhat above budget.

**- Information expenses:**

These expenses are also below budget. Not producing hard copies of the annual report is important part of the explanation. Note also that some expenses related to the annual report (desktop publishing) are not included. There has also been no expenses related to brochure and flyer update, contrary to budget.

**- Financial expenses**

Accounting fees, annual license and bank services are all below budget.

**Result and Balance**

The net result – income less expenses – is USD 60 054, which adds to the balance to yield an end of year balance at USD 241 054.

Overall, the financial situation for the TCP is relatively strong.

Note that there is a deviation between outgoing and ingoing balances in 2016/17 and 2017/18. We are in a dialogue with the account manager to explain this, and will report on the finding as soon as possible.

## 2. Current Status of DSM Common Fund Payments by Country

COUNTRY	2013	2014	2015	2016	2017	2018
Austria*	☺	☺	☺	☺	☺	☺
Belgium*	☺	☺	☺	☺	☺	X
Canada	-	-	-	☺	☺	☺
Finland*	☺	☺	☺	☺	☺	☺
India*	☺	☺	X	X	X	X
Ireland	-	-	-	☺	☺	☺
Italy*	☺	☺	☺	☺	☺	☺
Korea*	☺	☺	☺	☺	☺	☺
Netherlands*	☺	☺	☺	☺	☺	☺
New Zealand*	☺	☺	☺	☺	☺	☺
Norway*	☺	☺	☺	☺	☺	X
Spain*	☺	☺	X	X	X	X
Sweden*	☺	☺	☺	☺	☺	☺
Switzerland*	☺	☺	☺	☺	☺	☺
UK*	☺	☺	☺	☺	☺	☺
US*	☺	☺	☺	☺	☺	X
RAP**	☺	Excused	Excused	Excused	Excused	Excused
ECI**	☺	☺	☺	☺	☺	☺
Not members						
Australia	-	-	-			
France*	☺	-	-			

\* : member country, \*\* : sponsor

Countries which have not paid their 2015, 2016 and 2017 invoice: India (2015, 2016, 2017), Spain (2015, 2016, 2017)

Countries which have not paid their 2018 invoice: are marked with X

### 3. Account management

There is a growing recognition that the current arrangement regarding our account management is suboptimal. We have received clear signals from our accountant (Accountax Enterprises Inc), situated in the USA, that it is desirable that a more suitable arrangement is found.

The VC for finances, in cooperation with the executive secretary, is working to set up a new arrangement, located in Norway. This will most likely involve:

- 1) Registering the IEA DSM TCP as a voluntary non-commercial (not for profit) organisation in the National Register. A organization number will be issued.
- 2) Obtain an account in a Norwegian bank
- 3) Hire a new accountant to keep our books.

The ExCo is asked to approve that this change is initiated.

**IEA - Demand Side Management  
Profit & Loss Detail  
January 1 through December 30, 2017**

Type	Date	Num	Adj	Name	Memo	Clr	Split	Debit	Credit	Balance
Check	10/04/17			Duneworks			Wells Fargo ...	472.00		472.00
Check	10/10/17			Duneworks			Wells Fargo ...	5.00		477.00
Total Seed-Funding										
<b>Consulting - Other</b>										
Check	01/11/17			Leading Technolo...			Wells Fargo ...	4,766.00		4,766.00
Check	01/19/17			Four Fact AB			Wells Fargo ...	4,850.00		9,616.00
Check	01/19/17			KM Group			Wells Fargo ...	7,355.00		16,971.00
Check	02/13/17			Leading Technolo...			Wells Fargo ...	4,187.00		21,158.00
Check	03/13/17			Leading Technolo...			Wells Fargo ...	4,281.00		25,439.00
Check	03/13/17			Karl Weber			Wells Fargo ...	4,034.00		29,473.00
Check	04/17/17			Four Fact AB			Wells Fargo ...	6,100.00	0.00	35,573.00
Check	05/02/17			KM Group			Wells Fargo ...	4,728.00		40,301.00
Check	07/10/17			Leading Technolo...			Wells Fargo ...	12,690.00		52,991.00
Check	07/10/17			Four Fact AB			Wells Fargo ...	12,175.00		65,166.00
Check	07/26/17			KM Group			Wells Fargo ...	4,661.00		69,827.00
Check	08/23/17			Leading Technolo...			Wells Fargo ...	4,140.00		73,967.00
Check	09/08/17			Karl Weber			Wells Fargo ...	4,034.00		78,001.00
Check	10/17/17			Leading Technolo...			Wells Fargo ...	7,095.00		85,096.00
Check	10/25/17			Four Fact AB			Wells Fargo ...	11,827.00		96,923.00
Check	10/26/17			KM Group			Wells Fargo ...	3,285.00		100,208.00
Check	11/17/17			Leading Technolo...			Wells Fargo ...	6,116.00		106,324.00
Check	12/19/17			Four Fact AB			Wells Fargo ...	4,000.00		110,324.00
Check	12/20/17			Leading Technolo...			Wells Fargo ...	3,811.00		114,135.00
Total Consulting - Other										
								114,135.00	0.00	114,135.00
Total Consulting										
								114,612.00	0.00	114,612.00
<b>Professional Fees</b>										
<b>Accounting Fees</b>										
Check	11/02/17			Accountax Enterpr...			Wells Fargo ...	4,000.00		4,000.00
Total Accounting Fees										
								4,000.00	0.00	4,000.00
Total Professional Fees										
								4,000.00	0.00	4,000.00
Total Expense										
								119,776.00	0.00	119,776.00
Net Ordinary Income										
								119,776.00	175,759.00	55,983.00
<b>Net Income</b>										
								<b>119,776.00</b>	<b>175,759.00</b>	<b>55,983.00</b>



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03/16/18  
Cash Basis

**IEA - Demand Side Management  
Profit & Loss Detail  
January 1 through March 16, 2018**

Type	Date	Adj	Name	Memo	Paid Amount	Balance
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
<b>Gross Income</b>						
Deposit	01/16/18		Deposit	Switzerland	10,973.00	10,973.00
Deposit	02/14/18		Deposit	Netherlands	10,980.00	21,953.00
Deposit	02/15/18		Deposit	Sweden	10,970.00	32,923.00
Deposit	02/22/18		Deposit	UK - Dept of Energy & Climate Change	11,000.00	43,923.00
Deposit	02/23/18		Deposit	Finland	11,000.00	54,923.00
Deposit	03/12/18		Deposit	Germany	10,967.00	65,890.00
Deposit	03/13/18		Deposit	New Zealand	11,000.00	76,890.00
Total Gross Income					76,890.00	76,890.00
Total Income					76,890.00	76,890.00
Gross Profit					76,890.00	76,890.00
<b>Expense</b>						
<b>Bank Service Charges</b>						
Check	01/11/18		Client Analysis Svc Chg		112.00	112.00
Check	03/12/18		Client Analysis Svc Chg		93.00	205.00
Total Bank Service Charges					205.00	205.00
<b>Consulting</b>						
Check	01/12/18		KM Group		7,035.00	7,035.00
Check	02/01/18		Leading Technologies		3,210.00	10,245.00
Check	03/09/18		Leading Technologies		5,956.00	16,201.00
Total Consulting					16,201.00	16,201.00
<b>License</b>						
Check	01/10/18		Florida Dept of Revenue		210.00	210.00
Total License					210.00	210.00
Total Expense					16,616.00	16,616.00
Net Ordinary Income					60,274.00	60,274.00
<b>Net Income</b>					<b>60,274.00</b>	<b>60,274.00</b>

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12/30/17

Accrual Basis

**IEA - Demand Side Management  
Profit & Loss Detail  
January 1 through December 30, 2017**

Type	Date	Num	Adj	Name	Memo	Cir	Split	Debit	Credit	Balance
<b>Ordinary Income/Expense</b>										
<b>Income</b>										
<b>Gross Income</b>										
Deposit	01/30/17			Deposit	Sweden		Wells Fargo ...		10,970.00	10,970.00
Deposit	01/31/17			Deposit	USA - Intl C...		Wells Fargo ...		11,000.00	21,970.00
Deposit	02/07/17			Deposit	US Treasury		Wells Fargo ...		11,000.00	32,970.00
Deposit	02/07/17			Deposit	Netherlands		Wells Fargo ...		10,980.00	43,950.00
Deposit	02/22/17			Deposit	Switzerland		Wells Fargo ...		10,973.00	54,923.00
Deposit	02/27/17			Deposit	Austria		Wells Fargo ...		10,967.00	65,890.00
Deposit	03/01/17			Deposit	Finland		Wells Fargo ...		11,000.00	76,890.00
Deposit	03/14/17			Deposit	New Zealand		Wells Fargo ...		11,000.00	87,890.00
Deposit	05/31/17			Deposit	Italy		Wells Fargo ...		10,970.00	98,860.00
Deposit	06/02/17			Deposit	Norway		Wells Fargo ...		10,970.00	109,830.00
Deposit	06/12/17			Deposit	Italy		Wells Fargo ...		10,970.00	120,800.00
Deposit	08/30/17			Deposit	Canada		Wells Fargo ...		10,990.00	131,790.00
Deposit	09/08/17			Deposit	South Korea		Wells Fargo ...		11,000.00	142,790.00
Deposit	10/13/17			Deposit	United King...		Wells Fargo ...		11,000.00	153,790.00
Deposit	11/28/17			Deposit	Ireland		Wells Fargo ...		10,969.00	164,759.00
Deposit	12/28/17			Deposit	Belgium		Wells Fargo ...		11,000.00	175,759.00
Total Gross Income								0.00	175,759.00	175,759.00
Total Income								0.00	175,759.00	175,759.00
Gross Profit								0.00	175,759.00	175,759.00
<b>Expense</b>										
<b>Bank Service Charges</b>										
Check	01/11/17			Client Analysis Sv...			Wells Fargo ...	71.00		71.00
Check	02/13/17			Client Analysis Sv...			Wells Fargo ...	138.00		209.00
Check	03/13/17			Client Analysis Sv...			Wells Fargo ...	106.00		315.00
Check	04/11/17			Client Analysis Sv...			Wells Fargo ...	143.00		458.00
Check	05/11/17			Client Analysis Sv...			Wells Fargo ...	47.00		505.00
Check	06/12/17			Client Analysis Sv...			Wells Fargo ...	4.00		509.00
Check	07/11/17			Client Analysis Sv...			Wells Fargo ...	18.00		527.00
Check	08/11/17			Client Analysis Sv...			Wells Fargo ...	95.00		622.00
Check	09/11/17			Client Analysis Sv...			Wells Fargo ...	53.00		675.00
Check	10/11/17			Client Analysis Sv...			Wells Fargo ...	54.00		729.00
Check	11/13/17			Client Analysis Sv...			Wells Fargo ...	177.00		906.00
Check	12/11/17			Client Analysis Sv...			Wells Fargo ...	48.00		954.00
Total Bank Service Charges								954.00	0.00	954.00
<b>Business License &amp; Fees</b>										
Check	01/05/17			Accountax Enterpr...			Wells Fargo ...	210.00		210.00
Total Business License & Fees								210.00	0.00	210.00
<b>Consulting Seed-Funding</b>										