

Delaware Sustainable Energy Utility
Revised 2018-19 Budget and 2019-20 Proposed Budget
 Approved SEU Board 5/17/2019

	2018/19 Budget	Revised 2018/19 Budget	Proposed 2019/20 Budget	Notes
Beginning Cash Balance	\$ 14,780,010	\$ 14,780,010	\$ 17,246,728	
Ordinary Revenue/Expense				
Revenue				
4010 - SEU-ONE Admin Fee	\$ 255,000	\$ 231,000	\$ 256,000	FY18/19 -maybe lower due to weather, FY19/20 based on trend
4550 - SREC Trade Fee Reimbursement	\$ 464,000	\$ 464,000	\$ 520,400	Based on contracts
4555 - PJM GATS Fee Reimbursement	\$ 1,000	\$ 1,000	\$ 1,000	Assumes no increase in fee
4560 - Solicitation Fee Reimbursement	\$ 53,000	\$ 55,748	\$ 58,500	Based on contracts
5030 - Annual RGGI Allocation	\$ 8,000,000	\$ 8,500,000	\$ 8,000,000	FY18/19-Assumes 2m in june; FY 19/20 Based on trend last 5Q's
5080 - Bond Counsel Reimbursement	\$ 180,000	\$ 153,888	\$ -	No Bond Issues anticipated
5081 - Bond Bridge Loan Reimbursement	\$ 10,200,000	\$ 10,459,237	\$ -	No Bridge Loans Anticipated
5090 - RCPP Expense Reimbursement	\$ 117,000	\$ 117,000	\$ 6,500	Left on USDA contract
5170 - Bond Administration Fees	\$ 120,000	\$ 127,800	\$ 31,000	Per Bond Schedule
5180 - Loan & Program Service Fees	\$ 90,000	\$ 96,000	\$ 70,000	Lowered expect less loan activity due to less farms
5190 - Energy Savings Exchange Income	\$ 8,000	\$ 5,000	\$ 8,000	Based on trend
5191 - PACE Fees	\$ -	\$ -	\$ 75,000	Asumes \$3 million in PACE deals
5310 - Interest on savings	\$ 240,000	\$ 175,000	\$ 350,000	Return to higher income due to higher bank balances
5230 - Interest on Loans	\$ 400,000	\$ 850,000	\$ 650,000	Lowered expect less loan activity due to less farms
6800 - Change in Investment Value		\$ 80,000	\$ 80,000	Assumes same as last year
5490 - SREC Sales (Delmarva-Auction)	\$ 5,000,000	\$ 4,300,000	\$ 4,800,000	FY18/19 -maybe lower due to weather, FY19/20 based on trend
Total Revenue	\$ 25,128,000	\$ 25,615,673	\$ 14,906,400	
Cost of Goods Sold				
5440 - Solicitation Fees	\$ 53,000	\$ 55,748	\$ 58,200	Based on contracts
5445 - SRECs Purchased	\$ 5,000,000	\$ 4,300,000	\$ 4,800,000	FY18/19 -maybe lower due to weather, FY19/20 based on trend
5446 - SREC Trade Fee	\$ 464,000	\$ 464,000	\$ 520,400	Based on contracts
5447 - PJM GATS Fee	\$ 1,000	\$ 1,000	\$ 1,000	Assumes no increase in fee
Total COGS	\$ 5,518,000	\$ 4,820,748	\$ 5,379,600	
Gross Revenue	\$ 19,610,000	\$ 20,794,925	\$ 9,526,800	Much lower due to no Bridge Loan Repayment
Expense				
8700 - Depreciation Expense	\$ 48,000	\$ 58,000	\$ 65,000	Based on Trend
7200 - Salaries & Related Expenses				
7210 - Officer Salaries	\$ 128,000	\$ 128,000	\$ 128,000	Contract Based
7220 - Salaries & Wages	\$ 270,000	\$ 167,000	\$ 200,000	FY 18/19 - trend, 19/20 trend plus emp #4 starts before july
7230 - Pension Plan Contributions	\$ 26,000	\$ 17,500	\$ 20,000	FY 18/19 - trend, 19/20 trend plus emp #4 starts before july

	Revised 2018/19		Proposed 2019/20		Notes
	2018/19 Budget	Budget	Budget	Budget	
7235 · Specific Assistance-Intern	\$ 70,000	\$ 50,000	\$ 65,000		FY 18/19 trend FY19/20 Trend plus add for PT PR staff
7250 · Payroll taxes	\$ 28,000	\$ 23,000	\$ 29,000		FY 18/19 - trend, 19/20 trend plus emp #4 starts before july
Total 7200 · Salaries & Related Expenses	\$ 522,000	\$ 385,500	\$ 442,000		
7500 · Contract Service Expenses					
7520 · Accounting Fees	\$ 45,000	\$ 45,000	\$ 52,000		Baseds on Trends
7530 · Legal Fees	\$ 15,000	\$ 10,500	\$ 15,000		FY 18/19 Trend; FY 19/20 add \$4k for loan docs updates
7531 · Bond Legal	\$ 50,000	\$ 21,000	\$ 15,000		FY18/19 Actual; FY19/20 assumes work on Master Lease
7540 · Financial Services	\$ 25,000	\$ 40,000	\$ 40,000		Based on current trends
7550 · Research & Development Expenses	\$ 100,000	\$ 20,000	\$ 90,000		FY19/20 assumes 3 pilot projects
7580 · Measurement/Verification/Eval.	\$ 90,000	\$ 30,000	\$ 50,000		Assume two planned evaluations
Total 7500 · Contract Service Expenses	\$ 325,000	\$ 166,500	\$ 262,000		
8100 · Nonpersonnel Expenses					
8110 · Supplies	\$ 4,500	\$ 2,000	\$ 2,250		Cut in half due to history
8130 · Telephone & telecomm	\$ 1,800	\$ 1,600	\$ 1,800		Based on trend
8170 · Printing, Copying & Postage	\$ 1,500	\$ 2,500	\$ 2,000		Trend with less for annual report
8180 · Books, subscriptions, reference	\$ 500	\$ 100	\$ 100		Based on trend
Total 8100 · Nonpersonnel Expenses	\$ 8,300	\$ 6,200	\$ 6,150		
8200 · Facility & Equipment Expenses					
8210 · Rent & Parking	\$ 38,500	\$ 24,000	\$ 27,100		Rent contract
8220 · Utilities	\$ 2,800	\$ 3,400	\$ 3,800		Basd on Trend
8230 · Office Equipment	\$ 5,000	\$ 2,300	\$ 4,000		FY18/19 Trend; F19/20 computer increase for new computer
8350 · Vehicle Lease & Expenses	\$ 7,200	\$ 7,400	\$ 7,000		Based on contract
Total 8200 · Facility & Equipment Expenses	\$ 53,500	\$ 37,100	\$ 41,900		
8300 · Travel, Meeting & Training Exp					
8310 · Travel & Lodging	\$ 6,000	\$ 4,000	\$ 5,000		Averaged the last 6 years minus anniv.dinner
8320 · Meeting Expenses	\$ 13,500	\$ 8,500	\$ 8,500		Averaged the last 5 years minus anniv.dinner
8330 · Membership Dues	\$ 3,000	\$ 3,000	\$ 3,000		Based on Trend
8340 · Meals & Entertainment	\$ 1,500	\$ 700	\$ 1,000		Based on Trend
8540 · Staff Development	\$ 500	\$ 500	\$ 500		Based on Trend
Total 8300 · Travel, Meeting & Training Exp	\$ 24,500	\$ 16,700	\$ 18,000		
8500 · Other Admin. Expenses					
8400 · Marketing/Public Relations	\$ 260,000	\$ 314,000	\$ 295,000		FY 19/20 -\$200k media, 45K climate conversation, plus 40K
8520 · Insurance	\$ 13,000	\$ 13,000	\$ 12,500		Based on trends
8530 · Corporate Taxes	\$ 325	\$ 325	\$ 325		Assumes no change in tax rate
8560 · Outside Computer Services	\$ 45,000	\$ 87,000	\$ 97,000		FY 18/19 increase due to Energy Orbit Contract; FY19/20 Trend
8570 · Legal Advertising	\$ 300	\$ 1,500	\$ 1,500		based on trend
8585 · Bank Service Chgs/Financial Fee	\$ 32,000	\$ 19,000	\$ 20,000		based on trend

	Revised 2018/19		Proposed 2019/20		
	2018/19 Budget	Budget	Budget	Budget	Notes
Total 8500 - Other Admin. Expenses	\$ 350,625	\$ 434,825	\$ 131,620		
8600 - RGGI Program Expense					
8607 - Solar Thermal Grant Program	\$ 550,000	\$ 230,000	\$ 400,000		Based on projected project closures; program ends after FY19/20
8612 - Non-Profit EEIF Grant	\$ 500,000	\$ 220,000	\$ 200,000		FY18/19 based on trend; FY 19/20 funding discontinued
8621 - RCPP Farm Program	\$ 117,000	\$ 110,600	\$ 6,400		FY18/19 Trend FY19/20 Remaining grant funds
8622 - Energize Delaware Farm EE Prog	\$ 900,000	\$ 700,000	\$ 577,500		FY18/20 Based on trend; FY 19/20 Ensave proposal, ends solar thermal rebate
8623 - Lights on Delaware Strong	\$ 21,500	\$ 32,000	\$ 295,000		FY18/19 based on trend; FY19/20 based on statewide program proposal
8625 - Solar Plus Resiliency Loan	\$ 765,000	\$ 981,428			FY18/19-Actual
8626 - Solar Resiliency SREC Purchase	\$ 75,000	\$ 76,500	\$ -		FY18/19 assumes contractual buy of SRECs
8627 - 2017 Bond Issue Tech Assistance	\$ 60,000	\$ 42,000	\$ 25,000		FY18/19 Based on Trend; FY19/20 assumes wrap up activity only
8632 - ZeMod for Low/Mod Income	\$ 500,000	\$ 200,000	\$ 381,000		FY18/20 Based on trend; FY 19/20 based MHDC\VEIC proposal
8635 - Faith Efficiency	\$ 50,000	\$ 40,000	\$ 55,000		FY18/20 Trend; FY 19/20 IPL proposal
8640 - Energy Assessments for Nonprofit	\$ 104,000	\$ 72,000	\$ 105,000		FY18/20 Based on trend; FY 19/20 increase for more House of Worship audits
8642 - Delaware National Guard Loan	\$ 404,818	\$ 404,818	\$ -		FY 18/19 actual, loan closed
8650 - Low Interest Loan Program	\$ 8,000,000	\$ 8,500,000	\$ 9,000,000		FY18/19 Actual plus survey of loans; FY 19/20 Survey of loans plus \$2M
8652 - Community Energy Center-Pilot	\$ 32,000	\$ 31,200	\$ -		FY18/19-Actual; FY19/20 program closed
8653 - DSHA Construction Loans			\$ 1,000,000		Per Board approved MOU with DSHA
8655 - Pre-Weatherization	\$ 720,000	\$ 670,000	\$ 785,000		FY18/20 Trend; FY 19/20 based on Catholic Charities proposal
8657 - PACE Program	\$ 50,000	\$ 66,000	\$ 75,000		FY 18/19 Contract plus legal; FY19/20 assumes \$3 million in deals
8660 - Pathway to Green Ribbon Schools	\$ 122,000	\$ 95,000	\$ 115,000		FY18/20 Based on trend; FY 19/20 based GBU proposal -project lower costs
8662 - Energize DE Multifamily Housing	\$ 400,000	\$ 100,000	\$ 885,000		FY18/20 Based on trend; FY 19/20 based program ramping up.
8665 - Residential Solar Loan Program	\$ 1,400,000	\$ 1,100,000	\$ 1,100,000		FY18/20 Based on trend; FY 19/20 based projection of program ramping up
8666 - Energy Eff. Bond Bridge Loan	\$ 3,320,000	\$ 3,056,836			FY18/19 Actual; FY 19/20 not anticipating bridge loans at this time.
8670 - Home Performance w/Energy Star	\$ 2,700,000	\$ 2,100,000	\$ 3,142,000		FY18/20 Based on trend; FY 19/20 Franklin projection of program ramping up
8673 - Home Energy Counseling \Checkup	\$ 230,000	\$ 60,000	\$ 470,000		FY18/20 Based on trend; FY 19/20 Franklin projection of program ramping up
8675 - Home Performance Loan	\$ 300,000	\$ 300,000	\$ 350,000		FY18/20 Based on trend; FY 19/20 based projection with ramp up for incentive
8690 - SREC Upfront Purchase Program	\$ 160,000	\$ 135,000	\$ 90,000		Both FY based on remaining farms \$180,000 for 4 farms , 2 in each year
Total 8600 - RGGI Program Expense	\$ 21,481,318	\$ 19,323,382	\$ 19,056,900		
Total Expense	\$ 22,813,243	\$ 20,428,207	\$ 20,023,570		
Net Ordinary Revenue	\$ (3,203,243)	\$ 366,718	\$ (10,496,770)		Much lower due to no bridge loan repayment
Other Inflows (Principal Repayment)	\$ 1,900,000	\$ 2,100,000	\$ 2,400,000		FY 18/19 Trend ; FY 19/20 projects 15% increase
Ending Cash Balance	\$ 13,476,767	\$ 17,246,728	\$ 9,149,958		This projected Cash Balance places the DESEU near desired balance