## Delaware Sustainable Energy Utility
### Cash Flow Profit & Loss Budget vs. Actual
#### As of June 30, 2019 (100% Lapsed)

<table>
<thead>
<tr>
<th>Budget Period</th>
<th>May '19 - Jun '19</th>
<th>Jul '18 - Jun '19</th>
<th>Budget</th>
<th>$ Over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning Cash Balance</td>
<td>$16,181,657.79</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

### Ordinary Revenue/Expense

#### Revenue

- **SEU-ONE Admin Fee**
  - $60,459.49
  - $250,053.29
  - $231,000.00
  - $19,053.29
  - 108.25%
- **SREC Trade Fee Reimbursement**
  - $80,050.00
  - $470,900.00
  - $464,000.00
  - $6,900.00
  - 101.49%
- **PJM GATS Fee Reimbursement**
  - $0.00
  - $55,748.00
  - $55,748.00
  - $0.00
  - 100.0%
- **Annual RGGI Allocation**
  - $2,364,112.39
  - $8,978,890.11
  - $8,500,000.00
  - $478,890.11
  - 105.63%
- **Bond Counsel Reimbursement**
  - $0.00
  - $153,888.26
  - $153,888.00
  - $0.26
  - 100.0%
- **EE Bond Bridge Loan Reimbursement**
  - $0.00
  - $10,459,237.00
  - $10,459,237.00
  - $0.00
  - 100.0%
- **RCPP Expense Reimbursement**
  - $0.00
  - $110,663.25
  - $117,000.00
  - $6,336.75
  - 94.58%
- **Bond Administration Fees**
  - $0.00
  - $127,748.76
  - $127,800.00
  - $51.24
  - 99.96%
- **Loan & Program Service Fees**
  - $7,687.21
  - $87,946.75
  - $96,000.00
  - $8,053.25
  - 91.61%
- **Energy Savings Exchange Income**
  - $184.00
  - $4,607.75
  - $5,000.00
  - $392.25
  - 92.16%
- **SREC Sales (Delmarva-Auction)**
  - $1,033,018.03
  - $4,672,678.67
  - $4,300,000.00
  - $372,678.67
  - 108.67%

### Total Revenue

- $3,647,031.37
- $25,718,199.25
- $24,765,673.00
- $952,526.25
- 103.85%

#### Cost of Goods Sold

- **Solicitation Fees**
  - $0.00
  - $55,748.00
  - $55,748.00
  - $0.00
  - 100.0%
- **SRECs Purchased**
  - $500,105.35
  - $4,144,260.17
  - $4,300,000.00
  - $155,739.83
  - 96.38%
- **SREC Trade Fee**
  - $80,050.00
  - $470,900.00
  - $464,000.00
  - $6,900.00
  - 101.49%
- **PJM GATS Fee**
  - $0.00
  - $1,000.00
  - $1,000.00
  - $0.00
  - 100.0%

### Total COGS

- $580,155.35
- $4,671,908.17
- $4,820,748.00
- $148,839.83
- 96.91%

### Gross Revenue

- $3,066,876.02
- $21,046,291.08
- $19,944,925.00
- $1,101,366.08
- 105.52%

#### Expense

- **Depreciation Expense**
  - $13,922.78
  - $65,779.40
  - $58,000.00
  - $7,779.40
  - 113.41%
- **Salaries & Related Expenses**
  - $24,038.45
  - $132,394.86
  - $128,000.00
  - $4,394.86
  - 103.43%
- **Pension Plan Contributions**
  - $2,416.66
  - $17,416.65
  - $17,500.00
  - $83.35
  - 99.52%
- **Specific Assistance-Intern**
  - $7,986.50
  - $49,375.10
  - $50,000.00
  - $624.90
  - 98.75%
- **Payroll taxes**
  - $3,752.13
  - $23,021.15
  - $23,000.00
  - $21.15
  - 100.09%

### Total 7200 · Salaries & Related Expenses

- $63,051.39
- $387,699.54
- $385,500.00
- $2,199.54
- 100.57%

#### Contract Service Expenses

- **Accounting Fees**
  - $9,816.50
  - $51,161.04
  - $45,000.00
  - $6,161.04
  - 113.69%
- **Legal Fees**
  - $5,579.92
  - $165,491.78
  - $167,000.00
  - $1,508.22
  - 99.1%
- **Research & Development Expenses**
  - $7,986.50
  - $49,375.10
  - $50,000.00
  - $624.90
  - 98.75%
- **Measurement/Verification/Eval.**
  - $3,752.13
  - $23,021.15
  - $23,000.00
  - $21.15
  - 100.09%

### Total 7500 · Contract Service Expenses

- $18,813.67
- $182,501.91
- $166,500.00
- $16,001.91
- 109.61%

#### Nonpersonnel Expenses

- **Supplies**
  - $403.17
  - $1,600.69
  - $2,000.00
  - $399.31
  - 80.04%
- **Telephone & telecomm**
  - $212.86
  - $1,564.07
  - $1,600.00
  - $35.93
  - 97.75%
- **Printing, Copying & Postage**
  - $959.85
  - $3,076.80
  - $2,500.00
  - $576.80
  - 123.07%
- **Books, subscriptions, reference**
  - $0.00
  - $9.99
  - $100.00
  - $90.01
  - 9.99%

### Total 8100 · Nonpersonnel Expenses

- $1,575.88
- $6,251.55
- $6,200.00
- $51.55
- 100.83%

#### Facility & Equipment Expenses

- **Rent & Parking**
  - $642.52
  - $2,261.50
  - $2,400.00
  - $138.50
  - 94.35%
- **Utilities**
  - $581.10
  - $3,410.97
  - $3,400.00
  - $10.97
  - 100.32%

| Total 8200 · Facility & Equipment Expenses | $1,223.62 | $5,672.47 | $5,600.00 | $72.47 | 100.32% |

| Total 8200 · Facility & Equipment Expenses | $1,223.62 | $5,672.47 | $5,600.00 | $72.47 | 100.32% |

| Total 8200 · Facility & Equipment Expenses | $1,223.62 | $5,672.47 | $5,600.00 | $72.47 | 100.32% |
### Budget Summary

<table>
<thead>
<tr>
<th>Category</th>
<th>May '19 - Jun '19</th>
<th>Jul '18 - Jun '19</th>
<th>Budget</th>
<th>$ Over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Office Equipment</strong></td>
<td>1,059.99</td>
<td>3,080.07</td>
<td>2,300.00</td>
<td>780.07</td>
<td>133.92%</td>
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<tr>
<td><strong>Vehicle Lease &amp; Expenses</strong></td>
<td>1,205.33</td>
<td>7,895.40</td>
<td>7,400.00</td>
<td>495.40</td>
<td>106.7%</td>
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<tr>
<td><strong>Total Facility &amp; Equipment Expenses</strong></td>
<td>7,348.44</td>
<td>40,742.96</td>
<td>37,100.00</td>
<td>3,642.96</td>
<td>109.82%</td>
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<tr>
<td><strong>Travel, Meeting &amp; Training Exp</strong></td>
<td>562.33</td>
<td>3,815.63</td>
<td>4,000.00</td>
<td>-184.37</td>
<td>95.39%</td>
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<tr>
<td><strong>Vehicle Lease &amp; Expenses</strong></td>
<td>955.61</td>
<td>8,779.94</td>
<td>8,500.00</td>
<td>279.94</td>
<td>103.29%</td>
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<tr>
<td><strong>Meeting Expenses</strong></td>
<td>400.00</td>
<td>3,282.00</td>
<td>3,000.00</td>
<td>282.00</td>
<td>109.4%</td>
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<tr>
<td><strong>Meals &amp; Entertainment</strong></td>
<td>65.22</td>
<td>512.16</td>
<td>700.00</td>
<td>-187.84</td>
<td>73.17%</td>
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<tr>
<td><strong>Total Travel, Meeting &amp; Training Expenses</strong></td>
<td>1,983.16</td>
<td>16,538.73</td>
<td>16,700.00</td>
<td>-161.27</td>
<td>99.03%</td>
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<tr>
<td><strong>Other Admin. Expenses</strong></td>
<td>10,897.62</td>
<td>311,898.69</td>
<td>314,000.00</td>
<td>-2,101.31</td>
<td>99.33%</td>
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<tr>
<td><strong>Insurance</strong></td>
<td>0.00</td>
<td>11,914.04</td>
<td>13,000.00</td>
<td>0.00</td>
<td>100.0%</td>
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<tr>
<td><strong>Legal Advertising</strong></td>
<td>2,285.00</td>
<td>2,652.76</td>
<td>1,500.00</td>
<td>1,152.76</td>
<td>176.85%</td>
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<tr>
<td><strong>Bank Service Chgs/Financial Fee</strong></td>
<td>1,060.76</td>
<td>21,009.30</td>
<td>19,000.00</td>
<td>2,009.30</td>
<td>110.58%</td>
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<tr>
<td><strong>Total Other Admin. Expenses</strong></td>
<td>27,772.52</td>
<td>440,768.28</td>
<td>434,825.00</td>
<td>5,943.28</td>
<td>101.37%</td>
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<tr>
<td><strong>RGGI Program Expense</strong></td>
<td>0.00</td>
<td>164,937.70</td>
<td>230,000.00</td>
<td>-65,062.30</td>
<td>71.71%</td>
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<tr>
<td><strong>Solar Thermal Grant Program</strong></td>
<td>3,174.00</td>
<td>117,248.00</td>
<td>220,000.00</td>
<td>-102,752.00</td>
<td>53.3%</td>
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<tr>
<td><strong>RCP Farm Program</strong></td>
<td>0.00</td>
<td>110,663.25</td>
<td>110,600.00</td>
<td>63.25</td>
<td>100.06%</td>
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<tr>
<td><strong>Energize Delaware Farm EE Prog</strong></td>
<td>217,419.50</td>
<td>611,644.64</td>
<td>700,000.00</td>
<td>-88,355.36</td>
<td>87.38%</td>
</tr>
<tr>
<td><strong>Lights on Seaford Strong</strong></td>
<td>5,664.00</td>
<td>26,561.44</td>
<td>32,000.00</td>
<td>-5,438.56</td>
<td>83.01%</td>
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<tr>
<td><strong>Solar Plus Resiliency Loan</strong></td>
<td>0.00</td>
<td>803,520.00</td>
<td>981,428.00</td>
<td>-177,908.00</td>
<td>81.87%</td>
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<tr>
<td><strong>Solar Resiliency SREC Purchase</strong></td>
<td>0.00</td>
<td>0.00</td>
<td>76,500.00</td>
<td>-76,500.00</td>
<td>0.0%</td>
</tr>
<tr>
<td><strong>2017 Bond Issue Tech Assistance</strong></td>
<td>32,492.49</td>
<td>158,694.29</td>
<td>200,000.00</td>
<td>-41,305.71</td>
<td>79.35%</td>
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<tr>
<td><strong>ZeMod for Low/Mod Income</strong></td>
<td>14,004.92</td>
<td>22,899.11</td>
<td>40,000.00</td>
<td>-17,100.89</td>
<td>57.25%</td>
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<tr>
<td><strong>Energy Assessments for Nonprofit</strong></td>
<td>20,000.00</td>
<td>72,000.00</td>
<td>72,000.00</td>
<td>0.00</td>
<td>100.0%</td>
</tr>
<tr>
<td><strong>Delaware National Guard Loan</strong></td>
<td>0.00</td>
<td>404,818.29</td>
<td>404,818.00</td>
<td>0.29</td>
<td>100.0%</td>
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<tr>
<td><strong>Low Interest Loan Program</strong></td>
<td>519,131.18</td>
<td>7,289,045.90</td>
<td>8,500,000.00</td>
<td>-1,210,954.10</td>
<td>85.75%</td>
</tr>
<tr>
<td><strong>Community Energy Center-Pilot</strong></td>
<td>0.00</td>
<td>31,123.17</td>
<td>31,200.00</td>
<td>-76.83</td>
<td>99.75%</td>
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<tr>
<td><strong>Pre-Weatherization</strong></td>
<td>131,417.28</td>
<td>670,073.90</td>
<td>670,000.00</td>
<td>73.90</td>
<td>100.01%</td>
</tr>
<tr>
<td><strong>PACE</strong></td>
<td>180.00</td>
<td>51,102.86</td>
<td>66,000.00</td>
<td>-14,897.14</td>
<td>77.43%</td>
</tr>
<tr>
<td><strong>Pathway to Green Ribbon Schools</strong></td>
<td>24,633.47</td>
<td>103,641.11</td>
<td>95,000.00</td>
<td>8,641.11</td>
<td>109.1%</td>
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<tr>
<td><strong>Energize DE MultiFamily Housing</strong></td>
<td>9,800.00</td>
<td>80,013.00</td>
<td>100,000.00</td>
<td>-19,987.00</td>
<td>80.01%</td>
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<tr>
<td><strong>Residential Solar Loan Program</strong></td>
<td>123,360.06</td>
<td>1,081,299.19</td>
<td>1,100,000.00</td>
<td>-18,700.81</td>
<td>98.3%</td>
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<tr>
<td><strong>Energy Eff. Bond Bridge Loan</strong></td>
<td>0.00</td>
<td>3,056,836.59</td>
<td>3,056,836.00</td>
<td>0.59</td>
<td>100.0%</td>
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<tr>
<td><strong>Home Performance w/Energy Star</strong></td>
<td>531,019.90</td>
<td>2,064,161.46</td>
<td>2,100,000.00</td>
<td>-35,838.54</td>
<td>98.29%</td>
</tr>
<tr>
<td><strong>Home Energy Counseling and Chec</strong></td>
<td>43,778.39</td>
<td>66,999.36</td>
<td>60,000.00</td>
<td>6,999.36</td>
<td>111.66%</td>
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<tr>
<td><strong>Home Performance Loan Reserve</strong></td>
<td>68,866.02</td>
<td>258,956.60</td>
<td>300,000.00</td>
<td>-41,043.40</td>
<td>86.32%</td>
</tr>
<tr>
<td><strong>SREC Upfront Pchse Prgrm Fees</strong></td>
<td>-166.00</td>
<td>-496.00</td>
<td>135,000.00</td>
<td>-135,496.00</td>
<td>-0.37%</td>
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<tr>
<td><strong>Total RGGI Program Expense</strong></td>
<td>1,745,665.21</td>
<td>17,286,058.00</td>
<td>19,323,382.00</td>
<td>-2,037,324.00</td>
<td>89.46%</td>
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<tr>
<td><strong>Total Expense</strong></td>
<td>1,880,133.05</td>
<td>18,426,340.37</td>
<td>20,428,207.00</td>
<td>-2,001,866.63</td>
<td>90.2%</td>
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</tbody>
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### Net Ordinary Revenue

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Ordinary Revenue</strong></td>
<td>1,186,742.97</td>
<td>-542.12%</td>
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</tbody>
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### Other Revenue/Expense

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Interest on Loans</strong></td>
<td>850,000.00</td>
<td>100.23%</td>
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<tr>
<td><strong>Interest on 1201 N. Market loan</strong></td>
<td>3,406.92</td>
<td>1,956.97</td>
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<tr>
<td><strong>Interest on 1105 N. Market Loan</strong></td>
<td>3,016.18</td>
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<tr>
<td><strong>Interest on Cherry Island Loan</strong></td>
<td>1,363.22</td>
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<tr>
<td><strong>Interest on Renew Loans</strong></td>
<td>3,906.84</td>
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<tr>
<td><strong>Interest on Dover Par 3</strong></td>
<td>103.11</td>
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<tr>
<td><strong>Interest on Riverfront</strong></td>
<td>6,334.76</td>
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<tr>
<td><strong>Interest on SLDE Loan</strong></td>
<td>985.72</td>
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</tbody>
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Page 2 of 4
<table>
<thead>
<tr>
<th>Entry</th>
<th>Description</th>
<th>May '19 - Jun '19</th>
<th>Jul '18 - Jun '19</th>
<th>Budget</th>
<th>$ Over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>1331</td>
<td>Interest on Christina School</td>
<td>27,521.44</td>
<td>111,591.01</td>
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<tr>
<td>1332</td>
<td>Interest on Aero Ways Loan</td>
<td>54.44</td>
<td>336.55</td>
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<tr>
<td>1333</td>
<td>Interest on Race Track Car Wash</td>
<td>482.08</td>
<td>3,170.03</td>
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<tr>
<td>1334</td>
<td>Interest on DEMEC, Inc. Loan</td>
<td>848.36</td>
<td>5,391.86</td>
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<tr>
<td>1335</td>
<td>Interest on DE Technology Park</td>
<td>525.48</td>
<td>2,258.13</td>
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<td>1336</td>
<td>Interest on UUSD Loan</td>
<td>64.34</td>
<td>796.71</td>
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<td>1337</td>
<td>Interest on Bruce Daisey Loan</td>
<td>34.54</td>
<td>344.07</td>
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<td>1339</td>
<td>Interest on Lewes Library Loan</td>
<td>644.06</td>
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<td>1341</td>
<td>Interest on DE Nat'l Guard Loan</td>
<td>11,510.37</td>
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<td>1343</td>
<td>Interest on KANI, LLC Loan</td>
<td>191.73</td>
<td>1,815.92</td>
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<tr>
<td>1344</td>
<td>Interest on MIDI, Inc. Loan</td>
<td>38.88</td>
<td>514.72</td>
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<td>1346</td>
<td>Interest on Comm. Lutheran Loan</td>
<td>49.77</td>
<td>521.82</td>
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<tr>
<td>1347</td>
<td>Interest on Hy-Park, LLC Loan</td>
<td>169.45</td>
<td>1,382.04</td>
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<tr>
<td>1348</td>
<td>Interest on IPR Int'l Loan</td>
<td>1,667.27</td>
<td>22,668.04</td>
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<tr>
<td>1349</td>
<td>Interest on First Presbyterian</td>
<td>595.25</td>
<td>3,566.35</td>
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<tr>
<td>1351</td>
<td>Interest on PAL Loan</td>
<td>617.61</td>
<td>3,382.81</td>
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<tr>
<td>1352</td>
<td>Interest on Incline Loans</td>
<td>3,841.52</td>
<td>11,286.63</td>
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<tr>
<td>1353</td>
<td>Interest on Georgetown Medical</td>
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<td>1,685.85</td>
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Total 9100 · Loss on Renew Loan Chg Offs  

Other Inflows/Outflows  

1007 Market St. Principal  
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1201 N. Market St. Principal  
3KB Corporation Principal
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<th>Jul '18 - Jun '19</th>
<th>Budget</th>
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