

**Delaware Sustainable Energy Utility**  
**Cash Flow Profit & Loss Budget vs. Actual**  
As of June 30, 2020 (100% Lapsed)

|   | <u>Jul '19 - Jun 20</u> | <u>Budget</u>        | <u>\$ Over Budget</u> | <u>% of Budget</u> |
|---|-------------------------|----------------------|-----------------------|--------------------|
| <b>Beginning Cash Balance</b>                       | <b>18,607,450.85</b>    |                      |                       |                    |
| <b>Ordinary Revenue/Expense</b>                     |                         |                      |                       |                    |
| <b>Revenue</b>                                      |                         |                      |                       |                    |
| 4010 · SEU-ONE Admin Fee                            | 272,938.48              | 300,000.00           | -27,061.52            | 90.98%             |
| 4550 · SREC Trade Fee Reimbursement                 | 527,300.00              | 520,400.00           | 6,900.00              | 101.33%            |
| 4555 · PJM GATS Fee Reimbursement                   | 1,000.00                | 1,000.00             | 0.00                  | 100.0%             |
| 4560 · Solicitation Fee Reimbursement               | 58,535.00               | 58,535.00            | 0.00                  | 100.0%             |
| 5030 · Annual RGGI Allocation                       | 9,206,358.44            | 8,000,000.00         | 1,206,358.44          | 115.08%            |
| 5090 · RCPP Expense Reimbursement                   | 4,000.00                | 900.00               | 3,100.00              | 444.44%            |
| 5170 · Bond Administration Fees                     | 295,843.00              | 295,000.00           | 843.00                | 100.29%            |
| 5180 · Loan & Program Service Fees                  | 45,836.58               | 54,000.00            | -8,163.42             | 84.88%             |
| 5190 · Energy Savings Exchange Income               | 14,379.98               | 35,400.00            | -21,020.02            | 40.62%             |
| 5191 · PACE Fees                                    | 75,000.00               | 75,000.00            | 0.00                  | 100.0%             |
| 5195 · Empowerment Program Admin Fee                | 4,000.00                | 9,500.00             | -5,500.00             | 42.11%             |
| 5310 · Interest on savings                          | 302,628.03              | 315,000.00           | -12,371.97            | 96.07%             |
| 6800 · Change in Investment Value                   | 46,035.76               | 50,000.00            | -3,964.24             | 92.07%             |
| 5490 · SREC Sales (Delmarva-Auction)                | 5,033,521.09            | 4,800,000.00         | 233,521.09            | 104.87%            |
| 5495 · SREC Sale (DESEU)                            | 119,933.60              | 110,160.00           | 9,773.60              | 108.87%            |
| <b>Total Revenue</b>                                | <b>16,007,309.96</b>    | <b>14,624,895.00</b> | <b>1,382,414.96</b>   | <b>109.45%</b>     |
| <b>Cost of Goods Sold</b>                           |                         |                      |                       |                    |
| 5440 · Solicitation Fees                            | 58,535.00               | 58,535.00            | 0.00                  | 100.0%             |
| 5445 · SRECs Purchased                              | 5,581,616.66            | 5,800,000.00         | -218,383.34           | 96.24%             |
| 5446 · SREC Trade Fee                               | 532,000.00              | 520,400.00           | 11,600.00             | 102.23%            |
| 5447 · PJM GATS Fee                                 | 1,000.00                | 1,000.00             | 0.00                  | 100.0%             |
| <b>Total COGS</b>                                   | <b>6,173,151.66</b>     | <b>6,379,935.00</b>  | <b>-206,783.34</b>    | <b>96.76%</b>      |
| <b>Gross Revenue</b>                                | <b>9,834,158.30</b>     | <b>8,244,960.00</b>  | <b>1,589,198.30</b>   | <b>119.28%</b>     |
| <b>Expense</b>                                      |                         |                      |                       |                    |
| 8700 · Depreciation Expense                         | 48,446.19               | 50,000.00            | -1,553.81             | 96.89%             |
| <b>7200 · Salaries &amp; Related Expenses</b>       |                         |                      |                       |                    |
| 7210 · Officer Salaries                             | 124,999.94              | 128,000.00           | -3,000.06             | 97.66%             |
| 7220 · Salaries & Wages                             | 173,316.30              | 175,000.00           | -1,683.70             | 99.04%             |
| 7230 · Pension Plan Contributions                   | 17,687.40               | 18,000.00            | -312.60               | 98.26%             |
| 7235 · Specific Assistance-Intern                   | 51,003.08               | 45,000.00            | 6,003.08              | 113.34%            |
| 7250 · Payroll taxes                                | 23,184.29               | 23,500.00            | -315.71               | 98.66%             |
| <b>Total 7200 · Salaries &amp; Related Expenses</b> | <b>390,191.01</b>       | <b>389,500.00</b>    | <b>691.01</b>         | <b>100.18%</b>     |
| <b>7500 · Contract Service Expenses</b>             |                         |                      |                       |                    |
| 7520 · Accounting Fees                              | 53,674.31               | 70,000.00            | -16,325.69            | 76.68%             |
| 7530 · Legal Fees                                   | 14,225.52               | 17,000.00            | -2,774.48             | 83.68%             |
| 7531 · Bond Legal                                   | 27,225.00               | 35,000.00            | -7,775.00             | 77.79%             |
| 7540 · Financial Services                           | 28,833.82               | 35,000.00            | -6,166.18             | 82.38%             |
| 7550 · Research & Development Expenses              | 20,799.92               | 90,000.00            | -69,200.08            | 23.11%             |

|  | <b>Jul '19 - Jun 20</b> | <b>Budget</b>     | <b>\$ Over Budget</b> | <b>% of Budget</b> |
|--|-------------------------|-------------------|-----------------------|--------------------|
| 7580 · Measurement/Verification/Eval.                  | 3,500.00                | 3,500.00          | 0.00                  | 100.0%             |
| <b>Total 7500 · Contract Service Expenses</b>          | <b>148,258.57</b>       | <b>250,500.00</b> | <b>-102,241.43</b>    | <b>59.19%</b>      |
| <b>8100 · Nonpersonnel Expenses</b>                    |                         |                   |                       |                    |
| 8110 · Supplies  | 3,259.91                | 2,500.00          | 759.91                | 130.4%             |
| 8130 · Telephone & telecomm                            | 1,481.45                | 1,800.00          | -318.55               | 82.3%              |
| 8170 · Printing, Copying & Postage                     | 3,417.99                | 2,750.00          | 667.99                | 124.29%            |
| 8180 · Books, subscriptions, reference                 | 0.00                    | 100.00            | -100.00               | 0.0%               |
| <b>Total 8100 · Nonpersonnel Expenses</b>              | <b>8,159.35</b>         | <b>7,150.00</b>   | <b>1,009.35</b>       | <b>114.12%</b>     |
| <b>8200 · Facility &amp; Equipment Expenses</b>        |                         |                   |                       |                    |
| 8350 · Vehicle Lease & Expenses                        | 7,402.55                | 7,000.00          | 402.55                | 105.75%            |
| 8210 · Rent & Parking                                  | 29,839.68               | 30,000.00         | -160.32               | 99.47%             |
| 8220 · Utilities                                       | 3,374.88                | 3,800.00          | -425.12               | 88.81%             |
| 8230 · Office Equipment                                | 6,743.22                | 9,500.00          | -2,756.78             | 70.98%             |
| <b>Total 8200 · Facility &amp; Equipment Expenses</b>  | <b>47,360.33</b>        | <b>50,300.00</b>  | <b>-2,939.67</b>      | <b>94.16%</b>      |
| <b>8300 · Travel, Meeting &amp; Training Exp</b>       |                         |                   |                       |                    |
| 8310 · Travel & Lodging                                | 1,969.80                | 2,000.00          | -30.20                | 98.49%             |
| 8320 · Meeting Expenses                                | 1,640.75                | 2,000.00          | -359.25               | 82.04%             |
| 8330 · Membership Dues                                 | 2,261.00                | 2,100.00          | 161.00                | 107.67%            |
| 8340 · Meals & Entertainment                           | 368.53                  | 450.00            | -81.47                | 81.9%              |
| 8540 · Staff Development                               | 2,404.00                | 2,400.00          | 4.00                  | 100.17%            |
| <b>Total 8300 · Travel, Meeting &amp; Training Exp</b> | <b>8,644.08</b>         | <b>8,950.00</b>   | <b>-305.92</b>        | <b>96.58%</b>      |
| <b>8500 · Other Admin. Expenses</b>                    |                         |                   |                       |                    |
| 8400 · Marketing/Public Relations                      | 122,517.34              | 165,000.00        | -42,482.66            | 74.25%             |
| 8530 · Corporate Taxes                                 | 325.00                  | 325.00            | 0.00                  | 100.0%             |
| 8585 · Bank Service Chgs/Financial Fee                 | 26,352.77               | 27,000.00         | -647.23               | 97.6%              |
| 8586 · SREC Sale Expenses (DESEU)                      | 56,350.00               | 54,540.00         | 1,810.00              | 103.32%            |
| 8520 · Insurance                                       | 13,206.31               | 13,500.00         | -293.69               | 97.83%             |
| 8560 · Outside Computer Services                       | 111,047.78              | 105,000.00        | 6,047.78              | 105.76%            |
| 8570 · Legal Advertising                               | 2,939.22                | 654.00            | 2,285.22              | 449.42%            |
| <b>Total 8500 · Other Admin. Expenses</b>              | <b>332,738.42</b>       | <b>366,019.00</b> | <b>-33,280.58</b>     | <b>90.91%</b>      |
| <b>8600 · RGGI Program Expense</b>                     |                         |                   |                       |                    |
| 8607 · Solar Thermal Grant Program                     | 72,806.00               | 232,000.00        | -159,194.00           | 31.38%             |
| 8612 · Non-Profit EEIF Grant                           | 139,387.51              | 200,000.00        | -60,612.49            | 69.69%             |
| 8621 · RCPP Farm Program                               | 905.25                  | 900.00            | 5.25                  | 100.58%            |
| 8622 · Energize Delaware Farm EE Prog                  | 602,860.97              | 577,500.00        | 25,360.97             | 104.39%            |
| 8623 · Lights on Delaware Strong                       | 136,262.50              | 178,000.00        | -41,737.50            | 76.55%             |
| 8626 · Solar Resiliency SREC Purchase                  | 63,450.00               | 63,450.00         | 0.00                  | 100.0%             |
| 8627 · 2017 Bond Issue Tech Assistance                 | 26,172.61               | 27,000.00         | -827.39               | 96.94%             |
| 8632 · ZeMod for Low/Mod Income                        | 175,379.25              | 315,000.00        | -139,620.75           | 55.68%             |
| 8635 · Faith Efficiency                                | 16,689.48               | 20,000.00         | -3,310.52             | 83.45%             |
| 8640 · Energy Assessmnts for Nonprofit                 | 105,000.00              | 105,000.00        | 0.00                  | 100.0%             |
| 8650 · Low Interest Loan Program                       | 5,688,702.37            | 5,600,000.00      | 88,702.37             | 101.58%            |
| 8655 · Pre-Weatherization                              | 348,064.76              | 250,000.00        | 98,064.76             | 139.23%            |
| 8657 · PACE  | 95,439.65               | 92,000.00         | 3,439.65              | 103.74%            |
| 8660 · Pathway to Green Ribbon Schools                 | 105,648.96              | 115,000.00        | -9,351.04             | 91.87%             |

|   | <u>Jul '19 - Jun 20</u> | <u>Budget</u>        | <u>\$ Over Budget</u> | <u>% of Budget</u> |
|---|-------------------------|----------------------|-----------------------|--------------------|
| 8662 · Energize DE MultiFamily Housing            | 204,686.50              | 175,000.00           | 29,686.50             | 116.96%            |
| 8665 · Residential Solar Loan Program             | 1,510,502.70            | 1,700,000.00         | -189,497.30           | 88.85%             |
| 8670 · Home Performance w/Energy Star             | 2,995,340.45            | 3,142,000.00         | -146,659.55           | 95.33%             |
| 8673 · Home Energy Counseling and Chec            | 316,437.26              | 400,000.00           | -83,562.74            | 79.11%             |
| 8675 · Home Performance Loan Reserve              | 585,433.66              | 600,000.00           | -14,566.34            | 97.57%             |
| 8689 · COVID Response Contribution                | 33,298.47               | 20,000.00            | 13,298.47             | 166.49%            |
| 8690 · SREC Upfront Prchse Progm Fees             | 134,245.00              | 134,328.00           | -83.00                | 99.94%             |
| <b>Total 8600 · RGGI Program Expense</b>          | <u>13,356,713.35</u>    | <u>13,947,178.00</u> | <u>-590,464.65</u>    | <u>95.77%</u>      |
| <b>Total Expense</b>                              | <u>14,340,511.30</u>    | <u>15,069,597.00</u> | <u>-729,085.70</u>    | <u>95.16%</u>      |
| <b>Net Ordinary Income</b>                        | -4,506,353.00           | -6,824,637.00        | 2,318,284.00          | 66.03%             |
| <b>Other Income/Expense</b>                       |                         |                      |                       |                    |
| <b>Other Income</b>                               |                         |                      |                       |                    |
| 5320 · Interest on Loans                          |                         | 750,000.00           | -20,139.11            | 0.0%               |
| 1321 · Interest on 1201 N. Market loan            | 12,279.37               |                      |                       |                    |
| 1322 · Interest on 1105 N. Market Loan            | 24,383.88               |                      |                       |                    |
| 1323 · Interest on Cherry Island Loan             | 7,387.08                |                      |                       |                    |
| 1324 · Interest on Renew Loans                    | 11,530.87               |                      |                       |                    |
| 1326 · Interest on Dover Par 3                    | 690.09                  |                      |                       |                    |
| 1327 · Interest on Riverfront                     | 53,382.61               |                      |                       |                    |
| 1329 · Interest on Coffee Cup Ranch               | 3,877.84                |                      |                       |                    |
| 1331 · Interest on Christina School               | 106,917.87              |                      |                       |                    |
| 1332 · Interest on Aero Ways Loan                 | 234.14                  |                      |                       |                    |
| 1333 · Interest on Race Track Car Wash            | 2,544.10                |                      |                       |                    |
| 1334 · Interest on DEMEC, Inc. Loan               | 4,301.74                |                      |                       |                    |
| 1335 · Interest on DE Technology Park             | 1,657.18                |                      |                       |                    |
| 1336 · Interest on UUSD Loan                      | 742.29                  |                      |                       |                    |
| 1337 · Interest on Bruce Daisey Loan              | 279.88                  |                      |                       |                    |
| 1339 · Interest on Lewes Library Loan             | 3,564.08                |                      |                       |                    |
| 1340 · Interest on Peaceful Pond LLC              |                         |                      |                       |                    |
| 1340.5 · Interest on Peaceful Pond LLC 2          | 340.11                  |                      |                       |                    |
| 1340 · Interest on Peaceful Pond LLC - Other      | 9,134.59                |                      |                       |                    |
| <b>Total 1340 · Interest on Peaceful Pond LLC</b> | <u>9,474.70</u>         |                      |                       |                    |
| 1341 · Interest on DE Nat'l Guard Loan            | 102,573.30              |                      |                       |                    |
| 1343 · Interest on KANI, LLC Loan                 | 1,632.49                |                      |                       |                    |
| 1344 · Interest on MIDI, Inc. Loan                | 408.26                  |                      |                       |                    |
| 1345 · Interest on Hills Farm Loan                | 289.37                  |                      |                       |                    |
| 1346 · Interest on Comm. Lutheran Loan            | 466.23                  |                      |                       |                    |
| 1347 · Interest on Hy-Park, LLC Loan              | 493.37                  |                      |                       |                    |
| 1348 · Interest on IPR Int'l Loan                 | 16,799.08               |                      |                       |                    |
| 1349 · Interest on First Presbyterian             | 3,093.92                |                      |                       |                    |
| 1351 · Interest on PAL Loan                       | 3,180.58                |                      |                       |                    |
| 1352 · Interest on Incline Loans                  | 27,243.12               |                      |                       |                    |
| 1353 · Interest on Georgetown Medical             | 1,661.33                |                      |                       |                    |
| 1354 · Interest on J & T Farms Loan               | 7,326.04                |                      |                       |                    |
| 1355 · Interest on 3KB Corp Loan                  | 220.34                  |                      |                       |                    |

|   | <u>Jul '19 - Jun 20</u> | <u>Budget</u>     | <u>\$ Over Budget</u> | <u>% of Budget</u> |
|---|-------------------------|-------------------|-----------------------|--------------------|
| 1356 · Interest on Collier Loan                   | 5,199.95                |                   |                       |                    |
| 1357 · Interest on Woodward Farm Loan             | 3,697.67                |                   |                       |                    |
| 1359 · Interest on Odyssey Charter                | 5,735.57                |                   |                       |                    |
| 1361 · Interest on Chick-a-More Loan              |                         |                   |                       |                    |
| 1361.5 · Interest on Chick-a-More II              | 352.42                  |                   |                       |                    |
| 1361 · Interest on Chick-a-More Loan - Other      | 7,094.70                |                   |                       |                    |
| <b>Total 1361 · Interest on Chick-a-More Loan</b> | <b>7,447.12</b>         |                   |                       |                    |
| 1362 · Interest on Robbins Nest Loan              | 1,094.23                |                   |                       |                    |
| 1363 · Interest on KC Farms Loan                  | 7,124.65                |                   |                       |                    |
| 1365 · Interest on On The Bend Farm Ln            | 2,878.94                |                   |                       |                    |
| 1366 · Interest on Ellers Farm Loan               | 345.02                  |                   |                       |                    |
| 1367 · Interest on Covenant Farms Loan            | 417.01                  |                   |                       |                    |
| 1368 · Interest on Hearn Farm Loan                | 442.31                  |                   |                       |                    |
| 1369 · Interest on Wilm. Blue Rocks               | 3,016.95                |                   |                       |                    |
| 1371 · Interest on Lorelton Loan                  | 20,822.78               |                   |                       |                    |
| 1372 · Interest on Parry Farms Loan               | 14,219.54               |                   |                       |                    |
| 1373 · Interest on Ursuline Academy               | 5,893.74                |                   |                       |                    |
| 1374 · Interest on 1007 Market St Cond            | 68,192.69               |                   |                       |                    |
| 1375 · Interest on Jazmen Farm Loan               | 646.05                  |                   |                       |                    |
| 1376 · Interest on Haven Farm Loan                | 15,445.07               |                   |                       |                    |
| 1377 · Interest on MW Farm Loan                   | 2,102.35                |                   |                       |                    |
| 1378 · Interest on Wright Farm Loan               | 2,425.48                |                   |                       |                    |
| 1379 · Interest on Fox Chase Loan                 | 8,607.32                |                   |                       |                    |
| 1380 · Interest on AnnaLynn Farm Loan             | 5,227.15                |                   |                       |                    |
| 1381 · Interest on State Line Farm                | 210.36                  |                   |                       |                    |
| 1382 · Interest on CSC Auto Center                | 1,137.79                |                   |                       |                    |
| 1383 · Interest on Edison Power Loan              | 398.53                  |                   |                       |                    |
| 1384 · Interest on Rockland Sports                | 1,327.76                |                   |                       |                    |
| 1385 · Interest on The Teen Warehouse             | 1,830.42                |                   |                       |                    |
| 1386 · Interest on Jade Run/Tri Oak               | 977.11                  |                   |                       |                    |
| 1387 · Interest on Beach Babies                   | 237.99                  |                   |                       |                    |
| 1401 · Interest on Chicken Nugget Farm            | 3,467.83                |                   |                       |                    |
| 1402 · Interest on Gryffen's Roost                | 2,641.03                |                   |                       |                    |
| 1403 · Interest on John H. French                 | 422.77                  |                   |                       |                    |
| 1404 · Interest on Magnolia Manor                 | 11,707.71               |                   |                       |                    |
| 5321 · Interest on Ecogy Loan                     | 41,398.61               |                   |                       |                    |
| 5322 · Interest on 1313 N. Market Loan            | 60,861.37               |                   |                       |                    |
| 5323 · Interest on REM Farms Loan                 | 13,624.87               |                   |                       |                    |
| <b>Total 5320 · Interest on Loans</b>             | <b>729,860.89</b>       | <b>750,000.00</b> | <b>-20,139.11</b>     | <b>97.32%</b>      |
| <b>Total Other Revenue</b>                        | <b>729,860.89</b>       | <b>750,000.00</b> | <b>-20,139.11</b>     | <b>97.32%</b>      |
| <b>Other Expense</b>                              |                         |                   |                       |                    |
| 9101 · Loss on SRECs                              | 369,846.00              |                   |                       |                    |
| 9100 · Loss on Renew Loan Chg Offs                | 1,008.81                |                   |                       |                    |
| <b>Total Other Expense</b>                        | <b>370,854.81</b>       |                   |                       |                    |
| <b>Net Other Revenue</b>                          | <b>359,006.08</b>       | <b>750,000.00</b> | <b>-390,993.92</b>    | <b>47.87%</b>      |

Net Revenue

| <u>Jul '19 - Jun 20</u> | <u>Budget</u>        | <u>\$ Over Budget</u> | <u>% of Budget</u> |
|-------------------------|----------------------|-----------------------|--------------------|
| <u>-4,147,346.92</u>    | <u>-6,074,637.00</u> | <u>1,927,290.08</u>   | <u>68.27%</u>      |

**Other Inflows/Outflows**

|  |            |
|--|------------|
| 1007 Market St. Principal                | 108,272.92 |
| 1105 N. Market St. Principal             | 82,488.91  |
| 1201 N. Market St. Principal             | 128,045.18 |
| 1313 Owner, LLC Principal                | 103,188.17 |
| 3KB Corporation Principal                | 0.00       |
| Aero Ways Principal                      | 6,860.56   |
| AnnaLynn Farms Inc. Principal            | 8,376.67   |
| Apatchalan Farms Inc. Principal          | 0.00       |
| Bruce Daisey Farm Principal              | 1,905.26   |
| Cherry Island Project Principal          | 49,745.04  |
| Chick-a-More Farms Inc Principal         | 14,385.22  |
| Chick-a-More Farms Inc II Principal      | 3,820.10   |
| Chicken Nugget Farm Principal            | 7,259.33   |
| Christina School District Principal      | 236,195.91 |
| Coffee Cup Ranch Principal               | 10,319.91  |
| Community Lutheran Church Principal      | 2,810.29   |
| Covenant Farm Principal                  | 2,432.97   |
| Covenant Farm #2 Principal               | 514.74     |
| CSC Auto Center Principal                | 1,693.17   |
| Delaware National Guard Principal        | 209,288.08 |
| Delaware Technology Park Principal       | 30,374.36  |
| DEMEC, Inc. Principal                    | 33,953.95  |
| Dover Par 3 Principal                    | 3,588.59   |
| Ecogy Delaware II LLC Principal          | 62,865.63  |
| Ecogy Delaware II LLC #2 Principal       | 11,033.96  |
| Edison Delaware II Principal             | 0.00       |
| Ellers Farms, LLC Principal              | 3,118.95   |
| First Presbyterian Church Principal      | 10,776.59  |
| Fox Chase LLC Principal                  | 23,066.22  |
| Georgetown Medical Principal             | 9,149.33   |
| Gryffen's Roost Farm Principal           | 5,858.97   |
| Haven Farms, LLC Principal               | 18,473.87  |
| Herbert C. Wright Farm Principal         | 6,116.11   |
| Hill Farms Principal                     | 1,296.73   |
| Hy-Park LLC Loan Principal               | 25,878.55  |
| Inclime Energy Efficiency Loans          | 156,602.78 |
| Inclime Residential Solar Loan Principal | 459,196.18 |
| IPR International Prinicipal             | 198,825.20 |
| J & T Farms Principal                    | 19,154.00  |
| Jade Run/TriOak Farm Principal           | 1,948.34   |
| Jazmen Farm Principal                    | 2,831.05   |

|  | <b>Jul '19 - Jun 20</b> | <b>Budget</b> | <b>\$ Over Budget</b> | <b>% of Budget</b> |
|--|-------------------------|---------------|-----------------------|--------------------|
| John H. French & Sons, LLC Principal           | 2,271.71                |               |                       |                    |
| KANI, LLC Principal                            | 6,317.35                |               |                       |                    |
| KC Farms LLC Principal                         | 15,359.09               |               |                       |                    |
| Lewes Library Principal                        | 25,875.52               |               |                       |                    |
| Lorelton Foundation Principal                  | 46,750.22               |               |                       |                    |
| Magnolia Manor Principal                       | 14,599.86               |               |                       |                    |
| MIDI, Inc. Principal                           | 3,099.70                |               |                       |                    |
| MW Farm Principal                              | 15,402.52               |               |                       |                    |
| Odyssey Charter Principal                      | 32,694.50               |               |                       |                    |
| On the Bend Farm Principal                     | 6,325.57                |               |                       |                    |
| Parry Farms LLC Principal                      | 25,347.50               |               |                       |                    |
| Peaceful Pond LLC Principal                    | 10,426.03               |               |                       |                    |
| Peaceful Pond LLC EE Principal                 | 2,042.45                |               |                       |                    |
| Police Athletic League of Wilmington Principal | 10,450.47               |               |                       |                    |
| Race Track Car Wash Principal                  | 12,501.96               |               |                       |                    |
| REM Farms LLC Principal                        | 21,375.13               |               |                       |                    |
| Renew Financial Principal                      | 141,532.56              |               |                       |                    |
| Riverfront Development Principal               | 136,489.15              |               |                       |                    |
| Robbins Nest Farm Inc Principal                | 5,816.75                |               |                       |                    |
| Rockland Sports Principal                      | 7,992.01                |               |                       |                    |
| State Line Farm Principal                      | 3,490.18                |               |                       |                    |
| Stephen Collier Principal                      | 9,734.68                |               |                       |                    |
| Steven Hearn Principal                         | 1,347.31                |               |                       |                    |
| The Teen Warehouse Principal                   | 4,250.32                |               |                       |                    |
| United Universalists Principal                 | 1,843.95                |               |                       |                    |
| Ursuline Academy Principal                     | 12,484.75               |               |                       |                    |
| Wilmington Blue Rocks                          | 9,251.15                |               |                       |                    |
| Woodward Farm Principal                        | 8,114.06                |               |                       |                    |
| Other Assets Purchased                         | 5,000.00                |               |                       |                    |
| <b>Subtotal</b>                                | <b>2,659,898.24</b>     |               |                       |                    |
| <b>Ending Cash Balance</b>                     | <b>17,420,748.13</b>    |               |                       |                    |