<table>
<thead>
<tr>
<th>Ordinary Income/Expense</th>
<th>Sep - Oct 20</th>
<th>Jul - Oct 20</th>
<th>Budget</th>
<th>$ Over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5185 · Exelon Fund Disbursement</td>
<td>300,000.00</td>
<td>550,000.00</td>
<td>1,439,920.00</td>
<td>-889,920.00</td>
<td>38.2%</td>
</tr>
<tr>
<td>Total Income</td>
<td>300,000.00</td>
<td>550,000.00</td>
<td>1,439,920.00</td>
<td>-889,920.00</td>
<td>38.2%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>300,000.00</td>
<td>550,000.00</td>
<td>1,439,920.00</td>
<td>-889,920.00</td>
<td>38.2%</td>
</tr>
<tr>
<td><strong>Expense</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8300 · Travel, Meeting &amp; Training Exp</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8310 · Travel &amp; Lodging</td>
<td>0.00</td>
<td>0.00</td>
<td>1,000.00</td>
<td>-1,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>8320 · Meeting Expenses</td>
<td>0.00</td>
<td>0.00</td>
<td>2,000.00</td>
<td>-2,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>Total 8300 · Travel, Meeting &amp; Training Exp</td>
<td>0.00</td>
<td>0.00</td>
<td>3,000.00</td>
<td>-3,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>8100 · Nonpersonnel Expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8110 · Supplies</td>
<td>246.76</td>
<td>298.76</td>
<td>1,200.00</td>
<td>-901.24</td>
<td>24.9%</td>
</tr>
<tr>
<td>8170 · Printing, Copying &amp; Postage</td>
<td>0.00</td>
<td>0.00</td>
<td>1,000.00</td>
<td>-1,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>Total 8100 · Nonpersonnel Expenses</td>
<td>246.76</td>
<td>298.76</td>
<td>2,200.00</td>
<td>-1,901.24</td>
<td>13.58%</td>
</tr>
<tr>
<td>8500 · Other Admin. Expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8400 · Marketing/Public Relations</td>
<td>500.00</td>
<td>1,549.00</td>
<td>20,000.00</td>
<td>-18,451.00</td>
<td>7.75%</td>
</tr>
<tr>
<td>8560 · Outside Computer Services</td>
<td>699.00</td>
<td>699.00</td>
<td>1,457.00</td>
<td>-758.00</td>
<td>47.98%</td>
</tr>
<tr>
<td>8570 · Legal Advertising</td>
<td>0.00</td>
<td>0.00</td>
<td>1,500.00</td>
<td>-1,500.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>8580 · Energy Empowerment Admin Fee</td>
<td>0.00</td>
<td>0.00</td>
<td>57,600.00</td>
<td>-57,600.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>Total 8500 · Other Admin. Expenses</td>
<td>1,199.00</td>
<td>2,248.00</td>
<td>80,557.00</td>
<td>-78,309.00</td>
<td>2.79%</td>
</tr>
<tr>
<td>8200 · Facility &amp; Equipment Expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8210 · Rent &amp; Parking</td>
<td>2,025.00</td>
<td>2,695.00</td>
<td>8,143.00</td>
<td>-5,448.00</td>
<td>33.1%</td>
</tr>
<tr>
<td>8220 · Utilities</td>
<td>241.88</td>
<td>483.74</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8230 · Office Equipment</td>
<td>0.00</td>
<td>199.98</td>
<td>1,000.00</td>
<td>-800.02</td>
<td>20.0%</td>
</tr>
<tr>
<td>8350 · Vehicle Lease &amp; Expenses</td>
<td>0.00</td>
<td>0.00</td>
<td>4,700.00</td>
<td>-4,700.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>Total 8200 · Facility &amp; Equipment Expenses</td>
<td>2,266.88</td>
<td>3,378.72</td>
<td>13,843.00</td>
<td>-10,464.28</td>
<td>24.41%</td>
</tr>
<tr>
<td>7500 · Contract Service Expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7580 · Measurement/Verification/Eval.</td>
<td>6,000.00</td>
<td>6,000.00</td>
<td>30,000.00</td>
<td>-24,000.00</td>
<td>20.0%</td>
</tr>
<tr>
<td>Total 7500 · Contract Service Expenses</td>
<td>6,000.00</td>
<td>6,000.00</td>
<td>30,000.00</td>
<td>-24,000.00</td>
<td>20.0%</td>
</tr>
<tr>
<td>7200 · Salaries &amp; Related Expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7220 · Salaries &amp; Wages</td>
<td>20,386.55</td>
<td>35,146.16</td>
<td>106,600.00</td>
<td>-71,453.84</td>
<td>32.97%</td>
</tr>
<tr>
<td>7230 · Pension Plan Contributions</td>
<td>499.98</td>
<td>815.36</td>
<td>6,650.00</td>
<td>-5,834.64</td>
<td>12.26%</td>
</tr>
<tr>
<td>7235 · Specific Assistance-Intern</td>
<td>0.00</td>
<td>225.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7250 · Payroll taxes</td>
<td>1,559.91</td>
<td>2,703.30</td>
<td>11,150.00</td>
<td>-8,446.70</td>
<td>24.25%</td>
</tr>
<tr>
<td>7255 · Health Compensation</td>
<td>0.00</td>
<td>0.00</td>
<td>10,000.00</td>
<td>-10,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>Total 7200 · Salaries &amp; Related Expenses</td>
<td>22,446.44</td>
<td>38,889.82</td>
<td>134,400.00</td>
<td>-95,510.18</td>
<td>28.94%</td>
</tr>
<tr>
<td>8800 · Empowerment Grant Expenses</td>
<td>100,000.00</td>
<td>183,333.33</td>
<td>1,200,000.00</td>
<td>-1,016,666.67</td>
<td>15.28%</td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td>132,159.08</td>
<td>234,148.63</td>
<td>1,464,000.00</td>
<td>-1,229,851.37</td>
<td>15.99%</td>
</tr>
<tr>
<td><strong>Net Ordinary Income</strong></td>
<td>167,840.92</td>
<td>315,851.37</td>
<td>-24,080.00</td>
<td>339,931.37</td>
<td>-1,311.68%</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>167,840.92</td>
<td>315,851.37</td>
<td>-24,080.00</td>
<td>339,931.37</td>
<td>-1,311.68%</td>
</tr>
</tbody>
</table>