

**Delaware Sustainable Energy Utility**  
**Energy Empowerment Grant Program**  
**Cash Flow Profit & Loss Budget vs. Actual**  
**As of December 31, 2020 (50% Lapsed)**

	<u>Nov - Dec 20</u>	<u>Jul - Dec 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
5185 · Exelon Fund Disbursement	0.00	550,000.00	1,439,920.00	-889,920.00	38.2%
<b>Total Income</b>	<u>0.00</u>	<u>550,000.00</u>	<u>1,439,920.00</u>	<u>-889,920.00</u>	<u>38.2%</u>
<b>Gross Profit</b>	0.00	550,000.00	1,439,920.00	-889,920.00	38.2%
<b>Expense</b>					
8300 · Travel, Meeting & Training Exp					
8310 · Travel & Lodging	0.00	0.00	1,000.00	-1,000.00	0.0%
8320 · Meeting Expenses	0.00	0.00	2,000.00	-2,000.00	0.0%
<b>Total 8300 · Travel, Meeting &amp; Training Exp</b>	<u>0.00</u>	<u>0.00</u>	<u>3,000.00</u>	<u>-3,000.00</u>	<u>0.0%</u>
8100 · Nonpersonnel Expenses					
8110 · Supplies	0.00	298.76	1,200.00	-901.24	24.9%
8170 · Printing, Copying & Postage	255.00	255.00	1,000.00	-745.00	25.5%
<b>Total 8100 · Nonpersonnel Expenses</b>	<u>255.00</u>	<u>553.76</u>	<u>2,200.00</u>	<u>-1,646.24</u>	<u>25.17%</u>
8200 · Facility & Equipment Expenses					
8210 · Rent & Parking	2,010.00	4,020.00	8,143.00	-4,123.00	49.37%
8220 · Utilities	241.88	725.62			
8230 · Office Equipment	0.00	199.98	1,000.00	-800.02	20.0%
8350 · Vehicle Lease & Expenses	0.00	0.00	4,700.00	-4,700.00	0.0%
<b>Total 8200 · Facility &amp; Equipment Expenses</b>	<u>2,251.88</u>	<u>4,945.60</u>	<u>13,843.00</u>	<u>-8,897.40</u>	<u>35.73%</u>
7500 · Contract Service Expenses					
7580 · Measurement/Verification/Eval.	0.00	6,000.00	30,000.00	-24,000.00	20.0%
<b>Total 7500 · Contract Service Expenses</b>	<u>0.00</u>	<u>6,000.00</u>	<u>30,000.00</u>	<u>-24,000.00</u>	<u>20.0%</u>
8500 · Other Admin. Expenses					
8400 · Marketing/Public Relations	4,327.26	5,876.26	20,000.00	-14,123.74	29.38%
8560 · Outside Computer Services	0.00	1,049.00	1,457.00	-408.00	72.0%
8570 · Legal Advertising	0.00	0.00	1,500.00	-1,500.00	0.0%
8580 · Energy Empowerment Admin Fee	0.00	0.00	57,600.00	-57,600.00	0.0%
<b>Total 8500 · Other Admin. Expenses</b>	<u>4,327.26</u>	<u>6,925.26</u>	<u>80,557.00</u>	<u>-73,631.74</u>	<u>8.6%</u>
7200 · Salaries & Related Expenses					
7220 · Salaries & Wages	16,069.24	51,215.40	106,600.00	-55,384.60	48.04%
7230 · Pension Plan Contributions	0.00	815.36	6,650.00	-5,834.64	12.26%
7235 · Specific Assistance-Intern	0.00	225.00			
7250 · Payroll taxes	1,229.31	3,932.61	11,150.00	-7,217.39	35.27%
7255 · Health Compensation	1,164.09	1,164.09	10,000.00	-8,835.91	11.64%
<b>Total 7200 · Salaries &amp; Related Expenses</b>	<u>18,462.64</u>	<u>57,352.46</u>	<u>134,400.00</u>	<u>-77,047.54</u>	<u>42.67%</u>
8800 · Empowerment Grant Expenses	115,075.83	298,409.16	1,200,000.00	-901,590.84	24.87%
<b>Total Expense</b>	<u>140,372.61</u>	<u>374,186.24</u>	<u>1,464,000.00</u>	<u>-1,089,813.76</u>	<u>25.56%</u>
<b>Net Ordinary Income</b>	<u>-140,372.61</u>	<u>175,813.76</u>	<u>-24,080.00</u>	<u>199,893.76</u>	<u>-730.12%</u>
<b>Net Income</b>	<u><u>-140,372.61</u></u>	<u><u>175,813.76</u></u>	<u><u>-24,080.00</u></u>	<u><u>199,893.76</u></u>	<u><u>-730.12%</u></u>