

Delaware Sustainable Energy Utility
Cash Flow Profit & Loss Budget vs. Actual
As of April 30, 2021 (83% Lapsed)

	<u>Mar '21 - Apr '21</u>	<u>Jul '20 - Apr '21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Beginning Cash Balance	19,221,373.77				
Ordinary Revenue/Expense					
Revenue					
4010 · SEU-ONE Admin Fee	37,095.70	219,275.25	300,000.00	-80,724.75	73.09%
4550 · SREC Trade Fee Reimbursement	89,450.00	447,250.00	536,700.00	-89,450.00	83.33%
4555 · PJM GATS Fee Reimbursement	0.00	0.00	1,000.00	-1,000.00	0.0%
5030 · Annual RGGI Allocation	3,522,259.38	9,336,857.19	8,000,000.00	1,336,857.19	116.71%
5090 · RCPP Expense Reimbursement	0.00	0.00	5,500.00	-5,500.00	0.0%
5170 · Bond & Master Lease Fees	81,736.24	153,436.28			
5180 · Loan & Program Service Fees	7,668.98	27,914.49	60,000.00	-32,085.51	46.52%
5190 · Energy Savings Exchange Income	42,877.00	137,769.52	55,000.00	82,769.52	250.49%
5191 · PACE Fees	0.00	64,148.53	150,000.00	-85,851.47	42.77%
5195 · Empowerment Program Admin Fee	0.00	0.00	58,400.00	-58,400.00	0.0%
5310 · Interest on savings	56,105.69	217,412.24	315,000.00	-97,587.76	69.02%
6800 · Change in Investment Value	-47,042.42	-153,642.03	500,000.00	-653,642.03	-30.73%
5490 · SREC Sales (Delmarva-Auction)	611,519.77	3,962,922.46	5,000,000.00	-1,037,077.54	79.26%
5495 · SREC Sale (DESEU)	0.00	0.00	104,040.00	-104,040.00	0.0%
Total Revenue	4,401,670.34	14,413,343.93	15,085,640.00	-672,296.07	95.54%
Cost of Goods Sold					
5445 · SRECs Purchased	452,759.04	3,588,153.86	5,000,000.00	-1,411,846.14	71.76%
5446 · SREC Trade Fee	89,450.00	447,250.00	520,400.00	-73,150.00	85.94%
5447 · PJM GATS Fee	0.00	0.00	1,000.00	-1,000.00	0.0%
Total COGS	542,209.04	4,035,403.86	5,521,400.00	-1,485,996.14	73.09%
Gross Revenue	3,859,461.30	10,377,940.07	9,564,240.00	813,700.07	108.51%
Expense					
8700 · Depreciation Expense	4,848.92	24,244.60	50,000.00	-25,755.40	48.49%
7200 · Salaries & Related Expenses					
7210 · Officer Salaries	24,634.97	107,032.69	130,000.00	-22,967.31	82.33%
7220 · Salaries & Wages	38,384.15	166,423.12	190,000.00	-23,576.88	87.59%
7230 · Pension Plan Contributions	3,374.97	15,874.89	18,200.00	-2,325.11	87.23%
7235 · Specific Assistance-Intern	4,500.00	21,561.50	50,000.00	-28,438.50	43.12%
7250 · Payroll taxes	4,964.13	21,171.10	24,000.00	-2,828.90	88.21%
7255 · Health Compensation	4,088.98	9,470.26	20,000.00	-10,529.74	47.35%
Total 7200 · Salaries & Related Expenses	79,947.20	341,533.56	432,200.00	-90,666.44	79.02%
7500 · Contract Service Expenses					
7520 · Accounting Fees	4,613.00	50,097.20	70,000.00	-19,902.80	71.57%
7530 · Legal Fees	0.00	21,967.95	17,000.00	4,967.95	129.22%
7540 · Financial Services	93.39	19,963.39	50,000.00	-30,036.61	39.93%
7550 · Research & Development Expenses	6,725.00	45,079.50	90,000.00	-44,920.50	50.09%
7580 · Measurement/Verification/Eval.	0.00	0.00	50,000.00	-50,000.00	0.0%
Total 7500 · Contract Service Expenses	11,431.39	137,108.04	277,000.00	-139,891.96	49.5%
8100 · Nonpersonnel Expenses					
8110 · Supplies	317.47	1,210.90	2,500.00	-1,289.10	48.44%
8130 · Telephone & telecomm	301.34	872.71	1,800.00	-927.29	48.48%
8170 · Printing, Copying & Postage	517.84	2,727.59	2,750.00	-22.41	99.19%
8180 · Books, subscriptions, reference	41.91	41.91	100.00	-58.09	41.91%

	Mar '21 - Apr '21	Jul '20 - Apr '21	Budget	\$ Over Budget	% of Budget
Total 8100 · Nonpersonnel Expenses	1,178.56	4,853.11	7,150.00	-2,296.89	67.88%
8200 · Facility & Equipment Expenses					
8210 · Rent & Parking	5,664.58	26,610.40	30,000.00	-3,389.60	88.7%
8220 · Utilities	519.54	2,447.21	3,800.00	-1,352.79	64.4%
8230 · Office Equipment	0.00	254.98	3,000.00	-2,745.02	8.5%
8350 · Vehicle Lease & Expenses	1,256.35	6,148.99	7,000.00	-851.01	87.84%
Total 8200 · Facility & Equipment Expenses	7,440.47	35,461.58	43,800.00	-8,338.42	80.96%
8300 · Travel, Meeting & Training Exp					
8310 · Travel & Lodging	0.00	-312.60	5,000.00	-5,312.60	-6.25%
8320 · Meeting Expenses	0.00	144.88	3,500.00	-3,355.12	4.14%
8330 · Membership Dues	910.00	10,171.00	5,250.00	4,921.00	193.73%
8340 · Meals & Entertainment	121.69	194.98	1,000.00	-805.02	19.5%
8540 · Staff Development	0.00	325.00	2,500.00	-2,175.00	13.0%
Total 8300 · Travel, Meeting & Training Exp	1,031.69	10,523.26	17,250.00	-6,726.74	61.0%
8500 · Other Admin. Expenses					
8400 · Marketing/Public Relations	45,949.47	191,955.84	295,000.00	-103,044.16	65.07%
8520 · Insurance	389.00	12,023.83	13,500.00	-1,476.17	89.07%
8530 · Corporate Taxes	300.00	325.00	325.00	0.00	100.0%
8560 · Outside Computer Services	11,392.29	78,751.56	105,000.00	-26,248.44	75.0%
8570 · Legal Advertising	0.00	0.00	1,500.00	-1,500.00	0.0%
8585 · Bank Service Chgs/Financial Fee	7,317.45	29,128.16	27,000.00	2,128.16	107.88%
8586 · SREC Sale Expenses (DESEU)	0.00	45,500.00	52,000.00	-6,500.00	87.5%
Total 8500 · Other Admin. Expenses	65,348.21	357,684.39	494,325.00	-136,640.61	72.36%
8600 · RGGI Program Expense					
8607 · Solar Thermal Grant Program	0.00	166,913.00			
8621 · RCPP Farm Program	0.00	0.00	5,500.00	-5,500.00	0.0%
8622 · Energize Delaware Farm EE Prog	24,853.50	265,479.26	463,500.00	-198,020.74	57.28%
8623 · Lights on Delaware Strong	52,762.40	282,088.30	336,000.00	-53,911.70	83.96%
8627 · 2017 Bond Issue Tech Assistance	6,362.50	15,935.50	25,000.00	-9,064.50	63.74%
8632 · ZeMod for Low/Mod Income	15,904.32	132,557.78	395,000.00	-262,442.22	33.56%
8635 · Faith Efficiency	0.00	8,481.86	60,000.00	-51,518.14	14.14%
8640 · Energy Assessmnts for Nonprofit	0.00	87,135.00	87,000.00	135.00	100.16%
8650 · Low Interest Loan Program	644,762.00	1,432,598.98	5,500,000.00	-4,067,401.02	26.05%
8653 · DSHA Construction Loans	0.00	1,000,000.00	1,000,000.00	0.00	100.0%
8655 · Pre-Weatherization	6,292.98	50,925.44	550,000.00	-499,074.56	9.26%
8657 · PACE	6,740.00	62,607.40	110,000.00	-47,392.60	56.92%
8660 · Pathway to Green Ribbon Schools	5,373.00	73,812.49	115,000.00	-41,187.51	64.19%
8662 · Energize DE MultiFamily Housing	10,402.50	154,469.67	1,135,000.00	-980,530.33	13.61%
8665 · Residential Solar Loan Program	108,524.00	1,105,148.86	2,275,000.00	-1,169,851.14	48.58%
8670 · Home Performance w/Energy Star	935,925.18	3,558,462.11	4,000,000.00	-441,537.89	88.96%
8673 · Home Energy Counseling and Chec	75,594.81	226,736.43	650,000.00	-423,263.57	34.88%
8675 · Home Performance Loan Reserve	41,858.00	257,920.71	760,000.00	-502,079.29	33.94%
8677 · Energize Delaware Online Market	22,495.80	22,495.80	100,000.00	-77,504.20	22.5%
8678 · Energize Delaware Online Audits	10,745.85	66,619.48	130,000.00	-63,380.52	51.25%
8689 · COVID Response Contribution	2,454.65	51,270.10	180,000.00	-128,729.90	28.48%
8690 · SREC Upfront Prchse Progrm Fees	0.00	45,000.00	45,000.00	0.00	100.0%
8691 · Matching Contribut. to Empower	0.00	0.00	1,000,000.00	-1,000,000.00	0.0%
Total 8600 · RGGI Program Expense	1,971,051.49	9,066,658.17	18,922,000.00	-9,855,341.83	47.92%
Total Expense	2,142,277.93	9,978,066.71	20,243,725.00	-10,265,658.29	49.29%
Net Ordinary Revenue	1,717,183.37	399,873.36	-10,679,485.00	11,079,358.36	-3.74%

	<u>Mar '21 - Apr '21</u>	<u>Jul '20 - Apr '21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Other Revenue/Expense					
Other Revenue					
Gain on Sale of Asset	0.00	93,277.84			
5320 · Interest on Loans			800,000.00	-117,793.92	85.28%
1321 · Interest on 1201 N. Market loan	1,287.06	7,156.73			
1322 · Interest on 1105 N. Market Loan	3,818.07	20,526.47			
1323 · Interest on Cherry Island Loan	941.82	5,099.26			
1324 · Interest on Renew Loans	1,159.02	6,253.93			
1326 · Interest on Dover Par 3	120.53	713.60			
1327 · Interest on Riverfront	7,994.81	44,876.81			
1329 · Interest on Coffee Cup Ranch	901.65	5,138.76			
1331 · Interest on Christina School	14,975.59	76,215.51			
1332 · Interest on Aero Ways Loan	2.57	63.91			
1333 · Interest on Race Track Car Wash	340.20	1,808.19			
1334 · Interest on DEMEC, Inc. Loan	621.61	3,677.20			
1335 · Interest on DE Technology Park	74.11	620.70			
1336 · Interest on UUSD Loan	111.20	631.20			
1337 · Interest on Bruce Daisey Loan	39.76	233.30			
1339 · Interest on Lewes Library Loan	485.00	2,571.54			
1340 · Interest on Peaceful Pond LLC					
1340.5 · Interest on Peaceful Pond LLC 2	72.99	422.88			
1340 · Interest on Peaceful Pond LLC - Other	2,487.49	11,315.17			
Total 1340 · Interest on Peaceful Pond LLC	2,560.48	11,738.05			
1341 · Interest on DE Nat'l Guard Loan	13,404.75	68,118.66			
1342 · Interest on Hy-Point Dairy Farm	1,986.13	10,233.43			
1343 · Interest on KANI, LLC Loan	220.24	1,278.32			
1344 · Interest on MIDI, Inc. Loan	43.43	277.49			
1345 · Interest on Hills Farm Loan	111.93	612.31			
1346 · Interest on Comm. Lutheran Loan	63.54	369.17			
1348 · Interest on IPR Int'l Loan	0.00	5,194.23			
1349 · Interest on First Presbyterian	458.50	2,353.54			
1351 · Interest on PAL Loan	471.53	2,419.41			
1352 · Interest on Incline Loans	6,714.34	28,251.85			
1353 · Interest on Georgetown Medical	227.67	1,316.40			
1354 · Interest on J & T Farms Loan	1,140.31	5,810.05			
1355 · Interest on 3KB Corp Loan	111.05	641.65			
1356 · Interest on Collier Loan	803.85	4,075.69			
1357 · Interest on Woodward Farm Loan	570.62	3,197.20			
1359 · Interest on Odyssey Charter	660.35	3,516.64			
1361 · Interest on Chick-a-More Loan					
1361.5 · Interest on Chick-a-More II	45.93	281.80			
1361 · Interest on Chick-a-More Loan - Other	1,199.90	6,712.56			
Total 1361 · Interest on Chick-a-More Loan	1,245.83	6,994.36			
1362 · Interest on Robbins Nest Loan	155.91	812.52			
1363 · Interest on KC Farms Loan	1,203.06	6,734.27			
1365 · Interest on On The Bend Farm Ln	445.15	2,261.31			
1366 · Interest on Eilers Farm Loan	81.72	411.30			
1367 · Interest on Covenant Farms Loan	74.65	392.00			
1368 · Interest on Hearn Farm Loan	66.67	376.15			
1369 · Interest on Wilm. Blue Rocks	293.19	293.19			

	<u>Mar '21 - Apr '21</u>	<u>Jul '20 - Apr '21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
1371 · Interest on Lorelton Loan	3,060.79	17,162.32			
1372 · Interest on Parry Farms Loan	2,163.37	12,147.90			
1373 · Interest on Ursuline Academy	922.54	5,161.53			
1374 · Interest on 1007 Market St Cond	13,634.53	77,448.52			
1375 · Interest on Jazmen Farm Loan	96.01	546.23			
1376 · Interest on Haven Farm Loan	1,920.67	9,727.89			
1377 · Interest on MW Farm Loan	326.21	1,662.78			
1378 · Interest on Wright Farm Loan	364.13	1,855.25			
1379 · Interest on Fox Chase Loan	1,133.00	5,787.70			
1380 · Interest on AnnaLynn Farm Loan	835.52	4,225.99			
1381 · Interest on State Line Farm	67.97	446.81			
1382 · Interest on CSC Auto Center	266.84	1,499.09			
1383 · Interest on Edison Power Loan	0.00	2,672.02			
1384 · Interest on Rockland Sports	367.23	2,402.17			
1385 · Interest on The Teen Warehouse	869.49	4,871.05			
1386 · Interest on Jade Run/Tri Oak	918.83	5,134.91			
1387 · Interest on Beach Babies	444.83	2,290.09			
1388 · Interest on CC Lighthouse Club	530.43	2,727.95			
1389 · Interest on Kauffman Enterprise	1,332.07	6,060.44			
1390 · Interest on Davenport Farm	764.01	2,728.32			
1401 · Interest on Chicken Nugget Farm	547.39	2,778.05			
1402 · Interest on Gryffen's Roost	417.36	2,117.86			
1403 · Interest on John H. French	60.89	317.31			
1404 · Interest on Magnolia Manor	2,005.47	11,173.94			
1405 · Interest on Carillon Woods Ph I					
1405.5 · Interest on Carillon Woods Ph 2	280.12	2,699.18			
1405 · Interest on Carillon Woods Ph I - Other	844.40	3,473.46			
Total 1405 · Interest on Carillon Woods Ph I	<u>1,124.52</u>	<u>6,172.64</u>			
1406 · Interest on Apatchalan Farms	1,695.52	9,458.89			
1407 · Interest on DSHA Loans	0.00	61.93			
1408 · Interest on Bellevue Comm. Ctr	2,508.21	6,299.60			
1409 · Interest on Slim Farm, LLC Loan	948.37	1,544.62			
1412 · Interest on Rose Hill Comm. Ct.	1,172.48	1,762.13			
1413 · Interest on Syester Farm, Inc.	305.27	459.10			
1414 · Interest on Bobola Farms Loan	162.72	162.72			
1415 · Interest on Severson Farm Loan	882.20	882.20			
5321 · Interest on Ecology Loan	7,613.48	38,613.24			
5322 · Interest on 1313 N. Market Loan	13,534.45	69,769.44			
5323 · Interest on REM Farms Loan	3,727.53	20,807.15			
Total 5320 · Interest on Loans	<u>132,712.23</u>	<u>682,206.08</u>	<u>800,000.00</u>	<u>-117,793.92</u>	<u>85.28%</u>
Total Other Revenue	<u>132,712.23</u>	<u>775,483.92</u>	<u>800,000.00</u>	<u>-24,516.08</u>	<u>96.94%</u>
Net Other Revenue	<u>132,712.23</u>	<u>775,483.92</u>	<u>800,000.00</u>	<u>-24,516.08</u>	<u>96.94%</u>
Net Revenue	<u><u>1,849,895.60</u></u>	<u><u>1,175,357.28</u></u>	<u><u>-9,879,485.00</u></u>	<u><u>11,054,842.28</u></u>	<u><u>-11.9%</u></u>
			<u>Remaining</u>		
			<u>Loan Balance</u>		
Other Inflows/Outflows					
1007 Market St. Principal	25,477.87	137,669.67	1,703,135.35		
1105 N. Market St. Principal	17,485.45	85,991.13	445,045.41		
1201 N. Market St. Principal	21,877.58	108,666.47	371,646.46		

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1313 Owner, LLC Principal	27,140.81	133,606.86	1,707,432.40		
3KB Corporation Principal	754.01	8,584.69	32,747.25		
Aero Ways Principal	1,174.65	6,410.80	0.00		
AnnaLynn Farms Inc. Principal	1,460.70	7,255.11	249,509.92		
Apatchalan Farms Inc. Principal	2,179.12	11,851.63	337,468.35		
Beach Babies Child Care	1,000.87	4,938.41	65,973.23		
Bellevue Community Center Principal	3,116.13	7,761.25	499,303.53		
Bobola Poultry LLC	433.20	433.20	48,492.28		
Bruce Daisey Farm Principal	357.90	2,154.91	11,563.06		
Carillon Woods LLC Ph. I	1,014.10	5,478.66	69,521.34		
Carillon Woods LLC Ph. II	1,014.10	5,478.66	69,521.34		
CC Lighthouse Club LLC	1,024.15	5,044.95	69,955.05		
Cherry Island Project Principal	8,580.20	42,510.84	199,052.28		
Chick-a-More Farms Inc Principal	2,762.06	15,039.66	357,895.39		
Chick-a-More Farms Inc II Principal	712.71	3,890.72	13,243.11		
Chicken Nugget Farm Principal	1,240.47	6,161.25	163,286.42		
Christina School District Principal	40,361.05	200,467.69	4,462,398.66		
Coffee Cup Ranch Principal	2,673.77	14,563.69	268,503.85		
Community Lutheran Church Principal	481.02	2,625.91	18,700.52		
Covenant Farm Principal	415.75	2,064.95	9,058.06		
Covenant Farm #2 Principal	150.16	745.84	12,912.42		
CSC Auto Center Principal	440.90	2,393.48	45,413.35		
Davenport Farm Principal	5,272.49	13,399.43	225,562.90		
Delaware National Guard Principal	33,039.45	164,102.34	3,996,638.73		
Delaware Technology Park Principal	5,199.01	28,381.46	18,333.47		
DEMEC, Inc. Principal	6,333.97	34,578.49	182,669.94		
Dover Par 3 Principal	826.85	4,496.99	23,485.78		
Ecogy Delaware II LLC Principal	10,742.45	53,356.25	1,322,156.31		
Ecogy Delaware II LLC #2 Principal	2,880.37	14,212.01	474,754.03		
Edison Delaware II Principal	0.00	5,651.28	827,443.52		
Ellers Farms, LLC Principal	1,062.40	5,799.64	23,718.95		
First Presbyterian Church Principal	1,841.50	9,146.46	136,168.99		
Fox Chase LLC Principal	3,702.46	18,389.60	337,123.86		
Georgetown Medical Principal	1,566.25	8,550.16	67,127.90		
Gryffen's Roost Farm Principal	982.64	4,882.14	123,741.89		
Haven Farms, LLC Principal	3,059.70	14,978.08	458,652.62		
Herbert C. Wright Farm Principal	1,045.11	5,190.95	108,452.22		
Hill Farms Principal	582.77	3,050.09	33,078.81		
Hy-Point Dairy Farms Inc.	5,642.75	27,910.97	362,436.24		
Inclime Energy Efficiency Loans	24,940.55	198,757.04	742,281.70		
Inclime Residential Solar Loan Principal	145,326.40	542,050.54	2,911,159.03		
IPR International Principal	0.00	367,161.53	0.00		
J & T Farms Principal	3,273.03	16,256.65	339,638.87		
Jade Run/TriOak Farm Principal	1,984.37	10,832.69	274,161.93		
Jazmen Farm Principal	444.19	2,424.87	28,231.99		
John H. French & Sons, LLC Principal	388.19	1,928.09	17,976.20		
KANI, LLC Principal	1,093.32	5,949.17	43,210.41		
Kauffman Enterprises Inc.	1,692.65	7,550.80	265,144.20		
KC Farms LLC Principal	2,865.54	15,643.03	358,767.82		
Lewes Library Principal	4,421.60	21,961.46	142,183.32		

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Lorelton Foundation Principal	8,001.97	43,682.86	912,233.07		
Magnolia Manor Principal	2,813.53	15,295.17	479,201.95		
MIDI, Inc. Principal	541.23	2,938.14	7,038.47		
MW Farm Principal	3,673.79	67,337.22	22,932.60		
Odyssey Charter Principal	5,194.67	25,758.46	154,586.95		
On the Bend Farm Principal	1,072.37	5,326.29	132,692.49		
Parry Farms LLC Principal	4,873.93	26,557.25	515,554.04		
Peaceful Pond LLC Principal	3,148.81	13,841.48	495,136.52		
Peaceful Pond LLC EE Principal	522.65	2,853.14	21,504.41		
Police Athletic League of Wilmington Principal	1,868.47	9,210.59	140,058.37		
Race Track Car Wash Principal	2,163.10	10,708.31	66,416.20		
REM Farms LLC Principal	6,272.47	34,192.85	730,206.02		
Renew Financial Principal	14,957.77	74,286.47	236,798.36		
Riverfront Development Principal	22,088.87	120,583.43	2,381,872.43		
Robbins Nest Farm Inc Principal	993.97	4,936.88	46,028.64		
Rockland Sports Principal	4,179.55	22,605.12	45,827.24		
Rose Hill Community Ctr Principal	2,730.98	4,093.06	349,695.46		
Severson Farm Principal	1,074.86	1,074.86	351,805.14		
State Line Farm Principal	1,780.31	9,718.73	19,055.59		
Stephen Collier Principal	1,712.97	8,434.69	239,869.04		
Steven Hearn Principal	230.61	1,258.89	19,827.92		
Syester Farm, Inc. Principal	955.39	1,431.89	90,863.11		
The Teen Warehouse Principal	2,168.05	11,835.42	259,219.82		
Slim Farm/Timothy J. Rogers Principal	2,301.63	50,705.38	187,795.24		
United Universalists Principal	319.84	1,739.52	21,999.87		
Ursuline Academy Principal	2,136.94	11,665.61	275,156.71		
Wilmington Blue Rocks	933.62	933.62	174,982.24		
Woodward Farm Principal	1,438.16	7,792.47	170,109.17		
Other Assets Purchased					
Subtotal	533,689.25	3,019,180.44	33,624,547.73		
Ending Cash Balance	21,814,009.50				

Delaware Sustainable Energy Utility
Energy Empowerment Grant Program
Cash Flow Profit & Loss Budget vs. Actual
As of April 30, 2021 (83% Lapsed)

	<u>Mar '21 - Apr '21</u>	<u>Jul '20 - Apr '21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Revenue/Expense					
Revenue					
5185 · Exelon Fund Disbursement	400,000.00	950,000.00	1,439,920.00	-489,920.00	65.98%
Total Income	<u>400,000.00</u>	<u>950,000.00</u>	<u>1,439,920.00</u>	<u>-489,920.00</u>	<u>65.98%</u>
Gross Revenue	400,000.00	950,000.00	1,439,920.00	-489,920.00	65.98%
Expense					
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%
Total 8300 · Travel, Meeting & Training Exp	<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	402.50	657.50	1,000.00	-342.50	65.75%
Total 8100 · Nonpersonnel Expenses	<u>402.50</u>	<u>956.26</u>	<u>2,200.00</u>	<u>-1,243.74</u>	<u>43.47%</u>
7500 · Contract Service Expenses					
7580 · Measurement/Verification/Eval.	2,000.00	8,000.00	30,000.00	-22,000.00	26.67%
Total 7500 · Contract Service Expenses	<u>2,000.00</u>	<u>8,000.00</u>	<u>30,000.00</u>	<u>-22,000.00</u>	<u>26.67%</u>
8200 · Facility & Equipment Expenses					
8350 · Vehicle Lease & Expenses	0.00	0.00	4,700.00	-4,700.00	0.0%
8230 · Office Equipment	0.00	199.98	1,000.00	-800.02	20.0%
8220 · Utilities	267.66	1,260.72			
8210 · Rent & Parking	2,010.00	6,700.00	8,143.00	-1,443.00	82.28%
Total 8200 · Facility & Equipment Expenses	<u>2,277.66</u>	<u>8,160.70</u>	<u>13,843.00</u>	<u>-5,682.30</u>	<u>58.95%</u>
8500 · Other Admin. Expenses					
8580 · Energy Empowerment Admin Fee	0.00	0.00	57,600.00	-57,600.00	0.0%
8570 · Legal Advertising	0.00	0.00	1,500.00	-1,500.00	0.0%
8560 · Outside Computer Services	175.00	874.00	1,457.00	-583.00	59.99%
8400 · Marketing/Public Relations	4,970.00	16,336.26	20,000.00	-3,663.74	81.68%
Total 8500 · Other Admin. Expenses	<u>5,145.00</u>	<u>17,210.26</u>	<u>80,557.00</u>	<u>-63,346.74</u>	<u>21.36%</u>
7200 · Salaries & Related Expenses					
7235 · Specific Assistance-Intern	0.00	225.00			
7230 · Pension Plan Contributions	249.99	2,065.31	6,650.00	-4,584.69	31.06%
7255 · Health Compensation	1,703.79	3,310.48	10,000.00	-6,689.52	33.11%
7250 · Payroll taxes	1,576.86	6,775.51	11,150.00	-4,374.49	60.77%
7220 · Salaries & Wages	20,086.55	87,226.95	106,600.00	-19,373.05	81.83%
Total 7200 · Salaries & Related Expenses	<u>23,617.19</u>	<u>99,603.25</u>	<u>134,400.00</u>	<u>-34,796.75</u>	<u>74.11%</u>
8800 · Empowerment Grant Expenses	<u>146,357.33</u>	<u>489,928.99</u>	<u>1,200,000.00</u>	<u>-710,071.01</u>	<u>40.83%</u>
Total Expense	<u>179,799.68</u>	<u>623,859.46</u>	<u>1,464,000.00</u>	<u>-840,140.54</u>	<u>42.61%</u>
Net Ordinary Revenue	<u>220,200.32</u>	<u>326,140.54</u>	<u>-24,080.00</u>	<u>350,220.54</u>	<u>-1,354.4%</u>
Net Revenue	<u><u>220,200.32</u></u>	<u><u>326,140.54</u></u>	<u><u>-24,080.00</u></u>	<u><u>350,220.54</u></u>	<u><u>-1,354.4%</u></u>