

**Delaware Sustainable Energy Utility**  
**Cash Flow Profit & Loss Budget vs. Actual**  
As of June 30, 2021 (100% Lapsed)

	<u>May '21 - Jun '21</u>	<u>Jul '20 - Jun 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Beginning Cash Balance</b>	<b>21,814,009.50</b>				
<b>Ordinary Revenue/Expense</b>					
<b>Revenue</b>					
4010 · SEU-ONE Admin Fee	49,347.56	268,622.81	275,000.00	-6,377.19	97.68%
4550 · SREC Trade Fee Reimbursement	89,450.00	536,700.00	536,700.00	0.00	100.0%
4555 · PJM GATS Fee Reimbursement	0.00	0.00	1,000.00	-1,000.00	0.0%
5030 · Annual RGGI Allocation	3,670,176.23	13,007,033.42	12,000,000.00	1,007,033.42	108.39%
5090 · RCPP Expense Reimbursement	0.00	0.00	1,000.00	-1,000.00	0.0%
5170 · Bond & Master Lease Fees	0.00	153,436.28	153,000.00	436.28	100.29%
5180 · Loan & Program Service Fees	11,510.11	78,721.63	35,000.00	43,721.63	224.92%
5190 · Energy Savings Exchange Income	46,565.52	183,779.52	150,000.00	33,779.52	122.52%
5191 · PACE Fees	76,500.00	140,648.53	150,000.00	-9,351.47	93.77%
5195 · Empowerment Program Admin Fee	36,000.00	36,000.00	38,000.00	-2,000.00	94.74%
5310 · Interest on savings	61,192.87	278,605.11	275,000.00	3,605.11	101.31%
6800 · Change in Investment Value	-55,134.52	-208,776.55	500,000.00	-708,776.55	-41.76%
5490 · SREC Sales (Delmarva-Auction)	857,483.36	4,820,405.82	5,000,000.00	-179,594.18	96.41%
5495 · SREC Sale (DESEU)	104,040.00	104,040.00	104,040.00	0.00	100.0%
<b>Total Revenue</b>	<b>4,947,131.13</b>	<b>19,399,216.57</b>	<b>19,218,740.00</b>	<b>180,476.57</b>	<b>100.94%</b>
<b>Cost of Goods Sold</b>					
5445 · SRECs Purchased	1,226,938.18	4,815,092.04	5,000,000.00	-184,907.96	96.3%
5446 · SREC Trade Fee	89,450.00	536,700.00	520,400.00	16,300.00	103.13%
5447 · PJM GATS Fee	0.00	0.00	1,000.00	-1,000.00	0.0%
<b>Total COGS</b>	<b>1,316,388.18</b>	<b>5,351,792.04</b>	<b>5,521,400.00</b>	<b>-169,607.96</b>	<b>96.93%</b>
<b>Gross Revenue</b>	<b>3,630,742.95</b>	<b>14,047,424.53</b>	<b>13,697,340.00</b>	<b>350,084.53</b>	<b>102.56%</b>
<b>Expense</b>					
8700 · Depreciation Expense	1,659.29	19,524.61	50,000.00	-30,475.39	39.05%
<b>7200 · Salaries &amp; Related Expenses</b>					
7210 · Officer Salaries	19,730.76	126,541.93	123,000.00	3,541.93	102.88%
7220 · Salaries & Wages	29,584.76	194,604.68	190,000.00	4,604.68	102.42%
7230 · Pension Plan Contributions	3,374.97	18,999.87	18,200.00	799.87	104.4%
7235 · Specific Assistance-Intern	2,300.00	23,861.50	28,000.00	-4,138.50	85.22%
7250 · Payroll taxes	3,731.18	24,986.66	24,000.00	986.66	104.11%
7255 · Health Compensation	3,334.53	14,429.51	13,000.00	1,429.51	111.0%
<b>Total 7200 · Salaries &amp; Related Expenses</b>	<b>62,056.20</b>	<b>403,424.15</b>	<b>396,200.00</b>	<b>7,224.15</b>	<b>101.82%</b>
<b>7500 · Contract Service Expenses</b>					
7520 · Accounting Fees	4,596.00	53,740.70	65,000.00	-11,259.30	82.68%
7530 · Legal Fees	4,426.40	28,905.95	29,000.00	-94.05	99.68%
7540 · Financial Services	274.52	27,361.66	30,000.00	-2,638.34	91.21%
7550 · Research & Development Expenses	975.00	46,054.50	46,000.00	54.50	100.12%
<b>Total 7500 · Contract Service Expenses</b>	<b>10,271.92</b>	<b>156,062.81</b>	<b>170,000.00</b>	<b>-13,937.19</b>	<b>91.8%</b>
<b>8100 · Nonpersonnel Expenses</b>					
8110 · Supplies	772.41	1,983.31	2,000.00	-16.69	99.17%
8130 · Telephone & telecomm	107.09	995.53	1,500.00	-504.47	66.37%
8170 · Printing, Copying & Postage	723.07	3,431.02	2,750.00	681.02	124.76%
8180 · Books, subscriptions, reference	0.00	41.91	100.00	-58.09	41.91%
<b>Total 8100 · Nonpersonnel Expenses</b>	<b>1,602.57</b>	<b>6,451.77</b>	<b>6,350.00</b>	<b>101.77</b>	<b>101.6%</b>
8200 · Facility & Equipment Expenses					

	<u>May '21 - Jun '21</u>	<u>Jul '20 - Jun 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
8210 · Rent & Parking	7,849.30	34,459.70	30,000.00	4,459.70	114.87%
8220 · Utilities	519.98	2,967.19	3,100.00	-132.81	95.72%
8230 · Office Equipment	49.75	304.73	3,000.00	-2,695.27	10.16%
8350 · Vehicle Lease & Expenses	1,081.90	7,230.89	7,000.00	230.89	103.3%
<b>Total 8200 · Facility &amp; Equipment Expenses</b>	<b>9,500.93</b>	<b>44,962.51</b>	<b>43,100.00</b>	<b>1,862.51</b>	<b>104.32%</b>
<b>8300 · Travel, Meeting &amp; Training Exp</b>					
8310 · Travel & Lodging	0.00	-312.60	500.00	-812.60	-62.52%
8320 · Meeting Expenses	89.21	234.09	300.00	-65.91	78.03%
8330 · Membership Dues	760.00	10,171.00	10,250.00	-79.00	99.23%
8340 · Meals & Entertainment	80.61	275.59	500.00	-224.41	55.12%
8540 · Staff Development	0.00	325.00	500.00	-175.00	65.0%
<b>Total 8300 · Travel, Meeting &amp; Training Exp</b>	<b>929.82</b>	<b>10,693.08</b>	<b>12,050.00</b>	<b>-1,356.92</b>	<b>88.74%</b>
<b>8500 · Other Admin. Expenses</b>					
8400 · Marketing/Public Relations	34,379.34	210,791.13	225,000.00	-14,208.87	93.69%
8520 · Insurance	0.00	12,023.83	13,500.00	-1,476.17	89.07%
8530 · Corporate Taxes	0.00	25.00	325.00	-300.00	7.69%
8560 · Outside Computer Services	11,045.00	90,679.06	105,000.00	-14,320.94	86.36%
8570 · Legal Advertising	0.00	0.00	1,500.00	-1,500.00	0.0%
8585 · Bank Service Chgs/Financial Fee	1,330.64	30,458.80	30,000.00	458.80	101.53%
8586 · SREC Sale Expenses (DESEU)	52,020.00	52,520.00	52,000.00	520.00	101.0%
<b>Total 8500 · Other Admin. Expenses</b>	<b>98,774.98</b>	<b>396,497.82</b>	<b>427,325.00</b>	<b>-30,827.18</b>	<b>92.79%</b>
<b>8600 · RGGI Program Expense</b>					
8607 · Solar Thermal Grant Program	0.00	166,913.00	170,000.00	-3,087.00	98.18%
8612 · Non-Profit EEIF Grant	0.00	10,126.59			
8621 · RCPP Farm Program	905.25	905.25	1,000.00	-94.75	90.53%
8622 · Energize Delaware Farm EE Prog	116,119.75	492,753.88	437,000.00	55,753.88	112.76%
8623 · Lights on Delaware Strong	26,180.50	314,663.58	336,000.00	-21,336.42	93.65%
8627 · 2017 Bond Issue Tech Assistance	5,120.32	20,188.57	25,000.00	-4,811.43	80.75%
8632 · ZeMod for Low/Mod Income	68,163.70	224,605.31	175,000.00	49,605.31	128.35%
8635 · Faith Efficiency	7,669.99	19,376.85	25,000.00	-5,623.15	77.51%
8653 · DSHA Construction Loans	0.00	1,000,000.00	1,000,000.00	0.00	100.0%
8655 · Pre-Weatherization	73,258.22	124,183.66	125,000.00	-816.34	99.35%
8657 · PACE	34,537.20	97,144.60	90,000.00	7,144.60	107.94%
8662 · Energize DE MultiFamily Housing	128,255.20	288,931.34	800,000.00	-511,068.66	36.12%
8665 · Residential Solar Loan Program	144,841.76	1,249,990.62	1,500,000.00	-250,009.38	83.33%
8673 · Home Energy Counseling and Chec	61,898.50	331,228.67	325,000.00	6,228.67	101.92%
8677 · Energize Delaware Online Market	11,529.88	34,025.68	65,000.00	-30,974.32	52.35%
8678 · Energize Delaware Online Audits	8,848.95	75,468.43	80,000.00	-4,531.57	94.34%
8689 · COVID Response Contribution	11,536.83	67,393.15	80,000.00	-12,606.85	84.24%
8691 · Matching Contribut. to Empower	1,000,000.00	1,000,000.00	1,000,000.00	0.00	100.0%
8675 · Home Performance Loan Reserve					
8676 · Agricultural Loan Program	20,110.49	20,110.49			
8675 · Home Performance Loan Reserve - Other	37,062.80	294,983.51	450,000.00	-155,016.49	65.55%
<b>Total 8675 · Home Performance Loan Reserve</b>	<b>57,173.29</b>	<b>315,094.00</b>	<b>450,000.00</b>	<b>-134,906.00</b>	<b>70.02%</b>
8640 · Energy Assessmnts for Nonprofit	43,500.00	87,135.00	87,000.00	135.00	100.16%
8650 · Low Interest Loan Program	677,290.00	2,119,774.83	2,000,000.00	119,774.83	105.99%
8660 · Pathway to Green Ribbon Schools	6,166.00	86,368.50	115,000.00	-28,631.50	75.1%
8670 · Home Performance w/Energy Star	741,010.58	4,458,096.60	4,500,000.00	-41,903.40	99.07%
8690 · SREC Upfront Prchse Progm Fees	0.00	90,000.00	45,000.00	45,000.00	200.0%
<b>Total 8600 · RGGI Program Expense</b>	<b>3,224,005.92</b>	<b>12,674,368.11</b>	<b>13,431,000.00</b>	<b>-756,631.89</b>	<b>94.37%</b>
<b>Total Expense</b>	<b>3,408,801.63</b>	<b>13,711,984.86</b>	<b>14,536,025.00</b>	<b>-824,040.14</b>	<b>94.33%</b>

	<u>May '21 - Jun '21</u>	<u>Jul '20 - Jun 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Net Ordinary Revenue	221,941.32	335,439.67	-838,685.00	1,174,124.67	-40.0%
Other Revenue/Expense					
Other Revenue					
Other Revenue	909.04	909.04			
Gain on Sale of Asset	92,586.42	185,864.26			
5320 · Interest on Loans			800,000.00	14,154.08	101.77%
1321 · Interest on 1201 N. Market loan	2,551.15	9,707.88			
1322 · Interest on 1105 N. Market Loan	5,882.59	24,518.20			
1323 · Interest on Cherry Island Loan	902.46	6,001.72			
1324 · Interest on Renew Loans	1,877.64	8,131.57			
1326 · Interest on Dover Par 3	135.86	789.71			
1327 · Interest on Riverfront	13,840.52	54,729.12			
1329 · Interest on Coffee Cup Ranch	1,005.78	5,613.11			
1331 · Interest on Christina School	18,531.27	94,746.78			
1332 · Interest on Aero Ways Loan	26.90	90.20			
1333 · Interest on Race Track Car Wash	361.05	2,000.49			
1334 · Interest on DEMEC, Inc. Loan	600.59	4,277.79			
1335 · Interest on DE Technology Park	458.27	1,044.08			
1336 · Interest on UUSD Loan	110.40	686.20			
1337 · Interest on Bruce Daisey Loan	47.32	283.81			
1339 · Interest on Lewes Library Loan	710.91	3,041.79			
1340 · Interest on Peaceful Pond LLC					
1340.5 · Interest on Peaceful Pond LLC 2	72.12	458.72			
1340 · Interest on Peaceful Pond LLC - Other	2,637.70	12,711.09			
Total 1340 · Interest on Peaceful Pond LLC	2,709.82	13,169.81			
1341 · Interest on DE Nat'l Guard Loan	18,055.63	80,081.56			
1342 · Interest on Hy-Point Dairy Farm	3,185.18	12,429.36			
1343 · Interest on KANI, LLC Loan	272.42	1,323.25			
1344 · Interest on MIDI, Inc. Loan	40.27	317.76			
1345 · Interest on Hills Farm Loan	133.32	689.91			
1346 · Interest on Comm. Lutheran Loan	71.90	409.50			
1348 · Interest on IPR Int'l Loan	0.00	5,194.23			
1349 · Interest on First Presbyterian	525.94	2,651.00			
1351 · Interest on PAL Loan	781.34	2,965.76			
1352 · Interest on Incline Loans	10,363.53	38,615.38			
1353 · Interest on Georgetown Medical	273.22	1,476.44			
1354 · Interest on J & T Farms Loan	566.06	6,376.11			
1355 · Interest on 3KB Corp Loan	64.23	411.72			
1356 · Interest on Collier Loan	925.76	5,001.45			
1357 · Interest on Woodward Farm Loan	619.27	3,531.76			
1359 · Interest on Odyssey Charter	1,011.13	4,527.77			
1361 · Interest on Chick-a-More Loan					
1361.5 · Interest on Chick-a-More II	44.74	303.87			
1361 · Interest on Chick-a-More Loan - Other	1,308.59	7,422.35			
Total 1361 · Interest on Chick-a-More Loan	1,353.33	7,726.22			
1362 · Interest on Robbins Nest Loan	164.29	976.81			
1363 · Interest on KC Farms Loan	1,304.73	7,438.66			
1365 · Interest on On The Bend Farm Ln	492.76	2,531.94			
1366 · Interest on Eilers Farm Loan	141.39	634.41			
1367 · Interest on Covenant Farms Loan	74.48	466.48			
1368 · Interest on Hearn Farm Loan	72.23	415.14			

	<u>May '21 - Jun '21</u>	<u>Jul '20 - Jun 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
1369 · Interest on Wilm. Blue Rocks	584.83	584.83			
1371 · Interest on Lorelton Loan	4,243.89	19,879.15			
1372 · Interest on Parry Farms Loan	2,462.50	13,531.25			
1373 · Interest on Ursuline Academy	940.58	5,641.73			
1374 · Interest on 1007 Market St Cond	20,741.81	91,398.23			
1375 · Interest on Jazmen Farm Loan	95.27	593.68			
1376 · Interest on Haven Farm Loan	3,153.01	11,922.13			
1377 · Interest on MW Farm Loan	327.84	1,990.62			
1378 · Interest on Wright Farm Loan	446.78	2,302.03			
1379 · Interest on Fox Chase Loan	561.87	6,349.57			
1380 · Interest on AnnaLynn Farm Loan	833.08	4,641.92			
1381 · Interest on State Line Farm	76.94	490.51			
1382 · Interest on CSC Auto Center	265.56	1,631.55			
1383 · Interest on Edison Power Loan	1,152.69	3,734.04			
1384 · Interest on Rockland Sports	1,030.17	3,252.64			
1385 · Interest on The Teen Warehouse	882.85	5,320.06			
1386 · Interest on Jade Run/Tri Oak	1,049.03	5,725.35			
1387 · Interest on Beach Babies					
1387.5 · Interest on Beach Babies II	125.00	125.00			
1387 · Interest on Beach Babies - Other	441.49	2,510.00			
<b>Total 1387 · Interest on Beach Babies</b>	<b>566.49</b>	<b>2,635.00</b>			
1388 · Interest on CC Lighthouse Club	264.26	2,727.95			
1389 · Interest on Kauffman Enterprise	1,327.84	6,723.30			
1390 · Interest on Davenport Farm	240.23	627.67			
1401 · Interest on Chicken Nugget Farm	543.25	3,321.30			
1402 · Interest on Gryffen's Roost	831.59	2,532.09			
1403 · Interest on John H. French	59.60	376.91			
1404 · Interest on Magnolia Manor	2,209.46	12,382.13			
1405 · Interest on Carillon Woods Ph I					
1405.5 · Interest on Carillon Woods Ph 2	558.21	2,977.27			
1405 · Interest on Carillon Woods Ph I - Other	558.21	3,751.55			
<b>Total 1405 · Interest on Carillon Woods Ph I</b>	<b>1,116.42</b>	<b>6,728.82</b>			
1406 · Interest on Apatchalan Farms	1,829.96	11,288.85			
1407 · Interest on DSHA Loans	122.65	184.58			
1408 · Interest on Bellevue Comm. Ctr	2,845.44	7,892.88			
1409 · Interest on Slim Farm, LLC Loan	1,094.29	2,638.91			
1412 · Interest on Rose Hill Comm. Ct.	1,285.75	2,462.78			
1413 · Interest on Syester Farm, Inc.	303.68	610.54			
1414 · Interest on Bobola Farms Loan	162.00	243.54			
1415 · Interest on Severson Farm Loan	1,693.71	2,575.91			
1416 · Interest on Grimm Farm Loan	239.94	239.94			
5321 · Interest on Ecology Loan	7,558.41	46,171.65			
5322 · Interest on 1313 N. Market Loan	15,344.16	85,113.60			
5323 · Interest on REM Farms Loan	3,715.06	22,661.56			
<b>Total 5320 · Interest on Loans</b>	<b>172,447.83</b>	<b>814,154.08</b>	<b>800,000.00</b>	<b>14,154.08</b>	<b>101.77%</b>
<b>Total Other Revenue</b>	<b>265,943.29</b>	<b>1,000,927.38</b>	<b>800,000.00</b>	<b>200,927.38</b>	<b>125.12%</b>
<b>Other Expense</b>					
9101 · Loss on SRECs	-3,110.00	-3,110.00			
9100 · Loss on Renew Loan Chg Offs	-2,352.41	-2,352.41			
<b>Total Other Expense</b>	<b>-5,462.41</b>	<b>-5,462.41</b>			
<b>Net Other Revenue</b>	<b>271,405.70</b>	<b>1,006,389.79</b>	<b>800,000.00</b>	<b>206,389.79</b>	<b>125.8%</b>

Net Revenue

	<u>May '21 - Jun '21</u>	<u>Jul '20 - Jun 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
	<u>493,347.02</u>	<u>1,341,829.46</u>	<u>-38,685.00</u>	<u>1,380,514.46</u>	<u>-3,468.6%</u>
			<u>Remaining</u>		
			<u>Loan Balance</u>		
<b>Other Inflows/Outflows</b>					
1007 Market St. Principal	25,679.97	163,349.64	1,677,455.38		
1105 N. Market St. Principal	17,631.46	103,622.59	427,413.95		
1201 N. Market St. Principal	21,950.20	130,616.67	349,696.26		
1313 Owner, LLC Principal	27,353.84	160,960.70	1,680,078.56		
3KB Corporation Principal	0.00	2,003.77	39,328.17		
Aero Ways Principal	0.00	6,410.80	0.00		
AnnaLynn Farms Inc. Principal	754.98	8,010.09	248,754.94		
Apatchalan Farms Inc. Principal	2,190.03	14,041.66	335,278.32		
Beach Babies Child Care Principal	502.94	5,441.35	65,470.29		
Beach Babies Child Care II Principal	832.56	832.56	74,167.44		
Bellevue Community Center Principal	1,563.91	9,325.16	497,739.62		
Bobola Poultry LLC	217.14	650.34	48,275.14		
Bruce Daisey Farm Principal	180.12	2,335.48	11,382.49		
Carillon Woods LLC Ph. I	510.09	5,988.75	69,011.25		
Carillon Woods LLC Ph. II	510.09	5,988.75	69,011.25		
CC Lighthouse Club LLC	0.00	4,782.62	70,217.38		
Cherry Island Project Principal	8,619.56	51,130.40	190,432.72		
Chick-a-More Farms Inc Principal	1,384.49	16,424.15	356,510.90		
Chick-a-More Farms Inc II Principal	357.25	4,247.97	12,885.86		
Chicken Nugget Farm Principal	1,244.61	7,405.86	162,041.81		
Christina School District Principal	20,230.99	220,698.68	4,442,167.67		
Coffee Cup Ranch Principal	1,340.23	15,903.92	267,163.62		
Community Lutheran Church Principal	241.11	2,867.02	18,459.41		
Covenant Farm Principal	417.13	2,482.08	8,640.93		
Covenant Farm #2 Principal	150.66	896.50	12,761.76		
CSC Auto Center Principal	221.41	2,614.89	45,191.94		
Davenport Farm Principal	0.00	0.00	240,054.40		
Delaware National Guard Principal	16,561.04	180,663.38	3,980,077.69		
Delaware Technology Park Principal	2,606.00	30,987.46	15,727.47		
DEMEC, Inc. Principal	6,354.99	40,933.48	176,314.95		
Dover Par 3 Principal	414.98	4,911.97	23,070.80		
Ecogy Delaware II LLC Principal	10,778.29	64,134.54	1,311,378.02		
Ecogy Delaware II LLC #2 Principal	2,899.60	17,111.61	471,854.43		
Edison Delaware II Principal	0.00	0.00	879,593.58		
Ellers Farms, LLC Principal	1,065.95	6,865.59	22,653.00		
First Presbyterian Church Principal	923.05	10,069.51	135,245.94		
Fox Chase LLC Principal	1,891.84	20,281.44	335,232.02		
Georgetown Medical Principal	785.08	9,335.24	66,342.82		
Grimm Farms LLC Principal	1,223.94	1,223.94	71,064.06		
Gryffen's Roost Farm Principal	1,585.77	6,467.91	122,156.12		
Haven Farms, LLC Principal	3,121.53	18,099.61	455,531.09		
Herbert C. Wright Farm Principal	1,048.61	6,239.56	107,403.61		
Hill Farms Principal	292.11	3,342.20	32,849.10		
Hy-Point Dairy Farms Inc.	2,832.84	30,743.81	359,603.40		
Inclime Energy Efficiency Loans	49,923.43	248,680.47	729,421.07		
Inclime Residential Solar Loan Principal	217,445.05	759,495.59	2,838,555.74		

	<u>May '21 - Jun '21</u>	<u>Jul '20 - Jun 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
IPR International Principal	0.00	451,779.77	0.00		
J & T Farms Principal	1,640.61	17,897.26	337,998.26		
Jade Run/TriOak Farm Principal	994.66	11,827.35	273,167.27		
Jazmen Farm Principal	222.65	2,647.52	28,009.34		
John H. French & Sons, LLC Principal	389.48	2,317.57	17,586.72		
KANI, LLC Principal	0.00	5,816.03	43,343.55		
Kauffman Enterprises Inc.	849.50	8,400.30	264,294.70		
KC Farms LLC Principal	1,436.35	17,079.38	357,331.47		
Lewes Library Principal	4,436.35	26,397.81	137,746.97		
Lorelton Foundation Principal	4,010.99	47,693.85	908,222.08		
Magnolia Manor Principal	1,411.16	19,534.53	477,790.79		
MIDI, Inc. Principal	544.39	3,482.53	6,494.08		
MW Farm Principal	3,677.03	71,014.25	19,255.57		
Odyssey Charter Principal	5,216.33	30,974.79	149,370.62		
On the Bend Farm Principal	537.52	5,863.81	132,154.97		
Parry Farms LLC Principal	2,444.58	29,001.83	513,109.46		
Peaceful Pond LLC Principal	1,584.26	15,421.79	493,556.21		
Peaceful Pond LLC EE Principal	261.98	3,115.12	21,242.43		
Police Athletic League of Wilmington Principal	1,874.70	11,085.29	138,183.67		
Race Track Car Wash Principal	1,085.61	11,793.92	65,330.59		
REM Farms LLC Principal	3,145.59	37,338.44	727,060.43		
Renew Financial Principal	11,295.85	85,582.32	225,502.51		
Riverfront Development Principal	22,162.56	142,745.99	2,359,709.87		
Robbins Nest Farm Inc Principal	997.29	5,934.17	45,031.35		
Rockland Sports Principal	2,101.54	24,706.66	43,725.70		
Rose Hill Community Ctr Principal	1,368.90	5,461.96	348,326.56		
Severson Farm Principal	2,018.03	3,092.89	349,787.11		
State Line Farm Principal	892.38	10,611.11	18,163.21		
Stephen Collier Principal	1,718.69	10,153.38	238,150.35		
Steven Hearn Principal	115.59	1,374.48	19,712.33		
Syester Farm, Inc. Principal	478.89	1,910.79	90,384.21		
The Teen Warehouse Principal	1,086.74	12,922.16	258,133.08		
Slim Farm/Timothy J. Rogers Principal	2,360.08	53,065.46	185,435.16		
United Universalists Principal	160.52	1,900.04	21,839.35		
Ursuline Academy Principal	1,071.15	12,736.76	274,085.56		
Wilmington Blue Rocks	935.17	1,868.79	174,047.07		
Woodward Farm Principal	720.87	8,513.34	169,388.30		
Other Assets Purchased	0.00	0.00			
<b>Subtotal</b>	<b>541,086.86</b>	<b>3,621,683.15</b>	<b>33,486,337.27</b>		

Ending Cash Balance

23,153,094.98

**Delaware Sustainable Energy Utility**  
**Energy Empowerment Grant Program**  
**Cash Flow Profit & Loss Budget vs. Actual**  
As of June 30, 2021 (100% Lapsed)

	<u>May '21 - Jun 21</u>	<u>Jul '20 - Jun 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Revenue/Expense</b>					
<b>Revenue</b>					
5185 · Exelon Fund Disbursement	0.00	950,000.00	1,439,920.00	-489,920.00	65.98%
5196 · Energy Equity Fundraising	0.00	0.00	0.00	0.00	0.0%
5310 - Interest on Savings	103.87	103.87			
<b>Total Income</b>	<u>103.87</u>	<u>950,103.87</u>	<u>1,439,920.00</u>	<u>-489,816.13</u>	<u>65.98%</u>
<b>Gross Revenue</b>	103.87	950,103.87	1,439,920.00	-489,816.13	65.98%
<b>Expense</b>					
8810 · Energy Equity Fund Exp.	0.00	0.00	0.00	0.00	0.0%
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%
8540 · Staff Development	199.00	199.00			
<b>Total 8300 · Travel, Meeting &amp; Training Exp</b>	<u>199.00</u>	<u>199.00</u>	<u>3,000.00</u>	<u>-2,801.00</u>	<u>6.63%</u>
8100 · Nonpersonnel Expenses					
8110 · Supplies	556.63	855.39	1,200.00	-344.61	71.28%
8170 · Printing, Copying & Postage	0.00	657.50	1,000.00	-342.50	65.75%
<b>Total 8100 · Nonpersonnel Expenses</b>	<u>556.63</u>	<u>1,512.89</u>	<u>2,200.00</u>	<u>-687.11</u>	<u>68.77%</u>
8200 · Facility & Equipment Expenses					
8210 · Rent & Parking	1,340.00	8,040.00	8,143.00	-103.00	98.74%
8220 · Utilities	267.88	1,528.60			
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>1,607.88</u>	<u>9,768.58</u>	<u>13,843.00</u>	<u>-4,074.42</u>	<u>70.57%</u>
7500 · Contract Service Expenses					
7550 · Research & Development Expenses	3,630.00	5,630.00			
7580 · Measurement/Verification/Eval.	3,500.00	11,500.00	30,000.00	-18,500.00	38.33%
<b>Total 7500 · Contract Service Expenses</b>	<u>7,130.00</u>	<u>17,130.00</u>	<u>30,000.00</u>	<u>-12,870.00</u>	<u>57.1%</u>
8500 · Other Admin. Expenses					
8400 · Marketing/Public Relations	3,050.00	19,386.26	20,000.00	-613.74	96.93%
8560 · Outside Computer Services	0.00	874.00	1,457.00	-583.00	59.99%
8570 · Legal Advertising	0.00	0.00	1,500.00	-1,500.00	0.0%
8580 · Energy Empowerment Admin Fee	36,000.00	36,000.00	57,600.00	-21,600.00	62.5%
8585 · Bank Service Chgs/Financial Fee	1,078.41	1,078.41	0.00	1,078.41	100.0%
<b>Total 8500 · Other Admin. Expenses</b>	<u>40,128.41</u>	<u>57,338.67</u>	<u>80,557.00</u>	<u>-23,218.33</u>	<u>71.18%</u>
7200 · Salaries & Related Expenses					
7220 · Salaries & Wages	16,069.24	103,296.19	106,600.00	-3,303.81	96.9%
7230 · Pension Plan Contributions	249.99	2,565.29	6,650.00	-4,084.71	38.58%
7235 · Specific Assistance-Intern	0.00	225.00	0.00	225.00	100.0%
7250 · Payroll taxes	1,240.28	8,015.79	11,150.00	-3,134.21	71.89%
7255 · Health Compensation	1,142.36	4,452.84	10,000.00	-5,547.16	44.53%
<b>Total 7200 · Salaries &amp; Related Expenses</b>	<u>18,701.87</u>	<u>118,555.11</u>	<u>134,400.00</u>	<u>-15,844.89</u>	<u>88.21%</u>
8800 · Empowerment Grant Expenses	240,015.83	729,944.82	1,200,000.00	-470,055.18	60.83%
<b>Total Expense</b>	<u>308,339.62</u>	<u>934,449.07</u>	<u>1,464,000.00</u>	<u>-529,550.93</u>	<u>63.83%</u>
<b>Net Ordinary Income</b>	<u>-308,235.75</u>	<u>15,654.80</u>	<u>-24,080.00</u>	<u>39,734.80</u>	<u>-65.01%</u>
<b>Net Income</b>	<u><b>-308,235.75</b></u>	<u><b>15,654.80</b></u>	<u><b>-24,080.00</b></u>	<u><b>39,734.80</b></u>	<u><b>-65.01%</b></u>