

Delaware Sustainable Energy Utility
Cash Flow Profit & Loss Budget vs. Actual
As of December 31, 2021 (50% Lapsed)

	<u>Nov - Dec 21</u>	<u>Jul - Dec 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Beginning Cash Balance	23,553,040.01				
Ordinary Revenue/Expense					
Revenue					
4010 · SEU-ONE Admin Fee	21,649.63	126,906.92	300,000.00	-173,093.08	42.3%
4550 · SREC Trade Fee Reimbursement	44,725.00	223,625.00	580,000.00	-356,375.00	38.56%
4555 · PJM GATS Fee Reimbursement	0.00	0.00	1,000.00	-1,000.00	0.0%
5030 · Annual RGGI Allocation	6,933,850.30	11,217,695.31	12,500,000.00	-1,282,304.69	89.74%
5090 · RCPP Expense Reimbursement	0.00	0.00	31,550.00	-31,550.00	0.0%
5170 · Bond & Master Lease Fees	0.00	0.00	50,000.00	-50,000.00	0.0%
5180 · Loan & Program Service Fees	1,100.60	30,445.81	50,000.00	-19,554.19	60.89%
5181 · Loan Late Fees	1,705.51	3,418.35			
5190 · Energy Savings Exchange Income	38,964.00	101,336.50	150,000.00	-48,663.50	67.56%
5191 · PACE Fees	153,000.00	153,000.00	150,000.00	3,000.00	102.0%
5195 · Empowerment Program Admin Fee	0.00	0.00	64,000.00	-64,000.00	0.0%
5495 · SREC Sale (DESEU)	0.00	60,000.00	144,000.00	-84,000.00	41.67%
5310 · Interest on savings	51,563.74	148,740.25	330,000.00	-181,259.75	45.07%
6800 · Change in Investment Value	-64,117.91	-165,947.89			
5490 · SREC Sales (Delmarva-Auction)	399,314.78	2,282,335.04	5,000,000.00	-2,717,664.96	45.65%
Total Revenue	<u>7,581,755.65</u>	<u>14,181,555.29</u>	<u>19,350,550.00</u>	<u>-5,168,994.71</u>	<u>73.29%</u>
Cost of Goods Sold					
5440 · Solicitation Fees	0.00	61,461.75			
5445 · SRECs Purchased	819,782.53	2,255,560.77	5,000,000.00	-2,744,439.23	45.11%
5446 · SREC Trade Fee	98,850.00	277,750.00	580,400.00	-302,650.00	47.86%
5447 · PJM GATS Fee	0.00	0.00	1,000.00	-1,000.00	0.0%
Total COGS	<u>918,632.53</u>	<u>2,594,772.52</u>	<u>5,581,400.00</u>	<u>-2,986,627.48</u>	<u>46.49%</u>
Gross Revenue	<u>6,663,123.12</u>	<u>11,586,782.77</u>	<u>13,769,150.00</u>	<u>-2,182,367.23</u>	<u>84.15%</u>
Expense					
8700 · Depreciation Expense	100.18	300.54	50,000.00	-49,699.46	0.6%
7200 · Salaries & Related Expenses					
7210 · Officer Salaries	19,730.76	64,124.97	127,000.00	-62,875.03	50.49%
7220 · Salaries & Wages	43,416.08	121,085.03	265,000.00	-143,914.97	45.69%
7230 · Pension Plan Contributions	3,833.30	11,041.57	24,000.00	-12,958.43	46.01%
7235 · Specific Assistance-Intern	1,900.00	5,325.00	25,000.00	-19,675.00	21.3%
7250 · Payroll taxes	4,880.55	14,274.32	30,000.00	-15,725.68	47.58%
7255 · Health Compensation	4,985.28	11,575.88	27,000.00	-15,424.12	42.87%
Total 7200 · Salaries & Related Expenses	<u>78,745.97</u>	<u>227,426.77</u>	<u>498,000.00</u>	<u>-270,573.23</u>	<u>45.67%</u>
7500 · Contract Service Expenses					
7520 · Accounting Fees	17,117.50	42,518.06	65,000.00	-22,481.94	65.41%
7530 · Legal Fees	990.00	3,002.40	30,000.00	-26,997.60	10.01%
7540 · Financial Services	150.00	11,105.00	45,000.00	-33,895.00	24.68%
7550 · Research & Development Expenses	0.00	9,791.00	90,000.00	-80,209.00	10.88%
7580 · Measurement/Verification/Eval.	0.00	13,887.50	65,000.00	-51,112.50	21.37%
Total 7500 · Contract Service Expenses	<u>18,257.50</u>	<u>80,303.96</u>	<u>295,000.00</u>	<u>-214,696.04</u>	<u>27.22%</u>
8100 · Nonpersonnel Expenses					
8110 · Supplies	536.71	921.47	2,000.00	-1,078.53	46.07%
8130 · Telephone & telecomm	100.16	313.49	1,500.00	-1,186.51	20.9%
8170 · Printing, Copying & Postage	689.93	1,441.91	2,750.00	-1,308.09	52.43%
8180 · Books, subscriptions, reference	0.00	0.00	100.00	-100.00	0.0%
Total 8100 · Nonpersonnel Expenses	<u>1,326.80</u>	<u>2,676.87</u>	<u>6,350.00</u>	<u>-3,673.13</u>	<u>42.16%</u>

	<u>Nov - Dec 21</u>	<u>Jul - Dec 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
8200 · Facility & Equipment Expenses					
8210 · Rent & Parking	5,517.15	16,439.55	31,000.00	-14,560.45	53.03%
8220 · Utilities	545.45	1,629.95	3,300.00	-1,670.05	49.39%
8230 · Office Equipment & Furniture	0.00	1,546.97	3,000.00	-1,453.03	51.57%
8350 · Vehicle Lease & Expenses	542.95	2,706.75	7,000.00	-4,293.25	38.67%
Total 8200 · Facility & Equipment Expenses	6,605.55	22,323.22	44,300.00	-21,976.78	50.39%
8300 · Travel, Meeting & Training Exp					
8540 · Staff Development	350.00	350.00	2,500.00	-2,150.00	14.0%
8340 · Meals & Entertainment	367.14	443.20	1,000.00	-556.80	44.32%
8330 · Membership Dues	400.00	3,016.00	10,300.00	-7,284.00	29.28%
8310 · Travel & Lodging	0.00	25.00	5,000.00	-4,975.00	0.5%
8320 · Meeting Expenses	525.00	549.28	1,500.00	-950.72	36.62%
Total 8300 · Travel, Meeting & Training Exp	1,642.14	4,383.48	20,300.00	-15,916.52	21.59%
8500 · Other Admin. Expenses					
8400 · Marketing/Public Relations	16,351.97	49,380.49	260,000.00	-210,619.51	18.99%
8510 · Interest Expense	7.80	7.80			
8520 · Insurance	7,806.00	13,574.00	13,500.00	74.00	100.55%
8530 · Corporate Taxes	0.00	15.96	325.00	-309.04	4.91%
8560 · Outside Computer Services	11,951.96	33,919.40	105,000.00	-71,080.60	32.3%
8570 · Legal Advertising	979.30	1,710.29	1,500.00	210.29	114.02%
8585 · Bank Service Chgs/Financial Fee	1,102.13	19,356.87	30,000.00	-10,643.13	64.52%
8586 · SREC Sale Expenses (DESEU)	30,500.00	30,500.00	72,000.00	-41,500.00	42.36%
Total 8500 · Other Admin. Expenses	68,699.16	148,464.81	482,325.00	-333,860.19	30.78%
8600 · RGGI Program Expense					
8621 · RCPP Farm Program	0.00	0.00	31,500.00	-31,500.00	0.0%
8622 · Energize Delaware Farm EE Prog	34,270.40	107,640.40	480,000.00	-372,359.60	22.43%
8623 · Lights on Delaware Strong	54,188.42	191,814.87	513,000.00	-321,185.13	37.39%
8627 · 2017 Bond Issue Tech Assistance	9,645.55	25,574.15	50,000.00	-24,425.85	51.15%
8632 · ZeMod for Low/Mod Income	28,956.62	63,240.45	370,000.00	-306,759.55	17.09%
8635 · Faith Efficiency	9,605.75	15,535.31	51,800.00	-36,264.69	29.99%
8640 · Energy Assessmnts for Nonprofit	0.00	45,000.00	90,000.00	-45,000.00	50.0%
8650 · Low Interest Loan Program	210,101.16	1,270,778.44	5,500,000.00	-4,229,221.56	23.11%
8653 · DSHA Construction Loans	0.00	0.00	1,000,000.00	-1,000,000.00	0.0%
8655 · Pre-Weatherization	46,979.33	209,738.51	900,000.00	-690,261.49	23.3%
8657 · PACE	59,740.00	69,850.00	60,000.00	9,850.00	116.42%
8660 · Pathway to Green Ribbon Schools	3,251.20	18,772.23	115,000.00	-96,227.77	16.32%
8662 · Energize DE MultiFamily Housing	29,716.80	73,211.04	1,000,000.00	-926,788.96	7.32%
8665 · Residential Solar Loan Program	240,964.55	944,396.98	2,000,000.00	-1,055,603.02	47.22%
8670 · Home Performance w/Energy Star	963,678.77	2,518,705.71	5,000,000.00	-2,481,294.29	50.37%
8673 · Home Energy Counseling and Chec	100,092.48	243,371.21	550,000.00	-306,628.79	44.25%
8675 · Home Performance Loan Reserve	107,716.00	260,702.00	500,000.00	-239,298.00	52.14%
8677 · Energize Delaware Online Market	33,337.66	64,013.77	361,000.00	-296,986.23	17.73%
8678 · Energize Delaware Online Audits	5,608.63	19,615.90	130,000.00	-110,384.10	15.09%
8689 · COVID Response Contribution	0.00	0.00	100,000.00	-100,000.00	0.0%
Total 8600 · RGGI Program Expense	1,937,853.32	6,141,960.97	18,802,300.00	-12,660,339.03	32.67%
Total Expense	2,113,230.62	6,627,840.62	20,198,575.00	-13,570,734.38	32.81%
Net Ordinary Revenue	4,549,892.50	4,958,942.15	-6,429,425.00	11,388,367.15	-77.13%
Other Revenue/Expense					
Other Revenue					
5320 · Interest on Loans			830,000.00	-398,205.46	52.02%
1321 · Interest on 1201 N. Market loan	995.13	3,205.19			
1322 · Interest on 1105 N. Market Loan	3,226.66	10,127.83			
1323 · Interest on Cherry Island Loan	783.26	2,469.34			
1324 · Interest on Renew Loans	1,050.25	2,701.13			

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1326 · Interest on Dover Par 3	103.85	381.81			
1327 · Interest on Riverfront	7,698.57	23,318.75			
1329 · Interest on Coffee Cup Ranch	865.78	3,069.60			
1331 · Interest on Christina School	14,434.29	51,114.05			
1333 · Interest on Race Track Car Wash	296.56	1,085.92			
1334 · Interest on DEMEC, Inc. Loan	537.10	1,674.94			
1335 · Interest on DE Technology Park	4.41	91.89			
1336 · Interest on UUSD Loan	104.75	373.71			
1337 · Interest on Bruce Daisey Loan	34.98	127.68			
1339 · Interest on Lewes Library Loan	425.70	1,321.75			
1340 · Interest on Peaceful Pond LLC					
1340.5 · Interest on Peaceful Pond LLC 2	65.99	238.63			
1340 · Interest on Peaceful Pond LLC - Other	2,423.96	8,553.71			
Total 1340 · Interest on Peaceful Pond LLC	2,489.95	8,792.34			
1341 · Interest on DE Nat'l Guard Loan	12,961.64	45,852.02			
1342 · Interest on Hy-Point Dairy Farm	1,862.71	6,655.20			
1343 · Interest on KANI, LLC Loan	198.17	717.87			
1344 · Interest on MIDI, Inc. Loan	30.66	101.62			
1345 · Interest on Hills Farm Loan	104.11	372.96			
1346 · Interest on Comm. Lutheran Loan	57.08	206.88			
1349 · Interest on First Presbyterian	433.81	1,545.43			
1351 · Interest on PAL Loan	446.14	1,357.89			
1352 · Interest on Incline Loans	7,551.58	18,074.19			
1353 · Interest on Georgetown Medical	206.66	746.38			
1354 · Interest on J & T Farms Loan	1,096.42	3,885.64			
1355 · Interest on 3KB Corp Loan	100.94	364.37			
1356 · Interest on Collier Loan	780.84	2,359.88			
1357 · Interest on Woodward Farm Loan	551.17	1,950.64			
1359 · Interest on Odyssey Charter	573.14	1,785.15			
1361 · Interest on Chick-a-More Loan					
1361.5 · Interest on Chick-a-More II	36.37	137.77			
1361 · Interest on Chick-a-More Loan - Other	1,162.26	4,109.63			
Total 1361 · Interest on Chick-a-More Loan	1,198.63	4,247.40			
1362 · Interest on Robbins Nest Loan	142.59	437.79			
1363 · Interest on KC Farms Loan	1,164.62	4,118.36			
1365 · Interest on On The Bend Farm Ln	430.77	1,523.48			
1366 · Interest on Eilers Farm Loan	67.47	213.13			
1367 · Interest on Covenant Farms Loan	67.05	206.87			
1368 · Interest on Hearn Farm Loan	63.58	225.91			
1369 · Interest on Wilm. Blue Rocks	562.92	1,997.68			
1371 · Interest on Lorelton Loan					
1371.5 · Interest on Lorelton II Loan	246.38	620.03			
1371 · Interest on Lorelton Loan - Other	2,953.47	10,454.91			
Total 1371 · Interest on Lorelton Loan	3,199.85	11,074.94			
1372 · Interest on Parry Farms Loan	2,081.55	7,375.30			
1373 · Interest on Ursuline Academy	893.88	3,160.02			
1374 · Interest on 1007 Market St Cond	12,816.47	39,068.61			
1375 · Interest on Jazmen Farm Loan	90.05	321.70			
1376 · Interest on Haven Farm Loan	1,868.59	5,645.08			
1377 · Interest on MW Farm Loan	0.00	160.26			
1378 · Interest on Wright Farm Loan	350.10	1,060.86			
1379 · Interest on Fox Chase Loan	1,082.56	3,844.53			
1380 · Interest on AnnaLynn Farm Loan	815.43	2,876.18			
1381 · Interest on State Line Farm	44.10	180.54			

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1382 · Interest on CSC Auto Center	256.46	909.01			
1384 · Interest on Rockland Sports	0.00	740.45			
1385 · Interest on The Teen Warehouse	840.41	2,973.35			
1386 · Interest on Jade Run/Tri Oak	892.22	3,151.99			
1387 · Interest on Beach Babies					
1387.5 · Interest on Beach Babies II	231.88	836.02			
1387 · Interest on Beach Babies - Other	417.82	1,492.10			
Total 1387 · Interest on Beach Babies	649.70	2,328.12			
1388 · Interest on CC Lighthouse Club	499.30	1,781.84			
1389 · Interest on Kauffman Enterprise	1,297.92	4,580.26			
1390 · Interest on Davenport Farm	717.36	2,567.17			
1401 · Interest on Chicken Nugget Farm	530.75	1,604.79			
1402 · Interest on Gryffen's Roost	404.57	1,223.47			
1403 · Interest on John H. French	55.69	170.98			
1404 · Interest on Magnolia Manor	1,957.56	6,904.57			
1405 · Interest on Carillon Woods Ph I					
1405.5 · Interest on Carillon Woods Ph 2	0.00	821.98			
1405 · Interest on Carillon Woods Ph I - Other	0.00	821.98			
Total 1405 · Interest on Carillon Woods Ph I	0.00	1,643.96			
1406 · Interest on Apatchalan Farms	1,651.55	4,987.82			
1407 · Interest on DSHA Loans	0.00	171.65			
1408 · Interest on Bellevue Comm. Ctr	2,445.33	8,627.78			
1409 · Interest on Slim Farm, LLC Loan	914.31	2,768.62			
1412 · Interest on Rose Hill Comm. Ct.	1,135.86	4,015.69			
1413 · Interest on Syester Farm, Inc.	292.45	1,037.65			
1414 · Interest on Bobola Farms Loan	156.91	555.56			
1415 · Interest on Severson Farm Loan	1,723.76	5,203.97			
1416 · Interest on Grimm Farm Loan	227.65	695.27			
1417 · Interest on Adams Four Grocer	3,276.92	9,977.00			
1418 · Interest on Children's Beach	1,136.70	3,434.95			
1419 · Interest on Wilm. Skating Club	1,857.12	1,857.12			
1421 · Interest on Kauffman Traditions	450.30	450.30			
1422 · Interest on Lea View Farms	44.06	44.06			
5321 · Interest on Ecology Loan					
5321.5 · Interest on Ecology Loan II	3,101.72	9,363.91			
5321 · Interest on Ecology Loan - Other	4,289.98	12,978.42			
Total 5321 · Interest on Ecology Loan	7,391.70	22,342.33			
5322 · Interest on 1313 N. Market Loan	12,672.28	38,669.37			
5323 · Interest on REM Farms Loan	3,626.89	12,804.75			
Total 5320 · Interest on Loans	134,052.25	431,794.54	830,000.00	-398,205.46	52.02%
Total Other Revenue	134,052.25	431,794.54	830,000.00	-398,205.46	52.02%
Net Other Revenue	134,052.25	431,794.54	830,000.00	-398,205.46	52.02%
Net Revenue	4,683,944.75	5,390,736.69	5,599,425.00	10,990,161.69	-96.27%

			<u>Remaining Loan Balance</u>
Other Inflows/Outflows			
1007 Market St. Principal	26,295.93	78,268.59	1,599,186.79
1105 N. Market St. Principal	18,076.86	53,782.73	373,631.22
1201 N. Market St. Principal	22,169.51	66,288.73	283,407.53
1313 Owner, LLC Principal	28,002.98	83,356.41	1,596,722.15
3KB Corporation Principal	764.12	9,622.21	29,705.96
Adams Four Grocer LLC Principal	9,803.00	29,262.76	648,027.24

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AnnaLynn Farms Inc. Principal	1,526.39	5,320.19	243,434.75		
Apatchalan Farms Inc. Principal	1,223.09	6,636.10	328,642.22		
Beach Babies Child Care Principal	1,027.88	3,567.85	61,902.44		
Beach Babies Child Care II Principal	1,683.24	5,866.90	68,300.54		
Bellevue Community Center Principal	3,179.01	11,057.41	486,682.21		
Bobola Poultry LLC	439.01	1,530.16	46,744.98		
Bruce Daisey Farm Principal	361.24	1,268.54	10,113.95		
Carillon Woods LLC Ph. I	0.00	67,468.69	0.00		
Carillon Woods LLC Ph. II	0.00	67,468.69	0.00		
CC Lighthouse Club LLC	1,055.28	4,436.48	65,780.90		
Cherry Island Project Principal	8,738.76	26,096.72	164,336.00		
Chick-a-More Farms Inc Principal	2,878.50	9,993.63	346,517.27		
Chick-a-More Farms Inc II Principal	722.27	2,517.47	10,368.39		
Chicken Nugget Farm Principal	1,257.11	3,758.79	158,283.02		
Children's Beach House Inc. Principal	3,323.28	9,944.99	452,185.01		
Christina School District Principal	40,902.35	142,564.19	4,299,603.48		
Coffee Cup Ranch Principal	2,709.64	9,444.37	257,719.25		
Community Lutheran Church Principal	487.48	1,699.08	16,760.33		
Covenant Farm Principal	421.33	1,259.79	7,381.14		
Covenant Farm #2 Principal	152.18	455.02	12,306.74		
CSC Auto Center Principal	451.28	1,568.08	43,623.86		
Davenport Farm Principal	3,319.14	25,688.33	214,366.07		
Delaware National Guard Principal	33,482.56	116,702.68	3,863,375.01		
Delaware Technology Park Principal	2,632.15	15,727.47	0.00		
DEMEC, Inc. Principal	6,418.48	19,191.80	157,123.15		
Dover Par 3 Principal	843.53	2,934.02	20,136.78		
Ecogy Delaware II LLC Principal	10,886.52	32,551.08	1,278,826.94		
Ecogy Delaware II LLC #2 Principal	2,958.08	8,815.49	463,038.94		
Edison Delaware II Principal	0.00	0.00	883,325.58		
Ellers Farms, LLC Principal	1,076.65	3,219.23	19,433.77		
First Presbyterian Church Principal	1,866.19	6,504.57	128,741.37		
Fox Chase LLC Principal	3,824.86	13,331.44	321,900.58		
Georgetown Medical Principal	1,587.26	5,532.34	60,810.48		
Grimm Farms LLC Principal	1,236.23	3,696.37	67,367.69		
Gryffen's Roost Farm Principal	1,395.43	3,556.53	118,599.59		
Haven Farms, LLC Principal	3,160.75	9,442.94	446,088.15		
Herbert C. Wright Farm Principal	1,059.14	3,166.86	104,236.75		
Hill Farms Principal	590.59	2,058.49	30,790.61		
Hy-Point Dairy Farms Inc.	5,766.17	20,045.88	339,557.52		
Inclime Energy Efficiency Loans	67,555.57	97,760.82	892,362.25		
Inclime Residential Solar Loan Principal	172,835.51	318,616.84	3,364,335.88		
J & T Farms Principal	3,316.92	11,561.05	326,437.21		
Jade Run/TriOak Farm Principal	2,010.98	7,009.21	266,158.06		
Jazmen Farm Principal	450.15	1,569.00	26,440.34		
John H. French & Sons, LLC Principal	393.39	1,176.26	16,410.46		
KANI, LLC Principal	1,115.39	4,561.44	38,782.11		
Kauffman Enterprises Inc.	1,724.80	6,006.26	258,288.44		
Kauffman Traditions	677.93	677.93	179,442.07		
KC Farms LLC Principal	2,903.98	10,121.74	347,209.73		
Lea View Farms	179.20	179.20	26,255.24		
Lewes Library Principal	4,480.90	13,398.05	124,348.92		
Lorelton Foundation Principal	8,109.29	28,264.75	879,957.33		
Lorelton Foundation II Principal	544.96	1,358.32	73,641.68		
Magnolia Manor Principal	2,933.08	10,176.85	467,613.94		

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MIDI, Inc. Principal	554.00	1,652.36	4,841.72		
MW Farm Principal	0.00	19,255.57	0.00		
Odyssey Charter Principal	5,281.88	15,779.91	133,590.71		
On the Bend Farm Principal	1,086.75	3,787.84	128,367.13		
Parry Farms LLC Principal	4,955.75	17,255.25	495,854.21		
Peaceful Pond LLC Principal	3,212.34	11,173.34	482,382.87		
Peaceful Pond LLC EE Principal	529.65	1,846.11	19,396.32		
Police Athletic League of Wilmington Principal	1,973.86	5,822.11	132,361.56		
Race Track Car Wash Principal	2,206.74	7,675.63	57,654.96		
REM Farms LLC Principal	6,373.11	22,195.25	704,865.18		
Renew Financial Principal	11,714.83	27,178.23	198,324.28		
Riverfront Development Principal	22,385.11	66,932.29	2,292,777.58		
Robbins Nest Farm Inc Principal	1,007.29	3,011.85	42,019.50		
Rockland Sports Principal	0.00	43,725.70	0.00		
Rose Hill Community Ctr Principal	2,767.60	9,646.42	338,680.14		
Severson Farm Principal	2,190.36	6,678.15	343,108.96		
Skating Club of Wilmington	295,825.00	295,825.00	0.00		
State Line Farm Principal	994.18	6,288.44	11,874.77		
Stephen Collier Principal	3,773.28	7,227.88	230,922.47		
Steven Hearn Principal	233.70	814.57	18,897.76		
Syester Farm, Inc. Principal	968.21	3,374.66	87,009.55		
The Teen Warehouse Principal	2,197.13	7,658.04	250,475.04		
Slim Farm/Timothy J. Rogers Principal	2,385.69	7,131.38	178,303.78		
United Universalists Principal	326.29	1,134.93	20,704.42		
Ursuline Academy Principal	2,165.60	7,548.16	266,537.40		
Wilmington Blue Rocks	1,890.70	6,589.99	167,457.08		
Woodward Farm Principal	1,497.61	5,160.09	164,228.21		
Other Assets Purchased	0.00	0.00	0.00		
Subtotal	907,484.16	2,121,476.96	34,187,405.61		

Ending Cash Balance 29,320,926.46