

	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual
	September-11	October-11	November-11	December-11	January-12	February-12	March-12	April-12	May-12	June-12	July-12
Residential											
Revenues	\$ 13,773.62	\$ 29,038.94	\$ 35,753.88	\$ 44,420.60	\$ 46,419.89	\$ 45,318.57	\$ 42,988.38	\$ 31,664.97	\$ 29,917.30	\$ 29,417.34	\$ 41,647.15
Program Costs											
Direct Program Costs	\$ 873.60	\$ 9,441.11	\$ 11,609.20	\$ 10,573.23	\$ 33,299.42	\$ (7,777.98)	\$ 4,564.64	\$ 15,680.96	\$ 14,706.27	\$ 24,798.36	\$ 4,081.45
Program Development Costs	\$ 40,906.14	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cross Marketing/Training Costs	\$ 6,687.54	\$ 7,986.73	\$ 4,877.07	\$ 9,200.25	\$ 2,865.46	\$ 12,714.72	\$ 18,341.86	\$ 10,744.10	\$ 1,033.28	\$ 1,317.38	\$ 849.54
Program Administrative Costs	\$ 113.68	\$ 1,203.33	\$ 4,117.18	\$ 1,648.48	\$ 3,180.54	\$ 3,545.47	\$ 1,729.65	\$ 4,514.73	\$ 4,568.24	\$ 3,150.66	\$ 3,541.52
Total Program Costs	\$ 48,580.96	\$ 18,631.16	\$ 20,603.44	\$ 21,421.96	\$ 39,345.41	\$ 8,482.20	\$ 24,636.15	\$ 30,939.79	\$ 20,307.78	\$ 29,266.39	\$ 8,472.51
Lost Margin Recovery	\$ 2,302.44	\$ 5,589.35	\$ 6,181.03	\$ 6,426.59	\$ 11,803.62	\$ 2,544.66	\$ 7,390.84	\$ 9,281.94	\$ 6,092.33	\$ 8,779.92	\$ 2,541.75
Costs & Lost Margin Less Revenues	\$ 37,109.79	\$ (4,818.44)	\$ (8,969.40)	\$ (16,572.06)	\$ 4,729.15	\$ (34,291.71)	\$ (10,961.39)	\$ 8,556.75	\$ (3,517.18)	\$ 8,628.97	\$ (30,632.89)
Balance before interest	\$ 37,109.79	\$ 32,398.10	\$ 23,635.64	\$ 7,225.37	\$ 12,046.73	\$ (22,187.57)	\$ (33,176.93)	\$ (24,784.38)	\$ (28,468.32)	\$ (19,997.71)	\$ (50,770.10)
Interest	\$ 106.75	\$ 206.94	\$ 161.79	\$ 92.22	\$ 57.41	\$ (27.96)	\$ (164.21)	\$ (166.75)	\$ (158.36)	\$ (139.50)	\$ (210.20)
Ending balance	\$ 37,216.54	\$ 32,605.04	\$ 23,797.42	\$ 7,317.59	\$ 12,104.14	\$ (22,215.53)	\$ (33,341.14)	\$ (24,951.14)	\$ (28,626.68)	\$ (20,137.20)	\$ (50,980.30)
Commercial/Industrial											
Revenues	\$ 17,215.66	\$ 47,294.06	\$ 44,767.64	\$ 48,466.04	\$ 48,825.44	\$ 46,324.45	\$ 47,704.91	\$ 44,304.12	\$ 45,254.70	\$ 45,650.91	\$ 56,201.22
Program Costs											
Direct Program Costs	\$ -	\$ -	\$ 120.10	\$ 692.33	\$ 718.94	\$ 147.34	\$ 4,918.05	\$ 6,147.52	\$ 3,687.20	\$ 1,607.29	\$ 1,015.10
Program Development Costs	\$ 53,260.86	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cross Marketing/Training Costs	\$ 2,866.09	\$ 3,422.88	\$ 2,090.17	\$ 3,942.96	\$ 1,228.05	\$ 5,449.16	\$ 7,860.80	\$ 4,604.61	\$ 442.83	\$ 564.59	\$ 364.09
Program Administrative Costs	\$ 113.68	\$ 1,203.33	\$ 4,117.18	\$ 1,648.48	\$ 3,180.54	\$ 3,545.47	\$ 1,729.65	\$ 4,514.73	\$ 4,568.24	\$ 3,150.66	\$ 3,541.52
Total Program Costs	\$ 56,240.62	\$ 4,626.21	\$ 6,327.45	\$ 6,283.77	\$ 5,127.53	\$ 9,141.97	\$ 14,508.50	\$ 15,266.86	\$ 8,698.27	\$ 5,322.54	\$ 4,920.70
Lost Margin Recovery	\$ 893.93	\$ 1,387.86	\$ 1,898.24	\$ 1,885.13	\$ 1,538.26	\$ 2,742.59	\$ 4,352.55	\$ 4,580.06	\$ 2,609.48	\$ 1,596.76	\$ 1,476.21
Costs & Lost Margin Less Revenues	\$ 39,918.89	\$ (41,279.99)	\$ (36,541.95)	\$ (40,297.14)	\$ (42,159.65)	\$ (34,439.89)	\$ (28,843.87)	\$ (24,457.20)	\$ (33,946.95)	\$ (38,731.61)	\$ (49,804.30)
Balance before interest	\$ 39,918.89	\$ (1,246.27)	\$ (37,672.92)	\$ (78,081.68)	\$ (120,585.76)	\$ (155,615.62)	\$ (185,227.09)	\$ (210,696.98)	\$ (245,782.69)	\$ (285,870.90)	\$ (337,204.33)
Interest	\$ 114.84	\$ 115.30	\$ (111.63)	\$ (344.42)	\$ (589.97)	\$ (767.60)	\$ (1,012.70)	\$ (1,138.75)	\$ (1,356.60)	\$ (1,529.13)	\$ (1,851.63)
Ending balance	\$ 40,033.72	\$ (1,130.97)	\$ (37,784.55)	\$ (78,426.11)	\$ (121,175.73)	\$ (156,383.22)	\$ (186,239.78)	\$ (211,835.74)	\$ (247,139.29)	\$ (287,400.03)	\$ (339,055.96)

Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual
August-12	September-12	October-12	November-12	December-12	January-13	February-13	March-13	April-13	May-13	June-13	July-13	August-13	September-13
\$ 45,138.32	\$ 38,108.78	\$ 29,447.46	\$ 35,926.45	\$ 41,585.92	\$ 50,751.19	\$ 45,563.87	\$ 44,526.51	\$ 40,695.10	\$ 33,574.90	\$ 29,709.70	\$ 36,744.63	\$ 28,698.50	\$ 17,592.62
\$ 15,332.26	\$ 5,824.77	\$ 3,925.09	\$ 7,433.94	\$ 4,258.34	\$ 2,588.42	\$ 5,571.91	\$ 5,227.62	\$ 6,460.05	\$ 17,770.07	\$ 3,500.65	\$ 4,217.59	\$ 4,068.96	\$ 6,959.36
\$ -	\$ -	\$ -	\$ -	\$ 4,392.65	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$ 2,737.99	\$ 665.20	\$ 11,457.85	\$ 6,723.69	\$ 1,857.94	\$ 11,533.81	\$ 7,134.16	\$ 1,732.32	\$ 422.83	\$ 984.39	\$ 3,947.56	\$ 1,251.47	\$ 3,419.00	\$ 435.95
\$ 2,258.11	\$ 2,689.68	\$ 2,527.90	\$ 1,550.62	\$ 2,224.67	\$ 757.36	\$ 1,589.51	\$ 1,415.60	\$ 1,759.16	\$ 1,855.47	\$ 2,683.87	\$ 2,833.70	\$ 2,040.90	\$ 2,554.21
\$ 20,328.36	\$ 9,179.65	\$ 17,910.84	\$ 15,708.24	\$ 12,733.60	\$ 14,879.58	\$ 14,295.58	\$ 8,375.53	\$ 8,642.04	\$ 20,609.93	\$ 10,132.08	\$ 8,302.76	\$ 9,528.85	\$ 9,949.52
\$ 6,098.51	\$ 2,753.89	\$ 5,373.25	\$ 4,712.47	\$ 2,502.28	\$ 4,463.88	\$ 4,288.67	\$ 2,512.66	\$ 2,592.61	\$ 6,182.98	\$ 3,039.62	\$ 2,490.83	\$ 2,858.66	\$ 2,984.86
\$ (18,711.46)	\$ (26,175.24)	\$ (6,163.37)	\$ (15,505.73)	\$ (26,350.04)	\$ (31,407.73)	\$ (26,979.62)	\$ (33,638.32)	\$ (29,460.45)	\$ (6,781.99)	\$ (16,538.00)	\$ (25,951.04)	\$ (16,310.99)	\$ (4,658.24)
\$ (69,691.76)	\$ (96,224.73)	\$ (102,865.12)	\$ (118,962.46)	\$ (145,950.59)	\$ (178,145.54)	\$ (206,090.91)	\$ (240,763.47)	\$ (271,555.31)	\$ (279,814.93)	\$ (297,996.32)	\$ (325,614.29)	\$ (343,783.99)	\$ (350,437.61)
\$ (357.73)	\$ (477.02)	\$ (591.61)	\$ (638.09)	\$ (787.22)	\$ (965.75)	\$ (1,034.24)	\$ (1,331.39)	\$ (1,477.62)	\$ (1,643.40)	\$ (1,666.92)	\$ (1,858.70)	\$ (1,995.38)	\$ (2,002.82)
\$ (70,049.49)	\$ (96,701.74)	\$ (103,456.73)	\$ (119,600.55)	\$ (146,737.81)	\$ (179,111.29)	\$ (207,125.15)	\$ (242,094.86)	\$ (273,032.94)	\$ (281,458.33)	\$ (299,663.25)	\$ (327,472.99)	\$ (345,779.37)	\$ (352,440.42)
\$ 60,498.94	\$ 56,554.18	\$ 47,060.90	\$ 45,524.75	\$ 46,827.78	\$ 51,180.66	\$ 46,889.13	\$ 47,544.14	\$ 48,330.69	\$ 44,449.47	\$ 45,786.86	\$ 55,947.96	\$ 39,445.62	\$ 14,197.40
\$ 50,322.86	\$ 8,653.00	\$ 10,282.52	\$ 2,280.00	\$ 230.00	\$ 5,844.63	\$ 11,935.62	\$ 12,995.06	\$ 56,277.50	\$ 7,540.68	\$ 755.00	\$ 24,571.05	\$ 230.93	\$ 25,702.63
\$ -	\$ -	\$ -	\$ -	\$ 5,719.35	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$ 1,173.42	\$ 285.08	\$ 4,910.51	\$ 2,881.58	\$ 796.26	\$ 4,943.06	\$ 3,057.50	\$ 742.42	\$ 181.21	\$ 421.88	\$ 1,691.81	\$ 536.35	\$ 1,465.28	\$ 186.84
\$ 2,258.11	\$ 2,689.68	\$ 2,527.90	\$ 1,550.62	\$ 2,224.67	\$ 757.36	\$ 1,589.51	\$ 1,415.60	\$ 1,759.16	\$ 1,855.47	\$ 2,683.87	\$ 2,833.70	\$ 2,040.90	\$ 2,554.21
\$ 53,754.39	\$ 11,627.76	\$ 17,720.93	\$ 6,712.20	\$ 8,970.27	\$ 11,545.05	\$ 16,582.62	\$ 15,153.08	\$ 58,217.87	\$ 9,818.03	\$ 5,130.68	\$ 27,941.09	\$ 3,737.11	\$ 28,443.68
\$ 16,126.32	\$ 3,488.33	\$ 5,316.28	\$ 2,013.66	\$ 975.28	\$ 3,463.51	\$ 4,974.79	\$ 4,545.92	\$ 17,465.36	\$ 2,945.41	\$ 1,539.20	\$ 8,382.33	\$ 1,121.13	\$ 8,533.10
\$ 9,381.77	\$ (41,438.09)	\$ (24,023.70)	\$ (36,798.90)	\$ (36,882.23)	\$ (36,172.10)	\$ (25,331.72)	\$ (27,845.14)	\$ 27,352.54	\$ (31,686.03)	\$ (39,116.97)	\$ (19,624.54)	\$ (34,587.38)	\$ 22,779.38
\$ (329,674.19)	\$ (373,094.72)	\$ (399,140.24)	\$ (438,234.41)	\$ (477,525.52)	\$ (516,419.52)	\$ (544,713.93)	\$ (575,416.10)	\$ (551,401.75)	\$ (586,338.91)	\$ (628,847.60)	\$ (651,977.64)	\$ (690,382.83)	\$ (671,605.10)
\$ (1,982.44)	\$ (2,021.83)	\$ (2,295.27)	\$ (2,408.89)	\$ (2,721.89)	\$ (2,962.69)	\$ (2,857.03)	\$ (3,338.19)	\$ (3,251.13)	\$ (3,391.72)	\$ (3,505.50)	\$ (3,817.81)	\$ (4,001.65)	\$ (3,929.56)
\$ (331,656.63)	\$ (375,116.54)	\$ (401,435.51)	\$ (440,643.29)	\$ (480,247.42)	\$ (519,382.21)	\$ (547,570.96)	\$ (578,754.29)	\$ (554,652.88)	\$ (589,730.63)	\$ (632,353.10)	\$ (655,795.45)	\$ (694,384.48)	\$ (675,534.66)

Actual	Actual	Actual	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Forecast
October-13	November-13	December-13	January-14	February-14	March-14	April-14	May-14	June-14	July-14	August-14
\$ 14,188.55	\$ 16,060.39	\$ 22,591.99	\$ 24,386.41	\$ 22,265.47	\$ 20,888.44	\$ 17,720.84	\$ 14,748.74	\$ 13,640.07	\$ 16,292.74	\$ 18,121.35
\$ 10,545.44	\$ 7,857.29	\$ 2,772.95	\$ 2,841.27	\$ 22,094.60	\$ 6,118.72	\$ 27,283.08	\$ 10,809.09	\$ 10,809.09	\$ 10,809.09	\$ 10,809.09
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$ 9,677.30	\$ 4,010.58	\$ 1,915.82	\$ 15,198.93	\$ 1,928.86	\$ 3,425.95	\$ 5,833.31	\$ 2,625.00	\$ 2,625.00	\$ 2,625.00	\$ 2,625.00
\$ 3,218.47	\$ 3,265.25	\$ 3,588.45	\$ 4,479.04	\$ 1,390.36	\$ 4,267.48	\$ 3,436.92	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00
\$ 23,441.20	\$ 15,133.12	\$ 8,277.21	\$ 22,519.23	\$ 25,413.82	\$ 13,812.15	\$ 36,553.31	\$ 15,434.09	\$ 15,434.09	\$ 15,434.09	\$ 15,434.09
\$ 7,032.36	\$ 4,539.93	\$ 2,483.16	\$ 6,755.77	\$ 7,624.15	\$ 4,143.64	\$ 10,965.99	\$ 4,630.23	\$ 4,630.23	\$ 4,630.23	\$ 4,630.23
\$ 16,285.01	\$ 3,612.66	\$ (11,831.62)	\$ 4,888.59	\$ 10,772.49	\$ (2,932.65)	\$ 29,798.46	\$ 5,315.57	\$ 6,424.25	\$ 3,771.58	\$ 1,942.97
\$ (336,155.41)	\$ (334,589.67)	\$ (348,356.72)	\$ (345,504.01)	\$ (336,800.14)	\$ (341,570.28)	\$ (313,793.81)	\$ (310,369.34)	\$ (305,806.10)	\$ (303,812.44)	\$ (303,686.91)
\$ (2,046.92)	\$ (1,935.43)	\$ (2,035.88)	\$ (2,068.62)	\$ (1,837.49)	\$ (2,021.99)	\$ (1,891.11)	\$ (1,861.01)	\$ (1,777.91)	\$ (1,817.44)	\$ (1,811.26)
\$ (338,202.33)	\$ (336,525.10)	\$ (350,392.60)	\$ (347,572.63)	\$ (338,637.64)	\$ (343,592.27)	\$ (315,684.92)	\$ (312,230.35)	\$ (307,584.02)	\$ (305,629.88)	\$ (305,498.17)
\$ 11,987.68	\$ 10,469.18	\$ 12,500.52	\$ 13,508.05	\$ 11,815.72	\$ 12,030.50	\$ 11,248.45	\$ 9,893.48	\$ 10,362.23	\$ 12,536.49	\$ 13,506.01
\$ -	\$ 2,970.00	\$ 4,850.00	\$ 265.78	\$ 90,912.00	\$ 24,921.41	\$ 19,787.44	\$ 12,500.00	\$ 12,500.00	\$ 12,500.00	\$ 12,500.00
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$ 4,147.41	\$ 1,718.82	\$ 821.06	\$ 6,513.83	\$ 826.65	\$ 1,468.27	\$ 2,499.99	\$ 1,125.00	\$ 1,125.00	\$ 1,125.00	\$ 1,125.00
\$ 3,218.47	\$ 3,265.25	\$ 3,588.45	\$ 4,479.04	\$ 1,390.36	\$ 4,267.48	\$ 3,436.92	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00
\$ 7,365.88	\$ 7,954.07	\$ 9,259.51	\$ 11,258.64	\$ 93,129.01	\$ 30,657.15	\$ 25,724.35	\$ 15,625.00	\$ 15,625.00	\$ 15,625.00	\$ 15,625.00
\$ 2,209.76	\$ 2,386.22	\$ 2,777.85	\$ 3,377.59	\$ 27,938.70	\$ 9,197.15	\$ 7,717.31	\$ 4,687.50	\$ 4,687.50	\$ 4,687.50	\$ 4,687.50
\$ (2,412.04)	\$ (128.90)	\$ (463.16)	\$ 1,128.18	\$ 109,252.00	\$ 27,823.80	\$ 22,193.21	\$ 10,419.02	\$ 9,950.27	\$ 7,776.01	\$ 6,806.49
\$ (677,946.70)	\$ (682,098.96)	\$ (686,486.15)	\$ (689,437.89)	\$ (584,288.10)	\$ (559,895.18)	\$ (541,113.38)	\$ (533,871.45)	\$ (527,126.13)	\$ (522,411.52)	\$ (518,733.99)
\$ (4,023.36)	\$ (3,924.03)	\$ (4,079.92)	\$ (4,102.20)	\$ (3,430.88)	\$ (3,411.40)	\$ (3,177.10)	\$ (3,204.95)	\$ (3,061.40)	\$ (3,128.96)	\$ (3,104.21)
\$ (681,970.06)	\$ (686,022.99)	\$ (690,566.07)	\$ (693,540.09)	\$ (587,718.98)	\$ (563,306.58)	\$ (544,290.48)	\$ (537,076.40)	\$ (530,187.53)	\$ (525,540.48)	\$ (521,838.20)