

	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual
	September-17	October-17	November-17	December-17	January-18	February-18	March-18	April-18	May-18	June-18	July-18	August-18
Residential												
Revenues	\$ 26,639.44	\$ 23,197.90	\$ 26,749.74	\$ 23,660.31	\$ 17,796.83	\$ 17,015.05	\$ 15,589.86	\$ 13,787.60	\$ 10,881.04	\$ 10,942.28	\$ 12,757.23	\$ 13,136.46
Program Costs												
Direct Program Costs	\$ 5,885.81	\$ 1,906.62	\$ 2,051.63	\$ 27,964.14	\$ 18,196.06	\$ 109.39	\$ 15,882.33	\$ 3,227.52	\$ 3,622.38	\$ 1,465.76	\$ 546.66	\$ 3,980.53
Program Development Costs	\$ 3,010.29	\$ (900.77)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cross Marketing/Training Costs	\$ 1,378.57	\$ 1,216.05	\$ 524.46	\$ 72.48	\$ 1,568.46	\$ (500.88)	\$ (255.98)	\$ (11.29)	\$ 170.23	\$ 3,434.97	\$ 399.02	\$ 647.84
Program Administrative Costs	\$ 1,627.62	\$ 10,540.34	\$ 4,779.82	\$ 2,845.29	\$ 7,165.20	\$ 2,811.75	\$ 4,332.48	\$ 10,092.62	\$ 4,918.55	\$ 11,961.81	\$ 17,406.13	\$ 12,622.96
Total Program Costs	\$ 11,902.29	\$ 12,762.24	\$ 7,355.91	\$ 30,881.90	\$ 26,929.72	\$ 2,420.25	\$ 19,958.83	\$ 13,308.84	\$ 8,711.15	\$ 16,862.54	\$ 18,351.81	\$ 17,251.33
Lost Margin Recovery	\$ 2,667.60	\$ 4,098.90	\$ 2,206.77	\$ 9,264.57	\$ 8,078.91	\$ 726.08	\$ 5,987.65	\$ 3,992.65	\$ 2,613.35	\$ 5,058.76	\$ 5,505.54	\$ 5,175.40
Costs & Lost Margin Less Revenues	\$ (12,069.55)	\$ (6,336.75)	\$ (17,187.05)	\$ 16,486.17	\$ 17,211.80	\$ (13,868.72)	\$ 10,356.61	\$ 3,513.89	\$ 443.45	\$ 10,979.02	\$ 11,100.12	\$ 9,290.26
Balance before interest	\$ 5,275.49	\$ (996.19)	\$ (18,170.33)	\$ (1,739.27)	\$ 15,413.19	\$ 1,584.94	\$ 11,987.30	\$ 15,541.67	\$ 16,064.44	\$ 27,137.64	\$ 38,362.32	\$ 47,847.66
Interest	\$ 65.07	\$ 12.91	\$ (55.10)	\$ (59.35)	\$ 40.47	\$ 45.75	\$ 40.48	\$ 79.31	\$ 94.19	\$ 124.55	\$ 195.08	\$ 256.85
Ending balance	\$ 5,340.56	\$ (983.28)	\$ (18,225.43)	\$ (1,798.61)	\$ 15,453.66	\$ 1,630.68	\$ 12,027.78	\$ 15,620.98	\$ 16,158.63	\$ 27,262.19	\$ 38,557.39	\$ 48,104.50
Commercial/Industrial												
Revenues	\$ 83,028.08	\$ 71,720.64	\$ 67,289.44	\$ 72,664.04	\$ 72,982.92	\$ 73,938.81	\$ 70,715.56	\$ 66,893.92	\$ 65,366.81	\$ 70,738.68	\$ 76,097.68	\$ 81,813.56
Program Costs												
Direct Program Costs	\$ 29,377.36	\$ 59,222.79	\$ 27,906.75	\$ 17,284.87	\$ 19,863.08	\$ 11,385.84	\$ 13,154.19	\$ 21,933.80	\$ 7,338.11	\$ 56,388.00	\$ 13,975.65	\$ 105,515.67
Program Development Costs	\$ 2,000.50	\$ (598.61)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cross Marketing/Training Costs	\$ 12,407.17	\$ 10,944.49	\$ 4,720.16	\$ 652.31	\$ 14,116.10	\$ (4,507.93)	\$ (2,303.86)	\$ (101.65)	\$ 1,532.03	\$ 30,914.74	\$ 3,591.19	\$ 5,830.56
Program Administrative Costs	\$ 1,627.62	\$ 10,540.34	\$ 4,779.82	\$ 2,845.29	\$ 7,165.20	\$ 2,811.75	\$ 4,332.48	\$ 10,092.62	\$ 4,918.55	\$ 11,961.81	\$ 17,406.13	\$ 12,622.96
Total Program Costs	\$ 45,412.64	\$ 80,109.00	\$ 37,406.73	\$ 20,782.47	\$ 41,144.38	\$ 9,689.66	\$ 15,182.81	\$ 31,924.77	\$ 13,788.68	\$ 99,264.54	\$ 34,972.97	\$ 123,969.19
Lost Margin Recovery	\$ 13,023.64	\$ 24,212.28	\$ 11,222.02	\$ 6,234.74	\$ 12,343.32	\$ 2,906.90	\$ 4,554.84	\$ 9,577.43	\$ 4,136.60	\$ 29,779.36	\$ 10,491.89	\$ 37,190.76
Costs & Lost Margin Less Revenues	\$ (24,591.79)	\$ 32,600.65	\$ (18,660.69)	\$ (45,646.83)	\$ (19,495.22)	\$ (61,342.26)	\$ (50,977.90)	\$ (25,391.72)	\$ (47,441.53)	\$ 58,305.23	\$ (30,632.82)	\$ 79,346.38
Balance before interest	\$ 114,585.88	\$ 147,916.53	\$ 130,038.32	\$ 85,193.33	\$ 66,340.30	\$ 5,450.40	\$ (45,333.54)	\$ (70,843.24)	\$ (118,619.31)	\$ (60,878.27)	\$ (92,029.08)	\$ (13,138.77)
Interest	\$ 730.00	\$ 782.49	\$ 801.85	\$ 642.18	\$ 452.36	\$ 193.97	\$ (117.98)	\$ (334.55)	\$ (564.19)	\$ (517.99)	\$ (456.07)	\$ (313.98)
Ending balance	\$ 115,315.88	\$ 148,699.02	\$ 130,840.17	\$ 85,835.52	\$ 66,792.65	\$ 5,644.36	\$ (45,451.52)	\$ (71,177.78)	\$ (119,183.50)	\$ (61,396.26)	\$ (92,485.15)	\$ (13,452.75)