

	Actual September-18	Actual October-18	Actual November-18	Actual December-18	Actual January-19	Actual February-19	Actual March-19	Actual April-19	Actual May-19	Actual June-19	Actual July-19	Actual August-19
<b>Residential</b>												
Revenues	\$ 11,161.44	\$ 10,692.55	\$ 11,918.82	\$ 18,919.83	\$ 27,628.14	\$ 27,629.69	\$ 29,535.94	\$ 21,784.48	\$ 18,513.58	\$ 18,039.12	\$ 19,839.30	\$ 23,009.74
Program Costs												
Direct Program Costs	\$ 3,505.56	\$ 7,446.10	\$ 1,136.48	\$ 17,027.35	\$ 22,136.58	\$ (10,579.78)	\$ 9,450.86	\$ 17,841.37	\$ 10,594.19	\$ 2,820.88	\$ 14,049.45	\$ 13,190.76
Program Development Costs	\$ -	\$ 77.33	\$ -	\$ -	\$ -	\$ (72.61)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cross Marketing/Training Costs	\$ 159.14	\$ 1,370.46	\$ 38.23	\$ 72.38	\$ 321.25	\$ 319.41	\$ 10,563.48	\$ 314.81	\$ 15,466.77	\$ 16.97	\$ 99.65	\$ 106.36
Program Administrative Costs	\$ 2,339.26	\$ 2,844.97	\$ 8,415.40	\$ 2,676.56	\$ 4,357.01	\$ 9,136.29	\$ 5,670.55	\$ 452.62	\$ 4,798.24	\$ 1,508.67	\$ 6,017.25	\$ 1,451.27
Total Program Costs	\$ 6,003.96	\$ 11,738.85	\$ 9,590.11	\$ 19,776.28	\$ 26,814.84	\$ (1,196.69)	\$ 25,684.89	\$ 18,608.80	\$ 30,859.20	\$ 4,346.52	\$ 20,166.35	\$ 14,748.39
Lost Margin Recovery	\$ 1,801.19	\$ 3,498.46	\$ 2,877.03	\$ 5,932.88	\$ 8,044.45	\$ (337.23)	\$ 7,705.47	\$ 5,582.64	\$ 9,257.76	\$ 1,303.96	\$ 6,049.91	\$ 1,444.15
Costs & Lost Margin Less Revenues	\$ (3,356.29)	\$ 4,544.76	\$ 548.32	\$ 6,789.34	\$ 7,231.15	\$ (29,163.61)	\$ 3,854.41	\$ 2,406.97	\$ 21,603.38	\$ (12,388.64)	\$ 6,376.96	\$ (6,817.20)
Balance before interest	\$ 46,305.87	\$ 51,126.71	\$ 51,965.47	\$ 59,052.21	\$ 66,614.26	\$ 37,825.19	\$ 41,961.02	\$ 44,606.00	\$ 66,459.09	\$ 54,401.34	\$ 61,126.92	\$ 54,654.18
Interest	\$ 276.07	\$ 290.45	\$ 297.40	\$ 330.90	\$ 374.54	\$ 281.42	\$ 238.01	\$ 249.71	\$ 330.89	\$ 348.63	\$ 344.46	\$ 345.20
Ending balance	\$ 46,581.95	\$ 51,417.15	\$ 52,262.88	\$ 59,383.11	\$ 66,988.80	\$ 38,106.61	\$ 42,199.03	\$ 44,855.71	\$ 66,789.98	\$ 54,749.97	\$ 61,471.38	\$ 54,999.38
<b>Commercial/Industrial</b>												
Revenues	\$ 70,664.70	\$ 69,623.86	\$ 62,893.57	\$ 63,442.64	\$ 62,514.42	\$ 58,563.92	\$ 60,452.77	\$ 55,159.44	\$ 51,770.00	\$ 55,624.04	\$ 60,559.37	\$ 68,057.35
Program Costs												
Direct Program Costs	\$ 10,564.94	\$ 32,183.14	\$ 16,088.85	\$ 23,531.47	\$ 23,105.06	\$ 47,055.93	\$ 85,067.60	\$ 61,605.44	\$ 26,382.03	\$ 15,020.56	\$ 90,144.05	\$ 156,510.33
Program Development Costs	\$ -	\$ 212.88	\$ -	\$ -	\$ -	\$ (199.89)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cross Marketing/Training Costs	\$ 438.12	\$ 3,775.48	\$ 105.24	\$ 199.25	\$ 884.40	\$ 879.34	\$ 29,081.77	\$ 866.69	\$ 42,653.02	\$ 46.71	\$ 1,694.18	\$ 292.82
Program Administrative Costs	\$ 6,440.10	\$ 7,832.33	\$ 23,168.01	\$ 7,368.69	\$ 11,995.08	\$ 25,152.65	\$ 15,611.30	\$ 1,246.10	\$ 13,209.79	\$ 4,153.45	\$ 16,565.79	\$ 3,995.43
Total Program Costs	\$ 17,443.16	\$ 44,003.84	\$ 39,362.10	\$ 31,099.42	\$ 35,984.54	\$ 72,888.03	\$ 129,760.67	\$ 63,718.23	\$ 82,244.84	\$ 19,220.72	\$ 108,404.02	\$ 160,798.58
Lost Margin Recovery	\$ 5,232.95	\$ 13,137.29	\$ 11,808.63	\$ 9,329.83	\$ 10,795.36	\$ 21,926.38	\$ 38,928.20	\$ 19,115.47	\$ 24,673.45	\$ 5,766.22	\$ 32,521.21	\$ 11,596.86
Costs & Lost Margin Less Revenues	\$ (47,988.59)	\$ (12,482.74)	\$ (11,722.84)	\$ (23,013.40)	\$ (15,734.52)	\$ 36,250.49	\$ 108,236.11	\$ 27,674.25	\$ 55,148.30	\$ (30,637.10)	\$ 80,365.86	\$ 104,338.09
Balance before interest	\$ (61,441.34)	\$ (74,139.53)	\$ (86,266.03)	\$ (109,742.03)	\$ (126,060.58)	\$ (90,512.77)	\$ 17,139.96	\$ 44,594.37	\$ 99,919.63	\$ 69,712.63	\$ 150,567.71	\$ 255,562.06
Interest	\$ (215.45)	\$ (403.67)	\$ (462.60)	\$ (584.03)	\$ (702.68)	\$ (583.37)	\$ (219.84)	\$ 176.96	\$ 430.11	\$ 489.22	\$ 656.26	\$ 1,209.21
Ending balance	\$ (61,656.79)	\$ (74,543.20)	\$ (86,728.63)	\$ (110,326.06)	\$ (126,763.26)	\$ (91,096.14)	\$ 16,920.12	\$ 44,771.33	\$ 100,349.74	\$ 70,201.86	\$ 151,223.97	\$ 256,771.27
	\$ (15,074.85)	\$ (23,126.04)	\$ (34,465.76)	\$ (50,942.95)	\$ (59,774.46)	\$ (52,989.53)	\$ 59,119.15	\$ 89,627.04	\$ 167,139.72	\$ 124,951.82	\$ 212,695.35	\$ 311,770.65