

	Actual September-19	Actual October-19	Actual November-19	Actual December-19	Actual January-20	Actual February-20	Actual March-20	Actual April-20	Actual May-20	Actual June-20	Actual July-20	Actual August-20
<b>Residential</b>												
Revenues	\$ 18,282.76	\$ 18,190.71	\$ 21,436.35	\$ 22,846.96	\$ 21,521.76	\$ 20,764.00	\$ 19,354.23	\$ 17,795.49	\$ 15,114.17	\$ 14,936.02	\$ 18,319.98	\$ 19,967.15
Program Costs												
Direct Program Costs	\$ 3,974.70	\$ 8,504.55	\$ 3,834.64	\$ 9,316.33	\$ 24,617.60	\$ 15,060.91	\$ 1,987.84	\$ 2,325.21	\$ 1,737.43	\$ 2,127.92	\$ 524.69	\$ 5,553.04
Program Development Costs	\$ 164.75	\$ 3,712.67	\$ 323.11	\$ 263.92	\$ 408.68	\$ -	\$ -	\$ 800.56	\$ -	\$ 1,352.40	\$ -	\$ 6,623.36
Cross Marketing/Training Costs	\$ 20.60	\$ 2,104.11	\$ 30.87	\$ 52.00	\$ 197.26	\$ 285.09	\$ -	\$ 13,080.12	\$ 85.33	\$ 90.45	\$ 237.48	\$ 133.32
Program Administrative Costs	\$ 7,649.98	\$ 6,240.58	\$ 2,501.17	\$ 8,945.81	\$ 6,393.61	\$ 1,834.07	\$ 6,214.49	\$ 5,638.46	\$ 6,638.26	\$ 2,163.13	\$ 7,081.33	\$ 3,923.19
Total Program Costs	\$ 11,810.03	\$ 20,561.91	\$ 6,689.78	\$ 18,578.06	\$ 31,617.15	\$ 17,180.07	\$ 8,202.33	\$ 21,844.35	\$ 8,461.02	\$ 5,733.90	\$ 7,843.50	\$ 16,232.91
Lost Margin Recovery	\$ 3,493.58	\$ 5,054.77	\$ 1,910.00	\$ 5,494.24	\$ 9,362.54	\$ 5,154.02	\$ 2,460.70	\$ 6,313.14	\$ 2,538.31	\$ 1,314.45	\$ 2,353.05	\$ 2,882.86
Costs & Lost Margin Less Revenues	\$ (2,979.14)	\$ 7,425.97	\$ (12,836.57)	\$ 1,225.34	\$ 19,457.92	\$ 1,570.09	\$ (8,691.21)	\$ 10,361.99	\$ (4,114.84)	\$ (7,887.67)	\$ (8,123.43)	\$ (851.38)
Balance before interest	\$ 52,020.24	\$ 59,754.07	\$ 47,250.68	\$ 48,784.79	\$ 68,529.11	\$ 70,448.78	\$ 62,145.01	\$ 72,902.31	\$ 69,177.09	\$ 61,712.93	\$ 53,967.25	\$ 53,460.87
Interest	\$ 307.86	\$ 333.18	\$ 308.78	\$ 286.39	\$ 349.58	\$ 387.44	\$ 395.30	\$ 389.63	\$ 423.50	\$ 377.75	\$ 344.99	\$ 320.37
Ending balance	\$ 52,328.10	\$ 60,087.24	\$ 47,559.46	\$ 49,071.19	\$ 68,878.69	\$ 70,836.22	\$ 62,540.32	\$ 73,291.94	\$ 69,600.60	\$ 62,090.68	\$ 54,312.25	\$ 53,781.24
<b>Commercial/Industrial</b>												
Revenues	\$ 58,389.76	\$ 54,353.31	\$ 55,471.50	\$ 68,311.37	\$ 86,504.04	\$ 87,435.33	\$ 83,963.39	\$ 74,955.92	\$ 65,870.35	\$ 79,157.85	\$ 90,329.04	\$ 96,744.13
Program Costs												
Direct Program Costs	\$ 44,248.28	\$ 116,225.92	\$ 12,800.56	\$ 9,308.70	\$ 33,916.20	\$ 30,051.72	\$ 21,059.04	\$ 45,546.46	\$ 26,686.30	\$ 29,383.43	\$ 49,461.06	\$ 70,034.00
Program Development Costs	\$ 109.49	\$ 2,467.27	\$ 214.72	\$ 175.39	\$ 271.59	\$ -	\$ -	\$ 532.02	\$ -	\$ 898.74	\$ -	\$ 4,401.58
Cross Marketing/Training Costs	\$ 185.11	\$ 15,430.15	\$ 226.35	\$ 381.34	\$ 1,446.57	\$ 2,090.68	\$ -	\$ 95,920.88	\$ 625.75	\$ 663.30	\$ 1,741.55	\$ 977.67
Program Administrative Costs	\$ 7,649.98	\$ 6,240.58	\$ 2,501.17	\$ 8,945.81	\$ 6,393.61	\$ 1,834.07	\$ 6,214.49	\$ 5,638.46	\$ 6,638.26	\$ 2,163.13	\$ 7,081.33	\$ 3,923.19
Total Program Costs	\$ 52,192.86	\$ 140,363.91	\$ 15,742.80	\$ 18,811.23	\$ 42,027.97	\$ 33,976.46	\$ 27,273.53	\$ 147,637.81	\$ 33,950.31	\$ 33,108.60	\$ 58,283.94	\$ 79,336.43
Lost Margin Recovery	\$ 15,625.01	\$ 41,368.99	\$ 4,658.42	\$ 5,590.75	\$ 12,526.91	\$ 10,192.94	\$ 8,182.06	\$ 44,131.74	\$ 10,185.09	\$ 9,662.96	\$ 17,485.18	\$ 22,480.46
Costs & Lost Margin Less Revenues	\$ 9,428.11	\$ 127,379.59	\$ (35,070.28)	\$ (43,909.38)	\$ (31,949.16)	\$ (43,265.93)	\$ (48,507.81)	\$ 116,813.63	\$ (21,734.95)	\$ (36,386.29)	\$ (14,559.92)	\$ 5,072.76
Balance before interest	\$ 266,199.38	\$ 395,083.41	\$ 361,983.34	\$ 320,257.48	\$ 290,342.84	\$ 248,898.03	\$ 201,894.82	\$ 320,052.96	\$ 299,823.37	\$ 265,284.20	\$ 252,355.24	\$ 258,971.59
Interest	\$ 1,504.44	\$ 1,970.20	\$ 2,183.53	\$ 2,034.52	\$ 1,821.12	\$ 1,504.60	\$ 1,344.50	\$ 1,505.36	\$ 1,847.12	\$ 1,630.97	\$ 1,543.58	\$ 1,524.56
Ending balance	\$ 267,703.82	\$ 397,053.61	\$ 364,166.87	\$ 322,292.00	\$ 292,163.96	\$ 250,402.63	\$ 203,239.32	\$ 321,558.32	\$ 301,670.49	\$ 266,915.17	\$ 253,898.83	\$ 260,496.15