

CATEGORY			DESCRIPTION	2016-17 ACTUALS	2017-18 PROJECTED	2018-19		2019-20		2020-21		2021-22		2022-23	
						PRELIM.	%	PRELIM.	%	PROJ.	%	PROJ.	%	PROJ.	%
RETAIL SALES	Projected customer usage & growth, includes impacts of proposed 5-year rate plan	Residential	34,993,655	37,549,322	38,465,000	2.4%	40,729,000	5.9%	43,030,000	5.6%	45,439,000	5.6%	48,257,000	6.2%	
		Commercial/Industrial	17,868,788	19,140,286	17,120,000	-10.6%	17,770,000	3.8%	18,497,000	4.1%	19,265,000	4.2%	20,133,000	4.5%	
		Other	1,763,851	1,889,574	6,902,000	265.3%	7,090,000	2.7%	7,314,000	3.2%	7,545,000	3.2%	7,808,000	3.5%	
	TOTAL RETAIL SALES		54,626,294	58,579,182	62,487,000	6.7%	65,589,000	5.0%	68,841,000	5.0%	72,249,000	5.0%	76,198,000	5.5%	
WATER WHOLESALE & CONVEYANCE	Contractual agreements	Water Conveyance	4,385,298	3,016,000	3,123,000	3.5%	3,238,000	3.7%	3,283,000	1.4%	3,328,000	1.4%	3,374,000	1.4%	
		Wholesale Sales	823,248	1,947,000	2,394,000	23.0%	4,060,000	69.6%	4,141,000	2.0%	4,224,000	2.0%	4,309,000	2.0%	
	TOTAL WATER WHOLESALE & CONVEYANCE REVENUES		5,208,546	4,963,000	5,517,000	11.2%	7,298,000	32.3%	7,424,000	1.7%	7,552,000	1.7%	7,683,000	1.7%	
OTHER OPERATING REVENUE	Contractual agreements, past revenue history	Other Operating Revenues	1,703,058	1,855,532	1,791,303	-3.5%	1,791,303	0.0%	1,791,303	0.0%	1,791,303	0.0%	1,791,303	0.0%	
		TOTAL OTHER OPERATING REVENUES		1,703,058	1,855,532	1,791,303	-3.5%	1,791,303	0.0%	1,791,303	0.0%	1,791,303	0.0%	1,791,303	0.0%
NON-OPERATING REVENUE	Contractual agreements, past revenue history	Interest income	16,825	694,300	911,400	31.3%	1,065,800	16.9%	1,228,000	15.2%	1,498,000	22.0%	1,804,000	20.4%	
		Property Lease Revenues	1,675,933	1,832,712	2,743,000	49.7%	2,799,000	2.0%	2,854,980	2.0%	2,912,080	2.0%	2,970,321	2.0%	
		Other Non-operating Revenues	253,622	250,435	117,600	-53.0%	117,600	0.0%	117,600	0.0%	117,600	0.0%	117,600	0.0%	
	TOTAL NON-OPERATING REVENUES		1,946,380	2,777,447	3,772,000	35.8%	3,982,400	5.6%	4,200,580	5.5%	4,527,680	7.8%	4,891,921	8.0%	
CAPITAL CONTRIBUTIONS	Projected trends in development	Capital Contributions	2,582,097	1,600,000	1,050,000	-34.4%	1,050,000	0.0%	1,000,000	-4.8%	1,000,000	0.0%	1,000,000	0.0%	
		Backup Facility Capacity Charges	942,062	800,000	1,000,000	25.0%	1,000,000	0.0%	1,000,000	0.0%	1,000,000	0.0%	1,000,000	0.0%	
	TOTAL CAPITAL CONTRIBUTIONS		3,524,159	2,400,000	2,050,000	-14.6%	2,050,000	0.0%	2,000,000	-2.4%	2,000,000	0.0%	2,000,000	0.0%	
WATER CONSERVATION	1.5% of Retail Sales	Water Conservation Surcharge	1,119,729	868,845	953,822	9.8%	995,783	4.4%	1,033,000	3.7%	1,084,000	4.9%	1,143,000	5.4%	
		TOTAL WATER CONSERVATION SURCHARGE		1,119,729	868,845	953,822	9.8%	995,783	4.4%	1,033,000	3.7%	1,084,000	4.9%	1,143,000	5.4%
OTHER FINANCING SOURCES	Bond Proceeds and Use of Reserves	Use of Bond Proceeds for CIP	-	-	11,617,000	N/A	12,899,000	11.0%	26,853,000	108.2%	18,891,000	-29.7%	24,965,000	32.2%	
		Use of Equipment Lease Proceeds		2,300,000											
		Use of Water Fund Reserves	10,210,332	18,158,399	4,656,346	-74.4%									
		Use of Water Conservation Reserves	214,995	238,938	698,290	192.2%	747,667	7.1%	-		-		-		
	TOTAL OTHER FINANCING SOURCES		10,425,327	20,697,337	16,971,636	-18.0%	13,646,667	-19.6%	26,853,000	96.8%	18,891,000	-29.7%	24,965,000	32.2%	
TOTAL REVENUES AND OTHER FINANCING SOURCES			78,553,493	92,141,343	93,542,761	1.5%	95,353,153	1.9%	112,142,883	17.6%	108,094,983	-3.6%	118,672,224	9.8%	

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						PRELIM.	%	PRELIM.	%	PROJ.	%	PROJ.	%	PROJ.	%
PERSONNEL	Based on Partership Compensation Model and Memorandums of Understanding	Salaries	11,152,672	12,440,908	13,602,713	9.3%	14,463,972	6.3%	15,153,926	4.8%	15,508,656	2.3%	15,595,109	0.6%	
		Overtime	2,381,187	2,048,488	1,544,394	-24.6%	1,558,047	0.9%	1,589,208	2.0%	1,620,993	2.0%	1,653,414	2.0%	
		CalPERS	3,429,092	3,806,872	4,151,058	9.0%	4,573,650	10.2%	5,022,469	9.8%	5,420,536	7.9%	5,801,660	7.0%	
		Benefits & Other	2,792,121	2,874,941	3,128,746	8.8%	3,244,379	3.7%	3,123,338	-3.7%	3,226,008	3.3%	3,318,049	2.9%	
	TOTAL PERSONNEL		19,755,072	21,171,209	22,426,911	5.9%	23,840,048	6.3%	24,888,941	4.4%	25,776,193	3.6%	26,368,232	2.3%	
SYSTEM OPERATIONS	Includes increases based on historical CPI, internal policies, historical trends, contractual agreements, General Fund Cost Allocation Plan and Utilization Charges	Production Costs	5,418,510	5,839,533	5,544,353	-5.1%	5,018,279	-9.5%	5,117,000	2.0%	5,218,000	2.0%	5,308,000	1.7%	
		Professional Services	1,302,854	1,766,504	1,798,270	1.8%	1,962,140	9.1%	2,001,383	2.0%	2,041,410	2.0%	2,082,239	2.0%	
		Maintenance/Repair	1,883,484	1,956,803	1,947,750	-0.5%	1,947,750	0.0%	1,986,705	2.0%	2,026,439	2.0%	2,066,968	2.0%	
		Taxes and Assessments	2,247,885	2,284,104	2,512,106	10.0%	2,600,253	3.5%	2,652,258	2.0%	2,705,303	2.0%	2,759,409	2.0%	
		Equipment Rental and Fuel Costs	1,769,109	1,584,808	1,799,898	13.6%	1,889,890	5.0%	1,927,688	2.0%	1,966,242	2.0%	2,005,566	2.0%	
		Chemical Supplies	389,403	328,483	597,900	82.0%	647,900	8.4%	660,858	2.0%	674,075	2.0%	687,557	2.0%	
		Insurance	393,506	451,273	649,694	44.0%	604,447	-7.0%	616,536	2.0%	628,867	2.0%	641,444	2.0%	
		Technology-Licences, Maint., Replacements and Supplies	401,195	1,126,792	861,353	-23.6%	1,117,700	29.8%	1,274,804	14.1%	1,371,911	7.6%	1,914,089	39.5%	
		Telephone and Utilities	198,280	215,108	169,924	-21.0%	190,298	12.0%	194,104	2.0%	197,986	2.0%	201,946	2.0%	
		Maintenance/Safety/Special Department Supplies	335,712	294,882	320,130	8.6%	326,130	1.9%	332,653	2.0%	339,306	2.0%	346,092	2.0%	
		Meeting, Travel and Training	57,027	62,326	120,100	92.7%	141,100	17.5%	143,922	2.0%	146,800	2.0%	149,736	2.0%	
		Outside Legal Services	135,165	197,900	297,900	50.5%	297,900	0.0%	303,858	2.0%	309,935	2.0%	316,134	2.0%	
		Property Management	55,497	20,000	195,000	875.0%	220,000	12.8%	220,000	0.0%	220,000	0.0%	220,000	0.0%	
		Other Miscellaneous Operating	135,456	157,257	171,875	9.3%	171,465	-0.2%	174,894	2.0%	178,392	2.0%	181,960	2.0%	
		Allowance for Uncollectibles	31,965	130,000	130,000	0.0%	130,000	0.0%	207,000	59.2%	217,000	4.8%	229,000	5.5%	
		Low-Income Program	-	-	150,000	N/A	150,000	0.0%	150,000	0.0%	150,000	0.0%	150,000	0.0%	
		Equipment Purchases/Replacements	23,685	2,350,132	-	N/A	-	N/A	500,000	N/A	500,000	0.0%	500,000	0.0%	
		General Fund Allocation Charges	2,378,011	2,411,228	3,070,953	27.4%	3,275,441	6.7%	3,302,303	0.8%	3,571,021	8.1%	3,665,752	2.7%	
		Charges from Others	7,900,334	8,380,745	9,377,783	11.9%	9,809,275	4.6%	10,005,461	2.0%	10,205,570	2.0%	10,409,681	2.0%	
		Charges to Others	(7,054,898)	(6,903,204)	(7,449,000)	7.9%	(7,672,000)	3.0%	(7,825,440)	2.0%	(7,981,949)	2.0%	(8,141,588)	2.0%	
TOTAL SYSTEM OPERATIONS		18,002,180	22,654,674	22,265,989	-1.7%	22,827,968	2.5%	23,945,986	4.9%	24,686,308	3.1%	25,693,985	4.1%		
CIP	Rate Proposal	Water Supply			5,817,967	N/A	2,175,920	-62.6%	2,797,417	28.6%	-	N/A	-	N/A	
		Well Projects			3,173,437	N/A	2,175,920	-31.4%	3,356,900	54.3%	1,150,858	-65.7%	5,089,724	342.3%	
		Transmission Pipelines			5,341,952	N/A	1,450,250	-72.9%	10,353,799	613.9%	6,214,629	-40.0%	6,320,727	1.7%	
		Distribution Pipelines			5,657,180	N/A	6,745,351	19.2%	9,343,372	38.5%	10,127,544	8.4%	11,599,836	14.5%	
		Distribution Facilities			1,745,390	N/A	2,284,716	30.9%	3,468,797	51.8%	2,416,800	-30.3%	1,479,571	-38.8%	
		Reservoir Projects			-	N/A	-	N/A	559,484	N/A	-	N/A	591,828	N/A	
		System Automation			964,725	N/A	3,984,109	313.0%	3,974,570	-0.2%	3,742,588	-5.8%	5,008,052	33.8%	
		City-Wide IT Projects			98,807	N/A	87,088	-11.9%	30,629	-64.8%	-	N/A	-	N/A	
		Capital Expenditures	18,669,185	25,116,485											
TOTALCAPITAL OUTLAY		18,669,185	25,116,485	22,799,458	-9.2%	18,903,354	-17.1%	33,884,968	79.3%	23,652,419	-30.2%	30,089,738	27.2%		
DEBT SERVICE	Annual principal & interest payments	Other Debt Related Charges	500,189	528,101	853,000	61.5%	739,000	-13.4%	745,000	0.8%	921,000	23.6%	908,000	-1.4%	
		Bonds Principal	5,781,136	6,098,173	6,362,671	4.3%	7,689,455	20.9%	7,660,000	-0.4%	7,958,000	3.9%	9,820,000	23.4%	
		Bonds Interest	7,794,410	7,868,952	8,886,258	12.9%	9,672,411	8.8%	9,098,000	-5.9%	10,148,000	11.5%	11,193,000	10.3%	
		Capital Equipment Lease Principal	-	210,003	211,492	0.7%	216,524	2.4%	221,675	2.4%	226,950	2.4%	232,349	2.4%	
		Capital Equipment Lease Interest	-	49,797	48,308	-3.0%	43,276	-10.4%	38,125	-11.9%	32,850	-13.8%	27,450	-16.4%	
		Hillwood Principal	801,952	785,600	1,002,286	27.6%	1,063,004	6.1%	1,126,331	6.0%	1,192,364	5.9%	1,253,505	5.1%	
		Hillwood Interest	242,145	377,466	450,676	19.4%	423,244	-6.1%	394,201	-6.9%	363,480	-7.8%	338,713	-6.8%	
		TOTAL DEBT SERVICE	15,119,832	15,918,092	17,814,691	11.9%	19,846,914	11.4%	19,283,332	-2.8%	20,842,645	8.1%	23,773,016	14.1%	
GENERAL FUND TRANSFER	11.5% of prior year operating revenues	General Fund Transfer	5,672,500	6,173,100	6,583,600	6.6%	7,025,300	6.7%	7,372,300	4.9%	7,744,800	5.1%	8,126,700	4.9%	
		TOTAL GENERAL FUND TRANSFER	5,672,500	6,173,100	6,583,600	6.6%	7,025,300	6.7%	7,372,300	4.9%	7,744,800	5.1%	8,126,700	4.9%	
WATER CONSERVATION	Planned programs	Water Conservation Program	1,334,724	1,107,783	1,652,112	49.1%	1,743,450	5.5%	1,033,000	-40.7%	1,084,000	4.9%	1,143,000	5.4%	
		TOTAL WATER CONSERVATION PROGRAM	1,334,724	1,107,783	1,652,112	49.1%	1,743,450	5.5%	1,033,000	-40.7%	1,084,000	4.9%	1,143,000	5.4%	
TOTAL EXPENDITURES AND TRANSFERS-OUT			78,553,493	92,141,343	93,542,761	1.5%	94,187,034	0.7%	110,408,527	17.2%	103,786,365	-6.0%	115,194,671	11.0%	
NET SURPLUS / (DEFICIT)			-	-	-		1,166,119		1,734,356		4,308,617		3,477,553		

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						PRELIM.	%	PRELIM.	%	PROJ.	%	PROJ.	%	PROJ.	%
RESERVES	Unrestricted Cash Reserves	Undesignated Cash Reserves	34,826,211	36,104,000	29,475,000		30,057,000		31,570,000		33,720,000		36,588,000		
		Designated Cash Reserves													
		Water property reserve	17,281,384	5,000,000	5,000,000		5,000,000		5,000,000		5,000,000		5,000,000		
		Cash reserved for recycled water project	9,359,470	3,099,000	-		-		-		-		-		
		Customer deposits reserve	552,648	553,000	553,000		553,000		553,000		553,000		553,000		
		Capital repair/replacement reserve	1,483,815	2,234,000	2,250,000		2,250,000		2,250,000		2,250,000		2,250,000		
	TOTAL UNRESTRICTED CASH BALANCE		63,503,528	46,990,000	37,278,000	-20.7%	37,860,000	1.6%	39,373,000	4.0%	41,523,000	5.5%	44,391,000	6.9%	

Note: The 5-Year Plan reflects minor updates since the Budget Engagement Committee meeting on 4/5/18.