LEBANON UTILITIES 2020 BUDGET - FINAL

TABLE OF CONTENTS

ELECTRIC:	
Cover Sheet	3
Revenues	4
Revenues/Expenses	5,6
Revenues/Expenses - Notes	7,8
Proposed Capital Additions - 2020	9
Proposed Capital Additions - 2021 through 2025	10
Projected Cash Analysis through 2025	11
Trend Graphs	12,13,14
WATER:	
Cover Sheet	15
Revenues	16
Revenues/Expenses	17,18
Revenues/Expenses - Notes	19
Proposed Capital Additions - 2020	20
Proposed Capital Additions - 2021 through 2025	21
Projected Cash Analysis through 2025	22
Trend Graphs	23,24
WASTEWATER:	
Cover Sheet	25
Revenues	26
Revenues/Expenses	27,28
Revenues/Expenses - Notes	29
Proposed Capital Additions - 2020	30,31
Proposed Capital Additions - 2021 through 2025	32
Projected Cash Analysis through 2025	33
Trend Graphs	34,35
TELECOMMUNICATIONS:	
Cover Sheet	36
Revenues	37
Revenues/Expenses	38,39
Revenues/Expenses - Notes	40
Proposed Capital Additions - 2020	41
Proposed Capital Additions - 2021 through 2025	42
Projected Cash Analysis through 2025	43

LEBANON UTILITIES 2020 BUDGET - FINAL

TABLE OF CONTENTS (Cont)

IT:	
Cover Sheet	44
Proposed Capital Additions - 2020	45
Proposed Capital Additions - 2021 through 2025	46
VEHICLES:	
Cover Sheet	47
10 Year Replacement Plan - Vehicles	48,49,50,51,52

Lebanon Electric Utility

2020 Budget - Final

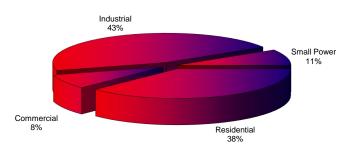
Revenues

	Actual	Budget	8 Months	Rolling	Proposed
	2018	2019	2019	12 Months	2020
Operating Revenue					
Residential	8,686,662	8,821,596	5,588,290	8,322,686	8,583,509
Commercial	1,869,860	1,915,764	1,170,093	1,768,481	1,810,524
Industrial	9,924,188	9,971,206	6,766,840	10,060,359	10,384,721
Small Power	2,063,042	2,102,642	1,295,648	1,971,099	2,011,404
Street & Highway Lighting	110,735	111,874	72,704	109,932	112,522
Security Lights	56,671	58,433	35,909	54,404	55,631
Interdepartmental	115,653	119,158	79,709	113,713	119,863
Late Penalties	90,308	89,630	44,028	74,092	72,004
Total Revenue from Sales	22,917,119	23,190,303	15,053,221	22,474,766	23,150,179
Other Revenue					
Interest	24,777	26,175	14,053	21,753	21,416
Other	328,660	317,632	211,111	324,542	329,469
Total Other Revenues	353,437	343,807	225,164	346,295	350,885
Total Revenue	23,270,556	23,534,110	15,278,385	22,821,061	23,501,064

Note: A growth factor of 2% and an estimated increase of 0.75% in purchased power was used in determining the proposed 2020 revenues. The 0.75% will be passed on to the customers via the ECA.

The 10 year planning study shows growth in the range of 1.8% to 3.5%.

Projected Operating Revenue by Rate Class



Rate Class	Number of Customers
Residential	7,846
Commercial	966
Commercial - Sm Pwr	253
Industrial - Lg Pwr	126
Municipal	65
Total	9,256
	(As of 08-19)

Revenues/Expenses

	Actual 2018	Budget 2019	8 Months 2019	Rolling 12 Months	Proposed 2020	
Operating Devenues						-
Operating Revenues Residential	9 696 667	<u> </u>	5 588 200	8 200 686	8 582 500	(1) (2)
Commercial	8,686,662	8,821,596 1,915,764	5,588,290	8,322,686	8,583,509	(1),(2)
Industrial	1,869,860		1,170,093	1,768,481 10,060,359	1,810,524 10,384,721	(1),(2)
Small Power	9,924,188 2,063,042	9,971,206 2,102,642	6,766,840	1,971,099		(1),(2)
	110,735	2,102,642	1,295,648 72,704		2,011,404	(1),(2)
Street & Highway Lighting Security Lights	56,671	58,433	35,909	109,932	112,522 55,631	(1),(2)
	115,653	38,433 119,158	33,909 79,709	54,404 113,713	,	(1),(2)
Interdepartmental Late Penalties	90,308	89,630	,		119,863	(1),(2)
	22,917,119	23,190,303	<u>44,028</u> 15,053,221	74,092 22,474,766	72,004 23,150,179	(1),(2)
Total Operating Revenue	22,917,119	23,190,303	15,055,221	22,474,700	23,150,179	-
Other Revenue						
Other	328,660	317,632	211,111	324,542	329,469	(3)
Total Other Revenue	328,660	317,632	211,111	324,542	329,469	-
Total Revenue (less Interest)	23,245,779	23,507,935	15,264,332	22,799,308	23,479,648	_
Purchased Services						
Purchased Power	17,281,403	17,564,805	11,395,883	16,952,762	17,493,987	(4)
Telephone	20.627	20,436	10,889	18,268	17,647	(1)
Contractual Services - Testing	5,609	192,500	66,590	66,932	110,000	(5)
Contractual Services - IT	74,936	83,823	55,675	85,291	103,921	(6)
Contractual Services - Other	431,076	208,259	174,338	366,962	330,152	(7)
Accounting Fees	19,688	13,500	0	0	19,000	(8)
Engineering Fees	10,827	30,000	28,484	30,699	50,000	(9)
Legal Fees	42,022	45,131	40,246	56,166	59,433	(10)
Utilities	44,739	44,705	30,256	45,693	46,449	(11)
Total Purchased Services	17,930,927	18,203,159	11,802,361	17,622,773	18,230,589	
Wages & Benefits						-
Operation Supervision	152,553	155,019	54,214	106,431	83,761	(12)
Engineering	88,458	101,188	45,935	71,659	75,234	(12)
Line Work	489,450	484,476	364,165	540,038	562,635	(12)
Line Locating	18,865	17,018	12,216	20,066	18,874	(12)
Mapping	2,868	3,305	28,303	29,032	43,728	(12)
Tree Trimming	0	0	0	0	0	(12)
Meter Reading	66,526	69,435	48,611	72,137	78,104	(12)
Billing	23,692	26,596	17,351	25,921	30,040	(12)
Administrative	185,449	187,067	111,427	175,797	172,155	(12)
Office Personnel	90,962	90,466	55,836	90,652	89,987	(12)
Sick/Vacation Pay	210,651	174,213	99,036	196,928	153,011	(12)
FICA Taxes	100,535	97,697	62,066	100,073	96,983	(12)
Group Insurance	446,015	454,227	214,445	357,642	324,884	(13)
Pension	136,137	185,850	118,556	130,793	177,834	(14)
Miscellaneous Payroll	65,433	44,620	10,702	47,255	16,535	(12)
Total Wages & Benefits	2,077,594	2,091,177	1,242,863	1,964,424	1,923,763	-

Revenues/Expenses (Cont.)

	Actual 2018	Budget 2019	8 Months 2019	Rolling 12 Months	Proposed 2020	_
perating Supplies & Expense						
Station Expenses	0	184	0	0	0	
Street Lights and Signals	7,572	6,196	833	4,479	2,922	
Security Lights	3,981	2,760	1,267	3,144	2,573	
Meter Expense	17,874	6,262	18,960	25,939	27,733	(
Meter Repair & Maintenance	516	569	15	15	519	
Tools & Equipment	21,391	27,273	8,322	13,113	13,505	
Safety Equipment	3,665	6,740	3,453	6,249	5,829	
Rents	4,397	5,606	3,885	3,885	4,953	
Maintenance of Lines	75,131	91,560	74,349	102,335	109,068	
Maintenance of Transformers	237	302	0	0	0	(
Maintenance of Station Equipment	8,969	17,070	2,665	3,416	3,781	
General Maintenance	31,913	34,671	15,651	24,223	24,327	(
Office Supplies	6,257	6,446	5,874	8,113	8,631	
Janitorial Services	17,981	17,824	11,654	17,824	18,881	
Interior Landscaping	0	17,824	0	0	10,001	
Exterior Landscaping	6,118	2,509	10,314	13,244	2,509	
Computer Equipment	4,891	7,750	745	2,019	7,285	
Software Expense	14,223	12,251	12,601	14,030	16,795	
Maintenance Agreements	52,103	73,971	49,163	51,701	71,851	(
Dues & Subscriptions	12,173	13,907	11,353	11,502	76,766	
Postage	1,452	1,288	700	1,355	1,227	
Insurance	76,215	77,502	73,806	74,039	75,282	
Conference & Training	41,698	43,977	32,026	57,214	73,282 52,643	
Promotion		,	622		,	
	1,343 324	6,211	235	1,098 405	3,180	
Employee Recognition		1,550			1,550	
Transportation	27,785	27,877	24,458	34,877	36,498	
Uniforms	17,223	16,576	11,706	15,992	17,111	
SCADA Expense	129	164	5,385	5,385	6,866	
Payment in Lieu of Taxes	164,823	180,337	117,825	164,781	189,286	
Depreciation Expense	930,336	933,809	632,252	952,255	967,346	
Amortization of Deferred Costs	(12,484)	(12,480)	(8,323)	(12,484)	(12,480)	
Gross Income Tax	336,000	332,095	151,000	330,000	331,756	(
Bad Debt Expense	110,460	57,976	57,976	168,436	57,875	(
Lease Rental Payments - Principal	70,680	72,447	72,447	72,447	74,214	(
Lease - Copiers/Printers	3,978	4,051	2,699	4,018	5,580	
Bank Fees - Credit Card	42,290	42,077	29,775	44,478	45,462	
Miscellaneous otal Operating Supplies & Expense	66,625 2,168,269	81,705 2,201,191	34,651 1,470,344	67,198 2,286,725	60,779 2,312,278	
otal Expenses	22,176,790	22,495,527	14,515,568	21,873,922	22,466,630	
perating Income	1,068,989	1,012,408	748,764	925,386	1,013,017	
	1,000,989	1,012,408	/48,/04	925,580	1,013,017	
terest Interest Revenue	24,777	26,175	14,053	21,753	21,416	
Interest Expense	(338,249)	(320,007)	(218,021)	(325,506)	(301,496)	(
otal Interest Revenue (Expense)	(313,472)	(293,832)	(203,968)	(303,753)	(280,080)	
traordinary Items						
Gain on Sale of Assets	0	0	0	0	0	
Loss on Sale of Assets	(960,785)	(25,000)	(10,527)	(32,987)	(24,877)	
otal Extraordinary Items	(960,785)	(25,000)	(10,527)	(32,987)	(24,877)	•
et Margin	(205,268)	693,576	534,269	588,646	708,061	_
Net Margin	(205,268)	693,576	534,269	588,646	708,061	_

Notes to Proposed Revenue and Expenses

Note	Description
(1)	A growth factor of 2% was used in determining the proposed 2020 revenues.
(2)	An estimated average increase in purchased power costs of 0.75%. This will be passed on to customers via the tracker adjustment.
(3)	This amount includes miscellaneous revenue such as pole attachments and the sale of scrap metal.
(4)	A 0.75% in <u>crease</u> in purchased power costs has been estimated using estimates by IMPA. Again, this will be passed to customers via the tracker adjustment factor.
(5)	Testing includes \$45,000 for pole testing and \$65,000 for substation testing. The Pole testing is a three (3) year program. The substation testing is for North and Enterprise.
(6)	Contractual Services for IT.
(7)	Estimated amount for miscellaneous contractual services needed by the different departments. Also, includes amounts for a new billing/CRM system and \$210,000 for contracting out tree trimming.
(8)	Accounting fees include State Board of Accounts audit costs and arbitrage testing.
(9)	Includes the use of Spectrum for engineering services assistance. The services include engineering services, relay engineering, doble client, civil engineering, system study confirmation, and operational and engineering insight. This amount only represents the operational portion of work to be performed.
(10)	General legal counsel.
(11)	Electric's portion of shared utility bills along with all utility bills for their individual facility.
(12)	Assumes a 3% increase.
(13)	We received a 1% increase for 2020.
(14)	Funding of the Defined Benefit Plan and the Defined Contribution Plan. No increase budgeted.
(15)	Miscellaneous meter expenses only. With the implementation of AMI all meters have been capitalized, however, endpoints or other parts may need to be replaced.
(16)	Transformer maintenance is used for refurbishments of existing transformers.
(17)	Estimated and then allowed for the usual winter contingencies.

Notes to Proposed Revenue and Expenses (Cont.)

Note	Description
(18)	General maintenance agreements on items such as SCADATA, SCATA, Northstar, Microsoft, m-care and other misc. systems.
(19)	Utility receipts tax is equal to 1.2% of total revenues.
(20)	A bad debt allowance has been set at .25%.
(21)	Lease rental principal on municipal building.
(22)	Lease rental interest on municipal building plus interest on 2013 Revenue Bonds.

Capital Additions

Item	Class	Description	Code	Amount	Notes
1	C	Service to New Facilities - Ongoing service extensions for new customers.	1	200,000	
2	В	Ulen Upgrade - Existing transformers are outdated and submersible which makes them unsafe to work on.	1	184,800	
3	С	System Upgrades and Improvements - Includes but is not limited to capacitors, capacitor controls, and a reclosure for 100 S and Perryworth Road.	2	150,000	
4	C	New and Replacement Transformers - Ongoing transformer purchase allotment for new units (customer driven).	2	125,000	
5	С	Electric's Portion of the IT Budget - The estimated cost to the Electric Utility for IT Functions.	2	108,848	
6	С	New & Replacement of Underground Primary Conductor - Replacement of bad underground primary wire and new URG projects.	2	100,000	
7	С	New & Replacement of Overhead Conductor - Replacement of undersized and damaged overhead conductors for better service quality.	2	100,000	
8	С	AMI - Ongoing program for replacement of meter infrastructure.	2	50,000	
9	А	SPS2 69kv Breaker - Replace 69Kv breaker at North Sub. This is a vital transmission voltage breaker to keep a continuous loop.	2	45,000	
10	D	Replace Truck #33 - Replacement of a 2007 GMC Canyon (Truck #33).	2	30,000	(a),(b)
11	D	Wire Trailer - This will be in addition to an existing trailer. This trailer will be smaller in size and easier to get in certain places.	1	30,000	(a),(b)
12	D	Electric's Portion of Administration Vehicles - Water's portion of administrative vehicle replacements in agreement with our vehicle replacement program.	1	13,950	(a),(b)
		TOTAL		1,137,598	
		Operational Cash Flow		428,750	
		Other Bond		708,848	
		TOTAL		1,137,598	
Code:		Class: ional Cash Flow A Must Accomplish This Year			

1	Operational Cash Flow	А	Must Accomplish This Year
2	Reserves	В	Accomplish for Improvement of System Integrity
3	Bonding	С	Ongoing Program - Accomplish for Improvement of System Integrity
4	Other	D	Ongoing Program - Long Term/Short Term & Vehicles/Equipment

Notes:

(a) Cost does not reflect money received from sale of old vehicle/equipment.

(a) Cost does not reflect money received from safe of of(b) Included in 10 year replacement plan.(c) Cost estimates provided by engineering consultant.(d) May include capitalized labor.

**These figures do not include any future or anticipated annexation.

Capital Projects - 5 Years Beyond Fiscal Year 2020

Item	Description	Projected 2021	Projected 2022	Projected 2023	Projected 2024	Projected 2025	Total Amount
-							
1	Replacement Program for Overhead Deteriorated Cable	100,000	300,000	300,000	250,000	250,000	1,200,000
	On-going program to replace deteriorated cable.						
2	System Upgrades and Improvements	150,000	150,000	150,000	150,000	150,000	750,000
	On-going system improvements to provide operational flexibility.	,	,	,	,	,	,
	Includes capacitors, capacitor controls and a reclosure for						
	100 S. and Perry Worth Road.						
3	Service to New Facilities	110,000	120,000	144,000	163,000	200,000	737,000
	Install electric utility service facilities for residential, commercial and industrial	customers.					
4	New and Replacement Transformers	125,000	125,000	125,000	125,000	125,000	625,000
	Both O.H. and pad mounted types.						
5	Replacement Program for Underground Deteriorated Cable	100,000	75,000	75,000	60,000	50,000	360,000
	On-going program to replace deteriorated cable.						
6	10 Year Vehicle Replacement Program	10,850	4,167	38,333	217,250	35,000	305,600
	Ongoing program and includes electric's portion of multi-						
	departmental vehicle/equipment replacement program- five of ten years.						
7	AMI Replacement Program	25,000	25,000	25,000	25,000	25,000	125,000
	On-going program to replace old AMR Meters and upgrade to						
	AMI and for new business.						
8	IT Budget	15,500	15,500	6,200	0	0	37,200
	On-going program. See IT 5-year capital budget for breakdown.						
	Totals	636,350	814,667	863,533	990,250	835,000	4,139,800

******These figures do not include any future or anticipated annexation.

Electric Utility

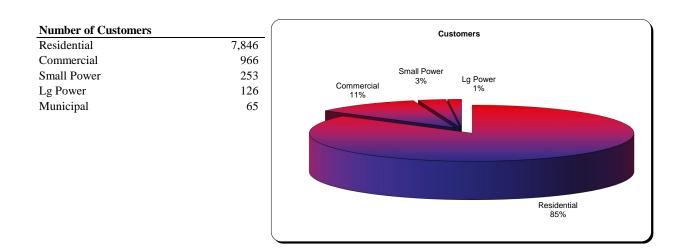
Projected Cash Analysis

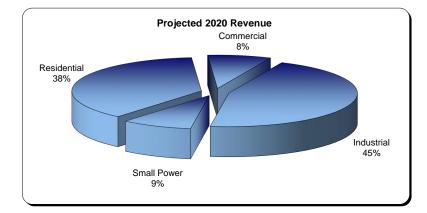
	2020	2021	2022	2023	2024	2025
Total Cash & Investments - Beginning of Year						
Not Restricted by Ordinance/Regulation	4,952,568	4,950,253	5,690,149	6,502,864	7,533,798	8,717,681
Add:						
Projected Operating Income (A)	23,479,648	24,428,225	25,415,126	26,441,897	27,510,149	28,621,559
Interest	21,416	24,751	28,451	32,514	37,669	43,588
Depreciation	967,346	986,692	1,006,426	1,026,555	1,047,086	1,068,028
Less:						
Projected Operational Expenses (B)	(22,466,630)	(23,205,782)	(23,969,253)	(24,757,841)	(25,572,374)	(26,413,705)
Bond Principal and Interest	(866,496)	(857,641)	(853,369)	(848,657)	(848,398)	(849,000)
Estimated Cash & Investments Before Capital Expenditures Not Restricted by Ordinance/Regulation	6,087,851	6,326,499	7,317,530	8,397,332	9,707,931	11,188,151
Less: Projected Capital Expenditures	(1,137,598)	(636,350)	(814,667)	(863,533)	(990,250)	(835,000)
Estimated Cash & Investments - End of Year						
Not Restricted by Ordinance/Regulation	4,950,253	5,690,149	6,502,864	7,533,798	8,717,681	10,353,151
Less: Two Months of Average Operating Income	(3,744,438)	(3,867,630)	(3,994,875)	(4,126,307)	(4,262,062)	(4,402,284)
Available Cash & Investments - End of Year						
Not Restricted by Ordinance/Regulation	1,205,815	1,822,519	2,507,988	3,407,491	4,455,618	5,950,867

(A) Prior year plus increase of 4.04% which is the average change in the last 10 years. Takes into account 2 highest years/2 lowest years/rate adjustments.

(B) Prior year plus increase of 3.29% which is the average change in the last 10 years. Takes into account 2 highest years/2 lowest years/rate adjustments.

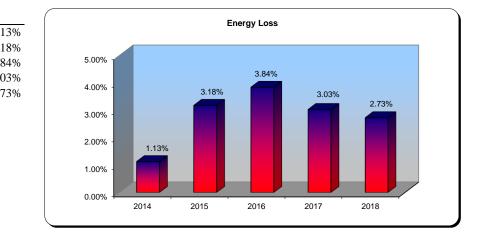
Statistics





Projected 2020 Revenue

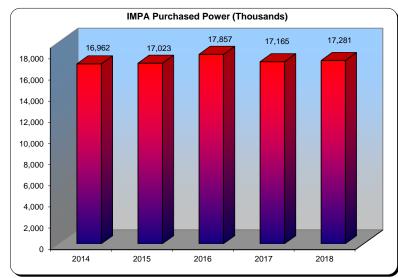
Residential	8,583,509
Commercial	1,810,524
Industrial	10,384,721
Small Power	2,011,404



Line Loss Factor

2014	1.1:
2015	3.18
2016	3.84
2017	3.03
2018	2.73

Statistics



228,499,822

222,762,959

228,093,436

223,195,288

239,805,880

159,779,776

kWh Purchased

**2019 Year to Date Thru Aug.

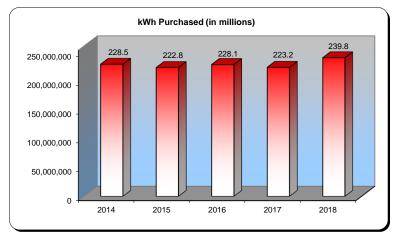
2014

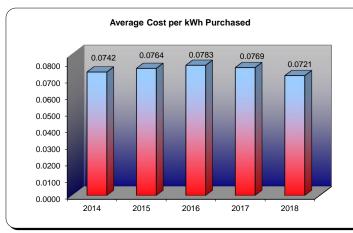
2015

2016 2017

2018

IMPA Power Bill	
2014	16,962,054
2015	17,023,459
2016	17,857,037
2017	17,164,728
2018	17,281,403
**2019 Year to Date Thru Aug.	11,395,883

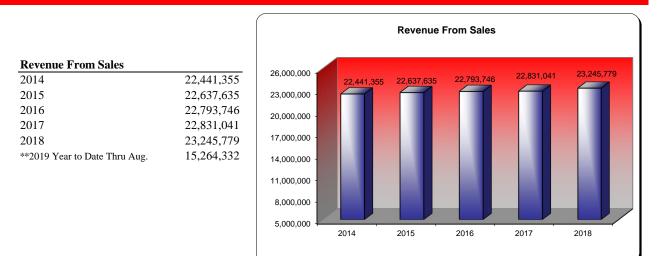


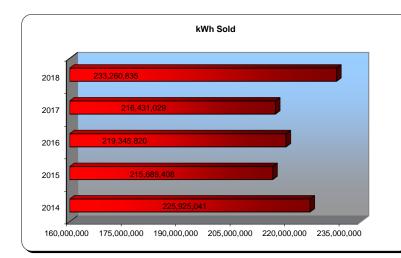


Average Cost per kWh Purchased

2014	0.0742
2015	0.0764
2016	0.0783
2017	0.0769
2018	0.0721
**2019 Year to Date Thru Aug.	0.0713

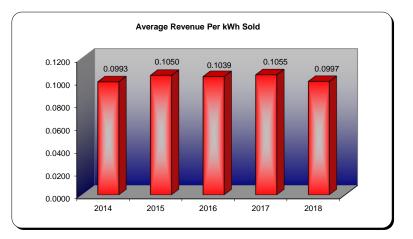
Statistics





Kilowatt Hours Sold	
2014	225,925,041
2015	215,689,408
2016	219,345,820
2017	216,431,029
2018	233,260,835
**2019 Year to Date Thru Aug.	154,153,503

Average Revenue per kWh Sold	
2014	0.0993
2015	0.1050
2016	0.1039
2017	0.1055
2018	0.0997
**2019 Year to Date Thru Aug.	0.0990



Lebanon Water Utility

2020 Budget - Final

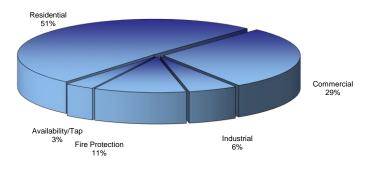
Revenues

-	Actual 2018	Budget 2019	8 Months 2019	Rolling 12 Months	Proposed 2020
Operating Revenue					
Residential	1,778,530	1,922,629	1,345,047	1,956,323	2,205,511
Commercial	890,820	931,074	773,757	1,094,134	1,251,397
Industrial	205,891	229,153	156,245	222,425	253,520
Fire Protection	380,609	407,765	289,545	423,364	476,013
Availability Fees	335,000	153,000	629,000	941,000	153,000
Rent	10,095	8,364	6,996	11,740	11,339
Late Penalties	15,326	16,569	10,560	15,801	17,561
Total Revenue from Sales	3,616,271	3,668,554	3,211,150	4,664,787	4,368,341
Other Revenue					
Interest	11,960	12,808	7,977	11,899	12,171
Other	89,875	640,368	565,597	578,842	77,891
Total Other Revenues	101,835	653,176	573,574	590,741	90,062
Total Revenue	3,718,106	4,321,730	3,784,724	5,255,528	4,458,403

Note: A growth factor of 2% for residential, commercial and industrial was used in determining the proposed 2020 revenues.

A rate increase of approx. 9% was also used.

Projected Operating Revenue by Rate Class



Rate Class	Number of Customers
Residential	5,874
Commercial	863
Industrial	70
Municipal	12
Total	6,819
	(As of 08/19)

Kevenues/Expenses	Revenues/Expenses	
-------------------	--------------------------	--

	Actual 2018	Budget 2019	8 Months 2019	Rolling 12 Months	Proposed 2020	-
Operating Revenues						
Residential	1,778,530	1,922,629	1,345,047	1,956,323	2,205,511	(1
Commercial	890,820	931,074	773,757	1,094,134	1,251,397	(1
Industrial	205,891	229,153	156,245	222,425	253,520	(1
Fire Protection	380,609	407,765	289,545	423,364	476,013	(1
Availability Fees	335,000	153,000	629,000	941,000	153,000	(1
Rent	10,095	8,364	6,996	11,740	11,339	(1
Late Penalties	15,326	16,569	10,560	15,801	17,561	(1
Total Operating Revenue	3,616,271	3,668,554	3,211,150	4,664,787	4,368,341	-
Other Revenue						
Other	89,875	640,368	565,597	578,842	77,891	_
Total Other Revenue	89,875	640,368	565,597	578,842	77,891	_
Total Revenue (less Interest)	3,706,146	4,308,922	3,776,747	5,243,629	4,446,232	_
Purchased Services						
Engineering Fees	59,999	75,000	14,533	8,318	37,250	
Accounting Fees	23,560	10,000	0	987	19,000	(2
Legal Fees	32,318	25,555	42,028	59,609	62,552	
Contractual Services - Testing	13,160	14,071	4,480	9,140	8,089	(3
Contractual Services - IT	74,936	83,823	51,424	81,040	100,772	
Contractual Services - Other	117,966	259,459	28,876	60,313	200,152	(3
Telephone Expense	17,375	16,246	9,173	15,930	14,035	
Utilities	148,560	162,242	111,857	157,440	165,865	_
Total Purchased Services	487,874	646,395	262,371	392,777	607,714	-
Wages & Benefits						
Salaries WT	172,107	165,704	109,145	176,589	172,629	(4
Salaries WD	255,003	247,716	117,294	215,199	186,219	(4
Meter Reading	72,222	71,362	51,169	79,144	82,056	(4
Billing Salaries	23,035	25,983	16,825	25,135	29,228	(4
Administrative Salaries	260,582	260,383	132,326	224,375	204,444	(4
Office Salaries	112,945	111,113	67,985	111,420	108,757	(4
Line Locating	30,623	21,401	12,241	29,012	18,912	(4
Sick/Vacation Leave	164,225	135,022	92,503	169,335	142,917	(4
FICA Taxes	78,254	74,166	46,325	77,070	72,337	(4
Pension	97,240	153,755	103,389	98,126	155,084	(
Group Insurance	364,265	368,661	210,746	329,237	319,280	(6
Total Wages & Benefits	1,630,501	1,635,267	959,948	1,534,642	1,491,863	

Revenues/Expenses (Cont.)

	Actual 2018	Budget 2019	8 Months 2019	Rolling 12 Months	Proposed 2020
Dperating Supplies & Expense					
Chemicals	54,423	49,289	30,338	53,163	50,322
Materials & Supplies	33,997	35,878	13,517	24,878	23,028
Meter Expense	13,140	14,699	27,623	28,815	35,827
Meter Repair & Maintenance	250	697	5,637	5,637	7,187
Office Supplies	10,216	12,989	6,607	8,600	9,940
Janitorial Services	4,731	4,824	3,154	4,824	5,881
Interior Landscaping	0	177	0	0	177
Exterior Landscaping	2,200	2,509	1,505	2,480	2,509
Sand / Gravel / Pavement	11,316	10,294	6,283	9,949	9,880
SCADA Expense	857	1,093	0,205	0),000 0
Safety Equipment	458	311	0	458	234
Miscellaneous Equipment	12	1,116	244	244	762
Tools	11,978	12,072	2,293	5,161	4,386
Transportation	22,437	22,364	13,670	21,983	21,669
Insurance	72,210	73,654	77,784	78,017	79,577
Regulatory Expense	4,440	7,224	4,440	4,440	5,661
Well Expense	3,125	2,624	4,440 0	3,125	1,594
Dues & Subscriptions	3,115	8,507	5,644	4,748	62,366
Promotional Expense	1,343	6,210	622	1,098	3,180
Employee Recognition	374	1,550	650	820	1,550
Bad Debt Expense	15,823	9,171	9,171	24,994	
-	1,582	1,443	9,171 795	1,477	10,921 1,361
Postage Conferences & Training	22,691	23,077	15,778	26,345	22,243
Uniforms - Cleaning	13,503		8,862		14,552
General Maintenance	45,801	11,656 55,916	16,921	15,240 23,772	25,068
	4,581	7,750	10,921	1,101	7,285
Computer Equipment	7,604	12,251	11,986	13,085	
Software Expense					15,843
Maintenance Agreements	31,647	54,042	31,266	29,280	46,725
Payment in Lieu of Taxes	146,038	145,625	106,029	156,384	160,868
Depreciation Gross Income Tax	406,129	407,233	297,004	436,274	449,708
	43,500	51,707	22,000	46,500	53,355
Lease Rental Payments - Principal	70,680	72,447	72,447	72,447	74,214
Lease - Copiers/Printers	3,978	4,051	2,637	3,956	5,580
Bank Fees - Credit Card	41,008	40,800	28,873	43,130	44,084
Miscellaneous	21,123	23,094	3,172	11,957	10,091
otal Operating Supplies & Expense	1,126,310	1,188,344	827,072	1,164,382	1,267,629
otal Expenses	3,244,685	3,470,007	2,049,391	3,091,801	3,367,206
perating Income	461,461	838,916	1,727,356	2,151,828	1,079,026
lterest	11.0.50	10,000	a 0 aa	11.000	10.171
Interest Revenue	11,960	12,808	7,977	11,899	12,171
Interest Expense	(11,624)	(319,882)	(161,917)	(161,917)	(74,606)
otal Interest Revenue (Expense)	336	(307,074)	(153,940)	(150,018)	(62,435)
xtraordinary Items					
Gain on Sale of Assets	0	0	0	0	0
Loss on Sale of Assets	(5,729)	(5,744)	0	(1,224)	(624)
otal Extraordinary Items	(5,729)	(5,744)	0	(1,224)	(624)
	456,068	526,098	1,573,416	2,000,586	1,015,967

Notes to Proposed Revenue and Expenses

Note	Description
(1)	An overall growth factor of 2% was used in determining the proposed 2020 revenues. Also, a rate adjustment of approx. 9% will go into affect January 1, 2021.
(2)	The only projected accounting fees are for the cost of the State Board of Accounts annual audit.
(3)	Estimated amount for miscellaneous contractual services needed by the different departments. Also, includes \$100,000 for clean-up of Iron Slurry.
(4)	Assumes a 3% increase.
(5)	Funding of the Defined Benefit Plan and the Defined Contribution Plan. No change budgeted.
(6)	We received a 1% increase for 2020.
(7)	A bad debt allowance has been set at .25%.
(8)	Lease rental principal on municipal building.
(9)	Lease rental interest on municipal building plus miscellaneous interest deductions.

Capital Additions

Item	Cla	ass	Description			Code	Amount	Notes
1	В	3		Replacing the water main and 700' of 2" main.		2	1,250,000	
2	В	3		Bridge Reroute - Bri g waterline resides in th	2	150,000		
3	C	2	Facility Rehab an improvements as deen	nd Other Projects - ned necessary.	2	150,000		
4	А	X		et Management Pr compliance with OSHA	1	125,000		
5	C		Well Improvement clean wells.	nt and Rehab - Prog	ram to maintain and	2	120,000	
6	C	2	Water's Portion of Water Utility for IT Fu	-	The estimated cost to the	2	108,848	
7	C		Hydrant & Valve Rehab Work - Program to repair or replace hydrants and valves as needed in the system.			2	100,000	
8	D)	Case Backhoe - 2019 - This will replace two existing backhoes (2004 John Deere and 2006 Case).			1	89,500	(a),(b)
9	C		Equipment Repair & Replacement - Misc. repairs for equipment replacement.			2	40,000	
10	D)	Water Operations Vehicle - This vehicle will be a four door truck for the Water Operations Manager.			1	30,000	(a),(b)
11	C	2	Automated Meter replacements as neede	r Infrastructure - A ed.	2	30,000		
12	А	Δ	24" Valve for the have on-site for emerge	24" Water Main - gency.	2	22,000		
13	D)			Pehicles - Water's s in agreement with our	2	13,950	(a),(b)
14	В	3	Chlorine Cylinder scales that can no long	r Scales (4) - Replace ger be calibrated.	ement of 20+ year old	2	11,000	
15	D)	Mower - New zero	turn mower for the Chic	cago Treatment Plant.	2	6,500	(a),(b)
					TOTAL		2,246,798	
					Operational Cash Flov Bond Funds	V	244,500	
				(Other		2,002,298	
~ .					TOTAL	:	2,246,798	
Code:	1 0)nerati	Class: onal Cash Flow	A	Must Accomplish This	Vear		
		leserve		B	Accomplish for Improv		m Integrity	
		Sondin		C	Ongoing Program - Acc		0,	tegrity
		Other	~	D	Ongoing Program - Lon	*		

Notes:

(a) Cost does not reflect money received from sale of old vehicle/equipment.

(b) Included in 10 year replacement plan.

(c) Cost estimates provided by engineering consultant.

(d) May include capitalized labor.

******These figures do not include any future or anticipated annexation.

Item	Description	Projected 2021	Projected 2022	Projected 2023	Projected 2024	Projected 2025	Total Amount
1	Water Main Loop - Elizaville and John Bart	0	0	0	2,955,000	0	2,955,000
	24" water main to loop east side of system.				(SRF)		(SRF)
2	Indianapolis Avenue - Phase III	2,405,000	0	0	0	0	2,405,000
	16" waterline from Spencer Ave. to Busby.	(SRF)					(SRF)
3	Connection to WU	0	0	2,155,000	0	0	2,155,000
	Capital Recovery and Phase I.			(SRF)			(SRF)
4	Water Main Loop - Edwards to SR39	0	1,270,000	0	0	0	1,270,000
	12" water main to loop business park.		(SRF)				(SRF)
5	Water Tower Asset Management Program	125,000	125,000	210,000	210,000	210,000	880,000
	A program to bring both towers in compliance with OSHA and AWWA.						(SRF)
6	Grant Street - Foridice to Prairie Creek	0	755,000	0	0	0	755,000
	8" water main upgrade.		(SRF)				(SRF)
7	Facility Rehab and Other Projects	150,000	150,000	150,000	150,000	150,000	750,000
	Miscellaneous improvements as deemed necessary by staff.						
8	Green Street	0	465,000	0	0	0	465,000
	Water main replacement on Green St. from East to Noble.		(SRF)				(SRF)
9	Equipment Repair & Replacement	80,000	80,000	80,000	80,000	80,000	400,000
	Miscellaneous repairs and replacement.						
10	Well Improvement Program	70,000	70,000	70,000	70,000	70,000	350,000
	Program to maintain and clean wells. We have 10 active wells and work on two	o wells per year.					
11	5 Year Vehicle/Mower Replacement Program	49,350	4,167	85,833	81,000	60,000	280,350
	Ongoing program including support departments, IT, Meter Engineering						
12	AMI Replacement Program	30,000	30,000	30,000	30,000	30,000	150,000
	Ongoing Program for AMR/AMI System	,	,	,	,	,	,
13	Hydrant & Valve Replacement Program	20,000	20,000	20,000	20,000	20,000	100,000
	Program to replace the bourbon and old hydrants.						
14	IT Budget	15,500	15,500	6,200	0	0	37,200
	See IT capital budget for breakdown.						
	Total	2,944,850	2,984,667	2,807,033	3,596,000	620,000	12,952,550

******These figures do not include any future or anticipated annexation.

Water Utility

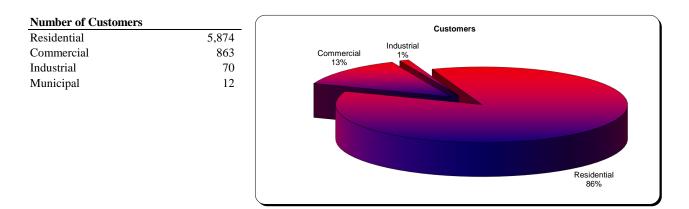
Projected Casl	h Analysis
----------------	------------

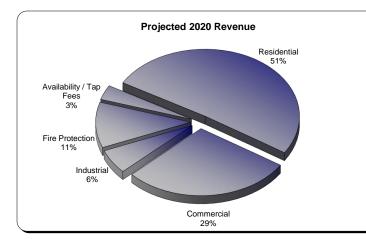
2020	2021	2022	2023	2024	2025
3,421,541	2,502,142	3,379,867	4,368,283	4,926,251	5,109,284
4,446,232	4,840,577	5,269,898	5,263,574	5,257,258	5,250,949
12,171	12,511	16,899	21,841	24,631	25,546
-	2,405,000	2,490,000	2,155,000	2,955,000	-
-	-	-	-	-	-
449,708	458,702	467,876	477,234	486,778	496,514
(3,367,206)	(3,533,209)	(3,707,396)	(3,890,171)	(4,081,957)	(4,283,197)
(205,410)	(354,740)	(559,800)	(660,020)	(862,180)	(1,070,240)
(8,096)	(6,266)	(4,394)	(2,457)	(498)	-
4,748,940	6,324,717	7,352,950	7,733,284	8,705,284	5,528,856
(2,246,798)	(2,944,850)	(2,984,667)	(2,807,033)	(3,596,000)	(620,000)
2,502,142	3,379,867	4,368,283	4,926,251	5,109,284	4,908,856
(561,201)	(588,868)	(617,899)	(648,362)	(680,326)	(713,866)
1,940,941	2,790,999	3,750,384	4,277,889	4,428,958	4,194,990
	3,421,541 4,446,232 12,171 449,708 (3,367,206) (205,410) (8,096) 4,748,940 (2,246,798) 2,502,142 (561,201)	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	3,421,541 $2,502,142$ $3,379,867$ $4,446,232$ $4,840,577$ $5,269,898$ $12,171$ $12,511$ $16,899$ $ 2,405,000$ $2,490,000$ $449,708$ $458,702$ $467,876$ $(3,367,206)$ $(3,533,209)$ $(3,707,396)$ $(205,410)$ $(354,740)$ $(559,800)$ $(8,096)$ $(6,266)$ $(4,394)$ $4,748,940$ $6,324,717$ $7,352,950$ $(2,246,798)$ $(2,944,850)$ $(2,984,667)$ $2,502,142$ $3,379,867$ $4,368,283$ $(561,201)$ $(588,868)$ $(617,899)$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$

(A) Prior year plus decrease of 0.12% which is the average change in the last 10 years (taking out availability fees). Takes into account 2 highest years/2 lowest years/rate adjustments. Also factored in a 9% rate increase in 21 and 22.

(B) Prior year plus increase of 4.93% which is the average change in the last 10 years. Takes into account 2 highest years/2 lowest years/rate adjustments.

Statistics

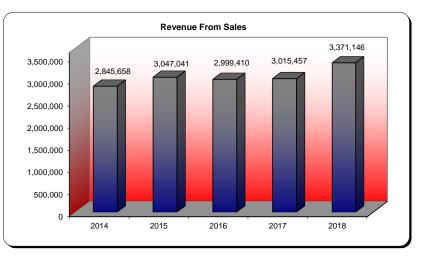




3,147,747

Projected 2020 Revenue

r tojecteu 2020 Kevenue	
Residential	2,205,511
Commercial	1,251,397
Industrial	253,520
Fire Protection	476,013
Availability / Tap Fees	153,000

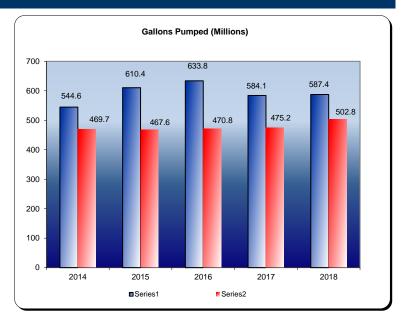


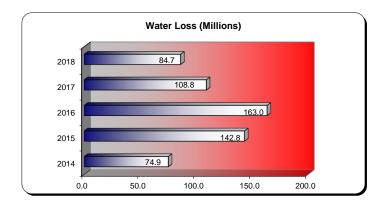
Revenue From Sales 2014 2,845,658 2015 3,047,041 2016 2,999,410 2017 3,015,457 2018 3,371,146

2019 Year to Date Thru Aug. *Does not include Availability Fees

Statistics

Gallons Pumped (Series 1)	
2014	544,567,000
2015	610,432,000
2016	633,820,000
2017	584,075,000
2018	587,420,000
**2019 Year to Date Thru Aug.	410,374,000
Gallons Sold (Series 2)	
2014	469,658,515 *
2015	467,628,601 *
2016	470,805,471 *
2017	475,208,362 *
2018	502,758,229 *
**2019 Year to Date Thru Aug.	360,937,556 *
Yearly Backflush	
Add *	10,200,000





Water Loss (Millions)	
2014	74,908,485
2015	142,803,399
2016	163,014,529
2017	108,866,638
2018	84,661,771
**2019 Year to Date Thru Aug.	49,436,444

Lebanon Wastewater Utility

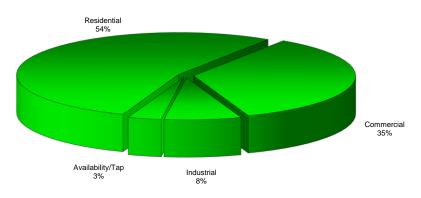
2020 Budget - Final

Revenues

	Actual 2018	Budget 2019	8 Months 2019	Rolling 12 Months	Proposed 2020
· · · · · · · · · · · · · · · · · · ·	2010	2017	2017		2020
Operating Revenue					
Residential	2,843,426	2,917,999	1,606,800	2,833,824	2,901,753
Commercial	1,659,667	1,623,372	858,412	1,840,446	1,899,459
Industrial	418,584	438,471	241,715	401,881	413,573
Availability Fees	448,900	180,000	48,392	955,500	180,000
Tap Fees	0	80,928	467	494,482	160,931
Inspection Fees	3,900	4,475	3,250	4,862	5,396
Late Penalties	77,611	78,479	46,618	77,675	78,875
Total Revenue from Sales	5,452,088	5,323,725	2,805,654	6,608,670	5,639,987
Other Revenue					
Other	315,511	90,738	29,592	39,207	42,633
Interest	17,526	12,575	19,421	27,701	26,413
Total Other Revenues	333,037	103,313	49,013	66,908	69,046
Total Revenue	5,785,125	5,427,038	2,854,667	6,675,578	5,709,033

Note: A growth factor of 2% for residential, commercial and industrial was used in determining the proposed 2020 revenues.





Rate Class	Number of Customers
Residential	5,705
Commercial	835
Industrial	72
Total	6,612
	(As of 08/19)

Revenues/Expenses

	Actual 2018	Budget 2019	8 Months 2019	Rolling 12 Months	Proposed 2020	_
Operating Revenues						
Residential	2,843,426	2,917,999	1,903,925	2,833,824	2,901,753	(1)
Commercial	1,659,667	1,623,372	1,255,989	1,840,446	1,899,459	(1)
Industrial	418,584	438,471	272,698	401,881	413,573	(1)
Availability Fees	448,900	180,000	508,350	955,500	180,000	(1)
Surcharges	0	80,928	359,074	494,482	160,931	(1)
Inspection Fees	3,900	4,475	3,812	4,862	5,396	(1)
Late Penalties	77,611	78,479	51,321	77,675	78,875	(1)
Total Operating Revenues	5,452,088	5,323,725	4,355,169	6,608,670	5,639,987	-
Other Revenues						
Other	315,511	90,738	29,592	39,207	42,633	
Total Other Revenue	315,511	90,738	29,592	39,207	42,633	-
Total Revenue (less Interest)	5,767,599	5,414,463	4,384,761	6,647,877	5,682,620	_
Purchased Services						
Engineering Fees	117,340	130,000	42,256	85,332	82,250	(2)
Accounting Fees	22,329	13,500	0	(4,183)	19,000	(3)
Legal Fees	29,858	21,998	21,517	38,972	36,336	
Contractual Services - Sludge Removal	213,224	130,000	74,333	105,828	99,200	
Contractual Services - IT	74,936	83,823	51,424	81,040	100,772	
Contractual Services - Other	115,231	128,259	62,059	93,813	195,152	(4)
Telephone Expense	18,544	17,526	11,541	18,794	18,414	
Utilities	291,557	287,054	220,724	324,799	334,501	
Total Purchased Services	883,019	812,159	483,854	744,395	885,625	-
Wages & Benefits						
Salaries WWC	185,365	183,461	126,528	196,384	200,486	(5)
Salaries WWT	201,545	198,589	141,094	217,339	222,990	(5)
Meter Reading	63,586	65,345	48,309	71,542	77,637	(5)
Line Locating	16,890	16,057	11,464	17,961	17,712	(5)
Mapping	2,798	3,790	1,271	1,616	1,964	(5)
Billing Salaries	23,035	25,983	16,825	25,135	29,228	(5)
Laboratory Salaries	55,490	56,403	36,144	55,127	55,842	(5)
Administrative Salaries	260,582	260,383	132,435	224,484	204,612	(5)
Office Salaries	200,582 113,694	112,117	68,050	224,484 111,584	108,857	(5)
Vacation/Sick Leave	113,094	112,117	89,885	111,584	108,837	
			89,885 49,800			(5)
FICA Taxes	78,932	75,969		80,056	77,706	(5)
Pension	136,759	165,798	113,568	139,795	170,352	(6)
Group Insurance	405,785	410,315 1,711,332	223,914 1,059,287	356,156 1,676,843	339,230 1,645,488	(7)

WASTEWATER UTILITY 2020 Budget

Revenues/Expenses (Cont.)

	Actual 2018	Budget 2019	8 Months 2019	Rolling 12 Months	Proposed 2020
perating Supplies & Expense					
Chemicals	136,272	110,000	108,707	164,285	166,946
Materials & Supplies	2,995	6,948	151	1,281	769
Lab	11,926	13,193	13,841	16,636	19,073
Liftstations	22,607	17,029	16,637	27,671	26,840
Office Supplies	11,570	14,288	7,094	9,977	11,015
Janitorial Services	4,731	4,824	3,154	4,824	5,881
Interior Landscaping	0	177	0	0	177
Exterior Landscaping	2,164	2.509	1,505	2,480	2,509
Meter Expense	1,193	11	30,832	32,025	39,919
Safety Equipment	403	233	0	403	206
SCADA Equipment	4,593	8,056	6,282	6,963	8,357
Sand / Gravel / Pavement	1,122	1,082	92	530	341
Miscellaneous Equipment	165	1,326	256	256	15,451
General Maintenance	37,471	46,995	36,755	45,007	51,071
Transportation	15,436	15,848	9,700	15,114	15,129
Computer Equipment	4,884	7,750	260	1,240	7,285
Software Expense	7,715	12,251	12,180	13,277	16,089
Maintenance Agreements	33,783	54,281	33,103	32,517	49.781
Insurance	74,022	75,503	77,632	77,865	79,422
Promotional Expense	1,343	6,209	622	1,098	13,180
Employee Recognition	424	1,550	385	605	1,550
Regulatory Expense	9,500	14,535	9,500	9,500	12,113
Bad Debt Expense	25,558	13,309	13,309	38,867	12,113
Dues & Subscriptions	2,632	6,507	2,762	2,723	46,563
Postage	1,377	1,295	896	1,434	1,417
Conferences & Training	25,004	24,676	16,437	29,751	22,243
Uniforms	14,446	13,020	9,521	16,220	,
Safety Training Expense	6,111	7,179	9,321 1,973	3,086	15,556 3,083
Payment in Lieu of Taxes	206,142	214,531	1,975	213,379	221,134
	,	,	<i>,</i>	,	,
Depreciation Expense	790,164	804,081	528,717	793,338	808,937
Amortization - Deferred Costs	8,364	9,360	3,593	5,719	9,360
Lease Rental Payments - Principal	70,680	72,447	72,447	72,447	74,214
Lease - Copiers/Printers	3,978	4,051	2,637	3,956	5,580
Bank Fees - Credit Card	41,008	40,929	28,873	43,130	44,176
Miscellaneous	51,884	63,563	14,096	20,102	22,601
tal Operating Supplies & Expense	1,631,667	1,689,546	1,210,760	1,707,706	1,832,066
tal Expenses	4,237,677	4,213,037	2,753,901	4,128,944	4,363,180
erating Income	1,529,922	1,201,426	1,630,860	2,518,933	1,319,440
erest					
Interest Revenue	17,526	12,575	19,421	27,701	26,413
Interest Expense	(412,735)	(447,297)	(302,881)	(645,259)	(433,653)
tal Interest Revenue (Expense)	(395,209)	(434,722)	(283,460)	(617,558)	(407,240)
traordinary Items					
Gain on Sale of Assets	0	0	0	0	0
Loss on Sale of Assets	(1,224)	(5,000)	0	(1,224)	(5,000)
tal Extraordinary Items	(1,224)	(5,000)	0	(1,224)	(5,000)
ET MARGIN	1,133,489	761,704	1,347,400	1,900,151	907,200

Notes to Proposed Revenue and Expenses

Note	Description
(1)	An overall growth factor of 2% was used in determining the proposed 2020 revenues.
(2)	This includes amounts for GIS, pretreatment, lining, biosolids, dvelopment projects, system evaluation and other misc. engineering services.
(3)	Accounting fees include the cost of the State Board of Accounts annual audit and the bond disclosure costs.
(4)	Estimated amount for miscellaneous contractual services needed by the different departments.
(5)	Assumes a 3% increase.
(6)	Funding of the Defined Benefit Plan and the Defined Contribution Plan. No increase budgeted.
(7)	We received a 1% increase for 2020.
(8)	A bad debt allowance has been set at .25%.
(9)	Lease rental principal on municipal building.
(10)	Lease rental interest on municipal building and bond interest on the 2013, 2014 and 2018 bonds.

Capital Additions

Item	Class	Description	Code	Amount	Notes
1	A	Wastewater Improvement / Expansion Projects - Includes grit removal, secondary aeration, secondary clarification, new RAS/WAS pumping, new UV disinfection, EQ basin demolition, and piping/hydraulic modifications.	3	2,000,000	
2	С	Line Repair/Replacement & Manhole Rehab Program - Ongoing project to help reduce infiltration.	2	300,000	
3	В	Hendricks Drive Forcemain Reroute - Reroute of their forcemain would help to reduce downstream issues in wet periods.	1	250,000	
4	В	Lift Station Repairs and Upgrades - Used for various repairs and upgrades to the lift stations.	2	180,000	
5	А	Overall Wastewater System Evaluation - Complete study of the wastewater system to identify both existing system issues/solutions and develop plans for future expansion.	1	160,000	
6	С	Wastewater's Portion of the IT Budget - The estimated cost to the Wastewater Utility for IT Functions.	2	108,848	
7	В	Rebuild Old Clarifiers - Current clarifiers are 19 years old. They are showing signs of wear and tear.	2	100,000	
8	В	Collection System Repairs and Upgrades - Used for various repairs and upgrades in the collection system.	2	70,000	
9	В	WWTP Repairs and Upgrades - Used for various repairs and upgrades at WWTP.	2	60,000	
10	В	Equipment Replacement - Replace equipment as needed.	2	50,000	
11	D	WWTP Vehicle - Four door truck for daily operations. Will replace a 2002 Dodge Dakota.	2	45,000	(a),(b)
12	С	Automated Meter Infrastructure - Annual amount for meter replacements as needed.	2	30,000	
13	D	Front Deck Mower - Used to mow around the clarifiers and at the WWTP.	2	17,000	(a),(b)
14	А	HVAC for the WWTP Filter Room - Replaces the HVAC unit that keeps the filter room cool in the summer. The current system has not worked properly for a few years.	2	17,000	

Capital Additions (Cont)

Item	Class	Description			Code	Amount	Notes
15	В		d to work	places a broken pump and on the pumps. Includes	2	15,000	
16	D	Wastewater's Portion of Administration Vehicles - Wastewater's portion of administrative vehicle replacements in agreement with our vehicle replacement program.			2	13,950	(a),(b)
17	В		ne WWTP	7 Lights - Replaces . Current lights are over a properly.	2	10,000	
				TOTAL		3,426,798	
				Operational Cash Flo	ow	410,000	
				Bond Proceeds		2,000,000	
				Other		1,016,798	
				TOTAL		3,426,798	
ode:		Class:					
1	Opera	tional Cash Flow	А	Must Accomplish This Y	Tear		
	Reserv		В				

3 Bonding C Ongoing Program - Accomplish for Improvement of System Integrity

D Ongoing Program - Long Term/Short Term & Vehicles/Equipment

Notes:

4

(a) Cost does not reflect money received from sale of old vehicle/equipment.

(b) Included in 10 year replacement plan.

(c) Cost estimates provided by engineering consultant.

(d) May include capitalized labor.

Other

**These figures do not include any future or anticipated annexation.

Capital Projects - 5 Years Beyond Fiscal Year 2020

Item	Description	Projected 2021	Projected 2022	Projected 2023	Projected 2024	Projected 2025	Total Amount
1	Lift Station on Indianapolis Avenue	0	0	1,250,000	0	0	1,250,000
	Replacement of existing can style lift station.						
2	Line Repair and Replacement & Manhole Program	250,000	250,000	250,000	250,000	250,000	1,250,000
	Ongoing project to help with infiltration.						
3	Simplicity Lift Station	0	600,000	0	0	0	600,000
	Installing new gravity flow to the Essex Dr. LS east of Grant.						
4	Grant Street Sanitary Project	0	530,000	0	0	0	530,000
	Reroute of sanitary sewer lines to eliminate various pipes in PC.						
5	10 Year Vehicle/Equipment Replacement Program	72,850	141,167	83,833	122,500	85,000	505,350
	Ongoing program and includes wastewater's portion of multi- departmental equipment replacement program- five of ten years.						
6	Green Street Sewer	0	0	0	400,000	0	400,000
	Reconfiguration of sewer to aid in wet weather issues.						
7	Enterprise Blvd/Purity Dr. Lift Station	400,000	0	0	0	0	400,000
	Exist. lift station is rec. inc. flows from the business park.						
8	Collection System Repairs and Upgrades	70,000	70,000	70,000	70,000	70,000	350,000
	Various repairs and upgrades in the collection system.						
9	WWTP Repairs and Upgrades	60,000	60,000	60,000	60,000	60,000	300,000
	Various repairs and upgrades at WWTP.						
10	Equipment Replacement	55,000	55,000	55,000	55,000	55,000	275,000
	Replace equipment as needed.						
11	AMI Replacement Program	30,000	30,000	30,000	30,000	30,000	150,000
	Ongoing Program for AMR/AMI System						
12	IT Budget	15,500	15,500	6,200	0	0	37,200
	See IT capital budget for breakdown. Total	953,350	1,751,667	1,805,033	987,500	550,000	6,047,550
	Total	,55,550	1,751,007	1,005,055	707,500	550,000	0,047,550

******These figures do not include any future or anticipated annexation.

WASTEWATER UTILITY

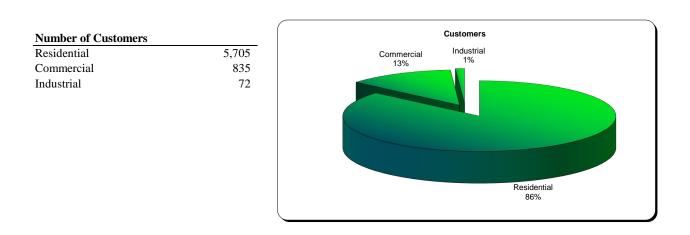
Projected Cash Analysis

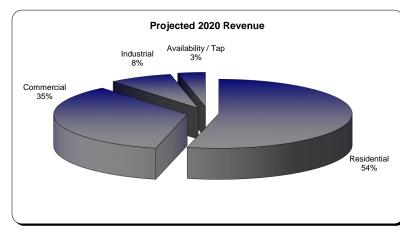
	2020	2021	2022	2023	2024	2025
Total Cash & Investments - Beginning of Year						
Not Restricted by Ordinance/Regulation	6,414,684	4,123,381	4,192,761	3,360,744	2,350,480	2,029,358
Add:						
Projected Operating Income (A)	5,682,620	5,761,040	5,840,543	5,921,142	6,002,854	6,085,693
Interest	26,413	20,617	20,964	16,804	11,752	10,147
Depreciation & Amortization Bond Proceeds	818,297	842,846	868,131	894,175	921,000	948,631
Less:						
Projected Operational Expenses (B)	(4,363,180)	(4,563,450)	(4,772,912)	(4,991,989)	(5,221,121)	(5,460,771)
Repayment to Water Utility - Availability	-	-	-	-	-	-
Bond Principal & Interest Payments	(1,028,655)	(1,038,323)	(1,037,076)	(1,045,362)	(1,048,108)	(1,026,911)
Estimated Cash & Investments Before Capital Expenditures Not Restricted by Ordinance/Regulation	7,550,179	5,146,111	5,112,410	4,155,514	3,016,858	2,586,147
Less:						
Projected Capital Expenditures	(3,426,798)	(953,350)	(1,751,667)	(1,805,033)	(987,500)	(550,000)
Estimated Cash & Investments - End of Year						
Not Restricted by Ordinance/Regulation	4,123,381	4,192,761	3,360,744	2,350,480	2,029,358	2,036,147
Less: Two Months of Average Operation Expense	(727,197)	(760,575)	(795,485)	(831,998)	(870,187)	(910,128)
Available Cash & Investments - End of Year Not Restricted by Ordinance/Regulation	3,396,184	3,432,186	2,565,258	1,518,482	1,159,171	1,126,018
	3,396,184	3,432,186	2,565,258	1,518,482	1,159,171]

 (A) Prior year plus increase of 1.38% which is the average change in the last 10 years (taking out availability fees). Takes into account 2 highest years/2 lowest years/rate adjustments.

(B) Prior year plus increase of 4.59% which is the average change in the last 10 years. Takes into account 2 highest years/2 lowest years/rate adjustments.

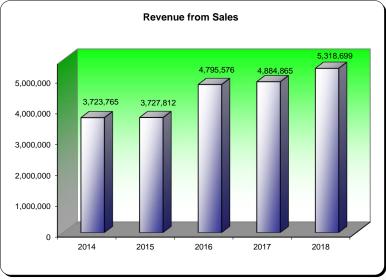
Statistics





Projected 2020 Revenue

Residential	2,901,753
Commercial	1,899,459
Industrial	413,573
Availability / Tap	180,000



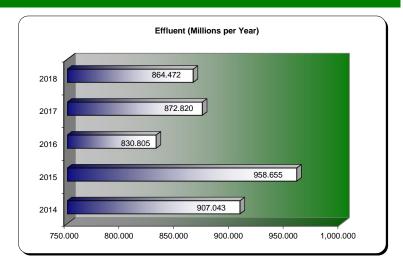
Revenue From Sales

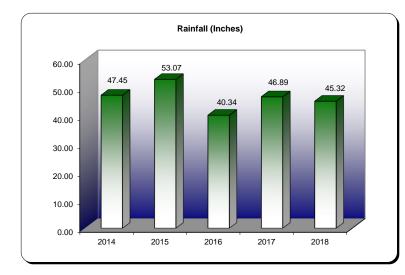
2014	3,723,765
2015	3,727,812
2016	4,795,576
2017	4,884,865
2018	5,318,699
**2019 Year to Date Thru Aug.	3,876,411

***Does not include Availability Fees.

Statistics

Effluent (1,000,000 Gallons)	
2014	907.043
2015	958.655
2016	830.805
2017	872.820
2018	864.472
**2019 Year to Date Thru Aug.	715.641





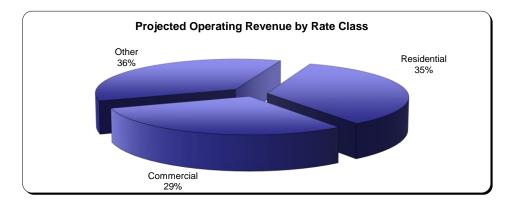
Rainfall (Inches)	
2014	47.45
2015	53.07
2016	40.34
2017	46.89
2018	45.32
**2019 Year to Date Thru Aug.	33.55

Telecommunications Division 2020 Budget - Final

Revenues
NEVENUES

	Actual	Budget	8 Months	Rolling	Proposed
	2018	2019	2019	12 Months	2020
Operating Revenue					
Residential	259,664	263,691	173,770	260,771	265,927
Commercial	132,392	130,620	88,356	133,384	135,618
Custom Commercial	92,782	97,212	58,616	88,377	89,914
Installations	5,896	7,321	3,567	4,970	5,263
Equipment	252,148	255,355	172,608	257,246	263,241
Set-up Charges	3,530	3,970	2,133	3,173	3,250
Late Penalties	4,280	3,949	2,852	4,356	4,403
Total Revenue from Sales	750,692	762,119	501,902	752,277	767,616
Other Revenue					
Interest	1,131	1,053	855	1,294	1,314
Other	44,307	56,476	31,957	23,779	23,894
Total Other Revenues	45,438	57,529	32,812	25,073	25,208
Total Revenue	796,130	819,648	534,714	777,350	792,825

Note: An average growth factor of 2% was used in determining the proposed 2020 revenues.



Rate Class	Number of Customers
Wireless Fiber	1,098
Total	1,103
	(As of 8-19)

Revenues/Expenses

	Actual 2018	Budget 2019	8 Months 2019	Rolling 12 Months	Proposed 2020	
Operating Revenues						
Residential	259,664	263,691	173,770	260,771	265,927	(1)
Commercial	132,392	130,620	88,356	133,384	135,618	(1)
Custom Commercial	92,782	97,212	58,616	88,377	89,914	(1)
Installations	5,896	7,321	3,567	4,970	5,263	(1)
Equipment	252,148	255,355	172,608	257,246	263,241	(1)
Set-up Charges	3,530	3,970	2,133	3,173	3,250	(1)
Late Penalties	4,280	3,949	2,852	4,356	4,403	(1)
Total Operating Revenue	750,692	762,119	501,902	752,277	767,616	
Other Revenue						
Other	44,307	56,476	31,957	23,779	23,894	
Total Other Revenue	44,307	56,476	31,957	23,779	23,894	
Total Revenue (less Interest)	794,999	818,595	533,859	776,056	791,511	
Purchased Services						
Bandwidth	73,669	74,869	49,188	73,782	94,072	
Telephone	3,564	3,670	1,672	2,792	2,703	
Contractual Services - Other	15,605	17,656	3,698	8,667	30,017	(2)
Contractual Services - IT	28,928	18,927	5,623	14,724	9,446	
Accounting Fees	12,561	10,000	0	(945)	15,500	(3)
Legal Fees	4,014	3,212	5,030	7,384	7,614	
Utilities	8,979	9,103	6,610	9,720	10,014	
Total Purchased Services	147,320	137,437	71,821	116,124	169,366	
Wages & Benefits						
Customer Install	36,101	55,846	23,502	36,402	56,311	(4)
Billing	2,160	2,434	1,578	2,357	2,738	(4)
Administrative	27,324	27,665	32,224	41,642	49,786	(4)
Office Personnel	81,630	79,451	36,401	67,150	57,080	(4)
Sick/Vacation Pay	19,457	18,358	9,664	17,239	14,931	(4)
FICA Taxes	12,076	12,808	7,471	11,919	12,566	(4)
Group Insurance	64,680	87,524	35,048	55,779	74,914	(5)
Pension	18,577	27,242	11,224	12,173	17,636	(6)
Total Wages & Benefits	262,005	311,327	157,112	244,661	285,961	

	Actual 2018	Budget 2019	8 Months 2019	Rolling 12 Months	Proposed 2020	
 Operating Supplies & Expense						
Tools & Equipment	551	590	148	434	437	
Installation Supplies	4,269	4,545	3,530	4,951	5,225	
Tower Rent	22,897	21,591	12,897	20,354	20,247	
Maintenance of Equipment	330	227	2,224	2,421	2,936	
General Maintenance	1,970	2,587	461	690	705	
Office Supplies	1,044	1,028	937	1,354	1,407	
Janitorial Services	1,068	1,089	712	1,089	1,327	
Interior Landscaping	0	39	0	0	39	
Exterior Landscaping	791	567	340	631	567	
Miscellaneous Equipment	0	189	0	0	101	
Communications Equipment	1,638	1,803	1,775	2,307	2,534	
Fiber	244	1,152	0	0	0	
Computer Equipment	2,954	1,750	233	588	1,650	
Software Expense	1,117	2,767	1,943	2,193	2,605	
Maintenance Agreements	4,591	8,498	3,922	3,678	6,654	
Dues & Subscriptions	4,214	8,779	5,957	8,197	29,603	
Postage	124	124	66	116	110	
Insurance	5,805	5,867	5,151	5,204	5,254	
Conference & Training	2,273	3,771	2,811	3,737	4,071	
Promotion	5	370	0	0	460	
Employee Recognition	95	350	4	64	350	
Transportation	4,436	4,611	2,825	4,294	4,351	
Freight / Shipping	1,879	2,118	1,112	1,968	1,854	
Payment in Lieu of Taxes	2,589	2,433	1,579	2,546	2,506	
Depreciation Expense	44,360	44,824	30,578	45,498	46,596	
Gross Income Tax	10,700	8,543	5,500	10,700	9,665	
Bad Debt Expense	4,370	607	607	4,501	2,760	(
Lease Rental Payments - Principal	15,960	16,359	16,359	16,359	16,354	(
Lease - Copiers/Printers	859	884	596	894	1,260	
Bank Fees - Credit Card	3,844	3,826	2,707	4,043	4,133	
Miscellaneous	32,655	34,202	17,387	30,028	28,615	
Total Operating Supplies & Expense	177,632	186,089	122,361	178,839	204,376	
Total Expenses	586,957	634,853	351,294	539,624	659,702	
Dperating Income	208,042	183,742	182,565	236,432	131,808	
nterest						
Interest Revenue	1,131	1,053	855	1,294	1,314	
Interest Expense	(2,625)	(2,232)	(2,231)	(2,231)	(1,826)	(
Total Interest Revenue (Expense)	(1,494)	(1,179)	(1,376)	(937)	(512)	
Extraordinary Items						
Gain on Sale of Assets	0	0	0	0	0	
Loss on Sale of Assets	(1,903)	(5,000)	(431)	(1,203)	(5,000)	
Fotal Extraordinary Items	(1,903)	(5,000)	(431)	(1,203)	(5,000)	
 Net Margin	204,645	177,563	180,758	234,292	126,296	

Revenues/Expenses (Cont.)

Notes to Proposed Revenue and Expenses

Note	Description
(1)	The revenue numbers are based on a 2% increase in revenue for 2020.
(2)	Estimated amount for miscellaneous contractual services needed by the different departments.
(3)	The only projected accounting fees are for the cost of the State Board of Accounts annual audit.
(4)	Assumes a 3% increase.
(5)	We received a 1% increase for 2020.
(6)	Funding of the Defined Benefit Plan and the Defined Contribution Plan. No increase budgeted.
(7)	A bad debt allowance has been set at .25%.
(8)	Lease rental principal on municipal building.
(9)	Includes a portion for the interest on the lease for the municipal building.

Capital Additions

Item	Class	Description			Code	Amount	Notes
1	С	CPE Upgrades - Upgrades - Upgra		-	2	25,000	
2	С	Telecom's Portion of to the Telecommunication		get - The estimated cost Functions.	2	24,579	
3	С	Fiber Maintenance & Upgrades - Annual amount for routine break/fix and required upgrades. Air blown Fiber to Elm Street Water Tower.			2	15,000	
4	С	Wireless Maintenar routine break/fix and req 100 customers.		les - Annual amount for This will cover approx.	2	13,000	
5	С	Tower AP Upgrade upgrade access points to		-	2	7,000	
6	В	Test Equipment - Pr	oduct research a	nd development.	1	5,000	
7	С	Backhaul Upgrades radios that feed the differ		or upgrade the	2	5,000	
8	С	Router/Switch Upg infrastructure for the inte		e routing and switching	2	5,000	
9	D	Telecom's Portion of Telecom's portion of adm agreement with our vehic	ninistrative vehic	ele replacements in	2	3,150	(a),(b)
				TOTAL		102,729	
				Operational Cash F Other	low	5,000 97,729	
				TOTAL		102,729	
Code:		Class:					
1 2 3	Reserves	al Cash Flow	A B C		ement of Syst complish for l	tem Integrity	

Ongoing Program - Long Term/Short Term & Vehicles/Equipment

Notes:	

4

(a) Cost does not reflect money received from sale of old vehicle/equipment.(b) Included in 10 year replacement plan.

D

(c) Cost estimates provided by engineering consultant.(d) May include capitalized labor.

Other

em	Description	Projected 2021	Projected 2022	Projected 2023	Projected 2024	Projected 2025	Total Amount
1	CPE Upgrades	0	50,000	0	0	50,000	100,0
	Upgrade existing customer equipment.						^
2	Wireless Customer Equipment	13,000	13,000	13,000	13,000	13,000	65,0
	Equipment on customer premises.						
3	10 Year Vehicle Replacement Program	2,450	0	37,500	25,000	0	64,9
	Ongoing program and includes telecoms portion of multi-departmental equipment replacement program- five of ten years.						
4	Fiber Upgrades	10,000	10,000	10,000	10,000	10,000	50,
	Major maintenance and repair.						
5	Tower AP Upgrades	2,000	10,000	2,000	10,000	2,000	26,
	Additional access points, antennas or upgrade access points to provide for faster service.	5					
6	Backhaul upgrades	0	10,000	0	10,000	0	20,
	To maintain or upgrade the radios that feed the remote loca	tions.					
7	IT Budget	3,500	3,500	1,400	0	0	8,
	See IT capital budget for breakdown.						
8	Router/Switch Upgrades	0	2,000	0	2,000	0	4,
	Upgrade routing and switching infrastructure for the international service.	et					
	Total	30,950	98,500	63,900	70,000	75,000	338,

Capital Projects - 5 Years Beyond Fiscal Year 2020

Telecommunications Division

Projected Cash Analysis

			, 515			
	2020	2021	2022	2023	2024	2025
Total Cash & Investments - Beginning of Year						
Not Restricted by Ordinance/Regulation	433,971	311,893	311,368	318,229	314,770	320,353
Add:						
Projected Operating Income (A)	791,511	807,341	823,488	839,957	856,756	873,892
Interest	1,314	1,559	1,558	1,582	1,553	1,570
Depreciation & Amortization	49,356	50,837	52,362	53,933	55,551	57,217
Less:						
Projected Operational Expenses (B)	(659,702)	(657,897)	(671,054)	(684,476)	(698,165)	(712,128)
Interest on Lease	(1,828)	(1,415)	(992)	(555)	(112)	0
Repayment of Loan	(200,000)	(170,000)	(100,000)	(150,000)	(140,000)	(40,289)
Estimated Cash & Investments Before Capital Expenditures						
Not Restricted by Ordinance/Regulation	414,621	342,318	416,729	378,670	390,353	500,615
Less:						
Projected Capital Expenditures	(102,729)	(30,950)	(98,500)	(63,900)	(70,000)	(75,000)
Estimated Cash & Investments - End of Year						
Not Restricted by Ordinance/Regulation	311,893	311,368	318,229	314,770	320,353	425,615
Less: Two Months of Average Operation Expense	(109,950)	(109,649)	(111,842)	(114,079)	(116,361)	(118,688)
Available Cash & Investments - Beginning of Year						
Not Restricted by Ordinance/Regulation	201,942	201,718	206,387	200,691	203,993	306,926

(A) Prior year plus increase of 2% in 2021 - 2025.

(B) Prior year plus increase of 2% in 2021 - 2025 which will need to be monitored by staff.

**If funds permit more will be applied to the loan.

IT Capital Program 2020 Budget - Final

IT 2020 Budget - Final

Capital Additions

Item	Class	Description	Code	Amount	Department
1	В	CIS Software - Replace the billing/cs system.	2	207,322	IT
2	В	Accounting Software - Replace the Accounting/Finance Software.	2	76,800	IT
3	В	VMware - The Vmware is on a three year cycle.	2	25,000	IT
4	С	Incidental Hardware - Incidental hardware purchases that may arise.	2	15,000	IT
5	С	Incidental Software - Incidental software purchases that may arise.	2	15,000	IT
6	В	Web-Site - Web-site upgrade.	2	12,000	IT
		TOTAL	_	351,122	
		Operational Cash Flow Other		351,122	
		TOTAL	_	351,122	
Class:			C 1		
	C Ongoing Prog	plish This Year for Improvement of System Integrity gram - Accomplish for Improvement of System Integrity gram - Long Term/Short Term & Vehicles/Equipment		 Operational Cash Fl Reserves Bonding Other 	ow

Notes:

(a) Cost does not reflect money received from sale of old vehicle/equipment.(b) Included in 10 year replacement plan.(c) Cost estimates provided by consultant.

(d) May include capitalized labor.

IT
2020 Budget - Final

Item	Description		Projected 2021	Projected 2022	Projected 2023	Projected 2024	Projected 2025	Total Amount
1	Server Hardware		50,000	0	0	0	0	50,000
	Server infrastructure will be EOL.							
2	Firewall Replacement		0	30,000	0	0	0	30,000
	Firewall will be close to EOL.							
3	Vmware Renewal		0	0	20,000	0	0	20,000
	Renewal every three years.							
4	Core Switch Replacement		0	20,000	0	0	0	20,000
	Core Switch will be close to EOL.							
		Total	50,000	50,000	20,000	0	0	120,000

Vehicle Replacement Plan 2020 Budget - Final

Vehicles - 10 Year Replacement Plan														
ept.	Year	No.	Description	Cycle Years	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028	FY 2029
lectric	:													
lectric	Distribut	tion												
I.	Light V	ehicles												
	2013	88	Dodge Van	10				30,000						
	2016	28	Ford Pick-Up	10							40,000			
	2016	81	Ford F-150 4X4	10							40,000			
	2015	34	Chevy Silverado	10						35,000				
II.	Bucket	Trucks												
	2016	3	GMC C 6500	10										
	2018	17	Chevy Duramax C 7500	10										
	2009	8	Ford 550 (Service Bucket)	10										
	2013	11	Line Bucket 45ft	10					217,250					
	New		Service Bucket 37ft	10										
II	l. Line Tr	ucks												
	2007	19	International 4300	10										
	2017	22	International 4300	10										
IV	. Misc. T	rucks												
	2008	7	1T Ford Dump Truck	10										
	2007	33	GMC Canyon	10	30,000									
v.	Other E	Equipme	ent											
	2002	• •	Pole Trailer	None										
	1985		2PL Wire Trailer	None										
	1997		1PL Wire Trailer	None										
			New Wire Trailer	None	30,000									
	2002		Bandit Chipper	None										
			Backyard Machine	None										
			Hole Vac	None										
	2002		Case DBH4 Trencher	10										
	2003		Trencher Trailer	10										
	2008		Forklift Clark	None										
	2009		Cable Puller	None										
			Subtotal Vehicles		30,000	0	0	30,000	217,250	35,000	80,000	0	0	
		S	ubtotal Other Equipment		30,000	0	0	0	0	0	0	0	0	
			Total		60,000	0	0	30,000	217,250	35,000	80,000	0	0	

Vehicles - 10 Year Replacement Plan

				Cycle	FY	FY	FY	FY	FY	FY	FY	FY	FY	FY
Dept.	Year	No.	Description	Years	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
Dept.	Ital	110.	Description	Tears	2020	2021	2022	2023	2024	2025	2020	2027	2028	2029
Water:														
Adminis	tration:													
I.	Vehicles													
	2006	14	Ford Escape (1/2)	10				12,500						
	2020		New Vehicle for Water Manager	10	30,000									
Water P	ant:													
I.	Vehicles													
	2016	15	Dodge with Snow Plow	10									35,000	
	2014	31	Ford Escape	10							35,000			
II.	Other Eq	uipmen	t											
	2003	···· F	John Deere Lawn Mower	None		8,500								
	2005		John Deere Z930M	None		<i>.</i>							8,500	
Water D	istribution:													
water D I.		i												
1.	2015	10	1T Service Truck	10								65,000		
	2015	6	Ford F 350 Service Truck	10								65,000		
	2002	35	Chevy Pickup	10		30,000						05,000		
п	D T	al- a												
11,	Dump Tr 2002	18	GMC 2T Dump Truck	10					70,000					
	2002 2004	29	1 1/2T Ford F450	10					70,000	60,000				
				15						00,000				
III	. Other Eq	uipmen												
	2019		Case Backhoe	None	89,500									
	2004		Vemeer	None				65,000						
	2003		Sullair	None					- 000		10,000			
	1977		Bame Backhoe Trailer	None	6 500				7,000					
	2020 1997		Toro Zero Turn Trailer	None None	6,500				4 000					
	1777		Subtotal Vehicles	None	30,000	38,500	0	12,500	4,000 70,000	60,000	35,000	130,000	43,500	0
Subtotal Other Equipment					30,000 96,000	38,300 0	0	65,000	11,000	00,000	10,000	130,000	43,300 0	0
Total					126,000	38,500	0	77,500	81,000	60,000	45,000	130,000	43,500	0
10tai =						50,500		11,500	01,000	00,000	45,000	150,000	+5,500	0

Vehicles - 10 Year Replacement Plan														
Dept.	Year	No.	Description	Cycle Years	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028	FY 202
Vastewate	er:													
Administra	ation:													
	Vehicles													
	2006	14	Ford Escape (1/2)	10				12,500						
Vastewate	er Treatm	nent Plan	t:											
	Vehicles													
	2001	12	Dodge Ram with Snow Plow	10			50,000							
	2007	37	GMC Sierra	10				35,000						
	2020		Operations Vehicle	10	45,000									
	Other Eq	uipment												
	2020		Front Deck Mower	None	17,000									
	2008		Kubota Mower	None							8,500			
	2011		Kubota Mower	7		17,000								
	2002		Toro Z Master	None			8,500		15 000					
	2011		Toro Z Master	10 Norma			17.000		15,000					
	1987 2015		Deutz / Allis Tractor Com PRO Trailer	None None			17,000						2,700	
	2013		Kubota RTV900	None				15,000					2,700	
ewer Mai			Kubota KT V 900	None				15,000						
	Vehicles	•												
	2014	24	Ford Escape	10								35,000		
	2014	24	Ford	10				60,000				55,000		
	2008	26	Ford F 350 Super Duty	10				00,000			350,000			
	2003	23	3/4T Camera Van	10							220,000		130,000	
	2015	27	Ford	10		120,000							·	
П. 1	Dump Tr	ucks												
	2002	13	Ford F 650 2T Dump	10					70,000					
	2009	25	Ford F 450 Dump	10					·	60,000				
III. (Other Eq	uipment	_											
	2002	-	Air Compressor	None							10,000			
	2000	36	Vactor	10									230,000	
	2009		Case Backhoe 580 Super	10								120,000		
	2002		Liftstation Generator	None							12,000			
	2002		Case 85 XT Skid Steer	None						65,000				
	2002		Skid Steer Trailer	None						7,000				
			Subtotal Vehicles		45,000	120,000	50,000	107,500	70,000	60,000	350,000	35,000	130,000	
			Subtotal Other Equipment		17,000	17,000	25,500	15,000	15,000	72,000	30,500	120,000	232,700	
			Total		62,000	137,000	75,500	122,500	85,000	132,000	380,500	155,000	362,700	

	Vehicles - 10 Year Replacement Plan													
Dept.	Year	No.	Description	Cycle Years	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028	FY 2029
Telecom	Telecommunications													
I.	Vehicles													
	2014	51	Ford E Series E150	8				25,000						
	2014	85	Ford E Series E150	8				12,500	25,000					
	Total			0	0	0	37,500	25,000	0	0	0	0	0	

	Vehicles - 10 Year Replacement Plan														
Dept.	Year	No.	Description	Dept.	Cycle Years	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028	FY 2029
	echnicians	:													
I.	Vehicles 2017 2017 2018 2018 2013	16 80 21 20	Ford F150 Ford F150 Ford F150 Ford F150 Ford Escape	Metering Metering Metering TA	10 10			12,500	25,000				30,000 30,000		
	Locator 2018	Vehicles 33	Ford		10										
Adminis I.		90 1	GMC Pick-Up Jeep Cherokee	Facility GM Total	10 5	45,000	35,000	12 500	25,000		0		60,000	0	0
				10(4)	E W WW T	45,000 13,950 13,950 13,950 3,150 45,000	35,000 10,850 10,850 10,850 2,450 35,000	$ \begin{array}{r} 12,500 \\ 4,167 \\ 4,167 \\ 4,167 \\ 0 \\ 12,500 \\ \end{array} $	8,333 8,333 8,333 0 25,000	$\begin{array}{c} 0\\ 0\\ 0\\ 0\\ 0\\ 0\\ 0\\ 0\\ \end{array}$	0 0 0 0 0	0 0 0 0 0	20,000 20,000 20,000 20,000 0 60,000	0 0 0 0 0	0 0 0 0 0