

FY 2018-19 – Financial Analysis Report for Sept 2018 (AP 03)

Water’s cash collections for Sept is below plan and Y-T-D is also below plan compared to last fiscal year.

CASH COLLECTIONS COMPARED TO PLANS

| Cash Collections | Water | | | Penalties | | | BES | | |
|------------------|--------|--------|----------|-----------|--------|----------|--------|--------|----------|
| | Plan | Actual | Variance | Plan | Actual | Variance | Plan | Actual | Variance |
| In millions | | | | | | | | | |
| Sept | \$18.4 | \$17.2 | -6.7% | \$0.23 | \$0.20 | -13.5% | \$25.7 | \$25.9 | 0.9% |
| Prior Sept | 16.8 | 17.1 | 2.0% | 0.23 | 0.21 | -11.1% | 26.2 | 26.6 | 1.5% |
| YTD | 50.5 | 49.6 | -1.8% | 0.69 | 0.62 | -10.7% | 85.8 | 85.8 | 0.0% |
| Prior YTD | 46.3 | 46.9 | 1.3% | 0.72 | 0.62 | -13.8% | 82.9 | 83.6 | 0.8% |

September demand flows were below plan and less than September 2017. Water billings were below plan for the month and Y-T-D billings is below plan as well.

DEMAND FLOWS AND BILLINGS COMPARED TO PLANS

Demand flows are not adjusted for changes in water system storage levels.

| Demand Flows | Water | | |
|------------------------|--------|--------|----------|
| | Plan | Actual | Variance |
| In millions of gallons | | | |
| Sept | 3,101 | 2,922 | -5.8% |
| Prior Sept | 3,189 | 3,166 | -0.7% |
| YTD | 11,129 | 10,934 | -1.8% |
| Prior YTD | 11,199 | 11,344 | 1.3% |

| Billings | Water | | | BES | | |
|-------------|---------|---------|----------|---------|--------|----------|
| | Plan | Actual | Variance | Plan | Actual | Variance |
| In millions | | | | | | |
| Sept | \$ 19.8 | \$ 19.3 | -2.3% | \$ 30.9 | \$31.5 | 1.8% |
| Prior Sept | 18.0 | 18.9 | 4.9% | 32.4 | 31.9 | -1.5% |
| YTD | 55.1 | 53.8 | -2.3% | 90.5 | 89.8 | -0.7% |
| Prior YTD | 50.2 | 51.2 | 2.0% | 87.4 | 89.5 | 2.4% |

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Total receivables increased as compared to last Sept and collection performance exceeded Aug's.

COLLECTION PERFORMANCE

If billings exceed cash collections, then accounts receivable (AR) grow (assuming no write offs).

| Y-T-D (Water, BES, & Penalty) * | Sept | change from prior month | Prior Sept |
|---------------------------------|---------------|-------------------------|---------------|
| Billings | \$144,354,338 | \$98,590,869 | \$141,345,234 |
| Collections | 135,951,519 | 90,361,779 | 131,100,405 |
| Net +/- in Combined AR | 8,402,819 | 8,229,090 | 10,244,829 |

* Y-T-D billings include BES Greenbucks but are net of storm sewer discounts and tree rebates.

ACCOUNTS RECEIVABLE BALANCES

Combined (Water, BES, and Penalty) AR Balances

| AR Combined in millions | Total | Current <30 days | Past Due >30 days | % Past Due |
|-----------------------------------|--------|---------------------|----------------------|---------------|
| Current Sept | \$50.8 | \$38.2 | \$12.6 | 24.9% |
| Prior Sept | 48.7 | 36.8 | 11.9 | 24.5% |

Past Due AR Balances

| Past Due AR Balances in millions | Water | BES | Penalties |
|--|-------|-------|-----------|
| Current Sept | \$1.8 | \$6.1 | \$1.7 |
| Prior Sept | 1.8 | 5.6 | 1.7 |

Note: Water's billings, receivables, and cash receipts include 100% of the base charge but exclude penalty charges. Penalty transactions are reported separate from Water's billings and cash collections. Penalties assessed on delinquent accounts are not included in Water's reported billings.