



# INVOICE

Gladstone, MI  
Attention: Vicki Schroeder  
1100 Delta Avenue  
GLADSTONE MI 49837

Invoice Date  
14 Sep 2023

Invoice Number  
INV-0927

Waterworth  
PO Box 23118  
Victoria, BC V8V 4Z8  
Canada

www.waterworth.net  
info@waterworth.net  
1-844-34-WATER

Description	Quantity	Unit Price	Amount USD
Annual Waterworth Software Subscription (Unlimited)	1.00	17,500.00	17,500.00

Covers Waterworth subscription October 2023 - September 2024

\*\*\*Note: If sending cheque for payment make sure international postage is applied. We also accept ACH or credit card payment.  
Contact  
payments@waterworth.net  
for more info.

Subtotal 17,500.00

**TOTAL USD 17,500.00**

## Due Date: 1 Oct 2023

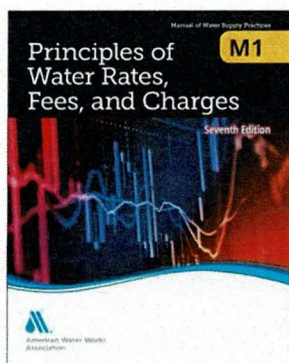
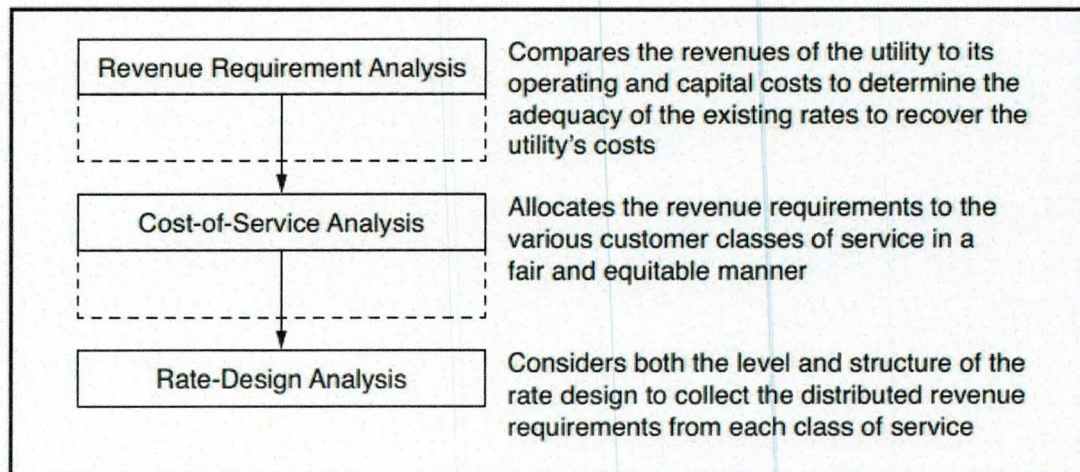
Please make all checks payable to: Waterworth  
If paying by cheque, international shipping (\$1.50 US postage) is required

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GST: 789699329  
IRS TIN: 98-1320761  
Waterworth is W9 Exempt - Contact us for a copy of our W-8BEN-E Form

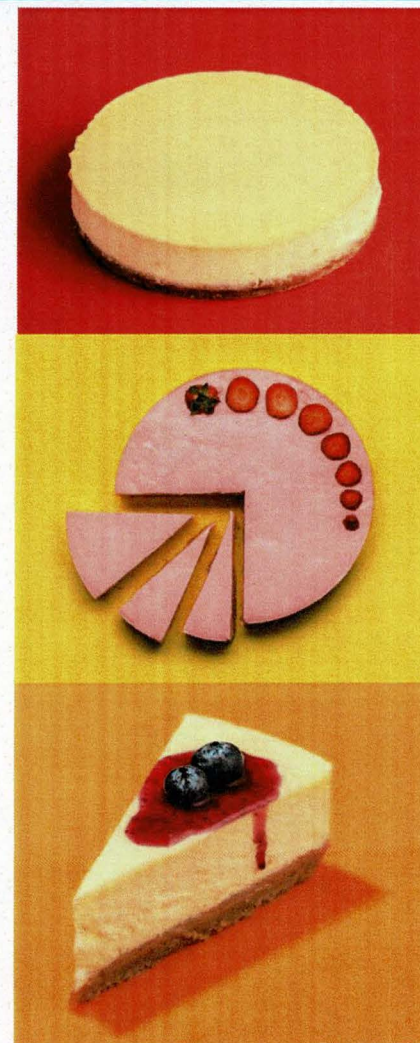


# Components of a Rate Review

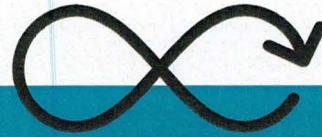


**American Water Works Association**

*Dedicated to the World's Most Important Resource®*

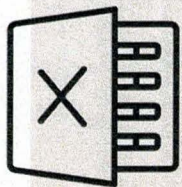






## Continuous Process

### Cloud Based Platform



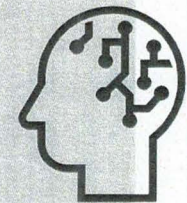
Control  
Low Cost

Like  
MS Excel



Communication  
Collaboration

3<sup>rd</sup> Party  
Heavy lifting



Like  
Consultants



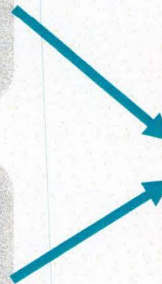
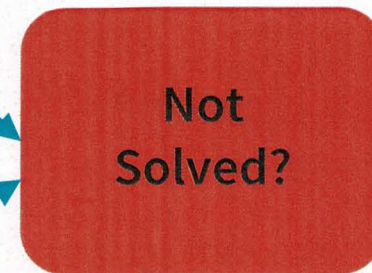
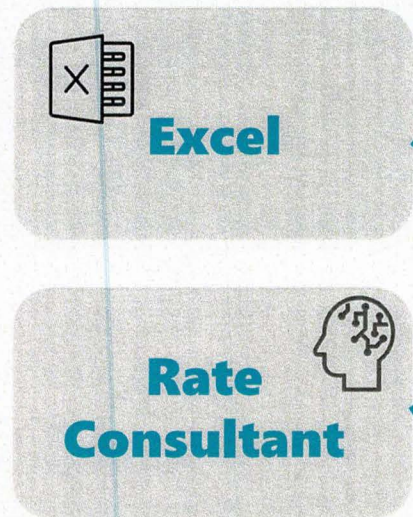




**\$1 Trillion  
Infrastructure deficit**

**Traditional  
Solutions**

**Challenges**







## OBJECTIVES

- **Aging infrastructure** – Replacement & Maintenance
- **Continuous Rate Analysis** – Water, Wastewater, Electric, SW
- **Regulatory Compliance** – EGLE – Executive Order
- **Full cost recovery** – rising O&M and capital costs
- **Affordability** – Equitability & Fairness
- **Funding Strategy** – Mix of cash, bonds, grants, reserves
- **Integrated Planning** – collaborative, easy data-transfer
- **Communication** – Financial & Capital Needs

## CRITICAL BUSINESS ISSUE:

**Major Financial and  
Capital needs for  
long-term asset  
replacement.  
Communicating  
needs clearly**





- Aging Infrastructure
- Integrated Planning
- Communication

- Full-Cost Recovery
- Funding Strategy
- Integrated Planning
- Communication

- Rate Adjustments
- Affordability



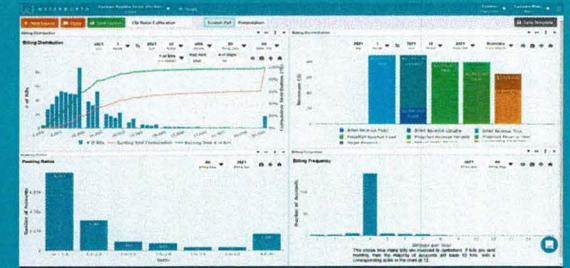
### Strategic Asset Planning



### Long Term Financial Modeling

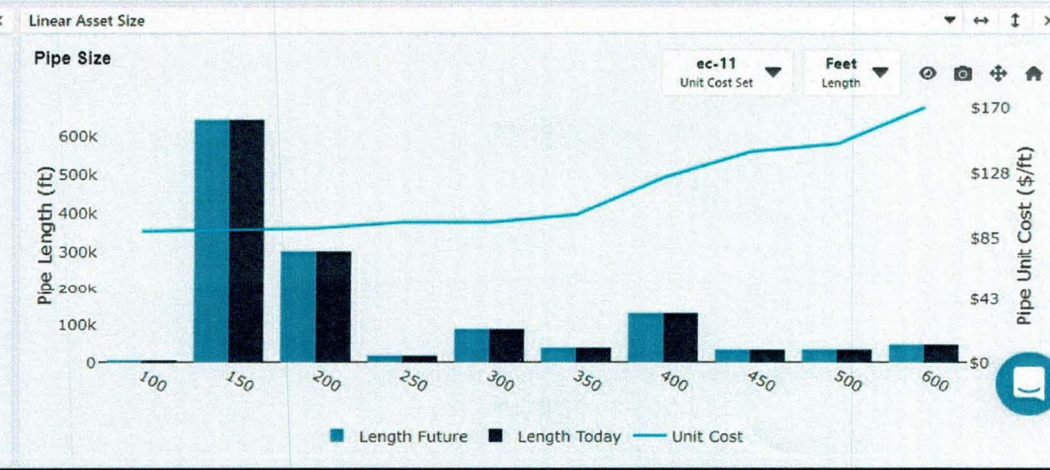
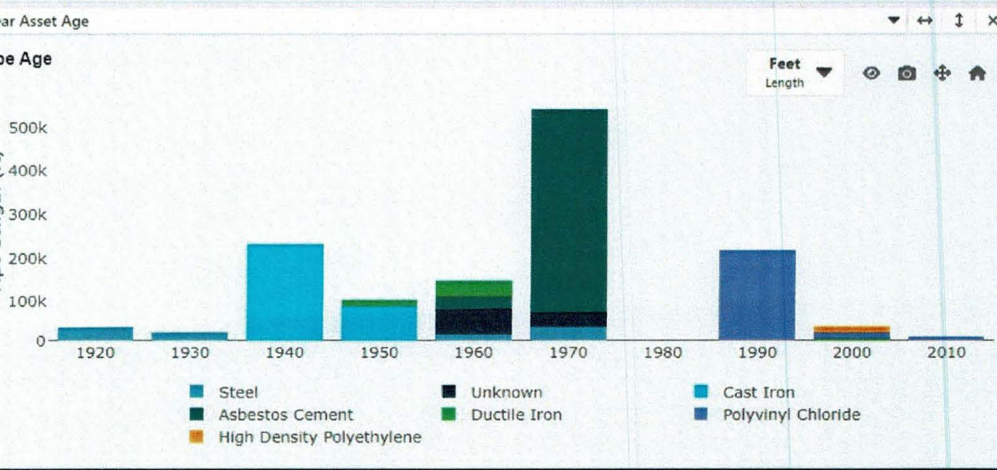
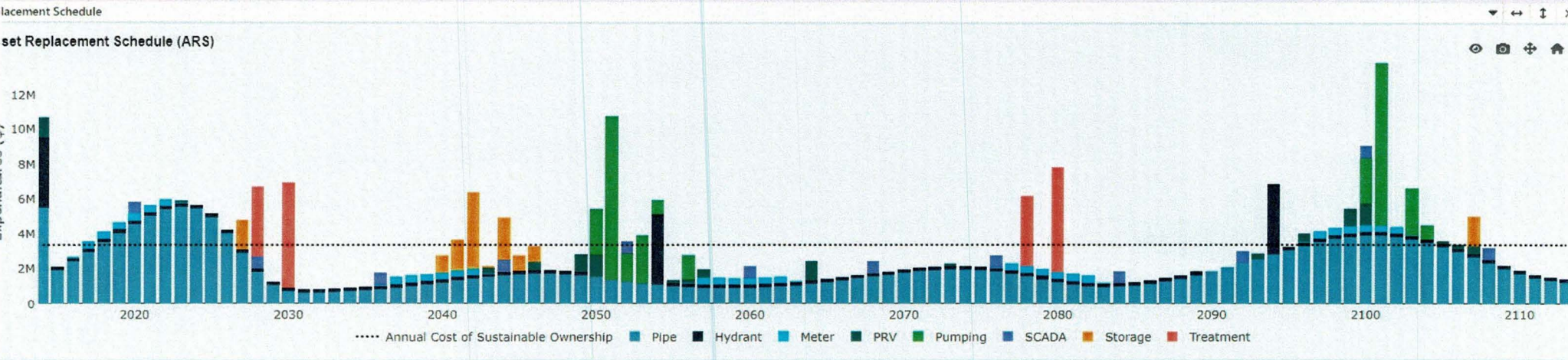


### Detailed Rate Design



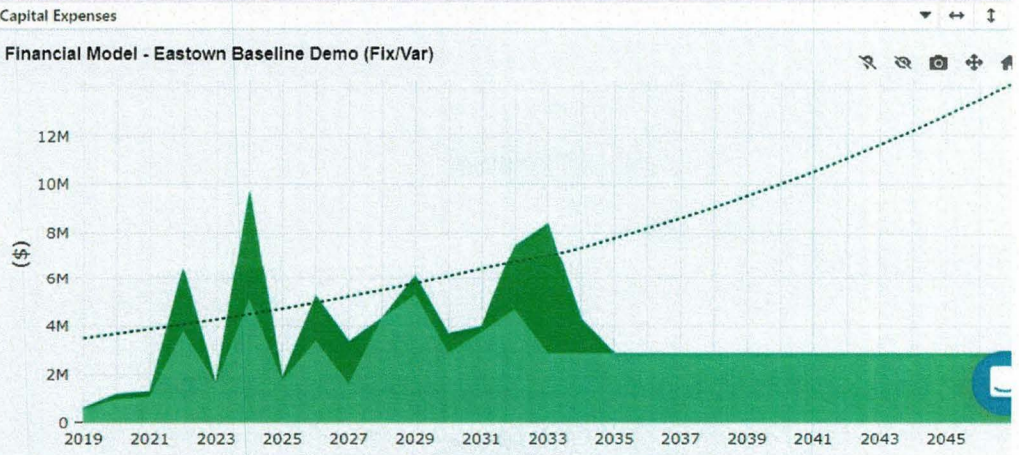
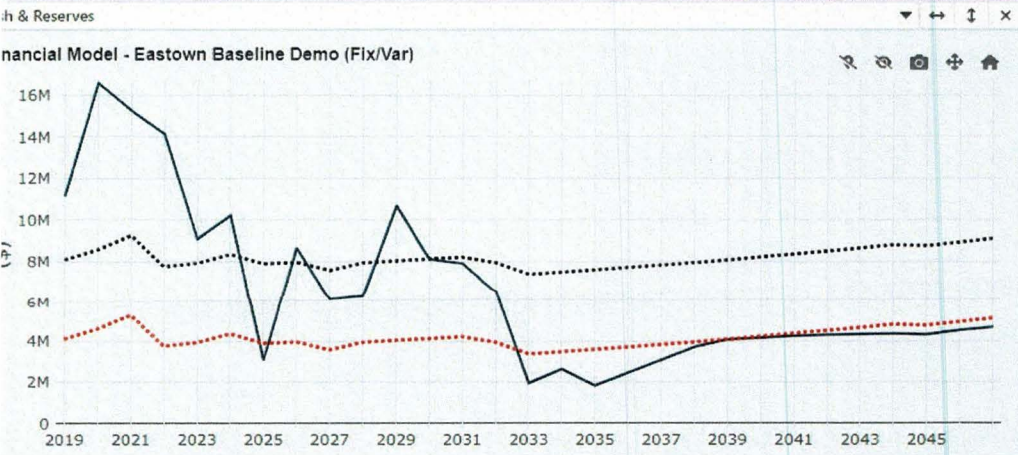
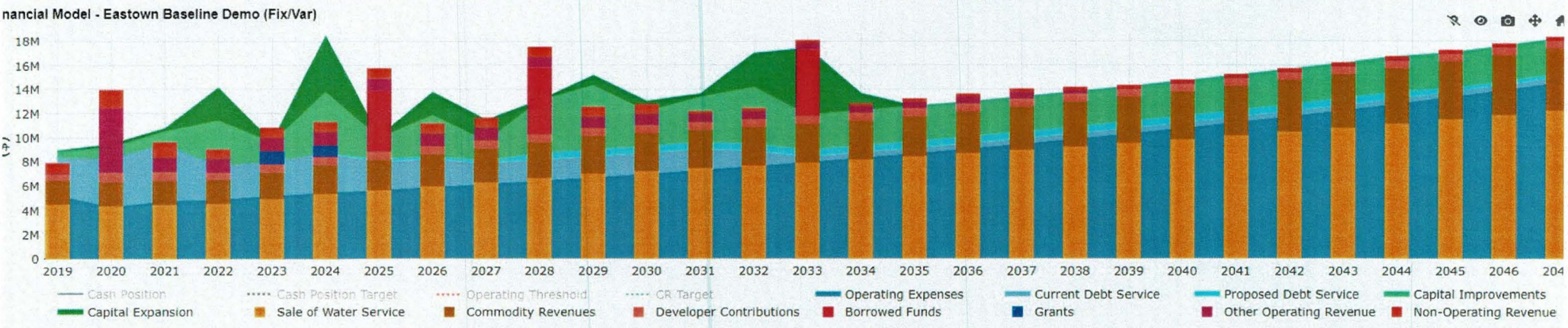


# Asset Replacement Schedule



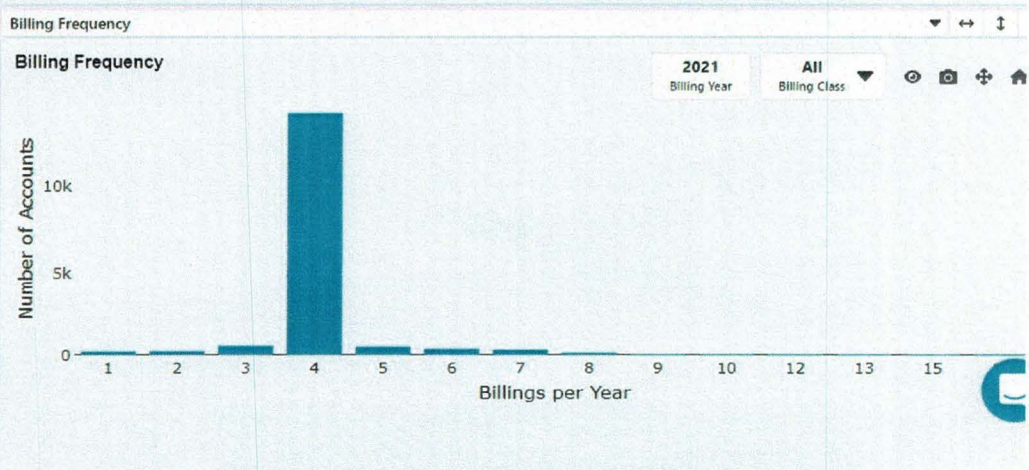
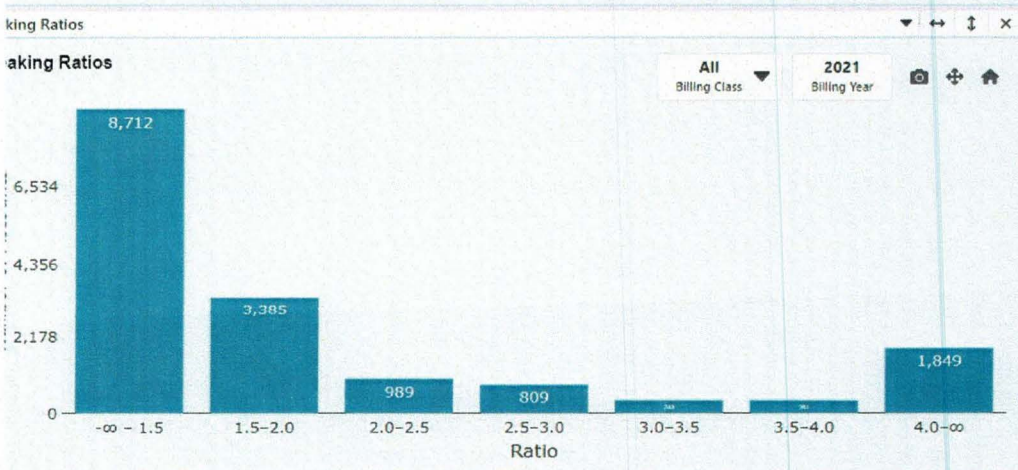
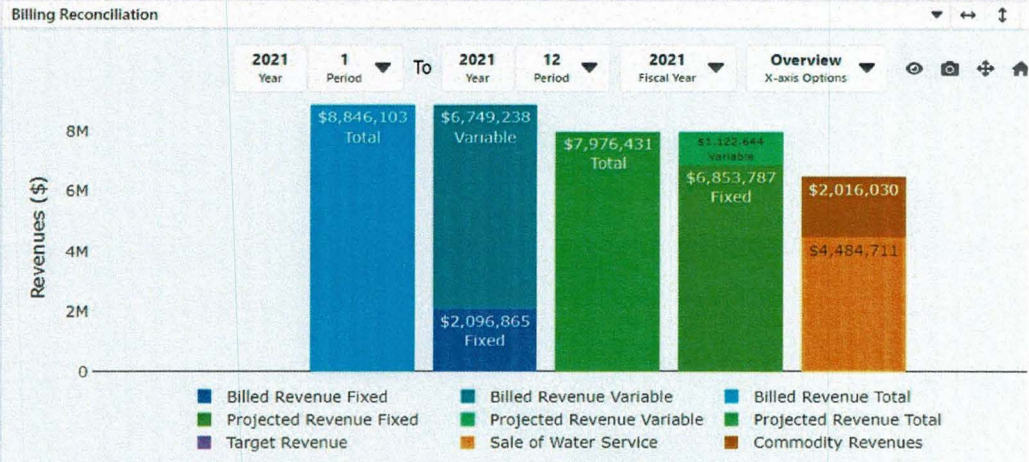
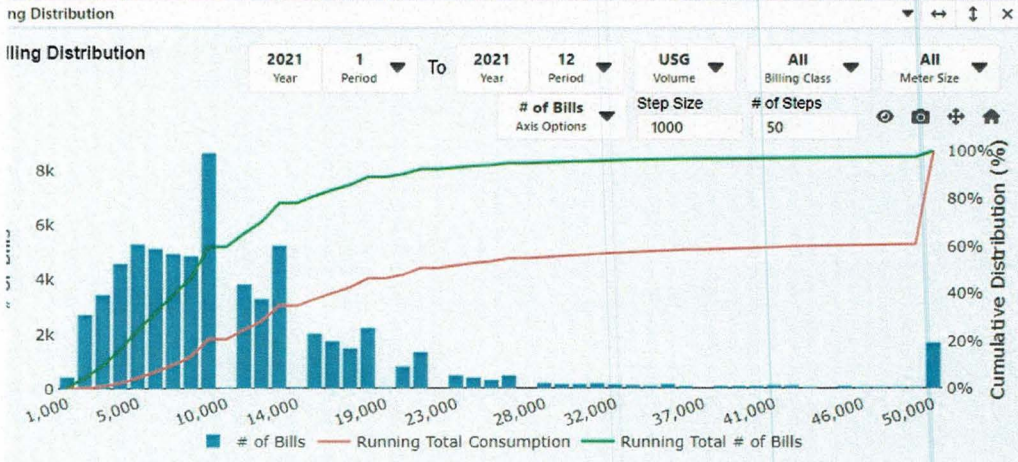


# Long Term Financial Model





# Rate Design





## All Public Funds & Services

1. Analyze many **Infrastructure-Based Services**
2. View **Aggregated Analysis**
3. Consistency of **Data Visualization**
4. Easier **Communication**

### Select a service area to display.

To avoid this message in the future, change your preferences.

Northtown Water (Water)

Northtown Sewer (Wastewater)

Northtown Stormwater (Stormwater)

Northtown General Fund (General Fund)

Northtown Marina (Marina)

Northtown Streets (Road)

Northtown Solid Waste (Solid Waste)

Northtown Fire Rescue (Fire Rescue)

Northtown Airport (Airport)

Northtown Electric (Electric)

Northtown Recycling (Recycling)

Northtown Fleet (Fleet)