



Electric Utility Presentation
January 28, 2020 6:00 PM
Ed Liberty, Electric Utility Director

FINANCIAL OVERVIEW

SUMMARY OF FINANCIAL ACTIVITY FY 2019 (BUDGET - vs- ACTUAL)							
#	Category		FY 2019 1st Qtr	FY 2019 2nd Qtr	FY 2019 3rd Qtr	FY 2019 4th Qtr	Totals
A.	12 Month (Bud -vs- Actual) Model						
1	Budget	Operating Revenues	\$ 14,115,359	\$ 11,527,701	\$ 14,022,969	\$ 16,937,566	56,603,595
2	(Oct - Sep)	Operating Expenses	\$(11,562,431)	\$(10,175,221)	\$(11,102,672)	\$(14,058,547)	(46,898,871)
3		Operating Income	2,552,928	1,352,480	2,920,297	2,879,019	9,704,724
B.							
4	Actual	Operating Revenues	\$ 14,160,026	\$ 10,933,415	\$ 14,535,293	\$ 16,692,531	56,321,265
5	(Oct - Sep)	Operating Expenses	\$ (8,384,946)	\$(10,972,188)	\$(11,260,753)	\$(13,584,256)	(44,202,143)
6		Operating Income	5,775,080	(38,773)	3,274,540	3,108,275	12,119,122

ELECTRIC UTILITY DEPARTMENT (Fund # 401)
Profit & Loss Statement (12 mths Actual Preliminary) 1/15/2020

#	CATEGORY DESCRIPTION	FY 2019 (Y-T-D)		
		Oct - Sep Actual	Oct - Sep Budget	Variance
	REVENUES			
1	Convenience Fees	\$ 100,898	\$ 50,000	\$ 50,898
2	Pole Attachment, NSF, Misc Rev	\$ 177,415	\$ 110,810	\$ 66,605
3	Residential Sales	\$ 31,657,591	\$ 31,894,126	\$ (236,535)
4	Commercial Sales	\$ 20,764,787	\$ 21,688,230	\$ (923,443)
5	Street Lighting	\$ 350,576	\$ 355,000	\$ (4,424)
6	Private Area Lighting	\$ 257,418	\$ 250,000	\$ 7,418
7	Service Charge	\$ 651,850	\$ 670,000	\$ (18,150)
8	Late Fees	\$ 516,088	\$ 535,000	\$ (18,912)
9	Investments	\$ 343,058	\$ 180,000	\$ 163,058
10	Capacity Revenues (PESco/FGU)	\$ 258,814	\$ -	\$ 258,814
11	Other Revenues	\$ 127,414	\$ 25,350	\$ 102,064
12	FDOT Reimbursement	\$ 173,116	\$ 131,000	\$ 42,116
13	CAIC	\$ 228,160	\$ -	\$ 228,160
14	Contribution From Enterprise Funds	\$ 714,080	\$ 714,080	\$ -
15	Operating Revenues	\$ 56,321,265	\$ 56,603,595	\$ (282,330)

ELECTRIC UTILITY DEPARTMENT (Fund # 401)
Profit & Loss Statement (12 mths Actual Preliminary) 1/15/2020

#	CATEGORY DESCRIPTION	FY 2019 (Y-T-D)		
		Oct - Sep Actual	Oct - Sep Budget	Variance
	EXPENDITURES			
19	Salary & Benefits	\$ 8,205,061	\$ 8,301,720	\$ (96,659)
20	Overtime	\$ 775,734	\$ 728,243	\$ 47,491
21	Professional Services (Info Tech)	\$ 490,040	\$ 490,040	\$ 0
22	Contractual Services	\$ 2,344,615	\$ 2,656,760	\$ (312,145)
23	Contractual Services PPA	\$ 27,436,605	\$ 30,583,878	\$ (3,147,273)
24	Contractual Services PESCO	\$ 200,621	\$ -	\$ 200,621
25	Travel & Training	\$ 39,453	\$ 79,200	\$ (39,747)
26	Insurance	\$ 721,330	\$ 721,330	\$ (0)
27	Maintenance	\$ 1,427,122	\$ 1,798,150	\$ (371,028)
28	Utility & Communication	\$ 296,426	\$ 243,840	\$ 52,586
29	Hurricane Dorian Expenses	\$ -	\$ -	\$ -
30	Operating Expenses	\$ 2,265,137	\$ 1,261,960	\$ 1,003,177
31	Operating Expenses	\$ 44,202,143	\$ 46,898,871	\$ (2,662,978)

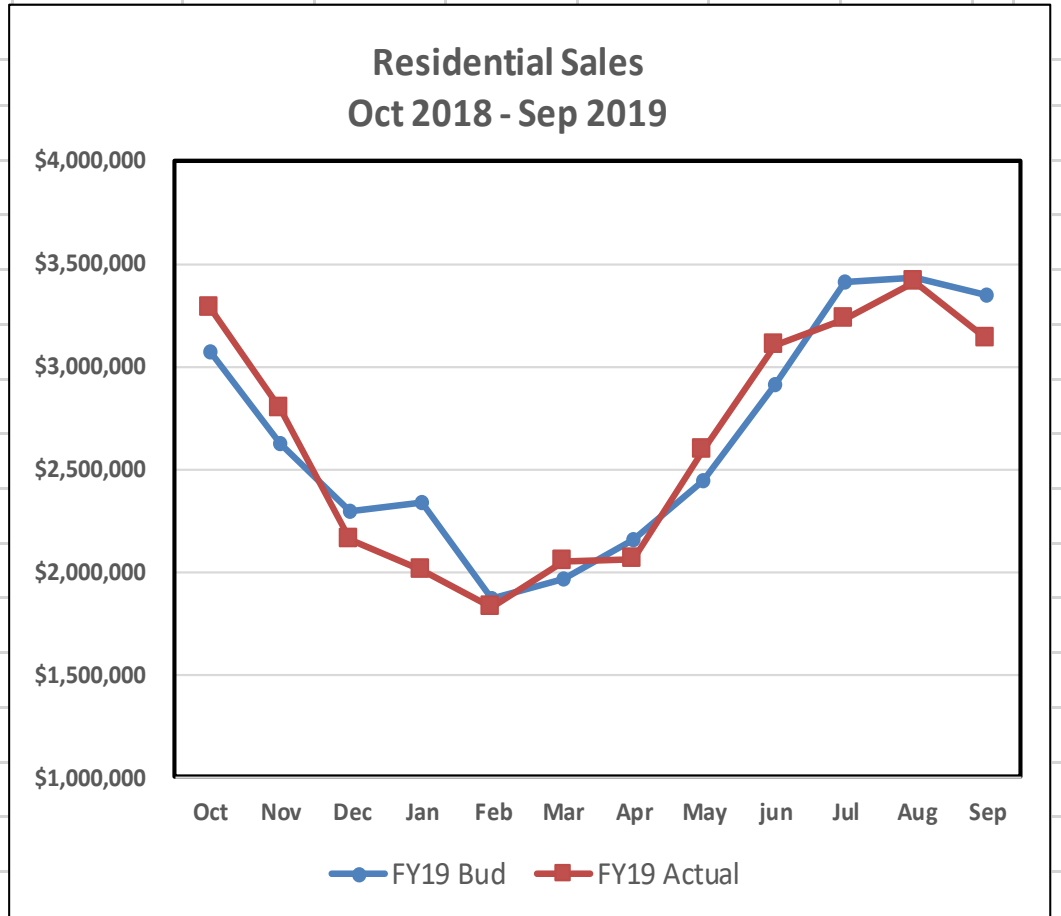
SALARY AND OVERTIME REPORT

	SALARY & OVERTIME	FISCAL YEAR 2019				FISCAL YEAR 2018				FISCAL YEAR 2017			
		YTD Salary	YTD Overtime	Total Sal & O/T	YTD %	YTD Salary	YTD Overtime	Total Sal & O/T	YTD %	YTD Salary	YTD Overtime	Total Sal & O/T	YTD %
1	Administration	\$ 563,007	\$ 2,259	\$ 565,266	0%	\$ 519,120	\$ 2,847	\$ 521,967	1%	\$ 387,637	\$ 10,490	\$ 398,127	3%
2	Engineering	\$ 566,166	\$ 2,461	\$ 568,627	0%	\$ 609,238	\$ 2,837	\$ 612,075	0%	\$ 600,828	\$ 15,076	\$ 615,904	3%
3	Power Plant	\$ 849,364	\$ 140,753	\$ 990,117	17%	\$ 999,859	\$ 168,090	\$1,167,949	17%	\$ 1,171,440	\$ 267,810	\$ 1,439,251	23%
4	System Ops	\$ 584,562	\$ 82,779	\$ 667,342	14%	\$ 608,007	\$ 70,085	\$ 678,092	12%	\$ 536,847	\$ 160,796	\$ 697,643	30%
5	Trans & Distr	\$ 1,669,871	\$ 483,396	\$ 2,153,267	29%	\$1,677,224	\$ 464,476	\$2,141,700	28%	\$ 2,001,032	\$ 864,904	\$ 2,865,936	43%
6	Meter Shop	\$ 496,953	\$ 9,061	\$ 506,015	2%	\$ 491,854	\$ 8,089	\$ 499,943	2%	\$ 119,494	\$ 17,619	\$ 137,114	15%
7	Customer Serv	\$ 484,952	\$ 40,127	\$ 525,079	8%	\$ 540,747	\$ 52,040	\$ 592,787	10%	\$ 494,514	\$ 60,993	\$ 555,507	12%
8	Total	\$ 5,214,875	\$ 760,836	\$ 5,975,711	15%	\$5,446,049	\$ 768,464	\$6,214,513	14%	\$ 5,311,793	\$ 1,397,687	\$ 6,709,480	26%
	Reduction in Salary & Overtime Costs (FY2017 - FY2019) = \$733,769			\$ (238,802)				\$ (494,967)					

Residential Sales \$\$\$

RESIDENTIAL & COMMERCIAL SALES (4 YEAR TREND ANALYSIS)

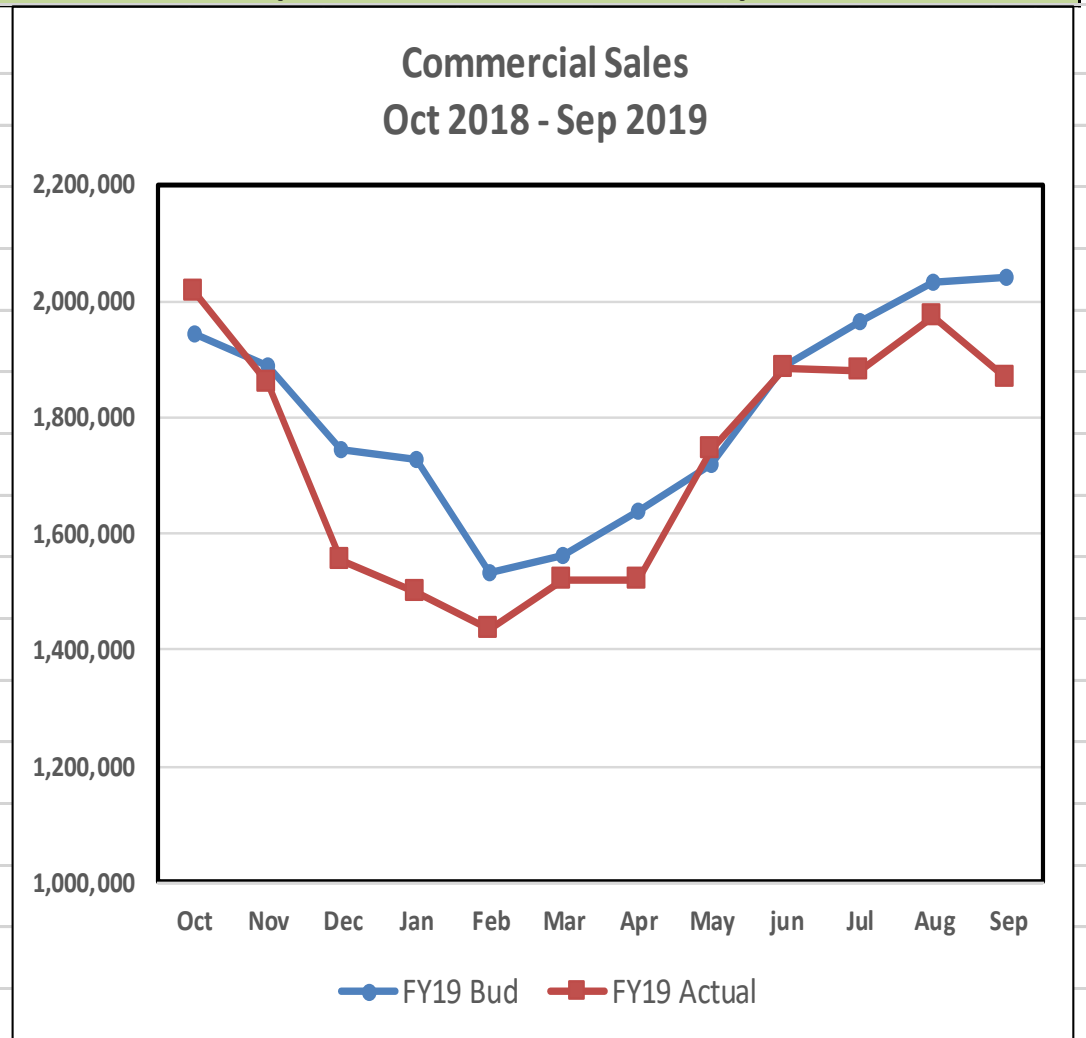
1	Residential Sales \$\$\$		
Period	Mth	FY19 Bud	FY19 Actual
1	Oct	\$ 3,072,983	\$ 3,282,901
2	Nov	\$ 2,624,523	\$ 2,796,694
3	Dec	\$ 2,296,678	\$ 2,157,835
4	Jan	\$ 2,342,823	\$ 2,010,513
5	Feb	\$ 1,874,947	\$ 1,825,358
6	Mar	\$ 1,967,589	\$ 2,050,490
7	Apr	\$ 2,154,840	\$ 2,061,902
8	May	\$ 2,446,325	\$ 2,595,424
9	jun	\$ 2,913,564	\$ 3,100,075
10	Jul	\$ 3,417,397	\$ 3,234,351
11	Aug	\$ 3,432,673	\$ 3,411,228
12	Sep	\$ 3,349,784	\$ 3,130,819
		\$ 31,894,126	\$ 31,657,591
		YTD Variance	\$ (236,535)
		% Variance	-0.742%



Commercial Sales \$\$\$

RESIDENTIAL & COMMERCIAL SALES (4 YEAR TREND ANALYSIS)

2	Commercial Sales \$\$\$		
Period	Mth	FY19 Bud	FY19 Actual
1	Oct	\$ 1,942,168	\$ 2,015,388
2	Nov	\$ 1,893,654	\$ 1,859,451
3	Dec	\$ 1,759,915	\$ 1,555,453
4	Jan	\$ 1,743,258	\$ 1,498,961
5	Feb	\$ 1,500,011	\$ 1,435,427
6	Mar	\$ 1,573,635	\$ 1,519,363
7	Apr	\$ 1,632,793	\$ 1,522,628
8	May	\$ 1,722,146	\$ 1,747,241
9	jun	\$ 1,876,580	\$ 1,887,345
10	Jul	\$ 1,930,491	\$ 1,879,914
11	Aug	\$ 2,045,760	\$ 1,975,639
12	Sep	\$ 2,067,819	\$ 1,867,977
		\$ 21,688,230	\$ 20,764,787
		YTD Variance	\$ (923,443)
		% Variance	-4.258%



#	FY 2019 - Electric Utility Balanced Scorecard (Financial & Customer Quadrants)												
		FY 2018		FY 2019				Variance Analysis					
	Oct - Sep	September (\$)	YTD \$	September (\$)	YTD (\$)	Mthly Budget \$	YTD Budget \$	Month Variance to Prior Year	YTD Variance to Prior Year	Month Variance to Budget	YTD Variance to Budget		Growth Factor (+/-)
	Operating Revenues												
1	Residential Sales	\$ 3,162,320	\$30,564,427	\$ 3,130,819	\$ 31,657,592	\$ 3,349,784	\$ 31,894,127	\$ (31,501)	\$ 1,093,164	\$ (218,965)	\$ (236,535)	-0.7%	3.6%
2	Commercial Sales	\$ 2,039,165	\$21,797,340	\$ 1,955,696	\$ 21,767,213	\$ 2,153,235	\$ 22,713,229	\$ (83,469)	\$ (30,128)	\$ (197,539)	\$ (946,016)	-4.2%	-0.1%
3	Private Area Lighting	\$ 20,496	\$ 256,841	\$ 21,726	\$ 257,418	\$ 20,833	\$ 249,999	\$ 1,229	\$ 576	\$ 892	\$ 7,418	3.0%	0.2%
4	Pole Attachment Revenues	\$ 3,636	\$ 76,736	\$ 179,297	\$ 219,117	\$ 15,435	\$ 110,810	\$ 175,661	\$ 142,381	\$ 163,862	\$ 108,307	97.7%	185.5%
5	CAIC	\$ -	\$ -	\$ -	\$ 228,160	\$ -	\$ -	\$ -	\$ 228,160	\$ -	\$ 228,160	0.0%	0.0%
6	Other Revenues	\$ 259,399	\$ 2,295,531	\$ 328,132	\$ 2,191,766	\$ 65,863	\$ 1,635,430	\$ 68,733	\$ (103,765)	\$ 262,270	\$ 556,336	34.0%	-4.5%
7	Total Operating Revenues	\$ 5,485,016	\$54,990,876	\$ 5,615,670	\$ 56,321,265	\$ 5,605,149	\$ 56,603,595	\$ 130,654	\$ 1,330,389	\$ 10,520	\$ (282,330)	-0.5%	2.4%
8	Operating Expenses												
9	Labor (Salaries+Overtime)	\$ 426,264	\$ 9,155,686	\$ 798,190	\$ 8,980,795	\$ 694,613	\$ 9,029,963	\$ 371,927	\$ (174,891)	\$ 103,578	\$ (49,168)	-0.5%	-1.9%
10	Purchase Power Costs	\$ 7,534,647	\$34,586,216	\$ 2,876,526	\$ 27,436,605	\$ 3,212,173	\$ 30,583,878	\$(4,658,121)	\$ (7,149,611)	\$(335,647)	\$(3,147,273)	-10.3%	-20.7%
11	Capacity Sale (PESCO)	\$ -	\$ -	\$ 244,750	\$ 200,621	\$ -	\$ -	\$ 244,750	\$ 200,621	\$ 244,750	\$ 200,621	0.0%	0.0%
12	Other O&M Costs	\$ 2,064,970	\$ 8,056,158	\$ 1,436,847	\$ 7,584,122	\$ 604,273	\$ 7,251,280	\$ (628,123)	\$ (472,036)	\$ 832,573	\$ 332,842	4.6%	-5.9%
13	Total Operating Expenses	\$ 10,025,881	\$51,798,059	\$ 5,356,313	\$ 44,202,143	\$ 4,511,059	\$ 46,865,121	\$(4,669,567)	\$ (7,595,917)	\$ 845,254	\$ (2,662,978)	-5.7%	-14.7%

FINANCIAL & CUSTOMER SERVICE QUADRANTS

14		Energy Dispersed (kWHrs)	Sep'18 (kWHrs)	Sep'19 (kWHrs)	Monthly Variance (kWHrs)		Oct'17-Sep'18 (kWHrs)	Oct'18- Sep'19 (kWHrs)	YTD Variance to Prior Year					
15														
16		Residential (kWh)	27,323,371	26,016,577	(1,306,794)	-5.0%	249,504,724	259,830,749	10,326,025	4.0%				
17		Residential Net Metered	-	88,587	-	0.0%	-	474,406	-	0.0%				
18		Commercial (kWh)	9,582,746	8,889,164	(693,582)	-7.8%	100,062,788	98,276,034	(1,786,754)	-1.8%				
19		Commercial Net Metered	-	31,636	-	0.0%	-	190,900	-	0.0%				
20		Private Area Lighting	100,730	102,176	1,446	1.4%	1,211,252	1,210,766	(486)	0.0%				
21		Other / Gov't	7,053,906	6,980,076	(73,830)	-1.1%	77,674,147	77,430,781	(243,366)	-0.3%				
22		Street Lights	212,810	212,810	-	0.0%	2,553,302	2,553,720	418	0.0%				
23		SUB-TOTAL	44,273,563	42,321,026	(2,072,760)	-4.9%	431,006,213	439,967,356	8,295,837	1.9%				
24		Energy Received (Net to System)	Sep'18 (kWHrs)	Sep'19 (kWHrs)	Monthly Variance (kWHrs)		Oct'17-Sep'18 (kWHrs)	Oct'18- Sep'19 (kWHrs)	YTD Variance to Prior Year					
25		Wholesale Power Received (less solar) (MWHrs)	47,081,839	45,284,023	(1,797,816)	-3.8%	469,291,955	470,437,918	1,145,963	0.2%				
26		Lake Worth Solar Plant Production (KWHrs)	272,100	279,000	6,900	2.5%	3,120,730	3,142,000	21,270	0.7%				
27		Degree Days	Sep'18	Sep'19	Monthly Variance		Oct'17-Sep'18	Oct'18-Sep'19	YTD Variance to Prior Year					
28			540	529	(11)	-2.1%	4,510	4,766	256	5.7%				
29		Meter Data	Aug-18			Aug-19			Monthly Variance		Monthly Variance		Monthly Variance	
30			Meters	Avg \$	Total \$	Meters	Avg \$	Total \$	Meters		Average \$		Total \$	
31		Amount Owed at Disconnect	522	\$ 216	\$ 112,585	589	\$ 221	\$ 129,970	67	12.8%	\$ 5	2.3%	\$ 17,385	15.4%
32		Collection Data	* May / Jun '2019			* Jun / Jul '2019			* 3 month lag - Latest collection data provided by Meter Shop					
33		Collections (Jun'19 vs- Jul'19)	65	\$ 201	\$ 13,034	100	\$ 208	\$ 20,838	35	53.8%	\$ 8	3.9%	\$ 7,804	59.9%

FINANCIAL & CUSTOMER SERVICE QUADRANT

CATEGORY	Sep-18	Sep-18 YTD	Sep-19	Sep-19 YTD	Month Variance to Prior Year		YTD Var to Prior Year	
Street Lights								
Fleet Availability	96.70%		98.11%					
Out of Service	145		87					
Repair Time (Target 2 Days)	8.3 days		3.2 days					
Energy Conservation Audits Completed	36	332	28	278	-7.5	-21.1%	-54.5	-16.4%
Meter Tampering	8	114	13	95	5	62.5%	-19	-16.7%
Customer Disconnects	522	6061	589	6564	67	12.8%	503	8.3%
Solar Data	Sep-18	Sep-18 YTD	Sep-19	Sep-19 YTD	Month Variance to Prior Year		YTD Var to Prior Year	
Net Metered Customers	66	N/A	96	N/A	30	45%	N/A	N/A
Solar Energy Purchases from Customers (KWHrs)	44,772	410,736	48,140	627,907	3,368	8%	217,171	53%

CUSTOMER SERVICES									
Payment Methods by Customers									
PAYMENT TYPE	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19
CREDIT CARDS	47%	43%	41%	43%	47%	45%	49%	49%	50%
CHECKS	30%	33%	35%	33%	30%	30%	28%	29%	27%
e-Checks	-	-	-	-	-	-	<1%	<1%	<1%
ACH (old)	11%	11%	11%	12%	11%	12%	11%	10%	10%
AUTO PAY (new)	-	-	-	-	-	-	-	-	-
CASH (local office)	12%	13%	12%	12%	12%	13%	11%	11%	11%
CASH (PayNearMe)	-	-	-	-	-	-			<1%
# of Transactions	28,387	23,682	25,931	28,040	27,047	22,893	30,596	27,919	27,336
PAYMENT DETAIL	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19
ONLINE	42%	39%	37%	39%	42%	40%	44%	42%	44%
BY MAIL	21%	24%	26%	24%	22%	22%	20%	21%	19%
WALK-INS	17%	17%	16%	16%	15%	18%	16%	16%	16%
ACH (OLD)	11%	11%	11%	12%	11%	12%	11%	10%	10%
AUTO PAY (NEW)	-	-	-	-	-	-	-	-	-
DROP BOX	9%	9%	9%	9%	8%	8%	8%	7%	7%
LOCAL OFFICE	1%	<1%	1%	1%	1%	1%	<1%	0%	0%
PAYMENTUS IVR	-	-	-	-	-	-	1%	4%	3%
PAY NEAR ME	-	-	-	-	-	-			0%
# of Transactions	28,387	23,682	25,931	28,040	27,047	22,893	30,596	27,919	27,336
WALK-INS	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19
CASH	72%	74%	73%	74%	73%	72%	72%	73%	74%
CREDIT CARD	25%	24%	25%	24%	26%	26%	25%	25%	23%
CHECK	3%	2%	2%	2%	2%	2%	3%	2%	3%
# of Transactions	4,753	4,071	4,280	4,698	4,402	4,034	4,856	4,354	4,212
Additional "Billed Deposits" Summary									
Months	# Letters	Required Deposit	Current Deposit Amount	Additional Billed Deposit Amount	Total Outstanding Bal. Due				
Jun'19	361	249,400	90,463	158,937	180,411				
Jul'19	370	268,850	108,083	160,767	194,202				
Aug'19	434	314,800	137,754	177,046	237,328				
Sep'19	364	277,950	106,392	171,558	202,229				
Total	1529	1,111,000	442,692	668,308	814,170				

RELIABILITY DEFINITIONS

- **CAIDI**- Customer Average Interruption Duration Index - is the average outage duration experienced by a customer and is also a measure of restoration time.
- **SAIDI**- System Average Interruption Duration Index - is the average outage duration for each customer served.
- **SAIFI** - System Average Interruption Frequency Index - is the average number of interruption a customer would experience.
- **MAIFI** - Momentary Average Interruption Frequency Index - is the average number of momentary interruption a customer would experience in a given period of time (typically a year)
- **LBAR** - Measures the average length of a single outage.

YEARLY RELIABILITY DATA					
YEARS	SAIFI	SAIDI	CAIDI	MAIFI	LBAR
2018	3.262	132.747	40.701	4.663	173.843
2019	1.967	79.842	40.585	4.835	124.614
2019 -VS- 2018	-39.7%	-39.9%	-0.3%	3.7%	-28.3%

NET METERING DATA

Customers Connected & Running	108
Complete Interconnection Packages Rec'd	61
Incomplete Interconnection Packages (Not Notarized)	19
Number of Non-Responses	28
New Applications in Permitting Status	5

End.....Questions

