



DANVILLE UTILITY COMMISSION AGENDA

CITY COUNCIL CHAMBERS

February 26, 2024

4:00 PM

A. CALL TO ORDER

B. ROLL CALL

C. ITEMS FOR DISCUSSION

1. Minutes of the January 22, 2024 Commission Meeting
2. Review of December Financial Statements
3. Follow-up discussion: Fiscal Year 2025 Utilities Budget
4. Customer Electric Outage Notification System

ADJOURN

Next Meeting: March 25, 2024 at 4:00pm



STAFF REPORT

DATE: February 26, 2024
TO: Danville Utility Commission
FROM:
RE: Minutes of the January 22, 2024 Commission Meeting

ATTACHMENTS

1. January 22 2024 DUC Minutes



Danville Utility Commission
4:00 p.m. January 22, 2024 Meeting
Council Chambers, City Hall
Minutes

Commission Members Present: Ken Larking, Helm Dobbins, Vanessa Cain, Mary Williamson, Steven Merricks, Gary Miller, Murray Whittle

Commission Members Absent: Sheila Williamson-Branch, Anna Kautzman

Staff Present: Jason Grey, Ryan Dodson, Tiffany Swanson-Jones, Janet Davis, Amy Chandler, Stephen Morrison, Michael Adkins

Others Present:

Call to Order

Chairman Cain opened the meeting and asked that the attendance be recorded. As a quorum was present, the meeting was called to order.

Discussion/Business Items

Minutes of December 4, 2023 Commission Meeting

Ms. Cain asked for any corrections, deletions, or adjustments to the minutes from December 4, 2023.

Mr. Dobbins made a motion to approve the minutes. Mr. Merricks seconded, all present members voted in favor, and the motion carried unanimously.

Review of Utilities' Financial Statements

Ms. Chandler presented the November financial statements for each utility fund.

Dr. Miller asked why the gas fund is half what it was last year. Mr. Grey responded that the warmer winter has contributed to lower prices.

Introduction to Fiscal Year 2025 Utilities Budget

Ms. Swanson-Jones presented the proposed Wastewater, Water, Gas, Electric and Telecommunication budgets for FY2025. Mr. Grey presented capital improvement projects.

Wastewater

The wastewater budget contains a capital project for the replacement of the Southside Pumping Station. This project will be funded by grants and bonds.

Water

The water budget contains funding for the Westover Pumping Station relocation-pressure zone change and cast iron water main replacements.

Gas

The gas fund includes funding for replacing the Goodyear Boulevard/South Main Street Gas Main Loop and engineering for the Transco gas gate expansion.

Electric

The electric budget contains funding for the New Design Substation construction, Piney Forest Substation partial upgrade, and Brantley 138 kV Transformer Upgrade.

Mr. Murray asked if the retired substation equipment is refurbished or scrapped. Mr. Grey responded that in the case of Brantley, it will be refurbished to have on hand for future use if needed due to the lead time for new equipment.

There is also \$3 million allocated for distribution circuit upgrades, Rocksprings-Kentuck-White Oak transmission line upgrade, Pinnacles transmission line upgrade, and various reliability projects. Danville Utilities Applied for Department of Energy Grid Resilience and Innovation Program to cover 75% of the cost of these projects.

Department Discussions

Mr. Larking welcomed Mr. Murray to the Utility Commission.

Adjournment

Ms. Cain announced that the next Utility Commission meeting will be Monday, February 26 at 4:00pm. Being no further business, a motion was made by Mr. Merricks and seconded by Ms. Williams that the meeting be adjourned. The meeting was adjourned at 4:44pm.

Submitted by Janet C. Davis
Secretary to the DUC

February 26, 2024

Date Approved

Chairman
Danville Utility Commission



STAFF REPORT

DATE: February 26, 2024
TO: Danville Utility Commission
FROM: Amy Chandler, Assistant Director of Finance
RE: Review of December Financial Statements

December financials will be reviewed.

ATTACHMENTS

1. DUC Financial Statements Dec 2023 corrected

CITY OF DANVILLE
UTILITY FUNDS
COMBINING STATEMENT OF NET ASSETS - UNAUDITED
DECEMBER 31, 2023

	WASTEWATER	WATER	GAS	ELECTRIC	TELECOM	DECEMBER 31, 2023
<u>ASSETS</u>						
Equity in pooled Cash and Investments	\$ 7,156,990.56	13,503,159.79	13,481,656.98	20,842,323.76	1,301,718.37	56,285,849.46
Receivables (Net of allowances for Uncollectible):						
Accounts	1,255,736.21	1,141,149.54	2,576,956.60	14,951,685.17	23,013.39	19,948,540.91
Power/Gas Cost Recovery	-	-	(44,118.74)	(4,558,810.08)	-	(4,602,928.82)
Pension Assets	93,746.00	172,308.00	123,133.00	507,623.00	20,347.00	917,157.00
Inventory of Gas, Materials and Supplies, at Cost	-	1,124,834.49	912,319.87	3,216,441.23	240,240.64	5,493,836.23
Fixed Assets	107,368,127.76	87,345,113.16	72,256,874.54	326,868,074.83	11,295,769.82	605,133,960.11
Accumulated Depreciation	(54,031,557.90)	(45,527,563.35)	(31,964,156.91)	(148,092,844.47)	(4,954,125.50)	(284,570,248.13)
Deferred Outflows - Pension	287,260.00	527,994.00	377,311.00	1,555,480.00	62,346.00	2,810,391.00
TOTAL ASSETS	<u>\$ 62,130,302.63</u>	<u>58,286,995.63</u>	<u>57,719,976.34</u>	<u>215,289,973.44</u>	<u>7,989,309.72</u>	<u>401,416,557.76</u>
<u>LIABILITIES AND NET ASSETS</u>						
Liabilities						
Accounts Payable	\$ 492,083.36	246,299.81	1,401,521.03	9,827,926.21	54,022.90	12,021,853.31
Accrued Interest Payable	18,679.85	111,687.88	10,742.85	668,400.51	-	809,511.09
Customer Deposits	-	-	-	4,166,711.54	-	4,166,711.54
Accrued Vacation, Sick Leave & Workers Comp.	1,440.00	155,673.98	86,380.94	614,499.48	10,973.20	868,967.60
Deferred Gain / Loss - Refunding Bonds	(91,602.10)	(88,594.45)	(47,175.24)	(984,650.97)	-	(1,212,022.76)
Original Issue Premium/Discount (Refunding Bonds)	115,600.57	870,708.76	55,572.99	5,023,065.15	-	6,064,947.47
General Obligation Bonds Payable	1,061,829.37	4,419,070.19	578,613.44	45,416,200.44	-	51,475,713.44
Revenue Bonds Payable	-	3,702,857.14	-	2,777,142.86	-	6,480,000.00
Long-Term Leases, Notes, and Contracts Payable	-	-	-	438,584.85	-	438,584.85
TOTAL LIABILITIES	<u>\$ 1,598,031.05</u>	<u>9,417,703.31</u>	<u>2,085,656.01</u>	<u>67,947,880.07</u>	<u>64,996.10</u>	<u>81,114,266.54</u>
Net Assets						
Contributed Capital	\$ 4,126,782.78	4,676,282.92	1,340,510.58	13,721,622.53	337,248.59	24,202,447.40
Retained Earnings:						
Restricted for Investment in Fixed Assets	\$ 48,123,959.24	28,237,225.25	38,365,195.86	112,821,850.35	6,004,395.73	233,552,626.43
Restricted for Incomplete Projects	7,313,222.85	14,239,520.41	8,631,952.34	8,185,837.57	492,098.59	38,862,631.76
Restricted for Subsequent Expenses	1,673,280.91	79,681.27	20,689.82	1,461,132.17	2,561.98	3,237,346.15
Net Pension Assets	93,746.00	172,308.00	123,133.00	507,623.00	20,347.00	917,157.00
Deferred Outflows - Pension	287,260.00	527,994.00	377,311.00	1,555,480.00	62,346.00	2,810,391.00
Unrestricted	(798,720.21)	1,464,274.47	7,152,838.73	10,644,027.75	1,067,661.73	19,530,082.47
Total Retained Earnings	<u>\$ 56,405,488.79</u>	<u>44,193,009.40</u>	<u>54,293,809.75</u>	<u>133,620,470.84</u>	<u>7,587,065.03</u>	<u>296,099,843.81</u>
TOTAL NET ASSETS	<u>\$ 60,532,271.57</u>	<u>48,869,292.32</u>	<u>55,634,320.33</u>	<u>147,342,093.37</u>	<u>7,924,313.62</u>	<u>320,302,291.21</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 62,130,302.62</u>	<u>58,286,995.63</u>	<u>57,719,976.34</u>	<u>215,289,973.44</u>	<u>7,989,309.72</u>	<u>401,416,557.75</u>

CITY OF DANVILLE
UTILITY FUNDS
COMBINING STATEMENT OF REVENUES, EXPENSES,
AND CHANGES IN FUND NET ASSETS
FOR THE PERIOD ENDED DECEMBER 31, 2023

	WASTEWATER	WATER	GAS	ELECTRIC	TELECOM	DECEMBER 31, 2023
Operating revenues:						
Charges for Services	\$ 4,585,994.34	4,525,887.30	7,905,369.49	61,782,408.50	435,456.27	79,235,115.90
Operating Expenses:						
Purchased Services	\$ -	-	5,208,398.11	47,109,317.06	33,646.81	52,351,361.98
Production	-	-	-	1,524.14	-	1,524.14
Transmission & Treatment	1,809,323.76	938,804.10	-	1,004,919.89	-	3,753,047.75
Engineering	-	121,978.35	122,477.86	824,939.56	-	1,069,395.77
Distribution	944,193.73	414,076.86	482,455.55	3,006,378.58	-	4,847,104.72
Service	52,031.27	61,557.02	22,053.78	-	-	135,642.07
Meters & Regulators	-	61,322.31	69,598.70	245,850.22	-	376,771.23
Administrative	1,436,088.08	1,797,710.97	1,963,140.37	7,266,256.32	437,419.35	12,900,615.09
Total Operating Expenses	\$ 4,241,636.84	3,395,449.61	7,868,124.37	59,459,185.77	471,066.16	75,435,462.75
Operating Income (Loss)	\$ 344,357.50	1,130,437.69	37,245.12	2,323,222.73	(35,609.89)	3,799,653.15
Non-Operating Revenues (Expenses):						
Jobbing Income (Loss)	17,638.72	93,653.22	190,828.40	860,449.72	14,087.13	1,176,657.19
Interest Income	64,573.06	134,686.48	127,187.88	240,486.76	11,424.24	578,358.42
Energy Efficiency Recovery	-	-	-	-	-	-
Gain (Loss) on Disposal of Property	5,250.00	-	20,054.00	14,115.00	-	39,419.00
Recoveries and Rebates	-	-	421.12	(26,927.82)	-	(26,506.70)
Interest Expense	(23,283.84)	(182,939.50)	(13,056.30)	(985,096.29)	-	(1,204,375.93)
Total Non-Operating Revenues (Expenses)	\$ 64,177.94	45,400.20	325,435.10	103,027.37	25,511.37	563,551.98
Income (Loss) Before Operating Transfers	\$ 408,535.44	1,175,837.89	362,680.22	2,426,250.10	(10,098.52)	4,363,205.13
Operating Transfers:						
Transfers In (Out)	(352,879.98)	(483,150.00)	(1,599,664.98)	(5,317,804.98)	(40,500.00)	(7,793,999.94)
Total Operating Transfers	\$ (352,879.98)	(483,150.00)	(1,599,664.98)	(5,317,804.98)	(40,500.00)	(7,793,999.94)
Net Income (Loss)	\$ 55,655.46	692,687.89	(1,236,984.76)	(2,891,554.88)	(50,598.52)	(3,430,794.81)
Net Assets - July 1, 2023, as restated	60,440,030.93	48,176,604.43	56,871,305.09	150,233,648.25	7,974,912.14	323,696,500.84
Net Income (Loss)	55,655.46	692,687.89	(1,236,984.76)	(2,891,554.88)	(50,598.52)	(3,430,794.81)
Contribution In Aid of Construction	36,585.18	-	-	-	-	36,585.18
Net Assets -June 30, 2024	\$ 60,532,271.57	48,869,292.32	55,634,320.33	147,342,093.37	7,924,313.62	320,302,291.21

UTILITY FUNDS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN FUND NET ASSETS - UNAUDITED
FOR THE PERIOD ENDED DECEMBER 31, 2023

WASTEWATER						
	ORIGINAL BUDGET 2023-24	ADJUSTMENTS AND CARRYFORWARDS	CURRENT BUDGET 2023-24	DECEMBER 2023	PERCENT OF CURRENT BUDGET	DECEMBER 2022
OPERATING REVENUE	9,955,550.00		9,955,550.00	4,585,994.34	46.06%	4,494,569.65
OPERATING EXPENSES						
TRANSMISSION & TREATMENT	3,941,690.00	56,981.91	3,998,671.91	1,809,323.76	45.25%	1,395,019.12
ENGINEERING	-	-	-	-		-
DISTRIBUTION	1,908,710.00	189,651.62	2,098,361.62	944,193.73	45.00%	824,966.51
SERVICE	160,600.00	-	160,600.00	52,031.27	32.40%	21,288.58
METERS & REGULATORS	-	-	-	-		-
DEPRECIATION	1,959,530.00	-	1,959,530.00	999,423.52	51.00%	1,014,384
BAD DEBT	36,000.00	-	36,000.00	58,024.60	161.18%	45,283.44
GENERAL & ADMINISTRATIVE	749,350.00	-	749,350.00	378,639.96	50.53%	369,494.52
TOTAL OPERATING EXPENSES	8,755,880.00	246,633.53	9,002,513.53	4,241,636.84	47.12%	3,670,436.17
OPERATING INCOME (LOSS)	1,199,670.00	(246,633.53)	953,036.47	344,357.50	36.13%	824,133.48
NON-OPERATING REVENUE (EXPENSE)						
INTEREST INCOME ON INVESTMENTS	58,640.00		58,640.00	64,573.06	110.12%	99,947.93
RECOVERIES AND REBATES	-		-	-		-
GAIN/LOSS ON DISPOSAL	-		-	5,250.00		-
JOBGING INCOME (LOSS)	35,000.00		35,000.00	17,638.72	50.40%	15,032.64
INTEREST ON LONG TERM INDEBTEDNESS	(43,070.00)		(43,070.00)	(23,283.84)	54.06%	(26,916.83)
NET INCOME (LOSS)	1,250,240.00	(246,633.53)	1,003,606.47	408,535.44	40.71%	912,197.22
OPERATING TRANSFERS IN (OUT)	(705,760.00)		(705,760.00)	(352,879.98)	50.00%	(352,879.78)
NET INCOME AFTER TRANSFERS	544,480.00	(246,633.53)	297,846.47	55,655.46	18.69%	559,317.44
CONTRIBUTION IN AID	40,000.00		40,000.00	36,585.18	91.46%	
REGULAR CAPITAL MAINTENANCE	(1,616,990.00)	(4,959.50)	(1,621,949.50)	(44,634.49)	2.75%	
CAPITAL PROJECTS	(3,050,000.00)	(4,515,079.08)	(7,565,079.08)	(829,171.24)	10.96%	
DEBT SERVICE	(152,930.00)		(152,930.00)	(140,374.50)	91.79%	
DEPRECIATION	1,959,530.00		1,959,530.00	999,423.52	51.00%	

UTILITY FUNDS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN FUND NET ASSETS - UNAUDITED
FOR THE PERIOD ENDED DECEMBER 31, 2023

WATER						
	ORIGINAL BUDGET 2023-24	ADJUSTMENTS AND CARRYFORWARDS	CURRENT BUDGET 2023-24	DECEMBER 2023	PERCENT OF CURRENT BUDGET	DECEMBER 2022
OPERATING REVENUE	8,929,030.00		8,929,030.00	4,525,887.30	50.69%	4,149,427.83
OPERATING EXPENSES						
TRANSMISSION & TREATMENT	2,177,120.00	7,212.99	2,184,332.99	938,804.10	42.98%	1,058,046.09
ENGINEERING	404,550.00	1,220.00	405,770.00	121,978.35	30.06%	122,315.41
DISTRIBUTION	891,480.00	12,521.00	904,001.00	414,076.86	45.80%	409,194.10
SERVICE	260,310.00		260,310.00	61,557.02	23.65%	46,936.70
METERS & REGULATORS	123,310.00		123,310.00	61,322.31	49.73%	48,391.82
DEPRECIATION	1,494,790.00		1,494,790.00	770,357.88	51.54%	830,334.00
BAD DEBT	30,000.00		30,000.00	51,144.35	170.48%	41,552.60
GENERAL & ADMINISTRATIVE	2,023,620.00	10,160.00	2,033,780.00	976,208.74	48.00%	902,777.83
TOTAL OPERATING EXPENSES	7,405,180.00	31,113.99	7,436,293.99	3,395,449.61	45.66%	3,459,548.55
OPERATING INCOME (LOSS)	1,523,850.00	(31,113.99)	1,492,736.01	1,130,437.69	75.73%	689,879.28
NON-OPERATING REVENUE (EXPENSE)						
INTEREST INCOME ON INVESTMENTS	69,670.00		69,670.00	134,686.48	193.32%	122,532.10
RECOVERIES AND REBATES	7,000.00		7,000.00	-	0.00%	5,196.58
GAIN/LOSS ON DISPOSAL	7,500.00		7,500.00	-	0.00%	-
JOBGING INCOME (LOSS)	132,000.00		132,000.00	93,653.22	70.95%	94,104.80
INTEREST ON LONG TERM INDEBTEDNESS	(499,580.00)		(499,580.00)	(182,939.50)	36.62%	(25,019.28)
NET INCOME (LOSS)	1,240,440.00	(31,113.99)	1,209,326.01	1,175,837.89	97.23%	886,693.48
OPERATING TRANSFERS IN (OUT)	(966,300.00)		(966,300.00)	(483,150.00)	50.00%	(476,650.22)
NET INCOME AFTER TRANSFERS	274,140.00	(31,113.99)	243,026.01	692,687.89	285.03%	410,043.26
CONTRIBUTION IN AID	-		-	-	0.00%	
REGULAR CAPITAL MAINTENANCE	(1,128,280.00)	(375,386.98)	(1,503,666.98)	(650,426.13)	43.26%	
CAPITAL PROJECTS	(680,000.00)	(11,632,968.98)	(12,312,968.98)	(2,926,689.42)	23.77%	
DEBT SERVICE	(242,600.00)		(242,600.00)	(227,510.50)	93.78%	
DEPRECIATION	1,494,790.00		1,494,790.00	770,357.88	51.54%	

UTILITY FUNDS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN FUND NET ASSETS - UNAUDITED
FOR THE PERIOD ENDED DECEMBER 31, 2023

GAS						
	ORIGINAL BUDGET 2023-24	ADJUSTMENTS AND CARRYFORWARDS	CURRENT BUDGET 2023-24	DECEMBER 2023	PERCENT OF CURRENT BUDGET	DECEMBER 2022
OPERATING REVENUE	27,234,710.00		27,234,710.00	7,905,369.49	29.03%	13,212,235.70
	-					
COST OF SALES	-					
PURCHASED SERVICES	18,221,520.00		18,221,520.00	5,208,398.11	28.58%	10,104,650.75
PRODUCTION	-		-	-		-
TOTAL COST OF SALES	18,221,520.00	-	18,221,520.00	5,208,398.11		10,104,650.75
GROSS PROFIT	9,013,190.00	-	9,013,190.00	2,696,971.38		3,107,584.95
GROSS PROFIT %	33.09%		33.09%	34.12%		23.52%
OPERATING EXPENSES						
TRANSMISSION & TREATMENT	-		-	-		-
ENGINEERING	378,230.00		378,230.00	122,477.86	32.38%	118,304.55
DISTRIBUTION	863,640.00	34,521.00	898,161.00	482,455.55	53.72%	308,827.80
SERVICE	258,810.00		258,810.00	22,053.78	8.52%	24,440.54
METERS & REGULATORS	159,230.00		159,230.00	69,598.70	43.71%	73,331.04
DEPRECIATION	1,554,450.00		1,554,450.00	800,076.76	51.47%	845,214.00
BAD DEBT	50,000.00		50,000.00	116,818.91	233.64%	82,964.95
GENERAL & ADMINISTRATIVE	2,205,950.00	19,003.40	2,224,953.40	1,046,244.70	47.02%	933,880.99
TOTAL OPERATING EXPENSES	5,470,310.00	53,524.40	5,523,834.40	2,659,726.26	48.15%	2,386,963.87
OPERATING INCOME (LOSS)	3,542,880.00	(53,524.40)	3,489,355.60	37,245.12	1.07%	720,621.08
NON-OPERATING REVENUE (EXPENSE)						
INTEREST INCOME ON INVESTMENTS	100,110.00		100,110.00	127,187.88	127.05%	136,209.62
RECOVERIES AND REBATES	-		-	421.12	0.00%	378.35
GAIN/LOSS ON DISPOSAL	-		-	20,054.00	0.00%	-
JOBGING INCOME (LOSS)	115,940.00		115,940.00	190,828.40	164.59%	57,244.32
INTEREST ON LONG TERM INDEBTEDNESS	(23,850.00)		(23,850.00)	(13,056.30)	54.74%	(15,266.98)
NET INCOME (LOSS)	3,735,080.00	(53,524.40)	3,681,555.60	362,680.22	9.85%	899,186.39
OPERATING TRANSFERS IN (OUT)	(3,199,330.00)		(3,199,330.00)	(1,599,664.98)	50.00%	(1,598,164.78)
NET INCOME AFTER TRANSFERS	535,750.00	(53,524.40)	482,225.60	(1,236,984.76)	-256.52%	(698,978.39)
CONTRIBUTION IN AID			-	-	0.00%	
REGULAR CAPITAL MAINTENANCE	(558,860.00)	(111,294.17)	(670,154.17)	(323,541.71)	48.28%	
CAPITAL PROJECTS	(1,100,000.00)	(7,412,671.89)	(8,512,671.89)	(227,342.01)	2.67%	
DEBT SERVICE	(93,030.00)		(93,030.00)	(90,639.50)	97.43%	
DEPRECIATION	1,554,450.00		1,554,450.00	800,076.76	51.47%	

UTILITY FUNDS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN FUND NET ASSETS - UNAUDITED
FOR THE PERIOD ENDED DECEMBER 31, 2023

ELECTRIC

	ORIGINAL BUDGET 2023-24	ADJUSTMENTS AND CARRYFORWARDS	CURRENT BUDGET 2023-24	DECEMBER 2023	PERCENT OF CURRENT BUDGET	DECEMBER 2022
OPERATING REVENUE	132,932,400.00		132,932,400.00	61,782,408.50	46.48%	67,711,675.02
COST OF SALES						
PURCHASED SERVICES	97,843,510.00		97,843,510.00	47,109,317.06	48.15%	52,790,399.71
PRODUCTION	-	-	-	1,524.14		104.95
TOTAL COST OF SALES	97,843,510.00	-	97,843,510.00	47,110,841.20		52,790,504.66
GROSS PROFIT	35,088,890.00	-	35,088,890.00	14,671,567.30		14,921,170.36
GROSS PROFIT %	26.40%		26.40%	23.75%		22.04%
OPERATING EXPENSES						
TRANSMISSION & TREATMENT	1,686,950.00	32,875.71	1,719,825.71	1,004,919.89	58.43%	990,545.30
ENGINEERING	1,373,980.00	104,816.41	1,478,796.41	824,939.56	55.78%	381,679.57
DISTRIBUTION	5,165,740.00	365,506.45	5,531,246.45	3,006,378.58	54.35%	3,111,956.30
SERVICE	-	-	-	-		-
METERS & REGULATORS	384,260.00		384,260.00	245,850.22	63.98%	204,526.83
DEPRECIATION	8,104,400.00		8,104,400.00	4,158,244.92	51.31%	4,348,206.00
BAD DEBT	375,000.00		375,000.00	452,286.97	120.61%	447,106.73
GENERAL & ADMINISTRATIVE	5,984,870.00	430,962.21	6,415,832.21	2,655,724.43	41.39%	3,183,913.70
TOTAL OPERATING EXPENSES	23,075,200.00	934,160.78	24,009,360.78	12,348,344.57	51.43%	12,667,934.43
OPERATING INCOME (LOSS)	12,013,690.00	(934,160.78)	11,079,529.22	2,323,222.73	20.97%	2,253,235.93
NON-OPERATING REVENUE (EXPENSE)						
INTEREST INCOME ON INVESTMENTS	202,680.00		202,680.00	240,486.76	118.65%	394,397.99
RECOVERIES AND REBATES	(100,000.00)		(100,000.00)	(26,927.82)	26.93%	681,063.95
GAIN/LOSS ON DISPOSAL	30,000.00		30,000.00	14,115.00	47.05%	81,956.64
JOBGING INCOME (LOSS)	881,450.00	(421,488.00)	459,962.00	860,449.72	187.07%	155,612.62
INTEREST ON LONG TERM INDEBTEDNESS	(2,374,200.00)		(2,374,200.00)	(985,096.29)	41.49%	(810,741.91)
NET INCOME (LOSS)	10,653,620.00	(1,355,648.78)	9,297,971.22	2,426,250.10	26.09%	2,755,525.22
OPERATING TRANSFERS IN (OUT)	(10,635,610.00)		(10,635,610.00)	(5,317,804.98)	50.00%	(5,286,304.78)
NET INCOME AFTER TRANSFERS	18,010.00	(1,355,648.78)	(1,337,638.78)	(2,891,554.88)	216.17%	(2,530,779.56)
CONTRIBUTION IN AID	-		-	-	0.00%	
FEDERAL AID - CAPITAL PROJECTS	-	-	-	-	0.00%	
REGULAR CAPITAL MAINTENANCE	(5,002,930.00)	(2,390,905.41)	(7,393,835.41)	(3,069,162.40)	41.51%	
CAPITAL PROJECTS	-	(6,359,647.79)	(6,359,647.79)	(5,405,468.81)	85.00%	
DEBT SERVICE	(3,627,660.00)	-	(3,627,660.00)	(2,573,471.69)	70.94%	
DEPRECIATION	8,104,400.00		8,104,400.00	4,158,244.92	51.31%	

UTILITY FUNDS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN FUND NET ASSETS - UNAUDITED
FOR THE PERIOD ENDED DECEMBER 31, 2023

TELECOMMUNICATIONS

	ORIGINAL BUDGET 2023-24	ADJUSTMENTS AND CARRYFORWARDS	CURRENT BUDGET 2023-24	DECEMBER 2023	PERCENT OF CURRENT BUDGET	DECEMBER 2022
OPERATING REVENUE	679,200.00		679,200.00	435,456.27	64.11%	353,859.61
COST OF SALES						
PURCHASED SERVICES	60,000.00		60,000.00	33,646.81	56.08%	37,833.13
PRODUCTION			-	-		-
TOTAL COST OF SALES	60,000.00	-	60,000.00	33,646.81		37,833.13
GROSS PROFIT	619,200.00	-	619,200.00	401,809.46		316,026.48
GROSS PROFIT %	91.17%		91.17%	92.27%		89.31%
OPERATING EXPENSES						
TRANSMISSION & TREATMENT			-	-		-
ENGINEERING			-	-		-
DISTRIBUTION			-	-		-
SERVICE			-	-		-
METERS & REGULATORS			-	-		-
DEPRECIATION	437,520.00		437,520.00	223,687.75	51.13%	242,808.00
BAD DEBT	-		-	-		619.60
GENERAL & ADMINISTRATIVE	424,900.00	1,000.00	425,900.00	213,731.60	50.18%	197,165.26
TOTAL OPERATING EXPENSES	862,420.00	1,000.00	863,420.00	437,419.35	50.66%	440,592.86
OPERATING INCOME (LOSS)	(243,220.00)	(1,000.00)	(244,220.00)	(35,609.89)	14.58%	(124,566.38)
NON-OPERATING REVENUE (EXPENSE)						
INTEREST INCOME ON INVESTMENTS	7,150.00		7,150.00	11,424.24	159.78%	9,758.85
RECOVERIES AND REBATES			-	-		-
GAIN/LOSS ON DISPOSAL			-	-		-
JOBGING INCOME (LOSS)	(4,000.00)		(4,000.00)	14,087.13	-352.18%	257.29
INTEREST ON LONG TERM INDEBTEDNESS			-	-		-
NET INCOME (LOSS)	(240,070.00)	(1,000.00)	(241,070.00)	(10,098.52)	4.19%	(114,550.24)
OPERATING TRANSFERS IN (OUT)	(81,000.00)		(81,000.00)	(40,500.00)	50.00%	(40,500.00)
NET INCOME AFTER TRANSFERS	(321,070.00)	(1,000.00)	(322,070.00)	(50,598.52)	15.71%	(155,050.24)
CONTRIBUTION IN AID	-		-	-	0.00%	
REGULAR CAPITAL MAINTENANCE	(50,000.00)		(50,000.00)	(50,282.91)	100.57%	
CAPITAL PROJECTS	-	(511,734.11)	(511,734.11)	(19,352.61)	0.00%	
DEPRECIATION	437,520.00		437,520.00	223,687.75	51.13%	

Mo Rate Applied	WACOG		Demand Rate	Demand Rate	Adjustments			(Independent of Commodity) Cum Over (Under) Demand Recovery	(Does not include Demand Recovery)			Adjustments	Commodity Recovery Balance Over (Under)	
	WACOG	Plus Losses	Firm	Interruptible		PGA (f)	PGA (i)	Current FY	Monthly Commodity Cost	Monthly Commodity Recovered	Monthly Commodity Over (Under) Recovery		+/- \$2,000,000	
Jun-22	\$ 5.21693	\$ 5.21693	\$ -	\$ -	\$ 1.50000	\$ 7.46549	\$ 7.46549	\$ (2,917.54)	\$ 1,255,911.53	\$ 1,457,944.68	\$ 202,033.15		\$127,035.89	FY FINAL
Jul-22	\$ 6.20160	\$ 6.20160	\$ -	\$ -	\$ -	\$ 6.25815	\$ 6.25815	\$ (212,903.60)	\$ 846,844.40	\$ 830,757.95	\$ (16,086.46)		\$110,949.43	Final
Aug-22	\$ 7.64163	\$ 7.64163	\$ -	\$ -	\$ 1.00000	\$ 7.14144	\$ 7.14144	\$ (422,889.66)	\$ 1,211,618.44	\$ 1,119,491.40	\$ (92,127.04)		\$18,822.39	Final
Sep-22	\$ 5.25490	\$ 5.25490	\$ -	\$ -		\$ 7.62108	\$ 7.62108	\$ (624,787.46)	\$ 1,218,147.07	\$ 1,301,945.53	\$ 83,798.46		\$102,620.85	Final
Oct-22	\$ 5.75899	\$ 5.75899	\$ -	\$ -	\$ 0.50000	\$ 6.07613	\$ 6.07613	\$ (834,773.52)	\$ 1,363,552.21	\$ 1,159,888.46	\$ (203,663.75)		(\$101,042.89)	Final
Nov-22	\$ 6.13625	\$ 6.13625	\$ 2.30000	\$ -	\$ -	\$ 7.99570	\$ 5.69570	\$ (817,970.42)	\$ 1,580,870.14	\$ 1,267,428.62	\$ (313,441.52)		(\$414,484.41)	Final
Dec-22	\$ 6.45465	\$ 6.45465	\$ 2.30000	\$ -		\$ 7.92370	\$ 5.62370	\$ (628,329.17)	\$ 2,621,457.93	\$ 1,911,733.51	\$ (709,724.42)		(\$1,124,208.84)	Final
Jan-23	\$ 6.35242	\$ 6.35242	\$ 2.30000	\$ -	\$ 0.51000	\$ 8.80682	\$ 6.50682	\$ (211,940.91)	\$ 2,134,980.42	\$ 2,422,595.03	\$ 287,614.61		(\$836,594.22)	Final
Feb-23	\$ 6.83153	\$ 6.96362	\$ 2.30000	\$ -	\$ 0.30000	\$ 8.72018	\$ 6.42018	\$ 166,553.37	\$ 1,409,387.92	\$ 2,196,937.13	\$ 787,549.21		(\$49,045.01)	Final
Mar-23	\$ 5.63031	\$ 5.63031	\$ 2.30000	\$ -		\$ 7.89371	\$ 5.59371	\$ 275,422.43	\$ 1,240,219.65	\$ 1,116,839.83	\$ (123,379.82)		(\$172,424.83)	Final
Apr-23	\$ 2.82059	\$ 2.82059	\$ 2.30000	\$ -		\$ 5.64322	\$ 3.34322	\$ 390,327.17	\$ 443,690.39	\$ 761,817.59	\$ 318,127.20		\$145,702.37	Final
May-23	\$ 3.11297	\$ 3.11297	\$ 0.60000	\$ -		\$ 4.41751	\$ 3.81751	\$ 220,181.70	\$ 422,580.44	\$ 589,509.91	\$ 166,929.47		\$312,631.84	Final
Jun-23	\$ 3.19175	\$ 3.19175	\$ (0.30000)	\$ -		\$ 3.68695	\$ 3.98695	\$ 8,395.30	\$ 361,740.12	\$ 485,101.57	\$ 123,361.45		\$435,993.29	FY FINAL
Jul-23	\$ 3.36060	\$ 3.36060	\$ -	\$ -		\$ 3.27427	\$ 3.27427	\$ (199,324.67)	\$ 371,556.21	\$ 381,198.45	\$ 9,642.24		\$445,635.53	Final
Aug-23	\$ 3.39081	\$ 3.39081	\$ -	\$ -		\$ 2.82158	\$ 2.82158	\$ (407,423.14)	\$ 393,815.04	\$ 373,957.47	\$ (19,857.58)		\$425,777.95	Final
Sep-23	\$ 2.99052	\$ 2.99052	\$ -	\$ -		\$ 2.90941	\$ 2.90941	\$ (607,494.24)	\$ 396,379.89	\$ 415,296.14	\$ 18,916.25		\$444,694.20	Final
Oct-23	\$ 3.13574	\$ 3.13574	\$ -	\$ -		\$ 3.12898	\$ 3.12898	\$ (815,550.09)	\$ 560,575.63	\$ 505,448.59	\$ (55,127.05)		\$389,567.16	Final
Nov-23	\$ 3.44007	\$ 3.44007	\$ 2.30000	\$ -		\$ 5.76637	\$ 3.46637	\$ (784,198.82)	\$ 1,017,157.78	\$ 809,551.53	\$ (207,606.25)		\$181,960.91	Final
Dec-23	\$ 3.79286	\$ 3.79286	\$ 2.30000	\$ -		\$ 6.03701	\$ 3.73701	\$ (561,584.48)	\$ 1,251,812.85	\$ 1,113,970.69	\$ (137,842.16)		\$44,118.75	Final
Jan-24	\$ 3.79089	\$ 3.79372	\$ 2.30000	\$ -	\$ 0.50000	\$ 6.59506	\$ 4.29506	\$ (206,005.27)	\$ 1,461,354.67	\$ 1,398,697.26	\$ (62,657.41)		(\$18,538.66)	Est
Feb-24	\$ 3.78732	\$ 3.78732	\$ 2.30000	\$ -	\$ (0.50000)	\$ 5.58732	\$ 3.28732	\$ 274,054.38	\$ 1,151,447.56	\$ 1,357,673.74	\$ 206,226.18		\$187,687.52	Est
Mar-24	\$ 3.86944	\$ 3.89670	\$ 2.30000	\$ -	\$ (0.50000)	\$ 5.69670	\$ 3.39670	\$ 475,919.12	\$ 878,475.24	\$ 969,793.02	\$ 91,317.78		\$279,005.30	Est

BILLING MONTH	TOTAL POWER COST	HLF POWER COST	NON-HLF POWER COST	TOTAL kWh SALES	HLF kWh SALES	NON-HLF kWh SALES	PCA / kWh	POWER COST / kWh RECOVERED IN BASE RATE	TOTAL POWER COST / kWh RECOVERED	HLF STRANDED COSTS RECOVERED	NON-HLF POWER COST RECOVERED	NON-HLF POWER COST OVER / (UNDER) RECOVERY	ADJUSTMTS	CUMULATIVE POWER COST RECOVERY NON-HLF CUSTOMERS (+/- \$4,000,000)	
Jun-22	\$ 8,474,484.73	\$ 1,361,212.05	\$ 7,113,272.68	73,229,060	11,762,400	61,466,660	\$0.030000	\$0.086200	\$0.116200		\$ 7,142,425.89	\$ 29,153.21		\$ (25,071.98)	ACTUAL
Jul-22	\$ 8,921,496.29	\$ 1,241,888.99	\$ 7,679,607.30	83,714,391	11,653,200	72,061,191	\$0.015000	\$0.086200	\$0.101200		\$ 7,292,592.56	\$ (387,014.74)		\$ (412,086.73)	ACTUAL
Aug-22	\$ 9,218,214.27	\$ 1,220,995.94	\$ 7,997,218.33	93,378,330	12,368,400	81,009,930	\$0.015000	\$0.086200	\$0.101200		\$ 8,198,204.92	\$ 200,986.59		\$ (211,100.14)	ACTUAL
Sep-22	\$ 8,034,700.40	\$ 1,181,484.39	\$ 6,853,216.01	82,724,165	12,164,400	70,559,765	\$0.025000	\$0.086200	\$0.111200		\$ 7,846,245.87	\$ 993,029.86		\$ 781,929.72	ACTUAL
Oct-22	\$ 7,212,051.28	\$ 1,291,718.71	\$ 5,920,332.57	66,121,889	11,842,800	54,279,089	\$0.045000	\$0.086200	\$0.131200		\$ 7,121,416.48	\$ 1,201,083.91		\$ 1,983,013.63	ACTUAL
Nov-22	\$ 7,291,342.71	\$ 1,255,831.27	\$ 6,035,511.44	63,199,353	10,885,200	52,314,153	\$0.035000	\$0.086200	\$0.121200		\$ 6,340,475.34	\$ 304,963.90		\$ 2,287,977.52	ACTUAL
Dec-22	\$ 12,071,580.84	\$ 1,674,194.66	\$ 10,397,386.18	72,351,844	10,034,400	62,317,444	\$0.020000	\$0.086200	\$0.106200		\$ 6,618,112.55	\$ (3,779,273.63)		\$ (1,491,296.11)	ACTUAL
Jan-23	\$ 8,378,562.00	\$ 991,046.29	\$ 7,387,515.71	84,914,577	10,044,000	74,870,577	\$0.010000	\$0.086200	\$0.096200		\$ 7,202,549.49	\$ (184,966.22)		\$ (1,676,262.32)	ACTUAL
Feb-23	\$ 7,611,735.13	\$ 1,130,373.88	\$ 6,481,361.25	80,692,721	11,983,200	68,709,521	\$0.015000	\$0.086200	\$0.101200		\$ 6,953,403.53	\$ 472,042.28		\$ (1,204,220.04)	ACTUAL
Mar-23	\$ 7,537,268.91	\$ 1,274,864.35	\$ 6,262,404.56	62,262,692	10,531,200	51,731,492	\$0.030000	\$0.086200	\$0.116200		\$ 6,011,199.37	\$ (251,205.19)		\$ (1,455,425.23)	ACTUAL
Apr-23	\$ 7,005,890.30	\$ 1,143,404.80	\$ 5,862,485.50	66,431,296	10,842,000	55,589,296	\$0.050000	\$0.086200	\$0.136200		\$ 7,571,262.12	\$ 1,708,776.62		\$ 253,351.39	ACTUAL
May-23	\$ 6,172,175.97	\$ 1,111,792.43	\$ 5,060,383.54	59,490,455	10,716,000	48,774,455	\$0.055000	\$0.086200	\$0.141200		\$ 6,886,953.05	\$ 1,826,569.51		\$ 2,079,920.90	ACTUAL
Jun-23	\$ 7,594,779.01	\$ 1,379,311.23	\$ 6,215,467.78	62,691,519	11,385,600	51,305,919	\$0.030000	\$0.086200	\$0.116200		\$ 5,961,747.79	\$ (253,719.99)		\$ 1,826,200.91	ACTUAL
Jul-23	\$ 8,170,169.04	\$ 1,215,225.56	\$ 6,954,943.48	77,249,233	11,490,000	65,759,233	\$0.010000	\$0.086200	\$0.096200		\$ 6,326,038.21	\$ (628,905.27)		\$ 1,197,295.64	ACTUAL
Aug-23	\$ 7,989,142.57	\$ 1,070,532.20	\$ 6,918,610.37	92,141,409	12,346,800	79,794,609	\$0.010000	\$0.086200	\$0.096200		\$ 7,676,241.39	\$ 757,631.02		\$ 1,954,926.66	ACTUAL
Sep-23	\$ 7,736,873.95	\$ 1,123,666.43	\$ 6,613,207.52	89,639,427	13,018,800	76,620,627	\$0.020000	\$0.086200	\$0.106200		\$ 8,137,110.59	\$ 1,523,903.07		\$ 3,478,829.72	ACTUAL
Oct-23	\$ 7,576,923.46	\$ 1,348,678.26	\$ 6,228,245.20	68,495,099	12,192,000	56,303,099	\$0.035000	\$0.086200	\$0.121200		\$ 6,823,935.60	\$ 595,690.40		\$ 4,074,520.12	ACTUAL
Nov-23	\$ 7,671,684.17	\$ 1,378,516.74	\$ 6,293,167.43	67,289,620	12,091,200	55,198,420	\$0.035000	\$0.086200	\$0.121200		\$ 6,690,048.50	\$ 396,881.07		\$ 4,471,401.19	ACTUAL
Dec-23	\$ 7,964,523.87	\$ 1,236,793.81	\$ 6,727,730.06	75,969,883	11,797,200	64,172,683	\$0.020000	\$0.086200	\$0.106200		\$ 6,815,138.93	\$ 87,408.87		\$ 4,558,810.06	ACTUAL
Jan-24	\$ 9,124,945.60	\$ 1,129,931.97	\$ 7,995,013.62	81,018,244	10,032,400	70,985,844	\$0.010000	\$0.086200	\$0.096200		\$ 6,828,838.17	\$ (1,166,175.45)		\$ 3,392,634.61	PROJECTED
Feb-24	\$ 7,896,318.58	\$ 1,002,810.27	\$ 6,893,508.31	86,679,083	11,008,000	75,671,083	\$0.010000	\$0.086200	\$0.096200		\$ 7,279,558.21	\$ 386,049.90		\$ 3,778,684.51	PROJECTED
Mar-24	\$ 7,765,154.39	\$ 1,162,478.09	\$ 6,602,676.29	67,030,744	10,034,800	56,995,944	\$0.015000	\$0.086200	\$0.101200		\$ 5,767,989.52	\$ (834,686.77)		\$ 2,943,997.74	PROJECTED
Apr-24	\$ 7,576,079.69	\$ 1,265,085.05	\$ 6,310,994.64	65,393,042	10,919,600	54,473,442	\$0.035000	\$0.086200	\$0.121200		\$ 6,602,181.17	\$ 291,186.53		\$ 3,235,184.27	PROJECTED
May-24	\$ 6,852,463.14	\$ 1,232,257.93	\$ 5,620,205.20	60,062,169	10,800,800	49,261,369	\$0.045000	\$0.086200	\$0.131200		\$ 6,463,091.57	\$ 842,886.37		\$ 4,078,070.64	PROJECTED
Jun-24	\$ 7,872,053.98	\$ 1,309,890.38	\$ 6,562,163.60	68,676,498	11,427,600	57,248,898	\$0.020000	\$0.086200	\$0.106200		\$ 6,079,832.98	\$ (482,330.62)		\$ 3,595,740.02	PROJECTED



STAFF REPORT

DATE: February 26, 2024
TO: Danville Utility Commission
FROM: Jason Grey, Director of Utilities
RE: Follow-up discussion: Fiscal Year 2025 Utilities Budget

Preliminary FY 2025 budget proposals were reviewed at the January 22nd Commission meeting. Should on-going evaluations reveal additional revenue shortfalls; staff will make the budget expenditure adjustments necessary to bring the budgets back into balance without further FY 2025 increases and brief the Commission on the matter at the April 22nd meeting. In order that the City Manager benefits from explicit guidance from the Commission in time to finalize his budget proposals and present them to City Council by March 1st, it is recommended that the Utility Commission endorse the FY 2025 budget. A suggested motion follows:

Recommendation:

I move that the Danville Utility Commission recommend to City Council adopting the Utility Department's Proposed Fiscal Year 2025 Budget.

ATTACHMENTS

None



STAFF REPORT

DATE: February 26, 2024
TO: Danville Utility Commission
FROM:
RE: Customer Electric Outage Notification System

Mauricio Rodriguez, City's Energy Advisor, will present an overview of the electric utility's new outage notification system to be completed in March.

ATTACHMENTS

1. Outage Portal DUC 2024.02.26



New Customer Outage Portal

Power Outage Notifications: Why are they important?

TIMELY OUTAGE NOTIFICATIONS:

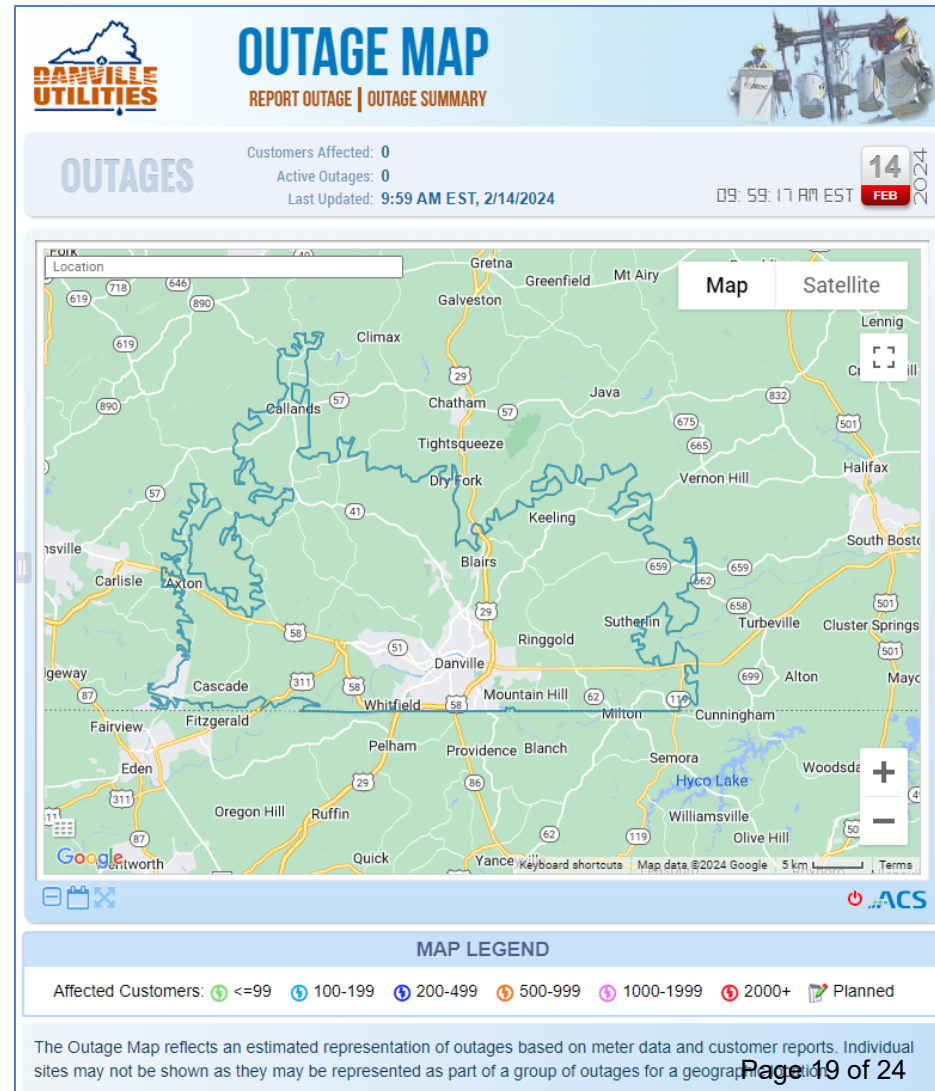
- Help customers plan, adjust schedules, manage situation.
- Improve safety, raise awareness of potential hazards.
- Improve customer satisfaction.





EXISTING SOLUTION AND LIMITATIONS

- Limited map, designed for public viewing of approximate outage locations.
- Outage can only be reported via the Outage Phone Number.
- No ability to create user profile or manage notification preferences.
- Notifications can only be delivered to one contact via text message





NEW OUTAGE PORTAL

Highlights and Features

- Individual Customer Profiles.
- Manage outage notification preferences.
- Choose to be contacted via text, email, or phone call.
- Add up to three different contacts.
- Invite guest users to receive outage notifications and help manage notification preferences.

The screenshot displays the 'Profile Information' page for a user named Anjali Solanki. The page includes a navigation bar with links for Home, Billing, Usage, Account, and Services. The 'Account' section is active, showing fields for Name, Username, Password, and Primary Phone. A sidebar on the right contains a 'NEED TO UPDATE TIME ZONE?' section and a 'MY ACCOUNT' section with a user profile picture. A modal window titled 'OUTAGE' is open, showing a toggle switch for 'Receive an alert when outages or gas leaks occur at your service address.' set to 'On'. Below this, there are three rows for adding contacts: Text, Email, and IVR. Each row has a checkbox, a 'Select Channel' dropdown, and a corresponding contact information field (Mobile Number, Email Address, or Phone Number). The modal also includes 'CANCEL' and 'SAVE' buttons.

NAME	ANJALI SOLANKI
USERNAME	anjali.solanki
PASSWORD	*****
PRIMARY PHONE	(999) 999-9999

NEED TO UPDATE TIME ZONE?
(UTC-5) Eastern Standard Time
EDIT

Profile Information
MY ACCOUNT
Manage Your Account With Ease.

OUTAGE
Receive an alert when outages or gas leaks occur at your service address. **On**

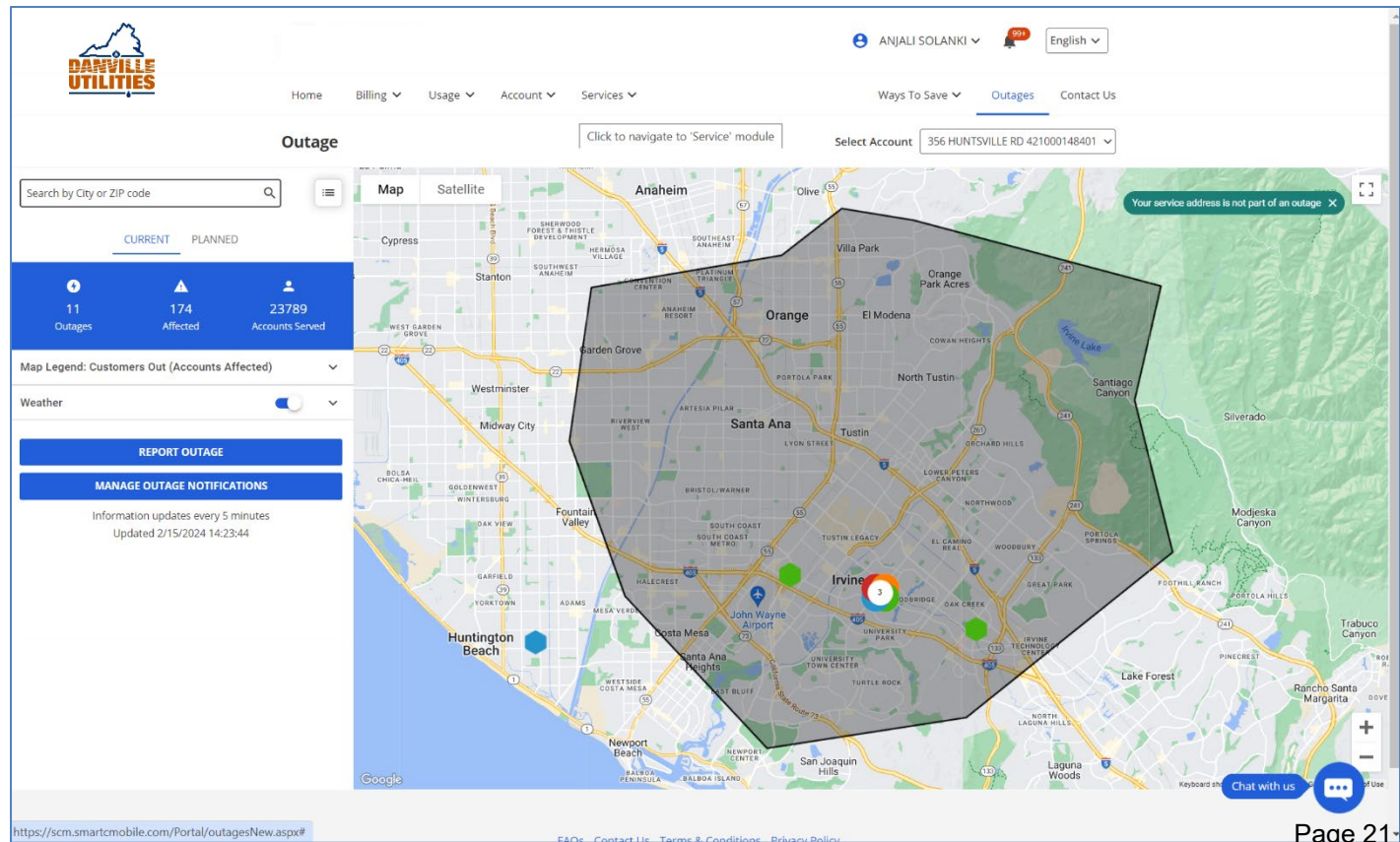
Select Channel	Contact Information	Action
☒ Select Channel Text	Mobile Number 999-999-9999	+
☒ Select Channel Email	Email Address jyoti.kataria@sew.ai	-
☒ Select Channel IVR	Phone Number 999-999-9999	-

CANCEL **SAVE**

NEW OUTAGE PORTAL - MAP

The New Outage Portal includes an outage map with the following features:

- 1.) Number of customers affected.
- 2.) Ability to filter by ZIP code.
- 3.) A link to report your outage right from the map view.



The screenshot displays the 'Outage' section of the Danville Utilities website. The top navigation bar includes links for Home, Billing, Usage, Account, Services, Ways To Save, Outages (selected), and Contact Us. A user profile for 'ANJALI SOLANKI' is visible in the top right corner, along with a language dropdown set to 'English'.

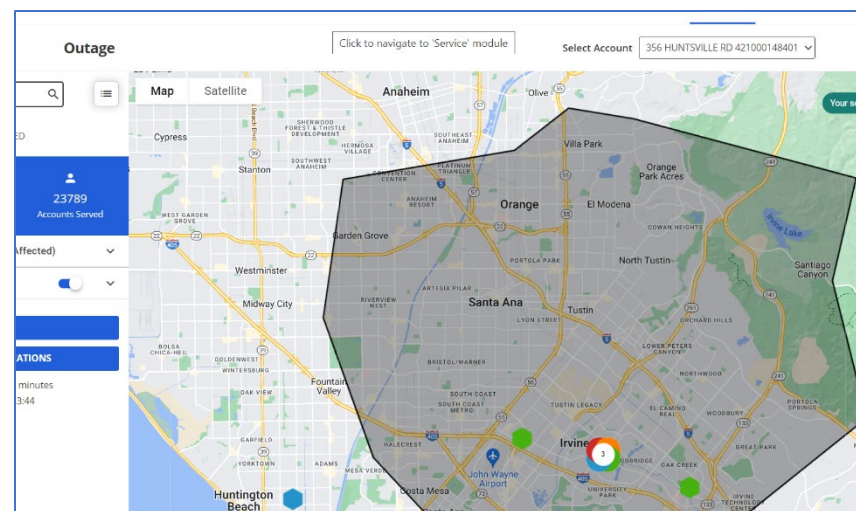
The main content area is titled 'Outage' and features a search bar labeled 'Search by City or ZIP code'. Below the search bar, there are two tabs: 'CURRENT' (selected) and 'PLANNED'. A summary box on the left shows '11 Outages', '174 Affected', and '23789 Accounts Served'. Below this, a 'Map Legend: Customers Out (Accounts Affected)' is displayed, followed by a 'Weather' section with a toggle switch. Two prominent blue buttons are present: 'REPORT OUTAGE' and 'MANAGE OUTAGE NOTIFICATIONS'. A note indicates 'Information updates every 5 minutes' and 'Updated 2/15/2024 14:23:44'.

The central map shows a large shaded area representing the outage region, covering parts of Orange, Santa Ana, and Tustin. A red circle with the number '5' is visible on the map near Irvine. The map includes various city names and landmarks, such as John Wayne Airport and Lake Forest. A message in the top right corner of the map area states 'Your service address is not part of an outage'.

The bottom of the page features a 'Chat with us' button and a URL: 'https://scm.smartmobile.com/Portal/outagesNew.aspx#'. The footer also includes links for 'FAQs', 'Contact Us', 'Terms & Conditions', and 'Privacy Policy'.

NEW OUTAGE PORTAL – SYSTEM IMPROVEMENTS

- Capable of two-way communication to automatically request status from meters
- Direct interface to the Metering Network



NEW OUTAGE PORTAL – RELEASE

- Available by the end of March 2024
- Video tutorial to show customers how to use the new portal
- Experienced Vendor who has worked on similar projects for other large utility providers.





Questions?