

# SANTA FE IRRIGATION DISTRICT FY21 MID YEAR BUDGET

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Administrative and Finance Committee  
February 9, 2021



# FY21 Revenue Projections

## Santa Fe Irrigation District Fiscal Year 2021 Budget Summary

### Sources of Funds

- Operating Revenues pay for District / joint facilities operations
- Non-Operating Revenues pay for District / joint facilities capital expenditures
- Reserves balance budget – capital improvement fund for CIP / CAP & other reserves for operations

	FY 2021 Budget	FY 2021 Projection	\$ Change Proj to Budget	% Change Proj to Budget
<b>OPERATING REVENUES</b>				
Potable Water Sales	\$ 20,211,910	\$ 19,972,865	\$ (239,044)	-1.2%
Recycled Water Sales	944,272	917,908	(26,364)	-2.8%
Fixed Charges	5,550,470	5,465,470	(85,000)	-1.5%
SDWD Local Water Reimbursement	271,956	87,474	(184,483)	-67.8%
SDWD Treatment Reimbursement	2,824,305	2,841,482	17,176	0.6%
Misc Operating Revenue	420,000	420,000	-	0.0%
<b>Total Operating Revenue</b>	<b>\$ 30,222,913</b>	<b>\$ 29,705,199</b>	<b>(517,715)</b>	<b>-1.7%</b>
<b>NON-OPERATING REVENUES</b>				
Capacity Charges	\$ 90,000	\$ 125,000	\$ 35,000	38.9%
Interest Income	378,500	303,500	(75,000)	-19.8%
Property Tax	2,500,000	2,728,946	228,946	9.2%
SDWD Capital Reimbursement	4,791,055	3,819,810	(971,245)	-20.3%
Grant Revenue - CalOES / FEMA	785,212	760,000	(25,212)	-3.2%
Misc Non-Operating Revenue	157,556	211,724	54,168	34.4%
<b>Total Non-Operating Revenue</b>	<b>\$ 8,702,323</b>	<b>\$ 7,948,980</b>	<b>(753,343)</b>	<b>-8.7%</b>
<b>Total Revenue</b>	<b>\$ 38,925,237</b>	<b>\$ 37,654,179</b>	<b>\$ (1,271,058)</b>	<b>-3.3%</b>
<b>OTHER SOURCES OF FUNDS</b>				
Transfer from Local Water Fund	\$ -	\$ 85,563	\$ 85,563	-
Transfer from Capital Improvement Fund	5,065,143	3,218,755	(1,846,388)	-36.5%
Transfer from Reserves	-	-	-	-
<b>Total Other Sources of Funds</b>	<b>\$ 5,065,143</b>	<b>\$ 3,304,318</b>	<b>\$ (1,760,825)</b>	<b>-34.8%</b>
<b>TOTAL FUNDS AVAILABLE</b>	<b>\$ 43,990,380</b>	<b>\$ 40,958,497</b>	<b>\$ (3,031,883)</b>	<b>-6.9%</b>

# FY21 Revenue Projections

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- Largest operating revenue is potable water sales
  - Projected to decline approximately \$239,000
  - Primarily due to FY21 Budget including 3% SFID increase & SDCWA pass-through of 4.8%
  - Offset by projected increase in potable water sales

WATER SALES BY FISCAL YEAR (AF)

Source	FY19 Actual	FY20 Actual	FY21 Budget	FY21 Mid-Year
Potable Water*	8.600	8.700	9.000	9.260
% "Normal" Rainfall	125%	158%		

\* Estimated based on 4.3% non-revenue water and total potable water production

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- Recycled water sales
  - Also dependent on annual rainfall / climate
  - Direct pass-through of costs from San Elijo JPA
  - Estimated 560 AF sales / purchases as compared to 575 AF for FY21 Budget
- Fixed Charges
  - Reduction of approximately \$85,000 from FY21 Budget due to no SFID 3% increase of SDCWA pass-through on January 1, 2021

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- San Dieguito Water District reimbursements
  - Projected to decline approximately \$167,000 on operating expenditures
  - Primarily due to reduction in local water costs (O&M Hodges & estimated transportation / storage costs)
  - Also non-operating revenue reduction, described in upcoming slide
- Miscellaneous operating revenues include District development work / construction services and delinquent bill fees

# FY21 Revenue Projections

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<b>NON-OPERATING REVENUES</b>				
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<b>Total Non-Operating Revenue</b>	<b>\$ 8,702,323</b>	<b>\$ 7,948,980</b>	<b>\$ (753,343)</b>	<b>-8.7%</b>

- Capacity charges are based on District development activity – conservatively budgeted each fiscal year
- Interest income reduction based on continued historic low-interest rates
- Property tax revenues
  - Staff conservatively budgeted property tax revenue due to unknown pandemic impacts
  - Continued high collection percentage in addition to assessed valuation growth accounting for revenue growth
- Miscellaneous non-operating revenues include property rent and cell tower lease
  - Increase is due to insurance refunds anticipated in FY21, not budgeted due to potential claim experience for District and pool members

# FY21 Revenue Projections

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- Capital reimbursements from SDWD based on capital acquisition & capital improvement project expenditures for joint facilities
  - Variance is due to delays in joint facility capital expenditures that are detailed in further slide
- Grant revenue for seismic retrofit projects at RE Badger Treatment Plant – reduction due to marginally lower than projected expenditures / reimbursements

# FY21 Revenue Projections

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<b>OTHER SOURCES OF FUNDS</b>				
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<b>TOTAL FUNDS AVAILABLE</b>	<b>\$ 43,990,380</b>	<b>\$ 40,958,497</b>	<b>\$ (3,031,883)</b>	<b>-6.9%</b>

- Transfer from capital improvement fund is difference between capital spending & non-operating revenues (depreciation contribution to CIP fund exceeds transfer)
- Local water fund transfer estimated to be approximately \$86,000

<b>Local Water Reserve Utilization Calculation *</b>	
Purchases: Imported - Untreated	2,506 AF
SDCWA Price Increase on Jan. 1, 2021	\$ 34 per AF
<b>\$ Amount By-Passed:</b>	<b>\$ 85,563</b>

\* Based on est. water purchases January - June and price difference per AF



# FY21 Expenditure Projections

	FY 2021	FY 2021	\$ Change	% Change
	Budget	Projection	Proj to Budget	Proj to Budget
<b>OPERATING EXPENSES</b>				
Imported Water Purchases	\$ 10,077,254	\$ 10,466,078	\$ 388,824	3.9%
Local Water Costs	636,900	205,000	(431,900)	-67.8%
Recycled Water Purchases	943,000	917,908	(25,092)	-2.7%
Salaries & Benefits	7,738,627	7,711,884	(26,743)	-0.3%
Administration Expense	1,276,421	1,226,671	(49,750)	-3.9%
Engineering Expense	370,875	311,343	(59,532)	-16.1%
Operations & Maintenance	1,728,450	1,532,028	(196,422)	-11.4%
Joint Facilities	3,791,231	3,862,356	71,126	1.9%
Capital Contribution (Equal to Depreciation)	3,504,497	3,504,497	-	0.0%
<b>Total Operating Expenses</b>	<b>\$ 30,067,255</b>	<b>\$ 29,737,766</b>	<b>\$ (329,489)</b>	<b>-1.1%</b>

- Projected water purchases increased approximately \$389,000 due to increased projected demand & treated water expenditures
- Local water projected to meet the 3,000 AF included in FY21 Budget (water movement by SDCWA)

## WATER DEMAND / PRODUCTION BY FISCAL YEAR (AF)

Source	FY19 Actual	FY20 Actual	FY21 Budget	FY21 Mid-Year
Local Water	2,492	3,404	3,000	3,000
Imported Water - Untreated	6,433	5,417	6,144	6,225
Imported Water - Treated	57	258	261	451
<b>Total - Potable</b>	<b>8,982</b>	<b>9,078</b>	<b>9,405</b>	<b>9,676</b>
Recycled Water	518	513	575	560
<b>Total - All Water</b>	<b>9,499</b>	<b>9,590</b>	<b>9,980</b>	<b>10,236</b>

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- Local water projected costs are down approximately \$432,000 due to:
  - Estimated \$332,500 in O&M for Lake Hodges DSDO compliance not occurring until projected FY22 by City of San Diego
  - \$174,400 included in FY21 Budget for water transportation costs for April 2020 rain event – not needed based on SDCWA agreement & movement of water
  - \$75,000 transportation / storage cost for 500 AF (287 SFID, 213 SDWD) in FY21 @ \$150/AF
- Recycled water based on purchase of 560 AF

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- Salaries & benefits anticipated to be close to FY21 Budget
  - Continued savings due to 1 vacant utility worker as included in FY21 Budget
  - Vacancy savings from positions in FY21 partially offset by increase in health benefit costs – 10% actual increase vs. 5% projected
  - District is fully staffed
- Administrative expenses are anticipated to be approximately \$50,000 below budget due to projected savings on public outreach, IT expenses, board expenses & consultant work
  - ❖ REQUESTED \$55,000 APPROPRIATION ADJUSTMENT FOR BBK LITIGATION EXPENDITURES

# FY21 Expenditure Projections

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- Engineering expenditures are projected to be approximately \$60,000 below budget due to savings on consultant expenditures
- Operations & maintenance expenditures are projected to be approximately \$196,000 below budget due to savings on items that are dependent on activity within the District
  - \$100,000 on paving / traffic control
  - \$90,000 on other items including fire hydrant(s), valves, meters, and tools, among others

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- Joint facilities expenditures are projected to be \$71,000 above FY21 Budget
  - \$166,000 increase in consultant services for joint facilities portion of asset management master program – WRC recommended approval of contract award & appropriation adjustment at 2/4/21 meeting
  - \$150,00 decrease in energy expenditures (may change based on most recent SDG&E notification on 2/8/21)
  - \$60,000 increase in chemical utilization due to higher water demands
  - \$50,000 increase in pump repair / maintenance
- ❖ REQUESTED \$120,491 APPROPRIATION ADJUSTMENT FOR AMMP / BUDGET POLICY COMPLIANCE
- Capital contribution to fund Capital Improvement & Replacement Fund

## FY21 Expenditure Projections

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<b>CAPITAL EXPENSES</b>				
Capital Acquisitions	\$ 1,210,000	\$ 1,088,736	\$ (121,264)	-10.0%
Capital Improvements	12,557,467	10,079,000	(2,478,467)	-19.7%
<b>Total Capital Expenses</b>	<b>\$ 13,767,467</b>	<b>\$ 11,167,736</b>	<b>\$ (2,599,731)</b>	<b>-18.9%</b>

- Capital program made up of two separate items: capital acquisitions & capital improvements
- Projected \$2.6 million reduction in capital expenditures, primarily from CIP

# FY21 Expenditure Projections

	FY 2021 Budget	FY 2021 Projected	\$ Change Proj to Bgt	% Change Proj to Bgt
<b>District Administration</b>				
Administration Building Exterior Painting	50,000	50,000	-	0.0%
Parking Lot and Entryway Improvements - Front Lot	70,000	70,000	-	0.0%
Board Room Upgrades*	16,000	-	(16,000)	-100.0%
RSF Connect - Connection	9,000	9,000	-	0.0%
Server Storage Replacement	90,000	90,000	-	0.0%
Water pro Modeling Software	20,000	15,959	(4,041)	-20.2%
<b>Total District Administration</b>	<b>\$ 255,000</b>	<b>\$ 234,959</b>	<b>\$ (20,041)</b>	<b>-7.9%</b>
<b>District Operations</b>				
Carpet replacement on Modular Buildings	32,000	32,000	-	0.0%
Warehouse and Maintenance Building roof repairs	35,000	30,155	(4,845)	-13.8%
Replacement Unit 40 - CARB compliance	55,000	59,339	4,339	7.9%
Replacement Saw Cut machine	35,000	18,986	(16,014)	-45.8%
Replacement of Mark-out Vehicle - Unit 06	75,000	55,098	(19,902)	-26.5%
Skip Loader replacement with Backhoe Loader/Breaker	150,000	149,305	(695)	-0.5%
<b>Total District Operations</b>	<b>\$ 382,000</b>	<b>\$ 344,883</b>	<b>\$ (37,117)</b>	<b>-9.7%</b>
<b>Joint Facilities</b>				
30" Filter Influent Valves and Actuators Installation	56,000	52,740	(3,260)	-5.8%
Unit 34 Replacement	37,000	39,360	2,360	6.4%
Turbidity Analyzer Replacement	18,000	18,000	-	0.0%
San Dieguito Reservoir Gate Cameras	15,000	10,400	(4,600)	-30.7%
Server Storage Replacement	60,000	60,000	-	0.0%
PLC Replacement at Cielo Pump Station	22,000	24,943	2,943	13.4%
Batteries for APC	20,000	14,115	(5,885)	-29.4%
Filter effluent valves (4)	35,000	25,908	(9,092)	-26.0%
Tanks Farm Fiberglass Decking Replacement	35,000	28,358	(6,642)	-19.0%
Replace 3 Cross Collector Drive Units	35,000	30,000	(5,000)	-14.3%
Filter Backwash valves and actuators (6)	225,000	205,070	(19,930)	-8.9%
Clearwell Overflow Monitoring SCADA *	15,000	-	(15,000)	-100.0%
<b>Total Joint Facilities</b>	<b>\$ 573,000</b>	<b>\$ 508,894</b>	<b>\$ (64,106)</b>	<b>-11.2%</b>
<b>TOTAL CAPITAL ACQUISITION EXPENDITURES</b>	<b>\$ 1,210,000</b>	<b>\$ 1,088,736</b>	<b>\$ (121,264)</b>	<b>-10.0%</b>

\* Completed for less than the District's capitalization policy amount of \$7,500, therefore expensed.

# FY21 Expenditure Projections

SFID PROJECTS	FY 2021 BUDGET EXPENDITURES	FY 2021 PROJECTED EXPENDITURES	VARIANCE
Automated Metering Program Phase 5	\$ 225,000	\$ 129,000	\$ (96,000)
Automated Metering Program Phase 6	1,000,000	900,000	(100,000)
Government Road Pipeline	150,000	50,000	(100,000)
<b>Sub-Total: District Projects</b>	<b>\$ 1,375,000</b>	<b>\$ 1,079,000</b>	<b>\$ (296,000)</b>

JOINT FACILITY PROJECTS	FY 2021 BUDGET EXPENDITURES	FY 2021 PROJECTED EXPENDITURES	VARIANCE	SFID PROJECTED FY 2021 COST
Clearwell Seismic Improvements	\$ 965,837	\$ 950,000	\$ (15,837)	\$ 655,500
Washwater Tank Seismic Improvements	2,960,225	2,850,000	(110,225)	1,567,500
Mechanical Dewatering Improvements*	4,710,000	4,650,000	(60,000)	2,557,500
Handrail Improvements at San Dieguito Reservoir*	200,229	-	(200,229)	-
San Dieguito Dam Concrete Refurbishment*	417,176	400,000	(17,176)	229,320
R.E. Badger Operation Building Roofing Replacement Project	660,000	130,000	(530,000)	71,500
R..E. Badger Filters and Sedimentation Basins Concrete Repair	394,000	-	(394,000)	-
Cielo Pump Station Valve Replacement Project	625,000	10,000	(615,000)	5,733
Reline or Replace 15-in Drain Line to SDR	100,000	5,000	(95,000)	2,867
Reline or Replace Existing 30-in SDPS Forcemain to Plant	150,000	5,000	(145,000)	2,867
<b>Sub-Total:Joint Facility Projects</b>	<b>\$ 11,182,467</b>	<b>\$ 9,000,000</b>	<b>\$ (2,182,467)</b>	<b>\$ 5,092,786</b>

<b>TOTAL CAPITAL PROGRAM</b>	<b>\$ 12,557,467</b>	<b>\$ 10,079,000</b>	<b>\$ (2,478,467)</b>
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# FY21 Expenditure Projections

	FY 2021	FY 2021	\$ Change	% Change
	Budget	Projection	Proj to Budget	Proj to Budget
<b>RESERVE CONTRIBUTION(S)</b>				
Transfer to Local Water Fund	\$ -	\$ -	\$ -	0.0%
Transfer to Rate Stabilization	155,658	-	(155,658)	0.0%
Transfer to Operating or Rate Stabilization Fund	-	52,996	52,996	100.0%
<b>Total Reserve Contribution(s)</b>	<b>\$ 155,658</b>	<b>\$ 52,996</b>	<b>\$ (102,662)</b>	<b>0.0%</b>
<b>TOTAL USES OF FUNDS</b>	<b>\$ 43,990,380</b>	<b>\$ 40,958,497</b>	<b>\$ (3,031,883)</b>	<b>-6.9%</b>

- Net impact of operations is a transfer to operating or rate stabilization fund of approximately \$53,000
  - Based on new Reserve Policy & Board determination

# FY21 Reserve Impacts

ITEM	SFID Cash Balance	Capital Improvement & Replacement Fund	Operating Fund	Rate Stabilization Fund	Local Water Fund	Total Designated Reserves	Undesignated Cash Balance
<b>FY 21 Beginning Balances</b>	\$ 30,717,179	\$ 14,332,050	\$ 5,798,436	\$ 4,334,595	\$ 385,362	\$ 24,850,443	\$ 5,866,736
Capacity Fees		125,000					
Non-Operating Revenues		7,823,980					
Capital Contribution from Depreciation		3,504,497					
Capital Expenditures		(11,167,736)					
Operating Revenues*				29,790,761			
Operating Expenditures*				(29,737,766)			
Excess Local Water					-		
Utilization to Offset Imported Water					(85,563)		
<b>FY 21 Ending Balances</b>	<b>\$ 30,970,354</b>	<b>\$ 14,617,792</b>	<b>\$ 5,798,436</b>	<b>\$ 4,387,591</b>	<b>\$ 299,799</b>	<b>\$ 25,103,618</b>	<b>\$ 5,866,736</b>

\*May be utilized for Operating Fund or Rate Stabilization Fund / operating revenues include transfer from local water fund

# Questions?



# AMI CUSTOMER PORTAL

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Administrative and Finance Committee  
February 9, 2021



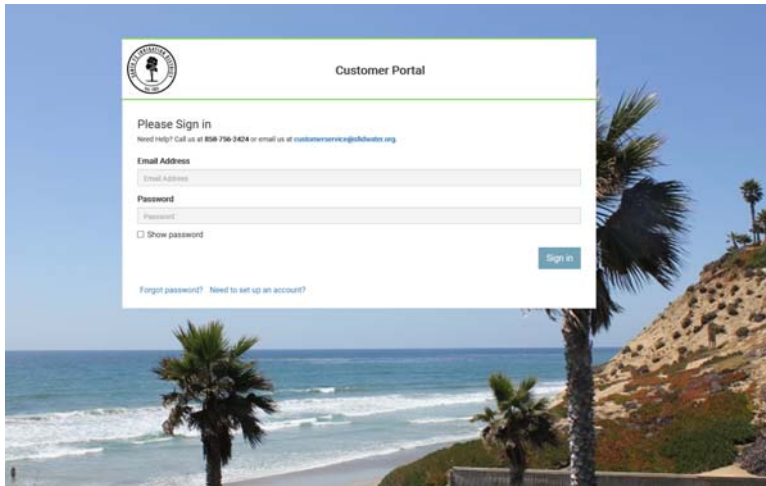
# Advanced Metering Program



- Final phase begins next month
- Benefits
  - Leak detection
  - Conservation and sustainability
  - Staff efficiency
  - Customer engagement

**Aqua  Metric**

# Customer Portal



- Sensus meters
- Native portal
- Basic functions
  - Separate from billing
- Customer service concerns

# Potential Upgrades

- Accessibility
- Compatibility
- Compliance
- Phone-based app
- Customization
- Add photo

## Potential Vendors



dropcountr