

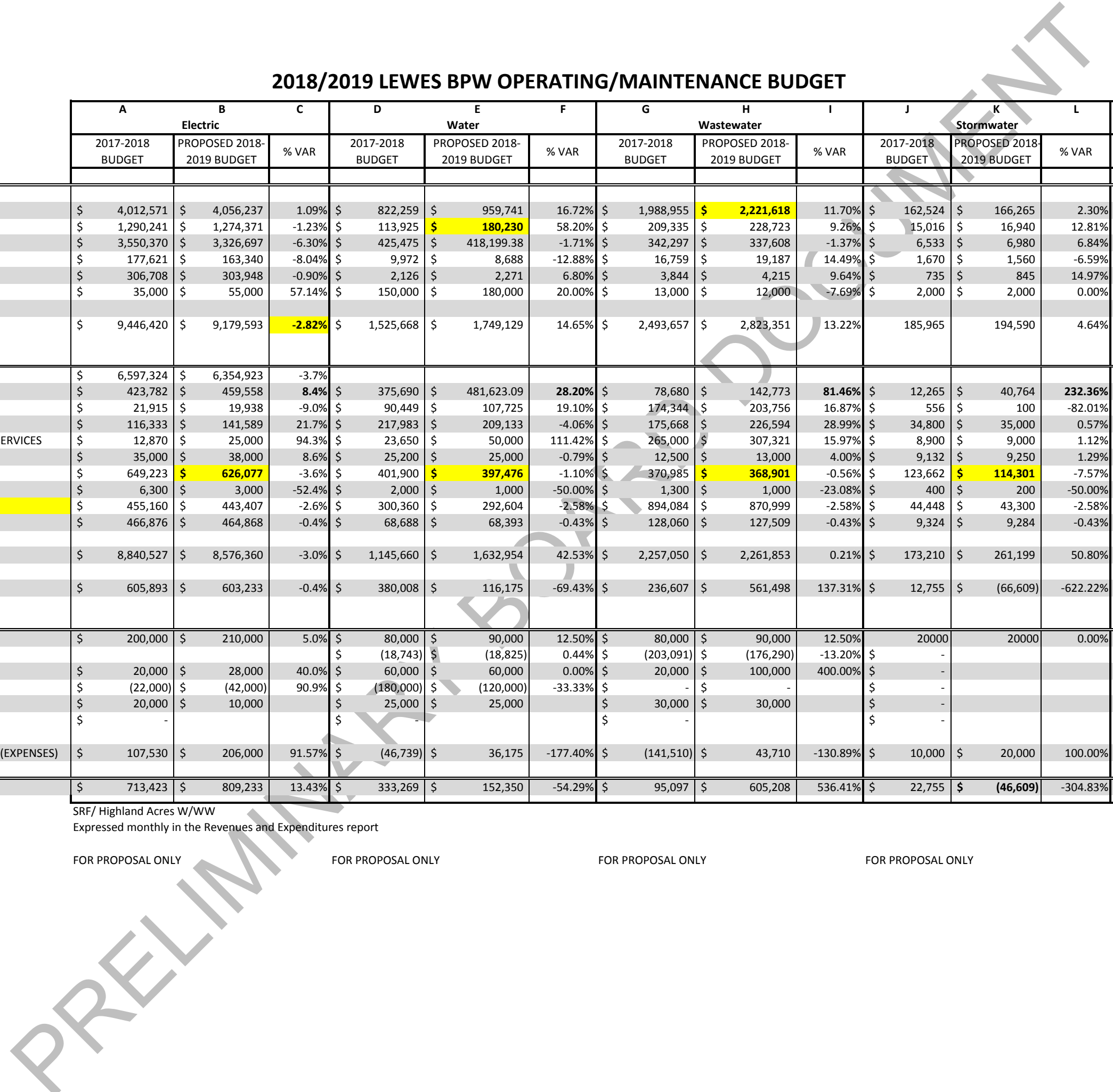
**2018/2019 LEWES BPW OPERATING/MAINTENANCE BUDGET**

TOTAL	A			B			C			D			E			F			G			H			I			J			K			L			M			N			O		
	2017-2018 BUDGET	PROPOSED 2018-2019 BUDGET	% VAR	2017-2018 BUDGET	PROPOSED 2018-2019 BUDGET	% VAR	2017-2018 BUDGET	PROPOSED 2018-2019 BUDGET	% VAR	2017-2018 BUDGET	PROPOSED 2018-2019 BUDGET	% VAR	2017-2018 BUDGET	PROPOSED 2018-2019 BUDGET	% VAR	2017-2018 BUDGET	PROPOSED 2018-2019 BUDGET	% VAR	2017-2018 BUDGET	PROPOSED 2018-2019 BUDGET	% VAR	2017-2018 BUDGET	PROPOSED 2018-2019 BUDGET	% VAR	2017-2018 BUDGET	PROPOSED 2018-2019 BUDGET	% VAR	2017-2018 BUDGET	PROPOSED 2018-2019 BUDGET	% VAR	2017-2018 BUDGET	PROPOSED 2018-2019 BUDGET	% VAR	2017-2018 BUDGET	PROPOSED 2018-2019 BUDGET	% VAR	2017-2018 BUDGET	PROPOSED 2018-2019 BUDGET	% VAR						
OPERATING REVENUE																																													
UTILITY SALES																																													
1	RESIDENTIAL	\$ 4,012,571	\$ 4,056,237	1.09%	\$ 822,259	\$ 959,741	16.72%	\$ 1,988,955	\$ 2,221,618	11.70%	\$ 162,524	\$ 166,265	2.30%	\$ 6,986,309	\$ 7,403,861	5.98%																													
2	COMMERCIAL	\$ 1,290,241	\$ 1,274,371	-1.23%	\$ 113,925	\$ 180,230	58.20%	\$ 209,335	\$ 228,723	9.26%	\$ 15,016	\$ 16,940	12.81%	\$ 1,628,517	\$ 1,700,265	4.41%																													
3	INDUSTRIAL	\$ 3,550,370	\$ 3,326,697	-6.30%	\$ 425,475	\$ 418,199.38	-1.71%	\$ 342,297	\$ 337,608	-1.37%	\$ 6,533	\$ 6,980	6.84%	\$ 4,324,675	\$ 4,089,484	-5.44%																													
4	MUNICIPAL	\$ 177,621	\$ 163,340	-8.04%	\$ 9,972	\$ 8,688	-12.88%	\$ 16,759	\$ 19,187	14.49%	\$ 1,670	\$ 1,560	-6.59%	\$ 206,022	\$ 192,775	-6.43%																													
5	BOARD OF PUBLIC WORKS	\$ 306,708	\$ 303,948	-0.90%	\$ 2,126	\$ 2,271	6.80%	\$ 3,844	\$ 4,215	9.64%	\$ 735	\$ 845	14.97%	\$ 313,413	\$ 311,278	-0.68%																													
6	OTHER	\$ 35,000	\$ 55,000	57.14%	\$ 150,000	\$ 180,000	20.00%	\$ 13,000	\$ 12,000	-7.69%	\$ 2,000	\$ 2,000	0.00%	\$ 200,000	\$ 249,000	24.50%																													
7	TOTAL OPERATING REVENUES	\$ 9,446,420	\$ 9,179,593	-2.82%	\$ 1,525,668	\$ 1,749,129	14.65%	\$ 2,493,657	\$ 2,823,351	13.22%	\$ 185,965	\$ 194,590	4.64%	\$ 13,651,710	\$ 13,946,662	2.16%																													
OPERATING EXPENSES																																													
8	PURCHASED POWER	\$ 6,597,324	\$ 6,354,923	-3.7%										\$ 6,597,324	\$ 6,354,923	-3.67%																													
9	SALARIES, WAGES & BENEFITS	\$ 423,782	\$ 459,558	8.4%	\$ 375,690	\$ 481,623.09	28.20%	\$ 78,680	\$ 142,773	81.46%	\$ 12,265	\$ 40,764	232.36%	\$ 890,417	\$ 1,124,718	26.31%																													
10	UTILITIES	\$ 21,915	\$ 19,938	-9.0%	\$ 90,449	\$ 107,725	19.10%	\$ 174,344	\$ 203,756	16.87%	\$ 556	\$ 100	-82.01%	\$ 287,264	\$ 331,519	15.41%																													
11	REPAIRS AND MAINTENANCE	\$ 116,333	\$ 141,589	21.7%	\$ 217,983	\$ 209,133	-4.06%	\$ 175,668	\$ 226,594	28.99%	\$ 34,800	\$ 35,000	0.57%	\$ 544,784	\$ 612,316	12.40%																													
12	PROFESSIONAL AND CONTRACTUAL SERVICES	\$ 12,870	\$ 25,000	94.3%	\$ 23,650	\$ 50,000	111.42%	\$ 265,000	\$ 307,321	15.97%	\$ 8,900	\$ 9,000	1.12%	\$ 310,420	\$ 391,321	26.06%																													
13	OTHER SUPPLIES AND EXPENSES	\$ 35,000	\$ 38,000	8.6%	\$ 25,200	\$ 25,000	-0.79%	\$ 12,500	\$ 13,000	4.00%	\$ 9,132	\$ 9,250	1.29%	\$ 81,832	\$ 85,250	4.18%																													
14	ADMINISTRATIVE	\$ 649,223	\$ 626,077	-3.6%	\$ 401,900	\$ 397,476	-1.10%	\$ 370,985	\$ 368,901	-0.56%	\$ 123,662	\$ 114,301	-7.57%	\$ 1,545,770	\$ 1,506,755	-2.52%																													
15	BAD DEBT	\$ 6,300	\$ 3,000	-52.4%	\$ 2,000	\$ 1,000	-50.00%	\$ 1,300	\$ 1,000	-23.08%	\$ 400	\$ 200	-50.00%	\$ 10,000	\$ 5,200	-48.00%																													
16	DEPRECIATION AND AMORTIZATION	\$ 455,160	\$ 443,407	-2.6%	\$ 300,360	\$ 292,604	-2.58%	\$ 894,084	\$ 870,999	-2.58%	\$ 44,448	\$ 43,300	-2.58%	\$ 1,694,052	\$ 1,650,310	-2.58%																													
17	IN LIEU OF FRANCHISE FEES	\$ 466,876	\$ 464,868	-0.4%	\$ 68,688	\$ 68,393	-0.43%	\$ 128,060	\$ 127,509	-0.43%	\$ 9,324	\$ 9,284	-0.43%	\$ 672,948	\$ 670,054	-0.43%																													
18	TOTAL OPERATING EXPENSES	\$ 8,840,527	\$ 8,576,360	-3.0%	\$ 1,145,660	\$ 1,632,954	42.53%	\$ 2,257,050	\$ 2,261,853	0.21%	\$ 173,210	\$ 261,199	50.80%	\$ 12,416,447	\$ 12,732,366	2.54%																													
19	OPERATING INCOME	\$ 605,893	\$ 603,233	-0.4%	\$ 380,008	\$ 116,175	-69.43%	\$ 236,607	\$ 561,498	137.31%	\$ 12,755	\$ (66,609)	-622.22%	\$ 1,235,263	\$ 1,214,296	-1.70%																													
NON-OPERATING REVENUES (EXPENSES)																																													
20	INTEREST INCOME	\$ 200,000	\$ 210,000	5.0%	\$ 80,000	\$ 90,000	12.50%	\$ 80,000	\$ 90,000	12.50%	\$ 20,000	\$ 20,000	0.00%	\$ 380,000	\$ 410,000	7.89%																													
21	INTEREST EXPENSE				\$ (18,743)	\$ (18,825)	0.44%	\$ (203,091)	\$ (176,290)	-13.20%	\$ -	\$ -		\$ (221,834)	\$ (195,115)	-12.04%																													
22	IMPACT FEES	\$ 20,000	\$ 28,000	40.0%	\$ 60,000	\$ 60,000	0.00%	\$ 20,000	\$ 100,000	400.00%	\$ -	\$ -		\$ 100,000	\$ 188,000	88.00%																													
23	LOSS ON SALE OF ASSETS	\$ (22,000)	\$ (42,000)	90.9%	\$ (180,000)	\$ (120,000)	-33.33%	\$ -	\$ -		\$ -	\$ -		\$ (202,000)	\$ (162,000)	-19.80%																													
24	GRANTS	\$ 20,000	\$ 10,000		\$ 25,000	\$ 25,000		\$ 30,000	\$ 30,000		\$ -	\$ -		\$ 75,000	\$ 65,000	-13.33%																													
	CHANGE IN MARKET VALUE **	\$ -	\$ -		\$ -	\$ -		\$ -	\$ -		\$ -	\$ -		\$ -	\$ -																														
25	NET NON-OPERATING REVENUES (EXPENSES)	\$ 107,530	\$ 206,000	91.57%	\$ (46,739)	\$ 36,175	-177.40%	\$ (141,510)	\$ 43,710	-130.89%	\$ 10,000	\$ 20,000	100.00%	\$ (70,719)	\$ 305,885	-532.54%																													
26	CHANGE IN NET ASSETS	\$ 713,423	\$ 809,233	13.43%	\$ 333,269	\$ 152,350	-54.29%	\$ 95,097	\$ 605,208	536.41%	\$ 22,755	\$ (46,609)	-304.83%	\$ 1,164,544	\$ 1,520,181	30.54%																													

27 PRINCIPLE PAYMENTS SRF/ Highland Acres W/WW \$723,050

CHANGE IN MARKET VALUE \*\* Expressed monthly in the Revenues and Expenditures report

28 Prepared MAR 2018 FOR PROPOSAL ONLY FOR PROPOSAL ONLY FOR PROPOSAL ONLY FOR PROPOSAL ONLY FOR PROPOSAL ONLY



PRELIMINARY BOARD DOCUMENT