

## 2023-2024 LEWES BPW OPERATING/MAINTENANCE BUDGET

| TOTAL                             | A                                       |                                 |               | B                                       |                                 |              | C                                       |                               |              | D                                       |                                 |            | E                                       |                                 |               | F                                       |                                 |       | G                                       |                                 |       | H                                       |                                 |       | I                                       |                                 |       | J                                       |                                 |       | K                                       |                                 |       | L                                       |                                 |       | M |  |  | N |  |  | O |  |  |
|-----------------------------------|---|---------------------------------|---------------|---|---------------------------------|--------------|---|-------------------------------|--------------|---|---------------------------------|------------|---|---------------------------------|---------------|---|---------------------------------|-------|---|---------------------------------|-------|---|---------------------------------|-------|---|---------------------------------|-------|---|---------------------------------|-------|---|---------------------------------|-------|---|---------------------------------|-------|---|--|--|---|--|--|---|--|--|
|                                   | Electric                                |                                 |               | Water                                   |                                 |              | Wastewater                              |                               |              | Stormwater                              |                                 |            | TOTAL                                   |                                 |               |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
|                                   | 2022-2023<br>ACTUALS (FEB &<br>MAR EST) | PROPOSED<br>2023-2024<br>BUDGET | % VAR         | 2022-2023<br>ACTUALS (FEB &<br>MAR EST) | PROPOSED<br>2023-2024<br>BUDGET | % VAR        | 2022-2023<br>ACTUALS (FEB &<br>MAR EST) | PROPOSED 2023-<br>2024 BUDGET | % VAR        | 2022-2023<br>ACTUALS (FEB &<br>MAR EST) | PROPOSED<br>2023-2024<br>BUDGET | % VAR      | 2022-2023<br>ACTUALS (FEB &<br>MAR EST) | PROPOSED<br>2023-2024<br>BUDGET | % VAR         | 2022-2023<br>ACTUALS (FEB &<br>MAR EST) | PROPOSED<br>2023-2024<br>BUDGET | % VAR | 2022-2023<br>ACTUALS (FEB &<br>MAR EST) | PROPOSED<br>2023-2024<br>BUDGET | % VAR | 2022-2023<br>ACTUALS (FEB &<br>MAR EST) | PROPOSED<br>2023-2024<br>BUDGET | % VAR | 2022-2023<br>ACTUALS (FEB &<br>MAR EST) | PROPOSED<br>2023-2024<br>BUDGET | % VAR | 2022-2023<br>ACTUALS (FEB &<br>MAR EST) | PROPOSED<br>2023-2024<br>BUDGET | % VAR | 2022-2023<br>ACTUALS (FEB &<br>MAR EST) | PROPOSED<br>2023-2024<br>BUDGET | % VAR | 2022-2023<br>ACTUALS (FEB &<br>MAR EST) | PROPOSED<br>2023-2024<br>BUDGET | % VAR |   |  |  |   |  |  |   |  |  |
| OPERATING REVENUE                 |   |                                 |               |   |                                 |              |   |                               |              |   |                                 |            |   |                                 |               |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| UTILITY SALES                     |   |                                 |               |   |                                 |              |   |                               |              |   |                                 |            |   |                                 |               |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 1                                 | RESIDENTIAL                             | \$ 4,734,952                    | \$ 4,928,412  | 4.1%                                    | \$ 1,339,489                    | \$ 1,407,848 | 5.1%                                    | \$ 2,756,480                  | \$ 2,825,538 | 2.5%                                    | 202,318                         | 244,335    | 20.8%                                   | \$ 9,033,239                    | \$ 9,406,134  | 4.1%                                    |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 2                                 | COMMERCIAL                              | \$ 1,402,343                    | \$ 1,422,120  | 1.4%                                    | \$ 207,214                      | \$ 221,735   | 7.0%                                    | \$ 268,511                    | \$ 267,223   | -0.5%                                   | 19,574                          | 23,489     | 20.0%                                   | \$ 1,897,642                    | \$ 1,934,567  | 1.9%                                    |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 3                                 | INDUSTRIAL                              | \$ 3,132,698                    | \$ 3,497,151  | 11.6%                                   | \$ 784,121                      | \$ 794,890   | 1.4%                                    | \$ 368,834                    | \$ 372,789   | 1.1%                                    | 7,872                           | 9,446      | 20.0%                                   | \$ 4,293,525                    | \$ 4,674,277  | 8.9%                                    |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 4                                 | MUNICIPAL                               | \$ 107,605                      | \$ 116,231    | 8.0%                                    | \$ 13,886                       | \$ 14,640    | 5.4%                                    | \$ 22,851                     | \$ 23,384    | 2.3%                                    | 2,088                           | 2,506      | 20.0%                                   | \$ 146,430                      | \$ 156,761    | 7.1%                                    |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 5                                 | BOARD OF PUBLIC WORKS                   | \$ 391,607                      | \$ 394,905    | 0.8%                                    | \$ 17,842                       | \$ 17,118    | -4.1%                                   | \$ 4,410                      | \$ 4,329     | -1.8%                                   | 1,008                           | 1,210      | 20.0%                                   | \$ 414,868                      | \$ 417,562    | 0.6%                                    |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 6                                 | OTHER                                   | \$ 249,789                      | \$ 545,491    | 118.4%                                  | \$ 537,983                      | \$ 402,437   | -25.2%                                  | \$ 1,046,785                  | \$ 356,740   | -65.9%                                  | 23,808                          | 20,241     | -15.0%                                  | \$ 1,858,365                    | \$ 1,324,909  | -28.7%                                  |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 7                                 | TOTAL OPERATING REVENUES                | \$ 10,018,995                   | \$ 10,904,311 | 8.8%                                    | \$ 2,900,536                    | \$ 2,858,667 | -1.4%                                   | \$ 4,467,870                  | \$ 3,850,003 | -13.8%                                  | \$ 256,668                      | \$ 301,227 | 17.4%                                   | \$ 17,644,069                   | \$ 17,914,209 | 1.5%                                    |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| OPERATING EXPENSES                |   |                                 |               |   |                                 |              |   |                               |              |   |                                 |            |   |                                 |               |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 9                                 | PURCHASED POWER                         | \$ 6,931,704                    | \$ 7,273,212  | 4.9%                                    |                                 |              |   |                               |              |   |                                 |            |   | \$ 6,931,704                    | \$ 7,273,212  | 4.9%                                    |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 10                                | SALARIES, WAGES & BENEFITS              | \$ 640,465                      | \$ 747,488    | 16.7%                                   | \$ 629,971                      | \$ 736,470   | 16.9%                                   | \$ 41,551                     | \$ 53,629    | 29.1%                                   | \$ 5,467                        | \$ 10,741  | 96.5%                                   | \$ 1,317,455                    | \$ 1,548,328  | 17.5%                                   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 11                                | UTILITIES                               | \$ 26,155                       | \$ 32,454     | 24.1%                                   | \$ 103,499                      | \$ 124,518   | 20.3%                                   | \$ 312,814                    | \$ 332,258   | 6.2%                                    | \$ 620                          | \$ 620     | 0.0%                                    | \$ 443,087                      | \$ 489,849    | 10.6%                                   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 12                                | REPAIRS AND MAINTENANCE                 | \$ 156,935                      | \$ 130,468    | -16.9%                                  | \$ 248,250                      | \$ 277,900   | 11.9%                                   | \$ 792,895                    | \$ 868,934   | 9.6%                                    | \$ 1,490                        | \$ 7,517   | 404.5%                                  | \$ 1,199,571                    | \$ 1,284,820  | 7.1%                                    |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 13                                | PROFESSIONAL AND CONTRACTUAL SERVICES   | \$ 321,071                      | \$ 368,295    | 14.7%                                   | \$ 332,180                      | \$ 370,340   | 11.5%                                   | \$ 1,200,268                  | \$ 1,301,985 | 8.5%                                    | \$ 9,977                        | \$ 26,516  | 165.8%                                  | \$ 1,863,496                    | \$ 2,067,136  | 10.9%                                   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 14                                | OTHER SUPPLIES AND EXPENSES             | \$ 88,449                       | \$ 99,345     | 12.3%                                   | \$ 69,676                       | \$ 77,680    | 11.5%                                   | \$ 77,951                     | \$ 75,485    | -3.2%                                   | \$ 21,968                       | \$ 24,955  | 13.6%                                   | \$ 258,044                      | \$ 277,465    | 7.5%                                    |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 15                                | ADMINISTRATIVE                          | \$ 946,828                      | \$ 1,005,419  | 6.2%                                    | \$ 549,621                      | \$ 583,602   | 6.2%                                    | \$ 507,988                    | \$ 539,387   | 6.2%                                    | \$ 113,814                      | \$ 120,755 | 6.1%                                    | \$ 2,118,251                    | \$ 2,249,163  | 6.2%                                    |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 16                                | BAD DEBT                                | \$ 3,937                        | \$ 4,950      | 25.7%                                   | \$ 764                          | \$ 597       | -21.8%                                  | \$ 2,111                      | \$ 1,666     | -21.1%                                  | \$ 234                          | \$ 159     | -31.9%                                  | \$ 7,046                        | \$ 7,373      | 4.6%                                    |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 17                                | DEPRECIATION AND AMORTIZATION           | \$ 392,144                      | \$ 407,144    | 3.8%                                    | \$ 320,351                      | \$ 329,351   | 2.8%                                    | \$ 1,208,977                  | \$ 1,235,977 | 2.2%                                    | \$ 45,771                       | \$ 47,646  | 4.1%                                    | \$ 1,967,243                    | \$ 2,020,118  | 2.7%                                    |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 18                                | IN LIEU OF FRANCHISE FEES               | \$ 487,475                      | \$ 517,941    | 6.2%                                    | \$ 118,378                      | \$ 122,812   | 3.7%                                    | \$ 170,961                    | \$ 174,663   | 2.2%                                    | \$ 11,643                       | \$ 14,049  | 20.7%                                   | \$ 788,458                      | \$ 829,465    | 5.2%                                    |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 19                                | TOTAL OPERATING EXPENSES                | \$ 9,995,163                    | \$ 10,586,717 | 5.92%                                   | \$ 2,372,692                    | \$ 2,623,270 | 10.6%                                   | \$ 4,315,516                  | \$ 4,583,984 | 6.2%                                    | \$ 210,985                      | \$ 252,958 | 19.9%                                   | \$ 16,894,355                   | \$ 18,046,929 | 6.8%                                    |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 20                                | OPERATING INCOME                        | \$ 23,832                       | \$ 317,594    | -1232.6%                                | \$ 527,844                      | \$ 235,397   | -55.4%                                  | \$ 152,354                    | \$ (733,980) | -581.8%                                 | \$ 45,683                       | \$ 48,269  | -5.7%                                   | \$ 749,713                      | \$ (132,721)  | -117.7%                                 |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| NON-OPERATING REVENUES (EXPENSES) |   |                                 |               |   |                                 |              |   |                               |              |   |                                 |            |   |                                 |               |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 22                                | INTEREST INCOME                         | \$ 109,812                      | \$ 109,812    | 0.0%                                    | \$ 82,203                       | \$ 82,203    | 0.0%                                    | \$ 72,830                     | \$ 73,010    | 0.2%                                    | \$ 12,738                       | \$ -       | -100.0%                                 | \$ 277,583                      | \$ 265,025    | -4.5%                                   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 23                                | INTEREST EXPENSE                        | \$ -                            | \$ -          |   | \$ (40,660)                     | \$ (39,028)  | 4.0%                                    | \$ (162,983)                  | \$ (144,238) | 11.50%                                  | \$ -                            | \$ -       |   | \$ (203,643)                    | \$ (183,266)  | 10.0%                                   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 24                                | IMPACT FEES                             | \$ 125,096                      | \$ 60,750     | -51.4%                                  | \$ 365,346                      | \$ 117,000   | -68.0%                                  | \$ 427,076                    | \$ 67,050    | -84.3%                                  | \$ -                            | \$ -       |   | \$ 917,518                      | \$ 244,800    | -73.3%                                  |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 25                                | LOSS ON SALE OF ASSETS                  | \$ 1,769                        | \$ (65,000)   | -3775.4%                                | \$ 1,022                        | \$ (25,000)  | -2546.7%                                | \$ 943                        | \$ -         |   | \$ 197                          | \$ -       |   | \$ 3,930                        | \$ (90,000)   |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 26                                | GRANTS                                  | \$ -                            | \$ -          |   | \$ 53,177                       | \$ 69,890    | 31.4%                                   | \$ 13,055                     | \$ 900,000   |   | \$ -                            | \$ -       |   | \$ 66,233                       | \$ 969,890    | 1364.4%                                 |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 27                                | CHANGE IN MARKET VALUE **               | \$ (313,121)                    | \$ -          |   | \$ (180,915)                    | \$ -         |   | \$ (166,998)                  | \$ -         |   | \$ (34,791)                     | \$ -       |   | \$ (695,825)                    | \$ 0          |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 28                                | NET NON-OPERATING REVENUES (EXPENSES)   | \$ (76,445)                     | \$ 105,562    | -238.1%                                 | \$ 280,173                      | \$ 205,065   | -26.8%                                  | \$ 336,923                    | \$ 895,822   | 165.9%                                  | \$ (21,856)                     | \$ -       | -100.0%                                 | \$ 1,061,621                    | \$ 1,206,448  | 13.6%                                   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |
| 29                                | CHANGE IN NET ASSETS                    | \$ (52,614)                     | \$ 423,155    | -904.3%                                 | \$ 808,017                      | \$ 440,462   | -45.5%                                  | \$ 489,278                    | \$ 161,842   | -66.9%                                  | \$ 23,827                       | \$ 48,269  | 102.6%                                  | \$ 1,811,334                    | \$ 1,073,728  | -40.7%                                  |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |                                 |       |   |  |  |   |  |  |   |  |  |

|   |                            |            |            |              |               |                        |            |
|---|----------------------------|------------|------------|--------------|---------------|------------------------|------------|
| PRINCIPAL PAYMENTS  | DEBT (Annual Amounts)      | Principal  | Interest   | Payment      | Loan Balance  | Total Annual Principal | \$ 960,092 |
|   | WWTP SRF                   | \$ 775,425 | \$ 75,702  | \$ 851,127   | \$ 3,404,507  |                        |            |
| *** This debt is paid by only the affected development residents. | ***Highland Acres WW       | \$ 39,217  | \$ 23,072  | \$ 62,289    | \$ 1,463,782  |                        |            |
|   | ***Highland Acres Water    | \$ 2,990   | \$ 1,759   | \$ 4,750     | \$ 111,617    |                        |            |
|   | ***Savannah Place WW       | \$ 62,627  | \$ 42,964  | \$ 105,591   | \$ 2,798,149  |                        |            |
|   | Jones Farm                 | \$ 79,834  | \$ 37,269  | \$ 117,103   | \$ 2,283,666  |                        |            |
|   | Headworks WW (In progress) | \$ -       | \$ 1,200   | \$ 1,200     | \$ 86,209     |                        |            |
|   | DSMHP WW                   | \$ -       | \$ 1,300   | \$ 1,300     | \$ 172,769    |                        |            |
| CHANGE IN MARKET VALUE **   | Total                      | \$ 960,092 | \$ 181,966 | \$ 1,142,058 | \$ 10,320,699 |                        |            |