



Water System Revenues

Glenn Barnes

Environmental Finance Center

The University of North Carolina at Chapel Hill

919-962-2789

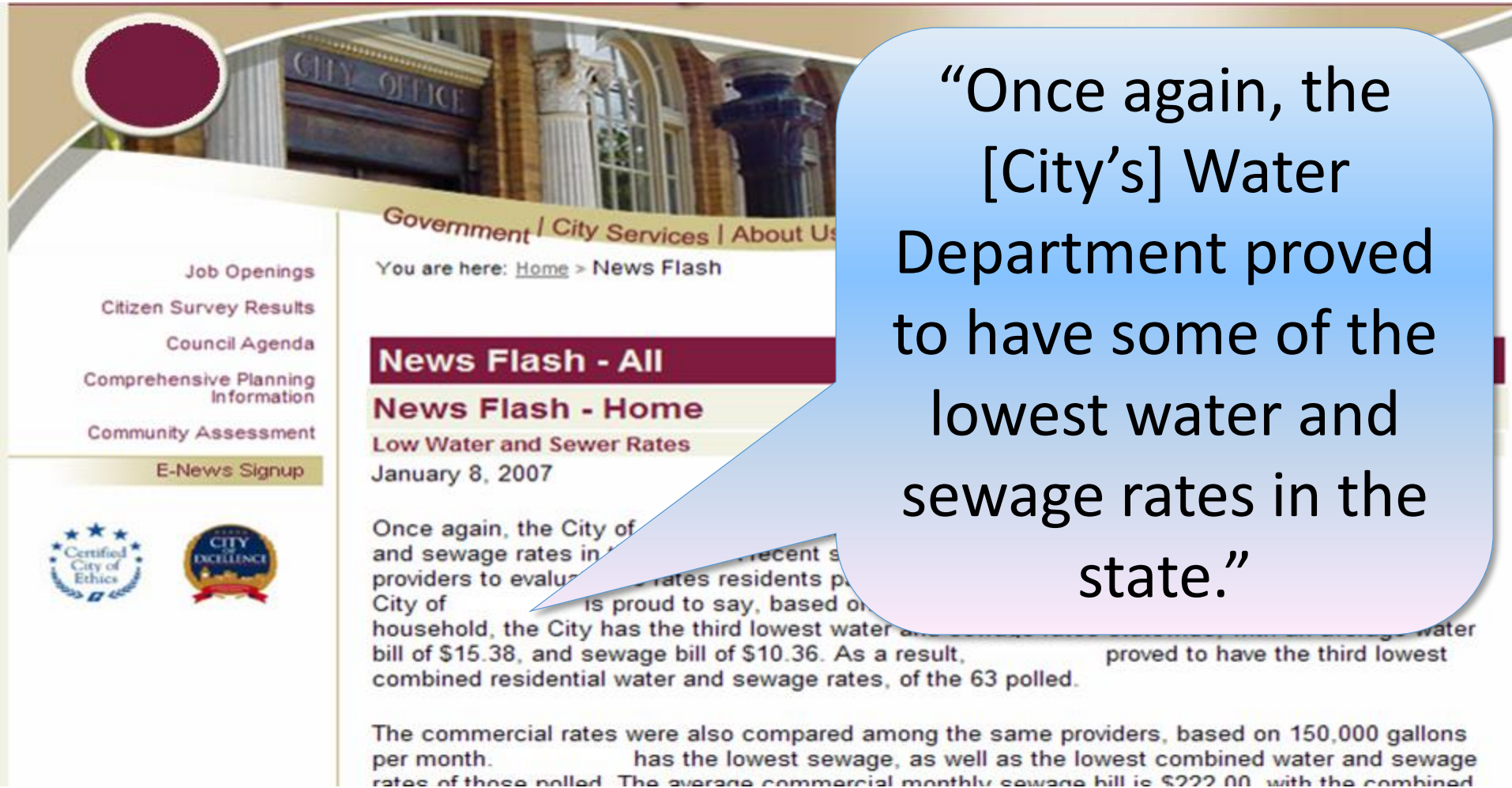
glennbarnes@sog.unc.edu



Session Objectives

- Understand how to pay for the costs of running your water system
- Look more closely at your rates

Systems Love Low Rates, but...



The image shows a screenshot of a city website's news flash. The page has a header with navigation links: "Government | City Services | About Us". Below the header, it says "You are here: [Home](#) > News Flash". The main content area features a red banner with the text "News Flash - All" and "News Flash - Home". Below this, the title of the news flash is "Low Water and Sewer Rates" with a date of "January 8, 2007". The text of the news flash reads: "Once again, the City of [redacted] and sewage rates in [redacted] recent [redacted] providers to evaluate [redacted] rates residents pay [redacted] City of [redacted] is proud to say, based on [redacted] household, the City has the third lowest water and sewage bill of \$15.38, and sewage bill of \$10.36. As a result, [redacted] proved to have the third lowest combined residential water and sewage rates, of the 63 polled." The text continues: "The commercial rates were also compared among the same providers, based on 150,000 gallons per month. [redacted] has the lowest sewage, as well as the lowest combined water and sewage rates of those polled. The average commercial monthly sewage bill is \$222.00, with the combined [redacted]". On the left side of the page, there is a sidebar with navigation links: "Job Openings", "Citizen Survey Results", "Council Agenda", "Comprehensive Planning Information", "Community Assessment", and "E-News Signup". At the bottom left, there are two logos: "Certified City of Ethics" and "CITY EXCELLENCE".

Government | City Services | About Us

You are here: [Home](#) > News Flash

News Flash - All

News Flash - Home

Low Water and Sewer Rates
January 8, 2007

Once again, the City of [redacted] and sewage rates in [redacted] recent [redacted] providers to evaluate [redacted] rates residents pay [redacted] City of [redacted] is proud to say, based on [redacted] household, the City has the third lowest water and sewage bill of \$15.38, and sewage bill of \$10.36. As a result, [redacted] proved to have the third lowest combined residential water and sewage rates, of the 63 polled.

The commercial rates were also compared among the same providers, based on 150,000 gallons per month. [redacted] has the lowest sewage, as well as the lowest combined water and sewage rates of those polled. The average commercial monthly sewage bill is \$222.00, with the combined [redacted]

Job Openings
Citizen Survey Results
Council Agenda
Comprehensive Planning Information
Community Assessment
E-News Signup

Certified City of Ethics
CITY EXCELLENCE

“Once again, the [City’s] Water Department proved to have some of the lowest water and sewage rates in the state.”



Will our rates provide sufficient cost recovery?

Are we following the applicable laws?

What exactly does this include?

Will revenues be resilient to changing water demands?

Will our customers be able to pay these rates?

Do these rates send the right signals to our customers, based on our objectives?



Will our customers understand these rates?

Are we allocating the costs to the right customers?



“Full Cost Pricing”

- Operations & maintenance expenditures
- Taxes and accounting costs
- Contingencies for emergencies
- Principal and interest on long-term debt
- Reserves for capital improvement
- Source water protection



Ways To Pay

- Pay as you go (current receipts)
- Save in advance and pay
- Pay later (someone loans you money)
- Grants (let someone else pay)



Grants Aren't Completely Free Money

- Application for the grant can be expensive – staff time and money
- Applications can take months to process
- Often lots of strings attached
- Often require a percentage match
- Lots of competition
- Difficult to sustain

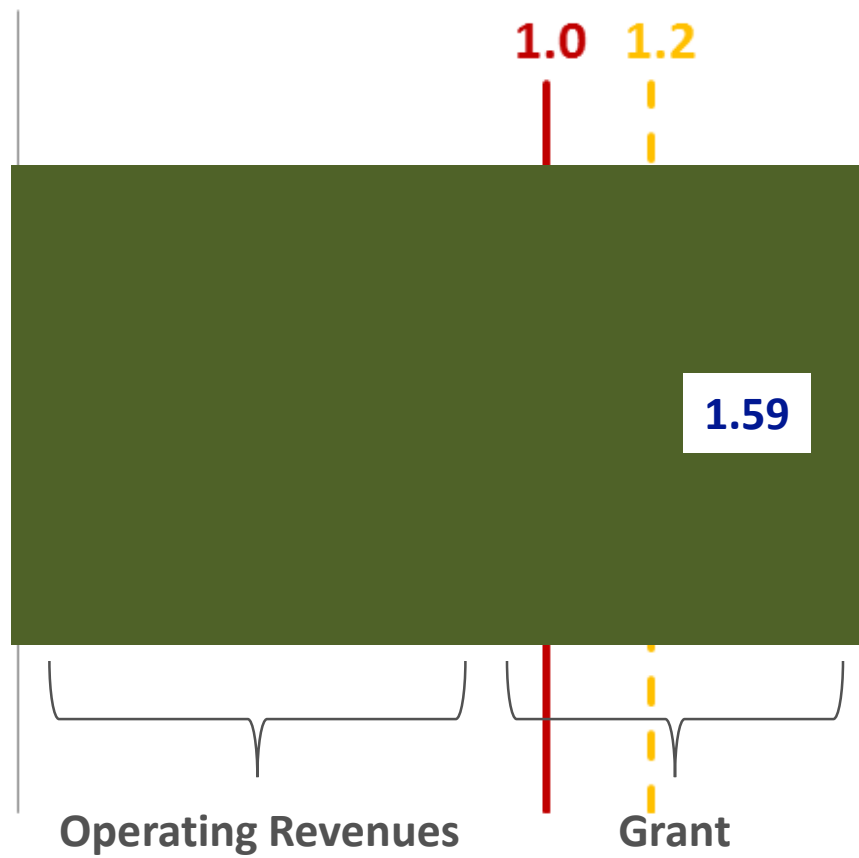


Quick Thought on Grants

- This presentation is about ***sustainable*** program finance
- Grants are not sustainable finance

Grants Can Distort Operating Ratio

Sewer Program from Michigan





The Main Source: Your Revenue

- Pay as you go (current receipts)
- Save in advance and pay
- Pay later (someone loans you money)
- ~~• Grants (let someone else pay)~~



Non-Rate Revenues

- Penalties
- Cellphone and radio receivers on the tank
- Ads on the tank
- Tap fees
- System development charges



Town of Jacksonville

We charge a flat rate of \$15.00 monthly

P.O. - Box 133
Jacksonville

We ARE a small town we do NOT have sewage



Other Places with a Fixed Rate

- Small town in New York state that charges \$120/year, billed twice
- Trailer park in Ohio that includes water in the monthly rent
- HUD-subsidized apartments that must include water in rent

Other Places with a Fixed Rate

- City of Chicago

Lots of meters
to read



Drinking
water
supply

The Reef Condos – USVI





The Reef Condos – USVI

- Has residential units and commercial (shops and restaurants)
- Flat rate structure for residents
- Decreasing block for commercial
- Bulk rate for the next condo complex over



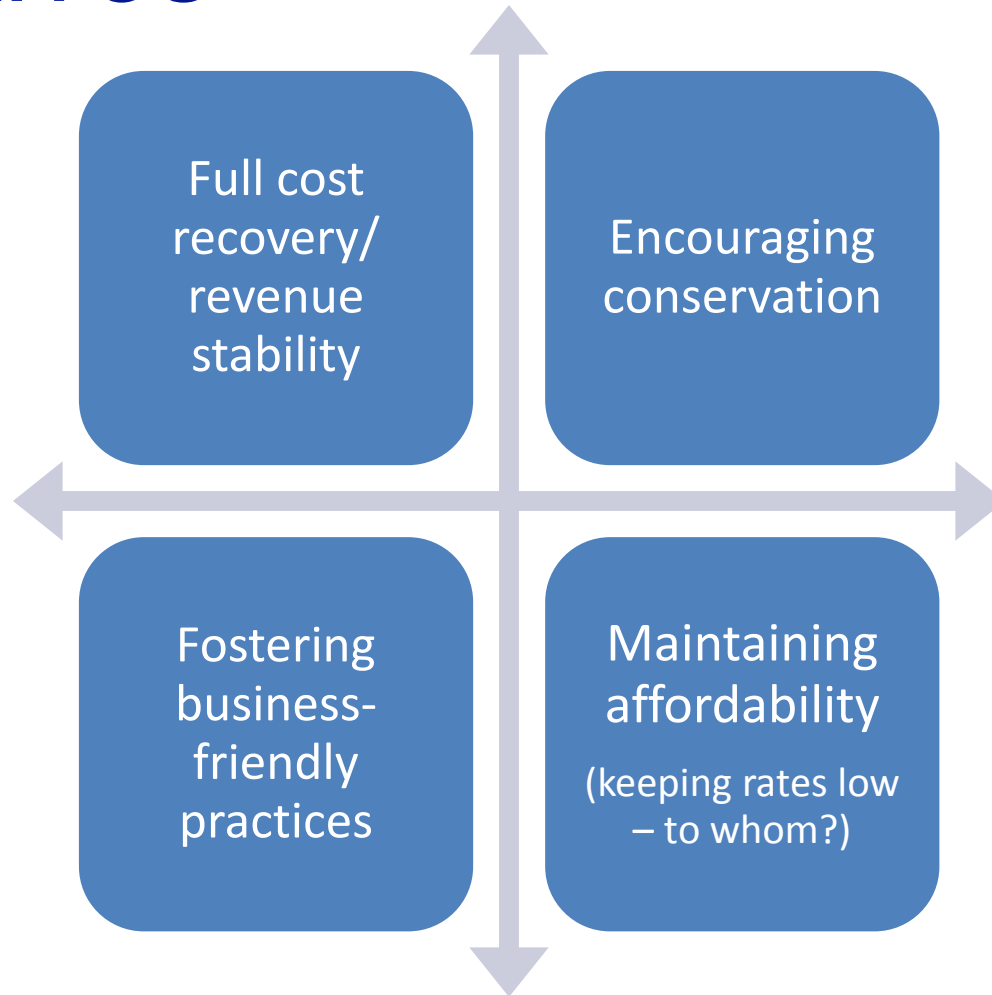
And then there is this...

Single outlet (Minimum charge)	\$193.00
One Bath	316.00
1 ½ or 2 Bath	349.00
2 ½ Bath	379.00
3 or more Baths	413.00
Additional apartment/same service	316.00
Swimming pool	126.00
Each Boat slip with water available	16.00
Each Rental or Commercial Mooring	6.15
Each restaurant/snack bar seat	16.00

(Annual Rates)



Rank Your Rate Setting Objectives





Elements of Rate Structure Designs

1. Customer classes/distinction
2. Billing period
3. Base charge
4. Consumption allowance included with base charge
5. Volumetric rate structure
6. (If applicable) Number of blocks, block sizes and rate differentials
7. Frequency of rate changes



Customer Classes/Distinctions

- One rate structure for all
- Target: All are equal



Customer Classes/Distinctions

- Separate rate structure for residential, irrigation, commercial, industrial, governmental, or wholesale customers
- Target: Specific type of customer

#3 City of Stockbridge

Gallons of Water Metered

Residential

0 through 4,000 gallons	\$ 4.56 Per Thousand	\$ 4.56 Per Thousand
4,001 through 9,000 gallons	\$ 6.99 Per Thousand	\$ 6.99 Per Thousand
9,001 gallons and up	\$ 9.42 Per Thousand	\$ 9.42 Per Thousand

Commercial, Apartments and Mobile Home Parks

0 through 10,000	\$ 5.78 Per Thousand	\$ 5.78 Per Thousand
10,000 and up	\$ 6.95 Per Thousand	\$ 6.95 Per Thousand

Irrigation

Per thousand gallons \$ 9.26

Hydrant Meter

Per thousand gallons \$ 9.26



Customer Classes/Distinctions

- One rate structure, but with different base charges based on meter size
- Target: Non-residential or multi-family housing

#2 Mount Pleasant

Water Meter Size	0 to 2,000 Gallons	Gallons Over 2,000
Inside Town		
5/8" or 3/4"	\$21.00	\$3.40/1000
1"	\$39.80	\$3.40/1000
1 1/2"	\$112.40	\$3.40/1000
2" and up	\$218.00	\$3.40/1000
Outside Town		
5/8" or 3/4"	\$36.75	\$5.95/1000
1"	\$69.65	\$5.95/1000
1 1/2"	\$196.70	\$5.95/1000
2" and up	\$381.50	\$5.95/1000

#3 City of Stockbridge

Monthly Minimum Base Charge*

<u>Meter Size</u>		<u>Water</u>	<u>Sewer</u>
3/4	Most Residential	\$ 6.00	\$ 6.00
1		\$ 7.00	\$ 7.00
1.5		\$ 37.00	\$ 12.00
2		\$ 100.00	\$ 12.00
3		\$ 175.00	\$ 12.00
4		\$ 225.00	\$ 12.00
6		\$ 300.00	\$ 12.00
8		\$ 400.00	\$ 12.00
10		\$ 700.00	\$ 12.00



Customer Classes/Distinctions

- One rate structure for all, but with blocks that implicitly only target non-residential use
- Target: Non-residential

#4 Union Point

IN TOWN - 1/23/2006

STEP	RATE	CONSUMPTION
READY TO SERVE	\$21.00	
STEP 1	3.98	300,000
STEP 2	3.84	999,999,999



Customer Classes/Distinctions

- Different rates for customers outside municipal limits/service area boundaries
- Target: “Outside” customers

#2 Mount Pleasant

Water Meter Size	0 to 2,000 Gallons	Gallons Over 2,000
Inside Town		
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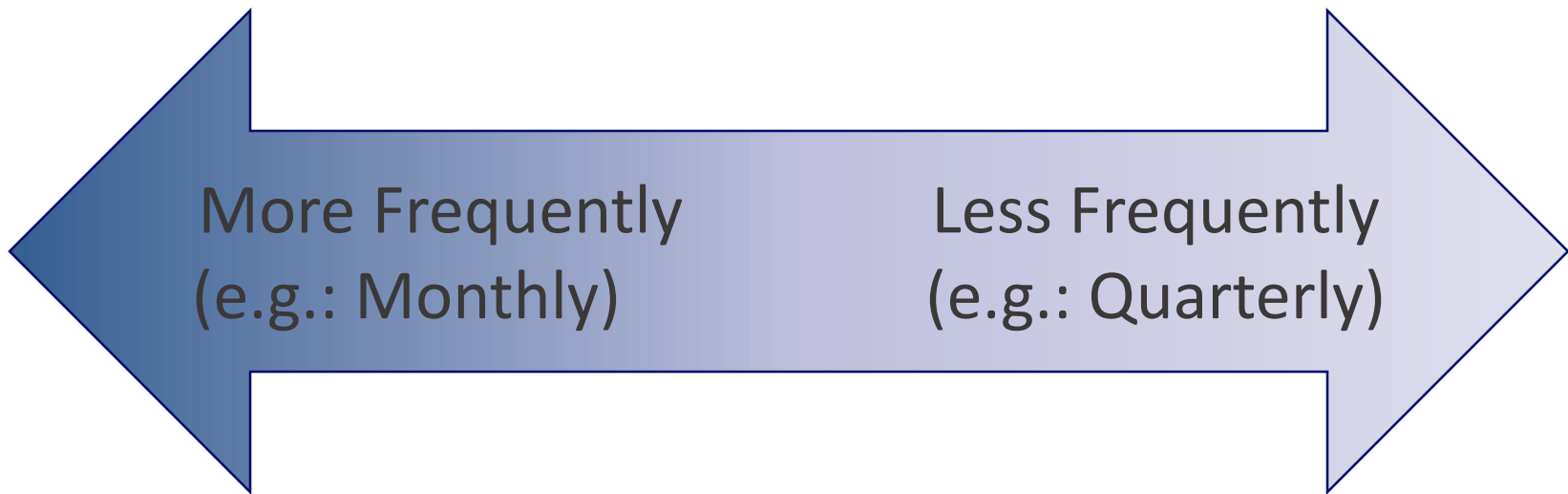


Customer Classes/Distinctions

- Negotiated rate structure with individual high-use customers (typically an industrial customer)
- Target: Only one customer



Billing Period

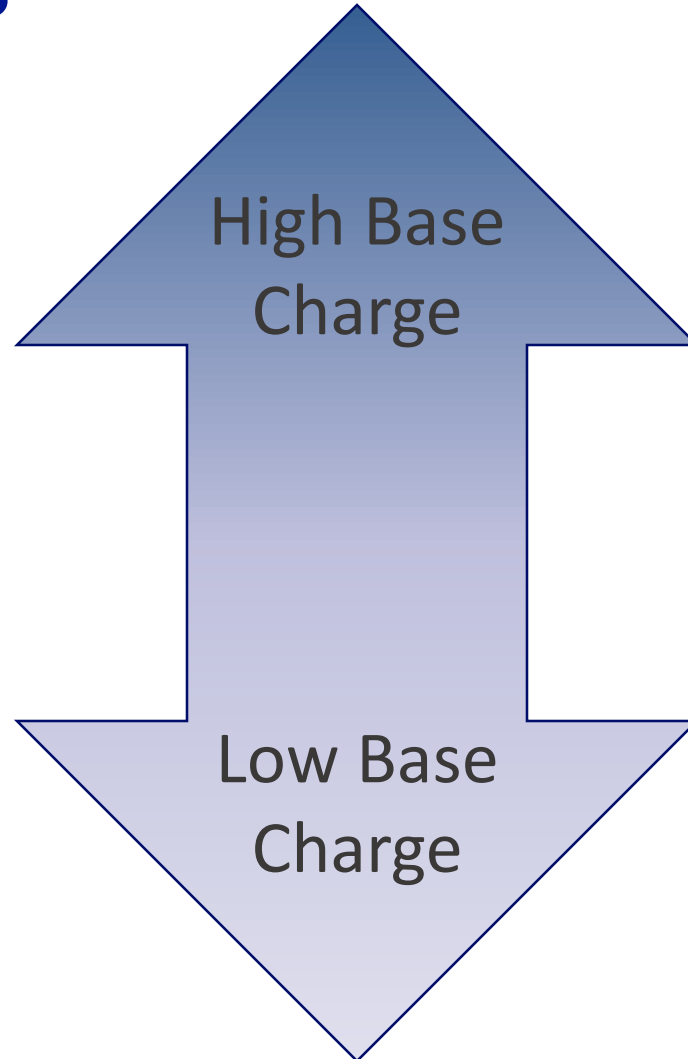


Suggestion: Use a monthly billing period if you can afford it



Base Charges

*Suggestion:
Smaller utilities
should lean
towards higher
base charges*





Consumption Allowance with Base Charge

Do not
include any
(0 gallons)

Include some
amount
(e.g. 1,000 gal/mo)

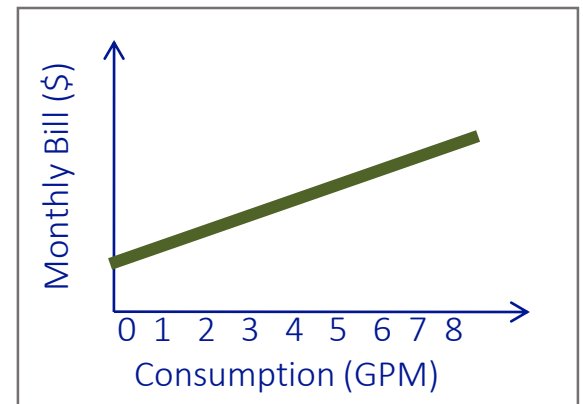
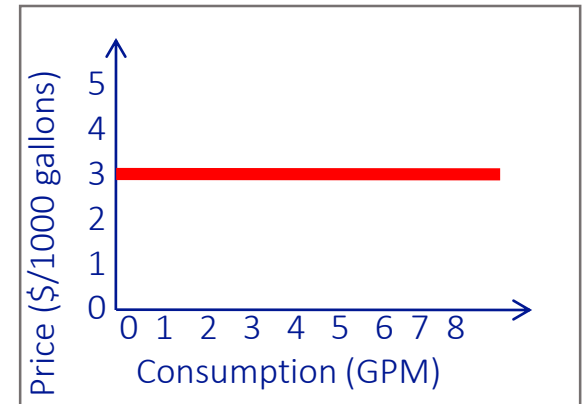
Include high
amount
(e.g. 3,000 gal/mo)

Suggestion: For systems with low base charges, do not include any consumption allowance. For systems with high base charges but wish to encourage conservation, keep consumption allowance low, if any.

Volumetric Rate Structure

Uniform (“Flat”) Rates

- Fair and simple



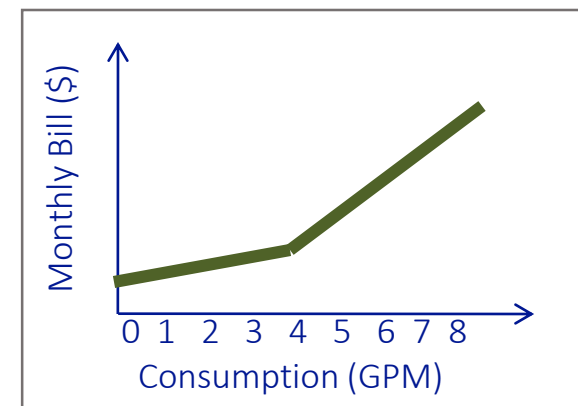
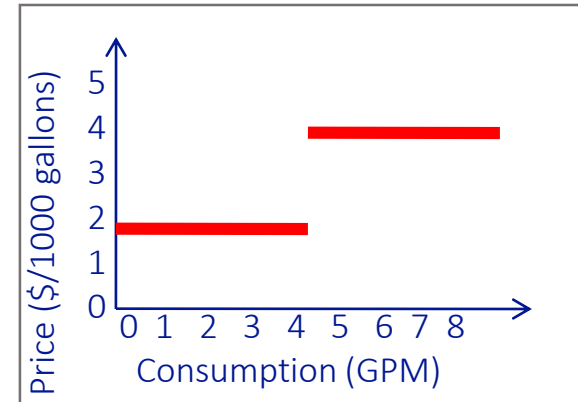
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Volumetric Rate Structure

Increasing Block Rates

- Conservation-oriented
- Consider large families



#3 City of Stockbridge

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Per thousand gallons \$ 9.26

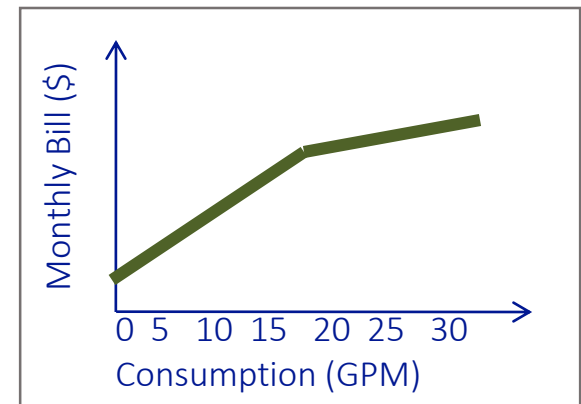
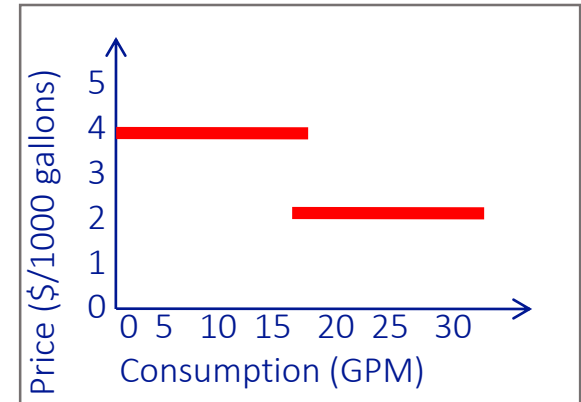
Hydrant Meter

Per thousand gallons \$ 9.26

Volumetric Rate Structure

Decreasing Block Rates

- Provide price break for large users (e.g.: commercial)
- Do not use for residential



#4 Union Point

IN TOWN - 1/23/2006

STEP	RATE	CONSUMPTION
READY TO SERVE	\$21.00	
STEP 1	3.98	300,000
STEP 2	3.84	999,999,999



(If Applicable) Block Designs

For block rate structures to be effective:

- Decide on the correct number of blocks
- Decide on where the blocks should end/start
- Set significant rate differentials between blocks



(If Applicable) Block Designs

For block rate structures to be effective:

- Keep in mind your base charge and consumption allowance
- Meter reading must be punctual, and meters must be replaced frequently
- Think about large families

#5 – Too Many Blocks!

fixed 1000	Per 1000 gal.	water	Per 1000 gal.	sewer	combined
	rate	11.66	rate	13.10	24.76
2000	2.43	14.09	3.67	16.77	30.86
3000	4.85	18.94	7.41	24.18	43.12
4000	5.65	24.59	7.72	31.90	56.49
5000	5.78	30.37	8.06	39.96	70.33
6000	6.04	36.40	8.21	48.18	84.58
7000	6.23	42.63	8.40	56.58	99.20
8000	6.43	49.06	8.61	65.19	114.24
9000	6.63	55.68	8.79	73.97	129.65
10000	6.63	62.31	8.79	82.76	145.07
11000	6.63	68.93	8.79	91.55	160.48
12000	6.63	75.56	8.79	100.34	175.90
13000	6.63	82.18	8.79	109.13	191.31
14000	6.63	88.81	8.79	117.92	206.72
15000	6.63	95.43	8.79	126.71	222.14
15001-99999999	6.51	102.27	8.99	135.69	237.96



Frequency of Rate Changes

- Always review your rates annually (recommended)
- Review your financial health indicators annually, and then review your rates if any of the indicators reflect poor financing
- Raise rates each year automatically based on inflation



#8 Village of Richmond

SECTION 3.27 ANNUAL INCREASE OF RATES AND FEES

The following fees: Water and Sewer Service, Building Permit Fees, School Impact Fees, Fire Prevention and Life Safety Donations and Municipal Impact Fees as set forth by Village ordinance are subject to an annual increase to be applied by the Village Treasurer by May 1 of each year using the following prescribed formula:

The above rates and Fees will be increased by the amount of the percentage increase of the Consumer Price Index (hereinafter defined) for the previous calendar year. Consumer Price Index ("CPI") means the U.S. City Averages for all Urban Consumers, All Items, (1982-1984=100) of the United States Bureau of Labor Statistics. The CPI for any calendar year shall be determined by averaging the monthly indices for that year. If the Bureau of Labor Statistics substantially revises the manner in which the CPI is determined, an adjustment shall



Frequency of Rate Changes

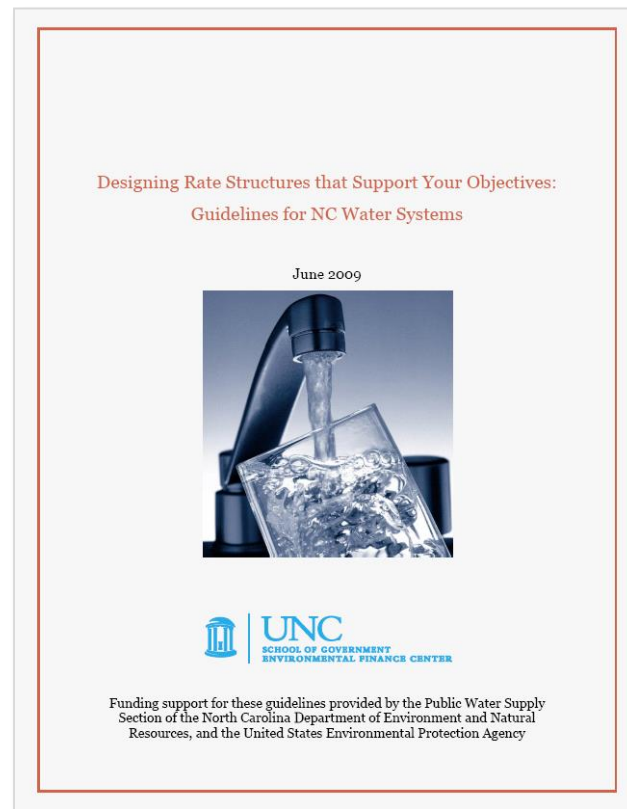
- *Important: Avoid maintaining low rates at the expense of your utility's financial health. It will either lead to a sudden, massive rate increase in the future or to failing systems and endangering public health.*

Designing Rate Structures That Support Your Objectives

Free guide
written for
system
managers

Available at:

<http://efc.sog.unc.edu/>





Before we go...

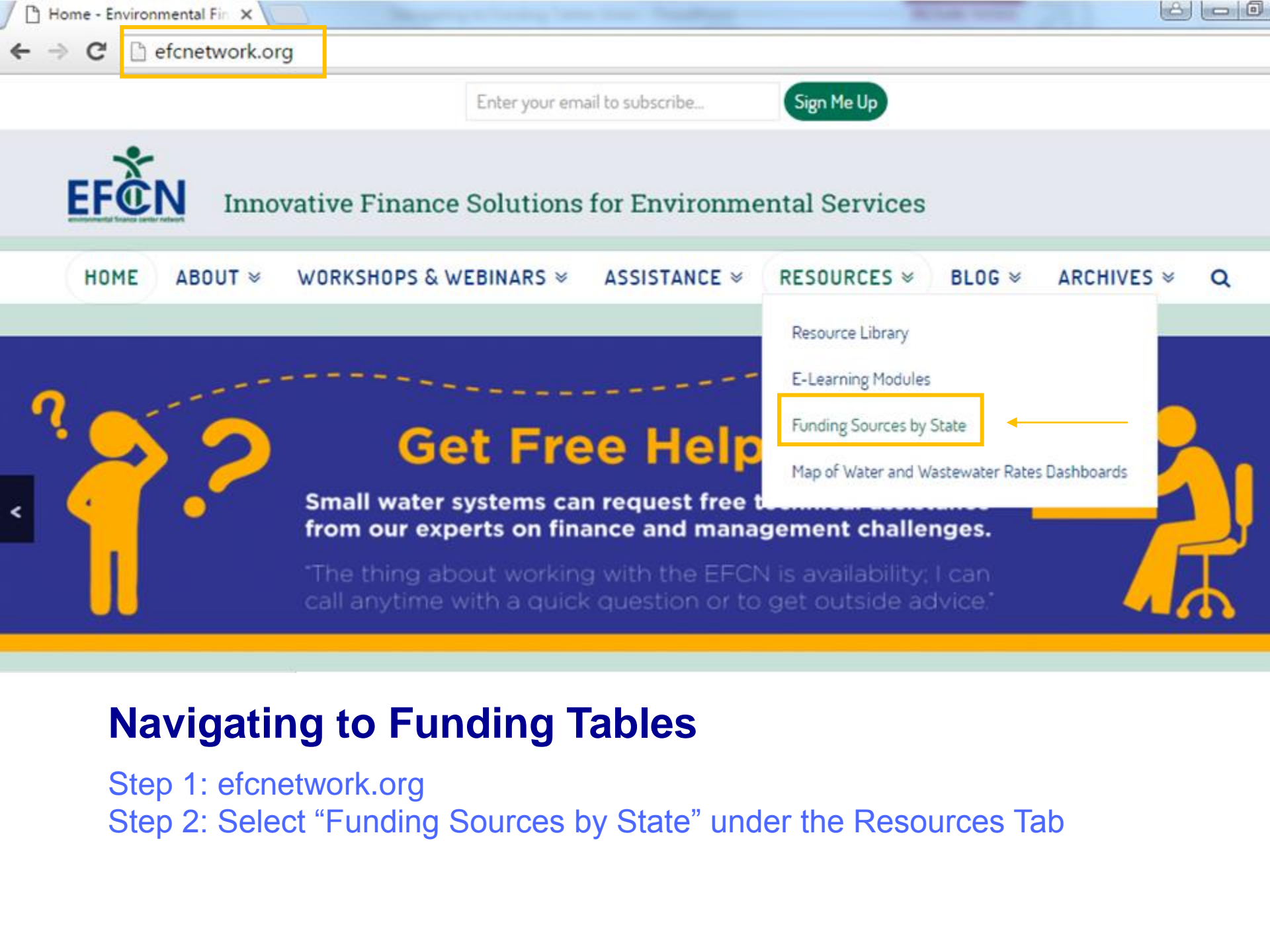
http://efcnetwork.org/small_systems_blog/

Learn more about water finance and management through our Small Systems Blog! Blog posts feature lessons learned from our training and technical assistance, descriptions of available tools, and small systems “success stories.”



The screenshot shows the EFCN website header with the logo and tagline "Innovative Finance Solutions for Environmental". The navigation menu includes "HOME", "ABOUT", "WORKSHOPS & WEBINARS", "ASSISTANCE", and "RESOU". A "Sign Me Up" button is visible in the top right. The main content area is titled "Blog" and features three articles:

- Magdalena, New Mexico: A Success Story from the Smart Management for Small Water**
Written by: Allison Perch Allison Perch is a Program Coordinator with the Environmental Finance Center. The financial health of its water system is at risk? This is the question that Stephanie Finch, the town clerk
- The Virtuous Cycle: Internal Energy Revolving Funds for Small Water Systems**
Written by: David Tucker David Tucker is a Project Director with the Environmental Finance Center at pay for energy efficiency and renewable energy, helping cut utility costs? As energy is often the large
- Smart Management for Small Water Systems Program Newsletter | Fall 2015**
View Full Issue The Environmental Finance Center Network has published the third issue in a series



Navigating to Funding Tables

Step 1: efcnetwork.org

Step 2: Select “Funding Sources by State” under the Resources Tab

Funding Sources by State

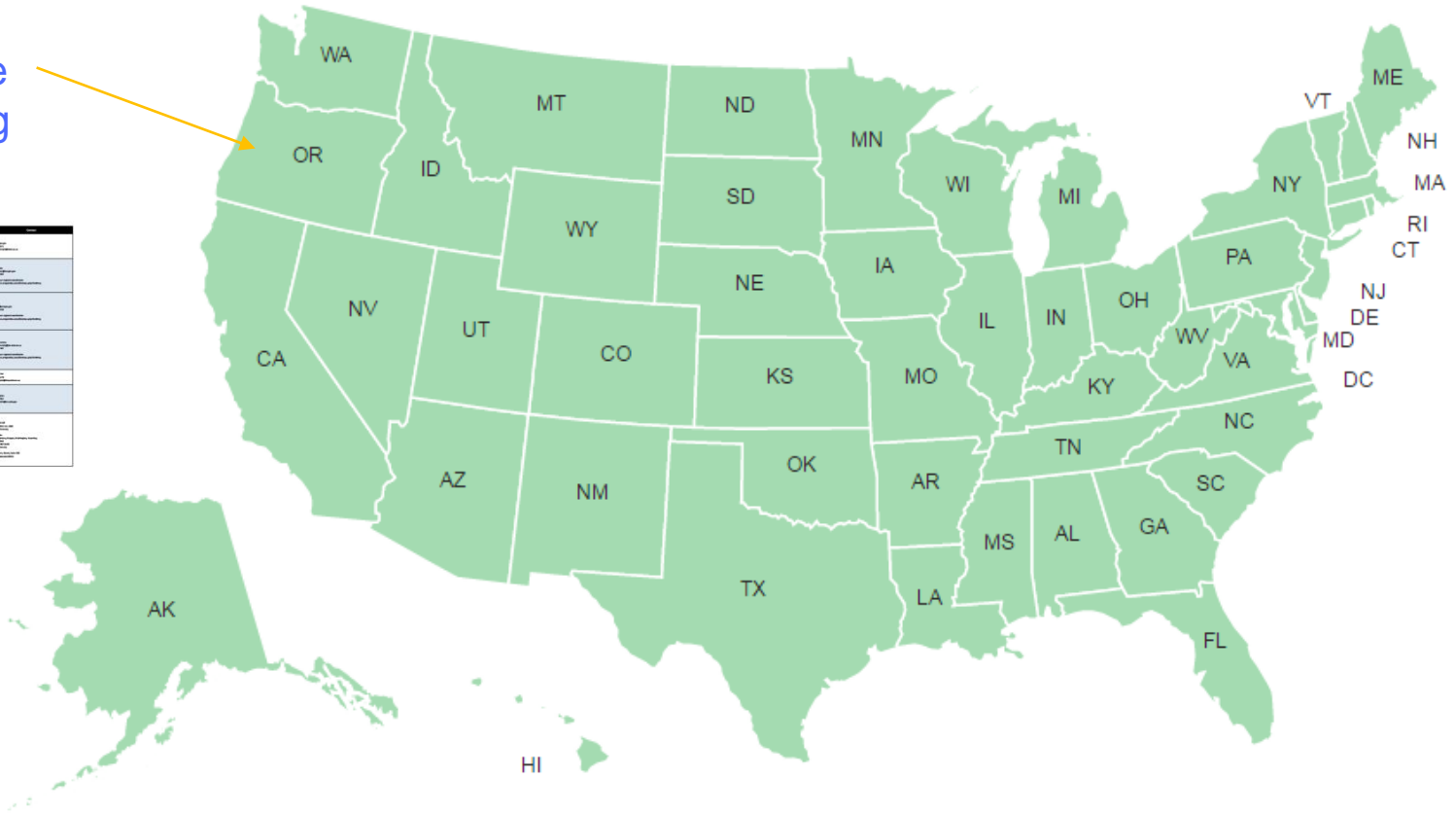
Note: Some states may have additional resources listed below the map.

Click on the map below to view funding sources for each state:

Click on an individual state to view funding table.



State	Funding Source	Link
AK
AL
AR
AZ
CA
CO
CT
DC
DE
FL
GA
IA
ID
IL
IN
KS
KY
LA
MA
MD
ME
MI
MN
MO
MS
MT
NC
ND
NH
NJ
NM
NV
NY
OH
OK
OR
PA
RI
SC
SD
TN
TX
UT
VA
VT
WA
WI
WV
WY





A Favor & A Reminder

- Please fill out an eval form for us before you leave
- Contact us anytime for direct technical assistance on any finance and management topic of our project



Thank you!

Glenn Barnes

Environmental Finance Center

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