

#### Keys to Effectively Managing, Financing & Operating Your Utility

October 4,2017 | Alcoa, TN www.efcnetwork.org



This program is made possible under a cooperative agreement with the U.S. EPA.

#### About the Environmental Finance Center Network (EFCN)

The Environmental Finance Center Network (EFCN) is a university-based organization creating innovative solutions to the difficult how-to-pay issues of environmental protection and improvement. The EFCN works with the public and private sectors to promote sustainable environmental solutions while bolstering efforts to manage costs.

#### The Smart Management for Small Water Systems Program

This program is offered free of charge to all who are interested. The Program Team will conduct activities in every state, territory, and the Navajo Nation. All small drinking water systems are eligible to receive free training and technical assistance.

#### What We Offer

Individualized technical assistance, workshops, small group support, webinars, eLearning, online tools & resources, blogs

#### The Small Systems Program Team

- Environmental Finance Center at The University of North Carolina at Chapel Hill
- Environmental Finance Center at Wichita State University
- EFC West
- New England Environmental Finance Center at the University of Southern Maine
- Southwest Environmental Finance Center at the University of New Mexico
- Syracuse University Environmental Finance Center
- Environmental Finance Center at the University of Maryland
- American Water Works Association (AWWA)







Asset Management



Rate Setting and Fiscal Planning



Leadership Through Decisionmaking and Communication







Energy Management Planning



Accessing Infrastructure Financing Programs



Workforce Development



Water Conservation Finance and Management



Collaborating with Other Water Systems



**Resiliency Planning** 



Managing Drought



#### **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."

efcnetwork.org/small\_systems\_blog/







Magdalena, New Mexico: A Success Story from the Smart Management for Small Water Systems Project

Written by: Allison Perch Allison Perch is a Program Coordinator with the Environmental Finance Center at the University of North Carolina. What can a small town do when the financial health of its water system is at risk? This is the question that Stephanie Finch, the town clerk and treasurer for the ...



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 the University of North Carolina. How can small (and large) water systems pay for energy efficiency and renewable energy, helping cut utility costs? As energy is often the largest variable expense in a water system's operating \_\_\_\_\_



#### 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 of quarterly newsletters. The Fall 2015 Program Newsletter announces

Introductions **Managerial Capacity Financial Capacity Operational Capacity** Wrap up **Evaluations** 

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#### Who I am and how to contact me

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- Program Manager
- Southwest Environmental Finance Center
- <u>dnall@unm.edu</u>, (865) 210-5604
- southwestefc.unm.edu

## **Capacity Development**

Water system capacity means the ability of a system to **plan for**, **achieve**, and **maintain** compliance with drinking water standards now and into the future.



#### **3 Components of Capacity Development**

Clear Roles, Effective Policies, Thorough Planning

#### Financial

Managerial

Budgeting, Accounting, Planning, Internal Controls

#### Technical

Infrastructure, Source, Standards, Rights, Operators



### Legal Framework



- Exercise good judgement
- Make decisions based on available information & resources

#### Duty of Loyalty



- Decide & act in good faith
- Make decisions in the best interest of the utility

Duty of Obedience

- Obey the law
- Make decisions that are faithful to the mission, bylaws & policies of the utility

#### **Public Water Systems**

#### Provide safe drinking water at most appropriate cost ✓ Water Quality ✓ Reliability ✓ Affordability



#### What Law Keeps My Water Safe?



#### Safe Drinking Water Act passed by congress in 1974

EPA granted the role of administering the SDWA to the states:

- Permit, monitor, report & enforce
- Training and technical assistance





### **Board Member Roles & Responsibilities**

- Be a good team member
- Develop long-term goals that protect health and financial sustainability
- Set **policies** for effective and legal system operation
- Set customer service goals
- Oversee finances
- Act transparently
- Communicate to customers



#### Staff (manager, administrator, clerk) Roles & Responsibilities

- Run the system (day-to-day tasks)
- Implement & enforce policies
- Maintain financial records
- Operate, maintain, repair, manage & replace assets
- Implement a water loss control program
- Practice energy efficiency
- Provide customer service
- Keep the board informed



#### Customers Roles and Responsibilities

#### Be wise consumers

Install water efficient devices Fix leaks

Understand the importance of the water utility

Communicate the desired level of service







#### **Mission Statements**



"That's our mission statement."

#### Mission Statements



" mission is to organize the world's information and make it universally accessible and useful"

- Google

To improve life here,
to extend life to there,
to find life beyond.

# Ideas worth spreading

To refresh the world
To inspire moments of optimism and happiness

>To create value and make a difference

The Wat maintai strive q service billing, increased and a greater em while planning for diverse community.

CITY OF

Real East Texas

rough accurate utility ogical enhancements, on customer solutions, e needs of a growing and

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elop and als who of



CITY OF LONGVIEW

The Water Utilities Department provides the citizens of Longview with outstanding water service through accuracy, technology and mindfulness for the future.



Water District No. 1 of Johnson County

We provide a safe, reliable, high-quality water supply with superior service and value.

## But do I really need a mission statement? Does it actually matter?



# Everyone needs to know where the organization is headed & everyone needs to be on the same page



Not as obvious as it seems

Some goals are contradictory; which one matters most?

Board needs to provide support for the things it cares about



#### **Mission Statement Exercise**



Answer these questions with one-to-three word responses:

What do we do? How do we do it? Whom do we do it for? What values do we work for?



#### Exercise

What do we do? provide drinking water

**How do we do it?** *Using technology, teamwork, customer-focused, with pride* 

Whom do we do it for? *Citizens, families, children* 

What values do we work for? Health, safety, community, reliability

Health pride provide drinking families Citizens Safety customer-focused children **COMMUNITY** reliability teamwork health technology



#### For awesome word clouds:

# Wordle.com





#### **OUR MISSION**

is to **empower** girls and young women to grow into **confident self-respecting responsible** community members.



Your utilities bill Statement Date May 3, 2012	Your utilities bill Statement Date May 3, 2012			Page 2 of 2	
JOHN DOE Your account number 12345678 For service at 100 1011 AVE NW EDMONTON AB					
Details of your previous	payments	\$	DRAINAGE Provided by Drainage Services	dmonton	
1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -	\$103.67		Basic monthly service charge		\$4.65
Amount of your last bill	-103.67		Sanitary charges, based on total wate	r	
Payment by EDI on Mar 22 Amount overdue from your last bill	\$0.00		used of 37.0 m <sup>3</sup> :		32.88
			37.0 m <sup>3</sup> at 88.87¢ per m <sup>3</sup>		1.78
			Savings this month from Seasonal Pri (Your average monthly winter usage in	icing s 30.00 m <sup>3</sup> )	1.74
Details of your new charges			Stormwater (area x development intensity x r coefficient x rate)	unoff	
WATER AND WASTEWATER TREATMENT			624.118 m2 x 1.00 x 0.50 at 2.5898¢	per m <sup>2</sup>	8.0
Provided by EPCOR Water Services Inc.			Your total drainage charges		\$43.7
May 1 (actual)	3913.0				
Meter reading on May 1 (actual) Meter reading on Apr 2 (actual)	-3876.0				
Amount of water you used, in cubic metres	37.0	G	WASTE SERVICES Provided by Waste Management Set		ton
Water Charges			Provided by waste management con	•	
Basic monthly water service charge	\$6.55		Monthly waste services fee SF		
Cost of water you used	10.11		Apr 2-May 3		\$33.2
10.00 m <sup>3</sup> at 164.35¢ per m <sup>3</sup>	16.44		Your total waste services char	rges	\$33.2
25.00 m <sup>3</sup> at 179.55¢ per m <sup>3</sup>	44.89		-		
2.00 m <sup>3</sup> at 226.91¢ per m <sup>3</sup>	4.54	- 6	TOTAL NEW CHARGES		\$173.3
Subtotal of Water Charges	\$72.42				
Subtotal of Water Charges			For your inform		

3.12

PI FASE ALLOW THREE BUSINESS DAYS NOTICE FOR

#### Wastewater Treatment Charges Rasic monthly wastewater treatment service charge



#### **Goal Setting**

- Shape direction for future
- Build team commitment
- Foundation for accountability & performance
- Mobilize people & resources towards the goals and mission

an idea is just a DREAM until you write it down... THEN it's a OO

#### **SMART Goals**

**Specific**: Who? What? Why? Clear. No ambiguous language.

Measurable: Use numbers. How much? How many? Indicates when goal is accomplished.

Attainable: Is the goal reasonable? It should be within reach, but maintain a high standard.

**Realistic**: Is it worthwhile? Will it meet the need? Does it fit other goals and mission?

Time-bound: Include a time limit. Prompt good time management.



### Are these goals SMART Goals?
Are you a **good goal** or a **needs improvement goal**?

Upgrade treatment plan to meet new arsenic standards by 2020.

# Are you a **good goal** or a **needs improvement goal**?

# We wish to provide good water.

"Water is the most important element in life.

Because without it, you can't make coffee."

-Carrie Bradshaw



realthandwealthinacoffee



#### **Open Meetings and Open Records**

#### Water Board = Public Agency

### **Sunshine Law**

- Conduct business in public
- Open to all
- When in doubt be open

Transparency builds public trust





#### Tennessee

- Open Meetings / Open Records Counsel
  - Recent rule changes
  - Contact your attorney to be certain you are current
  - Contact the state with any questions

#### **Contact Information**



John Greer Utilities Specialist

Comptroller of the Treasury Suite 1700, James K. Polk Blgd. 505 Deaderick St. Nashville, TN 37243 Phone: (615) 747-5260 utilities@cot.tn.gov



#### **Ethics**

*It takes 20 years to build a reputation and five minutes to ruin it.* 

- Warren Buffett

How will it look on the front page of tomorrow's newspaper?

> - George Pyle Former Hutchison City Manager



### **Formal Code of Ethics**

- Provides guidelines to prevent unethical behavior
- Avoids appearance of impropriety
- Encourages transparency in board decision making
- Fosters public trust



#### **Code of Ethics Example**

Unified Government of Wyandotte County – Kansas City, Kansas Division 2. CODE OF ETHICS\*

#### Sec. 2-251. Declaration of policy.

It is the policy of the unified government that the proper operation of democratic unified government requires that unified government representatives be independent, impartial, and responsible to the people; that unified government decisions and policy be made in proper channels of the unified government structure, that public office not be used for personal or private gain or the gain of another; and that the public have confidence in the integrity of the unified government. In recognition of these goals, a code of ethics for all the unified government representatives is adopted.

(Ord. No. O-75-09, § 1, 10-1-2009)

#### Sec. 2-252. Findings and purpose.

#### (a) Findings.

(1) The mayor/chief executive officer (CEO) and the unified government board of commissioners recognize that the representative form of government is dependent on the trust of the people in their public officials.

(2) The citizens of the unified government are dependent on their unified government representatives to preserve the safety, health, and welfare through the fair and impartial enforcement of laws, imposition of taxes, and expenditure of public funds.

### **Code of Ethics Example**

#### Ethics for School Board Members

As a member of the Board, I shall promote the best interests of the District as a whole and, to that end, shall adhere to the following ethical standards:

#### Equity in attitude

- I will be fair, just, and impartial in all my decisions and actions.
- I will accord others the respect I wish for myself.
- I will encourage expressions of different opinions and listen with an open mind to others' ideas.

#### Trustworthiness in stewardship

- I will be accountable to the public by representing District policies, programs, priorities and progress accurately.
- I will be responsive to the community by seeking its involvement in District affairs and by communicating its priorities and concerns.
- I will work to ensure prudent and accountable use of District resources.
- I will make no personal promise or take private action that may compromise my performance of my responsibilities.

### **Conflict of Interest**

- Board members owe their organizations the duty of loyalty (remember first thing this morning?), which means acting in the best interests of the organization
- Prior to joining a board, you must disclose any personal or business relationship that is in conflict with this duty of undivided loyalty, whether direct or indirect, actual or potential.
- If a transaction is presented to the board in which you have a direct or indirect personal or business interest, you must disclose that conflict of interest to the board, remove yourself from any board discussion, and not vote on the matter.
- Board chairs should ask their board members and officers to sign conflict of interest statements at the start of each year in order to document existing or potential conflicts.
- We recommend that the board adopt a conflict of interest policy and review it at least annually.

#### Ethical Choices Things to Avoid ... and Topics to Include in a Code of Ethics

- Conflict of Interest
- Acceptance of gifts or hospitality
- Investments in firms being regulated by your city
- Close association with organizations/people seeking benefits
- Favoring friends or relatives (nepotism)
- Use of government equipment, supplies, employees or time for personal use
- Using position to influence for personal gain

#### **Contact Information**



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### **Effective Teams**

#### Characteristics of a Good Team

- Mission & objectives clearly understood
- Members show up & participate
- Open & honest communication
- Conflict is resolved
- Supportive & respectful environment for differences



Team Utility

#### Think about a time you were on a team?





- ✓ Did I **participate** actively in the discussions? Why or Why not?
- ✓ Did I help keep the discussions on track?
- ✓ Did I listen to others? Why or Why not?
- ✓ Did I feel **comfortable** disagreeing with others? Why or Why Not?
- ✓ Did I feel comfortable when others disagreed with me? Why or why not?
- ✓ Did I use my knowledge and skills during the session to help the group get its work done?

### **Effective Meetings**

- Meet regularly
  - Weekly, biweekly, monthly or quarterly
- Meet at the same time and place
  - Specify in by-laws or ordinances
- Agendas
  - Send to board, those requesting notice & media
- Prepare
  - Have staff provide memos to explain issues and recommendations on the agenda
- Time Management
  - Meetings with a purpose
  - Everyone's job to stay on target

#### Agenda Example



[Board Meeting]

Date | time [Date | time] | Meeting called by [Name]

**Board members** 

[Name, Title] | [Name, Title]

Time	Item	Owner
[Time]	Welcome	[Owner]
[Time]	Old business and approval of last meeting's minutes	[Owner]
[Time]	Vote on new Secretary	[Owner]
[Time]	Discuss parent openings on advisory committees - any response from newsletter?	[Owner]
[Time]	Vote on proposed Budget	[Owner]
[Time]	Principal's Report	[Owner]
[Time]	Break	[Owner]

#### **Robert's Rules of Order** Parliamentary Procedure – How Boards Make Decisions

#### Benefits for the Board

- Fast & efficient meetings
- Credibility
- Ensures legality
- Everyone has a chance to be heard
- Provides order
- Guides who can speak when

#### Benefits for the Public

- Ensures will of majority
- Ensures minority will be heard
- Protects rights
- Makes meetings easy to follow & understand

### **Managerial Capacity**

The utility's institutional and administrative capabilities.

Utilities with good managerial capacity are:

- ✓ Organized, well-run & efficient
- ✓ Accountable & transparent
- ✓ Responsive to customers
- ✓ Effective policy makers and implementers
- ✓ Short- & long-term planners

#### Part 2 – Managerial Capacity Overview

- Personnel Policies Purchasing Policies
- Contracts
- Asset Management
- Communicating with Customers
- Level of Service
- **Customer Service Policy**



### **Policies & Procedures**

Board – Sets Policies Staff – Implements Policies Both – Write Policies



Read them Review regularly



Provide copies to all staff & the board

#### **Benefits**

- Attracts qualified employees •Decreases disturbance as staff changes
- Attracts qualified contractors •Instills customer confidence and trust



#### **Personnel Policies**

#### Employees are a utility's most valuable asset

Sets staff expectations

Uniform direction for staff and management

Instill confidence, trust & satisfaction





#### **Purchasing Policies**



Ensure public funds are used efficiently.

Guide to staff for procuring goods & services

- Optimize price savings
- Buy quality products
- Value vendor relationships
- Comply with state, federal and audit standards

### **Contracting for Services**

Tips for contractual relationships

- Be sure the qualifications fit the job exactly
- Check credentials, talk to other systems
- The contractor works for the board (not the other way around)
- Recommendations may not always be the right ones for your utility
- When in doubt get a second opinion

### **Contract Types**

- 1. Price Only Bidding chemicals, pipe, etc
- 2. Request for Proposals spells out exactly what you want
- Request for Qualifications

   helps determine qualified
   term to issue at hand



### Construction

#### **Design-Bid-Build**

- 3 parties, 2 contracts
  - 1. Utility Designer
  - 2. Utility Builder

Designer oversees the builder

Disputes between designer & builder could cost time and money

#### **Design-Build**

- 3 parties, 1 contract
  - 1. Utility Designer & Builder

Designer & builder are contractually obligated to work together

Designer is not watching out for utility since they are in the boat with the builders



#### **Asset Management**

## Asset Management is maintaining a desired level of service

# (what you want your assets to provide)

At the lowest life cycle cost (best appropriate cost – not "no cost")

#### Five Core Components of Asset Management



#### Level of Service (LOS)



LOS is how a utility will operate to meet customer expectations.

- What assets will provide
- How they will perform



#### Five Core Components of Asset Management











#### Five Core Components of Asset Management


## **Communicating with Customers**

**Bill stuffers** Billboards Classes **Consumer Confidence** Report Mailers Newspapers Phone calls Posters Radio/TV Social media Special meetings Surveys



Don't let the water utility be your community's best kept secret

Think of customers as partners

It's all about the story and how we tell it



# Water is...

### "In the Background"

### Complicated

### Political







# Reframe the Message



What does the frame of this picture tell you is going on?



How does a different frame change what you think is going on?



If you don't frame the message.....

### .....the message will frame you

Economist

**Obama v BP** 

JUNE LATER ARTS AND

Stalin's Kyrgyzstani victims Norman Macrae, unacknowledged giant

Pakistan's dangerous army

How Britain should cut its deficit

The damage beyond the spill

101.01



## How Do We Get Others Excited About – Or At Least Interested in – Water?



## What Approaches Do Advertisers Use to Sell Products?











## Water's A Hard Product to Sell Using these Approaches....

# **ISN'T IT???**

### Do you know how often you turn me on?

If only the water faucet could talk to us. It might remind us how often we turn to it for safe water to drink, to wash our clothes, to prepare our food, to provide us with the everyday quality of life we enjoy. It might remind us that the water pipes below our streets make so many everyday conveniences possible.

Our water bills pay to keep our community tap water safe, reliable and there for us — 24/7 without fail. For more information about what your tap water delivers, visit [insert utility web address here].



(Place Utility Logo Here)

Presented in cooperation with

American Water Works Association

# When showering, make it a QUICKIO.

Shorten showers - save 2.5 gallons per minute.



We're in a drought! Hetch Hetchy water – too good to waste. sfwater.org/conservation

# Shaking the handle won't fix the leak even if you

Repairing home plumbing leaks – can save hundreds of

gallons a day.

We're in a drought! Hetch Hetchy water – too good to waste. sfwater.org/conservation



San Francisco Water Power Sewer





# GARDENS GONE WILD

Use native, water-efficient plants. It's a DROUGHT.



Begional Water System

bawsca.org/DROUGHT

# GO FULL FRONTAL

sfwater.org/DROUGHT

Upgrade your washer. It's a DROUGHT.

San Francisco Water Power Sewer

# WATER IS...



WORKSHOP

























# \$8.00

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### Find your customers where they spend their time



## **Consumer Confidence Reports**



#### Our Watershed Protection Efforts

Our Goshen Water Utility is working with the community to increase awareness of better waste disposal practices to even further protect the sources of our drinking water. We are also working with other agencies and with local watershed groups to educate the community on ways to keep our water safe. Household hazardous waste collections are held at the Elkhart County Correctional Facility near the intersection of CR 7 and CR 26 (Enter off of CR 7). Hours of collections are 8 a.m. to 3 p.m. the first Saturday of every month.

#### Help Keep Pharmaceuticals out of the Water

You can help keep our water free of certain contaminants by properly disposing of your pharmaceuticals. The City of Goshen has a pharmaceutical drop-off available at the Goshen Police Department, 111 E. Jefferson Street.

A green drop-box is located in the Police Department lobby. Drop-off hours are 8 a.m. to 5 p.m. Monday through Friday.



#### 2016 Goshen Water Utility Consumer Confidence Report

KENT HOLDREN, WATER SUPERINTENDENT, (574) 534-5306

#### **Delivering Excellence**

Clean and safe drinking water is a top priority for the City of Goshen. To make sure you are well informed about your water, the Goshen Water Utility provides this annual report that outlines the quality of our drinking water, what it contains, and how its quality compares to Environmental Protection Agency (EPA) and State of Indiana standards.

#### About our Water

Goshen is committed to provide you with all the information you may want to know about the quality of the water you drink. You can ask questions about water quality at the Goshen Board of Public Works and Safety meeting every Monday at 2 p.m. Meetings are conducted at 111 E. Jeffreson St., Goshen, IN.

All information contained in this report was collected in 2015 and reported in accordance with rules and regulations of the Indiana Department of Environmental Management (IDEM) and the United States Environmental Protection Agency (USEPA).

#### **Our Water Origins**

The Goshen Water Department has two groundwater treatment plants. The North Plant (308 N. Fifth St.) has six wells and four high-pressure pumps that can produce 5.9 million gallons of water per day. The Kercher Plant (1513 Eisenhower Drive N.) has three wells and three high-pressure pumps that can produce 5.1 million gallons per day. Goshen is located on the Kankakee Outwash and Lacustrine Plain, which is in the Northern Moraine and Lake Region.

#### Goshen's Water is Safe

Drinking water, including bottled water, may reasonably be expected to contain at least

#### EN ESPAÑOL

Este informe contiene informacio'n muy importante sobre la calidad del agua potable que usted consume. Por favor traduzcalo, o hable con alguien que lo entienda bien y pueda

City of Goshen 308 N. Fifth Street Goshen, IN 46528

## **Consumer Confidence Reports**

Starke Lak









City of Las Cruces

# **Customer Service Policy**

- Should be easy to understand
- Detail rates
- How to get/quit/transfer service
- How to pay a bill
- What happens if payments are not made
- Where to go with questions
- Emergency plans



Customers ARE a utility's business



## **Customer Service**





# From what we've talked about so far this morning, what 1-3 things is your utility really good at?

- A. Defining board & staff roles
- **B. Being an Effective Team**
- C. Mission Statement & Goals
- D. Board Training
- **E. Effective Meetings**
- F. Legal Stuff (KOMA/KORA, SSI)
- **G.** Personnel Policies
- H. Purchasing Policies
- I. Customer Communication
- J. Customer Service Policies



# From what we've talked about so far this morning, what 1-3 things does your utility need to work on?

- A. Defining board & staff roles
- **B. Being an Effective Team**
- C. Mission Statement & Goals
- **D. Board Training**
- E. Effective Meetings
- F. Legal Stuff (KOMA/KORA, SSI)
- **G.** Personnel Policies
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