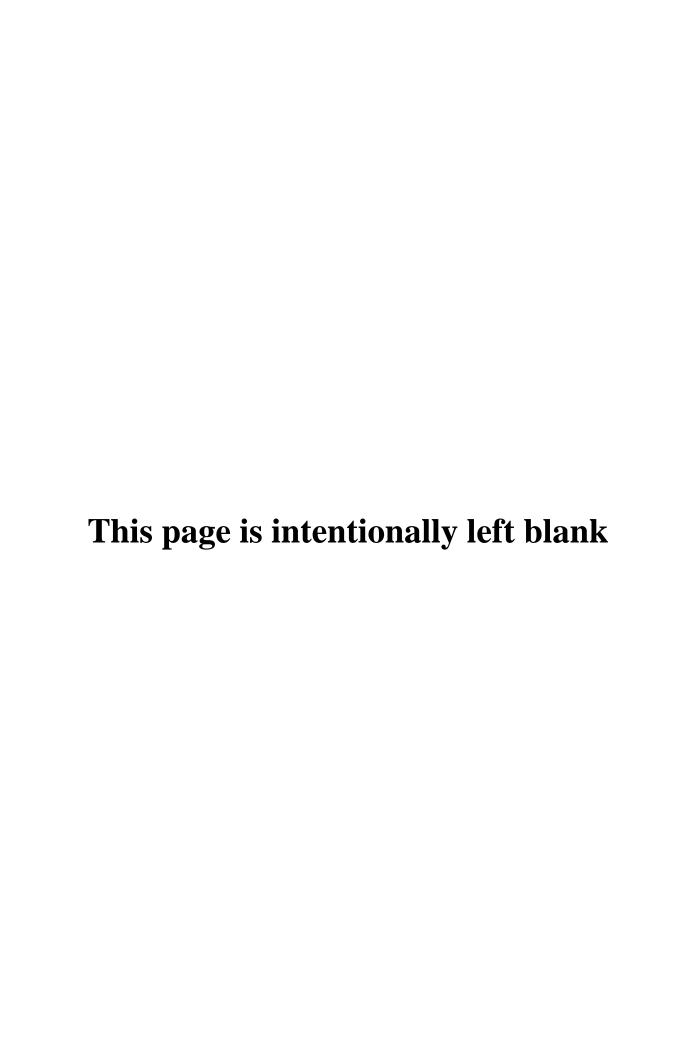
#### **Budget to Actual Comparison**





# Management's Discussion and Analysis Budget to Actual Comparison

# Gainesville Regional Utilities Budget to Actual Comparison For the Period Ended March 31, 2018

#### Management's Discussion and Analysis – Budget to Actual Comparison

We offer readers this analysis of the budget to actual activities of GRU for the period ended March 31, 2018.

#### **Budget Highlights**

#### **Combined Utility Systems**

 The combined systems deposited \$534K to rate stabilization for the period ended March 31, 2018.

#### Electric System

- Budgeted base and fuel revenues have been modified to reflect purchase of the Deerhaven Renewables plant. The modified amounts represent base revenues increased as of February 1, 2018 as well as a reduction in fuel revenue and expense. At March 31, MWh sales were close to forecast levels with 941,536 actual MWh sold compared to 940,171 forecast, a variance of 0.1%.
- Administrative and general costs are significantly below budget due primarily to two factors. First, there is a more detailed cost allocation associated with the newly implemented SAP software. Corporate shared services and overhead from operational areas budgeted under administrative and general expense are now being charged to operating areas based on the manner in which the work is distributed. Second, while there was an increase in the administrative and general expense budget category in FY18 compared to FY17, through March 31 actual expenses were comparable to first half spending in FY17. This difference will appear in other systems as well.

#### Water System

- Residential and non-residential kgal water sales are approximately 2.9% above forecast levels at March 31 while dollar values are right at forecast.
- Other revenues are below budget due to connection charges coming in at approximately \$1.1 million below forecast levels at March 31.

# Gainesville Regional Utilities Budget to Actual Comparison For the Period Ended March 31, 2018

#### Wastewater System

• Including reclaimed water, wastewater kgals billed are coming in approximately 4.3% above forecasted levels at March 31.

#### Gas System

• Budget numbers represent 50% of the annual Gas System budget and do not reflect the seasonality inherent in the Gas System, where revenues are typically higher in the winter months. Due to relatively moderate weather in the 1<sup>st</sup> quarter followed by a colder than normal 2<sup>nd</sup> quarter, total retail therms sold came in 1% above forecast levels.

#### Telecommunications (GRUCom) System

• The budgeted transfers from the GRUCom rate stabilization fund were not made due to the fact that the balance in the fund was not sufficient to support the transfer.



#### Combined Utility Systems

#### **Budget to Actual Comparison**

	Budget	Actual	Actual Over/ <under> Budget</under>	% Variance	FY18 Budget	YTD Actual as % of FY18 Budget
REVENUES:						
Electric system:						
Sales of electricity	\$ 71,762,033	\$ 69,869,212	\$ (1,892,821)	(2.6)	\$ 171,417,459	40.8
Fuel adjustment	52,600,750	50,000,875	(2,599,875)	(4.9)	105,201,500	47.5
Sales for resale	1,839,140	2,209,315	370,175	20.1	3,678,280	60.1
Transfer from/(to) rate stabilization	3,753,626	3,702,429	(51,197)	(1.4)	7,507,251	49.3
Other revenue	3,968,697	2,631,375	(1,337,322)	(33.7)	7,937,394	33.2
Other income (expense)	450,154	(7,491,068)	(7,941,222)	(1,764.1)	900,307	(832.1)
Build America Bonds	1,447,545	823,419	(624,126)	(43.1)	2,895,091	28.4
Total electric system revenues	135,821,945	121,745,557	(14,076,388)	(10.4)	299,537,282	40.6
Water system:						
Sales of water	17,076,689	17,080,961	4,272	0.0	34,153,375	50.0
Transfer from/(to) rate stabilization	(523,444)	(533,992)	(10,548)	2.0	(1,046,888)	51.0
Other revenue	1,904,264	797,443	(1,106,821)	(58.1)	3,808,528	20.9
Other income (expense)	139,370	(105,171)	(244,541)	(175.5)	278,739	(37.7)
Build America Bonds	407,732	186,767	(220,965)	(54.2)	815,464	22.9
Total water system revenues	19,004,611	17,426,008	(1,578,603)	(8.3)	38,009,218	45.8
Wastewater system:						
Sales of wastewater	19,558,827	20,773,906	1,215,079	6.2	39,117,651	53.1
Transfer from/(to) rate stabilization	1,112,567	1,110,675	(1,892)	(0.2)	2,225,136	49.9
Other revenue	2,089,091	1,737,725	(351,366)	(16.8)	4,178,181	41.6
Other income (expense)	122,037	(116,471)	(238,508)	(195.4)	244,073	(47.7)
Build America Bonds	463,110	146,073	(317,037)	(68.5)	926,219	15.8
Total wastewater system revenues	23,345,632	23,651,908	306,276	1.3	46,691,260	50.7
Gas system:						
Sales of gas	7,743,214	9,543,383	1,800,169	23.2	15,486,425	61.6
Fuel adjustment	4,795,665	5,009,181	213,516	4.5	9,591,330	52.2
Transfer from/(to) rate stabilization	(920,812)	(932,174)	(11,362)	1.2	(1,841,623)	50.6
Other revenue	879,105	128,593	(750,512)	(85.4)	1,758,209	7.3
Other income (expense)	59,896	(51,038)	(110,934)	(185.2)	119,792	(42.6)
Build America Bonds	303,182	169,270	(133,912)	(44.2)	606,364	27.9
Total gas system revenues	12,860,250	13,867,215	1,006,965	7.8	25,720,497	53.9
Telecommunications system:						
Sales of services	5,885,961	5,835,240	(50,721)	(0.9)	11,771,922	49.6
Transfer from/(to) rate stabilization	818,871	-	(818,871)	(100.0)	1,637,741	-
Other revenue	89,673	120,402	30,729	34.3	179,345	67.1
Other income (expense)	16,036	(254,859)	(270,895)	(1,689.3)	32,071	(794.7)
Total telecommunications system revenues	6,810,541	5,700,783	(1,109,758)	(16.3)	13,621,079	41.9
TOTAL REVENUES	197,842,979	182,391,471	(15,451,508)	(7.8)	423,579,336	43.1

#### Gainesville Regional Utilities Combined Utility Systems

#### Budget to Actual Comparison

#### For the Period Ended March 31, 2018

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	Budget	Actual	Actual Over/ <under> Budget</under>	% Variance	FY18 Budget	YTD Actual as % of FY18 Budget
OPERATION, MAINTENANCE AND ADMINISTRATIVE EXPENSES:						
Electric system:	52.600.750	50.000.875	(2,599,875)	(4.9)	105,201,500	47.5
Fuel expenses		, ,		(4.9) 8.2	, . ,	47.5 54.1
Operation and maintenance	27,216,068	29,439,793	2,223,725		54,432,134	
Administrative and general  Total Electric System Expenses	16,036,172 95,852,990	7,116,183 <b>86,556,851</b>	(8,919,989) (9,296,139)	(55.6) (9.7)	32,072,343 191,705,977	22.2 <b>45.2</b>
	,	, ,	(3, 33, 33,	( ,	,,	
Water system:						
Operation and maintenance	5,190,150	5,397,095	206,945	4.0	10,380,299	52.0
Administrative and general	3,457,100	2,027,378	(1,429,722)	(41.4)	6,914,199	29.3
Total Water System Expenses	8,647,250	7,424,473	(1,222,777)	(14.1)	17,294,498	42.9
Wastewater system:						
Operation and maintenance	4,501,366	7,297,613	2,796,247	62.1	9,002,731	81.1
Administrative and general	5,776,110	2,213,088	(3,563,022)	(61.7)	11,552,219	19.2
Total Wastewater System Expenses	10,277,476	9,510,701	(766,775)	(7.5)	20,554,950	46.3
Gas system:						
Fuel expense and purchased gas	4,795,665	5,009,181	213,516	4.5	9,591,330	52.2
Operation and maintenance	1.125.015	1,450,355	325,340	28.9	2,250,030	64.5
Administrative and general	2,733,078	1,087,696	(1,645,382)	(60.2)	5,466,155	19.9 NC
Total Gas System Expenses	8,653,758	7,547,232	(1,106,526)	(12.8)	17,307,515	43.6
Telecommunications system:						
Operation and maintenance	2.480.153	2.827.892	347.739	14.0	4,960,306	57.0
Administrative and general	1,883,208	416,310	(1,466,898)	(77.9)	3,766,415	11.1
Total Telecommunications System Expenses	4,363,361	3,244,202	(1,119,159)	(25.6)	8,726,721	37.2
TOTAL EXPENSES	127,794,835	114,283,459	(13,511,376)	(10.6)	255,589,661	44.7
NET REVENUES IN ACCORDANCE WITH BOND RESOLUTION:						
Total electric system	39,968,955	35,188,706	(4,780,249)	(12.0)	107,831,305	32.6
Total water system	10,357,361	10,001,535	(355,826)	(3.4)	20,714,720	48.3
Total wastewater system	13,068,156	14,141,207	1,073,051	8.2	26,136,310	54.1
Total gas system	4,206,492	6,319,983	2,113,491	50.2	8,412,982	75.1
Total telecommunications system	2,447,180	2,456,581	9,401	0.4	4,894,358	50.2
TOTAL NET REVENUES IN ACCORDANCE WITH BOND RESOLUTION	70,048,144	68,108,012	(1,940,132)	(2.8)	167,989,675	40.5
LESS:						
Debt service	45,245,023	43,342,546	(1,902,477)	(4.2)	90,490,043	47.9
Debt service - UPIF	(2,500,000)	(2,500,000)	(.,502,777)	(¬·∠)	(5,000,000)	50.0
UPIF contributions	23,060,278	23,060,277	(1)	(0.0)	46,120,553	50.0
Transfer to City of Gainesville General Fund	18,189,540	18,189,540	-	(0.0)	36,379,079	50.0
Tallolat to only of outhooving opinion fund	10,100,040	10,100,040			00,010,019	
NET IMPACT TO RATE STABILIZATION - ADDITION (REDUCTION)	\$ (13,946,697)	\$ (13,984,351)	\$ (37,654)	0.3	\$ -	<u> </u>

#### Electric Utility System

#### **Budget to Actual Comparison**

	Budget		Actual	Ov	Actual er/ <under> Budget</under>	% Varia	ance	FY18 Budget	YTD Actual as % of FY18 Budget
REVENUES:									
Residential	\$ 25,889,029	\$	25,615,376	\$	(273,653)		(1.1)	\$ 61,840,939	41.4
Non-residential	35,666,898		33,392,550		(2,274,348)		(6.4)	86,391,612	38.7
Fuel adjustment	52,600,750		50,000,875		(2,599,875)		(4.9)	105,201,500	47.5
Sales for resale	1,839,140		2,209,315		370,175		20.1	3,678,280	60.1
Utility surcharge	1,600,263		1,556,420		(43,843)		(2.7)	3,822,538	40.7
Other electric sales	8,605,843		9,304,866		699,023		8.1	19,362,370	48.1
Total Sales of Electricity	 126,201,923		122,079,402		(4,122,521)		(3.3)	280,297,239	43.6
Transfer from/(to) rate stabilization	3.753.626		3.702.429		(51.197)		(1.4)	7.507.251	49.3
Other revenue	3,968,697		2,631,375		(1,337,322)		(33.7)	7,937,394	33.2
Other income (expense)	450,154		(7,491,068)		(7,941,222)	(-	1,764.1)	900,307	(832.1)
Build America Bonds	1,447,545		823,419		(624,126)	(	(43.1)	2,895,091	28.4
Total Revenues	 135,821,945	-	121,745,557		(14,076,388)		(10.4)	299,537,282	40.6
OPERATION, MAINTENANCE AND ADMINISTRATIVE EXPENSES:									
Fuel expenses	52,600,750		50,000,875		(2,599,875)		(4.9)	105,201,500	47.5
Power production	20,590,172		20,221,997		(368,175)		(1.8)	41,180,343	49.1
Transmission and distribution Interchange	6,625,896		9,217,796		2,591,900		39.1	13,251,791	69.6
Administrative and general	16.036.172		7,116,183		(8,919,989)		(55.6)	32.072.343	22.2
Total Operation, Maintenance and Administrative Expenses	95,852,990		86,556,851		(9,296,139)		(9.7)	191,705,977	45.2
TOTAL NET REVENUES IN ACCORDANCE WITH BOND RESOLUTION	 39,968,955		35,188,706		(4,780,249)		(12.0)	107,831,305	32.63
LESS:									
Debt service	32,952,724		30,648,631		(2,304,093)		(7.0)	65,905,450	46.5
Debt service - UPIF	(2,500,000)		(2,500,000)		-		-	(5,000,000)	50.0
UPIF contributions	12,749,289		12,749,289		-		-	25,498,577	50.0
Transfer to City of Gainesville General Fund	 10,713,639		10,713,639		<u> </u>			21,427,278	50.0
NET IMPACT TO RATE STABILIZATION - ADDITION (REDUCTION)	\$ (13,946,697)	\$	(16,422,853)	\$	(2,476,156)		17.8	<u>\$ -</u>	

#### Water Utility System

#### **Budget to Actual Comparison**

	Bu	dget		Actual		Actual er/ <under> Budget</under>	% Varia	nce	FY	18 Budget	YTD Actual as % of FY18 Budget
REVENUES:			_		_			(0.0)	_		
Residential		0,679,620	\$	10,588,113	\$	(91,507)		(0.9)	\$	21,359,240	49.6
Non-residential		5,133,057		5,249,867		116,810		2.3		10,266,112	51.1
Utility surcharge		1,264,012		1,242,981		(21,031)		(1.7)		2,528,023	49.2
Total Sales of Water	1	7,076,689		17,080,961		4,272		0.0		34,153,375	50.0
Transfer from/(to) rate stabilization		(523,444)		(533,992)		(10,548)		2.0		(1,046,888)	51.0
Other revenue		1,904,264		797,443		(1,106,821)		(58.1)		3,808,528	20.9
Other income (expense)		139,370		(105,171)		(244,541)		(175.5)		278,739	(37.7)
Build America Bonds		407,732		186,767		(220,965)		(54.2)		815,464	22.9
Total Revenues	1:	9,004,611		17,426,008		(1,578,603)		(8.3)		38,009,218	45.8
OPERATION, MAINTENANCE AND ADMINISTRATIVE EXPENSES:											
Transmission and distribution	:	2,231,888		1,940,087		(291,801)		(13.1)		4,463,776	43.5
Treatment	:	2,958,262		3,457,008		498,746		16.9		5,916,523	58.4
Administrative and general	:	3,457,100		2,027,378		(1,429,722)		(41.4)		6,914,199	29.3
Total Operation, Maintenance and Administrative Expenses		8,647,250		7,424,473		(1,222,777)		(14.1)		17,294,498	42.9
TOTAL NET REVENUES IN ACCORDANCE WITH BOND RESOLUTION	1	0,357,361		10,001,535		(355,826)		(3.4)		20,714,720	48.3
LESS:											
Debt service		3,703,832		3,287,157		(416,675)		(11.2)		7,407,663	44.4
UPIF contributions		3,734,108		3,734,108		(+10,075)		(11.2)		7,468,215	50.0
Transfer to City of Gainesville General Fund		2,919,421		2,919,421						5,838,842	50.0
Transier to only or Gamesvine General Fund		2,010,721		2,313,421		<del></del>				5,050,042	30.0
NET IMPACT TO RATE STABILIZATION - ADDITION (REDUCTION)	\$		\$	60,849	\$	60,849			\$	-	

#### Gainesville Regional Utilities Wastewater Utility System Budget to Actual Comparison For the Period Ended March 31, 2018

		Budget		Actual		Actual er/ <under> Budget</under>	% Variance	FY18 Budget	YTD Actual as % of FY18 Budget
REVENUES:		,							
Residential	\$	13,294,300	\$	13,922,060	\$	627,760	4.7	\$ 26,588,599	52.4
Non-residential		4,829,435		5,379,038		549,603	11.4	9,658,869	55.7
Utility surcharge		1,435,092		1,472,808		37,716	2.6	2,870,183	51.3
Total Sales of Services		19,558,827		20,773,906		1,215,079	6.2	39,117,651	53.1
Transfer from/(to) rate stabilization		1,112,567		1,110,675		(1,892)	(0.2)	2,225,136	49.9
Other revenue		2,089,091		1,737,725		(351,366)	(16.8)	4,178,181	41.6
Other income (expense)		122,037		(116,471)		(238,508)	(195.4)	244,073	(47.7)
Build America Bonds		463,110		146,073		(317,037)	(68.5)	926,219	15.8
Total Revenues		23,345,632		23,651,908		306,276	1.3	46,691,260	50.7
OPERATION, MAINTENANCE AND ADMINISTRATIVE EXPENSES:									
Collection		2,904,083		4,053,599		1,149,516	39.6	5,808,165	69.8
Treatment		1,597,283		3,244,014		1,646,731	103.1	3,194,566	101.5
Administrative and general		5,776,110		2,213,088		(3,563,022)	(61.7)	11,552,219	19.2
Total Operation, Maintenance and Administrative Expenses	_	10,277,476		9,510,701	_	(766,775)	(7.5)	20,554,950	46.3
TOTAL NET REVENUES IN ACCORDANCE WITH BOND RESOLUTION		13,068,156	_	14,141,207		1,073,051	8.2	26,136,310	54.1
LESS:									
Debt service		4,475,630		3,935,851		(539,779)	(12.1)	8,951,258	44.0
UPIF contributions		4,918,239		4,918,239		-	(12.1)	9,836,478	50.0
Transfer to City of Gainesville General Fund		3,674,287		3,674,287		<u> </u>		7,348,574	50.0
NET IMPACT TO RATE STABILIZATION - ADDITION (REDUCTION)	\$		\$	1,612,830	\$	1,612,830		\$ -	<u></u> _

#### Gas Utility System

#### **Budget to Actual Comparison**

	Budget		Actual		Actual er/ <under> Budget</under>	% Variance	FY	/18 Budget	YTD Actual as % of FY18 Budget
REVENUES:									
Residential	\$ 4,333,844	\$	5,253,164	\$	919,320	21.2	\$	8,667,688	60.6
Non-residential	2,558,046		3,117,682		559,636	21.9		5,116,091	60.9
Fuel adjustment	4,795,665		5,009,181		213,516	4.5		9,591,330	52.2
Utility surcharge	247,199		333,919		86,720	35.1		494,397	67.5
Other gas sales	604,125		838,618		234,493	38.8		1,208,249	69.4
Total Sales of Gas	12,538,879		14,552,564		2,013,685	16.1		25,077,755	58.0
Transfer from/(to) rate stabilization	(920,812)		(932,174)		(11,362)	1.2		(1,841,623)	50.6
Other revenue	879,105		128,593		(750,512)	(85.4)		1,758,209	7.3
Other income (expense)	59,896		(51,038)		(110,934)	(185.2)		119,792	(42.6)
Build America Bonds	303,182		169,270		(133,912)	(44.2)		606,364	27.9
Total Revenues	12,860,250		13,867,215		1,006,965	7.8	==	25,720,497	53.9
OPERATION, MAINTENANCE AND ADMINISTRATIVE EXPENSES:									
Fuel expense - purchased gas	4,795,665		5,009,181		213,516	4.5		9,591,330	52.2
Operation and maintenance	1,125,015		1,450,355		325,340	28.9		2,250,030	64.5
Administrative and general	2,733,078		1,087,696		(1,645,382)	(60.2)		5,466,155	19.9
Total Operation, Maintenance and Administrative Expenses	8,653,758	_	7,547,232	_	(1,106,526)	(12.8)		17,307,515	43.6
TOTAL NET REVENUES IN ACCORDANCE WITH BOND RESOLUTION	4,206,492		6,319,983		2,113,491	50.2		8,412,982	75.1
TOTAL NET REVENUES IN ACCORDANCE WITH BOND RESOLUTION	 4,200,432		0,010,000	-	2,113,731	30.2	-	0,412,302	73.1
LESS:									
Debt service	2,075,938		3,109,823		1,033,885	49.8		4,151,875	74.9
UPIF contributions	1,439,351		1,439,351		-	-		2,878,702	50.0
Transfer to City of Gainesville General Fund	 691,203		691,203			<del>-</del>		1,382,405	50.0
NET IMPACT TO RATE STABILIZATION - ADDITION (REDUCTION)	\$ -	\$	1,079,606	\$	1,079,606		\$	-	

### Gainesville Regional Utilities Telecommunications Utility System Budget to Actual Comparison For the Period Ended March 31, 2018

			Actual Over/ <under></under>			YTD Actual as % of FY18
	Budget	Actual	Budget	% Variance	FY18 Budget	Budget
REVENUES:						
Residential	\$ -	\$ 25,085	\$ 25,085	-	\$ -	-
Non-residential	5,885,961	5,810,155	(75,806)	(1.3)	11,771,922	49.4
Total Sales of Services	5,885,961	5,835,240	(50,721)	(0.9)	11,771,922	49.6
Transfer from/(to) rate stabilization	818,871	-	(818,871)	(100.0)	1,637,741	_
Other revenue	89,673	120,402	30,729	34.3	179,345	67.1
Other income (expense)	16,036	(254,859)	(270,895)	(1,689.3)	32,071	(794.7)
Total Revenues	6,810,541	5,700,783	(1,109,758)	(16.3)	13,621,079	41.9
OPERATION, MAINTENANCE AND ADMINISTRATIVE EXPENSES:						
Operation and maintenance	2,480,153	2,827,892	347,739	14.0	4,960,306	57.0
Administrative and general	1,883,208	416,310	(1,466,898)	(77.9)	3,766,415	11.1
Total Operation, Maintenance and Administrative Expenses	4,363,361	3,244,202	(1,119,159)	(25.6)	8,726,721	37.2
TOTAL NET REVENUES IN ACCORDANCE WITH BOND RESOLUTION	2,447,180	2,456,581	9,401	0.4	4,894,358	50.2
LESS:						
Debt service	2,036,899	2,361,084	324,185	15.9	4,073,797	58.0
UPIF contributions	219,291	219,290	(1)	(0.0)	438,581	50.0
Transfer to City of Gainesville General Fund	190,990	190,990	-	-	381,980	50.0
NET IMPACT TO RATE STABILIZATION - ADDITION (REDUCTION)	\$ -	\$ (314,783)	\$ (314,783)		\$ -	

