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Water – The Source of Life



New Jersey Infrastructure Bank



SHOW ME THE INVESTMENT



New Jersey Infrastructure Bank

COST OF PROJECT ≠ COST OF DEBT SERVICE

XYZ Utility

Revenues and Expenses: 2017-Q4

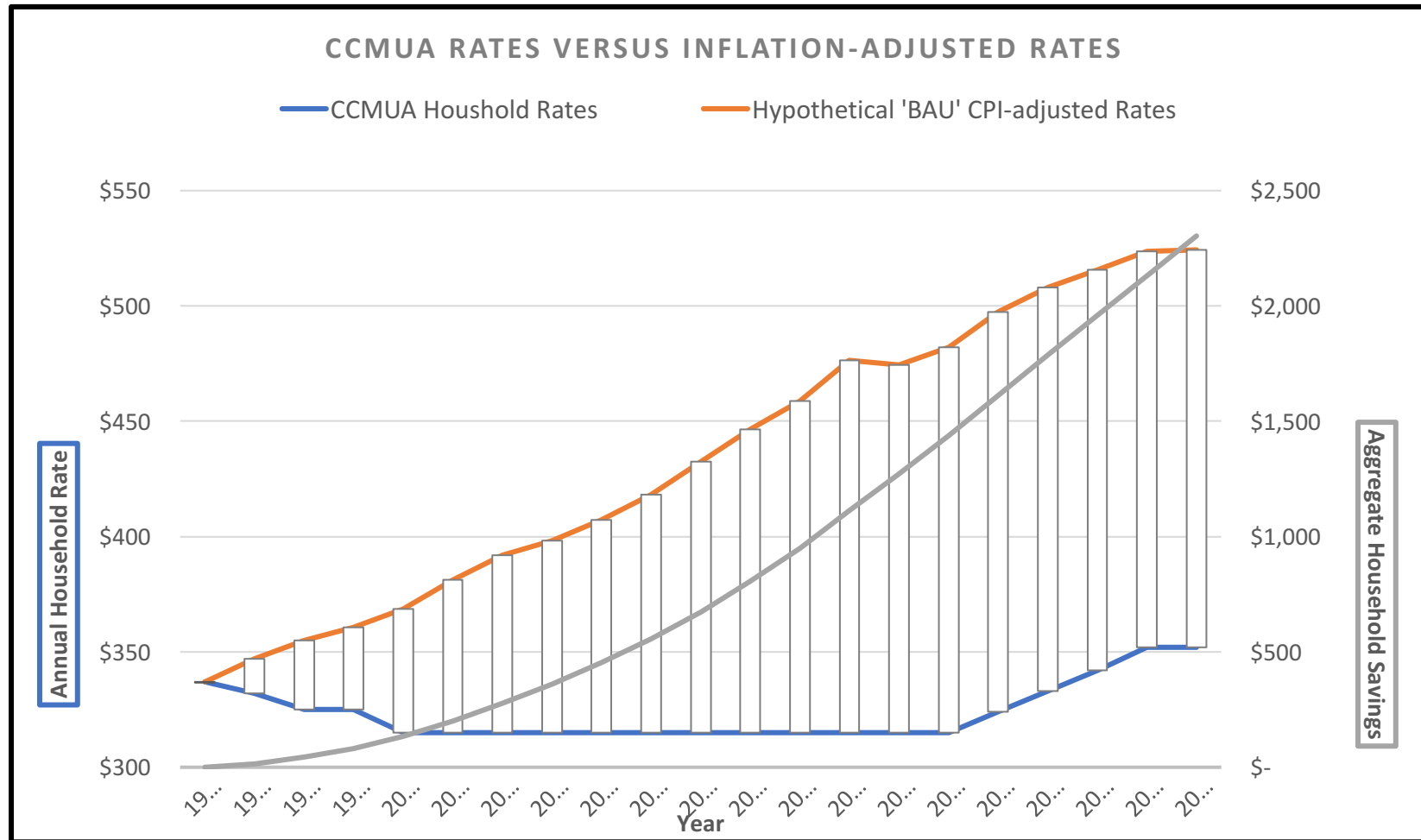
EXPENSES	(Millions)			
	October	November	December	Total
POWER/ENERGY				
Purchased	\$ 14.3	\$ 13.9	\$ 14.7	\$ 42.8
<i>Generated (Solar / CHP)</i>	<i>\$ 2.7</i>	<i>\$ 2.6</i>	<i>\$ 2.8</i>	<i>\$ 8.1</i>
ADDITIVES				
Chemicals	\$ 1.9	\$ 1.8	\$ 2.0	\$ 5.7
Organics	\$ 0.8	\$ 0.8	\$ 0.8	\$ 2.4
<i>Process Efficiency SAVINGS</i>	<i>\$ 0.2</i>	<i>\$ 0.2</i>	<i>\$ 0.2</i>	<i>\$ 0.6</i>
DISPOSAL				
Trucking	\$ 15.6	\$ 15.2	\$ 16.1	\$ 46.9
Sales (Class A-EQ BioSolids)	\$ (1.3)	\$ (1.3)	\$ (1.4)	\$ (4.0)
<i>Equipment Efficiency SAVINGS</i>	<i>\$ 2.8</i>	<i>\$ 2.7</i>	<i>\$ 2.9</i>	<i>\$ 8.4</i>
HUMAN RESOURCES				
Salaries & Benefits	\$ 19.7	\$ 19.1	\$ 20.3	\$ 59.1
<i>Equipment Efficiency SAVINGS</i>	<i>\$ 1.4</i>	<i>\$ 1.3</i>	<i>\$ 1.4</i>	<i>\$ 4.1</i>
NET EFFICIENCY SAVINGS & SALES	\$ 8.4	\$ 8.2	\$ 8.7	\$ 25.3
FINANCE				
New Debt Service	\$ 9.7	\$ 9.4	\$ 10.0	\$ 29.1
Existing Debt Service	\$ 7.3	\$ 7.1	\$ 7.5	\$ 21.9
TOTAL EXPENSES	\$ 68.0	\$ 66.0	\$ 70.0	\$ 204.0
REVENUES				
SUPPLIED WATER				
Billed Metered Consumption	\$ 53.5	\$ 50.9	\$ 55.6	\$ 160.0



CCMUA - \$192.4M Costs / Minimal Rate Increases



CCMUA: 20-yr Savings per Household



Innovative SRF Financing



INNOVATION – Higher-Ed Stormwater Initiative



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