

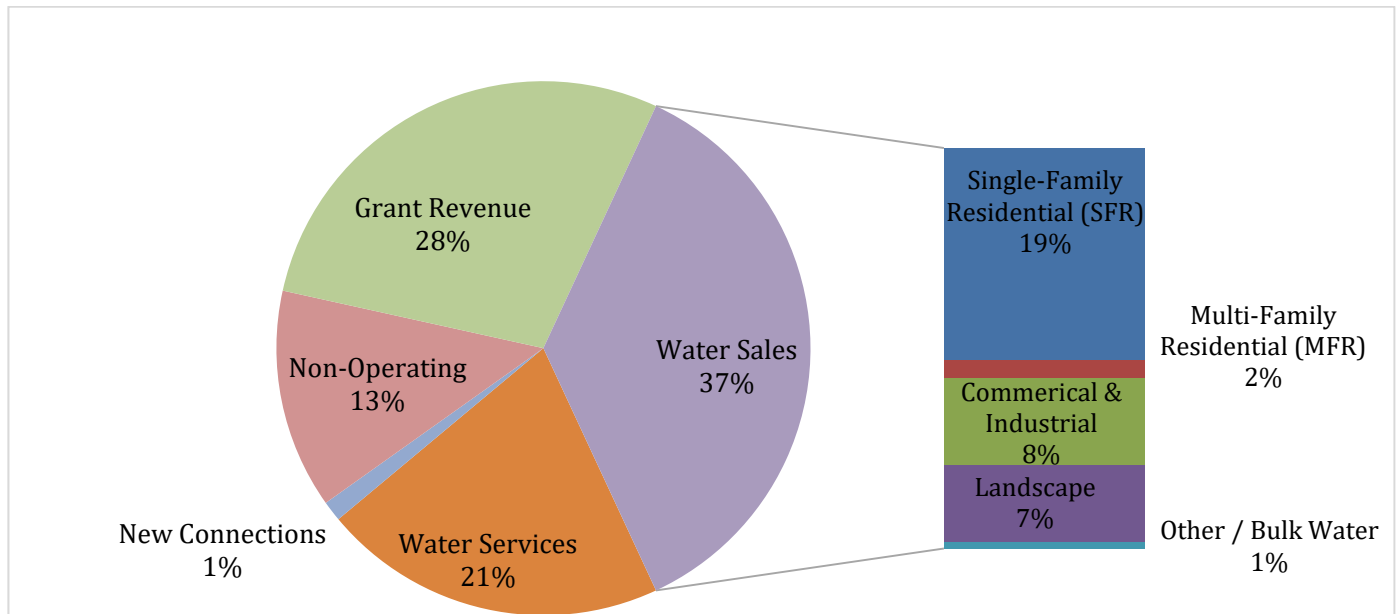


FY 2025 – Q4 Financial Report

July 1, 2024 – June 30, 2025

Revenues

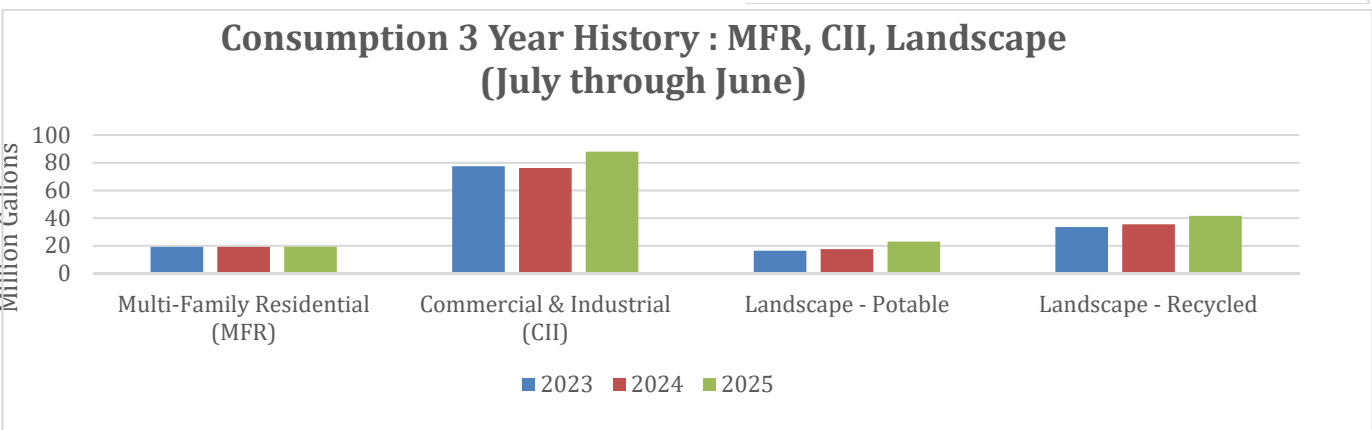
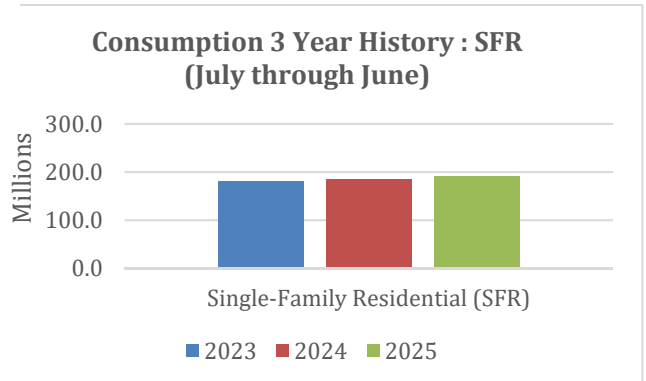
Scotts Valley Water District revenues come from four main sources: Water Sales, Water Services (Basic Service Charge), New Connections, and Non-Operating*.



The District's largest operating revenue category is Single Family Residential (SFR) Water Sales. Revenue in the SFR category for the period July through June is up 7.4% from prior year.

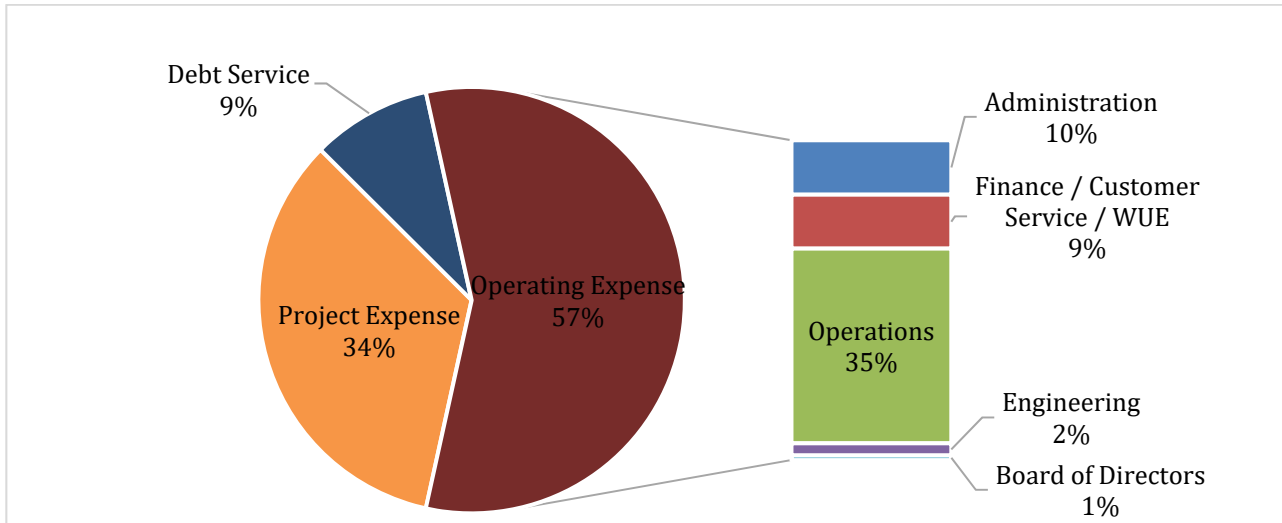
Consumption

Water consumption by SFR customers through the fourth quarter is 191 million gallons, up 6 million gallons or 3.2% from FY 2024.

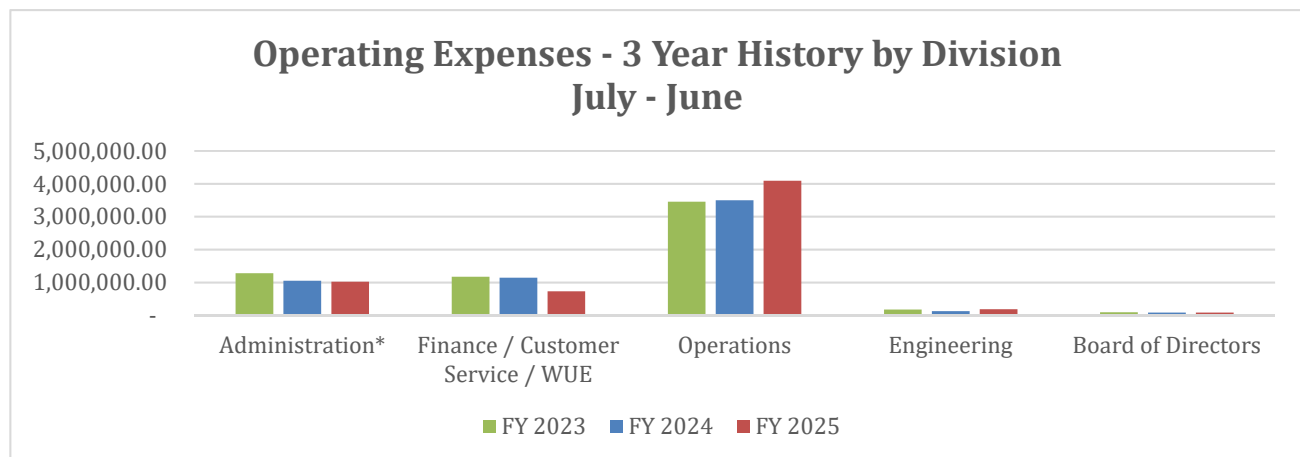


Expenses

District expenses are comprised of three major categories: Operating Expenses, Project Expenses, and Debt Service. The chart below presents the FY 2025 Budget by expense category, with Operating Expenses broken down by Division*.



Operating expenses are the organization's largest expense category. District operating expenses reflect the cost of providing uninterrupted high-quality water service across the service area. Operating expenses in Q4 of FY 2025, which accounts for activity from July 2024 through June 2025, finished the year below budget. Further, total operating expenses in FY 2025 are lower than the FY 2024 total by 1%. The chart below compares Operating Expenditures by Division for each of the past three fiscal years. Several factors have led to cost decreases. The Administration Division had a vacant position unfilled for the year and contributions to the Santa Margarita Groundwater Agency were lower than expected. Expenses in the Finance/Customer Service Division, excluding grant expense, were essentially flat year-over year. Operations Division expenses increased due to unexpected costs for water main and well repairs.

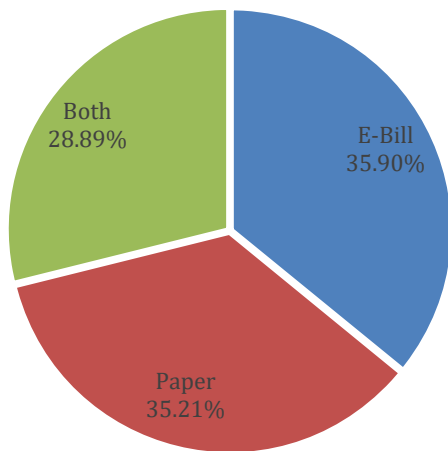


Customer Accounts

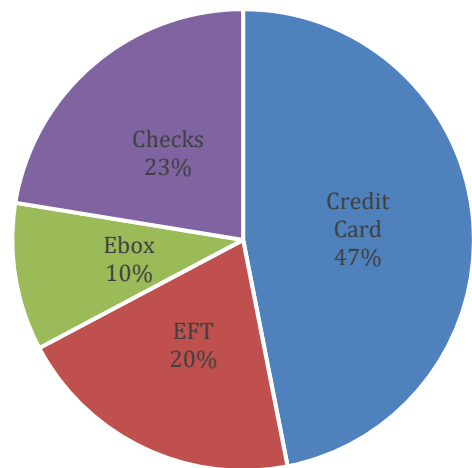
The charts below provide additional information on how customers interact with the District.

Total Accounts: 4,566

How do customers RECEIVE their bill?



How do customers PAY their bill?



	Q3 (FY25)	Q4 (FY25)	change
E-Bill	35.6%	35.9%	0.3%
Paper	40.2%	35.2%	-5.0%
Both	24.2%	28.9%	4.7%

	Q3 FY25	Q4 FY25	change
Credit Card	44.8%	46.7%	1.9%
EFT	20.0%	20.2%	0.2%
Ebox	9.4%	10.3%	0.9%
Checks	25.4%	22.3%	-3.1%

Delinquent Accounts

Billing	Reminder			Late Payment Penalty		
	Date	Accounts	Emails	Date	Accounts	Past Due Balance
July	1-Aug	719	569	8/6/2024	316	\$78,444.44
August	4-Sep	531	438	9/6/2024	335	90,340.64
September	4-Oct	465	417	10/8/2024	253	76,047.03
October	5-Nov	1568	1390	Penalty not applied (new payment processor)		
November	4-Dec	1698	1505	Penalty not applied (new payment processor)		
December	6-Jan	648	580	1/8/2025	463	130,069.07
January	No Reminder Sent			2/6/2025	476	94,313.80
February	3/5/2025	563	477	3/6/2025	381	92,369.67
March	4/7/2025	385	336	4/8/2025	291	57,185.65
April	5/5/2025	408	349	5/6/2025	298	63,062.66
May	6/6/2025	387	349	6/9/2025	222	51,720.14
June	7/7/2025	437	349	7/8/2025	257	\$61,940.51

Rebates

Rebates Processed	# of Rebates	Total Amount
FY 2025 (July 2024 – June 2025)		
FY 2024 (July 2023 – June 2024)		
Lawn Removal	13/13	\$47,267/\$31,022
Low Volume Irrigation	3/0	\$4,021/\$0
Toilet Replacement	19/9	\$1,150/\$600
Pressure Regulators	26/24	\$2,800/\$2,400
Pool Covers	3/7	\$2,650/\$3,310
Smart Controllers	10/4	\$958/\$288

Rebates / Give-Away Summary						
Rebate/Give Away	Rebate Offerings	Accounts	Units/ Gals/ Sq. ft	Cost	Water Savings gal/year	Gallons Saved per \$ Spent
High-Efficiency Toilet	\$50-\$150	5	9	\$600	4,928	8.21
Lawn Removal	\$2.00 / sq.ft.	13	18,687	\$31,022	332,614	10.72
Pool Covers	50% up to \$1,000	6	6	\$3,310	36,000	10.88
Smart Irrigation Controller	\$100	3	3	\$288	22,500	78.13
Shower Head	Free		12	0	.7 gpm	Average gallons saved per \$ spent
Faucet Aerator	Free		7	0	1.45 gpm	
Hose Timers	Free		0	0	Prevents	
Shut Off Nozzle	Free		29	0	waste	
Totals		27		\$35,220	396,042	11.24