

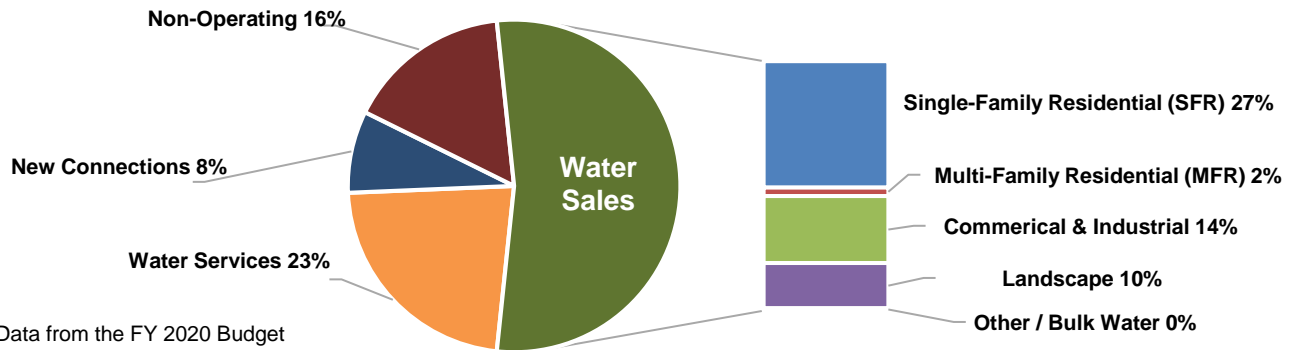


FY 2020 – Q4 Financial Report

July 1, 2019 – June 30, 2020

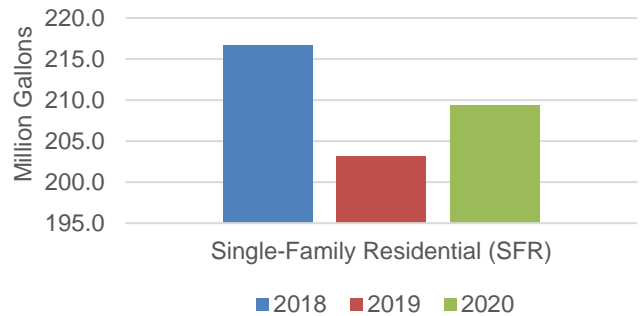
Revenues

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



The District's largest revenue category is Single Family Residential (SFR) Water Sales. Revenue from SFR Water Sales for the period of July 2019 through June 2020 is up 10.2% from the same period in the prior year. This increase in revenue is the result of water rate increases and an increase in consumption from the prior year.

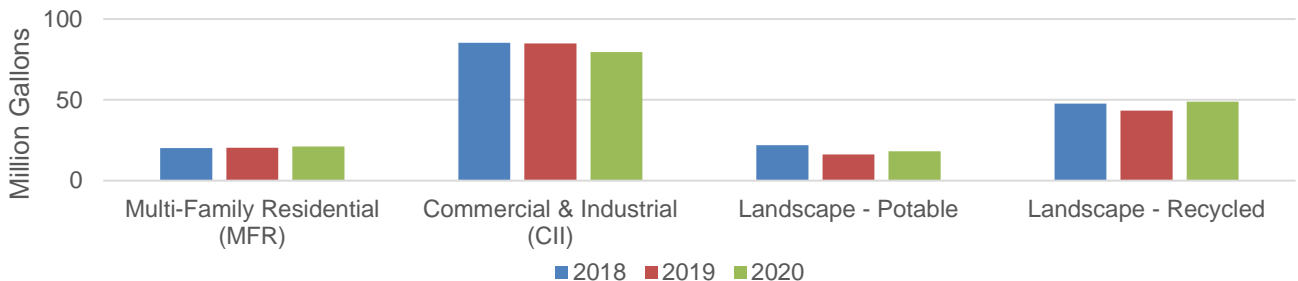
Consumption 3 Year History : SFR (July 2019 through June 2020)



Consumption

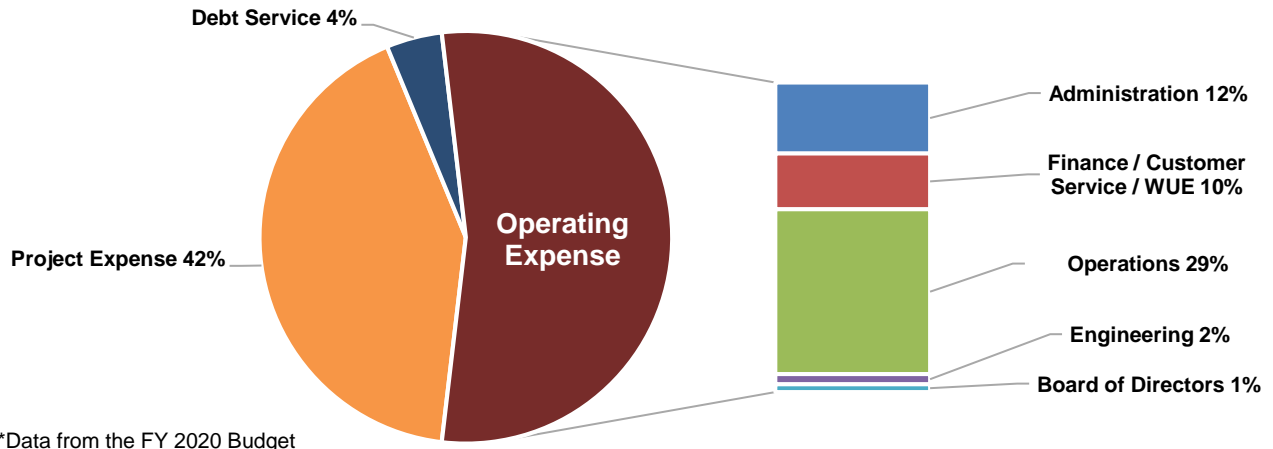
Water consumption by SFR customers from the beginning of the fiscal year through the fourth quarter is 209 million gallons, up 3.1% from water consumption in the same period of FY 2019.

Consumption 3 Year History : MFR, CII, Landscape (July 2019 through June 2020)



Expenses

District expenses are comprised of three major categories: Operating Expenses, Project Expenses, and Debt Service. The chart below presents the FY 2020 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 to provide high quality water service consistently across the district service area. Operating expenses through Q4 of FY 2020, which accounts for activity from July 2019 through June 2020, are below budget. Total operating expenses in FY 2020 exceed the FY 2019 total by 6.4%. The chart below compares Operating Expenditures by Division for each of the past three fiscal years.

**Operating Expenses 3 Year History by Division
(July 2019 through June 2020)**

