



Transportation, Infrastructure, Energy & Environment Committee Briefing

Finance Department



Agenda

- Introduction
- Overview and Governance
- Proposed FY2025 Budget and Infinitives
- Efforts to Maintain Affordability

- Long-Term Financial Plan and External Funding
- Rates and Bill Comparison
- Credit Rating Overview
- Questions



Governance and Overview

Our Governance

WSSC Water is governed by six Commissioners:

- Three appointed by Montgomery County
- Three appointed by Prince George's County



Regina Y.

Speed-Bost
Chair

Prince George's
County
2022



T. Eloise
Foster
Vice-Chair
Montgomery
County
2016



Fausto R.

Bayonet

Montgomery

County

2015



Howard A.

Denis

Montgomery

County

2016



Lynnette D.

Espy-Williams

Prince George's

County

2022



Mark J.
Smith
Prince George's
County
2022

No drinking water quality violations... ever!



WSSC WATER AT A GLANCE



Established in 1918, WSSC Water is the largest water/wastewater utility in Maryland and among the largest in the nation. Our service area spans approximately 1,000 square miles in Prince George's and Montgomery counties. We proudly serve 1.9 million residents with safe and reliable drinking water and help protect the Chesapeake Bay by treating and returning clean water to Maryland waterways.



162,000,000 GALLONS OF WATER PER DAY













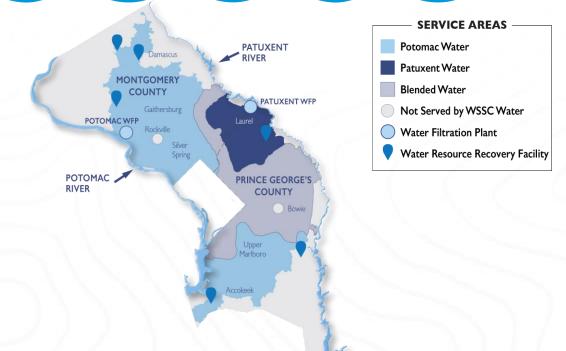












What WSSC Water FY 2025 Budget Supports

Water Investment Matters

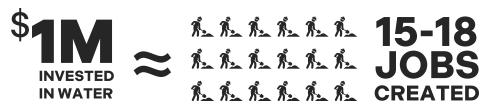
Federal Funding Gap



In 1977, the federal government invested 63% of all capital spending on water infrastructure. Four decades later, that figure is now below 10%



\$50B Bipartisan Infrastructure Law investment is only **5**% of the funding needed for the water sector



WSSC Water's FY 2025 Capital Budget of **\$801M** could generate **13,000 jobs**



The budget includes a \$4.2M increase in financial assistance to income-constrained customers, bringing the annual total to more than \$7.7M





In FY 2023, WSSC Water contracts and projects contributed \$131M to 170 different businesses in Montgomery & Prince George's counties

 Including more than \$75M to local minority & womenowned businesses







Fiscal Year	Rate Increase
FY 2025 SAG	8.50%
FY 2025 Request	11.60%
FY 2024 Adopted	7.00%

- As part of the annual Spending Affordability Guideline (SAG)
 process, WSSC Water requested a revenue enhancement
 increase of 11.6%.
- FY 2025 budget requests have been reduced by \$81.2M to meet 8.5% revenue enhancement
- The proposed revenue enhancement increase of 8.5% results in a \$73.3M revenue increase

FY 2025 Rate Comparison

II.6% Requested Revenue
Enhancement
Increase Compared
to 8.5% Spending
Affordability Guideline Rate

WSSC Water has been informed by DC Water that expenses for regional sewage disposal will increase by an additional \$4M to \$17M in FY 2025

\$	\$									
	•	%	\$	%	\$	%	\$ Chg	\$	%	
										Ī
							i i			
\$12.4	\$12.4	1.4	10.8	1.3	\$7.2	8.0	(\$5.2)			
51.5	10.6	1.3	10.5	1.2	10.3	1.2	(41.2)			
5.3	5.3	0.6	5.0	0.6	5.0	0.6	(0.4)			
							1 1			
12.7	12.7	1.5	12.7	1.5	12.7	1.5	0.0	17.0	2.0	
							i i			
\$81 .9	\$40.9	4.8	39.0	4.5	\$35.1	4.1	(\$46.8)			
							i i			
							i i			
\$39.3	\$34.7	4.0	33.5	3.9	\$33.5	3.9	(\$5.8)			
t service										
\$29.8	\$23.3	2.7	19.2	2.2	\$14.5	1.7	(\$15.3)			
							į į			
\$21.0	\$17.1	2.0	6.6	0.8	\$6.6	0.8	(\$14.4)			
-\$17.5	-\$16.4	-1.9	-16.4	-1.9	-\$16.4	-1.9	\$1.1			
	\$1.5 5.3 12.7 \$81.9 \$39.3 t service \$29.8 \$21.0 -\$17.5	51.5 10.6 5.3 5.3 12.7 12.7 \$81.9 \$40.9 \$39.3 \$34.7 t service \$29.8 \$23.3	51.5 10.6 1.3 1.3 1.5	51.5 10.6 1.3 10.5 5.3 5.3 0.6 5.0 12.7 12.7 1.5 12.7 \$81.9 \$40.9 4.8 39.0 \$39.3 \$34.7 4.0 33.5 t service \$29.8 \$23.3 2.7 19.2 \$21.0 \$17.1 2.0 6.6 -\$17.5 -\$16.4 -1.9 -16.4	51.5	51.5 10.6 1.3 10.5 1.2 10.3 5.3 5.3 0.6 5.0 0.6 5.0 127 12.7 1.5 12.7 1.5 12.7 \$81.9 \$40.9 4.8 39.0 4.5 \$35.1 \$39.3 \$34.7 4.0 33.5 3.9 \$33.5 t service \$29.8 \$23.3 2.7 19.2 2.2 \$14.5 \$21.0 \$17.1 2.0 6.6 0.8 \$6.6 -\$17.5 -\$16.4 -1.9 -16.4 -1.9 -\$16.4	51.5	51.5 10.6 1.3 10.5 1.2 10.3 1.2 (41.2) 5.3 5.3 0.6 5.0 0.6 5.0 0.6 (0.4) 12.7 12.7 1.5 12.7 1.5 12.7 1.5 0.0 \$81.9 \$40.9 4.8 39.0 4.5 \$35.1 4.1 (\$46.8) \$39.3 \$34.7 4.0 33.5 3.9 \$33.5 3.9 (\$5.8) t service \$29.8 \$23.3 2.7 19.2 2.2 \$14.5 1.7 (\$15.3) \$21.0 \$17.1 2.0 6.6 0.8 \$6.6 0.8 (\$14.4) -\$17.5 -\$16.4 -1.9 -16.4 -1.9 -\$16.4 -1.9 \$1.1	51.5	51.5



Proposed FY 2025 Budget: Operating and Capital

FY2025 Budget Priorities and Challenges



Fund Budget Priorities



Operations and Maintenance – not asking for more than we need; maintaining \$9B in infrastructure assets



Capital Investment – continued investments in critical infrastructure; addressing deferred improvements and regulatory compliance



Team H_2O – competitive wages to retain and recruit talent to SERVE; additional headcount where temporary staff are being utilized



AAA Bond Rating - enhance financial metrics and protect AAA rating

Overcome declining consumption



Downward trend in consumption; change in consumption patterns since 2017 shows projected revenues did not materialize at higher tiers

Overcome lag in rate increase requests in prior years



Overall, rate increases have been below requested rates leading to unsustainable cuts to operations including work-year reductions, stagnant wages and deferred capital investments

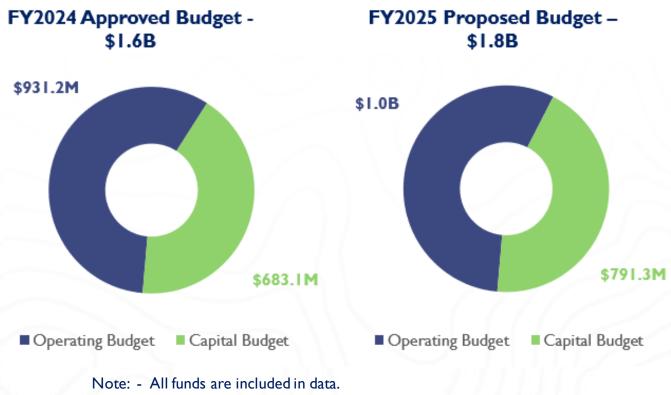
Overcome inflationary pressures



Chemicals, Water Meters, Construction, Heat/Light/Power, Regional Sewage Disposal (DC Water)

Total Budget – FY 2024 Approved and FY 2025 Proposed

The Proposed Budget increased \$196.8M or 12.2% over the FY 2024 Approved Budget. The Operating Budget increased by \$88.6M and Capital Budget increased by \$108.2M



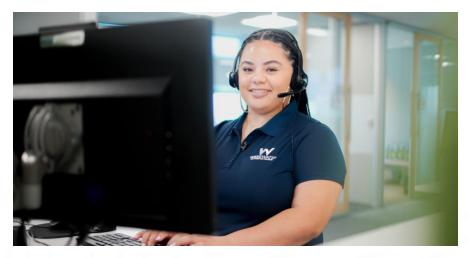
- Capital Budget excludes developer contributions that are included in the CIP.



FY 2025 Operating Budget Highlighted Initiatives



- **Investing in our workforce** through compensation, training and ensuring that the tools, systems, processes and organizational structure employees need to be successful are provided
- Improving the experience of internal and external stakeholders, as well as the customer experience and ability to connect
- Continue water quality excellence by tracking and addressing the regulatory changes on emerging containments for safe drinking water and biosolids management
- **Building resilience** in infrastructure and operations through added capabilities in Enterprise Risk Management, cybersecurity, asset management, and continuity of operations programs
- Integrating diversity, equity, inclusion and environmental justice into our procurement, EEO, and investment planning processes
- Enhancing customer affordability programs with revision to allow high bill adjustments for up to two consecutive billing periods, CAP re-enrollment every two years, and a leak repair program for CAP customers
- Increase financial assistance by \$4.2 million to help more customers, bringing the total to more than \$7.7 million or 121% above FY 2024



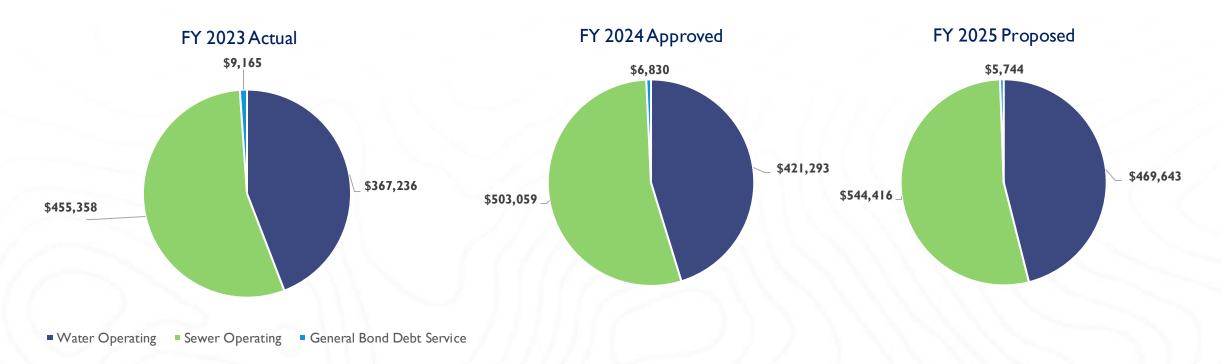






Proposed Fiscal Year 2025 with Operating Budget Summary by Fiscal Year and Fund (All figures In Thousands)

- Applied a transparent outcome-focused approach to budgeting
- Supported by an 8.5% revenue enhancement increase (water and sewer volumetric and fixed fees)
- Requested 127 additional work years to support our operations and capital program delivery



Team H2O – Workyear Additions

	New	
Organization	Workyears	Justification
Utility Services Department	23	Support our mission to maintain the water/wastewater infrastructure and protect the
		environment
Customer Service Department	22	Increase retention and improve customer service by converting contractors to
		permanent positions. No budget impact
Production Department	20	Maintenance and operation of the newly constructed biosolids plant, address increased
		workload at the lab and field to maintain a safe and reliable supply of drinking water
Engineering & Construction Department	17	Assist with water/wastewater projects; ensure compliance during plumbing and gas-
		fitting inspections; and provide oversight on the water main replacement program
Information Technology Department	10	Improve efficiencies and reduce cost by converting contractors to permanent positions.
		No budget impact
General Services Department	10	Maintain the newly established division overseeing facilities' maintenance
Human Resources Department	6	Support recruitment and retention as well as promoting and protecting racial equity and
		social justice within the workforce
Procurement Office	5	Effort to reduce review cycle time, increase work quality and reduce cost
Police & Homeland Security Office	5	Convert contract security guards and police officers to permanent positions to improve
		retention and reduce cost
General Counsel's Office	4	Reduce delinquent accounts, contain outside counsel cost and continue to provide
		excellent legal representation to WSSC Water
Commissioners'/Corporate Secretary's Office	2	Serve as a legal advisor to the Ethics Office and Board of Ethics to further underscore
		the independence of the Board of Ethics. Additionally, a position to assist
		Commissioners' regarding monthly meeting materials, committee work, information
		request
Intergovernmental Relations Office	I	Increase external grant funding efforts
Occupational Safety & Health Division	T.	Improve safety and security of all employees at the facilities and job sites
Enterprise Risk Management	I	Expand WSSC Water's risk program and culture and to develop an enterprise risk
		management training program
Total New Workyears	127	



FY24 Approved Workyears – 1,836 FY25 Proposed Workyears – 1,963

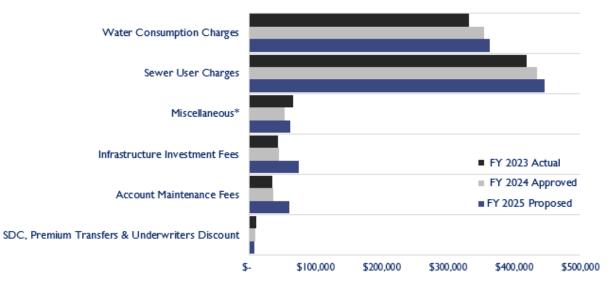
Combined Water & Sewer Operating Funds Annual Comparison (All figures In Thousands)



	ı	FY 2023	F	Y 2024	FY 2025		
Sources		Actual	A	pproved	Proposed		
Water Consumption Charges	\$	331,386	\$	355,139	\$	363,662	
Sewer User Charges		418,435		435,003		445,443	
Miscellaneous*		66,744		53,044		62,379	
Infrastructure Investment Fees		43,269		44,180		74,839	
Account Maintenance Fees		34,888		36,259		59,964	
SDC, Premium Transfers &							
Underwriters Discount		10,275		8,972		7,772	

Total Sources: \$ 904,997 \$ 932,597 \$1,014,059

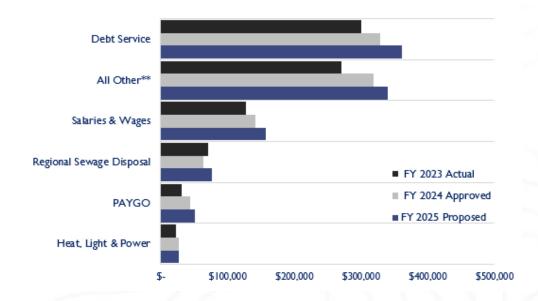
Total Uses: \$ 822,594 \$ 924,352 \$1,014,059



	F	Y 2023	F	Y 2024	FY 2025		
Uses	1	Actual	A	proved	Pr	oposed	
Heat, Light & Power	\$	22,390	\$	27,373	\$	27,278	
PAYGO		31,016		44,000		50,601	
Regional Sewage Disposal		71,025		64,201		76,908	
Salaries & Wages		127,044		141,179		157,223	
All Other**		271,026		319,132		340,081	
Debt Service		300,093		328,467		361,968	

^{*} Plumbing and inspection fees, Rockville sewer use, interest income and other miscellaneous fees and uncollectible revenue

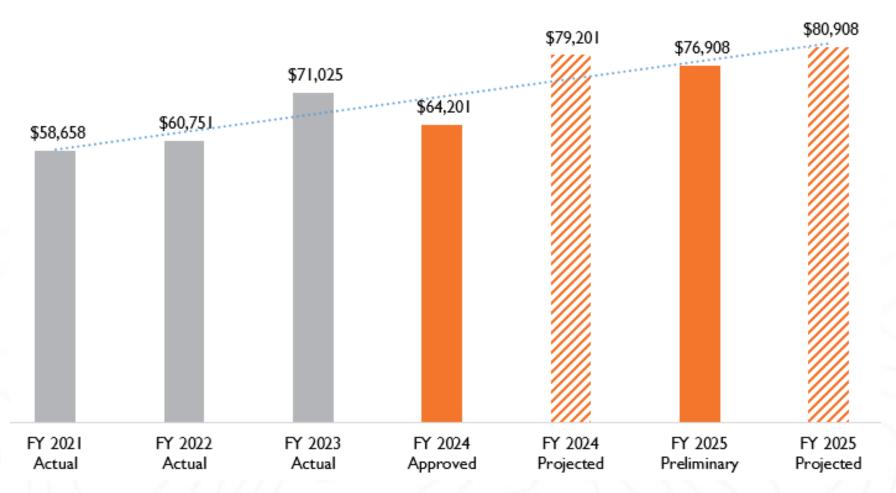




Inflationary Pressures - Regional Sewage Disposal Blue Plains (All figures In Thousands)



 Based on the recent projections provided by DC Water, the Regional Sewage Disposal cost is projected to be \$4.0 million more than the FY 2025 Proposed Budget



FY 2025 Capital Budget Highlighted Initiatives



- Invest in Anacostia Depot Reconfiguration (\$25.2 million)
- Plan and implement improvements to address Perand Polyfluoroalkyl Substances (PFAS) and other regulatory changes (\$6 million)
- Invest in generators (\$1 million) at Colesville and Little Seneca
 Wastewater Pumping Stations to ensure operational reliability
 and resilience
- Mitigation of enterprise risks by increasing investment in the Engineering Support Program (\$10 million)
- Develop a comprehensive Facility Plan (\$1 million) to program systematic replacement of critical infrastructure
- Increase fleet refresh and leverage external funds for electric vehicle (EV) charging infrastructure and vehicles
- Transition capital improvement planning to a needs-based model



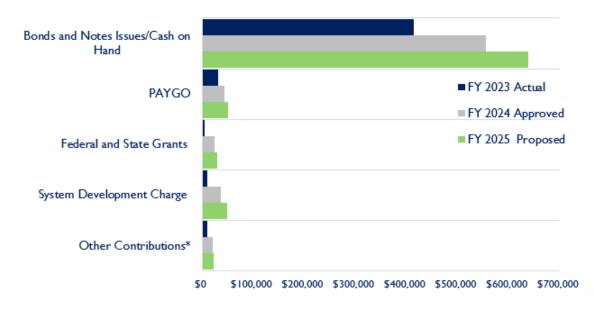




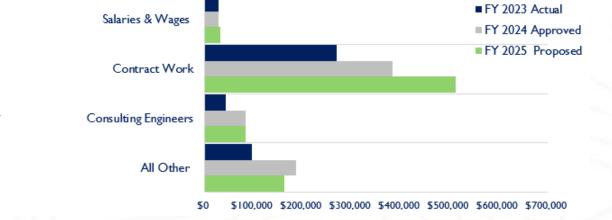
Capital All Funds Annual Comparison (All figures In Thousands)



	FY 2023	FY 2024	FY 2025
Sources	Actual	Approved	Proposed
Bonds and Notes Issues/Cash on Hand	\$414,795	\$555,354	\$637,772
PAYGO	31,016	44,000	50,601
Federal and State Grants	5,697	25,142	30,720
System Development Charge	9,635	36,945	49,926
Other Contributions*	10,158	21,628	22,247
Total Sources:	\$471,301	\$683,069	\$791,266



		FY 2023	FY 2024	FY 2025
Uses		Actual	Approved	Proposed
Salaries & Wages		\$27,997	\$28,193	\$32,120
Contract Work		268,792	384,209	512,237
Consulting Engineers		43,531	84,116	83,705
All Other		95,870	186,551	163,204
	Total Uses:	\$436 190	\$683,069	\$791 266

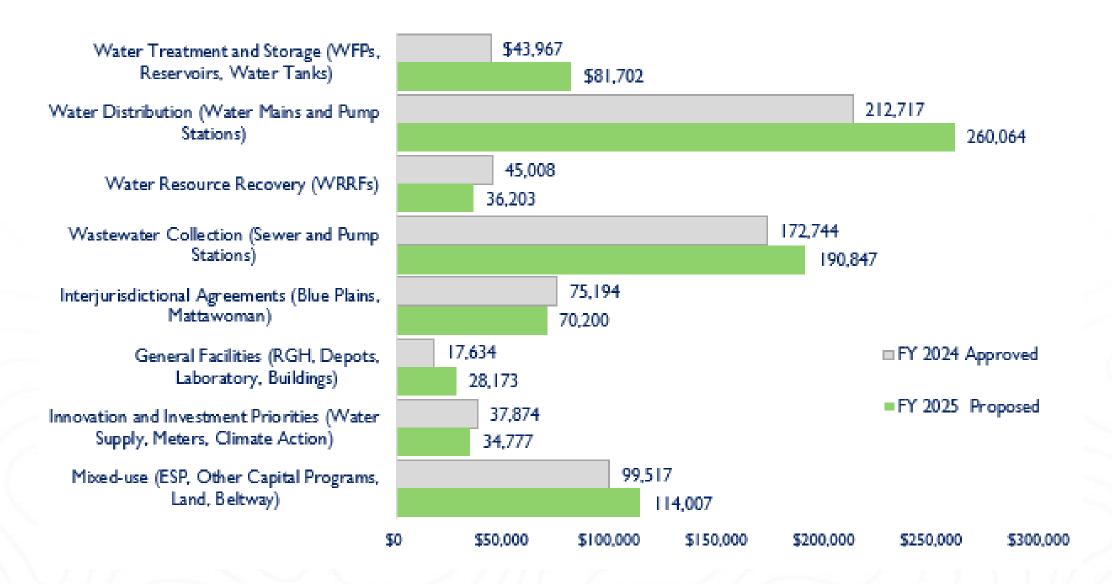


^{*}Developer Contributions are excluded

FY 2025 Capital Investments by Category

WSSCWATER DELIVERING THE ESSENTIAL

(All figures In Thousands)



Update on Consent Decree Project and PFAS



Potomac Consent Decree

New discharge limitations identified in the Consent Decree which was entered by the U.S. District Court of Maryland on April 15, 2016

The two major projects currently under construction are the Sediment Basins and Backwash Treatment Upgrades and the Gravity Thickener Expansion. Total cost of remedial measures are estimated to be \$206.0 million.

Scheduled for completion: replacing equipment within the Sediment Basins and adding an Equalization Basin and Pumping Station; and, adding three new Gravity Thickeners so that the plant can treat all the influent and the chemical solids that are used in the water treatment process.

Sewer Overflow Consent Decree

WSSC Water has completed the work associated with the remedial measures for the Sanitary Sewer Overflow Consent Decree. Some proactive maintenance activities and reporting will continue until termination. Cost of remedial measures incurred to date have been \$1.6 billion.

PFAS Planning for Regulatory Changes



Efforts to Maintain Affordability

Current Efforts Maintain Affordability



Identify non-rate revenues including

- Maximize external funding opportunities (grants and low-interest loans) for priority projects and programs, including carbon reduction initiatives, underserved and unserved areas, customer experience improvements
- Monetize surplus real estate assets, pursue patent licensing revenues, implement biosolid business plan, maximize sale of natural gas and renewable natural gas, sale of Renewable Fuel Credits
- Implement equity improvements to the System Development Charge (SDC) process to support smart growth and consider increases to the SDC rates to ensure that growth pays for growth (SDC rate has not increased since 1999)
- Work with Congressional Delegation and State Elected Officials to ensure that LIHWAP funding and the Maryland Water System Assistance Program are permanent programs

Redirect funding in the base budget for strategic priorities

 Redeploy existing professional staff on a part-time basis to implement the Performance and Accountability Program

Continue the Revenue Recovery Strategy to reduce customer delinquencies

Revenue Recovery Update



- The pandemic increased delinquent accounts and impacted revenue
 - Pre-pandemic delinquencies were \$37 million
 - During the pandemic delinquencies grew and levelled out at approximately
 \$64 million by June 30, 202 I
- Revenue collection efforts and results through Q2 FY 2024
 - o Increased resources for turnoffs resulted in 475% more turnoffs in July December
 - Set aside of \$35 million reserve for the \$47 million delinquent account receivables (AR) results in a delinquent AR, net of reserves, of \$12 million
 - Active payment plans support by collection vendor resulted in growth of over 10,300 payment plans to over 17,400 through December 2023
 - o Increased payments through Q2 FY 2024 by 6.9% or nearly \$28.8 million compared to Q2 FY 2023

Enhancements to the Customer Assistance Programs



	FY 2024	FY 2025
Customer Assistance Program	\$ 2,200,000	\$ 2,200,000
Customer Assistance Enhancements	-	-
PipeER Program	100,000	200,000
Bill Adjustments	1,212,000	1,212,000
CAP Leak Repair Program	-	350,000
Water Fund Donation	-	500,000
PromisePay	-	3,300,000
Total Budget for Assistance Programs	\$ 3,512,000	\$ 7,762,000



Long-Term Financial Plan and External Funding



FY 2025 Long-Range Financial Plan

Fiscal policy and debt service review to be conducted during FY 2024 to ensure alignment with rating agency metric methodologies, as well as ensure prudent financial management of debt service

	Metrics	CFO Guideline	FY 2025 Proposed	FY 2026 Projected	FY 2027 Projected	FY 2028 Projected	FY 2029 Projected	FY 2030 Projected
I D	Debt Service Coverage:							
a	Debt Service Coverage "Stress Case" *	1.50	1.27	1.42	1.48	1.49	1.48	1.48
b	Debt Service (P+I) as a Percentage Total Expenditures	<40.0%	35.7%	34.4%	33.5%	33.6%	33.7%	33.6%
С	Leverage Ratio "Stress Case"	<10.0	8.8	7.9	7.5	7.3	7.2	7.1
II L	iquidity and Reserves:							
a	Days Cash-on-Hand "Stress Case"*	≥250	261	290	309	324	337	346
b	Ending Fund Balance as a Percentage of Operating	20.0%	31.7%	29.1%	27.3%	26.1%	25.1%	24.1%
III V	Vorkforce							
	Workyears	n/a	1,963	1,963	1,963	1,963	1,963	1,963

Financial Strategy: Leveraging External Funding



Aggressively seek Federal and State financing, including assistance for unserved and underserved communities; increasing the amount of external funds used for supplementing the operating and capital budgets lowers debt service and alleviates rate support resources. Grants are included in the FY 2025 budget for the programs and projects below.

Capital Budget

- Sewer Reconstruction Program \$20.0 million
- Regional Water Supply Resiliency \$4.8 million
- Piscataway Bioenergy \$3.4 million
- Water Reconstruction \$2.0 million
- Energy Performance Program \$0.6 million

Operating Budget

Maryland Department of the Environment (MDE) performance-based operating grants for Water Resource Recovery Facilities (WRRFs) - \$2.5 million



WSSC Water Rates and Bill Comparison

Quarterly Customer Bills at Various Consumption Levels



FY 2025 <u>includes</u> the proposed volumetric and fixed fee rates per the recently completed Cost of Service study.

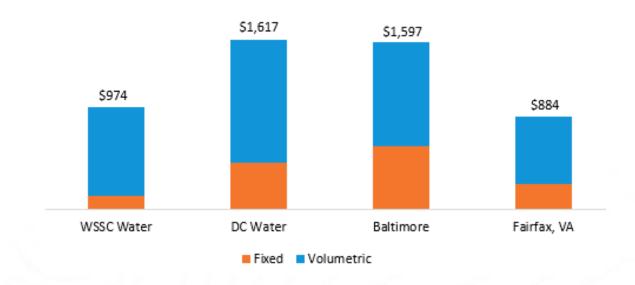
M eter Size	Average Daily Consumption [Gallons Per Quarter]	Approved FY 2021	Approved FY 2022	Approved FY 2023	Approved FY 2024	Proposed FY 2025	% Increase
3/4" Residential Meter	100 (9,125 gal/qtr)	\$ 145.58	\$ 152.48	\$ 162.42	\$ 173.77	\$197.92	13.9%
3/4" Residential Meter	145 (13,231 gal/qtr)	203.47	213.79	227.71	243.96	269.45	10.5%
3/4" Residential Meter	500 (45,625 gal/qtr)	840.78	888.79	946.56	1,012.72	1,057.11	4.4%
2" Meter	1,000 (91,250 gal/qtr)	2,004.81	2,110.76	2,248.01	2,405.15	2,614.45	8.7%
3" Meter	5,000 (456,250 gal/qtr)	10,284.01	10,853.51	11,559.50	12,367.29	13,145.49	6.3%
6" Meter	10,000 (912,500 gal/qtr)	20,852.26	22,001.19	23,432.35	25,069.80	26,702.98	6.5%

FY 2024 Residential Annual Bill Comparison

(150 Gallons per Day; 3/4" Meter)



- The Ready-to-Serve charges are the Account Maintenance Fee and the Infrastructure Investment Fee
 - AMF is meant to recover costs for account maintenance and servicing, including:
 - Meter reading
 - Preparing and sending bills
 - Receiving and processing payments
 - IIF helps pay debt service expenses related to pipe replacement programs in the approved CIP
- WSSC Water's fixed fees are significantly lower than other regional providers



	WSSC	Water	DC	Water	Ba	ltimore	Fair	fax, VA
Fixed	\$	128	\$	449	\$	607	\$	243
Volumetric	\$	847	\$	1,168	\$	991	\$	641
Total	\$	974	\$	1,617	\$	1,597	\$	884



WSS CWATER ESSENTIAL ER

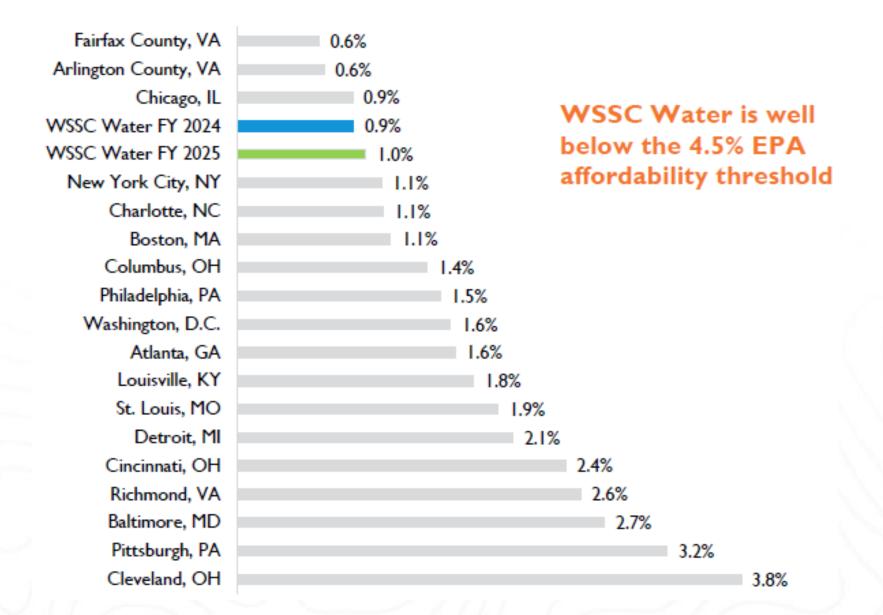
Rate Increases Comparable Regional Peers

	Actual	Actual	Actual	Actual	Actual						
Agency/ Region	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028	FY 2029	FY 2030
WSSC Water											
Water and Sewer Rate Increase	5.0%	6.0%	5.9%	6.5%	7.0%	8.5%	9.0%	7.0%	5.5%	4.2%	4.2%
DC Water											
Water and Sewer Rate Increase	11.5%	9.9%	7.8%	9.5%	3.3%	10.0%	7.5%	8.5%	8.0%	8.0%	7.5%
Baltimore City											
Water Rate Increase	9.9%	9.9%	9.9%	3.0%	3.0%	3.0%	n/a	n/a	n/a	n/a	n/a
Sewer Rate Increase	9.0%	9.0%	9.0%	3.5%	3.5%	3.5%	n/a	n/a	n/a	n/a	n/a
Fairfax, VA											
Fairfax Water	8.5%	0.0%	3.9%	4.5%	5.2%	n/a	n/a	n/a	n/a	n/a	n/a
Fairfax County Sewer	4.0%	0.0%	6.0%	4.8%	4.6%	4.1%	5.9%	5.4%	5.3%	n/a	n/a
Bold represents approved rates											

Average Residential Bill a % of Median Income

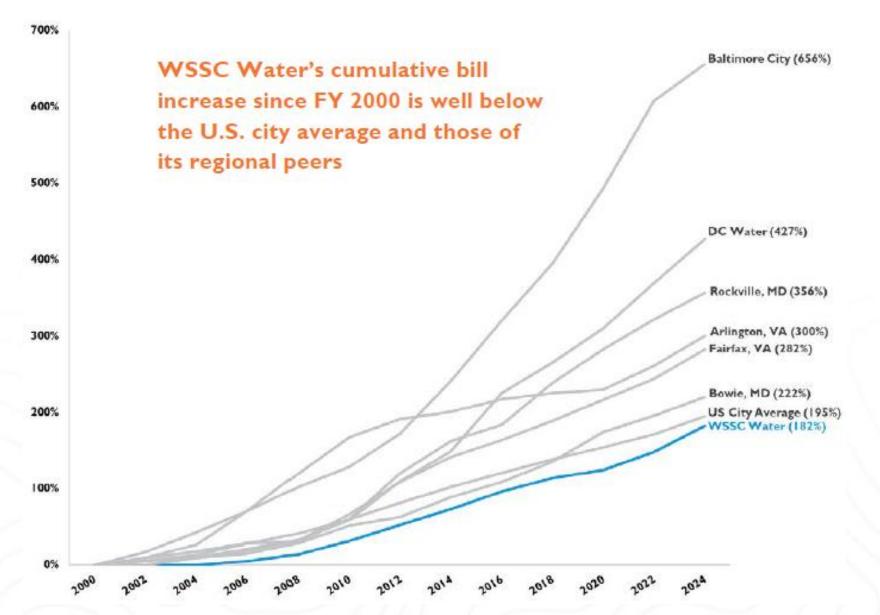
(145 Gallons per Day)





FYs 2000-2024 Bill Increase Comparison

(145 Gallons per Day; 5/8" Meter)





Credit Rating Overview

Credit Rating Agency Summaries



Fitch Ratings – 'AAA' Stable Outlook (Revised from Negative)

- o "The 'AAA' bond rating considers WSSC's very strong utility fundamentals reflected in its revenue defensibility and operating risk profiles...."
- o "The financial profile...reflects Fitch's expectations for continued financial profile improvement leading to a trend of declining leverage...to about 8.0x over the next five years."
- o "This trend [declining leverage] is dependent upon continued healthy rate adjustments over the five-year horizon..."

Moody's - 'Aaa' Stable Outlook

- o "The "Aaa' rating reflects the system's large, robust service area...."
- o "[WSSC's]...revenues provide adequate debt service coverage and the district's cash position has improved."
- o "...the commission's debt is ultimately secured by an unlimited taxing authority on all assessable property within the district, a key credit consideration for the Aaa rating."

S&P Global Ratings – 'AAA' Stable Outlook

- o "[WSSC's] credit quality is anchored by the extremely strong management team that has historically demonstrated an ability and willingness to reduce expenditures and increase rates to maintain sufficient coverage and liquidity...."
- o "Management has prudent financial, operational, and capital policies, which we view as critical to the 'AAA' rating."





Questions?

