SMITHFIELD TOWN COUNCIL AGENDA
December 6, 2011 at 7:30 p.m.
Held at Smithfield Center, 220 N. Church Street

A. INFORMATIONAL SECTION:

1. Manager's Report
   a. November Activity Report

B. UPCOMING MEETINGS AND ACTIVITIES:

December 6	-	7:30 p.m. – Town Council Meeting
December 13	-	7:30 p.m. – Planning Commission
December 19	-	4:00 p.m. – Town Council Committee Meetings (Consecutive) Police Committee Water and Sewer Committee
December 20	-	4:00 p.m. – Town Council Committee Meetings (Consecutive) Fire and Rescue Committee Public Works Committee Public Buildings and Welfare Committee
December 20	-	6:30 p.m. – Board of Zoning Appeals
December 20	-	7:30 p.m. – Board of Historic and Architectural Review
December 23 & 26		Town Offices will close at Noon on December 23rd and will be closed December 26th for the Christmas Holiday

NOTE: All of the above public meetings will be held at the Smithfield Center, unless otherwise noted.

C. Public Comments:

The public is invited to speak to Council on any matters, except scheduled public hearing(s). There will be a separate sign up sheet for public hearings. For public comments please use the appropriate sign-up sheet. Comments are limited to five (5) minutes per person. Any required response(s) from the Town will be provided in writing following the meeting.

A. Briefing by Mr. Al Casteen, Isle of Wight County Board of Supervisors, Smithfield District
B. Presentation by Bob Fry of Western Tidewater Free Clinic – Summary 2011

D. Council Comments

NOTICE OF INTENT TO COMPLY WITH THE AMERICANS WITH DISABILITIES ACT. Reasonable efforts will be made to provide assistance or special arrangements to qualified individuals with disabilities in order to participate in or attend Town Council Meetings. ADA compliant hearing devices are available for use upon request. Please call (757) 356-9939 at least 24 hours prior to the meeting date so that proper arrangements may be made.

CONSENT AGENDA ITEMS

C1. **Motion to Authorize the Town Manager to Order Three (3) Budgeted Patrol Vehicles**
Police Committee Chair, Mrs. Denise N. Tynes

C2. **Motion to Authorize the Town Manager to Accept Water Treatment Plant Change Order Number 2 (Reduction) from English Construction Company**
Water and Sewer Committee Chair, Andrew C. Gregory

C3. **Invoices Over $10,000 Requiring Council's Consideration:**
Finance Committee Chair, John L. Graham

a.	**Buchart Horn, Inc.**	**$ 15,967.65**
b.	**Buchart Horn, Inc.**	**$ 29,321.76**
c.	**English Construction Company**	**$162,566.76**
d.	**Draper Aden Associates**	**$ 52,982.50**
e.	**Clark Nexsen (Waterline Replacement)**	**$ 1,829.00**
f.	**Clark Nexsen (CTI Inspections)**	**$ 11,620.44**
g.	**Excel Paving Corporation**	**$ 44,291.40**
h.	**James R. Reed & Associates**	**$ 10,727.00**
i.	**Excel Paving Corporation**	**$127,426.76**
Additional Invoices		**TAB # 1**
j.	**J.R. Wills & Sons (SPD Renovations & Sally Port)**	**$ 29,552.82**
k.	**J. R. Wills & Sons (Evidence Building)**	**$ 17,925.48**
l.	**HD Supply (Budgeted Water Meters)**	**$ 25,360.00**

C4. **Motion to Accept Proposals From Dominion Power, REW Electrical and Excel Paving Corporation for Burial of Dominion Service Lines and Street Crossovers for the South Church Street Streetscape Project**
Public Works Committee Chair, Ms. Constance Chapman

C5. **Resolution Supporting the Disaster Mitigation Act of 2000 (DMA2K) of Southside Hampton Roads Hazard Mitigation Plan**
Public Works Committee Chair, Ms. Constance Chapman

C6. **Motion to Accept License Agreement between Smithfield Packing Incorporated and the Town of Smithfield for the Tot Lot in Pinewood Heights**
Public Buildings and Welfare Committee Chair Dr. Milton Cook

C7. **Motion to Adopt Meeting Schedule for 2012** **TAB # 2 (REVISED)**
Town Manager, Peter M. Stephenson

C8. **Reaffirm Windsor Castle Park Foundation Board Goals**

ACTION SECTION

1. **PUBLIC HEARING: Amend Chapter 82, Section 82-33 of the Code of the Town of Smithfield to Revise and Establish Service Charges for Water and Sewer Utilities within the Town** **TAB # 3**

a. Staff Presentation by Ms. Ellen Minga, Town Treasurer

b. Public Hearing Opened

c. Public Hearing Closed

d. Consideration: Water and Sewer Committee Chair, Andrew C. Gregory

2. PUBLIC HEARING: Disposition of Public Property located at 217 Main Street

a. Presentation by William H. Riddick, III, Town Attorney

b. Public Hearing Opened

c. Public Hearing Closed

d. Consideration: Public Buildings and Welfare Committee Chair, Dr. Milton Cook

3. Motion to Approve Sale of Property to Smithfield Foods, Inc.
Town Attorney, William H. Riddick, III

4. Motion to Approve the Town Council Minutes for the Meeting of November 1st, 2011
Town Attorney, William H. Riddick, III

5. Old Business:

a. Motion to Accept Windsor Castle Park Foundation Board / Nominating Committees Recommendation to Fill Vacancy on the Windsor Castle Park Foundation Board

6. Closed Session: For Discussion of Personnel Matters and Issues Requiring Advice of Legal Counsel

7. New Business:

a. Motion to Amend Town of Smithfield Pay and Classification Plan to Establish the Position of Financial Analyst in the Town Treasurer's Office **TAB # 4**

8. Adjournment -

December 2, 2011

TO: **SMITHFIELD TOWN COUNCIL**

FROM: **PETER M. STEPHENSON, AICP, ICMA-CM**
TOWN MANAGER

SUBJECT: **MONTHLY ACTIVITY REPORT – NOVEMBER 2011**

TOWN MANAGER'S OFFICE:

a. Attended two Hampton Roads Police Academy Executive Committee meetings in Newport News
b. Attended the following meetings: Monday Morning Moans, joint Town Council / Windsor Castle Park Foundation Board, Isle of Wight School Board, Chamber of Commerce State of the County breakfast (spoke on behalf of the town), and IOW Emergency Communications Center Board meeting.
c. Volunteered at Westside Elementary School for the WatchDog program
d. Met with National Park Service staff, along with Judy Winslow regarding town's participation in Captain John Smith trail
e. Visited new Smithfield Foods test kitchen along with Connie Rhodes and Lisa Perry

TOWN CLERK'S OFFICE:

a. Transcribed and proofed the monthly minutes for Town Council, Planning Commission, BHAR and BZA.
b. Attended Joint Work Session with Windsor Castle Park Foundation Board and Town Council to take minutes on November 1st.
c. Attended Windsor Castle Park Foundation Board meeting to take minutes on November 3rd.
d. Staff attended Safety Committee meeting on November 9th.
e. Prepared November Town Council Committee Agenda and December Town Council Agenda.
f. Attended Town Council Committee meetings on November 28th and 29th and prepared summary reports of the committees.
g. Continue to work on records management as much as possible

TREASURER'S OFFICE:

a. Personal property bills were mailed by BMS Direct on November 1, 2011.
b. Met with Bill Hopkins and Sandra Bailey from the Department of General Services, Office of Fleet Management, on November 4 to discuss the Voyager Fuel Card option for town departments such as Public Works and the Police Department.
c. Prepared the Management Discussion and Analysis (MD&A) for the annual audit report. Worked with auditors on open items to prepare for transmittal.
d. Met with Harold Weikle, FEMA representative, on November 17 and provided him with updated invoices and backup documents for the Hurricane Irene filing.
e. Met with Jennifer Steube of Dixon Hughes Goodman on November 17 to discuss possible recruitment objectives.
f. Submitted a draw request to VDOT for Enhancement Grant reimbursement for the South Church Street project totaling $635,330.09.
g. Completed bank reconciliations for October 2011 and prepared September 2011 financial statements.
h. Took vacation from November 21 through November 23 and enjoyed the Town holidays on November 24 and 25 as well.
i. Finalized the utility rate analysis.
j. Received a copy of the delivery receipt from Dixon Hughes Goodman of the Town's 2011 audit transmittal to the Auditor of Public Accounts on November 30.

PUBLIC WORKS:

- Staff performs the following duties on a monthly basis:
  Miss Utility marking, read meters for billing and to transfer property owners, cut offs and cut-ons, check pump stations daily, install and repair street signs, replace broken meters and install new ones, take a minimum of 8 water samples and have them tested, flush water lines, repair radio or touch pads after each reading if needed, maintenance on town owned buildings.

1. Sewer Line Repairs and Maintenance:
   a. Cleaned sewer line between Lakeside pump station and nursing home on Cedar St.
   b. Repaired sewer lateral 311 Main St. - installed a clean out and water service.
   c. Disconnected water and sewer at 64 and 65 Carver to be demolished.
   d. Draper Aden completed sewer line inspection of the Town sewer lines.

2. Sewer Pump Station Repairs and Maintenance:

   a. Weekly and daily checks on all 27 pump stations.
   b. Began pump downs of pump stations – 50% complete.
   c. Completed all valve rotating at pump station valves.

d. REW is working on repairing scada system at pump stations.
e. Draper Aden completed pump station inspection of 13 pump stations.
f. All pump stations have been pumped out completely.

3. Water Line Repairs and Maintenance:

a. Repaired fire hydrant on Battery Park Rd. Hydrant had been hit by car.
b. Installed approximately 375 ft. water service line for garage at the new PD.
c. Drained the Cary St. water tank. The tank sits stagnate now that plant is in operation. Drained the tank and refilled it with fresh water.
d. Conducted lead and copper samples. With the RO Plant on line VDH increased our Lead and Copper sampling from 20 samples to 40.
e. Repaired water leak at 118 Barclay Crescent. Service line began to leak and was replaced with 1"CTS pipe.
f. Repaired 2 leaks on 1 ½ galvanized line in back yard of 148 Lumar Rd.
g. Disconnected water service to 63 and 64 Carver Ave.

4. Well Repairs and Maintenance

a. All wells are off now that plant is running. Upgrades to well houses are being planned to keep wells in operating condition in case of an emergency.
b. Repaired door look on the Cary St well house.

5. Water Treatment Plant

a. Daily lab analysis and reports for VDH, HRSD and ITT.
b. Completed 30 day test run of well 8A.
c. Cleaned out check valve in concentrate station. Check valve was making noise. No debris was found and noise went away.
d. Installed cleanouts on lime system. These cleanouts are to make cleaning of lime feed lines easier for operators.
e. Installed water hose racks for hoses needed at plant.
f. Adjusted altitude valve at South Church St. water tank.
g. Began to work on SOPs and preventive maintenance schedules
h. Exercised generator. Ran RO Plant on generator power for 2 hours. This was to ensure back up power was available in case of an emergency. Will be put on monthly operational schedule.

6. Safety

a. Monthly truck inspections.
b. All Public Works employees attended Defensive Driving and Snowplow Safety training.

c. Monthly playground inspections.
d. Chainsaw Certification held for those employees not able to attend last training.

7. Miscellaneous

a. Clean off and repaired walking trails at the Windsor Castle Park twice a week by grounds crew or as needed. Trash cans, recycle bins, information stands and doggie bags are emptied, cleaned or refilled as needed on Mondays and Fridays.
b. Grounds crew cut grass on the north and south sides of Town weekly and bi-weekly - also tractor and side arm work as needed.
c. Minor repairs at Town Hall and Town Buildings.
d. Roof leaking at Beanery – staff inspected and recommends getting estimates to replace - has been turned over to Town Council.
e. Re-established stone at wash out areas to the concrete boat ramp.

PLANNING AND ZONING:

1. Planning Commission – 11/08/11

A. *PUBLIC HEARING* – Special Sign Exception – Second Wall Sign – 18477 Canteberry Lane – Glen Schlickenmeyer, Virginia Car Care Center, Inc., applicants – Tabled for 30 days.
B. ECO Design Review – 18477 Canteberry Ln – Glen Schlickenmeyer, Virginia Car Care Center, Inc., applicants – Tabled for 30 days.
C. Final Site Plan Review – Taste of Smithfield – 217 Main Street – Joseph Luter, III, Smithfield Foods, Corp., applicants - Approved.

2. Rezoning Applications under review

A. None

3. Special Use Permit Applications under review

B. None

4. Subdivision and Site Plans under review

A. YMCA
B. Taste of Smithfield

5. Subdivision and Commercial Sites Under Construction and Inspection

A. Church Square, Phase I (95% complete)
B. Smithfield Manor Townhomes (Formerly Halstead Landing) (75% complete)
C. Lakeview Cove Condos (75% complete)
D. YMCA (85% complete)
E. Smithfield Foods Test Kitchen (95% complete)
F. True Value (75% complete)
G. Main Street Baptist Church (15% complete)

6. Board of Zoning Appeals 11/15/11

- Special Yard Exception – 230 Cary Street – Patrick Matijevich, applicant – Granted.

7. Board of Historic & Architectural Review 11/15/11

A. Proposed Fence – 207 Chalmers Row – No Designation – Curtis Harris, applicant – Approved.
B. Proposed Exterior Revisions, Porches, Stairs – 390 South Church Street – Contributing – Theresa Adams / Wayne Duncan, applicants – Approved.
C. Proposed Commercial Building Renovation – 113 North Church Street – Non-Contributing – Mark Hall, Hallwood Properties, LLC, applicants – Approved.

ENGINEERING:

A. Church Square, Phase I, contractor has installed E & S controls as required by the Town and the approved site plans. No homes are under construction at this time.

C. Lakeview Cove, contractor Wolf Constr. has installed all E & S controls as per the approved site plans and required by the Town. No condominiums are under construction at this time.

C. South Church Street Streetscape Project, Contractor continued installation of Verizon & Charter Cable conduit system from Sta. 107 + 00 to Sta. 111 + 00. Contractor has installed storm water system from Sta. 108 + 50 to Sta. 111 + 50 and accompanying structures 3 -1 & 3 - 2. Contractor also installed all connecting and related storm drain pipes. Contractor continued installation of curb & gutter on east side of project from Sta. 115 + 00 to St. 119 + 00.

D. Blair Bro.'s Contr. repaired damaged storm pipe off of Royal Aberdeen in Cypress Creek. Contractor also repaired six patches in roadway on Mason Street.

December 2, 2011

TO: SMITHFIELD TOWN COUNCIL

FROM: PETER M. STEPHENSON, AICP, ICMA-CM
TOWN MANAGER

SUBJECT: INFORMATIONAL REPORT FOR THE POLICE COMMITTEE MEETING HELD ON MONDAY NOVEMBER 28th, 2011

The Police Committee met Monday, November 28th, 2011 at 4:00 p.m. at the Smithfield Center located at 220 North Church Street, Smithfield Virginia. Committee members attending were: Mrs. Denise N. Tynes, Chair; Ms. Constance Chapman and Mr. Andrew C. Gregory. Other Council members present were Mr. T. Carter Williams, Vice Mayor; Dr. Milton Cook, Mr. John L. Graham, and Mr. David M. Hare, Mayor. Staff members present were: Mr. Peter M. Stephenson, Town Manager; Mr. William T. Hopkins III, Director of Planning, Engineering, and Public Works; Ms. Lesley Greer, Town Clerk; Ms. Ellen Minga, Town Treasurer; Mr. Wayne Griffin, Town Engineer; and Mr. Julian Evans, Smithfield Police Sergeant; Others in attendance were Mr. Aaron Procter of Game and Inland Fisheries; Mr. Randy Pack and Mr. Dick Grice. The media was represented by Ms. Kelly Barlow of The Smithfield Times.

A. **MATTERS DISCUSSED BY COMMITTEE WHICH WILL BE ON THE COUNCIL'S AGENDA.**

1. Authorization to Order Three (3) Budgeted patrol Vehicles – Sergeant Evans reported that they were authorized three vehicles to replace two patrol vehicles and one Explorer. The Explorer will replace the 2005 Explorer that is currently in use by Lieutenant Clark. The two patrol vehicles will replace two units in the fleet that are 2006 Crown Victoria's. Mrs. Tynes asked if the 2006 vehicles being replaced were in use now. Sergeant Evans stated that all three were currently still in use. The Town Manager reminded committee that four were originally in the budget and one was given up to pay for the Sally Port. The total amount budgeted for all three vehicles is $88,000. Committee recommends authorization to order budgeted patrol vehicles.

B. MATTERS DISCUSSED BY COMMITTEE WHICH WILL NOT BE ON THE COUNCIL'S AGENDA.

1. Operational Updates – Sergeant Evans reported that officer Robert Hadfield resigned as of November 13th. He left our agency to take another job with the Suffolk Sheriff's Office. The department is looking to fill that position as soon as possible. Sergeant Evans reported that the department is ready for the upcoming Christmas Parade

on December 10th. He reported that in regards to the new police station the Sally Port is complete and the renovations to the evidence building are still under construction. The gas company is there today upgrading the gas meter for the generator. BETA systems completed the additional strobes for the fire monitoring system today. Sergeant Evans stated that the police department is planning on moving to their new location during the week of December 12th – 16th. Cook's Moving Company has been lined up to do the move.

2. Mr. Aaron Proctor of Game and Inland Fisheries will be Present to Discuss Urban Archery in Regards to Deer Population - Committee explained the over population of deer in many of the communities within the town. Committee also expressed concern over ticks becoming a issue due to the large number of the deer in residential neighborhoods. Vice Mayor Williams stated that we need to know how to thin the herd of deer in areas that you cannot shoot a gun. Mr. Proctor explained that the deer management program is a statewide ten year plan that the Virginia Department of Game and Inland Fisheries board has adopted. He stated that we manage deer in Virginia based on a county unit. For each county we have objectives to stabilize, increase, or decrease the herd. This is done through surveys of citizens. Mr. Proctor stated for Isle of Wight County they have an objective to stabilize the deer herds. At this time we have met our deer management objective for Isle of Wight County. Mr. Proctor stated that when it comes to crop damage by the deer the Department of Game and Inland Fisheries holds no string back to allow citizens to control deer population. This is allowed through the use of kill permits. The Commonwealth of Virginia says we shall issue kill permits or damage permits when crops are being eaten by the deer. This is to protect farmer's livelihoods and income. Mr. Proctor stated that urban deer management is a completely different issue. It is a not an issue of can a hunter do it. It is an issue of access. It is an issue on what type of weapon can be used. He stated that Smithfield is no different from other localities in the state that has the same complaints. The access in cities and towns is the biggest issue as not everyone wants hunters running through their yard. Mr. Proctor explained that about ten years ago the Department of Game and Inland Fisheries developed an Urban Archery Program. Areas like Chesapeake, Virginia Beach, and Suffolk qualify to be part of the program based on number of citizens per square mile. Automatically all towns and cities in the Commonwealth can apply for this program. So basically if the Town Council says they want to be part of the program then they must submit a letter by April 1st and then the citizens can participate in the Urban Archery the following fall. Urban Archery does not give citizens any additional means that they would not already have during hunting season. Smithfield has no ordinance against bow hunting during the months of October, November, and December. So as long as a hunter has the property owner's permission archery hunting is allowed in residential communities. All the Urban Archery program does is extend the season. Instead of starting in October you would be allowed to participate in bow hunting in September and instead of ending in December it would be extended through January, February, and March with the stipulation that those additional four months you are only allowed to

shoot antlerless deer. This accomplishes two things. It keeps sportsman happy with only allowing bucks to be shot during regular hunting season and it helps control the population of deer by taking out the females. Mr. Proctor stated that his agency has been asked to look at potential model ordinances because Urban Archery is growing. There are a number of cities and towns statewide that participate in the program now. We are looking at options to put in our hunting digest. If the Town of Smithfield wants to make a rule that an archer must be ten feet from the ground, that is possible. At this time the Department of Game and Inland Fisheries is only exploring those options. Mr. Proctor mentioned that statewide every year excluding poachers and vehicular collisions our hunters harvest about 250,000 deer during regular hunting season from October through December. Last fall Urban Archery counted for 440 of that total. Mr. Proctor gave some statistics on the number of deer harvest through Urban Archery. It is not a large number however it is another tool the town is giving citizens in an area that have large numbers of deer to help manage the population. This program does not allow the Virginia Department of Game and Inland Fisheries to come in and do the job of thinning the herds. They do not have a budget to allow that. Dr. Cook summarized that since the Town of Smithfield has no ordinance against discharging of a bow like we do with guns our citizens are allowed during regular hunting season to kill deer with a bow even without being part of this Urban Archery Program. Mr. Proctor agreed. Dr. Cook asked if there were special licenses required to do this in communities. Mr. Proctor stated that the only thing required was their regular hunting license and tags. Dr. Cook asked if there were any restrictions away from residences. Mr. Proctor did not think there was any restrictions for that in Smithfield. He stated that it is not in their hunting digest but staff may want to check the Town's Code to be sure. Mr. Proctor stated that if the town decides to move forward with participation in this plan he would be more than willing to speak to the citizen in regards to the Urban Archery Program and the safety of the program. Mr. Proctor gave some statistics on accidents occurring through the program. He stated that forty-one of the forty-eight accidents since 1963 have been self inflicted. Three involved fatalities and only one fatality was a victim other than the bow hunter. Mr. Proctor mentioned that there is no law that says that if you shoot a deer that it has to collapse on your property. Hunters do have to have permission to enter someone else's property to track a deer. Mrs. Tynes thanked Mr. Proctor for coming and stated that his information was very helpful in explaining a lot of their concerns. The Town Manager will be in touch with you if he has any questions should the town decide to move forward with participating in the Urban Archery Program. Mrs. Tynes asked for the Town Manager to work on guidelines for Urban Archery and bring back to committee for further discussion.

The meeting adjourned at 4:28 p.m.

December 2, 2011

TO: SMITHFIELD TOWN COUNCIL

FROM: PETER M. STEPHENSON, AICP, ICMA-CM
TOWN MANAGER

SUBJECT: INFORMATIONAL REPORT FOR THE WATER & SEWER COMMITTEE MEETING HELD ON MONDAY, NOVEMBER 28TH, 2011

The Water & Sewer Committee held a meeting on Monday, November 28th, 2011 at 4:28 p.m. at the Smithfield Center located at 220 North Church Street, Smithfield Virginia. Committee members attending were: Mr. Andrew C. Gregory, Chairman; Mr. John L. Graham, and Mr. T. Carter Williams, Vice Mayor; Other Council members present were Mrs. Denise N. Tynes, Dr. Milton Cook, Ms. Constance Chapman and Mr. David M. Hare, Mayor. Staff members present were: Mr. Peter M. Stephenson, Town Manager; Mr. William T. Hopkins III, Director of Planning, Engineering, and Public Works; Ms. Lesley Greer, Town Clerk; Ms. Ellen Minga, Town Treasurer; Mr. Wayne Griffin, Town Engineer. Others in attendance were Mr. Randy Pack and Mr. Richard Grice. The media was represented by Ms. Kelly Barlow of The Smithfield Times.

Committee Chairman, Andrew C. Gregory called the meeting to order.

A. MATTERS DISCUSSED BY COMMITTEE WHICH WILL BE ON THE COUNCIL'S AGENDA

1. Water Treatment Plant Change Order Number 2 (Reduction) from English Construction Company – Mr. Gregory reported that this item was a change order reduction for the Reverse Osmosis Plant for just over nine thousand dollars. The Town Manager stated that staff is recommending accepting the change order reduction. Committee agreed with staff's recommendation. Some discussion was held on the original project cost and what the final cost of the project will be. Staff reported that a lot of money was saved with directly purchasing some of the equipment for the Reverse Osmosis Plant to avoid the sales tax. Committee asked the Town Treasurer at the end of the project to provide a spreadsheet with the total expenses for the project.

2. Pre-Public Hearing Discussion on Rate Study – The Town Manager reported that the Town Attorney was out of the office today so the ad for the public hearing will be submitted to the Smithfield Times tomorrow morning. This public hearing item is only required to be advertised one week prior to the December 6th Town Council meeting. Provided it is advertised there will be a public hearing next Tuesday. The new rates will be on the March billing effective when the January usage starts. The Town Manager mentioned that the proposed new rates have been quoted in the town's newsletter and staff has received some feedback from citizens concerned about what to expect. The

Town Manager also mentioned that HRSD is changing their billing so that will confuse people as well. It is going to be a new bill with a new look. HRSD is planning a 9% increase in the next two or three years because of the consent order work they are dealing with. The Town Treasurer stated that she will formalize the final report to be included in the Town Council packet so that Council is not voting on a draft report. The final report will be the recommended option. It will also be posted on the town's website. Mr. Gregory asked if the Town Treasurer could put together a slideshow for the public hearing showing a comparison of our new rates verses rates of other surrounding localities.

B. MATTERS DISCUSSED BY COMMITTEE WHICH WILL NOT BE ON THE COUNCIL'S AGENDA

1. Additional Item Discussed: Reverse Osmosis Water Treatment Facility Update - Vice Mayor Williams asked how the Reverse Osmosis Plant was going now that we are online. He stated that he has received a few complaints in regards to the smell and taste of the water. The Town Manager stated that he has had just as many comments on how much better the water quality is. The Town Manager stated that the only issue they are having right now is the recovery rate. The Town Manager explained that HRSD fees are higher because of this right now. He continued to explain that unfortunately a big part of our annual operating cost is that concentrate that is going in HRSD's force main. The town is at 82% recovery rate and our goal is to be at 88% recovery rate. Staff continues to work on how to adjust.

The meeting adjourned at 4:38 p.m.

December 2, 2011

TO: SMITHFIELD TOWN COUNCIL

FROM: PETER M. STEPHENSON, AICP, ICMA-CM
TOWN MANAGER

SUBJECT: INFORMATIONAL REPORT FOR THE FINANCE COMMITTEE MEETING HELD ON MONDAY, NOVEMBER 28TH, 2011

The Finance Committee held a meeting on Monday, November 28th, 2011 at 4:38 p.m. at the Smithfield Center located at 220 North Church Street, Smithfield Virginia. Committee members attending were: Mr. John L. Graham, Chair; Mr. Andrew C. Gregory, and Dr. Milton Cook. Other Council members present were: Mrs. Denise N. Tynes, Mr. T. Carter Williams, Vice Mayor; Ms. Constance Chapman and Mr. David M. Hare, Mayor. Staff members present were: Mr. Peter M. Stephenson, Town Manager; Mr. William T. Hopkins, III, Director of Planning, Engineering, and Public Works; Ms. Lesley Greer, Town Clerk; Ms. Ellen D. Minga, Town Treasurer; Mr. Wayne A. Griffin, Town Engineer. Others in attendance were Mr. Randy Pack and Mr. Richard Grice. The media was represented by Kelly Barlow of The Smithfield Times.

Councilman John L. Graham called the meeting to order.

A. MATTERS DISCUSSED BY COMMITTEE WHICH WILL BE ON THE COUNCIL'S AGENDA.

1. Invoices Over $10,000 Requiring Council Consideration:

a.	Buchart Horn, Inc.	$ 15,967.65
b.	Buchart Horn, Inc.	$ 29,321.76
b.	English Construction Company, Inc.	$162,566.76
c.	Draper Aden Associates	$ 52,982.50
d.	Clark Nexsen (Waterline Replacement)	$ 1,829.00
e.	Clark Nexsen (CTI Inspection)	$ 11,620.44
f.	Excel Paving Corporation	$ 44,291.40
g.	James R. Reed & Associates	$ 10,727.00

Committee recommended approval of all invoices listed above.

2. Additional Invoice – Excel Paving Corporation – This invoice was not originally listed on the agenda because staff had requested the vendor to provide additional information. Ms. Minga explained that the invoice is broken down into columns it has total due this period, total due to date, then it has ARRA Funding Breakdown, Enhancement Funding Breakdown, Urban Funding Breakdown, and Town Funding Breakdown. The vendor is supposed to break the funding down as far as what category the work would fall under as we go along. The first expenditures to be used are the ARRA Funding. The Town Treasurer explained that she has spoken to Mr. Mike Tippin and it should be corrected by next month but they are still showing ARRA Funding of $167,364.00 and $165,329 was all we were allowed for ARRA Funding. That is approximately $1,800.00 that is unallocated. The next pot of money is the enhancement funding. This funding is for $720,000 plus a 20% match from the town. The original enhancement funds were for over a million but $500,000 was used on Phase IV a couple of years ago. She stated that as of November 18th Mr. Hopkins hand delivered a draw request to VDOT for $635,000 to draw on what we have paid Excel Paving to date. The Town Treasurer continued to explain that the town has another pot of money that we were not aware that we were going to get called the Federal Funds money. It has a federal and a state match. This fund has approximately $320,000 in money so these funds will be used after the Enhancement Funds are gone. She stated that she has talked to Clark Nexsen about adding the Federal Fund as the third category. The last pool of money will be the Urban Fund. The Town Manager explained that this invoice was not placed on the agenda until the town Treasurer was comfortable that the amounts due were calculated correctly. This project will require a Federal audit for the town. Committee recommended payment of invoice.

B. MATTERS DISCUSSED BY COMMITTEE WHICH WILL NOT BE ON THE COUNCIL'S AGENDA.

1. September Financial Statements – Mr. Graham stated that the Town Treasurer did an excellent job in preparing the financial statements for September. The Town Treasurer gave an update on where we stand on the Fire and Rescue expenses. She stated that she sent a letter to the County Administrator requesting reimbursement of the two large items that town paid. Mr. Caskey has since notified the Town Manager because he thought it would be applied toward the sixty thousand. The Town Manager did confirm that the town was requesting reimbursement of these two large items. The Town Treasurer stated that as Council had directed the town has given the one quarterly payment of $18,750.00 to the Rescue Squad. She stated that to date the town has paid $20,355.48 for the fire department expense that excludes the two large items. If the town is reimbursed for the large items we have approximately $20,000 left towards the $60,000 that we can spend. If we are not reimbursed then we are about $9,300 over the $60,000 that the town allocated. The Town Treasurer stated that the Gately Communications contract has been cancelled. The Town Treasurer is reviewing all invoices before they are okayed to be

paid. Mr. Graham asked staff to stay on top of the County to get these large items reimbursed. Discussion was held on the process of paying large bills at the County. Council will also ask Smithfield Representative, Mr. Casteen to help with reimbursement. The Town Treasurer reported that the town's cash flow was really struggling for October. The tax money is coming in pretty well now so that will help us there. Ms. Chapman asked if many people were paying their taxes online. The Town Treasurer stated that this is the third year for online payment option and participation in this option has greatly increased. Discussion was held on selling surplus items on Gov Deals. It was decided that it does not require a huge amount of staff time and the amount collected for the purchase of these surplus items in some cases is pretty good. Staff overall has been satisfied with using Gov Deals to get rid of surplus items. Mr. Graham asked what makes up subscription/membership under Town Council. The town Manager stated that would be the Town's membership for things like the Virginia Municipal League and Hampton Roads Partnership, etc.

2. October Cash Balances – Water = $443,605.43; Water Debt Service = $1,320,992.89; Water Capital Escrow Availability Fees = $600,223.26; Water Development Escrow = $177,679.57; **Subtotal Water = $2,542,501.15**. Sewer = $77,298.56; Sewer Development Escrow = $316,142.93; Sewer Capital Escrow Availability Fees = $650,933.09; Sewer Compliance = $478,253.43; **Subtotal Sewer = $1,522,628.01**. **Highway = $221,889.07**. General Fund = $463,027.89; Payroll = $31,894.17; Money Market General Fund Town Bank = $224,066.49; Business Super NOW-General Fund = $32,848.39; Money Market General Fund Farmers Bank = $385,439.38; General Fund Capital Escrow = $50,552.07; Certificate of Deposit = $24,512.37; Certificate of Deposit Police Dept = $35,978.44; Special Project Account (Pinewood) = $40,208.45; Pinewood Heights Escrow = $53,062.48; South Church Street Account = $747,051.53; **Subtotal General Fund = $2,088,641.66.** Beautification = $7796.85; Money Market Beautification = $297,200.75; **Subtotal Beautification = $304,997.60**; **Rising Star = $63.49. TOTAL ALL FUNDS = $6,680,720.98.**

The meeting adjourned at 4:57 p.m.

December 2, 2011

TO: SMITHFIELD TOWN COUNCIL

FROM: PETER M. STEPHENSON, AICP, ICMA-CM
TOWN MANAGER

SUBJECT: INFORMATIONAL REPORT FOR THE FIRE AND RESCUE COMMITTEE MEETING HELD ON TUESDAY, NOVEMBER 29TH, 2011

The Fire and Rescue Committee held a meeting on Tuesday, November 29th, 2011 at 4:00 p.m. at the Smithfield Center located at 220 North Church Street, Smithfield Virginia. Committee members attending were: Vice Mayor T. Carter Williams, Chair; Ms. Constance Chapman and Mrs. Denise N. Tynes. Other Council members present were: Mr. John L. Graham, and Dr. Milton Cook Mr. Andrew Gregory and Mr. David M. Hare, Mayor. Staff members present were Mr. Peter M. Stephenson, Town Manager; Mr. William T. Hopkins, III, Director of Planning Engineering and Public Works; Ms. Lesley Greer, Town Clerk; Mr. Wayne A. Griffin, Town Engineer; and Mr. William H. Riddick, III, Town Attorney; and Ms. Judy Winslow, Smithfield/IOW Tourism Director. Others in attendance were Ms. Florine Moore, Mr. Richard Grice, Ms. Gina Ippolito, and Mr. Richard Hoeflaak of Excel Paving Corporation. The media were represented by Ms. Kelly Barlow of The Smithfield Times.

Committee Chairman T. Carter Williams called the meeting to order.

A. MATTERS DISCUSSED BY COMMITTEE WHICH WILL NOT BE ON THE COUNCIL'S AGENDA.

1. Operational Updates – Vice Mayor Williams reported that there was no representative present for the fire department or the rescue squad as they had other places they needed to be. Vice Mayor Williams stated that he had spoken with Mr. Carroll and he wanted to thank the town for the money that was sent to the Isle of Wight Volunteer Rescue Squad so they can keep on operating. Vice Mayor Williams also reported that Mr. Carroll has not heard anything more on the new rescue squad building that they plan on building on the land the county purchased in the Cypress Creek area. Vice Mayor Williams reported on the fire department side he would like to thank the Town Manager and Mr. Flores for working with Mr. Jason Gray at the County to resolve the IT issues for both the old fire station and the new fire station. Mr. Flores from the town has been handling the IT stuff from the beginning so it is going to take some time to turn everything over to Mr. Gray. The Town Manager stated that we have received word that Verizon will be transferring the primary phone that at this time still rings at Institute Street to the new facility tomorrow. Once that happens Mr. Flores will do the rest of the programming on the phone system. The Town Manager also stated that the RIP & RUN is up and running however there are still a

few things to finish up. The work order request for Verizon was put in back in August and they are just doing that work. Vice Mayor Williams stated that it is his understanding everything will be turned over to Mr. Gray at the county. Vice Mayor Williams reported that he had talked to Chief Stallings about the recent structure fire on Grace Street. He explained that this fire was a fire that the Smithfield Volunteer Fire Department has never had to deal with before. The fire department had delays getting into the building because the transformer kept shooting fire from the commercial panel. Vice Mayor Williams stated that a couple of firemen had purchased on their own video cameras that attach to a fireman's helmet to show what was happening as they were trying to put out the fire. They are going to put a video together and would like to invite all of Council to come watch it. Vice Mayor Williams stated that he would let Council know when that has been done. Ms. Chapman asked if the fire department does any fundraising events. Vice Mayor Williams stated that their only fundraiser is the calendar. The Town Manager mentioned that he wanted to give Committee a heads up on an item that was discussed at the last Central Dispatch board meeting. Now that the County is taking responsibility for all the fire and rescue departments it is falling on Mr. Gray's lap. So they are proposing to go to the Board of Supervisors to request funding an IT person just for emergency services throughout the county. This may have some impact on the town depending on how the agreement is written on Central Dispatch whether the town might be funding a certain percentage of that salary. The committee expressed that the town had no liability to fund any portion of this new position if established. This is for informational purposes only at this time.

The meeting adjourned at 4:08 p.m.

December 2, 2011

TO: SMITHFIELD TOWN COUNCIL

FROM: PETER M. STEPHENSON, AICP, ICMA-CM
TOWN MANAGER

SUBJECT: INFORMATIONAL REPORT FOR THE PUBLIC WORKS COMMITTEE MEETING HELD ON TUESDAY, NOVEMBER 29TH, 2011

The Public Works Committee held a meeting on November 29th, 2011 at 4:08 p.m. at the Smithfield Center located at 220 North Church Street, Smithfield Virginia. Committee members attending were: Ms. Constance Chapman, Chair, Dr. Milton Cook, and Mrs. Denise Tynes. Other Council members present were: Mr. John L. Graham, Mr. Andrew Gregory and Mr. T. Carter Williams, Vice Mayor, and David M. Hare, Mayor. Staff members present were: Mr. Peter M. Stephenson, Town Manager; Mr. William T. Hopkins, III, Director of Planning, Engineering, and Public Works; Mr. William H. Riddick, III, Town Attorney; Ms. Lesley Greer, Town Clerk; Mr. Wayne A. Griffin, Town Engineer; and Ms. Judy Winslow, Smithfield/ Isle of Wight Tourism Director. Others in attendance were Ms. Gina Ippolito, Ms. Florine Moore, Mr. Richard Grice and Mr. Richard Hoeflaak of Excel Paving Corporation. The media was represented by Ms. Kelly Barlow of The Smithfield Times.

Committee Chair Constance Chapman called the meeting to order.

A. MATTERS DISCUSSED BY COMMITTEE WHICH WILL BE ON THE COUNCIL'S AGENDA.

South Church Street Project Cost Updates – Ms. Chapman reported that she had received some information in detail from the Town Manager in regards to the burial of the Dominion service lines. The original attachment that was sent out in the packet has the cost estimate for Dominion Virginia Power at $255,000 for forty-four residential properties and $22,400 for commercial properties which includes Chamber of Commerce, Verizon, Christ Episcopal Church, and Mansion on Main. She continued to explain that the total of those two taken away from the $498,400 that was the overall connection expense is a difference of $221,000. Ms. Chapman stated that after talking to the Town Manager the burial of residential lines cannot come from the grant and urban funds. However the town does have enough in private donation funds to pay for burying the service lines. Ms. Chapman gave a more detailed breakdown of how we got to this point in the project. The $277,400 as stated before includes forty-four residences in the amount of $255,000 and Commercial properties in the amount of $22,400. The breakdowns of the

commercial properties are as follows. The street light wire on Jericho Road would account for $3,500. One span of streetlight wiring next to Smithfield Foods Engineering would count for $3,200. The electrical service to Smithfield Foods Engineering office and the Chamber of Commerce counts for $3,500. The Mansion House Arts & Antiques accounts for $6,800 and the Isle of Wight Museum $5,400. Ms. Chapman reported that an explanation was given as to why the burial of the service lines were not included in the budget. It goes back to June 2008 where the Council that was in place at that time was finishing up the phase of work in front of the Smithfield Station. The cost estimates of the phases keep escalating and it became clear that something had to be cut or deleted in order to meet the projected cost with the fundraising available at that time. So direction was given to staff and the previous consulting engineer which was Landmark Design Group to let the Dominion poles and all power lines stay above ground. This cut out $2.5 million dollars. At that time it was also decide not to rebuild the brick portion of Jericho Road which cut approximately $360,000. Discussion was also held on reducing the landscaping but was not given direction by Council to come back with any of this. Clark Nexsen then took over the project as the town's consulting engineer. They moved forward with the plan that Council had decided on in 2008. Mrs. Tynes expressed her concern that there was a mix up in communication and Council had agreed that all service lines would be place underground. The Town Manager stated that at the Verizon building location there is such a short distance between the pole and the building that line would remain above ground. Mayor Hare asked if the total cost from Dominion Virginia Power, REW Corporation, and Excel Paving Corporation was included in the overall projected expenses for the project. The Town Manager confirmed that they were and asked Mr. Hopkins to explain what R.E.W. Corporation and Excel Paving Corporation cost estimate included. Mr. Hopkins reported that Excel Paving Corporation cost estimate of $54,073 is due to the power lines crossing the road. They are unable to bore under the road like they would like to do so they have to do an open cut. Mr. Hopkins mentioned that he had spoken to Mr. Bristol with Virginia Power to see if this was a reasonable estimate. They agreed that it was a reasonable estimate. Mr. Hopkins handed out a map that shows where the additional crossings will occur. The cost estimate for R.E.W. Corporation is to replace the meter base and electrical work. The map shows where the additional conduit will need to be installed by Excel Paving Corporation. Mr. Hopkins mentioned that the lines that Dominion Virginia Power is doing is not the same number that R.E.W. Corporation is doing. There are thirty residential homes on South Church Street being addressed by Dominion Virginia Power and twenty-six being addressed by R.E.W Corporation with new meters. Mr. Gregory asked if staff could tell him if the entire $498,400 amount for Dominion has to be paid for by private funds. The Town Manager stated that a big portion of that original amount for Dominion Virginia Power are street lights and they can be paid for through grant funding. Anything off the public right-of-way on private property cannot be paid for with grant funding. Mr. Hopkins stated that the R.E.W. Corporation estimate is pretty solid. There are five houses that there is a question on because the vinyl siding goes right up to the meter box and the new meters will be a little smaller so their maybe some discussion between staff and the

resident on how they want to do the vinyl siding. Mr. Hopkins also stated that Excel's cost estimate is pretty solid as well. However Dominion Virginia Power is definitely an estimate and it could go 10% higher or 10% lower. He stated that as soon as they get the go ahead they will follow through with construction plans being drawn up to get a final figure. This process will take approximately six weeks. Mr. Graham asked if the town was going to get a significant savings by agreeing to the partial closure and detour of South Church Street after the first of the year. The Town Manager stated that Mr. Hoeflaak of Excel Paving Corporation had just provided this information to the town today. Mr. Hopkins stated that due to the road closure detour the town is saving approximately 45 days of construction time. Cost wise with the additional signs for detour that will cost approximately $8,700. The town savings was only about $12,000. Mr. Hopkins explained that he talked with Mr. Hoeflaak and they came to an agreement of $20,360.00 as far as savings. Discussion was held on why there was not a bigger cost savings to the town. Mr. Hoeflaak explained that back in December when the project first started we installed some road closed to thru traffic signs and within about a week all those signs had to come down. Mr. Hoeflaak stated that his coal patching expenses are $200.00 a ton and he has gone through approximately $65,000 in patching from rain hitting the cold patch and having to constantly address it. He stated that they cold patched yesterday and due to the rain they already have to go back over the same spots again. This is due to the number of heavy vehicles that are cutting through the project area. Mr. Hoeflaak stated that the road closure will not speed up the process but Excel Paving Corporation will be putting two or three crews out there to get more manpower. He stated that we are not necessarily laying pipe faster. He stated that the town has too many utilities that cross to be able to run a hundred foot a day. Mr. Graham stated that due to the road being closed they will not have to close and open work areas each day and that in itself should have some cost savings. Mr. Hoeflaak stated that the road still has to be where it can be accessed for emergency vehicles each night before they leave. Excel Paving Corporation will also start working six days while the road is temporarily closed to through traffic. Mr. Hoeflaak stated that he had spoken to staff and has agreed to take off the additional cost of the signs. He stated that when he starts working on the road crossings and the town has extra conduits that need to go in he will give us a credit if he can put them in an open trench that he already has going across the road. Mr. Hoeflaak stated that the traffic has slowed them up drastically not to mention that when Excel Paving got the notice to proceed on December 6th, 2010 all they could do was take down trees for the first month until after the first of the year because the town did not want anything torn up until after the holidays. Mr. Hoeflaak also stated that he has not requested any weather delays which eighteen days out of thirty days in August and September we had rain. The spec book provides us with six. This project could have been delayed until finishing in August and September but this partial road closure will allow the project to be completed in May. He stated that they are bumping up the number of crews working however the cost is still there. Vice Mayor Williams asked what condition the road from Smithfield Station to Cedar Street will be in while the road is closed from Cedar Street to Luter Drive. Mr. Hoeflaak stated that the only other thing that will need to

be done in that area will be the road crossing for the Dominion Virginia Power. After that Excel Paving can come in and mill the road. Mr. Hoeflaak stated that he does not want to overlay the road until he gets the mud slabs and pavers in. Once the Dominion poles have been relocated to one side of the street then the work on the mud slabs and pavers will start. He stated that they are waiting on Dominion because he does not want to start mud slabs and pavers and then Dominion Power bring in their big trucks. Mr. Gregory asked if it is hurting the town to have a finished project through there with them still having to bring in large equipment and dump trucks. Mr. Hoeflaak stated that Excel Paving could come in and mill the road to make it a little smoother. The road will be grooved and will have a hum to it when traffic is on it. Mr. Hoeflaak stated that he does not recommend doing a finished product until all the big trucks are off of it. Committee asked if milling the road would be an additional cost to the town. Mr. Hoeflaak stated that milling the road was included in the overall contract so there would not be additional cost to the town. Mr. Hoeflaak stated that the scary part is the areas where the asphalt is very thin sitting on concrete. When you take an inch and a half off milling the road you take the chance of the asphalt breaking up especially in the cold winter months. Mr. Gregory asked if we are not going to be able to use Urban Funds for the burial of the service lines does that mean the town will have to use more of the Urban Fund total than we had previously anticipated. The Town Manager replied that is correct. He explained that previously the town had anticipated on using half of the Urban Fund which is approximately $1 million of the $2.2 million. So the town would use more. At this time the town does not have another project designated after this project. Committee discussed that all service lines would be placed underground and there would be a couple of guide wires that would remain going across the road. Ms. Chapman asked if there were any more questions on the South Church Street project. Mr. Graham stated that he feels that the town should pay for the underground work in the public right-of-way but the residents of South Church Street should pay the normal cost for individual service line to be buried outside the public right-of-way. He also stated that those residents that have made contributions to the project would be credited that amount. A lengthy discussion was held on who shall be responsible for paying for underground service lines outside the public right-of-way. The majority of Council agreed that the project was too far along to ask the residents to pay for this individually. This beautification project is for all the citizens in the Town of Smithfield. Committee recommends approval of the burial of the Dominion Virginia Power service lines and street crossovers. Ms. Moore asked for clarification on what would be underground. She asked what happens from the town's property line to the houses. Committee stated that all those service lines would be underground. Mr. Hopkins stated that there are a couple of residents with exceptions where they have poles in their yard. For those residents it will go underground from the main power poles on South Church Street to the power pole in their yard. From that pole to the house it will be above ground unless the resident chooses to pay to have it put underground. Mr. Graham asked if the town has any liability because the new meters going on the houses is smaller and a homeowner may request new siding on their house to cover up the size difference

of the meters. Staff will need to meet with the homeowners to discuss this issue prior to work being done.

2. Southside Hampton Roads Hazard Mitigation Plan – Resolution Supporting the Disaster Mitigation Act of 2000 (DMA2K) – The Town Manager stated this is a resolution for Council's consideration. A link was also provided via email in regards to this item. He stated that he has attended many of the meetings as well as Mr. Hopkins. This plan involves South Hampton Roads. A survey was done in April and twenty-nine citizens in Isle of Wight County responded to the survey. The survey was done to try and identify hazards. Critical hazards would be 100 year flood, hurricanes, tropical storms, Nor Eastern, etc. Things of lower risk are earthquakes, shoreline erosion, extreme heat, mosquitoe born diseases, etc. The overall goals for this plan are to protect critical facilities and infrastructures including bridges, utilities and evacuation routes from the critical hazards; conduct public education programs to protect lives and property; and protect properties including neighborhood, homes, and businesses. What it means to Smithfield moving ahead? The Town Manager mentioned there a few things that staff will be tasked to look at. Obviously every time we have had a hurricane we suffer a lot of debris with trees coming down and power outages. So one thing that we will be looking at is if there are some critical Dominion Virginia Power facilities that may need to be underground or relocated. We will also be looking to see if there are trees that need to be taken down. The first goal for Smithfield is to reduce the number of trees impacting infrastructure during wind events. The second goal is for us to investigate the certified flood plain manager program. At this time the town does not have a certified flood plain manager on staff. So somebody will need to be trained as a certified flood plain manager. The town will also need to obtain the digital version of the flood insurance rate map and add that as a layer to our GIS system. The Town Manager stated that while none of these are expensive they do require more work of staff. These are a few things that staff will need to do over the next couple of years besides the adoption of the resolution in support of the program. The sub regional plan is a lot like our Comprehensive Plan where has to be reviewed every five years. It was last reviewed in 2006. In order to be eligible for FEMA grants the town must go through this exercise. As a participant we have to submit a resolution. Committee recommends approval of plan.

B. MATTERS DISCUSSED BY COMMITTEE WHICH WILL NOT BE ON THE COUNCIL'S AGENDA.

1. Additional Item Discussed: John Rolfe Turn Lane Update - Mr. Gregory asked for an update on John Rolfe turn lane project. Mr. Griffin stated that staff had advertised an Invitation to Bid for the project. In the process the town was been informed this year that the gas company was fine with the utilities that were out there. Mr. Griffin stated that since that time he has found out that there is a fifteen foot square easement that was on the outside of the existing right-of-way and once the town was deeded the additional right-of-way it fell within the easement. The gas company is now requesting that this

fifteen foot easement be relocated outside the new right of way. Mr. Griffin stated that he has talked to the Town Attorney and he is approaching the bank about seeing if they will grant/ and relocate the fifteen foot easement. The easement is not currently being used by the gas company but it is tentatively if in the future they are having regulator problems in that area they would use that site to put equipment there to increase pressure. Staff was unaware of this; however we are working on trying to get this issue resolved.

3. Additional Item Discussed: Litter Signage on Route 10 Bypass – Mr. Griffin stated that he has made contact with the Virginia Department of Transportation (VDOT) and they are still waiting on their signs. He explained that as soon as their signs come in and are put up then the town will put our signs up. The town has our signs and is just waiting on VDOT.

The meeting adjourned at 4:59 p.m.

December 2, 2011

TO: SMITHFIELD TOWN COUNCIL

FROM: PETER M. STEPHENSON, AICP, ICMA-CM
TOWN MANAGER

SUBJECT: INFORMATIONAL REPORT FOR THE PUBLIC BUILDINGS & WELFARE COMMITTEE MEETING HELD ON TUESDAY, NOVEMBER 29TH, 2011

The Public Buildings and Welfare Committee held a meeting on Tuesday, November 29th, 2011 at 4:59 p.m. at the Smithfield Center located at 220 North Church Street, Smithfield Virginia. Committee members attending were: Dr. Milton Cook, Chair; Mr. T. Carter Williams, Vice Mayor; and Mr. John L. Graham. Other Council member present was: Mr. Andrew C. Gregory, Ms. Constance Chapman, Mrs. Denise N. Tynes, and Mr. David M. Hare, Mayor. Staff members present were Mr. Peter M. Stephenson, Town Manager; Mr. William T. Hopkins, II, Director of Planning, Engineering and Public Works; Ms. Lesley J. Greer, Town Clerk; Mr. William H. Riddick, Town Attorney; Mr. Wayne A. Griffin, Town Engineer; and Ms. Judy Winslow, Tourism Director. Others in attendance were Ms. Gina Ippolito and Mr. Richard Grice. The media was represented by Ms. Kelly Barlow, The Smithfield Times.

A. MATTERS DISCUSSED BY COMMITTEE WHICH WILL BE ON THE COUNCIL'S AGENDA.

1. Pre-Public Hearing Discussion: Real Property Disposition at 217 Main Street – The Town Attorney stated that he had a subdivision plat that Smithfield Foods had prepared showing the location of the building that they are going to build. It is shown as parcel A and is 5,311 square feet. He explained that there is an alleyway there also that the town now owns. Mr. Redlin also owns part of that property. Mr. Redlin has been negotiating with Smithfield Foods and has come to an agreement. Mr. Redlin has agreed to gift a temporary construction easement to the Town of Smithfield so that Smithfield Foods can do all the improvements. He has also given a permanent drive and parking easement so that people can come and go on that property. All the plans seem to be acceptable to the Planning Department, Planning Commission, and BHAR. The Town Attorney stated that he received today a proposed new easement that Mr. Redlin is prepared to sign. The Town Attorney explained that the only condition that Mr. Redlin put on this was that he would be granted one parking space directly behind his building. The town did not feel that this was an unreasonable request. The public hearing to be held on Tuesday night says the town will sell this piece of property to Smithfield Foods for $100,000. The $100,000 comes in the form of the town's contribution to the construction of the parking lot.

2. License Agreement between Smithfield Packing Incorporated and the Town of Smithfield for the Tot Lot in Pinewood Heights - The Town Attorney reported that over in the Pinewood Heights neighborhood there is a lot owned by Smithfield Packing that the town developed into a tot lot. He explained that we had an agreement but it had expired. Mr. Hopkins explained that this playground was put in approximately thirteen years ago. The Town Attorney stated that it was put there because there were a lot of kids in that neighborhood and the town felt it would be a nice amenity for the kids. Smithfield Foods said the town could have the lot to place a playground but want an agreement that says if someone gets hurt the town is not going to come back and sue us. The town Attorney stated that the Town Manager is a fabulous resource for insurance issues through the Virginia Municipal League and has prepared a agreement including this language. Staff recommends to committee to adopt this license agreement so that we can continue to use the tot lot. The town already maintains the lot. Committee agreed.

3. Additional Item Discussed: Invoice from J.R. Wills & Sons – The Town Manager stated that staff received from J.R. Wills & Sons their latest invoices for the renovations for the new police station and manager's office. The invoice also includes the Sally Port and the work to date that has been done on the evidence building. Mr. Griffin and the Town Manager will review and if comfortable with cost will include on the consent agenda for payment if committee is okay with that. Committee agreed to adding invoice to December's agenda pending staff review.

B. MATTERS DISCUSSED BY COMMITTEE WHICH WILL NOT BE ON THE COUNCIL'S AGENDA.

1. Follow Up on Council Strategic Goals 2011 – 2012 – The Town Manager stated that it has been approximately a year since Council had met for a goal setting session. He stated that he had been through the goals that Council had developed and adopted at that time. He explained that he looked to see which ones we have not had any action on this past year. The Town Manager asked if Council had any interest in discussing them any further one year later. He mentioned that one of the items that he would be happy to do in-house is the pay plan compensation to see where we stack up to other localities our size in Hampton Roads. This will be done before we get into the budget process. He stated that the others are open for discussion at this time or it can be for your information only if council chooses not to take any further action on them at this time. Mayor Hare asked if anyone had a desire to discuss any to these items or just leave them on the back burner for now. Mr. Gregory mentioned a couple of the items were goals of his but unfortunately they have to stay on the back burner for now due to recent actions of the School Board in banning any outside sports to be held on school premises. Vice Mayor Williams suggested that Mr. Gregory speak to the Chamber of Commerce since he is the town's representative on that board to consider sponsoring a "welcome basket program" that would be shared with people and businesses that are new to Smithfield.

2. Additional Item Discussed: 117 North Church Street Update – The Town Manager stated that Mr. Blair had asked if the town would wait until January to come back and talk about the proposed restaurant and get a timeline. Dr. Cook asked if there

was a timeline in the contract that he signed. The Town Manager explained that the town ended up having to assist with the due diligence on that property. The storage tank issue took some time to resolve. Mr. Blair got his financing set and then he had a couple of personal things come up and he stated that he was still committed to the project but needed until January to deal with those personal matters. The Town Attorney stated that in the meantime VDOT is taking care of the piece of the building that is sitting in the right of way. Dr. Cook asked if Mr. Blair was ready to sign in January. The Town Manager stated that was what Mr. Blair had told him. The Town Manager stated that there is one item that still remains to be resolved in the back of this property. There is a combined storm sewer and sanitary sewer that have to be separated. Staff has been looking into the options and cost to separate. This will have to be taken care of and it will not be cheap. Staff continues to review options at this time.

3. Additional Item Discussed: Properties on Wharf Hill - Vice Mayor Williams asked if the town was doing anything to help with that work. The Town Manager stated that he talked to the contractors a couple of weeks ago. The Town Attorney stated that he thinks that they have finally gotten some movement on the old shoe shop. Vice Mayor Williams mentioned that people have offered to buy it. The Town Attorney stated she will not sell it. The property owner has contacted Mr. Saunders in the planning department to try to get the back taken care of because it is open to all the weather as it stands now.

4. Additional Item Discussed: Pierceville Property – The Town Attorney stated that the resolution was not very good. The town did an inspection on this property over a year ago. The building official has recently given her eighteen months. The house is in really bad shape but was still livable. Vice Mayor Williams mentioned that citizens are very concerned about her safety. The Town Attorney stated that if the town is going to require some people to maintain their property you need to require everyone to maintain their property.

5. Additional Item Discussed: Maintenance at Windsor Castle Park – Mr. Gregory stated that the entrance ways to Windsor Castle Park look really good but expressed concern that when you get further back on the trails we are losing six inches to a foot on either side of the trail in some areas. Mr. Gregory stated that he is not blaming Public Works because he knows we have limited resources and limited dollars. Mr. Gregory stated that he would like this Council to start to seriously consider whether or not we need to find additional funding or dedicated resource to handle the maintenance issues. Mr. Graham stated that he thought that Mr. Pitt was working on a preventive maintenance plan. The Town Manager mentioned that it was brought up at the last work session and Mr. Pitt was going to get with staff during the winter to come up with a maintenance plan. Town Staff will work on addressing this problem.

Meeting Adjourned at 5:25 p.m.

SMITHFIELD POLICE DEPARTMENT
MANAGER'S REPORT
November 2011

Committees and Projects:

11/01	Town Council meeting – Capt. Howell
11/05	TOP COP Dinner – Chief Marshall, Capt. Howell, Lt. Clarke, Sgt. Bryan, and Annette Crocker
11/05	TOP COP Award – Sgt. Ron Bryan
11/08	Chief Marshall won election for Sheriff
11/09	Hampton Roads Association of Chiefs of Police – Capt. Howell
11/10	NOBLE meeting – Captain Howell
11/15	TRIAD – Lt. Clarke
	Crime Line meeting – Sgt. Valdez
11/18	State of the County Breakfast – Capt. Howell
11/22	Rick Morris' Public Safety Forum – Capt. Howell
11/28	Police Committee meeting - Sgt. Evans

Training

11/15 – 17	Rural Policing – Orlando, FL – Sgt. Bryan, Ofc Meier (8 hrs.)
11/16 – 18	VA Network of Victim Witness – Williamsburg – (24 hrs.)
11/22	Grant Writing Workshop – Richmond – Sgt. Fox (8 hrs.)
11/30	ERT – Franklin Firing Range – Lt. Clarke, Sgt. Evans, Sgt. Rogers, Sgt. Valdez, Ofc Seamster, Ofc Jones, Ofc Adams, Ofc Araojo, Ofc Meier, Ofc Finelli and Ofc Powell (4 hrs)

In-House Training:

11/30	Taser Recert – PD – Sgt. Rogers, Ofc Power, Ofc Epps (2 hrs.)

Community Policing

10/29	Zombie Walk – Main Street – Sgt. Evans, Ofc Araojo, Ofc Miller, Ofc Brady, Ofc Epps, and Ofc Phillips
10/29	Drug Take Back – PD – Sgt. Bryan, Ofc Meier
10/31	Halloween – Town – PD
11/03	Community Day – Church Manor Apts – Sgt. Fox, Sgt. Evans, Ofc Epps, Ofc
11/19	Amazing Race – Smithfield Assembly of God – Sgt. Fox
11/30	Homework Station – Jersey Park Apts – Ofc Miller

Investigations:

Case#: **2011-01060**
Location: **1600 Block Wilson Road**
Offense: **Home Invasion/ Aggravated Bodily Wounding**
Disposition: **Cleared By arrest/ Warrants Obtained**

On 10/28/2011 officers responded to the 1600 block of Wilson Road in reference to an assault and battery. Upon arrival the responding officers met with the victim along with three witnesses. The victim stated that while he was in the kitchen of his friend's residence, three white males entered from the back door and physically assaulted him. He stated he was punched in the head and body then fell to the floor unconscious. Upon interviewing the witnesses, they were able to positively identify two of the subjects that entered the residence and provided more details to the assault. The witnesses stated that the incident may have been in reference to an argument that had occurred at the bar/grill "Bridges" earlier in the night. The witnesses also stated that three subjects entered the residence through the back door and attacked the victim from behind, hitting him in the head. They stated the victim fell to the floor unconscious and that the three subjects continued to kick him about the head and body, and then fled from the residence. The victim did suffer injuries to his head and body, requiring medical attention. Warrants were obtained on the two known suspects and one of them has been taken into custody. Warrants are still pending for the other suspects.

Case#: **2011-001131**
Location: **Rt10/Rt 258 Commuter Lot**
Offense: **Brandishing a Firearm / Concealed Weapon**
Disposition: **Cleared by Arrest**

On 11/11/2011 officers responded to the commuter lot at Route 258 and Route 10 in reference to a brandishing of a firearm. Upon arrival officers met with the victims that stated while traveling from Surry to Smithfield an unidentified subject waved a firearm at them. They stated they were legally passing a vehicle on Route 10, and as they passed the vehicle, the driver of the vehicle pointed a firearm at them. They stated that they were in fear and sped up to get away from his vehicle and called 911. Upon getting the description of the suspect vehicle, officers were able to locate it at the 7-11 store on West Main Street. Upon making contact with the driver of that vehicle, they were quickly able to identify him as being involved in this incident. Upon further questioning the suspect stated he saw the vehicle passing him and felt in fear because he said the vehicle had been driving erratic since leaving Surry. Officers found a .357 revolver under the front seat of the suspect vehicle. When asked if he had a permit to carry such a weapon concealed, he stated he did not. Officers charged the suspect with 2 counts of brandishing a firearm and 1 count of possession of a concealed weapon. This case is cleared by arrest.

Case#: **2011-01177**
Location: **200 Block Main Street**
Offense: **Fraud/ Impersonating Law Enforcement**
Disposition: **Pending**

On 11/225/011 officers responded to the 200 Block of Main Street in reference to a possible fraud. Upon arrival the victim stated that she had received a suspicious voicemail from an unknown male subject, from an unknown number, in reference to an urgent matter involving her sister. The victim returned the call and was advised by an unknown male that her sister had been involved in a vehicle accident while driving from North Carolina to Virginia, however did not give the location of the accident. The victim asked to speak with her sister, however the suspect stated he was making the call to her via a police radio and would need permission from his supervisor to allow her to speak with her sister on it. The victim ended the call at this time and directly contacted her sister, who was at home and had not been involved in any accident. During this same time the victim received a phone call from her mother, who stated she received a similar phone call. The victim's mother stated that the suspect identified himself as a North Carolina officer and that he was on scene of an accident involving her daughter and needed money wired to him in order to have the vehicle towed from the scene of the accident. Again he stated he was utilizing a police radio and was not able to let her speak directly to her daughter. Both mother and daughter made report to the police department, and with the information given officers were able to possibly indentify the suspect. This case is active and warrants are pending.

Reporting Period: 11/1/2011 thru 11/30/2011

Total Deposits for $16,103.37

Trx. Type	Date	Invoice No.	Pay Type	Check No.	Group	Event	Res ID	Book ID	Amount
Invoice	11/1/2011	1380			Norton	Norton Family Reunion	1092		0.00
Invoice	11/1/2011	1381			Pait and Mattews Wedding and Reception	Pait and Matthews Wedding and Reception	1319		0.00
Invoice	11/1/2011	1382			Moton-Hardy Wedding & Reception	Moton-Hardy Wedding & Reception	1342		0.00
Invoice	11/1/2011	1383			Ridenhour-Odanga Wedding and Reception	Ridenhour-Odanga Wedding & Reception	1371		0.00
Invoice	11/1/2011	1384			Eley-Sullivan Reception	Eley-Sullivan Reception	1404		0.00
Invoice	11/1/2011	1385			Jackson and Brinkley Wedding and Reception	Jackson and Brinkley Wedding and Reception	1445		0.00
Invoice	11/1/2011	1386			Curtis-Diggs Wedding & Reception	Curtis-Diggs Wedding & Reception	1456		0.00
Invoice	11/1/2011	1387			Knight and Pongratz Reception	Knight and Pongratz Reception	1521		0.00
Invoice	11/1/2011	1388			Smithfield Packing	Smithfield Top Gun Training	1556		2,306.25
Invoice	11/1/2011	1389			AK9I	Critical Incident Response Course	1575		489.00
Invoice	11/1/2011	1390			Tynes & Hatchett Wedding & Reception	Tynes-Hatchett Wedding & Reception	1580		0.00
Invoice	11/1/2011	1391			Smithfield Packing	Pork University	1589		515.50
Invoice	11/1/2011	1392			Farm Bureau Insurance Company	Farm Bureau Annual Dinner	1593		0.00
Invoice	11/1/2011	1393			Smithfield Packing	Quarterly Update	1601		400.00
Invoice	11/1/2011	1394			Smithfield Packing	1st Quarter Plant Review	1602		515.50
Invoice	11/1/2011	1395			Bazemore and Knight Wedding and Reception	Bazemore and Knight Wedding and Reception	1615		0.00
Invoice	11/1/2011	1396			Davis and Blackwell Wedding and Reception	Davis and Blackwell Wedding and Reception	1617		0.00
Invoice	11/1/2011	1397			Isle of Wight County	ODEC Informational Meeting	1692		200.00
Invoice	11/1/2011	1398			Smithfield Packing	FY11 Consumer Complaints - Bacon	1712		200.00
Invoice	11/1/2011	1399			Smithfield Packing	Smithfield Packing - Marinated Cutting Meeting	1716		200.00
Invoice	11/1/2011	1400			Smithfield Packing	Smoked Chops Cutting Meeting	1737		200.00
Invoice	11/1/2011	1401			Isle of Wight Commission on Aging	Senior Health Fair	897		50.00
Invoice	11/1/2011	1402			Isle of Wight Public Schools Education Foundation	IOW Schools Auction and Dinner	958		1,440.00
Invoice	11/1/2011	1403			German Club	German Club	961		600.00
Invoice	11/1/2011	1404			Gray-Pierce Wedding & Reception	Gray-Pierce Wedding and Reception	1034		0.00
Invoice	11/1/2011	1405			Betty Odom	Chucatuck High School Reunion	1041		100.00
Invoice	11/1/2011	1406			Pearson and Parker Wedding and Reception	Pearson and Parker Wedding and Reception	1357		100.00

Reporting Period: 11/1/2011 thru 11/30/2011

Total Deposits for $16,103.37

Trx. Type	Date	Invoice No.	Pay Type	Check No.	Group	Event	Res ID	Book ID	Amount
Invoice	11/1/2011	1407			Capak-Morris Reception	Capak-Morris Reception	1440		0.00
Invoice	11/1/2011	1408			Pont and Thomas Wedding and Reception	Pont and Thomas Wedding and Reception	1507		0.00
Invoice	11/1/2011	1409			Greene-Smith Wedding & Reception	Greene-Smith Reception	1520		0.00
Invoice	11/1/2011	1410			Isle of Wight Chamber of Commerce	Rainsite - Isle Fest	1534		600.00
Invoice	11/1/2011	1411			Ayers and Doggett Reception	Ayers and Doggett Reception	1540		0.00
Invoice	11/1/2011	1412			Jones and Jones PC	Genevieve Shelter Gala	1552		400.00
Invoice	11/1/2011	1413			Delores Edwards	Chanda Pittmann 40th Birthday Party	1698		0.00
Invoice	11/1/2011	1414			Smithfield Packing	Smithfield Packing Benefits Boot Camp	1718		200.00
Invoice	11/1/2011	1415			Smithfield Corporate	Service Awards Dinner	1720		400.00
Invoice	11/1/2011	1416			Paradigm Liaison Services	Pipeline Safety Training	1721		200.00
Invoice	11/1/2011	1417			Isle of Wight Chamber of Commerce	IOW Chamber Leadership Graduation	1725		26.25
Invoice	11/1/2011	1418			Parrent-Kleiman Wedding & Reception	Parrent-Kleiman Rain Site for WC	1745		0.00
Invoice	11/1/2011	1419			Morris for Delegate	Economic Development Luncheon featuring Gov. McDonnell	1759		0.00
Invoice	11/1/2011	1420			Jones and Williams Wedding and Reception	Jones and Williams Wedding and Reception	1774		0.00
Invoice	11/28/2011	1421			Poarch and Wheeler Wedding and Reception	Poarch and Wheeler Wedding and Reception	1746		105.00
Invoice	11/28/2011	1422			Jackson-Mclellon Wedding & Reception	Jackson-Mclellon Wedding & Reception	1748		-437.50
Invoice	11/30/2011	1423			Harker and Smith Reception	Harker and Smith Reception	1334		-0.20
								Total	8,809.80
Payment	11/7/2011	1378	Check	2085214	Smithfield Corporate	Smithfield ITO Workshop	1752		797.50
Payment	11/7/2011	1379	Check	2085214	Smithfield Packing	Smoked Ham Portions Cutting	1757		200.00
Payment	11/7/2011	1412	Check	12495	Jones and Jones PC	Genevieve Shelter Gala	1552		400.00
Payment	11/9/2011	1401	Check	2167	Isle of Wight Commission on Aging	Senior Health Fair	897		50.00
Payment	11/9/2011	1416	Check	5210	Paradigm Liaison Services	Pipeline Safety Training	1721		200.00
Payment	11/10/2011	1403	Check	226	German Club	German Club	961		600.00
Payment	11/17/2011	1375	Check	1277	Lowe and Hooper Wedding and Reception	Lowe and Hooper Wedding and Reception	1592		115.00
Payment	11/17/2011	1388	Check	2086578	Smithfield Packing	Smithfield Top Gun Training	1556		2,306.25

Reporting Period: 11/1/2011 thru 11/30/2011

Total Deposits for $16,103.37

Trx. Type	Date	Invoice No.	Pay Type	Check No.	Group	Event	Res ID	Book ID	Amount
Payment	11/17/2011	1389	Check	1763	AK9I	Critical Incident Response Course	1575		489.00
Payment	11/17/2011	1398	Check	2086578	Smithfield Packing	FY11 Consumer Complaints - Bacon	1712		200.00
Payment	11/17/2011	1399	Check	2086578	Smithfield Packing	Smithfield Packing - Marinated Cutting Meeting	1716		200.00
Payment	11/17/2011	1400	Check	2086578	Smithfield Packing	Smoked Chops Cutting Meeting	1737		200.00
Payment	11/17/2011	1402	Check	2021	Isle of Wight Public Schools Education Foundation	IOW Schools Auction and Dinner	958		1,440.00
Payment	11/17/2011	1415	Check	2086578	Smithfield Corporate	Service Awards Dinner	1720		400.00
Payment	11/21/2011	1397	Check	00142047	Isle of Wight County	ODEC Informational Meeting	1692		200.00
Payment	11/21/2011	1410	Check	9896	Isle of Wight Chamber of Commerce	Rainsite - Isle Fest	1534		600.00
Payment	11/21/2011	1417	Check	9897	Isle of Wight Chamber of Commerce	IOW Chamber Leadership Graduation	1725		0.00
Payment	11/28/2011	1414	Check	2087193	Smithfield Packing	Smithfield Packing Benefits Boot Camp	1718		200.00
Payment	11/28/2011	1422	Check	Refund	Jackson-Mclellon Wedding & Reception	Jackson-Mclellon Wedding & Reception	1748		-437.50
								Total	8,160.25
Deposit	11/1/2011		Visa	Visa	Fate-Baylor Wedding & Reception	Fate-Baylor Wedding & Reception	1796		700.00
Deposit	11/2/2011		Money Order	MO	Langford-Purchas Wedding & Reception	Langford-Purchas Wedding & Reception	1797		600.00
Deposit	11/2/2011		Visa	Visa	Adams and McKoy Wedding and Reception	Adams and McKoy Wedding and Reception	1771		160.00
4063 1531 5848 9065 exp 4/12									
Deposit	11/3/2011		Check	2181	Edwards and Smith Reception	Edwards and Smith Reception	1227		50.00
Deposit	11/3/2011		Visa	Visa	Kaoudis-Belcher Wedding & Reception	Kaoudis-Belcher Wedding & Reception	1513		100.00
Deposit	11/4/2011		Master Card	MC	Betty Caldwell	Caldwell Visitation	1795		200.00
5546 0830 2028 3095 exp 08/12 105 Oxford Ave Smithfield VA 23430 david.caldwell@ferguson.com									
Deposit	11/7/2011		Master Card	Master Card	Matthews-Wingo Wedding & Reception	Matthews-Wingo Wedding & Reception	1356		650.00
Deposit	11/8/2011		Check	1116	Kirkby and Lotts Wedding and Reception	Kirkby and Lotts Wedding and Reception	1420		576.32
Deposit	11/10/2011		Master Card	Master Card	Jordan and Sosnowski Wedding and Reception	Jordan and Sosnowski Wedding and Reception	1693		837.80
Deposit	11/10/2011	1421	Master Card	Master Card	Poarch and Wheeler Wedding and Reception	Poarch and Wheeler Wedding and Reception	1746		655.25

Reporting Period: 11/1/2011 thru 11/30/2011

Total Deposits for $16,103.37

Trx. Type	Date	Invoice No.	Pay Type	Check No.	Group	Event	Res ID	Book ID	Amount
Deposit	11/17/2011		Check	1880	Brown and Topic Wedding and Reception	Brown and Topic Wedding and Reception	1766		150.00
Deposit	11/17/2011		Visa	Visa	McCarthy-Reel Reception	McCarthy-Reel Reception	1496		700.00
Deposit	11/21/2011		Visa	Visa	Jones and Burton Wedding and Reception	Jones and Burton Wedding and Reception	1758		500.00
Deposit	11/29/2011		Master Card	MC	Watts-Campbell Wedding and Reception	Watts- Campbell Wedding and Reception	1806		600.00
5454 4807 5237 4839 exp 5/14 20415 Brewers Neck Blvd Carrollton VA 23314									
Deposit	11/29/2011		Check	729	Hendrickson and Mummert Wedding and Reception	Hendrickson and Mummert Wedding and Reception	1699		200.00
Deposit	11/29/2011		Check	15054	Jerusalem Baptist Church	Jerusalem Baptist Church	1449		300.00
								Total	6,979.37
Adjustment	11/30/2011	1423		Adjustment	Harker and Smith Reception	Harker and Smith Reception	1334		-0.20
amount in negative after adjusting rentals, client paid full price for an August date but had to reschedule due to Hurricane Irene									
								Total	-0.20
								Grand Total	-6,330.02

November 2011

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
		Joint Session - TC and WCFB MH 25 Kitchen Inventory Kitchen 2 Pork University C&D 30 Town Council A&B 50	Courtney Off Caldwell Visitation MH 150 Pork University C&D 30 Staff Meeting MH 15	Courtney Off Kaoudis-Belcher Setup MH plus Suites 10	Courtney Off Kaoudis-Belcher Wedding & Reception MH plus Suites 115	Edwards and Smith Reception MH plus Suites 250
6	7	8	9	10	11	12
Vineyard-Easter Reception C&D 100 Vineyard-Easter Reception MH 150		Election Day MH 500 Planning Commission A&B 30	Safety Committee Meeting C&D 12	Herbert Off Public Works Meeting C&D 15	Veterans Day Rushmere Fire Department Banquet MH plus Suites 200	Matthews-Wingo Wedding & Reception MH plus Suites 207
13	14	15	16	17	18	19
Veterans Day Ceremony MH 150	Riverside Educational Lecture Series C&D 80	BHA&R A&B 20 BZA A&B 15 Crime Line Meeting C&D 20 Quarterly Update MH 200 Schoolhouse Board of Directors Meeting C&D 10	Helen Off Diabetes Symposium MH plus Suites 200	Helen Off Smithfield Women's Club B 20 Smithfield Women's Club C&D 80	Helen Off John Off Festival of Trees MH plus Suites 200	John Off Festival of Trees MH plus Suites 225
20	21	22	23	24	25	26
Poarch and Wheeler Wedding and Reception MH plus Suites 150	Amy Off		Smithfield Inn-borrowing warmer	Thanksgiving	Thanksgiving Holiday Saturday Rate	Calvin Off Jordan and Sosnowski Wedding and Reception MH plus Suites 90
27	28	29	30			
Calvin Off Tree Lighting Ceremony MH 200	Smithfield Inn-returning warmer Committee Meetings C&D 25	Committee Meetings C&D 25	School Board Retreat C&D 30 Staff Meeting A&B 15			

Smithfield Center Discounts November 2011

Booking Date	Event Name	Room Code	Discount Percent
11/1/2011	Town Council	A&B	100.00%
11/1/2011	Pork University	C&D	0.00%
11/1/2011	Joint Session - TC and WCFB	MH	100.00%
11/2/2011	Pork University	C&D	0.00%
11/2/2011	Caldwell Visitation	MH	0.00%
11/2/2011	Staff Meeting	MH	100.00%
11/3/2011	Kaoudis-Belcher Setup	MH plus Suites	20.00%
11/3/2011	Regent University Film Crew	Riverfront	100.00%
11/4/2011	Kaoudis-Belcher Wedding & Reception	MH plus Suites	100.00%
11/4/2011	Regent University Film Crew	Riverfront	100.00%
11/5/2011	Edwards and Smith Reception	MH plus Suites	0.00%
11/5/2011	Speas and McFarland Wedding	Riverfront	0.00%
11/5/2011	Regent University Film Crew	Riverfront	100.00%
11/6/2011	Vineyard-Easter Reception	MH	20.00%
11/6/2011	Regent University Film Crew	Riverfront	100.00%
11/8/2011	Planning Commission	A&B	100.00%
11/8/2011	Election Day	MH	100.00%
11/9/2011	Safety Committee Meeting	C&D	100.00%
11/10/2011	Public Works Meeting	C&D	100.00%
11/11/2011	Rushmere Fire Department Banquet	MH plus Suites	100.00%
11/12/2011	Matthews-Wingo Wedding & Reception	MH plus Suites	0.00%
11/13/2011	Veterans Day Ceremony	MH	100.00%
11/14/2011	Riverside Educational Lecture Series	C&D	0.00%
11/15/2011	BZA	A&B	100.00%
11/15/2011	BHA&R	A&B	100.00%
11/15/2011	Schoolhouse Board of Directors Meeting	C&D	100.00%
11/15/2011	Crime Line Meeting	C&D	100.00%
11/15/2011	Quarterly Update	MH	0.00%
11/16/2011	Diabetes Symposium	MH plus Suites	0.00%
11/17/2011	Smithfield Women's Club	B	50.00%
11/17/2011	Smithfield Women's Club	C&D	50.00%
11/18/2011	Festival of Trees	MH plus Suites	20.00%
11/19/2011	Festival of Trees	MH plus Suites	20.00%
11/20/2011	Poarch and Wheeler Wedding and Reception	MH plus Suites	0.00%
11/26/2011	Jordan and Sosnowski Wedding and Reception	MH plus Suites	0.00%
11/27/2011	Tree Lighting Ceremony	MH	100.00%
11/28/2011	Committee Meetings	C&D	100.00%
11/29/2011	Committee Meetings	C&D	100.00%
11/30/2011	Staff Meeting	A&B	100.00%
11/30/2011	School Board Retreat	C&D	50.00%

100%	22
50%	2
20%	2

Smithfield/Isle of Wight Tourism
Activity Report – November 2011

- Director attended Isle of Wight Board of Supervisors Meeting 11/17/11.

- Director attended Smithfield Town Council Meeting 11/1/11.

- Monday Morning Moan meeting held for communications planning for S. Church Street Beautification project 11/7, 11/14, 11/21, 11/, 11/28. Meeting will be held each Monday morning to allow citizens and merchants to make public comments and to discuss communicating the project issues to all concerned-residents, merchants and visitors.

- Smithfield 2020 Meeting 11/2/11. Façade improvement project, demolition by neglect and porcine statuary initiatives moving forward. Porcine Statuary project team meeting held 11/9/11. For more info and minutes of Smithfield 2020 meeting, please visit www.smithfield2020.org

- Smithfield Wine and Brewfest layout completed 11/3/11. Additional meeting held 11/14/11. Plans and logistics are coming together for the fest for April 14, 2012 at Windsor Castle Park. 2000 attendees expected.

- Worked with film crew from Regent University 11/3/11-11/6/11. Short family film called "The Radio" that will be entered into film festivals. Windsor Castle Park and the Crocker Farm were the primary locations chosen. For more information visit http://www.theradiomovie.com/get-involved/

- Put together Tourism Economic Development presentation for annual VACO meeting 11/8-10/11. Exhibited for Virginia Association of CVB's at VACO trade show and was a guest speaker at the conference held at the Homestead 11/13-14/11.

- Met with local stakeholder advertisers to coordinate advertising campaigns for 2012 including Smithfield Station, the Smithfield Center and Hampton Inn & Suites 11/8/11; 11/21/11; 11/30/11,

- Interviewed by Danielle Walker for tourism feature in INSIDE BUSINESS magazine 11/8/11. Feature was on the front page of the November 14-20 edition. Emailed and hard copied board and council.

- Attended SHDBA (Smithfield Historic District Business Association) meeting 11/10/11.

- Attended Schoolhouse Museum Board meeting 11/15/11.

- Attended Coastal Virginia Tourism Alliance Value of Tourism committee meeting 11/16/11 and the Coastal Virginia Tourism Alliance full meeting on 11/17/11. This organization is applying for its 501c6. Director is the current Secretary of the organization which encompasses Coastal Virginia CVB's from the Eastern Shore to Williamsburg.

- Met with Hampton Roads Magazine for future Visitor Guide and ad buys for upcoming budget year 11/16/11.

- Met with Boykin's Tavern Advisory Committee 11/16/11. Primary topic was the Smithfield Historic District Holiday Homes Tour that the committee is hosting and sponsoring through the County 12/2-3/11. All promotional materials for event created and placed through Tourism.

- Attended Saint Lukes board retreat at Smithfield Foods Corp Headquarters 11/16/11. Strategic planning session for next 5 years.

- Met with VOW Magazine 11/17/11 to tentatively schedule VOW Bridal Show booth and winter ad for Encore Bride initiative.

- Board report done to accept Encore Bridal Marketing Grant from the Virginia Tourism Corporation. Board meeting held 11/17/11. Received official notice of grant award 11/18/11. This grant will allow the department to continue the marketing initiatives begun last year. Excellent results to date with some partners reporting more than a 100% increase in business from that sector. 2011 grant information will be sent to VTC for compilation and utilized with VACVB economic impact study.

- Smithfield Farmer's Market "Thanksgiving Market" held Saturday…11/19. Excellent turn-out!

- Held Tourism Monthly Staff Meeting 11/21/11.

- Held Aiken & Friends Music Festival budget meeting 11/21/11 to set budget for 2012 event to be held 9/28-29/12 at Windsor Castle Park.

- Met with Peter Stephenson and John Davy from the National Park Service regarding the Captain John Smith Water Trail. Scouting for signage locations and parking 11/22/11.

- Isle of Wight Fair Committee 11/21/11. Did not attend due to meeting schedule conflict. Marketing Committee meeting scheduled for 1/18/11.

- Attended Smithfield Station 25th Anniversary Party 11/25/11.

- Selected as the Smithfield Women's Club "Grand Illuminator" for the 2011 Smithfield Christmas Tree. Illumination ceremony 11/27/11 at the Smithfield Center.

- Attended 2011 VA-1 Tourism Summit Debrief in Richmond 11/28/11. Excellent partnership between VACVB, VHTA and VTC. Best attended VA-1 ever with almost 500 attendees. Will issue RFP for 2012 conference by the end of the year.

- Attended Council Committee Meetings 10/25/11.

- Attended Smithfield Staff Meeting 11/2/11, 11/16/11, 11/30/11.

- Did not attend IOW Staff 11/21/11.

- Update website events and ***Where the Locals Go*** event promotion newsletter weekly. This e-newsletter combines tourist events and the Farmer's Market information.

- Weekly individual meetings with staff to address concerns and review projects.

Upcoming Events: See www.visitsmithfieldisleofwight.com for more details!

J.R. Wills & Sons, Inc.

1236 Kings Fork Rd.
Suffolk, Virginia 23434
757-539-3252 fax 757-539-8862

Invoice No. 230-06P

INVOICE

Customer

Name: Town of Smithfield
Address: 315 Main Street, P.O. Box 246
City: Smithfield State: VA ZIP: 23431

Date: 11/29/2011
Order No.:
Rep:
FOB:

Qty	Description	Unit Price	TOTAL
	Police Building Renovation + Sally Port 913 South Church Street Smithfield, VA		
1	Pay Request # 6		$29,552.82
	VENDOR #		
	ACCOUNT #		
	DEPT HEAD W.T.H.		
	TOWN MANAGER HLS		
		Taxes	
			$29,552.82

Payment Details

- ○ Cash
- ◉ Check
- ○ Credit Card

Name
CC #
Expires

PAYMENT DUE UPON RECEIPT

	Town of Smithfield	PAY REQUEST #6				
	Police Building Renovation	11/18/2011				
	913 Church St. Smithfield, Va.					
	CATEGORY	Budget Values	Previous	This Period	To Date	Balance
	PROJECT MANAGER @ $45/HR	$ 4,050.00	$ 4,050.00	$ -	$ 4,050.00	$ -
	SITE SUPERINTENT @ $35/HR	$ 7,525.00	$ 7,525.00	$ -	$ 7,525.00	$ -
	MISC LABOR @ $18/HR	$ 1,800.00	$ 1,530.00	$ -	$ 1,530.00	$ 270.00
	PORTABLE TOILETS	$ 375.00	$ 278.11	$ 80.77	$ 358.88	$ 16.12
	TELEPHONE	$ 150.00	$ 150.00	$ -	$ 150.00	$ -
	DUMPSTER	$ 2,225.00		$ -	$ -	$ 2,225.00
	FINAL CLEANING	$ 2,200.00	$ 1,260.27	$ -	$ 1,260.27	$ 939.73
	DEMOLITION - BUILDING	$ 8,572.00	$ 8,572.00	$ -	$ 8,572.00	$ -
C	CAST-IN-PLACE CONCRETE	n/a				
	UNIT MASONRY (CMU)	$ 5,100.00	$ 5,100.00	$ -	$ 5,100.00	$ -
C	MISC METAL / FOLDING WALL	n/a				
	ROUGH CARPENTRY	$ 26,402.00	$ 26,402.00	$ -	$ 26,402.00	$ -
C	WALL IN PLACE OF FOLDING PARTITION	$ 2,727.00	$ 2,727.00	$ -	$ 2,727.00	$ -
	MISC. BUILDING MATERIALS	$ 1,200.00	$ 530.67	$ 100.66	$ 631.33	$ 568.67
	FRAMING LUMBER/ PLYWOOD	in rough carpentry				
	MISC CARPENTRY	$ 2,000.00	$ 1,675.00	$ -	$ 1,675.00	$ 325.00
	FINISH CARPENTRY	in rough carpentry				
	MILLWORK	$ 400.00		$ -	$ -	$ 400.00
C	CASEWORK	$ 3,410.00	$ 3,410.00	$ -	$ 3,410.00	$ -
	ROOFING	$ 22,140.00	$ 22,140.00	$ -	$ 22,140.00	$ -
C	ADD ROOF VENTS	$ 480.00	$ 480.00	$ -	$ 480.00	$ -
	GUTTERS & DOWNSPOUTS	$ 3,600.00	$ 3,600.00	$ -	$ 3,600.00	$ -
	JOINT SEALANTS	$ 750.00	$ 104.33	$ -	$ 104.33	$ 645.67
	VINYL SIDING	$ 7,710.00	$ 7,710.00	$ -	$ 7,710.00	$ -
	HM DOORS/FRAMES	$ 8,625.00	$ 7,980.00	$ -	$ 7,980.00	$ 645.00
	WOOD DOORS	in hm doors / frames				
	HARDWARE	in hm doors / frames				
	WINDOWS	in BR glass				
C	BR GLASS	$ 14,666.00	$ 14,125.00	$ -	$ 14,125.00	$ 541.00
	BR FRAMES	$ 3,800.00	$ 2,866.50	$ -	$ 2,866.50	$ 933.50
C	PASS DRAWER	in BR glass				
C	INTERCOM	in BR glass				
C	OPERABLE PARTITION	n/a				
	EFIS / PLASTER	$ 7,460.00	$ 6,950.00	$ -	$ 6,950.00	$ 510.00
	METAL FRAMING	in rough carpentry				
	GYPSUM	in rough carpentry				
	ACOUSTIC TILE	in rough carpentry				
C	VCT / BASE & DEMO	in Carpet				
C	CARPET	$ 6,500.00	$ 5,790.00	$ -	$ 5,790.00	$ 710.00
	PAINTING	$ 10,550.00	$ 10,086.00	$ -	$ 10,086.00	$ 464.00
	PLUMBING	$ 3,450.00	$ 3,450.00	$ -	$ 3,450.00	$ -
C	SPRINKLER @ HOLDING CELL	$ 2,615.86	$ 2,615.86	$ -	$ 2,615.86	$ -
C	REPLACE CIRCULATING PUMP	$ 449.22	$ 449.22	$ -	$ 449.22	$ -
	HVAC	$ 10,000.00	$ 10,000.00	$ -	$ 10,000.00	$ -
	FIRE EXTINGUISHER & CABINET	$ 1,250.00		$ -	$ -	$ 1,250.00
	FIRE ALARM / SECURITY SYSTEM	by owner				
	ELECTRICAL	$ 10,300.00	$ 10,300.00	$ -	$ 10,300.00	$ -

C	Add Exterior Wall Pack Light	$ 475.27	$ 475.27	$ -	$ 475.27	$ -
C	Add Masonry Front of Building	$ 3,340.00	$ 3,340.00	$ -	$ 3,340.00	$ -
C	Front Lobby remove wallpaper/Paint	$ 600.00	$ 600.00	$ -	$ 600.00	$ -
C	Infill Doorway at side of building	$ 450.00	$ 450.00	$ -	$ 450.00	$ -
C	Mtl framing and drywall at front windows	$ 2,047.00	$ 2,047.00	$ -	$ 2,047.00	$ -
C	Relocate wall at hall & move door	$ 740.00	$ 740.00	$ -	$ 740.00	$ -
C	Add 2 Quad Receptacles Communication	$ 217.50	$ 217.50	$ -	$ 217.50	$ -
C	Add 3 Receptacles Back Office	$ 400.00	$ 400.00	$ -	$ 400.00	$ -
C	HVAC Repairs to Existing Equipment	$ 5,305.00	$ 5,305.00	$ -	$ 5,305.00	$ -
C	Paint Exterior of Building	$ 945.00	$ 945.00	$ -	$ 945.00	$ -
C	Repair Existing EFIS	$ 755.00	$ 755.00	$ -	$ 755.00	$ -
C	Move GFI Receptacles	$ 95.00	$ 95.00	$ -	$ 95.00	$ -
C	Rework switches to control Hall	$ 272.50	$ 272.50	$ -	$ 272.50	$ -
C	Remove Carpet & Install VCT in Office	$ 381.00	$ -	$ 381.00	$ 381.00	$ -
C	Replace Doors/Hardware (Rear Doors) MATERIAL	$ 2,031.75		$ 2,031.75	$ 2,031.75	$ -
C	Replace Doors/Hardware (Rear Doors) LABOR	$ -			$ -	$ -
C	Install Door/Hardware (Town Hall) Material	$ 388.50		$ 388.50	$ 388.50	$ -
C	Install Door/Hardware (Town Hall) Labor	$ -				
C	Power to Sign (rfc-10)	$ 600.00		$ -	$ -	$ 600.00
C	Power to AV Rack (rfc-11)	$ 187.50		$ -	$ -	$ 187.50
C	Repair Flood Lights & Install New (rfc-12)	$ 295.00		$ -	$ -	$ 295.00
C	Power to Sally Port	$ 410.00		$ 410.00	$ 410.00	$ -
C	Sally Port	$ 24,296.00		$ 24,296.00	$ 24,296.00	$ -
	ENGINEERING IF REQUIRED	$ 2,500.00			$ -	$ 2,500.00
	BUILDING PERMIT	$ 1,100.00	$ 844.15	$ -	$ 844.15	$ 255.85
	SUBTOTAL:	**$ 230,314.10**	**$ 188,343.38**	**$ 27,688.68**		
	OVERHEAD	$ 16,121.99		$ 1,938.21		
	SUBTOTAL:	**$ 246,436.09**		**$ 29,626.89**		
	PROFIT	$ 12,321.80		$ 1,481.34		
	TOTAL:	**$ 258,757.89**		**$ 31,108.23**		
	LESS RETAIN AGE			$ 1,555.41		
	TOTAL DUE THIS REQUEST			**$ 29,552.82**		
	Original Budget Value	**$228,382.83**				

RECEIVED
SEP 13 2011
BY:

HURRICANE FENCE CO.
2850 CROMWELL ROAD
NORFOLK, VA 23509
Phone: (757)853-5669
Fax: (757)852-9247
www.hurricanefenceinc.com

Estimate

Estimate: 1120500
Date: 07/26/2011
Estimator: CHRISTOPHER T JONES

To: J. R. WILLS & SONS, INC.
913 SOUTH CHURCH ST
SMITHFIELD VA 23434

Project: SMITHFIELD POLICE
913 SOUTH CHURCH ST.
SMITHFIELD VA 23434

Description	Amount
WE PROPOSE TO FURNISH AND INSTALL THE FOLLOWING:	
APPROXIMATELY 80' OF 15' TALL GALVANIZED CHAIN LINK FENCE WITH (1) ROW OF 30/24 RAZOR WIRE. (1) 10'W X 14'6" SLIDE GATE WITH ELECTRIC OPERATOR SAFETY PHOTO EYE AND (1) 3-BUTTON STATION.	
NEW FENCE CONSIST OF:	
4" TERMINAL LINE AND GATE POST	
12' FABRIC 2" X 9 GAUGE AT BOTTOM	
4' NO CLIMB FABRIC 3/8 X 14 GAUGE AT TOP	
3 1 5/8 HORIZONTAL RAILS	
(1) SL585 SLIDE GATE OPERATOR	
(1) 3-BUTTON STATION	
EXCLUSIONS	
-ELECTRIC CONDUIT	
ACCESS CONTROLS	
ALTERNATE ADD: PS	
2-KEY PADS (ENTRY EXIT) INSTALLED ON WALL	
EXCLUSIONS:	
-CONDUIT	
-CONTROL WIRE	
$2,100.00	
	22,196.00

Hurricane Fence Co is a SWaM Certified Small Business

Note: This proposal may be withdrawn if not accepted within 14 days. PLEASE SIGN AND RETURN.

Accepted Signature: [signature] Date Signed: 9/6/11

No Retainage To Be Withheld On Temporary Fence Contracts **EXCLUSION: Removal of Spoils from Site**

CONDITIONS: All work shall be completed per specifications in a workmanlike manner according to standard procedures. Any alteration or deviation from specifications involving extra cost will be executed only upon written orders and will become an extra charge over and above the price. Purchaser will be responsible for all permits. Contractor is only obligated by what is written in and on this proposal. No verbal agreements or guarantees shall be considered valid. Purchaser assumes full responsibility for the location of the line upon which fence materials are to be installed or lot or boundary line inside which fence materials are to be installed. Purchaser agrees to defend, hold harmless and indemnify contractor from and against all claims. Any hidden obstacles or underground line which cannot be determined in advance by contractor or purchaser and results in the use of additional labor or equipment may require an extra charge. In the event purchaser defaults on payment or fails to comply with any of the terms or conditions hereof,the full amount shall be immediately due and payable. In the event of default or late payment, past due payments shall be subject to a delinquency charge of 2% per month. Purchaser agrees to pay reasonable attorney fees and all costs of collection.

Coggin Elec

	Change Orders					$0.00	$0.00
RFC # 1	Option A - Provide approx 175 ft trenching for new underground feed to new Town Managers office (conduit to be provided by Va Dom Power)	$906.29	$906.29			$906.29	$0.00
RFC # 2	Furnish and install a wall back fixture	$475.27	$475.27			$475.27	$0.00
RFC #3	Smfd Police - Add 2 quad receptacles at Communications Rack	$217.50	$217.50			$217.50	$0.00
RFC # 4	Town Manager - Add 4 receptacles through-out office	$430.00	$430.00			$430.00	$0.00
RFC # 5	Smfd Police - Add 3 receptacles to back room	$400.00	$400.00			$400.00	$0.00
RFC # 6	Power to Sally Port	$410.00	~~$410.00~~	410		~~$410.00~~	$0.00
RFC # 7	Smithfield Police - Relocate a GFI to the bathroom & mover bathroom receptacle to existing GFI Location	$95.00	$95.00			$95.00	$0.00
RFC # 8	Town Manager - Add 3 GFI Receptacles - 1 in each bathroom & 1 in the breakroom	$196.50	$196.50			$196.50	$0.00
RFC # 9	Smithfield Police - Remove the 3-way switch in the hallway wire 3 light fixtures on same fixtures on same circuits to be on 24 hours with no switch - This will divide the hallway from the main foyer- they are now on existing 3-way switch	$272.50	$272.50			$272.50	$0.00
RFC # 10	Add power to Police Station Sign for in front of the bulding	$600.00		~~$600.00~~		~~$600.00~~	600 ~~$0.00~~
RFC # 11	Relocate AV Rack receptacle due to the ATS switch conflict	$187.50		~~$187.50~~		~~$187.50~~	187.50 ~~$0.00~~
RFC # 12	Repair two flood lights and install new floods	$295.00				$0.00	$295.00
						$0.00	$0.00
	Original Contract - $ 21,800.00	$26,285.56	$25,203.06	~~$787.50~~	$0.00	$25,990.56	~~$296.00~~

1,082.50

All Virginia Environmental Solutions
P.O. Box 953
Smithfield, VA 23431
(757) 357-9997

RECEIVED
OCT 17 2011
BY: _____

Invoice

Number: 31261 230
Date: 08-Oct-2011
P.O. Number:

BILL TO 359
JR Wills
1236 Kings Fork Road
Suffolk, VA 23434

JOB SITE 4732
[redacted]
913 S. Church Street
Smithfield, VA 7025

Job Number:
Accounting ID:
Last Payment Date: 22-Sep-2011

From =>	To	Duration	Unit/Service Type	Quantity	Price/Per	Tax?	Extension
11-Sep-2011 =>	08-Oct-2011	28	COED PJ w/o Sink Per 28-day billing cycle, in arrears	1	$70.89	☑	$70.89
11-Sep-2011 =>	08-Oct-2011	1	Environmental Fee Flat rate charge	1	$3.00	☐	$3.00
08-Oct-2011 =>	08-Oct-2011	1	Fuel Recovery Fee 4.5	1	$3.33	☐	$3.33

Rate	Description
5	Virginia Sales Tax

Subtotal NonTaxed:	$6.33
Subtotal Taxable Rental:	$70.89
Rental Tax:	$3.55
Current Invoice Total:	$80.77
Please Pay:	**$80.77**

Payment Terms: Net 14

PAID
10-26-11
$80.77
CK # 36615

YOUR BUSINESS IS APPRECIATED.
WE NOW ACCEPT M/C & VISA VIA PHONE.

A finance charge computed by a periodic rate of 2% per month, 24% annual rate, will be added to all accounts not paid within the 28 day billing cycle. Min.

PAGE: 1

True Value.

PAID 10-26-11

STATEMENT

CLOSING DATE: 9/30/11
DUE DATE : 10/31/11
ACCT: 501

RECEIVED
OCT 20 2011
BY:

PAID 10-26-11
$148.19
CK # 36636

J R WILLS & SONS INC
1236 KINGS FORK ROAD
SUFFOLK VA 23434

DATE	REFERENCE	SUF	CK	DESCRIPTION	DEBIT	CREDIT
				PREV BALANCE	58.38	
9/ 1/11	79279	1	I	PO # TOWN MANCER OFFICE	17.08	
9/ 7/11	79412	1	I	PO # SMFD PD	20.78	
9/ 8/11	79447	1	I	PO # TOWN MANACER	7.54	
9/ 8/11	79468	1	I	PO # TOWN MANACER	9.53	
9/13/11	79577	1	I	PO # TOWN MANACER	2.93	
9/14/11	79617	1	I	PO # POLICE DEPT	10.08	
9/14/11	79650	1	I	PO # SMITHFIELD POLICE	15.21	
9/20/11	79789	1	I	PO # SMITHFIELD POLICE DE	17.08	
9/21/11	79818	1	I	PO # SMITHFIELD POLICE	12.[illegible]	
9/23/11	79913	1	I	PO # TOWN [illegible]	[illegible]	
9/26/11	79951	1	I	PO # SMITHFIELD POLICE	[illegible]	
9/26/11	79969	1	I	PO # SMITHFIELD POLICE	20.43	
9/27/11	80005	1	I	PO # TOWN MANACER OFFICE	3.32	
9/27/11	C73669	1	P	PAYMENT THANK YOU		58.38
				NEW BALANCE	~~148.19~~ 148.19	

09301 | 230

Town of Smithfield
7030

True Value®

TERMS: 0000% STATEMENT
0000% 00DAY

Mar Office 46.63
Police 100.66

501

True Value.

(STAN JACQUETTE)

TAX AM
TOTAL CREDIT

SMITHFIELD TRUE VALUE HOME CENTER
1409 SUNRISE COUNTY STREET
SMITHFIELD, VA. 23430 MANAGER
PHONE: (757) 357-3705
REF. # PO # TOWN MANAGER OFFICE
DUE DATE: 10/31/11

J R WILLS & SONS INC
1238 KINGS FORK ROAD
SUFFOLK VA 23434

PAGE
INV # 87927
DATE : 9/01/1
CLERK: DW
TERM # 354
TIME : 1:11

****
* INVOICE
****

			SUG.PRICE
1	EA 428573	PB Privacy Lockset	10.99 /EA
1	EA 660134	V232 3 SPG DR STP B	2.99 /EA

True Value

** AMOUNT CHARGED TO ACCOUNT ** 17.08 TAXABLE 1
NON-TAXABLE
SUB-TOTAL 1
TAX AMOUNT
TOTAL INVOICE 1

(CLAYTON LAWERENCE)

RECEIVED BY

True Value.

SMITHFIELD TRUE VALUE HOME CENTER
1409 SOUTH CHURCH STREET
P.O. BOX 383
SMITHFIELD, VA 23430
PHONE: (757) 357-3705

PAGE

J R WILLS & SONS INC
1236 KINGS FORK ROAD

SUFFOLK VA 23434

CUST # 501
TERMS: 00444 STATEMENT
P.O. # SMFD PO

REF. # PO # SMFD PO
DUE DATE: 10/31/11

INV # 87941
DATE : 9/07/1
CLERK: KS
TERM # 554

TIME : 8:13

****
* INVOICE
****

QUANTITY	UNIT	STOCK #	DESCRIPTION	SUG. PRICE	
1	EA	540847	24" Magnet ALU Level	17.99 /EA	
2	EA	X	HILLMAN NUTS AND BOLTS	.15 /EA	

True Value

** AMOUNT CHARGED TO ACCOUNT **

20.78 TAXABLE 1
NON-TAXABLE
SUB-TOTAL 1
TAX AMOUNT
TOTAL INVOICE 2

Val S. Rapp

RECEIVED BY (VAL RAPP)

True Value

SMITHFIELD TRUE VALUE HOME CENTER
1409 SOUTH CHURCH STREET
P.O. BOX 383
SMITHFIELD, VA 23430
PHONE: (757) 357-3705

J & WILLS & SONS INC
1236 KINGS FORK ROAD

SUFFOLK VA 23434

CUST # 501
TERMS: 00001 STATEMENT
P.O. # TOWN MANAGER

REF. # PO # TOWN MANAGER
DUE DATE: 10/31/11

INV # 079447
DATE : 9/08/11
CLERK: DW
TERM # 554

TIME : 8:05

****
* INVOICE
****

QUANTITY		DESCRIPTION	SUB-PRICE
20	EA X	HILLMAN NUTS AND BOLTS	.08 /EA
2	EA 152584	10 OZ 10D LTQ Nails	2.79 /EA

True Value

** AMOUNT CHARGED TO ACCOUNT **

7.54 TAXABLE
NON-TAXABLE
SUB-TOTAL
TAX AMOUNT
TOTAL INVOICE

RECEIVED BY

True Value.

SMITHFIELD TRUE VALUE HOME CENTER
1409 SOUTH CHURCH STREET
P.O. BOX 383
SMITHFIELD, VA 23430
PHONE: (757) 357-3705

PAGE

J R WILLS & SONS INC
1236 KINGS FORK ROAD

SUFFOLK VA 23434

CUST # 501
TERMS: 0000% STATEMENT
P.O. # TOWN MANAGER

REF. # PO # TOWN MANAGER
DUE DATE: 10/31/11

INV # 07946
DATE : 9/08/1
CLERK: DW
TERM # 554

TIME : 2:45

****
* INVOICE
****

QUANTITY	UNIT	ITEM #	DESCRIPTION	SOL PRICE	EXTENDED
1	EA	846085	MP 4" Flex Joint Knife	4.49 /EA	
1	EA	357418	QT Joint Compound	4.59 /EA	

True Value

** AMOUNT CHARGED TO ACCOUNT **

9.53 TAXABLE
NON-TAXABLE
SUB-TOTAL
TAX AMOUNT
TOTAL INVOICE

(WALTER ELLIS)
RECEIVED BY

True Value.

SMITHFIELD TRUE VALUE HOME CENTER
1409 SOUTH CHURCH STREET
P.O. BOX 383
SMITHFIELD, VA 23430
PHONE: (757) 357-3705

PAGE

J.R WILLS & SONS INC
1236 KINGS FORK ROAD

SUFFOLK VA 23434

CUST # 501
TERMS: 00007 STATEMENT
P.O. # TOWN MANAGER

REF. # PO # TOWN MANAGER
DUE DATE: 10/31/11

INV # 07957
DATE : 9/13/1
CLERK: DW
TERM # 554

TIME : 8:04

****
* INVOICE
****

QUANTITY	UM	ITEM	DESCRIPTION	SALE PRICE	EXTENSION
1	EA	538643	16PK 1/2" CLR Bumper	2.79 /EA	

True Value

** AMOUNT CHARGED TO ACCOUNT **

2.93 TAXABLE
NON-TAXABLE
SUB-TOTAL
TAX AMOUNT
TOTAL INVOICE

Val H. Roy Jr (CLAYTON LAWRENCE)
RECEIVED BY

True Value.

SMITHFIELD TRUE VALUE HOME CENTER
1409 SOUTH CHURCH STREET
P.O. BOX 383
SMITHFIELD, VA 23430
PHONE: (757) 357-3705

PAGE

J R WILLS & SONS INC
1236 KINGS FORK ROAD

SUFFOLK VA 23434

CUST # 501
TERMS: 00000 STATEMENT
P.O. # POLICE DEPT

REF. # PO # POLICE DEPT
DUE DATE: 10/31/11

INV. # 87961
DATE : 9/14/1
CLERK: DH
TERM # 554

TIME : 8:24

****
* INVOICE
****

QUANTITY	UM	MS	DESCRIPTION	SUB PRICE	PRICE
4	EA		HILLMAN NUTS AND BOLTS		2.48 /EA

True Value

** AMOUNT CHARGED TO ACCOUNT ** 10.08 TAXABLE
NON-TAXABLE
SUB-TOTAL
TAX AMOUNT
TOTAL INVOICE 1

(1. PO IS JOB NAME)

RECEIVED BY

True Value.

SMITHFIELD TRUE VALUE HOME CENTER
1409 SOUTH CHURCH STREET
P.O. BOX 383
SMITHFIELD, VA 23430
PHONE: (757) 357-3785

PAGE

J.R WILLS & SONS INC
1236 KINGS FORK ROAD

SUFFOLK VA 23434

CUST # 501
TERMS: 00000 STATEMENT
P.O. # SMITHFIELD P

REF. # PO # SMITHFIELD POLICE
DUE DATE: 10/31/11

INV # 07963
DATE : 9/14/1
CLERK: DW
TERM # 554

TIME : 2:06

****
* INVOICE
****

QUANTITY	UM	ITEM	DESCRIPTION	SOC.PRICE	PRICE
1	EA	698656	MM IPC 1-3/4" Hole Saw		14.49 /EA

True Value®

** AMOUNT CHARGED TO ACCOUNT **

15.21 TAXABLE
NON-TAXABLE
SUB-TOTAL
TAX AMOUNT
TOTAL INVOICE

RECEIVED BY (2. ANYONE ELSE MU)

True Value.

SMITHFIELD TRUE VALUE HOME CENTER
1409 SOUTH CHURCH STREET
P.O. BOX 383
SMITHFIELD, VA 23430
PHONE: (757) 357-3705

PAGE

J R WILLS & SONS INC
1236 KINGS FORK ROAD

SUFFOLK VA 23434

CUST # 501
TERMS: 00000 STATEMENT
P.O. # SMITHFIELD P

INV # 97928
DATE : 9/20/1
CLERK: DW
TERM # 554

REF. # PO # SMITHFIELD POLICE DEPT
DUE DATE: 10/31/11

TIME :10:22

****
* INVOICE
****

QUANTITY	UOM	ITEM #	DESCRIPTION	UNIT PRICE	EXTENDED
1	EA	868356	200PK Boxed WHT Rag	9.99 /EA	
1	EA	536653	10.10Z Crys CLR Caulk	3.29 /EA	
1	EA	703876	1-1/2" Poly Paint Brush	2.99 /EA	

True Value

** AMOUNT CHARGED TO ACCOUNT **

17.08 TAXABLE
NON-TAXABLE
SUB-TOTAL
TAX AMOUNT
TOTAL INVOICE

(1. PO IS JOB NAME)

RECEIVED BY

True Value.

SMITHFIELD TRUE VALUE HOME CENTER
1409 SOUTH CHURCH STREET
P.O. BOX 383
SMITHFIELD, VA 23430
PHONE: (757) 357-3705

PAGE

J R WILLS & SONS INC
1236 KINGS FORK ROAD

SUFFOLK VA 23434

CUST # 541
TERMS: 0000% STATEMENT
P.O. # SMITHFIELD P

REF. # PO # SMITHFIELD POLICE
DUE DATE: 10/31/11

INV # 07581
DATE # 9/21/1
CLERK: DW
TERM # 554

TIME :10:31

****
* INVOICE
****

QUANTITY	UM	ITEM	DESCRIPTION	SUGGESTED	PRICE/EA
1	EA	391154	Earl Am WD Stain Marker		6.49 /EA
1	EA	211573	30Z Bott Contact Cement		5.49 /EA

True Value

** AMOUNT CHARGED TO ACCOUNT **

12.58 TAXABLE
NON-TAXABLE
SUB-TOTAL
TAX AMOUNT
TOTAL INVOICE

(01. PO IS JOB NAME)

RECEIVED BY

True Value.

SMITHFIELD TRUE VALUE HOME CENTER
1409 SOUTH CHURCH STREET
P.O. BOX 383
SMITHFIELD, VA 23430
PHONE: (757) 357-3705

PAGE

J R MILLS & SONS INC
1236 KINGS FORK ROAD

SUFFOLK VA 23434

CUST # 501
TERMS: 00000 STATEMENT
P.O. # TOWN MAN OFF

REF. # PO # TOWN MAN OFFICE
DUE DATE: 10/31/11

INV # 07991
DATE : 9/23/1
CLERK: DW
TERM # 554

TIME :12:34

****
* INVOICE
****

QUANTITY	UOM	ITEM	DESCRIPTION	SALE PRICE	EXTENDED
1	EA	580074	20x20x1Pleat Air Filter	3.99	3.33 /EA
1	EA	573426	IVY 1G TDG Wall Plate		1.29 /EA
2	EA	467263	IVY 1G 1DPLX Wall Plate		.59 /EA
1	EA	366614	IVY 1G DPLX Nyl Plate		.99 /EA

True Value®

** AMOUNT CHARGED TO ACCOUNT ** 7.13 TAXABLE
NON-TAXABLE
SUB-TOTAL
TAX AMOUNT
TOTAL INVOICE

(2. ANYONE ELSE MU)

RECEIVED BY

TrueValue.

SMITHFIELD TRUE VALUE HOME CENTER
1409 SOUTH CHURCH STREET
P.O. BOX 302
SMITHFIELD, VA 23430
PHONE: (757) 357-3705

PAGE

J R WILLS & SONS INC
1236 KINGS FORK ROAD

SUFFOLK VA 23434

CUST # 501
TERMS: 0000% STATEMENT
P.O. # SMITHFIELD P

REF. # PO # SMITHFIELD POLICE
DUE DATE: 10/31/11

INV # 07995
DATE : 9/26/1
CLERK: DW
TERM # 554

TIME : 8:53

****
* INVOICE
****

QUANTITY	UNIT	ITEM	DESCRIPTION	SUG.PRICE	PRICE/EA
1	EA	790501	12.5OZPledge FurnPolish		4.29 /EA

TrueValue

** AMOUNT CHARGED TO ACCOUNT **

4.50 TAXABLE
NON-TAXABLE
SUB-TOTAL
TAX AMOUNT
TOTAL INVOICE

RECEIVED BY (2. ANYONE ELSE MU)

True Value.

SMITHFIELD TRUE VALUE HOME CENTER
1409 SOUTH CHURCH STREET
P.O. BOX 383
SMITHFIELD, VA 23430
PHONE: (757) 357-3705

PAGE

J R WILLS & SONS INC
1236 KINGS FORK ROAD

SUFFOLK VA 23434

CUST # 501
TERMS: ##### STATEMENT
P.O. # SMITHFIELD P

REF. # PO # SMITHFIELD POLICE
DUE DATE: 10/31/11

INV # 07996
DATE : 9/26/1
CLERK: DW
TERM # 354

TIME :12:27

****
* INVOICE
****

QUANTITY	UM	ITEM	DESCRIPTION	EXTENSION	PRICE/PER
2	EA	660134	V232 3 SPG DR GTP B		2.99 /EA
1	EA	919970	11PC HEX KEY SET		4.49 /EA
1	EA	694693	MP PRM 2" Sash Brush		8.99 /EA

True Value

** AMOUNT CHARGED TO ACCOUNT ** 20.43 TAXABLE
NON-TAXABLE
SUB-TOTAL
TAX AMOUNT
TOTAL INVOICE

(2. ANYONE ELSE MU)

RECEIVED BY

True Value.

SMITHFIELD TRUE VALUE HOME CENTER
1409 SOUTH CHURCH STREET
P.O. BOX 383
SMITHFIELD, VA 23430
PHONE: (757) 357-3705

PAGE

J R WILLS & SONS INC
1236 KINGS FORK ROAD

SUFFOLK VA 23434

CUST # 501
TERMS: 0000X STATEMENT
P.O. # TOWN MANAGER

REF. # PO # TOWN MANAGER OFFICE
DUE DATE: 10/31/11

INV # 00006
DATE : 9/27/1
CLERK: DM
TERM # 554

TIME :12:28

****
* INVOICE
****

QUANTITY	UM	ITEM	DESCRIPTION	UNIT PRICE	EXTENDED
1	EA	779602	3" Refl Vinyl Number 6		.79 /EA
1	EA	779603	3" Refl Vinyl Number 1		.79 /EA
1	EA	779629	3" Refl Vinyl Number 3		.79 /EA
1	EA	779330	3" Refl Vinyl Letter D		.79 /EA

True Value

** AMOUNT CHARGED TO ACCOUNT **

3.32 TAXABLE
NON-TAXABLE
SUB-TOTAL
TAX AMOUNT
TOTAL INVOICE

(2. ANYONE ELSE NU)

RECEIVED BY

True Value.

P.O. BOX 383
SMITHFIELD, VA 23430
PHONE: (757) 357-3705

J R WILLS & SONS INC
1236 KINGS FORK ROAD

SUFFOLK VA 23434

CUST # 501
TERMS: 0000% STATEMENT

INV # C7
DATE : 9/2
CLERK: RJL
TERM # 553

TIME : 7:33
****
* RECEIV
***ON ACC
****

LINE #	REFERENCE	ST	PAYMENT
1		1	58.38

QUANTITY	UM	ITEM	DESCRIPTION	PRICE	PRICE PER
			** PAYMENT RECEIVED **	58.38	
					CREDIT ACCOUNT
			CHECK PAYMENT CK# 36547 ABA#	58.38	

True Value.

RECEIVED BY SMITHFIELD TRUE VALUE HOME CENTER

PAG

Ivor Furniture Company

35569 General Mahone Blvd.
P.O. Box 259
Ivor, Va. 23866

Phone:757-859-6231 **Fax:757-859-6303**

Date: 10-28-2011

To: J.R. Wills + Sons, Inc Fax: 539-8862
Attention: Jess
From: Dixie Scott Acct#
Total Number of Pages: 2

Jess,

This invoice is for the 10x10 room added after the initial quotes for the Smithfield Police Dept.

Sorry it is late.

Thank you,

Dixie Scott

IVOR FURNITURE COMPANY, INC.

P.O. BOX 259
35569 General Mahone Blvd.
IVOR, VA 23866
757-859-6231

CUSTOMER'S ORDER NO.	PHONE	DATE
	539-3252	10-1-11

NAME: J.R. Wills & Sons, Inc

ADDRESS: 1236 Kings Fork Rd
Suffolk, VA 23434

SOLD BY	CASH	C.O.D.	CHARGE	ON ACCT.	MDSE. RET'D.	PAID OUT

QTY.	DESCRIPTION	PRICE	AMOUNT
3	Boxes V786 Azrock Tile		
34'	4" cove base		220 00
	Labor to remove carpet & install VCT & cove base		150 00
		TAX	11 00
		TOTAL	381 00

RECEIVED BY

D PRODUCT 6107 All claims and returned goods must be accompanied by this bill.

5615 ●

THANK YOU

To fit 771 DU-O-VUE® Envelope, fold along bottom of shaded strip

PRODUCT 107

H & P HARDWARE AND SPECIALTY, INC.
700 Broad Street
PORTSMOUTH, VIRGINIA 23707

INVOICE

29642

(757) 397-5008 FAX (757) 393-7953

DATE	11-4-11
CUSTOMER ORDER NO.	Police
SALESPERSON	
VIA	

TO

J. R. Wills & Sons, Inc.
1236 Kings Fork Rd.
Suffolk, VA 23434

RECEIVED
NOV - 8 2011
BY: _____

TERMS: net 30 days

QUANTITY	DESCRIPTION	PRICE	AMOUNT	
	~~SMITHFIELD TOWN HALL~~			
1	3068 5 3/4 metal frame			
1	3068 1 3/4 birch door			
3	hinges ECBB1100 4½ x 4½			
1	stop 440		370	00
		tax	18	50
			388	50

Thank You!

To fit 771 DU-O-VUE® Envelope, fold along bottom of shaded strip

PRODUCT 107

H & P HARDWARE AND SPECIALTY, INC.
700 Broad Street
PORTSMOUTH, VIRGINIA 23707

(757) 397-5008 FAX (757) 393-7953

RECEIVED
OCT 27 2011
BY:

INVOICE

29618

DATE: 10-26-11
CUSTOMER ORDER NO.: Police
SALESPERSON:
VIA:

TO
J. R. Wills & Sons, Inc.
1236 Kings Fork Rd.
Suffolk, VA 23434

TERMS: net 30 days

QUANTITY	DESCRIPTION	REF.	AMOUNT	
	SMITHFILED POLICE DEPART. EXTERIOR PAIR			
1	pr 3068 1 3/4 flush galv. metal doors			
	door hardware		1,935	00
		tax	96	75
			2,031	75

Thank You!

J.R. Wills & Sons, Inc.

1236 Kings Fork Rd.
Suffolk, Virginia 23434
757-539-3252 fax 757-539-8862

Invoice No. 230-01E

INVOICE

Customer

Name: Town of Smithfield
Address: 315 Main Street, P.O. Box 246
City: Smithfield State: VA ZIP: 23431

Date: 11/29/2011
Order No.:
Rep:
FOB:

Qty	Description	Unit Price	TOTAL
	Evidence Building 913D South Church Street Smithfield, VA		
1	Pay Request # 1		$17,925.48

VENDOR #
ACCOUNT #
DEPT HEAD W.T.H.
TOWN MANAGER PLS

Payment Details

- ○ Cash
- ◉ Check
- ○ Credit Card

Name
CC #
Expires

Taxes

$17,925.48

PAYMENT DUE UPON RECEIPT

Town of Smithfield	**PAY REQUEST #1**				
Evidence Building	**6/23/2011**				
913 S. Church St. Smithfield, Va					
CATEGORY	**Budget Values**	**Previous**	**This Period**	**To Date**	**Balance**
PROJECT MANAGER	$ 4,500.00	$ -	$ 2,250.00	$ 2,250.00	$ 2,250.00
SITE SUPERINTENT 4200	$ 1,700.00	$ -	$ 560.00	$ 560.00	$ 1,140.00
MISC LABOR	$ 1,200.00	$ -	$ -	$ -	$ 1,200.00
PORTABLE TOILETS	$ 125.00	$ -	$ 80.77	$ 80.77	$ 44.23
TELEPHONE 150	$ 150.00	$ -	$ -	$ -	$ 150.00
DUMPSTER 600	$ 600.00	$ -	$ -	$ -	$ 600.00
FINAL CLEANING	$ 400.00	$ -	$ -	$ -	$ 400.00
UNIT MASONRY	$ 6,100.00	$ -	$ 5,142.00	$ 5,142.00	$ 958.00
Reuse Gate & Drop Box,New Partition,Move Drying Rack	$ 11,650.00	$ -	$ -	$ -	$ 11,650.00
Demolition,Carpentry,Doors, Hardware	$ 10,067.00	$ -	$ 4,408.50	$ 4,408.50	$ 5,658.50
MISC. BUILDING MATERIALS	$ 300.00	$ -	$ -	$ -	$ 300.00
MISC CARPENTRY	$ 500.00	$ -	$ -	$ -	$ 500.00
FINISH CARPENTRY	$ 500.00	$ -	$ -	$ -	$ 500.00
MILLWORK 400	$ 400.00	$ -	$ -	$ -	$ 400.00
JOINT SEALANTS 250	$ 250.00	$ -	$ -	$ -	$ 250.00
PAINTING	$ 1,984.00	$ -	$ -	$ -	$ 1,984.00
PLUMBING	$ 1,800.00	$ -	$ 1,800.00	$ 1,800.00	$ -
ELECTRICAL	$ 3,100.00	$ -	$ 2,500.00	$ 2,500.00	$ 600.00
BUILDING PERMIT	$ 500.00	$ -	$ 53.50	$ 53.50	$ 446.50
SUBTOTAL:	**$ 45,826.00**	**$ -**	**$ 16,794.77**		
OVERHEAD	$ 3,207.82		$ 1,175.63		
SUBTOTAL:	**$ 49,033.82**		**$ 17,970.40**		
PROFIT	$ 2,451.69		$ 898.52		
TOTAL:	**$ 51,485.51**		**$ 18,868.92**		
LESS RETAINAGE			$ 943.45		
TOTAL DUE THIS REQUEST			**$ 17,925.48**		

All Virginia Environmental Solutions
P.O. Box 953
Smithfield, VA 23431
(757) 357-9997

RECEIVED NOV 14 2011 BY: _____

Invoice

Number: 31677
Date: 05-Nov-2011
P.O. Number:

BILL TO 359

JR Wills
1236 Kings Fork Road
Suffolk, VA 23434

JOB SITE 4732

913 S. Church Street
Smithfield, VA

Last Payment Date:
27-Oct-2011

Job Number:
Accounting ID:

From =>	To	Duration	Unit/Service Type	Quantity	Price/Per	Tax?	Extension
09-Oct-2011 =>	05-Nov-2011	28	COED PJ w/o Sink Per 28-day billing cycle, in arrears	1	$70.89	☑	$70.89
09-Oct-2011 =>	05-Nov-2011	1	Environmental Fee Flat rate charge	1	$3.00	☐	$3.00
05-Nov-2011 =>	05-Nov-2011	1	Fuel Recovery Fee 4.5	1	$3.33	☐	$3.33

Rate	Description
5	Virginia Sales Tax

Subtotal NonTaxed:	$6.33
Subtotal Taxable Rental:	$70.89
Rental Tax:	$3.55
Current Invoice Total:	$80.77
Please Pay:	**$80.77**

Payment Terms: Net 14

YOUR BUSINESS IS APPRECIATED.
WE NOW ACCEPT M/C & VISA VIA PHONE.

A finance charge computed by a periodic rate of 2% per month, 24% annual rate, will be added to all accounts not paid within the 28 day billing cycle. Min.

FAXED 11-21-11

Peninsula Masonry Co., Inc.

15061 Mill Swamp Rd.
Smithfield, Va. 23430-3101

757-357-7863
Fax 757-357-4203

November 21, 2011

J. R. Wills & Sons, Inc.
1236 Kings Fork Road
Suffolk, VA 23434

RE: Smithfield Police Storage and Office

PAYMENT REQUEST

Masonry complete for Building #2:

LABOR& MATERIAL.....$5,142.00

APPLICATION AND CERTIFICATION FOR PAYMENT

To: J. R. WILLS AND SONS
1236 Kings Fork Rd.
Suffolk, Virginia 23434

Project: Smithfield Evidence Building
Job No:

Application No: #1
Period To: Nov 17, 2011

From: S & T Commercial Plumbing, Inc.
P.O. Box 497
Carrollton, Virginia 23314

Contract Date:

CONTRACTOR'S APPLICATION FOR PAYMENT

Application is made for payment, as shown below, in connection with the Contract. Continuation Sheet, attached.

1. **Original Contract Sum:** $ 1,800.00

2. Net change by change orders:

3. **Contract sum to Date:** $ 1,800.00

4. **Total Completed & Stored To Date:** $ 1,800.00
(Column G on Continuation Sheet)

5. **RETAINAGE:**
a. 10% of Completed Work $ __
(Columns D + E on Continuation Sheet)
b. _____% of Stored Material $_____
c. Total Retention (Line 5a + 5b or
Total in Column I of Continuation Sheet $_____

6. **Total Earned :** $ 1,800.00
(Line 4 less Line 5 Total)

7. **Less Previous Certificates for Payment:** $

8. **Current Payment Due:** $ 1,800.00

9. **Balance to Finish, Including Retention:** $ 0.00
(Line 3 less Line 6)

CHANGE ORDER SUMMARY	ADDITIONS	DEDUCTIONS
Total changes approved in previous months By Owner	$	
Total approved this Month		
TOTALS	$	
Net changes by Change Order	$	

The undersigned Contractor certifies that to the best of the Contractors knowledge, information and belief the Work covered by this Application for Payment has been Completed in accordance with the Contract Documents, that all amounts have been paid by the Contractor for Work for which previous Certificates for Payment were issued and payments received from the Owner, and that current payment shown herein is now due.

CONTRACTOR: S & T Commercial Plumbing, Inc

By: _____ Date: Nov. 17, 2011

State Of: VIRGINIA

County Of: ISLE OF WIGHT
Subscribed and sworn to before
me this 17th day of Nov, 2011.

Notary Public: _____

My Commission Expires: January 31, 2014

Reg. #: 7313106

Evidence Bldg.
7688
230

ISLE OF WIGHT COUNTY TREASURER

ISLE OF WIGHT COUNTY
PO BOX 80
ISLE OF WIGHT VA 23397

DATE: 10/19/11 CUSTOMER#: 000000000
TIME: 16:07
CLERK: charlotb

RECPT#: 745622 PREV BAL:
TP/YR: MS/2012 AMT PAID: 53.50
BILL: ADJSTMNT:
EFF DT: 10/20/11 BAL DUE:
PERMITS/INSP PAYMENT

----------TOTALS----------

PRINCIPAL PAID:	53.50
INTEREST PAID:	.00
ADJUSTMENTS:	.00
DISC TAKEN:	.00
AMT TENDERED:	53.50
AMT APPLIED:	53.50
CHANGE:	.00

PAID BY: JR WILLS & SON
PAYMENT METH: CASH
PAYMENT REF:

PAID

BUILDING PERMIT

Isle of Wight County
Department of Inspections
P.O. Box 80
Isle of Wight, VA 23397
Phone: 757-365-6215
Fax: 757-357-0771

Inspection Request Hotline:
757-365-1666

Contractor J R WILLS & SONS INC

Application Number 7982

Owner TOWN OF SMITHFIELD

Issued Date 10/19/11

Location 913S CHURCH ST

Expiration Date 04/16/12

Type of Construction

INTERIOR AND EXTERIOR NON STRUCTURAL RENOVATION FOR EVIDENCE ROOM

BUILDING

FOOTINGS

PROJECTION

FOUNDATION

SHEATHING

ROUGH IN

INSULATION

FINAL

B

NOTE: This permit does not supersede [illegible] permits are required for electrical work, plumbing, elevators, heating and air conditioning, [illegible] site drainage systems.

Signed: Arthur E Bubley
Building Official

Date:

---NOTICE---

This permit becomes null and void if authorized work is not commenced within (6) months, and if work is suspended for a period of (6) months. The owner agrees to conform to all applicable laws of this jurisdiction.

I here certify that I have read and examined the above and know the same to be true and correct.

Signed: Val S. Rapp P.
Owner/Agent/Contractor

Date: 10/19/2011

CONTINUATION PAGE

PROJECT: RTA384
Smithfield Police Precinct and Town Hall

APPLICATION #: 9
DATE OF APPLICATION: 11/04/2011
PERIOD THRU: 11/04/2011
PROJECT #s: RTA384

Payment Application containing Contractor's signature is attached.

A	B	C	D	E	F	G		H	I
ITEM #	WORK DESCRIPTION	SCHEDULED AMOUNT	COMPLETED WORK: AMOUNT PREVIOUS PERIODS	COMPLETED WORK: AMOUNT THIS PERIOD	STORED MATERIALS (NOT IN D OR E)	TOTAL COMPLETED AND STORED (D + E + F)	% COMP. (G / C)	BALANCE TO COMPLETION (C-G)	RETAINAGE (If Variable)
1	913 - Demo	$7,572.00	$7,572.00	$0.00	$0.00	$7,572.00	100%	$0.00	
2	913 - New Work	$17,450.00	$17,450.00	$0.00	$0.00	$17,450.00	100%	$0.00	
3	913D - Demo	$6,888.00	$6,888.00	$0.00	$0.00	$6,888.00	100%	$0.00	
4	913D - New Work	$9,532.00	$9,532.00	$0.00	$0.00	$9,532.00	100%	$0.00	
5	913 - New Work Materials	$8,952.00	$8,952.00	$0.00	$0.00	$8,952.00	100%	$0.00	
6	913D New Work Materials	$5,396.00	$5,396.00	$0.00	$0.00	$5,396.00	100%	$0.00	
7	CO#001Labor	$1,868.00	$1,868.00	$0.00	$0.00	$1,868.00	100%	$0.00	
8	CO#001New Work Materials	$859.00	$859.00	$0.00	$0.00	$859.00	100%	$0.00	
9	Co#002 deduct Materials furnishe	($1,726.20)	($1,726.20)	$0.00	$0.00	($1,726.20)	100%	$0.00	
10	CO#003 Relocate Wall	$740.00	$740.00	$0.00	$0.00	$740.00	100%	$0.00	
11	CO#004	$3,047.00	$3,047.00	$0.00	$0.00	$3,047.00	100%	$0.00	
12	CO#005	$400.00	$400.00	$0.00	$0.00	$400.00	100%	$0.00	
13	CO#006	$575.00	$575.00	$0.00	$0.00	$575.00	100%	$0.00	
14	CO#007 Evidence Bldg	$8,817.00	✓ $0.00	$4,408.50	$0.00	$4,408.50	50%	$4,408.50	
	TOTALS	$70,369.80	$61,552.80	$4,408.50		$65,961.30	94%	$4,408.50	

Quantum Software Solutions, Inc. Document

Coggin Electrical Specialists, Inc.

1210 New Design Road
Dendron, VA 23839

Invoice

Date	Invoice #
11/29/2011	C-11-080-A

Bill To
J. R. Wills & Sons 1236 Kings Fork Road Suffolk, VA 23434

P.O. No.	Terms	Due Date	Project	Project
11-080	Net 30	12/29/2011	Smithfield Police Ev...	Evidence Bldg

Item	Description	Curr %	Est Amt	Amount
Service	Smithfield Police Department - Evidence Building Job Price - For Labor and Material with mark up for renovations for the Evidence Building: Price includes reusing existing fixtures wire new fan, and rewiring Front Office per latest changes: also adding (2) receptacles in Front Offiee Area, new HVAC unit, and adding additional lighting and (2) receptacles in garage area.	80.65%	3,100.00	2,500.00

Thank you!

Total	$2,500.00
Payments/Credits	$0.00
Balance Due	$2,500.00

A 1.5% service charge will be added to past due invoices. If collection action is required, colleetion cost and reasonable attorney fees will be added to the account balance.

Phone #
757-267-2619

HD SUPPLY WATERWORKS

VA Office (804) 493-8085
VA FAX (804) 493-8611
deborah.hennage@hdsupply.com

842 Panorama Road, Montross, VA 22520

Local Service, Nationwide

Billing Explaination

~~☐ ORDER ☐ QUOTATION~~

BILL TO: Smithfield
Fax (757) 365-9508
Attn: Leslie
Fax (757) 357-3144
Attn: Jesse Snead

SHIP TO:

CUSTOMER ORDER #	DATE OF ORDER	F.O.B.	SALES #	SHIP VIA	TAX CODE	SHIP DATE	TERMS
	12/2/11						

QUANTITY	DESCRIPTION	UNIT COST	
10/12 11	Invoice 3671205 Material total		32450 –
	+ Freight		110 –
	Invoice Total		32,560 –
11/10/11	CREDIT Invoice 4024925	CREDIT	(7,200 –)
	Total owed →	$	25,360 –
	Breakdown		
	Material $25,250.00		
	Freight 110.00		
	$25,360.00		
	Thank You		
	Debbie Hennage		
	VENDOR #		
	~~ACCOUNT #~~		
	DEPT HEAD		
	TOWN MANAGER		

PLEASE, check quantities - prices - extensions. Prices subject to change without notice.

HD SUPPLY WATERWORKS

Local Service, Nationwide
P.O. Box 1419
Thomasville, Ga 31799-1419

DUPLICATE
INVOICE

Branch Address:

HDSWW - MARTINSBURG WV
Branch - 514
117 Industrial Circle
Martinsburg WV 25401

304/263-6986

INVOICE#	3671205
INVOICE DATE	10/12/11
ACCOUNT #	095205
SALESPERSON	MARTINSBURG HOUSE2
BRANCH#	514
Total Amount Due	32,560.00

Remit To:

HD SUPPLY WATERWORKS, LTD.
PO BOX 91036
CHICAGO, IL
60693-1036

TOWN OF SMITHFIELD
PO BOX 246
SMITHFIELD VA 23431-0246

Shipped to:
WATER DEPARTMENT
293 Cary Street
ATTN: JEFF
SMITHFIELD, VA

Return Top Portion With Payment For Faster Credit

Thank You For The Opportunity To Serve You.
We appreciate your prompt payment.

Date Ordered	Date Shipped	Customer PO No.	Job Name	Job No.	Bill of Lading	Shipped Via	Order Number
9/14/11	10/11/11	VERBAL				BW	3671205

Product Code	Description	Quantity Ordered	Quantity Shipped	Back-Ordered	Price	Per	Amount
42NE12512200	R900-V3 MIU PIT 6' 12512-200 DUAL PORT	200	200		160.00000	EA	32,000.00
43NEG62G32	NEPTUNE G62G32 PR 1 T10 GAL 6W H OIL RG LOW LEAD R72G32 PIT SET,WITH PIGTAIL LESS RECEPTACLE PER JESSIE SNEAD 9/23/11	5	5		90.00000	EA	450.00

* See Credit Invoice 4024925 which corrects pricing error on the 200-R900 Pit MIU's on this Invoice

This transaction is governed by and subject to HD Supply Waterworks standard terms and conditions, which are incorporated herein by this reference and accepted.
To review these terms and conditions, please point your web browser to http://waterworks.hdsupply.com/TandC/.

Terms	Subtotal
NET 30	Material 32,450.00

Freight	Delivery	Handling	Restock	Misc	Tax	INVOICE TOTAL
110.00						+ 110.00 Freight 32,560.00

HDSWW - MARTINSBURG WV
Branch - 514
117 Industrial Circle
Martinsburg WV 25401

INVOICE 3671205

00000

HD SUPPLY WATERWORKS

Local Service, Nationwide
P.O. Box 1419
Thomasville, Ga 31799-1419

DUPLICATE
INVOICE
CREDIT MEMO

Branch Address:
HDSWW - MARTINSBURG WV
Branch - 514
117 Industrial Circle
Martinsburg WV 25401

304/263-6986

CREDIT

INVOICE#	4024925
INVOICE DATE	11/10/11
ACCOUNT #	095205
SALESPERSON	MARTINSBURG HOUSE2
BRANCH#	514
Total Amount Due	7,200.00-

Remit To:
HD SUPPLY WATERWORKS, LTD.
PO BOX 91036
CHICAGO, IL
60693-1036

TOWN OF SMITHFIELD
PO BOX 246
SMITHFIELD VA 23431-0246

Shipped to:
STOCK #209 CHESAPEAKE
293 Cary Street
PO BOX 246
SMITHFIELD, VA

Return Top Portion With Payment For Faster Credit

Thank You For The Opportunity To Serve You.
We appreciate your prompt payment.

Date Ordered	Date Shipped	Customer PO No.	Job Name	Job No.	Bill of Lading	Shipped Via	Order Number
11/09/11	11/09/11	SEE BELOW				OUR TRUCK	4024925

Product Code	Description	Quantity Ordered	Quantity Shipped	Back-Ordered	Price	Per	Amount
	CUSTOMER PO#-CREDIT REBILL						
42NE12512200	R900-V3 MIU PIT 6' 12512-200 DUAL PORT WE BILLED IN ERROR	200	200		160.00000	EA	32,000.00-
42NE12512200	R900-V3 MIU PIT 6' 12512-200 DUAL PORT SHOULD HAVE BILLED	200	200		124.00000	EA	24,800.00
	********** SPECIAL PRICING BASED ON PURCHASE OF 600 UNITS BEFORE 7/1/12 **********						
	We overbilled 200 - R900 Pit MIU's By $36.00 each on Invoice 3671205						
	200 units x $36.00 each = <7,200.00> CREDIT						

CREDIT

This transaction is governed by and subject to HD Supply Waterworks standard terms and conditions, which are incorporated herein by this reference and accepted.
To review these terms and conditions, please point your web browser to http://waterworks.hdsupply.com/TandC/.

Terms	Subtotal
NET 30	Credit 7,200.00-

Freight	Delivery	Handling	Restock	Misc	Tax	INVOICE TOTAL
						CREDIT 7,200.00-

INVOICE 4024925

HDSWW - MARTINSBURG WV
Branch - 514
117 Industrial Circle
Martinsburg WV 25401

00000

Meeting Dates for 2012

January 2012

January 3	Town Council Meeting	7:30 p.m.
January 10	Planning Commission Meeting	7:30 p.m.
January 11	Staff Meeting	10:00 a.m.
January 17	Board of Zoning Appeals Meeting	6:30 p.m.
January 17	Board of Historic & Architectural Review	7:30 p.m.
January 23	Town Council Committee Meetings	4:00 p.m. –
January 24	Town Council Committee Meetings	4:00 p.m. -
January 25	Staff Meeting	10:00 a.m.

(Lee/Jackson Holiday, Friday 13th & Martin Luther King, Jr. Day, Monday 16th – Town Offices Closed)

February 2012

February 7	Town Council Meeting	7:30 p.m.
February 14	Planning Commission Meeting	7:30 p.m.
February 8	Staff Meeting	10:00 a.m.
February 21	Board of Zoning Appeals Meeting	6:30 p.m.
February 21	Board of Historic & Architectural Review	7:30 p.m.
February 27	Town Council Committee Meetings	4:00 p.m.
February 28	Town Council Committee Meetings	4:00 p.m.
February 22	Staff Meeting	10:00 a.m.

(Presidents Day, Monday 20th – Town Offices Closed)

March 2012

March 6	Town Council Meeting	7:30 p.m.
March 13	Planning Commission Meeting	7:30 p.m.
March 7	Staff Meeting	10:00 a.m.
March 20	Board of Zoning Appeals Meeting	6:30 p.m.
March 20	Board of Historic & Architectural Review	7:30 p.m.
March 21	Staff Meeting	10:00 a.m.
March 26	Town Council Committee Meetings	4:00 p.m. -
March 27	Town Council Committee Meetings	4:00 p.m. -

April 2012

April 3	Town Council Meeting	7:30 p.m.
April 4	Staff Meeting	10:00 a.m.
April 10	Planning Commission Meeting	7:30 p.m.
April 17	Board of Zoning Appeals Meeting	6:30 p.m.
April 17	Board of Historic & Architectural Review	7:30 p.m.
April 18	Staff Meeting	10:00 a.m.
April 23	Town Council Committee Meetings	4:00 p.m. -
April 24	Town Council Committee Meetings	4:00 p.m. –

May 2012

May 1	Town Council Meeting	7:30 p.m.
May 2	Staff Meeting	10:00 a.m.
May 8	Planning Commission Meeting	7:30 p.m.
May 15	Board of Zoning Appeals Meeting	6:30 p.m.

May 15	Board of Historic & Architectural Review	7:30 p.m.
May 16	Staff Meeting	10:00 a.m.
May 21	Town Council Committee Meetings	4:00 p.m. – REVISED
May 22	Town Council Committee Meetings	4:00 p.m. - REVISED

(Memorial Day, Monday 28th – Town Offices Closed)

June 2012

June 5	Town Council Meeting	7:30 p.m.
June 12	Planning Commission Meeting	7:30 p.m.
June 13	Staff Meeting	10:00 a.m.
June 19	Board of Zoning Appeals Meeting	6:30 p.m.
June 19	Board of Historic & Architectural Review	7:30 p.m.
June 25	Town Council Committee Meetings	4:00 p.m. -
June 26	Town Council Committee Meetings	4:00 p.m. -
June 27	Staff Meeting	10:00 a.m.

July 2012

July 3	Town Council Meeting	7:30 p.m.
July 10	Planning Commission Meeting	7:30 p.m.
July 11	Staff Meeting	10:00 a.m.
July 17	Board of Zoning Appeals Meeting	6:30 p.m.
July 17	Board of Historic & Architectural Review	7:30 p.m.
July 23	Town Council Committee Meetings	4:00 p.m. -
July 24	Town Council Committee Meetings	4:00 p.m. -
July 25	Staff Meeting	10:00 a.m.

(Independence Day, Wednesday, July 4th – Town Offices Closed)

August 2012

August 7	Town Council Meeting	7:30 p.m.
August 8	Staff Meeting	10:00 a.m.
August 14	Planning Commission Meeting	7:30 p.m.
August 21	Board of Zoning Appeals Meeting	6:30 p.m.
August 21	Board of Historic & Architectural Review	7:30 p.m.
August 22	Staff Meeting	10:00 a.m.
August 27	Town Council Committee Meetings	4:00 p.m. -
August 28	Town Council Committee Meetings	4:00 p.m. -

September 2012

September 4	Town Council Meeting	7:30 p.m.
September 5	Staff Meeting	10:00 a.m.
September 11	Planning Commission Meeting	7:30 p.m.
September 18	Board of Zoning Appeals Meeting	6:30 p.m.
September 18	Board of Historic & Architectural Review	7:30 p.m.
September 19	Staff Meeting	10:00 a.m.
September 24	Town Council Committee Meetings	4:00 p.m. -
September 25	Town Council Committee Meetings	4::00 p.m. -

(Labor Day, Monday 3rd – Town Offices Closed)

October 2012

October 2	Town Council Meeting	7:30 p.m.
October 3	Staff Meeting	10:00 a.m.
October 9	Planning Commission Meeting	7:30 p.m.
October 16	Board of Zoning Appeals Meeting	6:30 p.m.
October 16	Board of Historic & Architectural Review	7:30 p.m.
October 17	Staff Meeting	10:00 a.m.
October 22	Town Council Committee Meetings	4:00 p.m. -

October 23	Town Council Committee Meetings	4:00 p.m. –
October 31	Staff Meeting	10:00 a.m.

(Columbus Day, Monday 8th – Town Offices Closed)

November 2012

November 6	Town Council Meeting	7:30 p.m.
November 13	Planning Commission Meeting	7:30 p.m.
November 14	Staff Meeting	10:00 a.m.
November 20	Board of Zoning Appeals Meeting	6:30 p.m.
November 20	Board of Historic & Architectural Review	7:30 p.m.
November 26	Town Council Committee Meetings	4:00 p.m. -
November 27	Town Council Committee Meetings	4:00 p.m. –
November 28	Staff Meeting	10:00 a.m.

(Veterans Day, Monday 12th; and Thanksgiving, Thursday 22nd and Friday 23rd – Town Offices Closed)

December 2012

December 4	Town Council Meeting	7:30 p.m.
December 11	Planning Commission Meeting	7:30 p.m.
December 12	Staff Meeting	10:00 a.m.
December 18	Board of Zoning Appeals Meeting	6:30 p.m.
December 18	Board of Historic & Architectural Review	7:30 p.m.
December 17	Town Council Committee Meetings	4:00 p.m. –
December 18	Town Council Committee Meetings	4:00 p.m. –
December 26	Staff Meeting	10:00 a.m.

(Christmas Holiday, Monday, December 24th – Town Offices Closed at 12:00 Noon and Tuesday, December 25th)

NOTE: ALL MEETINGS, INCLUDING STAFF MEETINGS IN 2012 WILL BE HELD AT THE SMITHFIELD CENTER UNLESS OTHERWISE POSTED

Town of Smithfield
Water and Sewer Rate Study

Final Report: November 21, 2011

Prepared By:
Ellen Minga, Treasurer

1.0 Introduction

The Town of Smithfield owns and operates a public water system and a wastewater collection system. Due to excessive fluoride in the water and a regional consent order designed to prevent sanitary sewer overflows, the Town has invested significantly in capital improvements during the past several years. As a result, a new reverse osmosis plant was completed and put into operation in September 2011, and considerable progress has been made to satisfy the requirements of the sewer consent order. In order for these improvements to be maintained, the Town must now re-evaluate its rate structure to ensure that future operating costs, capital needs, and debt service commitments are adequately addressed.

In 2004, The Town undertook a water and sewer rate study as prepared by Draper Aden Associates. Adjustments were made to the rate structure at that time which have served the Town well for 7 years but are no longer sufficient to meet the Town's objectives. Those objectives as identified in Draper Aden's 2004 study are still applicable today as follows:

- Revenues must be sufficient to pay expenses (operating expenses, capital expenses, and debt service) both now and in the future:
- Rates must be both fair and equitable
- The rate structure must encourage conservation of water
- The rates should be easy to administer and understand; and
- The rate structure must be feasible and defensible.

At this time, six rate structures have been developed for the Town's consideration. Examples of the impact on customers have been included as well as a comparison to user rates in neighboring localities for each of the six options.

2.0 Projected Revenue and Expenses

Water and sewer expenses have been forecast for a period of 10 years (FY2012-FY2021) in order to project the rate requirements for each system.

2.1 Water System Projections of Revenue and Expenses

The following assumptions were used in projecting revenues and expenses of the water system:

- 20 new residential water connections each year;
- Each new residential water connection pays $660 in connection fees and $2,720 in availability fees;
- Average usage of 89% of residential customers per bi-monthly billing period is 8,420 gallons compared to an average of 12,000 for all residential customers;
- Average usage of 67% of commercial customers per bi-monthly billing period is 6,400 gallons compared to an average of 36,600 gallons for all commercial users.
- Salaries increase by 2% per year;
- Most operating expenses are also increased by 2% per year;
- Operation and maintenance expenses for the water system will increase by $538,233 in FY2012 (which will be pro-rated based on projected start-up date of the RO plant). This expense includes a new labor position for an RO plant waterworks operator, chemicals, electricity, repairs, as well as HRSD sewer discharge costs of $200,000 which are projected to increase 9% each year for at least the next 2 years. Assumed 5% increase in HRSD costs only per year thereafter;
- Operating revenues fund $25,000 in vehicle/equipment costs each year;
- Water system improvements are estimated at $100,000 per year and for purposes of this study will be funded by availability fees;
- The Town currently has an agreement with IOW County regarding the water rate for 2 meters located at Gatling Pointe. In this study, the rate was adjusted for each option so that the County rate would be comparable to that paid by Town residents.
- All debt relating to the RO plant is paid from a debt service fee that is shown separately on each utility bill. Collections of this fee are restricted by Council and maintained in a separate escrow fund to be used only for debt repayment related to the RO plant and previously constructed water tank. (Note: This assumption was eliminated in Schedule D as an alternative rate schedule without fixed costs);
- All other existing debt is paid from operating revenues.

2.2 Sewer System Projections of Revenues and Expenses

The following assumptions were used in projecting revenues and expenses of the sewer system:

- 20 new residential sewer connections each year;
- Average residential usage is 12,000 gallons per bi-monthly billing period;
- Each new residential sewer connection pays $1,580 in connection fees and $4,120 in availability fees;
- Salaries increase by 2% each year;
- Most operating expenses are increased at 2% per year;
- Per preliminary estimates from the Town's consultant for the regional sewer consent order, costs related to this project will be ongoing for at least the next 15 years at approximately $500,000 per year. For purposes of this study, we have assumed that these expenses are capital related as part of an anticipated 20 year rehab plan to be approved by the EPA.
- Operating revenues fund $20,000 in vehicle/equipment costs each year;
- $100,000 sewer replacement and repair expenses are budgeted for capital repairs and replacements each year and for purposes of this study will be funded by availability fees;
- All existing debt is paid from operating revenues;
- Expenses related to the sewer consent order are paid from a sewer compliance fee that is shown separately on each utility bill. Collections of this fee are restricted by Council and maintained in a separate escrow fund to be used only for expenses related to this project. (Note: This assumption was eliminated in Schedule D as an alternative rate schedule without fixed costs);
- Assume inflow/infiltration repairs are paid from sewer compliance fees as part of the find and fix portion of the project;
- There is no new debt issued.

2.3 Non-Operating Revenues and Expenses

Water and sewer availability fees are estimated to be approximately $136,800 per year for residential construction only. Commercial development has not been factored into this analysis. The availability fees are directed to the Water or Sewer Capital Escrow Account to be used for future capital replacements or repairs as needed.

2.4 Summary of Projected Revenues and Expenses

Tables showing the projected revenues and expenses for the water and sewer systems are shown in Appendix A. The tables also show the projected accumulation of capital reserves in the capital escrow funds.

2.5 Rate Structures Considered

Six rate structures were developed for consideration by the Town. The existing rates and the proposed rate structures are discussed in the following sections.

3.0 Existing Rates

The existing water and sewer rates are based on consumption with no minimum usage factored into the rate structure at this time. The debt service and sewer compliance fees were calculated based on projected total costs for both debt service and the regional consent order project and applied equally to each customer regardless of consumption.

The existing rates are as follows:

EXISTING RATES	Water	Sewer (Does not include HRSD charges	Combined Water and Sewer Bill (Does not include HRSD Charges)	HRSD Charge (1)	Total Combined Water and Sewer Bill (Including HRSD Charges)
In-Town Rates:					
Debt Service Fee	$19.30	N/A	$19.30	N/A	$19.30
Sewer Compliance Fee	N/A	$24.14	$24.14	N/A	$24.14
Cost per 1,000 gallons	$2.55	$2.90	$5.45	$4.08	$9.53
Bi-Monthly Bill- 12,000 gallons (average)	$49.90	$58.94	$108.84	$48.96	$157.80
Out of Town Rates:					
Debt Service Fee	$19.30	N/A	$19.30	N/A	$19.30
Sewer Complianc Fee	N/A	$24.14	$24.14	N/A	$24.14
Cost per 1,000 gallons	$3.19	$3.63	$6.82	$4.08	$10.90
Bi-Monthly Bill- 12,000 gallons (average)	$57.58	$67.70	$125.28	$48.96	$174.24
Water Sold to Isle of Wight County ($/1000 gallons)	$3.90	N/A	N/A	N/A	N/A

Table 1 - Existing Water and Sewer Rates (Bi-Monthly)

(1) The HRSD fee is currently calculated at $3.05 per 100 cubic feet of water or a minimum of $0.25 per day (whichever is greater). There are 748 gallons in 100 cubic feet of water which translates to $4.08 per 1,000 gallons. The HRSD fee may also be based on a flat rate for single family residential customers only. This fee is currently $24.40 per 30 day period and is available for those customers who use a significant amount of water not discharged into the sanitary sewer system. For purposes of this study, only the current rate of $3.05 per 100 cubic fee was used.

4.0 Option A.

Option A is based on the existing rate structure and simply increases the rates in order to recover the projected expenses. The rates proposed in Option A are as follows:

Option A.	Water	Sewer (Does not include HRSD charges	Combined Water and Sewer Bill (Does not include HRSD Charges)	HRSD Charge (1)	Total Combined Water and Sewer Bill (Including HRSD Charges)
In-Town Rates:					
Debt Service Fee	$19.30	N/A	$19.30	N/A	$19.30
Sewer Compliance Fee	N/A	$24.14	$24.14	N/A	$24.14
Cost per 1,000 gallons	$4.85	$3.50	$8.35	$4.08	N/A
Bi-Monthly Bill- 12,000 gallons (average)	$77.50	$66.14	$143.64	$48.96	$192.60
Increase (Dollars)	$27.60	$7.20	$34.80	N/A	$34.80
Increase (%)	55%	12%	32%	N/A	22%
Out of Town Rates: (25% higher than In-Town Rates)					
Debt Service Fee	$19.30	N/A	$19.30	N/A	$19.30
Sewer Compliance Fee	N/A	$24.14	$24.14	N/A	$24.14
Cost per 1,000 gallons	$6.06	$4.38	$10.44	$4.08	$14.52
Bi-Monthly Bill- 12,000 gallons (average)	$92.02	$76.70	$168.72	$48.96	$217.68
Increase (Dollars)	$34.44	$9.00	$43.44	N/A	$43.44
Increase (%)	60%	13%	35%	N/A	25%
Water Sold to Isle of Wight County ($/1000 gallons)	$5.99	N/A	N/A	N/A	N/A

Option A - Water and Sewer Rates (Bi-Monthly)

Comparison of Billing-excluding HRSD charges	Water		Sewer	
	Old Bill	New Bill	Old Bill	New Bill
3,000	26.95	33.85	32.84	34.64
5,000	32.05	43.55	38.64	41.64
7,500	38.43	55.68	45.89	50.39
10,000	44.80	67.80	53.14	59.14
12,000	49.90	77.50	58.94	66.14
15,000	57.55	92.05	67.64	76.64
20,000	70.30	116.30	82.14	94.14
50,000	146.80	261.80	169.14	199.14
100,000	274.30	504.30	314.14	374.14

Comparison of 12,000 gallons to surrounding localities	Water	Sewer
Town of Smithfield per Schedule A	77.50	66.14
Isle of Wight	91.50	58.00
Chesapeake	78.96	57.78
City of Suffolk	103.16	78.77
City of Newport News	50.68	26.15

4.1 Option A Observations

- Water bills for average usage of 12,000 gallons increase 55%.
- Sewer bills for average usage of 12,000 gallons increase by 12% (not including the HRSD charge).
- A customer using 12,000 gallons in two months has an overall increase in the combined water and sewer bill (including the HRSD charge) of 22%.
- For other customers, the increase in the bi-monthly bill ranges from 5% to 30% (including the HRSD charge). Billing increases proportionately with usage which makes this option conservation-oriented because the customers using the most water will have greater increases.
- Option A retains the existing rate structure – a uniform rate with no minimum usage charges.
- Fixed fees for debt service (water) and consent order compliance (sewer) continue to be assessed as part of the utility bill in this rate structure.

4.2 Option A Recommendations

Option A retains the existing rate structure. While the increase in rates is significant, it is also based entirely on consumption which encourages conservation and promotes fairness for all customers. Option A is the recommended rate structure for the Town.

5.0 Option B.

Option B is an increasing block rate with no minimum bill. This rate structure includes five tiers as follows: under 10,000 gallons, 10,000-19,999 gallons, 20,000-49,999 gallons, 50,000-99,999 gallons, and 100,000 and greater. 59% of all customers use under 10,000 gallons and 28% use between 10,000 and 20,000 gallons; therefore, 87% of all customers will fall within the first two tiers of this rate structure.

Option B.					
	Water	**Sewer (Does not include HRSD charges**	**Combined Water and Sewer Bill (Does not include HRSD Charges)**	**HRSD Charge (1)**	**Total Combined Water and Sewer Bill (Including HRSD Charges)**
In-Town Rates:					
Debt Service Fee	$19.30	N/A	$19.30	N/A	$19.30
Sewer Compliance Fee	N/A	$24.14	$24.14	N/A	$24.14
Cost per 1,000 gallons					
Up to 9,999 gallons	$4.50	$3.45	$7.95	4.08	$12.03
10,000-19,999 gallons	$5.00	$3.60	$8.60	4.08	$12.68
20,000-99,999 gallons	$5.25	$3.75	$9.00	4.08	$13.08
100,000 and greater	$5.50	$4.00	$9.50	4.08	$13.58
Bi-Monthly Bill- 12,000 gallons (average)	$74.30	$65.84	$140.14	$48.96	$189.10
Increase (Dollars)	$24.40	$6.90	$31.30	N/A	$31.30
Increase (%)	49.0%	12%	29%	N/A	20%
Water Sold to Isle of Wight County ($/1000 gallons)	$6.64	N/A	N/A	N/A	N/A

Table B - Water and Sewer Rates (Bi-Monthly)

Comparison of Billing-excluding HRSD charges	**Water**			**Sewer**	
	Old Bill	New Bill		Old Bill	New Bill
3,000	26.95	32.80		32.84	34.49
5,000	32.05	41.80		38.64	41.39
7,500	38.43	53.05		45.89	50.02
10,000	44.80	64.30		53.14	58.64
12,000	49.90	74.30		58.94	65.84
15,000	57.55	89.30		67.64	76.64
20,000	70.30	114.30		82.14	94.64
50,000	146.80	271.80		169.14	207.14
100,000	274.30	534.30		314.14	394.64

Comparison of 12,000 gallons to surrounding localities		
	Water	**Sewer**
Town of Smithfield per Schedule B	74.30	65.84
Isle of Wight	91.50	58.00
Chesapeake	78.96	57.78
City of Suffolk	103.16	78.77
City of Newport News	50.68	26.15

5.1 Option B Observations

- Customers using the least amount of water receive the smallest increases as the greatest costs shift to larger users.
- Customers using greater than 100,000 gallons will experience as much as a 40% increase in their bill (including the HRSD charge).
- This rate structure should also encourage conservation.
- Fixed fees for debt service (water) and consent order compliance (sewer) continue to be assessed as part of the utility bill in this rate structure.
- Option B is likely to be a deterrent to large/commercial users as it is the second most expensive of the six options included in this study.

5.2 Option B Recommendations

The tier rate option is the most advantageous for customers using under 20,000 gallons (87% of the Town's customer base), but it is unfavorable for commercial use over 100,000 gallons. The Tier rate will most likely require significant programming changes, and its complexity will make adjustment calculations more difficult for staff. Option B is not the recommended rate structure.

6.0 Option C.

Option C imposes a water and sewer minimum charge for the first 5,000 gallons used ($35 for water and $25 for sewer). Additionally, each customer pays a uniform rate for water and wastewater based on the amount of water consumed above the minimum.

Option C.	Water	Sewer (Does not include HRSD charges	Combined Water and Sewer Bill (Does not include HRSD Charges)	HRSD Charge (1)	Total Combined Water and Sewer Bill (Including HRSD Charges)
In-Town Rates:					
Debt Service Fee	$19.30	N/A	$19.30	N/A	$19.30
Sewer Compliance Fee	N/A	$24.14	$24.14	N/A	$24.14
Cost per 1,000 gallons					
Up to 5,000	$35.00	$25.00	$60.00	4.08	$64.08
Greater than 5,000	$3.80	$2.75	$6.55	4.08	$10.63
Bi-Monthly Bill- 12,000 gallons (average)	$80.90	$68.39	$149.29	$48.96	$198.25
Increase (Dollars)	$31.00	$9.45	$40.45	N/A	$40.45
Increase (%)	62.0%	16%	37%	N/A	26%
Water Sold to Isle of Wight County ($/1000 gallons)	$4.95	N/A	N/A	N/A	N/A

Table C - Water and Sewer Rates (Bi-Monthly)

Comparison of Billing-excluding HRSD charges	Water		Sewer	
	Old Bill	New Bill	Old Bill	New Bill
3,000	26.95	54.30	29.94	49.14
5,000	32.05	54.30	38.64	49.14
7,500	38.43	63.80	45.89	56.02
10,000	44.80	73.30	53.14	62.89
12,000	49.90	80.90	58.94	68.39
15,000	57.55	92.30	67.64	76.64
20,000	70.30	111.30	82.14	90.39
50,000	146.80	225.30	169.14	172.89
100,000	274.30	415.30	314.14	310.39

Comparison of 12,000 gallons to surrounding localities	Water	Sewer
Town of Smithfield per Schedule C.	80.90	68.39
Isle of Wight	91.50	58.00
Chesapeake	78.96	57.78
City of Suffolk	103.16	78.77
City of Newport News	50.68	26.15

6.1 Option C Observations

- Because a minimum fee is associated with the first 5,000 gallons consumed, customers who use smaller volumes of water will see a greater increase in their bills. Customers using under 20,000 gallons (who make up 87% of the customer base) will see increases from 21% to 138%.
- The minimum charge will generate $615,306 annually for water and $423,300 for sewer.
- Fixed fees for debt service (water) and consent order compliance (sewer) continue to be assessed as part of the utility bill in this rate structure.
- Option C is the lowest cost option for non-commercial high end users and therefore would not be as effective towards conservation.

6.2 Option C Recommendations

Before the Town adopted its current rate structure in 2004, its existing rate structure was almost identical to Option C with a 5,000 gallon minimum and a charge for excess usage. This rate plan was complex because a multiplier was included for all apartment complexes with multiple units running through a single meter. In this analysis, a multiplier was not added for apartment complexes except for the fixed costs; ie. debt service and sewer compliance fees. Removing the multiplier was actually advantageous for the apartment billings in this option and would make implementation much easier. Because low volume users are so greatly affected, however, Option C is not recommended for consideration.

7.0 Option C2.

Option C2 is structured like Option C with the minimum being increased from 5,000 gallons to 10,000. The cost for the first 10,000 gallons is $40 for water and $30 for sewer. Again, each customer pays a uniform rate for water and wastewater based on usage above the minimum.

Option C2	Water	Sewer (Does not include HRSD charges	Combined Water and Sewer Bill (Does not include HRSD Charges)	HRSD Charge (1)	Total Combined Water and Sewer Bill (Including HRSD Charges)
In-Town Rates:					
Debt Service Fee	$19.30	N/A	$19.30	N/A	$19.30
Sewer Compliance Fee	N/A	$24.14	$24.14	N/A	$24.14
Cost per 1,000 gallons					
Up to 10,000	$40.00	$30.00	$70.00	4.08	$74.08
Greater than 10,000	$4.50	$3.25	$7.75	4.08	$11.83
Bi-Monthly Bill- 12,000 gallons (average)	$68.30	$60.64	$128.94	$48.96	$177.90
Increase (Dollars)	$18.40	$1.70	$20.10	N/A	$20.10
Increase (%)	37.0%	3%	18%	N/A	13%
Water Sold to Isle of Wight County ($/1000 gallons)	$5.64	N/A	N/A	N/A	N/A

Table C2 - Water and Sewer Rates (Bi-Monthly)

Comparison of Billing-excluding HRSD charges	Water		Sewer	
	Old Bill	New Bill	Old Bill	New Bill
3,000	26.95	59.30	32.84	54.14
5,000	32.05	59.30	38.64	54.14
7,500	38.43	59.30	45.89	54.14
10,000	44.80	59.30	53.14	54.14
12,000	49.90	68.30	58.94	60.64
15,000	57.55	81.80	67.64	70.39
20,000	70.30	104.30	82.14	86.64
50,000	146.80	239.30	169.14	184.14
100,000	274.30	464.30	314.14	346.64

Comparison of 12,000 gallons to surrounding localities	Water	Sewer
Town of Smithfield per Schedule C2	68.30	60.64
Isle of Wight	91.50	58.00
Chesapeake	78.96	57.78
City of Suffolk	103.16	78.77
City of Newport News	50.68	26.15

7.1 Option C2 Observations

- As with option C1, customers who use smaller volumes of water share more of the cost in this option ranging from 47% to 161% for consumption between 0 and 5,000 gallons.
- The minimum fee generates $703,207 for water and $507,960 for sewer annually.
- Fixed fees for debt service (water) and consent order compliance (sewer) continue to be assessed as part of the utility bill in this rate structure.
- This rate structure has the greatest impact on customers who use smaller volumes of water, but it is also not as favorable to large users as option C.

7.2 Option C2 Recommendations

Under option C2, the minimum fee generates $87,901 more water revenue and $84,660 more sewer revenue than Option C. This guaranteed revenue stream is more advantageous to the Town, but it is more expensive for customers using greater than 30,000 gallons than Option C. Apartment billings do not fare as well as with Option C either without using a multiplier because the usage rate above the minimum is higher. Option C2 is not recommended for consideration.

8.0 Option D.

Option D is similar to Option C2 in that it also imposes a minimum charge on the first 10,000 gallons of usage. This charge has been increased to $50.00 for water and $50.00 for sewer. Like options C and C2, the customer will be billed a uniform rate for usage above 10,000 gallons. In Option D, the minimum charge was increased to offset the elimination of the debt service and sewer compliance fees. The expenses normally paid from those fees have been moved to the operating statement and included in the annual costs that must be covered by the water and sewer utility rates.

Option D					
	Water	**Sewer (Does not include HRSD charges**	**Combined Water and Sewer Bill (Does not include HRSD Charges)**	**HRSD Charge (1)**	**Total Combined Water and Sewer Bill (Including HRSD Charges)**
In-Town Rates:					
Debt Service Fee	$0.00	N/A	$0.00	N/A	$0.00
Sewer Compliance Fee	N/A	$0.00	$0.00	N/A	$0.00
Cost per 1,000 gallons					
Up to 10,000	$50.00	$50.00	$100.00	4.08	$104.08
Greater than 10,000	$5.50	$4.25	$9.75	4.08	$13.83
Bi-Monthly Bill- 12,000 gallons (average)	$61.00	$58.50	$119.50	$48.96	$168.46
Increase (Dollars)	$11.10	-$0.44	$10.66	N/A	$10.66
Increase (%)/Decrease (-%)	22.0%	-1%	10%	N/A	7%
Water Sold to Isle of Wight County ($/1000 gallons)	$6.64	N/A	N/A	N/A	N/A

Table D - Water and Sewer Rates (Bi-Monthly)

Comparison of Billing-excluding HRSD charges	**Water**			**Sewer**	
	Old Bill	New Bill		Old Bill	New Bill
3,000	26.95	50.00		32.84	50.00
5,000	32.05	50.00		38.64	50.00
7,500	38.43	50.00		45.89	50.00
10,000	44.80	50.00		53.14	50.00
12,000	49.90	61.00		58.94	58.50
15,000	57.55	77.50		67.64	71.25
20,000	70.30	105.00		82.14	92.50
50,000	146.80	270.00		169.14	220.00
100,000	274.30	545.00		314.14	432.50

Comparison of 12,000 gallons to surrounding localities		
	Water	**Sewer**
Town of Smithfield per Schedule D	61.00	58.50
Isle of Wight	91.50	58.00
Chesapeake	78.96	57.78
City of Suffolk	103.16	78.77
City of Newport News	50.68	26.15

8.1 Option D Observations

- As with Option C2, customers who use smaller volumes of water share in more of the cost. Because the debt service fee and sewer compliance fees have been eliminated, however, the impact is not as great as in Option C2.
- Consumption greater than 50,000 gallons will generate increases from 34% to 43%. This option favors moderate users in the 10,000 to 20,000 gallon range.
- Option D also favors apartment complexes because in all other options presented their debt service fees and sewer compliance fees (which were eliminated in this option) were calculated using a multiplier depending on the number of units served by each meter.
- Debt service fees of $401,000 and sewer compliance fees of $488,255 have been eliminated in Option D. This option makes the Town more vulnerable to fluctuations in usage regarding its ability to meet its debt obligations for the RO plant and the sewer consent order.
- The minimum fee generates $879,000 for water and $846,600 for sewer annually.
- The rate structure in Option D is more consistent with those of surrounding localities.

8.2 Option D Recommendations

In Option D, the fixed fees for water debt service and sewer compliance have been removed. Although a minimum of 10,000 gallons was still used to guarantee a certain level of revenue, the rates were raised significantly to compensate for the loss of the fixed fees. There is a degree of uncertainty with this option as well, because consumption alone will determine revenue and must be sufficient to cover debt service and capital costs as well as operating costs. Option D is not recommended.

9.0 Option E.

Option E is similar to Option C2 and Option D in that it also imposes a minimum charge on the first 10,000 gallons of usage. This charge remains the same as Option C2 at $40.00 for water and $30.00 for sewer. Like options C2 and D, the customer will be billed a uniform rate for usage above 10,000 gallons. This rate was increased to $4.75 for water and $3.50 for sewer to allow for a reduction for commercial users over 100,000 gallons. This additional tier is billed at $3.75 for water and $2.75 for sewer.

Option E	Water	Sewer (Does not include HRSD charges	Combined Water and Sewer Bill (Does not include HRSD Charges)	HRSD Charge (1)	Total Combined Water and Sewer Bill (Including HRSD Charges)
In-Town Rates:					
Debt Service Fee	$19.30	N/A	$43.44	N/A	$0.00
Sewer Compliance Fee	N/A	$24.14	$24.14	N/A	$0.00
Cost per 1,000 gallons					
Up to 10,000	$40.00	$30.00	$70.00	4.08	$74.08
Greater than 10,000-Residential	$4.75	$3.50	$8.25	4.08	$12.33
Greater than 100,000-Commercial	$3.75	$2.75	$6.50	4.08	$10.58
Bi-Monthly Bill- 12,000 gallons (average)	$68.80	$61.14	$129.94	$48.96	$178.90
Increase (Dollars)	$18.90	$2.20	$21.10	N/A	$21.10
Increase (%)/Decrease (-%)	38.0%	4%	19%	N/A	13%
Water Sold to Isle of Wight County ($/1000 gallons)	$5.89	N/A	N/A	N/A	N/A

Table E - Water and Sewer Rates (Bi-Monthly)

Comparison of Billing-excluding HRSD charges	Water		Sewer	
	Old Bill	New Bill	Old Bill	New Bill
3,000	26.95	59.30	32.84	54.14
5,000	32.05	59.30	38.64	54.14
7,500	38.43	59.30	45.89	54.14
10,000	44.80	59.30	53.14	54.14
12,000	49.90	68.80	58.94	61.14
15,000	57.55	83.05	67.64	71.64
20,000	70.30	106.80	82.14	89.14
50,000	146.80	249.30	169.14	194.14
100,000	274.30	486.80	314.14	369.14

Comparison of 12,000 gallons to surrounding localities	Water	Sewer
Town of Smithfield per Schedule E	68.80	61.14
Isle of Wight	91.50	58.00
Chesapeake	78.96	57.78
City of Suffolk	103.16	78.77
City of Newport News	50.68	26.15

9.1 Option E Observations

- Option E is the most favorable for large commercial users. Apartment complexes are coded as residential in the utility system and therefore have not been included at the reduced rate in this analysis.
- Because the minimum rates remained the same but the usage rates for consumption above the minimum increased, this option is not as favorable as Option C2 for non-commercial customers who exceed 10,000 gallons in a billing period.
- Fixed fees for debt service (water) and consent order compliance (sewer) continue to be assessed as part of the utility bill in this rate structure.

9.2 Option E Recommendations

In Option E, a special tier was presented for commercial users with usage exceeding 100,000 gallons. Since the usage rate above the minimum increased, the cost for all customers exceeding 10,000 gallons and below 100,000 gallons will be greater than Option C2. There is a savings to commercial users, however, of as much as 10% for usage exceeding 300,000 gallons. This option is not as beneficial to the majority of customers and is therefore not recommended for consideration.

RATE COMPARISON TABLE

Summary-Comparison of All Tables							
Excludes HRSD fees							
	Water						
						Minimum 10,000 gl	Minimum 10,000 gl
	Current Rates	$4.85 per 1,000	Tiered Rates	Minimum 5,000 gl	Minimum 10,000 gl	eliminating fixed chg	with Commercial Tier
Gallons	Table 1	Table A	Table B	Table C	Table C2	Table D	Table E
3,000	26.95	33.85	32.80	54.30	59.30	50.00	59.30
5,000	32.05	43.55	41.80	54.30	59.30	50.00	59.30
7,500	38.43	55.68	53.05	63.80	59.30	50.00	59.30
10,000	44.80	67.80	64.30	73.30	59.30	50.00	59.30
12,000	49.90	77.50	74.30	80.90	68.30	61.00	68.80
15,000	57.55	92.05	89.30	92.30	81.80	77.50	83.05
20,000	70.30	116.30	114.30	111.30	104.30	105.00	106.80
50,000	146.80	261.80	271.80	225.30	239.30	270.00	249.30
100,000	274.30	504.30	534.30	415.30	464.30	545.00	486.80
	Sewer						
						Minimum 10,000 gl	Minimum 10,000 gl
	Current Rates	$3.5 per 1,000	Tiered Rates	Minimum 5,000 gl	Minimum 10,000 gl	eliminating fixed chg	with Commercial Tier
Gallons	Table 1	Table A	Table B	Table C	Table C2	Table D	Table E
3,000	32.84	34.64	34.49	49.14	54.14	50.00	54.14
5,000	38.64	41.64	41.39	49.14	54.14	50.00	54.14
7,500	45.89	50.39	50.02	56.02	54.14	50.00	54.14
10,000	53.14	59.14	58.64	62.89	54.14	50.00	54.14
12,000	58.94	66.14	65.84	68.39	60.64	58.50	61.14
15,000	67.64	76.64	76.64	76.64	70.39	71.25	71.64
20,000	82.14	94.14	94.64	90.39	86.64	92.50	89.14
50,000	169.14	199.14	207.14	172.89	184.14	220.00	194.14
100,000	314.14	374.14	394.64	310.39	346.64	432.50	369.14

Rate Tables of Surrounding Localities

	Billing Cycle	Water			Sewer	
Isle of Wight County	**bi-monthly**	$60 for 1st 6,000 gallons	$5.25/1,000 over 6,000		$34 for 1st 6,000 gallons	$4.00/1,000 for 6,001-15,000 gallons
		=$10 per 1,000 for 6,000			on water use	no additonal charge over 15,000 gallons
Chesapeake	**bi-monthly**	minimum bill of $37.00	$4.178/748 gallons		minimum bill of $17.90	$3.971/748 gallons
(effective 7/1/10)		(6 consumptions=4,488 gallons)	above minimum		(6 consumptions=4488 gallons)	above minimum
City of Suffolk	**bi-monthly**	minimum bill of $32.15	$6.43/748 gallons		minimum bill of $24.55	$4.91/748 gallons
(effective 7/1/11)		(note:increase from $29.20	(note:increase from		(note: increase from $22.50	(note:increase from
		in 2010/20110)	$5.84 in 2010/2011)		in 2010/2011)	$4.50 in 2010/2011)
		Equals 5 ccf = 3,740 gallons			Equals 5 ccf = 3,740 gallons	
		bi-monthly meter svc chg: $4.80				
City of Newport News	**bi-monthly**	**Single-metered Residential**				
(effective 7/1/11)		Lifeline Rate	0-4,488 gallons = $2.89/748 gallons		$1.63 per 748 gallons	
		Normal Use	4,489-37,400 gallons=$3.32/748 gallons			
		Conservation tier	>37,400 gallons=$6.64/748 gallons		Surcharge - $0.90	
		bi-monthly service fee $7.50				
		Industrial				
		Industrial (monthly)-1st tier	0-29,920,000 gallons= $3.32/748 gallons			
		Industrial (monthly)-2nd tier	>29,920,000 gallons=$2.89/748 gallons			
		monthly service fee depends on meter size				
		General Rate				
		mostly monthly-including commercial,	$3.32/748 gallons			
		business, institutional & military				
		monthly service fee depends on meter size				

Appendix A. – Projected Revenues and Expenses of the Water and Sewer System (Using Existing Rates)

Projected Water Revenues and Expenses - Using Existing Rates

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Revenue:										
Water Sales	625,000	628,672	632,344	636,016	639,688	643,360	647,032	650,704	654,376	658,048
Water Sales-IOW County	230,085	230,085	230,085	230,085	230,085	230,085	230,085	230,085	230,085	230,085
Water Connection Fees (assume 20 per year)-$660 each	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200
Application Fees	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Miscellaneous	500	500	500	500	500	500	500	500	500	500
Total Operating Revenue	873,785	877,457	881,129	884,801	888,473	892,145	895,817	899,489	903,161	906,833
Expenses:										
Salaries (increase 2%)	291,300	297,126	303,069	309,130	315,312	321,619	328,051	334,612	341,304	348,130
FICA/Unemployment Tax (8% of salaries)	23,304	23,770	24,245	24,730	25,225	25,729	26,244	26,769	27,304	27,850
VSRS (10% of salaries)	29,245	29,713	30,307	30,913	31,531	32,162	32,805	33,461	34,130	34,813
Health (15% of salaries)	43,000	44,569	45,460	46,369	47,297	48,243	49,208	50,192	51,196	52,220
Uniforms (max 5% increase after 1st 2 years)	3,000	3,000	3,150	3,308	3,473	3,647	3,829	4,020	4,221	4,432
Contractual	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000
Audit & Legal (7% for audit based on history)	23,000	24,610	26,333	28,176	30,148	32,259	34,517	36,933	39,518	42,285
Maintenance & Repairs (assume 2%)	21,000	21,420	21,848	22,285	22,731	23,186	23,649	24,122	24,605	25,097
Water Tank Maintenance	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Additional O&M-Fluoride Removal	442,950	501,217	520,837	532,718	545,193	558,292	572,046	586,488	601,652	617,573
Well Maintenance	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Professional Services (2%)	1,000	1,020	1,040	1,061	1,082	1,104	1,126	1,149	1,172	1,195
Data Processing (2%)	16,000	16,320	16,646	16,979	17,319	17,665	18,019	18,379	18,747	19,121
Utilities (2%)	65,000	66,300	67,626	68,979	70,358	71,765	73,201	74,665	76,158	77,681
Communications (2%)	12,300	12,546	12,797	13,053	13,314	13,580	13,852	14,129	14,411	14,700
Insurance (10%-initially then 2%)	16,000	17,600	17,952	18,311	18,677	19,051	19,432	19,820	20,217	20,621
Materials & Supplies (2%)	114,400	116,688	119,022	121,402	123,830	126,307	128,833	131,410	134,038	136,719
Gas & Tires (2%)	12,000	12,240	12,485	12,734	12,989	13,249	13,514	13,784	14,060	14,341
Dues & Subscriptions (2%)	800	816	832	849	866	883	901	919	937	956
Travel & Training (2%)	5,500	5,610	5,722	5,837	5,953	6,072	6,194	6,318	6,444	6,573
Miscellaneous (2%)	9,236	9,421	9,609	9,801	9,997	10,197	10,401	10,609	10,821	11,038
Capital Projects Funded with Op. Rates/Revenue:										
Vehicles & Equipment	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Debt Service Paid with Op. Rates/Revenue:										
VRA Bond (Replaces GMAC)	24,122	23,513	23,708	23,886	24,046	24,101	24,056	23,950	23,782	23,569
Operating Expenses	1,294,157	1,368,498	1,403,689	1,431,522	1,460,344	1,490,111	1,520,877	1,552,729	1,585,718	1,619,914
Operating Income (Loss)	(420,372)	(491,041)	(522,560)	(546,721)	(571,871)	(597,966)	(625,060)	(653,240)	(682,557)	(713,081)
Percent Increase in Revenue Needed	49.16%	57.18%	60.59%	63.12%	65.75%	68.46%	71.26%	74.17%	77.17%	80.29%
Non-Operating Revenues (Expenses)										
Debt Service Fee (Restricted)	401,000	403,316	405,632	407,948	410,264	412,580	414,896	417,212	419,528	421,844
Pro-Rata Fees (Restricted)	-	-	-	-	-	-	-	-	-	-
Availability Fees (Reserved)	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400
Interest Revenue (Undesignated)	5,925	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500
Total Non-Operating Revenues (Expenses)	461,325	463,216	465,532	467,848	470,164	472,480	474,796	477,112	479,428	481,744
Net Income (Loss)	40,953	(27,825)	(57,028)	(78,873)	(101,707)	(125,486)	(150,264)	(176,128)	(203,129)	(231,337)
Net Percent Increase in Revenue Needed	-4.79%	3.24%	6.61%	9.11%	11.69%	14.37%	17.13%	20.00%	22.97%	26.05%
Reserves:										
Water Development Escrow										
Beginning Balance - Pro Rata Fees	223,917.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00
Pro-Rata Share Fees	-	-	-	-	-	-	-	-	-	-
Pro Rata Share Fees Used	(218,917.00)	-	-	-	-	-	-	-	-	-
Balance at End of Year	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**
Water Capital Escrow										
Beginning Balance- Availability Fees	951,188	445,052	399,452	353,852	308,252	262,652	217,052	171,452	125,852	80,252
Reimburse advance for Waterline replacement	123,939	-	-	-	-	-	-	-	-	-
Availability Fees	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400
Availability Fees Used for Capital Projects:										
Completion of RO Plant	(584,475)	-	-	-	-	-	-	-	-	-
Water System Improvements	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Balance at End of Year	**445,052**	**399,452**	**353,852**	**308,252**	**262,652**	**217,052**	**171,452**	**125,852**	**80,252**	**34,652**

Projected Water Revenues and Expenses - Using Existing Rates

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Water Debt Service Escrow										
Beginning Balance-Debt Service Fees	1,143,099	1,114,824	1,089,027	1,066,078	1,041,651	1,021,240	1,175,045	1,328,366	1,486,503	1,644,756
Debt Service Fees	401,000	403,316	405,632	407,948	410,264	412,580	414,896	417,212	419,528	421,844
Debt Service Fees Used:										
Original VML-VACO financing-*	(259,275)	(259,113)	(258,581)	(262,375)	(260,675)	(258,775)	(261,575)	(259,075)	(261,275)	(258,175)
Additional VML-VACO financing-Including Waterline Repl	(170,000)	(170,000)	(170,000)	(170,000)	(170,000)	-	-	-	-	-
Balance at End of Year	**1,114,824**	**1,089,027**	**1,066,078**	**1,041,651**	**1,021,240**	**1,175,045**	**1,328,366**	**1,486,503**	**1,644,756**	**1,808,425**

* Note: If projections hold, the remaining debt on the original VML-VACO loan will be $1,288,000 at the end of FY2021 requiring additional reserves of only $520,425. Additional VML-VACO financing was budgeted for 5 years; therefore, there is no remaining balance as of year end 2021. Consideration will need to be given to reducing or eliminating the debt service fee depending on upgrades/improvements required for the plant at this time.

Projected Sewer Revenues and Expenses - Using Existing Rates

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Revenue:										
Sewer Sales	669,500	673,172	676,844	680,516	684,188	687,860	691,532	695,204	698,876	702,548
Sewer Connection Fees	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600
Miscellaneous	500	500	500	500	500	500	500	500	500	500
Total Operating Revenue	701,600	705,272	708,944	712,616	716,288	719,960	723,632	727,304	730,976	734,648
Expenses:										
Salaries (increase 2%)	259,150	264,333	269,620	275,012	280,512	286,123	291,845	297,682	303,636	309,708
FICA/Unemployment Tax (8% of salaries)	20,735	21,147	21,570	22,001	22,441	22,890	23,348	23,815	24,291	24,777
VSRS (10% of salaries)	25,915	26,433	26,962	27,501	28,051	28,612	29,184	29,768	30,364	30,971
Health (16% of salaries)	40,315	42,293	43,139	44,002	44,882	45,780	46,695	47,629	48,582	49,553
Uniforms (max 5% increase after 1st 2 years)	2,500	2,500	2,625	2,756	2,894	3,039	3,191	3,350	3,518	3,694
Contractual	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Audit & Legal (7% for audit based on history)	23,000	24,610	26,333	28,176	30,148	32,259	34,517	36,933	39,518	42,285
Maintenance & Repairs (assume 2%)	70,000	71,400	72,828	74,285	75,770	77,286	78,831	80,408	82,016	83,656
VAC Truck Maintenance (assume 2%)	5,250	5,355	5,462	5,571	5,683	5,796	5,912	6,031	6,151	6,274
Data Processing (2%)	17,500	17,850	18,207	18,571	18,943	19,321	19,708	20,102	20,504	20,914
Utilities (2%)	40,000	40,800	41,616	42,448	43,297	44,163	45,046	45,947	46,866	47,804
Telephone (2%)	16,500	16,830	17,167	17,510	17,860	18,217	18,582	18,953	19,332	19,719
SCADA (2%)	3,000	3,060	3,121	3,184	3,247	3,312	3,378	3,446	3,515	3,585
Insurance (2%)	14,000	14,280	14,566	14,857	15,154	15,457	15,766	16,082	16,403	16,731
Materials & Supplies (2%)	46,000	46,920	47,858	48,816	49,792	50,788	51,803	52,840	53,896	54,974
Gas & Tires (2%)	12,000	12,240	12,485	12,734	12,989	13,249	13,514	13,784	14,060	14,341
Dues & Subscriptions (2%)	50	51	52	53	54	55	56	57	59	60
Travel & Training (2%)	4,000	4,080	4,162	4,245	4,330	4,416	4,505	4,595	4,687	4,780
Miscellaneous (2%)	1,931	1,970	2,009	2,049	2,090	2,132	2,175	2,218	2,262	2,308
Capital Projects Funded with Op. Rates/Revenue:										
Vehicles & Equipment	28,500	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Debt Service Paid with Op. Rates/Revenue:										
VRA Bond (Replaces GMAC)	117,772	114,800	115,745	116,623	117,403	117,670	117,455	116,933	116,109	115,073
Operating Expenses	750,118	752,952	767,525	782,394	797,541	812,565	827,512	842,573	857,769	873,208
Operating Income (Loss)	(48,518)	(47,680)	(58,581)	(69,778)	(81,253)	(92,605)	(103,880)	(115,269)	(126,793)	(138,560)
Percent Increase in Revenue Needed	6.92%	6.77%	8.27%	9.80%	11.35%	12.87%	14.37%	15.86%	17.36%	18.87%
Non-Operating Revenues (Expenses)										
Sewer Compliance Fee (Restricted)	488,255	491,152	494,049	496,945	499,842	502,739	505,636	508,533	511,429	514,326
Pro-Rata Fees (Restricted)	-	-	-	-	-	-	-	-	-	-
Availability Fees (Reserved)	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400
Interest Revenue (Undesignated)	3,250	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Total Non-Operating Revenues (Expenses)	573,905	576,552	579,449	582,345	585,242	588,139	591,036	593,933	596,829	599,726
Net Income (Loss)	525,387	528,872	520,867	512,567	503,989	495,534	487,156	478,664	470,036	461,166
Net Percent Increase in Revenue Needed	-74.94%	-75.04%	-73.52%	-71.98%	-70.41%	-68.88%	-67.37%	-65.86%	-64.35%	-62.82%
Reserves:										
Sewer Development Escrow										
Beginning Balance - Pro Rata Fees	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611
Pro-Rata Share Fees	-	-	-	-	-	-	-	-	-	-
Pro Rata Share Fees Used	-	-	-	-	-	-	-	-	-	-
Balance at End of Year	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**
Sewer Capital Escrow										
Beginning Balance- Availability Fees	639,393	621,793	419,193	195,593	174,993	157,393	139,793	122,193	104,593	86,993
Availability Fees	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400
Availability Fees Used for Capital Projects:										
Sewer System Improvements (consent order related)	-	(185,000)	(206,000)	(3,000)	-	-	-	-	-	-
Sewer System Improvements (not consent order related)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Balance at End of Year	**621,793**	**419,193**	**195,593**	**174,993**	**157,393**	**139,793**	**122,193**	**104,593**	**86,993**	**69,393**
Sewer Compliance Escrow										
Beginning Balance-Sewer Compliance Fees	425,056	24,061	213	261	207	49	2,788	8,424	16,956	28,386
Sewer Compliance Fees	488,255	491,152	494,049	496,945	499,842	502,739	505,636	508,533	511,429	514,326
Sewer Compliance Fees Used:										
Ongoing sewer compliance costs (ie., rehab/wet weather mgt)	(889,250)	(515,000)	(494,000)	(497,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)
Balance at End of Year	**24,061**	**213**	**261**	**207**	**49**	**2,788**	**8,424**	**16,956**	**28,386**	**42,712**

Appendix B. – Option A

Projected Water Revenues and Expenses - Option A-Increase Rate to $4.85

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Revenue:										
Water Sales	625,000	1,200,501	1,207,485	1,214,469	1,221,453	1,228,437	1,235,421	1,242,405	1,249,389	1,256,373
Additional sales - 1/2 of first year	282,999									
Water Sales-IOW County	230,085	351,703	351,703	351,703	351,703	351,703	351,703	351,703	351,703	351,703
Increase IOW County Sales-1/2 of first year (blended rate $5.99)	40,160									
Water Connection Fees (assume 20 per year)-$660 each	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200
Application Fees	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Miscellaneous	500	500	500	500	500	500	500	500	500	500
Total Operating Revenue	1,196,944	1,570,904	1,577,888	1,584,872	1,591,856	1,598,840	1,605,824	1,612,808	1,619,792	1,626,776
Expenses:										
Salaries (increase 2%)	291,300	297,126	303,069	309,130	315,312	321,619	328,051	334,612	341,304	348,130
FICA/Unemployment Tax (8% of salaries)	23,304	23,770	24,245	24,730	25,225	25,729	26,244	26,769	27,304	27,850
VSRS (10% of salaries)	29,245	29,713	30,307	30,913	31,531	32,162	32,805	33,461	34,130	34,813
Health (15% of salaries)	43,000	44,569	45,460	46,369	47,297	48,243	49,208	50,192	51,196	52,220
Uniforms (max 5% increase after 1st 2 years)	3,000	3,000	3,150	3,308	3,473	3,647	3,829	4,020	4,221	4,432
Contractual	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000
Audit & Legal (7% for audit based on history)	23,000	24,610	26,333	28,176	30,148	32,259	34,517	36,933	39,518	42,285
Maintenance & Repairs (assume 2%)	21,000	21,420	21,848	22,285	22,731	23,186	23,649	24,122	24,605	25,097
Water Tank Maintenance	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Additional O&M-Fluoride Removal	442,950	501,217	520,837	532,718	545,193	558,292	572,046	586,488	601,652	617,573
Well Maintenance	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Professional Services (2%)	1,000	1,020	1,040	1,061	1,082	1,104	1,126	1,149	1,172	1,195
Data Processing (2%)	16,000	16,320	16,646	16,979	17,319	17,665	18,019	18,379	18,747	19,121
Utilities (2%)	65,000	66,300	67,626	68,979	70,358	71,765	73,201	74,665	76,158	77,681
Communications (2%)	12,300	12,546	12,797	13,053	13,314	13,580	13,852	14,129	14,411	14,700
Insurance (10%-initially then 2%)	16,000	17,600	17,952	18,311	18,677	19,051	19,432	19,820	20,217	20,621
Materials & Supplies (2%)	114,400	116,688	119,022	121,402	123,830	126,307	128,833	131,410	134,038	136,719
Gas & Tires (2%)	12,000	12,240	12,485	12,734	12,989	13,249	13,514	13,784	14,060	14,341
Dues & Subscriptions (2%)	800	816	832	849	866	883	901	919	937	956
Travel & Training (2%)	5,500	5,610	5,722	5,837	5,953	6,072	6,194	6,318	6,444	6,573
Miscellaneous (2%)	9,236	9,421	9,609	9,801	9,997	10,197	10,401	10,609	10,821	11,038
Capital Projects Funded with Op. Rates/Revenue:										
Vehicles & Equipment	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Debt Service Paid with Op. Rates/Revenue:										
VRA Bond	24,122	23,513	23,708	23,886	24,046	24,101	24,056	23,950	23,782	23,569
Operating Expenses	1,294,157	1,368,498	1,403,689	1,431,522	1,460,344	1,490,111	1,520,877	1,552,729	1,585,718	1,619,914
Operating Income (Loss)	(97,213)	202,406	174,199	153,350	131,512	108,729	84,947	60,079	34,074	6,862
Percent Increase in Revenue Needed	8.25%	-13.04%	-11.17%	-9.79%	-8.36%	-6.88%	-5.35%	-3.77%	-2.13%	-0.43%
Non-Operating Revenues (Expenses)										
Debt Service Fee (Restricted)	401,000	403,316	405,632	407,948	410,264	412,580	414,896	417,212	419,528	421,844
Pro-Rata Fees (Restricted)	-	-	-	-	-	-	-	-	-	-
Availability Fees (Reserved)	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400
Interest Revenue (Undesignated)	5,925	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500
Total Non-Operating Revenues (Expenses)	461,325	463,216	465,532	467,848	470,164	472,480	474,796	477,112	479,428	481,744
Net Income (Loss)	364,112	665,622	639,731	621,198	601,676	581,209	559,743	537,191	513,502	488,606
Percent Increase in Revenue Needed	-42.58%	-42.88%	-41.03%	-39.66%	-38.25%	-36.78%	-35.27%	-33.70%	-32.07%	-30.38%

Projected Water Revenues and Expenses - Option A-Increase Rate to $4.85

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Reserves:										
Water Development Escrow										
Beginning Balance - Pro Rata Fees	223,917.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00
Pro-Rata Share Fees	-	-	-	-	-	-	-	-	-	-
Pro Rata Share Fees Used	(218,917.00)	-	-	-	-	-	-	-	-	-
Balance at End of Year	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**
Water Capital Escrow										
Beginning Balance- Availability Fees	951,188	445,052	399,452	353,852	308,252	262,652	217,052	171,452	125,852	80,252
Reimburse advance for Waterline replacement	123,939	-	-	-	-	-	-	-	-	-
Availability Fees	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400
Availability Fees Used for Capital Projects:										
Completion of RO Plant	(584,475)	-	-	-	-	-	-	-	-	-
Water System Improvements	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Balance at End of Year	**445,052**	**399,452**	**353,852**	**308,252**	**262,652**	**217,052**	**171,452**	**125,852**	**80,252**	**34,652**
Water Debt Service Escrow										
Beginning Balance-Debt Service Fees	1,143,099	1,114,824	1,089,027	1,066,078	1,041,651	1,021,240	1,175,045	1,328,366	1,486,503	1,644,756
Debt Service Fees	401,000	403,316	405,632	407,948	410,264	412,580	414,896	417,212	419,528	421,844
Debt Service Fees Used:										
Original VML-VACO financing	(259,275)	(259,113)	(258,581)	(262,375)	(260,675)	(258,775)	(261,575)	(259,075)	(261,275)	(258,175)
Additional VML-VACO financing	(170,000)	(170,000)	(170,000)	(170,000)	(170,000)	-	-	-	-	-
Balance at End of Year	**1,114,824**	**1,089,027**	**1,066,078**	**1,041,651**	**1,021,240**	**1,175,045**	**1,328,366**	**1,486,503**	**1,644,756**	**1,808,425**

Projected Sewer Revenues and Expenses - Option A-Increase Rate to $3.50

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Revenue:										
Sewer Sales	669,500	812,935	817,975	823,015	828,055	833,095	838,135	843,175	848,215	853,255
Additional sales - 1/2 of first year	69,197									
Sewer Connection Fees	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600
Miscellaneous	500	500	500	500	500	500	500	500	500	500
Total Operating Revenue	770,797	845,035	850,075	855,115	860,155	865,195	870,235	875,275	880,315	885,355
Expenses:										
Salaries (increase 2%)	259,150	264,333	269,620	275,012	280,512	286,123	291,845	297,682	303,636	309,708
FICA/Unemployment Tax (8% of salaries)	20,735	21,147	21,570	22,001	22,441	22,890	23,348	23,815	24,291	24,777
VSRS (10% of salaries)	25,915	26,433	26,962	27,501	28,051	28,612	29,184	29,768	30,364	30,971
Health (16% of salaries)	40,315	42,293	43,139	44,002	44,882	45,780	46,695	47,629	48,582	49,553
Uniforms (max 5% increase after 1st 2 years)	2,500	2,500	2,625	2,756	2,894	3,039	3,191	3,350	3,518	3,694
Contractual	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Audit & Legal (7% for audit based on history)	23,000	24,610	26,333	28,176	30,148	32,259	34,517	36,933	39,518	42,285
Maintenance & Repairs (assume 2%)	70,000	71,400	72,828	74,285	75,770	77,286	78,831	80,408	82,016	83,656
VAC Truck Maintenance (assume 2%)	5,250	5,355	5,462	5,571	5,683	5,796	5,912	6,031	6,151	6,274
Data Processing (2%)	17,500	17,850	18,207	18,571	18,943	19,321	19,708	20,102	20,504	20,914
Utilities (2%)	40,000	40,800	41,616	42,448	43,297	44,163	45,046	45,947	46,866	47,804
Telephone (2%)	16,500	16,830	17,167	17,510	17,860	18,217	18,582	18,953	19,332	19,719
SCADA (2%)	3,000	3,060	3,121	3,184	3,247	3,312	3,378	3,446	3,515	3,585
Insurance (2%)	14,000	14,280	14,566	14,857	15,154	15,457	15,766	16,082	16,403	16,731
Materials & Supplies (2%)	46,000	46,920	47,858	48,816	49,792	50,788	51,803	52,840	53,896	54,974
Gas & Tires (2%)	12,000	12,240	12,485	12,734	12,989	13,249	13,514	13,784	14,060	14,341
Dues & Subscriptions (2%)	50	51	52	53	54	55	56	57	59	60
Travel & Training (2%)	4,000	4,080	4,162	4,245	4,330	4,416	4,505	4,595	4,687	4,780
Miscellaneous (2%)	1,931	1,970	2,009	2,049	2,090	2,132	2,175	2,218	2,262	2,308
Capital Projects Funded with Op. Rates/Revenue:										
Vehicles & Equipment	28,500	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Debt Service Paid with Op. Rates/Revenue:										
VRA Bond (Replaces GMAC)	117,772	114,800	115,745	116,623	117,403	117,670	117,455	116,933	116,109	115,073
Operating Expenses	750,118	752,952	767,525	782,394	797,541	812,565	827,512	842,573	857,769	873,208
Operating Income (Loss)	20,679	92,083	82,550	72,721	62,614	52,630	42,723	32,702	22,546	12,147
Percent Increase in Revenue Needed	-2.95%	-10.90%	-9.72%	-8.51%	-7.28%	-6.09%	-4.91%	-3.74%	-2.56%	-1.37%
Non-Operating Revenues (Expenses)										
Sewer Compliance Fee (Restricted)	488,255	491,152	494,049	496,945	499,842	502,739	505,636	508,533	511,429	514,326
Pro-Rata Fees (Restricted)	-	-	-	-	-	-	-	-	-	-
Availability Fees (Reserved)	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400
Interest Revenue (Undesignated)	3,250	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Total Non-Operating Revenues (Expenses)	573,905	576,552	579,449	582,345	585,242	588,139	591,036	593,933	596,829	599,726
Net Income (Loss)	594,584	668,635	661,998	655,066	647,856	640,769	633,759	626,635	619,375	611,873
Net Percent Increase in Revenue Needed	-84.81%	-79.17%	-77.92%	-76.65%	-75.36%	-74.10%	-72.87%	-71.63%	-70.40%	-69.15%

Reserves:

Projected Sewer Revenues and Expenses - Option A-Increase Rate to $3.50

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Sewer Development Escrow										
Beginning Balance - Pro Rata Fees	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611
Pro-Rata Share Fees	-	-	-	-	-	-	-	-	-	-
Pro Rata Share Fees Used	-	-	-	-	-	-	-	-	-	-
Balance at End of Year	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**
Sewer Capital Escrow										
Beginning Balance- Availability Fees	639,393	621,793	419,193	195,593	174,993	157,393	139,793	122,193	104,593	86,993
Availability Fees	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400
Availability Fees Used for Capital Projects:										
Sewer System Improvements (consent order related)	-	(185,000)	(206,000)	(3,000)	-	-	-	-	-	-
Sewer System Improvements (not consent order related)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Balance at End of Year	**621,793**	**419,193**	**195,593**	**174,993**	**157,393**	**139,793**	**122,193**	**104,593**	**86,993**	**69,393**
Sewer Compliance Escrow										
Beginning Balance-Sewer Compliance Fees	425,056	24,061	213	261	207	49	2,788	8,424	16,956	28,386
Sewer Compliance Fees	488,255	491,152	494,049	496,945	499,842	502,739	505,636	508,533	511,429	514,326
Sewer Compliance Fees Used:										
Ongoing sewer compliance costs (ie., rehab/wet weather mgt)	(889,250)	(515,000)	(494,000)	(497,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)
Balance at End of Year	**24,061**	**213**	**261**	**207**	**49**	**2,788**	**8,424**	**16,956**	**28,386**	**42,712**

	Existing Rate Schedule (Bi-Monthly)	Option A Rate Schedule (Bi-Monthly)
Water:		
IN TOWN RATE		
Fixed Fee	$ 19.30	$ 19.30
Usage per 1,000 gallons	$ 2.55	$ 4.85
OUT OF TOWN RATE		
Fixed Fee	$ 19.30	$ 19.30
Usage per 1,000 gallons	$ 3.19	$ 6.06
Sewer		
IN TOWN RATE		
Fixed Fee	$ 24.14	$ 24.14
Usage per 1,000 gallons	$ 2.90	$ 3.50
OUT OF TOWN RATE		
Fixed Fee	$ 24.14	$ 24.14
Usage per 1,000 gallons	$ 3.63	$ 4.38

		Existing Rates				OPTION A									
		Bi-Monthly Charge				BI-Monthly Charge									
Customer Type	Bi-Monthly Usage (Gallons)	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	$ Increase (Decrease) TOTAL BILL	% Increase (Decrease) TOTAL BILL	$ Increase (Decrease) WATER BILL	% Increase (Decrease) WATER BILL	$ Increase (Decrease) SEWER BILL-Includes HRSD	% Increase (Decrease) SEWER BILL-Includes HRSD
Residential or Commercial	-	19.30	24.14	-	43.44	19.30	24.14	-	43.44	-	0%	-	0%	-	0%
Residential or Commercial	1,000	21.85	27.04	15.00	63.89	24.15	27.64	15.00	66.79	2.90	5%	2.30	11%	0.60	1%
Residential or Commercial	2,000	24.40	29.94	15.00	69.34	29.00	31.14	15.00	75.14	5.80	8%	4.60	19%	1.20	3%
Residential or Commercial	3,000	26.95	32.84	15.00	74.79	33.85	34.64	15.00	83.49	8.70	12%	6.90	26%	1.80	4%
Residential or Commercial	4,000	29.50	35.74	16.32	81.56	38.70	38.14	16.32	93.16	11.60	14%	9.20	31%	2.40	5%
Residential or Commercial	5,000	32.05	38.64	20.40	91.09	43.55	41.64	20.40	105.59	14.50	16%	11.50	36%	3.00	5%
Residential or Commercial	6,000	34.60	41.54	24.48	100.62	48.40	45.14	24.48	118.02	17.40	17%	13.80	40%	3.60	5%
Residential or Commercial	7,000	37.15	44.44	28.56	110.15	53.25	48.64	28.56	130.45	20.30	18%	16.10	43%	4.20	6%
Residential or Commercial	8,000	39.70	47.34	32.64	119.68	58.10	52.14	32.64	142.88	23.20	19%	18.40	46%	4.80	6%
Residential or Commercial	9,000	42.25	50.24	36.72	129.21	62.95	55.64	36.72	155.31	26.10	20%	20.70	49%	5.40	6%
Residential or Commercial	10,000	44.80	53.14	40.80	138.74	67.80	59.14	40.80	167.74	29.00	21%	23.00	51%	6.00	6%
Residential or Commercial	11,000	47.35	56.04	44.88	148.27	72.65	62.64	44.88	180.17	31.90	22%	25.30	53%	6.60	7%
Residential or Commercial	12,000	49.90	58.94	48.96	157.80	77.50	66.14	48.96	192.60	34.80	22%	27.60	55%	7.20	7%
Residential or Commercial	13,000	52.45	61.84	53.04	167.33	82.35	69.64	53.04	205.03	37.70	23%	29.90	57%	7.80	7%
Residential or Commercial	14,000	55.00	64.74	57.12	176.86	87.20	73.14	57.12	217.46	40.60	23%	32.20	59%	8.40	7%
Residential or Commercial	15,000	57.55	67.64	61.20	186.39	92.05	76.64	61.20	229.89	43.50	23%	34.50	60%	9.00	7%
Residential or Commercial	16,000	60.10	70.54	65.28	195.92	96.90	80.14	65.28	242.32	46.40	24%	36.80	61%	9.60	7%
Residential or Commercial	17,000	62.65	73.44	69.36	205.45	101.75	83.64	69.36	254.75	49.30	24%	39.10	62%	10.20	7%
Residential or Commercial	18,000	65.20	76.34	73.44	214.98	106.60	87.14	73.44	267.18	52.20	24%	41.40	63%	10.80	7%
Residential or Commercial	19,000	67.75	79.24	77.52	224.51	111.45	90.64	77.52	279.61	55.10	25%	43.70	65%	11.40	7%
Residential or Commercial	20,000	70.30	82.14	81.60	234.04	116.30	94.14	81.60	292.04	58.00	25%	46.00	65%	12.00	7%
Residential or Commercial	30,000	95.80	111.14	122.40	329.34	164.80	129.14	122.40	416.34	87.00	26%	69.00	72%	18.00	8%
Residential or Commercial	40,000	121.30	140.14	163.20	424.64	213.30	164.14	163.20	540.64	116.00	27%	92.00	76%	24.00	8%
Residential or Commercial	50,000	146.80	169.14	204.00	519.94	261.80	199.14	204.00	664.94	145.00	28%	115.00	78%	30.00	8%
Residential or Commercial	60,000	172.30	198.14	244.80	615.24	310.30	234.14	244.80	789.24	174.00	28%	138.00	80%	36.00	8%
Residential or Commercial	70,000	197.80	227.14	285.60	710.54	358.80	269.14	285.60	913.54	203.00	29%	161.00	81%	42.00	8%
Residential or Commercial	80,000	223.30	256.14	326.40	805.84	407.30	304.14	326.40	1,037.84	232.00	29%	184.00	82%	48.00	8%
Residential or Commercial	90,000	248.80	285.14	367.20	901.14	455.80	339.14	367.20	1,162.14	261.00	29%	207.00	83%	54.00	8%
Residential or Commercial	100,000	274.30	314.14	408.00	996.44	504.30	374.14	408.00	1,286.44	290.00	29%	230.00	84%	60.00	8%
Multi-Family Units															
Patriots Landing (12 units)	135,600	577.38	682.92	553.25	1,813.55	889.26	764.28	553.25	2,206.79	393.24	22%	311.88	54%	81.36	7%
Bradford Mews (12 units)	139,000	586.05	692.78	567.12	1,845.95	905.75	776.18	567.12	2,249.05	403.10	22%	319.70	55%	83.40	7%
Cedar Street (24 units)	157,000	863.55	1,034.66	640.56	2,538.77	1,224.65	1,128.86	640.56	2,994.07	455.30	18%	361.10	42%	94.20	6%
Church Manor (50 units)	181,900	1,428.85	1,734.51	742.15	3,905.51	1,847.22	1,843.65	742.15	4,433.02	527.51	14%	418.37	29%	109.14	4%
Morris Creek (24 units)	234,500	1,061.18	1,259.41	956.76	3,277.35	1,600.53	1,400.11	956.76	3,957.40	680.05	21%	539.35	51%	140.70	6%
Jersey Park (25 units)	324,500	1,309.98	1,544.55	1323.96	4,178.49	2,056.33	1,739.25	1323.96	5,119.54	941.05	23%	746.35	57%	194.70	7%
Woods Edge Apts (17 units)	419,000	1,396.55	1,625.48	1,709.52	4,731.55	2,360.25	1,876.88	1,709.52	5,946.65	1,215.10	26%	963.70	69%	251.40	8%
Covenant Place (41 units)	797,000	2,823.65	3,301.04	3,251.76	9,376.45	4,656.75	3,779.24	3,251.76	11,687.75	2,311.30	25%	1,833.10	65%	478.20	7%
Selected Non-Residential Customers															
Pretlow Funeral Home	700	21.09	26.17	15.00	62.26	22.70	26.59	15.00	64.29	2.03	3%	1.61	8%	0.42	1%
Boulevard Cleaners	1,100	22.11	27.33	15.00	64.44	24.64	27.99	15.00	67.63	3.19	5%	2.53	11%	0.66	2%
Smithfield Family Dentistry	3,450	28.10	34.15	15.00	77.25	36.03	36.22	15.00	87.25	10.00	13%	7.93	28%	2.07	4%
Smithfield Little Theater	4,500	30.78	37.19	18.36	86.33	41.13	39.89	18.36	99.38	13.05	15%	10.35	34%	2.70	5%
Ringo's Donuts	5,950	34.47	41.4	24.28	100.15	48.16	44.97	24.28	117.40	17.25	17%	13.69	40%	3.57	5%
The Hair Stop	6,400	35.62	42.7	26.11	104.43	50.34	46.54	26.11	122.99	18.56	18%	14.72	41%	3.84	6%
Little's Flower Shop	6,750	36.51	43.72	27.54	107.77	52.04	47.77	27.54	127.34	19.57	18%	15.53	43%	4.05	6%
Hearns Furniture Store	7,050	37.28	44.59	28.76	110.63	53.49	48.82	28.76	131.07	20.44	18%	16.21	43%	4.22	6%
Powerhouse Equipment	7,800	39.19	46.76	31.82	117.77	57.13	51.44	31.82	140.39	22.62	19%	17.94	46%	4.68	6%
Rite Aid Corporation	10,600	46.33	54.88	43.25	144.46	70.71	61.24	43.25	175.20	30.74	21%	24.38	53%	6.36	6%
Smithfield Fast Lube	12,750	51.81	61.12	52.02	164.95	81.14	68.77	52.02	201.92	36.97	22%	29.33	57%	7.65	7%
Smithfield Detailing & Power Wash	13,100	52.71	62.13	53.45	168.29	82.84	69.99	53.45	206.28	37.99	23%	30.13	57%	7.86	7%
DAV Thrift Store	14,050	55.13	64.89	57.32	177.34	87.44	73.32	57.32	218.08	40.74	23%	32.31	59%	8.42	7%

	Existing Rates					OPTION A									
		Bi-Monthly Charge				BI-Monthly Charge									
Customer Type	Bi-Monthly Usage (Gallons)	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	$ Increase (Decrease) TOTAL BILL	% Increase (Decrease) TOTAL BILL	$ Increase (Decrease) WATER BILL	% Increase (Decrease) WATER BILL	$ Increase (Decrease) SEWER BILL-Includes HRSD	% Increase (Decrease) SEWER BILL-Includes HRSD
Smithfield Animal Hospital	15,200	58.06	68.22	62.02	188.30	93.02	77.34	62.02	232.38	44.08	23%	34.96	60%	9.12	7%
Colonial Funeral Home	16,800	62.14	72.86	68.54	203.54	100.78	82.94	68.54	252.26	48.72	24%	38.64	62%	10.08	7%
7-Eleven (S Church Street)	20,350	71.19	83.16	83.03	237.38	118.00	95.37	83.03	296.39	59.01	25%	46.81	66%	12.21	7%
Smithfield Foods (1911 S Church)	25,000	83.05	96.64	102.00	281.69	140.55	111.64	102.00	354.19	72.50	26%	57.50	69%	15.00	8%
Main Street Baptist Church	32,100	101.16	117.23	130.97	349.36	174.99	136.49	130.97	442.45	93.09	27%	73.83	73%	19.26	8%
Smithfield Gourmet Bakery	50,950	149.22	171.9	207.88	529.00	266.41	202.47	207.88	676.75	147.75	28%	117.19	79%	30.57	8%
Royal Farms	58,800	169.24	194.66	239.90	603.80	304.48	229.94	239.90	774.32	170.52	28%	135.24	80%	35.28	8%
Main Street Restaurant	59,550	171.15	196.84	242.96	610.95	308.12	232.57	242.96	783.64	172.69	28%	136.97	80%	35.73	8%
Anna's	61,000	174.85	201.04	248.88	624.77	315.15	237.64	248.88	801.67	176.90	28%	140.30	80%	36.60	8%
Smithfield Transporation	71,130	200.68	230.42	290.21	721.31	364.28	273.10	290.21	927.59	206.28	29%	163.60	82%	42.68	8%
Bloom	83,500	232.23	266.29	340.68	839.20	424.28	316.39	340.68	1,081.35	242.15	29%	192.05	83%	50.10	8%
Smithfield Inn	85,770	238.01	272.87	349.94	860.82	435.28	324.34	349.94	1,109.56	248.74	29%	197.27	83%	51.47	8%
McDonald's	93,000	256.45	293.84	379.44	929.73	470.35	349.64	379.44	1,199.43	269.70	29%	213.90	83%	55.80	8%
Wendy's	94,000	259.00	296.74	383.52	939.26	475.20	353.14	383.52	1,211.86	272.60	29%	216.20	83%	56.40	8%
YMCA	95,000	261.55	299.64	387.60	948.79	480.05	356.64	387.60	1,224.29	275.50	29%	218.50	84%	57.00	8%
Cool Wave	100,000	274.30	314.14	408.00	996.44	504.30	374.14	408.00	1,286.44	290.00	29%	230.00	84%	60.00	8%
Hardee's	103,800	283.99	325.16	423.50	1,032.65	522.73	387.44	423.50	1,333.67	301.02	29%	238.74	84%	62.28	8%
Burger King	120,560	326.73	373.76	491.88	1,192.37	604.02	446.10	491.88	1,542.00	349.63	29%	277.29	85%	72.34	8%
Club Forest Cypress Run LLC (13432 BCB)	126,000	340.60	389.54	514.08	1,244.22	630.40	465.14	514.08	1,609.62	365.40	29%	289.80	85%	75.60	8%
Westside Elementary School	133,500	359.73	411.29	544.68	1,315.70	666.78	491.39	544.68	1,702.85	387.15	29%	307.05	85%	80.10	8%
Southern Foods Store (including car wash)	153,000	409.45	467.84	624.24	1,501.53	761.35	559.64	624.24	1,945.23	443.70	30%	351.90	86%	91.80	8%
Smithfield Foods (111 Commerce)	161,000	429.85	491.04	656.88	1,577.77	800.15	587.64	656.88	2,044.67	466.90	30%	370.30	86%	96.60	8%
Club Forest Cypress Run LLC (13474 BCB)	176,700	469.89	536.57	720.94	1,727.40	876.30	642.59	720.94	2,239.83	512.43	30%	406.41	86%	106.02	8%
Farm Fresh	204,000	539.50	615.74	832.32	1,987.56	1,008.70	738.14	832.32	2,579.16	591.60	30%	469.20	87%	122.40	8%
Ever-Clean Laundry	213,500	563.73	643.29	871.08	2,078.10	1,054.78	771.39	871.08	2,697.25	619.15	30%	491.05	87%	128.10	8%
Smithfield Foods (200 Commerce)	242,500	637.68	727.39	989.40	2,354.47	1,195.43	872.89	989.40	3,057.72	703.25	30%	557.75	87%	145.50	8%
Farmers Service	262,000	687.40	783.94	1,068.96	2,540.30	1,290.00	941.14	1,068.96	3,300.10	759.80	30%	602.60	88%	157.20	8%
Riverside Convalescent Center	306,100	799.86	911.83	1,248.89	2,960.58	1,503.89	1,095.49	1,248.89	3,848.27	887.69	30%	704.03	88%	183.66	8%
Smithfield Station	309,500	808.53	921.69	1,262.76	2,992.98	1,520.38	1,107.39	1,262.76	3,890.53	897.55	30%	711.85	88%	185.70	9%
Hampton Inn	340,000	886.30	1010.14	1,387.20	3,283.64	1,668.30	1,214.14	1,387.20	4,269.64	986.00	30%	782.00	88%	204.00	9%

Appendix C. – Option B

Projected Water Revenues and Expenses - Option B-Tier Rates

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Revenue:										
Water Sales	625,000	1,193,965	1,200,565	1,207,165	1,213,765	1,220,365	1,226,965	1,233,565	1,240,165	1,246,766
Additional sales - 1/2 of first year	279,923									
Water Sales-IOW County	230,085	389,433	389,433	389,433	389,433	389,433	389,433	389,433	389,433	389,433
Increase IOW County Sales-1/2 of first year (blended rate $6.64)	52,647									
Water Connection Fees (assume 20 per year)-$660 each	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200
Application Fees	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Miscellaneous	500	500	500	500	500	500	500	500	500	500
Total Operating Revenue	1,206,355	1,602,098	1,608,698	1,615,298	1,621,898	1,628,498	1,635,098	1,641,698	1,648,298	1,654,899
Expenses:										
Salaries (increase 2%)	291,300	297,126	303,069	309,130	315,312	321,619	328,051	334,612	341,304	348,130
FICA/Unemployment Tax (8% of salaries)	23,304	23,770	24,245	24,730	25,225	25,729	26,244	26,769	27,304	27,850
VSRS (10% of salaries)	29,245	29,713	30,307	30,913	31,531	32,162	32,805	33,461	34,130	34,813
Health (15% of salaries)	43,000	44,569	45,460	46,369	47,297	48,243	49,208	50,192	51,196	52,220
Uniforms (max 5% increase after 1st 2 years)	3,000	3,000	3,150	3,308	3,473	3,647	3,829	4,020	4,221	4,432
Contractual	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000
Audit & Legal (7% for audit based on history)	23,000	24,610	26,333	28,176	30,148	32,259	34,517	36,933	39,518	42,285
Maintenance & Repairs (assume 2%)	21,000	21,420	21,848	22,285	22,731	23,186	23,649	24,122	24,605	25,097
Water Tank Maintenance	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Additional O&M-Fluoride Removal	442,950	501,217	520,837	532,718	545,193	558,292	572,046	586,488	601,652	617,573
Well Maintenance	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Professional Services (2%)	1,000	1,020	1,040	1,061	1,082	1,104	1,126	1,149	1,172	1,195
Data Processing (2%)	16,000	16,320	16,646	16,979	17,319	17,665	18,019	18,379	18,747	19,121
Utilities (2%)	65,000	66,300	67,626	68,979	70,358	71,765	73,201	74,665	76,158	77,681
Communications (2%)	12,300	12,546	12,797	13,053	13,314	13,580	13,852	14,129	14,411	14,700
Insurance (10%-initially then 2%)	16,000	17,600	17,952	18,311	18,677	19,051	19,432	19,820	20,217	20,621
Materials & Supplies (2%)	114,400	116,688	119,022	121,402	123,830	126,307	128,833	131,410	134,038	136,719
Gas & Tires (2%)	12,000	12,240	12,485	12,734	12,989	13,249	13,514	13,784	14,060	14,341
Dues & Subscriptions (2%)	800	816	832	849	866	883	901	919	937	956
Travel & Training (2%)	5,500	5,610	5,722	5,837	5,953	6,072	6,194	6,318	6,444	6,573
Miscellaneous (2%)	9,236	9,421	9,609	9,801	9,997	10,197	10,401	10,609	10,821	11,038
Capital Projects Funded with Op. Rates/Revenue:										
Vehicles & Equipment	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Debt Service Paid with Op. Rates/Revenue:										
VRA Bond (Replaces GMAC)	24,122	23,513	23,708	23,886	24,046	24,101	24,056	23,950	23,782	23,569
Operating Expenses	1,294,157	1,368,498	1,403,689	1,431,522	1,460,344	1,490,111	1,520,877	1,552,729	1,585,718	1,619,914
Operating Income (Loss)	(87,802)	233,600	205,009	183,776	161,555	138,387	114,221	88,969	62,580	34,984
Percent Increase in Revenue Needed	10.27%	-14.75%	-12.89%	-11.51%	-10.08%	-8.60%	-7.07%	-5.48%	-3.84%	-2.14%
Non-Operating Revenues (Expenses)										
Debt Service Fee (Restricted)	401,000	403,316	405,632	407,948	410,264	412,580	414,896	417,212	419,528	421,844
Pro-Rata Fees (Restricted)	-	-	-	-	-	-	-	-	-	-
Availability Fees (Reserved)	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400
Interest Revenue (Undesignated)	5,925	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500
Total Non-Operating Revenues (Expenses)	461,325	463,216	465,532	467,848	470,164	472,480	474,796	477,112	479,428	481,744
Net Income (Loss)	373,523	696,816	670,541	651,624	631,719	610,867	589,017	566,081	542,008	516,728
Percent Increase in Revenue Needed	-43.68%	-44.01%	-42.17%	-40.81%	-39.40%	-37.95%	-36.44%	-34.88%	-33.26%	-31.58%

Projected Water Revenues and Expenses - Option B-Tier Rates

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Reserves:										
Water Development Escrow										
Beginning Balance - Pro Rata Fees	223,917.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00
Pro-Rata Share Fees	-	-	-	-	-	-	-	-	-	-
Pro Rata Share Fees Used	(218,917.00)	-	-	-	-	-	-	-	-	-
Balance at End of Year	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**
Water Capital Escrow										
Beginning Balance- Availability Fees	951,188	445,052	399,452	353,852	308,252	262,652	217,052	171,452	125,852	80,252
Reimburse advance for Waterline replacement	123,939	-	-	-	-	-	-	-	-	-
Availability Fees	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400
Availability Fees Used for Capital Projects:										
Completion of RO Plant	(584,475)	-	-	-	-	-	-	-	-	-
Water System Improvements	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Balance at End of Year	**445,052**	**399,452**	**353,852**	**308,252**	**262,652**	**217,052**	**171,452**	**125,852**	**80,252**	**34,652**
Water Debt Service Escrow										
Beginning Balance-Debt Service Fees	1,143,099	1,114,824	1,089,027	1,066,078	1,041,651	1,021,240	1,175,045	1,328,366	1,486,503	1,644,756
Debt Service Fees	401,000	403,316	405,632	407,948	410,264	412,580	414,896	417,212	419,528	421,844
Debt Service Fees Used:										
Original VML-VACO financing	(259,275)	(259,113)	(258,581)	(262,375)	(260,675)	(258,775)	(261,575)	(259,075)	(261,275)	(258,175)
Additional VML-VACO financing (some allocated to op?)	(170,000)	(170,000)	(170,000)	(170,000)	(170,000)	-	-	-	-	-
Balance at End of Year	**1,114,824**	**1,089,027**	**1,066,078**	**1,041,651**	**1,021,240**	**1,175,045**	**1,328,366**	**1,486,503**	**1,644,756**	**1,808,425**

Projected Sewer Revenues and Expenses - Option B-Tier Rates

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Revenue:										
Sewer Sales	669,500	830,237	835,241	840,245	845,249	850,253	855,257	860,261	865,265	870,269
Additional sales - 1/2 of first year	77,866									
Sewer Connection Fees	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600
Miscellaneous	500	500	500	500	500	500	500	500	500	500
Total Operating Revenue	779,466	862,337	867,341	872,345	877,349	882,353	887,357	892,361	897,365	902,369
Expenses:										
Salaries (increase 2%)	259,150	264,333	269,620	275,012	280,512	286,123	291,845	297,682	303,636	309,708
FICA/Unemployment Tax (8% of salaries)	20,735	21,147	21,570	22,001	22,441	22,890	23,348	23,815	24,291	24,777
VSRS (10% of salaries)	25,915	26,433	26,962	27,501	28,051	28,612	29,184	29,768	30,364	30,971
Health (16% of salaries)	40,315	42,293	43,139	44,002	44,882	45,780	46,695	47,629	48,582	49,553
Uniforms (max 5% increase after 1st 2 years)	2,500	2,500	2,625	2,756	2,894	3,039	3,191	3,350	3,518	3,694
Contractual	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Audit & Legal (7% for audit based on history)	23,000	24,610	26,333	28,176	30,148	32,259	34,517	36,933	39,518	42,285
Maintenance & Repairs (assume 2%)	70,000	71,400	72,828	74,285	75,770	77,286	78,831	80,408	82,016	83,656
VAC Truck Maintenance (assume 2%)	5,250	5,355	5,462	5,571	5,683	5,796	5,912	6,031	6,151	6,274
Data Processing (2%)	17,500	17,850	18,207	18,571	18,943	19,321	19,708	20,102	20,504	20,914
Utilities (2%)	40,000	40,800	41,616	42,448	43,297	44,163	45,046	45,947	46,866	47,804
Telephone (2%)	16,500	16,830	17,167	17,510	17,860	18,217	18,582	18,953	19,332	19,719
SCADA (2%)	3,000	3,060	3,121	3,184	3,247	3,312	3,378	3,446	3,515	3,585
Insurance (2%)	14,000	14,280	14,566	14,857	15,154	15,457	15,766	16,082	16,403	16,731
Materials & Supplies (2%)	46,000	46,920	47,858	48,816	49,792	50,788	51,803	52,840	53,896	54,974
Gas & Tires (2%)	12,000	12,240	12,485	12,734	12,989	13,249	13,514	13,784	14,060	14,341
Dues & Subscriptions (2%)	50	51	52	53	54	55	56	57	59	60
Travel & Training (2%)	4,000	4,080	4,162	4,245	4,330	4,416	4,505	4,595	4,687	4,780
Miscellaneous (2%)	1,931	1,970	2,009	2,049	2,090	2,132	2,175	2,218	2,262	2,308
Capital Projects Funded with Op. Rates/Revenue:										
Vehicles & Equipment	28,500	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Debt Service Paid with Op. Rates/Revenue:										
VRA Bond (Replaces GMAC)	117,772	114,800	115,745	116,623	117,403	117,670	117,455	116,933	116,109	115,073
Operating Expenses	750,118	752,952	767,525	782,394	797,541	812,565	827,512	842,573	857,769	873,208
Operating Income (Loss)	29,348	109,385	99,816	89,951	79,808	69,788	59,845	49,788	39,596	29,161
Percent Increase in Revenue Needed	-4.19%	-12.69%	-11.51%	-10.32%	-9.10%	-7.91%	-6.75%	-5.58%	-4.41%	-3.23%
Non-Operating Revenues (Expenses)										
Sewer Compliance Fee (Restricted)	488,255	491,152	494,049	496,945	499,842	502,739	505,636	508,533	511,429	514,326
Pro-Rata Fees (Restricted)	-	-	-	-	-	-	-	-	-	-
Availability Fees (Reserved)	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400
Interest Revenue (Undesignated)	3,250	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Total Non-Operating Revenues (Expenses)	573,905	576,552	579,449	582,345	585,242	588,139	591,036	593,933	596,829	599,726
Net Income (Loss)	603,253	685,937	679,264	672,296	665,050	657,927	650,881	643,721	636,426	628,887
Net Percent Increase in Revenue Needed	-86.04%	-79.59%	-78.36%	-77.11%	-75.85%	-74.61%	-73.39%	-72.18%	-70.96%	-69.73%

Reserves:

Projected Sewer Revenues and Expenses - Option B-Tier Rates

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Sewer Development Escrow										
Beginning Balance - Pro Rata Fees	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611
Pro-Rata Share Fees	-	-	-	-	-	-	-	-	-	-
Pro Rata Share Fees Used	-	-	-	-	-	-	-	-	-	-
Balance at End of Year	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**
Sewer Capital Escrow										
Beginning Balance- Availability Fees	639,393	621,793	419,193	195,593	174,993	157,393	139,793	122,193	104,593	86,993
Availability Fees	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400
Availability Fees Used for Capital Projects:										
Sewer System Improvements (consent order related)	-	(185,000)	(206,000)	(3,000)	-	-	-	-	-	-
Sewer System Improvements (not consent order related)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Balance at End of Year	**621,793**	**419,193**	**195,593**	**174,993**	**157,393**	**139,793**	**122,193**	**104,593**	**86,993**	**69,393**
Sewer Compliance Escrow										
Beginning Balance-Sewer Compliance Fees	425,056	24,061	213	261	207	49	2,788	8,424	16,956	28,386
Sewer Compliance Fees	488,255	491,152	494,049	496,945	499,842	502,739	505,636	508,533	511,429	514,326
Sewer Compliance Fees Used:										
Ongoing sewer compliance costs (ie., rehab/wet weather mgt)	(889,250)	(515,000)	(494,000)	(497,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)
Balance at End of Year	**24,061**	**213**	**261**	**207**	**49**	**2,788**	**8,424**	**16,956**	**28,386**	**42,712**

	Existing Rate Schedule (Bi-Monthly)	Option B Rate Schedule (Bi-Monthly)	Option B TIERS	
Water:				
IN TOWN RATE				
Fixed Fee	$ 19.30	$ 19.30		
Usage per 1,000 gallons	$ 2.55	$ 4.50	9,999	Limit of First Tier
		$ 5.00	10,000-19,999	Limit of Second Tier
		$ 5.25	20,000-99,999	Limit of Third Tier
		$ 5.50	100,000 & >	Fourth Tier
OUT OF TOWN RATE				
Fixed Fee	$ 19.30	$ 19.30		
Usage per 1,000 gallons	$ 3.19	$ 5.60	9,999	Limit of First Tier
		$ 6.25	10,000-19,999	Limit of Second Tier
		$ 6.55	20,000-99,999	Limit of Third Tier
		$ 6.90	100,000 & >	Fourth Tier
Sewer				
IN TOWN RATE				
Fixed Fee	$ 24.14	$ 24.14		
Usage per 1,000 gallons	$ 2.90	$ 3.45	9,999	Limit of First Tier
		$ 3.60	10,000-19,999	Limit of Second Tier
		$ 3.75	20,000-99,999	Limit of Third Tier
		$ 4.00	100,000 & >	Fourth Tier
OUT OF TOWN RATE				
Fixed Fee	$ 24.14	$ 24.14		
Usage per 1,000 gallons	$ 3.63	$ 4.35	9,999	Limit of First Tier
		$ 4.50	10,000-19,999	Limit of Second Tier
		$ 4.70	20,000-99,999	Limit of Third Tier
		$ 5.00	100,000 & >	Fourth Tier

		Existing Rates				OPTION B									
		Bi-Monthly Charge				Bi-Monthly Charge									
Customer Type	Bi-Monthly Usage (Gallons)	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	$ Increase (Decrease) TOTAL BILL	% Increase (Decrease) TOTAL BILL	$ Increase (Decrease) WATER BILL	% Increase (Decrease) WATER BILL	$ Increase (Decrease) SEWER BILL-Includes HRSD	% Increase (Decrease) SEWER BILL-Includes HRSD
Residential or Commercial	-	19.30	24.14	-	43.44	19.30	24.14	-	43.44	-	0%	-	0%	-	0%
Residential or Commercial	1,000	21.85	27.04	15.00	63.89	23.80	27.59	15.00	66.39	2.50	4%	1.95	9%	0.55	1%
Residential or Commercial	2,000	24.40	29.94	15.00	69.34	28.30	31.04	15.00	74.34	5.00	7%	3.90	16%	1.10	2%
Residential or Commercial	3,000	26.95	32.84	15.00	74.79	32.80	34.49	15.00	82.29	7.50	10%	5.85	22%	1.65	3%
Residential or Commercial	4,000	29.50	35.74	16.32	81.56	37.30	37.94	16.32	91.56	10.00	12%	7.80	26%	2.20	4%
Residential or Commercial	5,000	32.05	38.64	20.40	91.09	41.80	41.39	20.40	103.59	12.50	14%	9.75	30%	2.75	5%
Residential or Commercial	6,000	34.60	41.54	24.48	100.62	46.30	44.84	24.48	115.62	15.00	15%	11.70	34%	3.30	5%
Residential or Commercial	7,000	37.15	44.44	28.56	110.15	50.80	48.29	28.56	127.65	17.50	16%	13.65	37%	3.85	5%
Residential or Commercial	8,000	39.70	47.34	32.64	119.68	55.30	51.74	32.64	139.68	20.00	17%	15.60	39%	4.40	6%
Residential or Commercial	9,000	42.25	50.24	36.72	129.21	59.80	55.19	36.72	151.71	22.50	17%	17.55	42%	4.95	6%
Residential or Commercial	10,000	44.80	53.14	40.80	138.74	64.30	58.64	40.80	163.74	25.00	18%	19.50	44%	5.50	6%
Residential or Commercial	11,000	47.35	56.04	44.88	148.27	69.30	62.24	44.88	176.42	28.15	19%	21.95	46%	6.20	6%
Residential or Commercial	12,000	49.90	58.94	48.96	157.80	74.30	65.84	48.96	189.10	31.30	20%	24.40	49%	6.90	6%
Residential or Commercial	13,000	52.45	61.84	53.04	167.33	79.30	69.44	53.04	201.78	34.45	21%	26.85	51%	7.60	7%
Residential or Commercial	14,000	55.00	64.74	57.12	176.86	84.30	73.04	57.12	214.46	37.60	21%	29.30	53%	8.30	7%
Residential or Commercial	15,000	57.55	67.64	61.20	186.39	89.30	76.64	61.20	227.14	40.75	22%	31.75	55%	9.00	7%
Residential or Commercial	16,000	60.10	70.54	65.28	195.92	94.30	80.24	65.28	239.82	43.90	22%	34.20	57%	9.70	7%
Residential or Commercial	17,000	62.65	73.44	69.36	205.45	99.30	83.84	69.36	252.50	47.05	23%	36.65	59%	10.40	7%
Residential or Commercial	18,000	65.20	76.34	73.44	214.98	104.30	87.44	73.44	265.18	50.20	23%	39.10	60%	11.10	7%
Residential or Commercial	19,000	67.75	79.24	77.52	224.51	109.30	91.04	77.52	277.86	53.35	24%	41.55	61%	11.80	8%
Residential or Commercial	20,000	70.30	82.14	81.60	234.04	114.30	94.64	81.60	290.54	56.50	24%	44.00	63%	12.50	8%
Residential or Commercial	30,000	95.80	111.14	122.40	329.34	166.80	132.14	122.40	421.34	92.00	28%	71.00	74%	21.00	9%
Residential or Commercial	40,000	121.30	140.14	163.20	424.64	219.30	169.64	163.20	552.14	127.50	30%	98.00	81%	29.50	10%
Residential or Commercial	50,000	146.80	169.14	204.00	519.94	271.80	207.14	204.00	682.94	163.00	31%	125.00	85%	38.00	10%
Residential or Commercial	60,000	172.30	198.14	244.80	615.24	324.30	244.64	244.80	813.74	198.50	32%	152.00	88%	46.50	10%
Residential or Commercial	70,000	197.80	227.14	285.60	710.54	376.80	282.14	285.60	944.54	234.00	33%	179.00	90%	55.00	11%
Residential or Commercial	80,000	223.30	256.14	326.40	805.84	429.30	319.64	326.40	1,075.34	269.50	33%	206.00	92%	63.50	11%
Residential or Commercial	90,000	248.80	285.14	367.20	901.14	481.80	357.14	367.20	1,206.14	305.00	34%	233.00	94%	72.00	11%
Residential or Commercial	100,000	274.30	314.14	408.00	996.44	534.30	394.64	408.00	1,336.94	340.50	34%	260.00	95%	80.50	11%
Multi-Family Units															
Patriots Landing (12 units)	135,600	577.38	682.92	553.25	1,813.55	942.40	802.58	553.25	2,298.23	484.68	27%	365.02	63%	119.66	10%
Bradford Mews (12 units)	139,000	586.05	692.78	567.12	1,845.95	961.10	816.18	567.12	2,344.40	498.45	27%	375.05	64%	123.40	10%
Cedar Street (24 units)	157,000	863.55	1,034.66	640.56	2,538.77	1,291.70	1,177.86	640.56	3,110.12	571.35	23%	428.15	50%	143.20	9%
Church Manor (50 units)	181,900	1,428.85	1,734.51	742.15	3,905.51	1,930.45	1,905.10	742.15	4,577.70	672.19	17%	501.60	35%	170.59	7%
Morris Creek (24 units)	234,500	1,061.18	1,259.41	956.76	3,277.35	1,717.95	1,487.86	956.76	4,162.57	885.22	27%	656.77	62%	228.45	10%
Jersey Park (25 units)	324,500	1,309.98	1,544.55	1323.96	4,178.49	2,232.25	1,872.00	1323.96	5,428.21	1,249.72	30%	922.27	70%	327.45	11%
Woods Edge Apts (17 units)	419,000	1,396.55	1,625.48	1,709.52	4,731.55	2,597.60	2,056.88	1,709.52	6,364.00	1,632.45	35%	1,201.05	86%	431.40	13%
Covenant Place (41 units)	797,000	2,823.65	3,301.04	3,251.76	9,376.45	5,139.80	4,148.24	3,251.76	12,539.80	3,163.35	34%	2,316.15	82%	847.20	13%

		Existing Rates				OPTION B									
		Bi-Monthly Charge				BI-Monthly Charge									
Customer Type	Bi-Monthly Usage (Gallons)	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	$ Increase (Decrease) TOTAL BILL	% Increase (Decrease) TOTAL BILL	$ Increase (Decrease) WATER BILL	% Increase (Decrease) WATER BILL	$ Increase (Decrease) SEWER BILL-Includes HRSD	% Increase (Decrease) SEWER BILL-Includes HRSD
Selected Non-Residential Customers															
Pretlow Funeral Home	700	21.09	26.17	15.00	62.26	22.45	26.56	15.00	64.01	1.75	3%	1.37	6%	0.38	1%
Boulevard Cleaners	1,100	22.11	27.33	15.00	64.44	24.25	27.94	15.00	67.19	2.75	4%	2.14	10%	0.61	1%
Smithfield Family Dentistry	3,450	28.10	34.15	15.00	77.25	34.83	36.04	15.00	85.87	8.62	11%	6.73	24%	1.89	4%
Smithfield Little Theater	4,500	30.78	37.19	18.36	86.33	39.55	39.67	18.36	97.58	11.25	13%	8.77	28%	2.48	4%
Ringo's Donuts	5,950	34.47	41.4	24.28	100.15	46.08	44.67	24.28	115.02	14.87	15%	11.61	34%	3.27	5%
The Hair Stop	6,400	35.62	42.7	26.11	104.43	48.10	46.22	26.11	120.43	16.00	15%	12.48	35%	3.52	5%
Little's Flower Shop	6,750	36.51	43.72	27.54	107.77	49.68	47.43	27.54	124.64	16.87	16%	13.17	36%	3.71	5%
Hearns Furniture Store	7,050	37.28	44.59	28.76	110.63	51.03	48.46	28.76	128.25	17.62	16%	13.75	37%	3.87	5%
Powerhouse Equipment	7,800	39.19	46.76	31.82	117.77	54.40	51.05	31.82	137.27	19.50	17%	15.21	39%	4.29	5%
Rite Aid Corporation	10,600	46.33	54.88	43.25	144.46	67.30	60.80	43.25	171.35	26.89	19%	20.97	45%	5.92	6%
Smithfield Fast Lube	12,750	51.81	61.12	52.02	164.95	78.05	68.54	52.02	198.61	33.66	20%	26.24	51%	7.42	7%
Smithfield Detailing & Power Wash	13,100	52.71	62.13	53.45	168.29	79.80	69.80	53.45	203.05	34.76	21%	27.09	51%	7.67	7%
DAV Thrift Store	14,050	55.13	64.89	57.32	177.34	84.55	73.22	57.32	215.09	37.75	21%	29.42	53%	8.33	7%
Smithfield Animal Hospital	15,200	58.06	68.22	62.02	188.30	90.30	77.36	62.02	229.68	41.38	22%	32.24	56%	9.14	7%
Colonial Funeral Home	16,800	62.14	72.86	68.54	203.54	98.30	83.12	68.54	249.96	46.42	23%	36.16	58%	10.26	7%
7-Eleven (S Church Street)	20,350	71.19	83.16	83.03	237.38	116.14	95.95	83.03	295.12	57.74	24%	44.95	63%	12.79	8%
Smithfield Foods (1911 S Church)	25,000	83.05	96.64	102.00	281.69	140.55	113.39	102.00	355.94	74.25	26%	57.50	69%	16.75	8%
Main Street Baptist Church	32,100	101.16	117.23	130.97	349.36	177.83	140.02	130.97	448.81	99.45	28%	76.67	76%	22.79	9%
Smithfield Gourmet Bakery	50,950	149.22	171.9	207.88	529.00	276.79	210.70	207.88	695.37	166.37	31%	127.57	85%	38.80	10%
Royal Farms	58,800	169.24	194.66	239.90	603.80	318.00	240.14	239.90	798.04	194.24	32%	148.76	88%	45.48	10%
Main Street Restaurant	59,550	171.15	196.84	242.96	610.95	321.94	242.95	242.96	807.85	196.90	32%	150.79	88%	46.11	10%
Anna's	61,000	174.85	201.04	248.88	624.77	329.55	248.39	248.88	826.82	202.05	32%	154.70	88%	47.35	11%
Smithfield Transporation	71,130	200.68	230.42	290.21	721.31	382.73	286.38	290.21	959.32	238.01	33%	182.05	91%	55.96	11%
Bloom	83,500	232.23	266.29	340.68	839.20	447.68	332.77	340.68	1,121.12	281.92	34%	215.45	93%	66.48	11%
Smithfield Inn	85,770	238.01	272.87	349.94	860.82	459.59	341.28	349.94	1,150.81	289.99	34%	221.58	93%	68.41	11%
McDonald's	93,000	256.45	293.84	379.44	929.73	497.55	368.39	379.44	1,245.38	315.65	34%	241.10	94%	74.55	11%
Wendy's	94,000	259.00	296.74	383.52	939.26	502.80	372.14	383.52	1,258.46	319.20	34%	243.80	94%	75.40	11%
YMCA	95,000	261.55	299.64	387.60	948.79	508.05	375.89	387.60	1,271.54	322.75	34%	246.50	94%	76.25	11%
Cool Wave	100,000	274.30	314.14	408.00	996.44	534.30	394.64	408.00	1,336.94	340.50	34%	260.00	95%	80.50	11%
Hardee's	103,800	283.99	325.16	423.50	1,032.65	555.20	409.84	423.50	1,388.54	355.89	34%	271.21	96%	84.68	11%
Burger King	120,560	326.73	373.76	491.88	1,192.37	647.38	476.88	491.88	1,616.14	423.77	36%	320.65	98%	103.12	12%
Club Forest Cypress Run LLC (13432 BCB)	126,000	340.60	389.54	514.08	1,244.22	677.30	498.64	514.08	1,690.02	445.80	36%	336.70	99%	109.10	12%
Westside Elementary School	133,500	359.73	411.29	544.68	1,315.70	718.55	528.64	544.68	1,791.87	476.17	36%	358.82	100%	117.35	12%
Southern Foods Store (including car wash)	153,000	409.45	467.84	624.24	1,501.53	825.80	606.64	624.24	2,056.68	555.15	37%	416.35	102%	138.80	13%
Smithfield Foods (111 Commerce)	161,000	429.85	491.04	656.88	1,577.77	869.80	638.64	656.88	2,165.32	587.55	37%	439.95	102%	147.60	13%
Club Forest Cypress Run LLC (13474 BCB)	176,700	469.89	536.57	720.94	1,727.40	956.15	701.44	720.94	2,378.53	651.13	38%	486.26	103%	164.87	13%
Farm Fresh	204,000	539.50	615.74	832.32	1,987.56	1,106.30	810.64	832.32	2,749.26	761.70	38%	566.80	105%	194.90	13%
Ever-Clean Laundry	213,500	563.73	643.29	871.08	2,078.10	1,158.55	848.64	871.08	2,878.27	800.17	39%	594.82	106%	205.35	14%
Smithfield Foods (200 Commerce)	242,500	637.68	727.39	989.40	2,354.47	1,318.05	964.64	989.40	3,272.09	917.62	39%	680.37	107%	237.25	14%
Farmers Service	262,000	687.40	783.94	1,068.96	2,540.30	1,425.30	1,042.64	1,068.96	3,536.90	996.60	39%	737.90	107%	258.70	14%
Riverside Convalescent Center	306,100	799.86	911.83	1,248.89	2,960.58	1,667.85	1,219.04	1,248.89	4,135.78	1,175.20	40%	867.99	109%	307.21	14%
Smithfield Station	309,500	808.53	921.69	1,262.76	2,992.98	1,686.55	1,232.64	1,262.76	4,181.95	1,188.97	40%	878.02	109%	310.95	14%
Hampton Inn	340,000	886.30	1010.14	1,387.20	3,283.64	1,854.30	1,354.64	1,387.20	4,596.14	1,312.50	40%	968.00	109%	344.50	14%

Appendix D. – Option C

Projected Water Revenues and Expenses - Option C-Flat Rate & Additional Usage

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Revenue:										
Water Sales	625,000	1,254,217	1,261,609	1,269,001	1,276,393	1,283,785	1,291,177	1,298,569	1,305,961	1,313,353
Additional sales - 1/2 of first year	309,653									
Water Sales-IOW County	230,085	290,269	290,269	290,269	290,269	290,269	290,269	290,269	290,269	290,269
Increase IOW County Sales-1/2 of first year (blended rate $4.95)	20,175									
Water Connection Fees (assume 20 per year)-$660 each	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200
Application Fees	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Miscellaneous	500	500	500	500	500	500	500	500	500	500
Total Operating Revenue	1,203,613	1,563,186	1,570,578	1,577,970	1,585,362	1,592,754	1,600,146	1,607,538	1,614,930	1,622,322
Expenses:										
Salaries (increase 2%)	291,300	297,126	303,069	309,130	315,312	321,619	328,051	334,612	341,304	348,130
FICA/Unemployment Tax (8% of salaries)	23,304	23,770	24,245	24,730	25,225	25,729	26,244	26,769	27,304	27,850
VSRS (10% of salaries)	29,245	29,713	30,307	30,913	31,531	32,162	32,805	33,461	34,130	34,813
Health (15% of salaries)	43,000	44,569	45,460	46,369	47,297	48,243	49,208	50,192	51,196	52,220
Uniforms (max 5% increase after 1st 2 years)	3,000	3,000	3,150	3,308	3,473	3,647	3,829	4,020	4,221	4,432
Contractual	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000
Audit & Legal (7% for audit based on history)	23,000	24,610	26,333	28,176	30,148	32,259	34,517	36,933	39,518	42,285
Maintenance & Repairs (assume 2%)	21,000	21,420	21,848	22,285	22,731	23,186	23,649	24,122	24,605	25,097
Water Tank Maintenance	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Additional O&M-Fluoride Removal	442,950	501,217	520,837	532,718	545,193	558,292	572,046	586,488	601,652	617,573
Well Maintenance	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Professional Services (2%)	1,000	1,020	1,040	1,061	1,082	1,104	1,126	1,149	1,172	1,195
Data Processing (2%)	16,000	16,320	16,646	16,979	17,319	17,665	18,019	18,379	18,747	19,121
Utilities (2%)	65,000	66,300	67,626	68,979	70,358	71,765	73,201	74,665	76,158	77,681
Communications (2%)	12,300	12,546	12,797	13,053	13,314	13,580	13,852	14,129	14,411	14,700
Insurance (10%-initially then 2%)	16,000	17,600	17,952	18,311	18,677	19,051	19,432	19,820	20,217	20,621
Materials & Supplies (2%)	114,400	116,688	119,022	121,402	123,830	126,307	128,833	131,410	134,038	136,719
Gas & Tires (2%)	12,000	12,240	12,485	12,734	12,989	13,249	13,514	13,784	14,060	14,341
Dues & Subscriptions (2%)	800	816	832	849	866	883	901	919	937	956
Travel & Training (2%)	5,500	5,610	5,722	5,837	5,953	6,072	6,194	6,318	6,444	6,573
Miscellaneous (2%)	9,236	9,421	9,609	9,801	9,997	10,197	10,401	10,609	10,821	11,038
Capital Projects Funded with Op. Rates/Revenue:										
Vehicles & Equipment	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Debt Service Paid with Op. Rates/Revenue:										
VRA Bond (Replaces GMAC)	24,122	23,513	23,708	23,886	24,046	24,101	24,056	23,950	23,782	23,569
Operating Expenses	1,294,157	1,368,498	1,403,689	1,431,522	1,460,344	1,490,111	1,520,877	1,552,729	1,585,718	1,619,914
Operating Income (Loss)	(90,544)	194,688	166,889	146,448	125,018	102,643	79,269	54,809	29,212	2,408
Percent Increase in Revenue Needed	10.59%	-12.61%	-10.75%	-9.39%	-7.98%	-6.52%	-5.01%	-3.45%	-1.83%	-0.15%
Non-Operating Revenues (Expenses)										
Debt Service Fee (Restricted)	401,000	403,316	405,632	407,948	410,264	412,580	414,896	417,212	419,528	421,844
Pro-Rata Fees (Restricted)	-	-	-	-	-	-	-	-	-	-
Availability Fees (Reserved)	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400
Interest Revenue (Undesignated)	5,925	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500
Total Non-Operating Revenues (Expenses)	461,325	463,216	465,532	467,848	470,164	472,480	474,796	477,112	479,428	481,744
Net Income (Loss)	370,781	657,904	632,421	614,296	595,182	575,123	554,065	531,921	508,640	484,152
Percent Increase in Revenue Needed	-43.36%	-42.60%	-40.75%	-39.40%	-37.99%	-36.54%	-35.04%	-33.48%	-31.87%	-30.19%
Reserves:										
Water Development Escrow										
Beginning Balance - Pro Rata Fees	223,917.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00

Projected Water Revenues and Expenses - Option C-Flat Rate & Additional Usage

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Pro-Rata Share Fees	-	-	-	-	-	-	-	-	-	-
Pro Rata Share Fees Used	(218,917.00)	-	-	-	-	-	-	-	-	-
Balance at End of Year	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**
Water Capital Escrow										
Beginning Balance- Availability Fees	951,188	445,052	399,452	353,852	308,252	262,652	217,052	171,452	125,852	80,252
Reimburse advance for Waterline replacement	123,939	-	-	-	-	-	-	-	-	-
Availability Fees	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400
Availability Fees Used for Capital Projects:										
Completion of RO Plant	(584,475)	-	-	-	-	-	-	-	-	-
Water System Improvements	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Balance at End of Year	**445,052**	**399,452**	**353,852**	**308,252**	**262,652**	**217,052**	**171,452**	**125,852**	**80,252**	**34,652**
Water Debt Service Escrow										
Beginning Balance-Debt Service Fees	1,143,099	1,114,824	1,089,027	1,066,078	1,041,651	1,021,240	1,175,045	1,328,366	1,486,503	1,644,756
Debt Service Fees	401,000	403,316	405,632	407,948	410,264	412,580	414,896	417,212	419,528	421,844
Debt Service Fees Used:										
Original VML-VACO financing	(259,275)	(259,113)	(258,581)	(262,375)	(260,675)	(258,775)	(261,575)	(259,075)	(261,275)	(258,175)
Additional VML-VACO financing	(170,000)	(170,000)	(170,000)	(170,000)	(170,000)	-	-	-	-	-
Balance at End of Year	**1,114,824**	**1,089,027**	**1,066,078**	**1,041,651**	**1,021,240**	**1,175,045**	**1,328,366**	**1,486,503**	**1,644,756**	**1,808,425**

Projected Sewer Revenues and Expenses - Option C-Flat Rate & Additional Usage

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Revenue:										
Sewer Sales	669,500	850,328	855,638	860,948	866,258	871,568	876,878	882,188	887,498	892,808
Additional sales - 1/2 of first year	87,759									
Sewer Connection Fees	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600
Miscellaneous	500	500	500	500	500	500	500	500	500	500
Total Operating Revenue	789,359	882,428	887,738	893,048	898,358	903,668	908,978	914,288	919,598	924,908
Expenses:										
Salaries (increase 2%)	259,150	264,333	269,620	275,012	280,512	286,123	291,845	297,682	303,636	309,708
FICA/Unemployment Tax (8% of salaries)	20,735	21,147	21,570	22,001	22,441	22,890	23,348	23,815	24,291	24,777
VSRS (10% of salaries)	25,915	26,433	26,962	27,501	28,051	28,612	29,184	29,768	30,364	30,971
Health (16% of salaries)	40,315	42,293	43,139	44,002	44,882	45,780	46,695	47,629	48,582	49,553
Uniforms (max 5% increase after 1st 2 years)	2,500	2,500	2,625	2,756	2,894	3,039	3,191	3,350	3,518	3,694
Contractual	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Audit & Legal (7% for audit based on history)	23,000	24,610	26,333	28,176	30,148	32,259	34,517	36,933	39,518	42,285
Maintenance & Repairs (assume 2%)	70,000	71,400	72,828	74,285	75,770	77,286	78,831	80,408	82,016	83,656
VAC Truck Maintenance (assume 2%)	5,250	5,355	5,462	5,571	5,683	5,796	5,912	6,031	6,151	6,274
Data Processing (2%)	17,500	17,850	18,207	18,571	18,943	19,321	19,708	20,102	20,504	20,914
Utilities (2%)	40,000	40,800	41,616	42,448	43,297	44,163	45,046	45,947	46,866	47,804
Telephone (2%)	16,500	16,830	17,167	17,510	17,860	18,217	18,582	18,953	19,332	19,719
SCADA (2%)	3,000	3,060	3,121	3,184	3,247	3,312	3,378	3,446	3,515	3,585
Insurance (2%)	14,000	14,280	14,566	14,857	15,154	15,457	15,766	16,082	16,403	16,731
Materials & Supplies (2%)	46,000	46,920	47,858	48,816	49,792	50,788	51,803	52,840	53,896	54,974
Gas & Tires (2%)	12,000	12,240	12,485	12,734	12,989	13,249	13,514	13,784	14,060	14,341
Dues & Subscriptions (2%)	50	51	52	53	54	55	56	57	59	60
Travel & Training (2%)	4,000	4,080	4,162	4,245	4,330	4,416	4,505	4,595	4,687	4,780
Miscellaneous (2%)	1,931	1,970	2,009	2,049	2,090	2,132	2,175	2,218	2,262	2,308
Capital Projects Funded with Op. Rates/Revenue:										
Vehicles & Equipment	28,500	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Debt Service Paid with Op. Rates/Revenue:										
VRA Bond (Replaces GMAC)	117,772	114,800	115,745	116,623	117,403	117,670	117,455	116,933	116,109	115,073
Operating Expenses	750,118	752,952	767,525	782,394	797,541	812,565	827,512	842,573	857,769	873,208
Operating Income (Loss)	39,241	129,476	120,213	110,654	100,817	91,103	81,466	71,715	61,829	51,700
Percent Increase in Revenue Needed	-5.60%	-14.68%	-13.55%	-12.40%	-11.23%	-10.09%	-8.97%	-7.85%	-6.73%	-5.59%
Non-Operating Revenues (Expenses)										
Sewer Compliance Fee (Restricted)	488,255	491,152	494,049	496,945	499,842	502,739	505,636	508,533	511,429	514,326
Pro-Rata Fees (Restricted)	-	-	-	-	-	-	-	-	-	-
Availability Fees (Reserved)	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400
Interest Revenue (Undesignated)	3,250	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Total Non-Operating Revenues (Expenses)	573,905	576,552	579,449	582,345	585,242	588,139	591,036	593,933	596,829	599,726
Net Income (Loss)	613,146	706,028	699,661	692,999	686,059	679,242	672,502	665,648	658,658	651,426
Net Percent Increase in Revenue Needed	-87.45%	-80.06%	-78.86%	-77.64%	-76.41%	-75.21%	-74.03%	-72.84%	-71.66%	-70.47%

Reserves:

Projected Sewer Revenues and Expenses - Option C-Flat Rate & Additional Usage

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Sewer Development Escrow										
Beginning Balance - Pro Rata Fees	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611
Pro-Rata Share Fees	-	-	-	-	-	-	-	-	-	-
Pro Rata Share Fees Used	-	-	-	-	-	-	-	-	-	-
Balance at End of Year	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**
Sewer Capital Escrow										
Beginning Balance- Availability Fees	639,393	621,793	419,193	195,593	174,993	157,393	139,793	122,193	104,593	86,993
Availability Fees	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400
Availability Fees Used for Capital Projects:										
Sewer System Improvements (consent order related)	-	(185,000)	(206,000)	(3,000)	-	-	-	-	-	-
Sewer System Improvements (not consent order relate	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Balance at End of Year	**621,793**	**419,193**	**195,593**	**174,993**	**157,393**	**139,793**	**122,193**	**104,593**	**86,993**	**69,393**
Sewer Compliance Escrow										
Beginning Balance-Sewer Compliance Fees	425,056	24,061	213	261	207	49	2,788	8,424	16,956	28,386
Sewer Compliance Fees	488,255	491,152	494,049	496,945	499,842	502,739	505,636	508,533	511,429	514,326
Sewer Compliance Fees Used:										
Ongoing sewer compliance costs (ie., rehab/wet weath	(889,250)	(515,000)	(494,000)	(497,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)
Balance at End of Year	**24,061**	**213**	**261**	**207**	**49**	**2,788**	**8,424**	**16,956**	**28,386**	**42,712**

	Existing Rate Schedule (Bi-Monthly)	Option C1 Rate Schedule (Bi-Monthly)	
Water:			
IN TOWN RATE			
Minimum	N/A	5,000	
Minimum (fee)	N/A	$ 35.00	
Fixed Fee	$ 19.30	$ 19.30	
Usage per 1,000 gallons	$ 2.55	$ 3.80	usage over minimum ($/1,000 gal.)
OUT OF TOWN RATE			
Minimum	N/A	5,000	
Minimum (fee)	N/A	$ 44.00	
Fixed Fee	$ 19.30	$ 19.30	
Usage per 1,000 gallons	$ 3.19	$ 4.75	usage over minimum ($/1,000 gal.)
Sewer			
IN TOWN RATE			
Minimum	N/A	5,000	
Minimum (fee)	N/A	$ 25.00	
Fixed Fee	$ 24.14	$ 24.14	
Usage per 1,000 gallons	$ 2.90	$ 2.75	usage over minimum ($/1,000 gal.)
OUT OF TOWN RATE			
Minimum	N/A	5,000	
Minimum (fee)	N/A	$ 32.00	
Fixed Fee	$ 24.14	$ 24.14	
Usage per 1,000 gallons	$ 3.63	$ 3.50	usage over minimum ($/1,000 gal.)

		Existing Rates				OPTION C1									
		Bi-Monthly Charge				Bi-Monthly Charge									
Customer Type	Bi-Monthly Usage (Gallons)	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	$ Increase (Decrease) TOTAL BILL	% Increase (Decrease) TOTAL BILL	$ Increase (Decrease) WATER BILL	% Increase (Decrease) WATER BILL	$ Increase (Decrease) SEWER BILL-Includes HRSD	% Increase (Decrease) SEWER BILL-Includes
Residential or Commercial	-	19.30	24.14	-	43.44	54.30	49.14	-	103.44	60.00	138%	35.00	181%	25.00	104%
Residential or Commercial	1,000	21.85	27.04	15.00	63.89	54.30	49.14	15.00	118.44	54.55	85%	32.45	149%	22.10	53%
Residential or Commercial	2,000	24.40	29.94	15.00	69.34	54.30	49.14	15.00	118.44	49.10	71%	29.90	123%	19.20	43%
Residential or Commercial	3,000	26.95	32.84	15.00	74.79	54.30	49.14	15.00	118.44	43.65	58%	27.35	101%	16.30	34%
Residential or Commercial	4,000	29.50	35.74	16.32	81.56	54.30	49.14	16.32	119.76	38.20	47%	24.80	84%	13.40	26%
Residential or Commercial	5,000	32.05	38.64	20.40	91.09	54.30	49.14	20.40	123.84	32.75	36%	22.25	69%	10.50	18%
Residential or Commercial	6,000	34.60	41.54	24.48	100.62	58.10	51.89	24.48	134.47	33.85	34%	23.50	68%	10.35	16%
Residential or Commercial	7,000	37.15	44.44	28.56	110.15	61.90	54.64	28.56	145.10	34.95	32%	24.75	67%	10.20	14%
Residential or Commercial	8,000	39.70	47.34	32.64	119.68	65.70	57.39	32.64	155.73	36.05	30%	26.00	65%	10.05	13%
Residential or Commercial	9,000	42.25	50.24	36.72	129.21	69.50	60.14	36.72	166.36	37.15	29%	27.25	64%	9.90	11%
Residential or Commercial	10,000	44.80	53.14	40.80	138.74	73.30	62.89	40.80	176.99	38.25	28%	28.50	64%	9.75	10%
Residential or Commercial	11,000	47.35	56.04	44.88	148.27	77.10	65.64	44.88	187.62	39.35	27%	29.75	63%	9.60	10%
Residential or Commercial	12,000	49.90	58.94	48.96	157.80	80.90	68.39	48.96	198.25	40.45	26%	31.00	62%	9.45	9%
Residential or Commercial	13,000	52.45	61.84	53.04	167.33	84.70	71.14	53.04	208.88	41.55	25%	32.25	61%	9.30	8%
Residential or Commercial	14,000	55.00	64.74	57.12	176.86	88.50	73.89	57.12	219.51	42.65	24%	33.50	61%	9.15	8%
Residential or Commercial	15,000	57.55	67.64	61.20	186.39	92.30	76.64	61.20	230.14	43.75	23%	34.75	60%	9.00	7%
Residential or Commercial	16,000	60.10	70.54	65.28	195.92	96.10	79.39	65.28	240.77	44.85	23%	36.00	60%	8.85	7%
Residential or Commercial	17,000	62.65	73.44	69.36	205.45	99.90	82.14	69.36	251.40	45.95	22%	37.25	59%	8.70	6%
Residential or Commercial	18,000	65.20	76.34	73.44	214.98	103.70	84.89	73.44	262.03	47.05	22%	38.50	59%	8.55	6%
Residential or Commercial	19,000	67.75	79.24	77.52	224.51	107.50	87.64	77.52	272.66	48.15	21%	39.75	59%	8.40	5%
Residential or Commercial	20,000	70.30	82.14	81.60	234.04	111.30	90.39	81.60	283.29	49.25	21%	41.00	58%	8.25	5%
Residential or Commercial	30,000	95.80	111.14	122.40	329.34	149.30	117.89	122.40	389.59	60.25	18%	53.50	56%	6.75	3%
Residential or Commercial	40,000	121.30	140.14	163.20	424.64	187.30	145.39	163.20	495.89	71.25	17%	66.00	54%	5.25	2%
Residential or Commercial	50,000	146.80	169.14	204.00	519.94	225.30	172.89	204.00	602.19	82.25	16%	78.50	53%	3.75	1%
Residential or Commercial	60,000	172.30	198.14	244.80	615.24	263.30	200.39	244.80	708.49	93.25	15%	91.00	53%	2.25	1%
Residential or Commercial	70,000	197.80	227.14	285.60	710.54	301.30	227.89	285.60	814.79	104.25	15%	103.50	52%	0.75	0%
Residential or Commercial	80,000	223.30	256.14	326.40	805.84	339.30	255.39	326.40	921.09	115.25	14%	116.00	52%	(0.75)	0%
Residential or Commercial	90,000	248.80	285.14	367.20	901.14	377.30	282.89	367.20	1,027.39	126.25	14%	128.50	52%	(2.25)	0%
Residential or Commercial	100,000	274.30	314.14	408.00	996.44	415.30	310.39	408.00	1,133.69	137.25	14%	141.00	51%	(3.75)	-1%
Multi-Family Units															
Patriots Landing (12 units)	135,600	577.38	682.92	553.25	1,813.55	762.88	673.83	553.25	1,989.96	176.41	10%	185.50	32%	(9.09)	-1%
Bradford Mews (12 units)	139,000	586.05	692.78	567.12	1,845.95	775.80	683.18	567.12	2,026.10	180.15	10%	189.75	32%	(9.60)	-1%
Cedar Street (24 units)	157,000	863.55	1,034.66	640.56	2,538.77	1,075.80	1,022.36	640.56	2,738.72	199.95	8%	212.25	25%	(12.30)	-1%
Church Manor (50 units)	181,900	1,428.85	1,734.51	742.15	3,905.51	1,672.22	1,718.48	742.15	4,132.85	227.34	6%	243.37	17%	(16.03)	-1%
Morris Creek (24 units)	234,500	1,061.18	1,259.41	956.76	3,277.35	1,370.30	1,235.49	956.76	3,562.55	285.20	9%	309.12	29%	(23.93)	-1%
Jersey Park (25 units)	324,500	1,309.98	1,544.55	1323.96	4,178.49	1,731.60	1,507.13	1323.96	4,562.69	384.20	9%	421.62	32%	(37.43)	-1%
Woods Edge Apts (17 units)	419,000	1,396.55	1,625.48	1,709.52	4,731.55	1,936.30	1,573.88	1,709.52	5,219.70	488.15	10%	539.75	39%	(51.60)	-2%
Covenant Place (41 units)	797,000	2,823.65	3,301.04	3,251.76	9,376.45	3,835.90	3,192.74	3,251.76	10,280.40	903.95	10%	1,012.25	36%	(108.30)	-2%
Selected Non-Residential Customers															
Pretlow Funeral Home	700	21.09	26.17	15.00	62.26	54.30	49.14	15.00	118.44	56.19	90%	33.22	158%	22.97	56%
Boulevard Cleaners	1,100	22.11	27.33	15.00	64.44	54.30	49.14	15.00	118.44	54.00	84%	32.19	146%	21.81	52%
Smithfield Family Dentistry	3,450	28.10	34.15	15.00	77.25	54.30	49.14	15.00	118.44	41.19	53%	26.20	93%	14.99	30%
Smithfield Little Theater	4,500	30.78	37.19	18.36	86.33	54.30	49.14	18.36	121.80	35.47	41%	23.52	76%	11.95	22%
Ringo's Donuts	5,950	34.47	41.4	24.28	100.15	57.91	51.75	24.28	133.94	33.79	34%	23.44	68%	10.35	16%

	Existing Rates					OPTION C1									
		Bi-Monthly Charge				BI-Monthly Charge									
Customer Type	Bi-Monthly Usage (Gallons)	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	$ Increase (Decrease) TOTAL BILL	% Increase (Decrease) TOTAL BILL	$ Increase (Decrease) WATER BILL	% Increase (Decrease) WATER BILL	$ Increase (Decrease) SEWER BILL-Includes HRSD	% Increase (Decrease) SEWER BILL-Includes
The Hair Stop	6,400	35.62	42.7	26.11	104.43	59.62	52.99	26.11	138.72	34.29	33%	24.00	67%	10.29	15%
Little's Flower Shop	6,750	36.51	43.72	27.54	107.77	60.95	53.95	27.54	142.44	34.67	32%	24.44	67%	10.23	14%
Hearns Furniture Store	7,050	37.28	44.59	28.76	110.63	62.09	54.78	28.76	145.63	35.00	32%	24.81	67%	10.19	14%
Powerhouse Equipment	7,800	39.19	46.76	31.82	117.77	64.94	56.84	31.82	153.60	35.83	30%	25.75	66%	10.08	13%
Rite Aid Corporation	10,600	46.33	54.88	43.25	144.46	75.58	64.54	43.25	183.37	38.91	27%	29.25	63%	9.66	10%
Smithfield Fast Lube	12,750	51.81	61.12	52.02	164.95	83.75	70.45	52.02	206.22	41.27	25%	31.94	62%	9.33	8%
Smithfield Detailing & Power Wash	13,100	52.71	62.13	53.45	168.29	85.08	71.42	53.45	209.95	41.66	25%	32.37	61%	9.28	8%
DAV Thrift Store	14,050	55.13	64.89	57.32	177.34	88.69	74.03	57.32	220.04	42.70	24%	33.56	61%	9.14	7%
Smithfield Animal Hospital	15,200	58.06	68.22	62.02	188.30	93.06	77.19	62.02	232.27	43.97	23%	35.00	60%	8.97	7%
Colonial Funeral Home	16,800	62.14	72.86	68.54	203.54	99.14	81.59	68.54	249.27	45.73	22%	37.00	60%	8.73	6%
7-Eleven (S Church Street)	20,350	71.19	83.16	83.03	237.38	112.63	91.35	83.03	287.01	49.63	21%	41.44	58%	8.19	5%
Smithfield Foods (1911 S Church)	25,000	83.05	96.64	102.00	281.69	130.30	104.14	102.00	336.44	54.75	19%	47.25	57%	7.50	4%
Main Street Baptist Church	32,100	101.16	117.23	130.97	349.36	157.28	123.67	130.97	411.92	62.56	18%	56.12	55%	6.44	3%
Smithfield Gourmet Bakery	50,950	149.22	171.9	207.88	529.00	228.91	175.50	207.88	612.29	83.29	16%	79.69	53%	3.60	1%
Royal Farms	58,800	169.24	194.66	239.90	603.80	258.74	197.09	239.90	695.73	91.93	15%	89.50	53%	2.43	1%
Main Street Restaurant	59,550	171.15	196.84	242.96	610.95	261.59	199.15	242.96	703.70	92.75	15%	90.44	53%	2.31	1%
Anna's	61,000	174.85	201.04	248.88	624.77	267.10	203.14	248.88	719.12	94.35	15%	92.25	53%	2.10	0%
Smithfield Transporation	71,130	200.68	230.42	290.21	721.31	305.59	231.00	290.21	826.80	105.49	15%	104.91	52%	0.58	0%
Bloom	83,500	232.23	266.29	340.68	839.20	352.60	265.02	340.68	958.30	119.10	14%	120.37	52%	(1.28)	0%
Smithfield Inn	85,770	238.01	272.87	349.94	860.82	361.23	271.26	349.94	982.42	121.60	14%	123.22	52%	(1.61)	0%
McDonald's	93,000	256.45	293.84	379.44	929.73	388.70	291.14	379.44	1,059.28	129.55	14%	132.25	52%	(2.70)	0%
Wendy's	94,000	259.00	296.74	383.52	939.26	392.50	293.89	383.52	1,069.91	130.65	14%	133.50	52%	(2.85)	0%
YMCA	95,000	261.55	299.64	387.60	948.79	396.30	296.64	387.60	1,080.54	131.75	14%	134.75	52%	(3.00)	0%
Cool Wave	100,000	274.30	314.14	408.00	996.44	415.30	310.39	408.00	1,133.69	137.25	14%	141.00	51%	(3.75)	-1%
Hardee's	103,800	283.99	325.16	423.50	1,032.65	429.74	320.84	423.50	1,174.08	141.43	14%	145.75	51%	(4.32)	-1%
Burger King	120,560	326.73	373.76	491.88	1,192.37	493.43	366.93	491.88	1,352.24	159.87	13%	166.70	51%	(6.83)	-1%
Club Forest Cypress Run LLC (13432 BCB)	126,000	340.60	389.54	514.08	1,244.22	514.10	381.89	514.08	1,410.07	165.85	13%	173.50	51%	(7.65)	-1%
Westside Elementary School	133,500	359.73	411.29	544.68	1,315.70	542.60	402.52	544.68	1,489.80	174.10	13%	182.87	51%	(8.78)	-1%
Southern Foods Store (including car wash)	153,000	409.45	467.84	624.24	1,501.53	616.70	456.14	624.24	1,697.08	195.55	13%	207.25	51%	(11.70)	-1%
Smithfield Foods (111 Commerce)	161,000	429.85	491.04	656.88	1,577.77	647.10	478.14	656.88	1,782.12	204.35	13%	217.25	51%	(12.90)	-1%
Club Forest Cypress Run LLC (13474 BCB)	176,700	469.89	536.57	720.94	1,727.40	706.76	521.32	720.94	1,949.02	221.62	13%	236.87	50%	(15.26)	-1%
Farm Fresh	204,000	539.50	615.74	832.32	1,987.56	810.50	596.39	832.32	2,239.21	251.65	13%	271.00	50%	(19.35)	-1%
Ever-Clean Laundry	213,500	563.73	643.29	871.08	2,078.10	846.60	622.52	871.08	2,340.20	262.10	13%	282.87	50%	(20.77)	-1%
Smithfield Foods (200 Commerce)	242,500	637.68	727.39	989.40	2,354.47	956.80	702.27	989.40	2,648.47	294.00	12%	319.12	50%	(25.13)	-1%
Farmers Service	262,000	687.40	783.94	1,068.96	2,540.30	1,030.90	755.89	1,068.96	2,855.75	315.45	12%	343.50	50%	(28.05)	-2%
Riverside Convalescent Center	306,100	799.86	911.83	1,248.89	2,960.58	1,198.48	877.17	1,248.89	3,324.54	363.96	12%	398.62	50%	(34.67)	-2%
Smithfield Station	309,500	808.53	921.69	1,262.76	2,992.98	1,211.40	886.52	1,262.76	3,360.68	367.70	12%	402.87	50%	(35.17)	-2%
Hampton Inn	340,000	886.30	1010.14	1,387.20	3,283.64	1,327.30	970.39	1,387.20	3,684.89	401.25	12%	441.00	50%	(39.75)	-2%

Appendix E. – Option C2

Projected Water Revenues and Expenses - Option C2-Flat Rate & Additional Usage

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Revenue:										
Water Sales	625,000	1,223,723	1,229,603	1,235,483	1,241,363	1,247,243	1,253,123	1,259,003	1,264,883	1,270,763
Additional sales - 1/2 of first year	295,162									
Water Sales-IOW County	230,085	331,101	331,101	331,101	331,101	331,101	331,101	331,101	331,101	331,101
Increase IOW County Sales-1/2 of first year (blended rate $5.64)	33,433									
Water Connection Fees (assume 20 per year)-$660 each	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200
Application Fees	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Miscellaneous	500	500	500	500	500	500	500	500	500	500
Total Operating Revenue	1,202,380	1,573,524	1,579,404	1,585,284	1,591,164	1,597,044	1,602,924	1,608,804	1,614,684	1,620,564
Expenses:										
Salaries (increase 2%)	291,300	297,126	303,069	309,130	315,312	321,619	328,051	334,612	341,304	348,130
FICA/Unemployment Tax (8% of salaries)	23,304	23,770	24,245	24,730	25,225	25,729	26,244	26,769	27,304	27,850
VSRS (10% of salaries)	29,245	29,713	30,307	30,913	31,531	32,162	32,805	33,461	34,130	34,813
Health (15% of salaries)	43,000	44,569	45,460	46,369	47,297	48,243	49,208	50,192	51,196	52,220
Uniforms (max 5% increase after 1st 2 years)	3,000	3,000	3,150	3,308	3,473	3,647	3,829	4,020	4,221	4,432
Contractual	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000
Audit & Legal (7% for audit based on history)	23,000	24,610	26,333	28,176	30,148	32,259	34,517	36,933	39,518	42,285
Maintenance & Repairs (assume 2%)	21,000	21,420	21,848	22,285	22,731	23,186	23,649	24,122	24,605	25,097
Water Tank Maintenance	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Additional O&M-Fluoride Removal	442,950	501,217	520,837	532,718	545,193	558,292	572,046	586,488	601,652	617,573
Well Maintenance	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Professional Services (2%)	1,000	1,020	1,040	1,061	1,082	1,104	1,126	1,149	1,172	1,195
Data Processing (2%)	16,000	16,320	16,646	16,979	17,319	17,665	18,019	18,379	18,747	19,121
Utilities (2%)	65,000	66,300	67,626	68,979	70,358	71,765	73,201	74,665	76,158	77,681
Communications (2%)	12,300	12,546	12,797	13,053	13,314	13,580	13,852	14,129	14,411	14,700
Insurance (10%-initially then 2%)	16,000	17,600	17,952	18,311	18,677	19,051	19,432	19,820	20,217	20,621
Materials & Supplies (2%)	114,400	116,688	119,022	121,402	123,830	126,307	128,833	131,410	134,038	136,719
Gas & Tires (2%)	12,000	12,240	12,485	12,734	12,989	13,249	13,514	13,784	14,060	14,341
Dues & Subscriptions (2%)	800	816	832	849	866	883	901	919	937	956
Travel & Training (2%)	5,500	5,610	5,722	5,837	5,953	6,072	6,194	6,318	6,444	6,573
Miscellaneous (2%)	9,236	9,421	9,609	9,801	9,997	10,197	10,401	10,609	10,821	11,038
Capital Projects Funded with Op. Rates/Revenue:										
Vehicles & Equipment	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Debt Service Paid with Op. Rates/Revenue:										
VRA Bond (Replaces GMAC)	24,122	23,513	23,708	23,886	24,046	24,101	24,056	23,950	23,782	23,569
Operating Expenses	1,294,157	1,368,498	1,403,689	1,431,522	1,460,344	1,490,111	1,520,877	1,552,729	1,585,718	1,619,914
Operating Income (Loss)	(91,777)	205,026	175,715	153,762	130,820	106,933	82,047	56,075	28,966	650
Percent Increase in Revenue Needed	10.73%	-13.19%	-11.26%	-9.82%	-8.32%	-6.77%	-5.18%	-3.53%	-1.81%	-0.04%
Non-Operating Revenues (Expenses)										
Debt Service Fee (Restricted)	401,000	403,316	405,632	407,948	410,264	412,580	414,896	417,212	419,528	421,844
Pro-Rata Fees (Restricted)	-	-	-	-	-	-	-	-	-	-
Availability Fees (Reserved)	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400
Interest Revenue (Undesignated)	5,925	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500
Total Non-Operating Revenues (Expenses)	461,325	463,216	465,532	467,848	470,164	472,480	474,796	477,112	479,428	481,744
Net Income (Loss)	369,548	668,242	641,247	621,610	600,984	579,413	556,843	533,187	508,394	482,394
Percent Increase in Revenue Needed	-43.22%	-42.98%	-41.09%	-39.68%	-38.22%	-36.71%	-35.15%	-33.53%	-31.85%	-30.11%

Projected Water Revenues and Expenses - Option C2-Flat Rate & Additional Usage

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Reserves:										
Water Development Escrow										
Beginning Balance - Pro Rata Fees	223,917.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00
Pro-Rata Share Fees	-	-	-	-	-	-	-	-	-	-
Pro Rata Share Fees Used	(218,917.00)	-	-	-	-	-	-	-	-	-
Balance at End of Year	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**
Water Capital Escrow										
Beginning Balance- Availability Fees	951,188	445,052	399,452	353,852	308,252	262,652	217,052	171,452	125,852	80,252
Reimburse advance for Waterline replacement	123,939	-	-	-	-	-	-	-	-	-
Availability Fees	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400
Availability Fees Used for Capital Projects:										
Completion of RO Plant	(584,475)	-	-	-	-	-	-	-	-	-
Water System Improvements	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Balance at End of Year	**445,052**	**399,452**	**353,852**	**308,252**	**262,652**	**217,052**	**171,452**	**125,852**	**80,252**	**34,652**
Water Debt Service Escrow										
Beginning Balance-Debt Service Fees	1,143,099	1,114,824	1,089,027	1,066,078	1,041,651	1,021,240	1,175,045	1,328,366	1,486,503	1,644,756
Debt Service Fees	401,000	403,316	405,632	407,948	410,264	412,580	414,896	417,212	419,528	421,844
Debt Service Fees Used:										
Original VML-VACO financing	(259,275)	(259,113)	(258,581)	(262,375)	(260,675)	(258,775)	(261,575)	(259,075)	(261,275)	(258,175)
Additional VML-VACO financing (some allocated to op?)	(170,000)	(170,000)	(170,000)	(170,000)	(170,000)	-	-	-	-	-
Balance at End of Year	**1,114,824**	**1,089,027**	**1,066,078**	**1,041,651**	**1,021,240**	**1,175,045**	**1,328,366**	**1,486,503**	**1,644,756**	**1,808,425**

Projected Sewer Revenues and Expenses - Option C2-Flat Rate & Additional Usage

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Revenue:										
Sewer Sales	669,500	847,065	851,445	855,825	860,205	864,585	868,965	873,345	877,725	882,105
Additional sales - 1/2 of first year	86,592									
Sewer Connection Fees	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600
Miscellaneous	500	500	500	500	500	500	500	500	500	500
Total Operating Revenue	788,192	879,165	883,545	887,925	892,305	896,685	901,065	905,445	909,825	914,205
Expenses:										
Salaries (increase 2%)	259,150	264,333	269,620	275,012	280,512	286,123	291,845	297,682	303,636	309,708
FICA/Unemployment Tax (8% of salaries)	20,735	21,147	21,570	22,001	22,441	22,890	23,348	23,815	24,291	24,777
VSRS (10% of salaries)	25,915	26,433	26,962	27,501	28,051	28,612	29,184	29,768	30,364	30,971
Health (16% of salaries)	40,315	42,293	43,139	44,002	44,882	45,780	46,695	47,629	48,582	49,553
Uniforms (max 5% increase after 1st 2 years)	2,500	2,500	2,625	2,756	2,894	3,039	3,191	3,350	3,518	3,694
Contractual	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Audit & Legal (7% for audit based on history)	23,000	24,610	26,333	28,176	30,148	32,259	34,517	36,933	39,518	42,285
Maintenance & Repairs (assume 2%)	70,000	71,400	72,828	74,285	75,770	77,286	78,831	80,408	82,016	83,656
VAC Truck Maintenance (assume 2%)	5,250	5,355	5,462	5,571	5,683	5,796	5,912	6,031	6,151	6,274
Data Processing (2%)	17,500	17,850	18,207	18,571	18,943	19,321	19,708	20,102	20,504	20,914
Utilities (2%)	40,000	40,800	41,616	42,448	43,297	44,163	45,046	45,947	46,866	47,804
Telephone (2%)	16,500	16,830	17,167	17,510	17,860	18,217	18,582	18,953	19,332	19,719
SCADA (2%)	3,000	3,060	3,121	3,184	3,247	3,312	3,378	3,446	3,515	3,585
Insurance (2%)	14,000	14,280	14,566	14,857	15,154	15,457	15,766	16,082	16,403	16,731
Materials & Supplies (2%)	46,000	46,920	47,858	48,816	49,792	50,788	51,803	52,840	53,896	54,974
Gas & Tires (2%)	12,000	12,240	12,485	12,734	12,989	13,249	13,514	13,784	14,060	14,341
Dues & Subscriptions (2%)	50	51	52	53	54	55	56	57	59	60
Travel & Training (2%)	4,000	4,080	4,162	4,245	4,330	4,416	4,505	4,595	4,687	4,780
Miscellaneous (2%)	1,931	1,970	2,009	2,049	2,090	2,132	2,175	2,218	2,262	2,308
Capital Projects Funded with Op. Rates/Revenue:										
Vehicles & Equipment	28,500	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Debt Service Paid with Op. Rates/Revenue:										
VRA Bond	117,772	114,800	115,745	116,623	117,403	117,670	117,455	116,933	116,109	115,073
Operating Expenses	750,118	752,952	767,525	782,394	797,541	812,565	827,512	842,573	857,769	873,208
Operating Income (Loss)	38,074	126,213	116,020	105,531	94,764	84,120	73,553	62,872	52,056	40,997
Percent Increase in Revenue Needed	-5.43%	-14.36%	-13.14%	-11.89%	-10.63%	-9.39%	-8.17%	-6.95%	-5.72%	-4.49%
Non-Operating Revenues (Expenses)										
Sewer Compliance Fee (Restricted)	488,255	491,152	494,049	496,945	499,842	502,739	505,636	508,533	511,429	514,326
Pro-Rata Fees (Restricted)	-	-	-	-	-	-	-	-	-	-
Availability Fees (Reserved)	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400
Interest Revenue (Undesignated)	3,250	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Total Non-Operating Revenues (Expenses)	573,905	576,552	579,449	582,345	585,242	588,139	591,036	593,933	596,829	599,726
Net Income (Loss)	611,979	702,765	695,468	687,876	680,006	672,259	664,589	656,805	648,885	640,723
Net Percent Increase in Revenue Needed	-87.29%	-79.98%	-78.76%	-77.51%	-76.25%	-75.01%	-73.80%	-72.58%	-71.36%	-70.12%
Reserves:										
Sewer Development Escrow										
Beginning Balance - Pro Rata Fees	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611
Pro-Rata Share Fees	-	-	-	-	-	-	-	-	-	-

Projected Sewer Revenues and Expenses - Option C2-Flat Rate & Additional Usage

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Pro Rata Share Fees Used	-	-	-	-	-	-	-	-	-	-
Balance at End of Year	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**
Sewer Capital Escrow										
Beginning Balance- Availability Fees	639,393	621,793	419,193	195,593	174,993	157,393	139,793	122,193	104,593	86,993
Availability Fees	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400
Availability Fees Used for Capital Projects:										
Sewer System Improvements (consent order related)	-	(185,000)	(206,000)	(3,000)	-	-	-	-	-	-
Sewer System Improvements (not consent order related)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Balance at End of Year	**621,793**	**419,193**	**195,593**	**174,993**	**157,393**	**139,793**	**122,193**	**104,593**	**86,993**	**69,393**
Sewer Compliance Escrow										
Beginning Balance-Sewer Compliance Fees	425,056	24,061	213	261	207	49	2,788	8,424	16,956	28,386
Sewer Compliance Fees	488,255	491,152	494,049	496,945	499,842	502,739	505,636	508,533	511,429	514,326
Sewer Compliance Fees Used:										
Ongoing sewer compliance costs (ie., rehab/wet weather mgt)	(889,250)	(515,000)	(494,000)	(497,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)
Balance at End of Year	**24,061**	**213**	**261**	**207**	**49**	**2,788**	**8,424**	**16,956**	**28,386**	**42,712**

	Existing Rate Schedule (Bi-Monthly)	Option C2 Rate Schedule (Bi-Monthly)	
Water:			
IN TOWN RATE			
Minimum	N/A	10,000	
Minimum (fee)	N/A	$ 40.00	
Fixed Fee	$ 19.30	$ 19.30	
Usage per 1,000 gallons	$ 2.55	$ 4.50	usage over minimum ($/1,000 gal.)
OUT OF TOWN RATE			
Minimum	N/A	10,000	
Minimum (fee)	N/A	$ 50.00	
Fixed Fee	$ 19.30	$ 19.30	
Usage per 1,000 gallons	$ 3.19	$ 5.60	usage over minimum ($/1,000 gal.)
Sewer			
IN TOWN RATE			
Minimum	N/A	10,000	
Minimum (fee)	N/A	$ 30.00	
Fixed Fee	$ 24.14	$ 24.14	
Usage per 1,000 gallons	$ 2.90	$ 3.25	usage over minimum ($/1,000 gal.)
OUT OF TOWN RATE			
Minimum	N/A	10,000	
Minimum (fee)	N/A	$ 37.50	
Fixed Fee	$ 24.14	$ 24.14	
Usage per 1,000 gallons	$ 3.63	$ 4.05	usage over minimum ($/1,000 gal.)

		Existing Rates				OPTION C2									
		Bi-Monthly Charge				Bi-Monthly Charge									
Customer Type	Bi-Monthly Usage (Gallons)	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	$ Increase (Decrease) TOTAL BILL	% Increase (Decrease) TOTAL BILL	$ Increase (Decrease) WATER BILL	% Increase (Decrease) WATER BILL	$ Increase (Decrease) SEWER BILL-Includes HRSD	% Increase (Decrease) SEWER BILL-Includes
Residential or Commercial	-	19.30	24.14	-	43.44	59.30	54.14	-	113.44	70.00	161%	40.00	207%	30.00	124%
Residential or Commercial	1,000	21.85	27.04	15.00	63.89	59.30	54.14	15.00	128.44	64.55	101%	37.45	171%	27.10	64%
Residential or Commercial	2,000	24.40	29.94	15.00	69.34	59.30	54.14	15.00	128.44	59.10	85%	34.90	143%	24.20	54%
Residential or Commercial	3,000	26.95	32.84	15.00	74.79	59.30	54.14	15.00	128.44	53.65	72%	32.35	120%	21.30	45%
Residential or Commercial	4,000	29.50	35.74	16.32	81.56	59.30	54.14	16.32	129.76	48.20	59%	29.80	101%	18.40	35%
Residential or Commercial	5,000	32.05	38.64	20.40	91.09	59.30	54.14	20.40	133.84	42.75	47%	27.25	85%	15.50	26%
Residential or Commercial	6,000	34.60	41.54	24.48	100.62	59.30	54.14	24.48	137.92	37.30	37%	24.70	71%	12.60	19%
Residential or Commercial	7,000	37.15	44.44	28.56	110.15	59.30	54.14	28.56	142.00	31.85	29%	22.15	60%	9.70	13%
Residential or Commercial	8,000	39.70	47.34	32.64	119.68	59.30	54.14	32.64	146.08	26.40	22%	19.60	49%	6.80	9%
Residential or Commercial	9,000	42.25	50.24	36.72	129.21	59.30	54.14	36.72	150.16	20.95	16%	17.05	40%	3.90	4%
Residential or Commercial	10,000	44.80	53.14	40.80	138.74	59.30	54.14	40.80	154.24	15.50	11%	14.50	32%	1.00	1%
Residential or Commercial	11,000	47.35	56.04	44.88	148.27	63.80	57.39	44.88	166.07	17.80	12%	16.45	35%	1.35	1%
Residential or Commercial	12,000	49.90	58.94	48.96	157.80	68.30	60.64	48.96	177.90	20.10	13%	18.40	37%	1.70	2%
Residential or Commercial	13,000	52.45	61.84	53.04	167.33	72.80	63.89	53.04	189.73	22.40	13%	20.35	39%	2.05	2%
Residential or Commercial	14,000	55.00	64.74	57.12	176.86	77.30	67.14	57.12	201.56	24.70	14%	22.30	41%	2.40	2%
Residential or Commercial	15,000	57.55	67.64	61.20	186.39	81.80	70.39	61.20	213.39	27.00	14%	24.25	42%	2.75	2%
Residential or Commercial	16,000	60.10	70.54	65.28	195.92	86.30	73.64	65.28	225.22	29.30	15%	26.20	44%	3.10	2%
Residential or Commercial	17,000	62.65	73.44	69.36	205.45	90.80	76.89	69.36	237.05	31.60	15%	28.15	45%	3.45	2%
Residential or Commercial	18,000	65.20	76.34	73.44	214.98	95.30	80.14	73.44	248.88	33.90	16%	30.10	46%	3.80	3%
Residential or Commercial	19,000	67.75	79.24	77.52	224.51	99.80	83.39	77.52	260.71	36.20	16%	32.05	47%	4.15	3%
Residential or Commercial	20,000	70.30	82.14	81.60	234.04	104.30	86.64	81.60	272.54	38.50	16%	34.00	48%	4.50	3%
Residential or Commercial	30,000	95.80	111.14	122.40	329.34	149.30	119.14	122.40	390.84	61.50	19%	53.50	56%	8.00	3%
Residential or Commercial	40,000	121.30	140.14	163.20	424.64	194.30	151.64	163.20	509.14	84.50	20%	73.00	60%	11.50	4%
Residential or Commercial	50,000	146.80	169.14	204.00	519.94	239.30	184.14	204.00	627.44	107.50	21%	92.50	63%	15.00	4%
Residential or Commercial	60,000	172.30	198.14	244.80	615.24	284.30	216.64	244.80	745.74	130.50	21%	112.00	65%	18.50	4%
Residential or Commercial	70,000	197.80	227.14	285.60	710.54	329.30	249.14	285.60	864.04	153.50	22%	131.50	66%	22.00	4%
Residential or Commercial	80,000	223.30	256.14	326.40	805.84	374.30	281.64	326.40	982.34	176.50	22%	151.00	68%	25.50	4%
Residential or Commercial	90,000	248.80	285.14	367.20	901.14	419.30	314.14	367.20	1,100.64	199.50	22%	170.50	69%	29.00	4%
Residential or Commercial	100,000	274.30	314.14	408.00	996.44	464.30	346.64	408.00	1,218.94	222.50	22%	190.00	69%	32.50	5%
Multi-Family Units															
Patriots Landing (12 units)	135,600	577.38	682.92	553.25	1,813.55	836.80	727.88	553.25	2,117.93	304.38	17%	259.42	45%	44.96	4%
Bradford Mews (12 units)	139,000	586.05	692.78	567.12	1,845.95	852.10	738.93	567.12	2,158.15	312.20	17%	266.05	45%	46.15	4%
Cedar Street (24 units)	157,000	863.55	1,034.66	640.56	2,538.77	1,164.70	1,087.11	640.56	2,892.37	353.60	14%	301.15	35%	52.45	3%
Church Manor (50 units)	181,900	1,428.85	1,734.51	742.15	3,905.51	1,778.55	1,795.68	742.15	4,316.38	410.87	11%	349.70	24%	61.17	2%
Morris Creek (24 units)	234,500	1,061.18	1,259.41	956.76	3,277.35	1,513.45	1,338.99	956.76	3,809.20	531.85	16%	452.27	43%	79.57	4%
Jersey Park (25 units)	324,500	1,309.98	1,544.55	1323.96	4,178.49	1,937.75	1,655.63	1323.96	4,917.34	738.85	18%	627.77	48%	111.08	4%
Woods Edge Apts (17 units)	419,000	1,396.55	1,625.48	1,709.52	4,731.55	2,208.60	1,769.63	1,709.52	5,687.75	956.20	20%	812.05	58%	144.15	4%
Covenant Place (41 units)	797,000	2,823.65	3,301.04	3,251.76	9,376.45	4,372.80	3,577.49	3,251.76	11,202.05	1,825.60	19%	1,549.15	55%	276.45	4%
Selected Non-Residential Customers															
Pretlow Funeral Home	700	21.09	26.17	15.00	62.26	59.30	54.14	15.00	128.44	66.19	106%	38.22	181%	27.97	68%
Boulevard Cleaners	1,100	22.11	27.33	15.00	64.44	59.30	54.14	15.00	128.44	64.00	99%	37.19	168%	26.81	63%
Smithfield Family Dentistry	3,450	28.10	34.15	15.00	77.25	59.30	54.14	15.00	128.44	51.19	66%	31.20	111%	19.99	41%
Smithfield Little Theater	4,500	30.78	37.19	18.36	86.33	59.30	54.14	18.36	131.80	45.47	53%	28.52	93%	16.95	31%
Ringo's Donuts	5,950	34.47	41.4	24.28	100.15	59.30	54.14	24.28	137.72	37.57	38%	24.83	72%	12.74	19%

	Existing Rates					OPTION C2									
		Bi-Monthly Charge				BI-Monthly Charge									
Customer Type	Bi-Monthly Usage (Gallons)	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	$ Increase (Decrease) TOTAL BILL	% Increase (Decrease) TOTAL BILL	$ Increase (Decrease) WATER BILL	% Increase (Decrease) WATER BILL	$ Increase (Decrease) SEWER BILL-Includes HRSD	% Increase (Decrease) SEWER BILL-Includes
The Hair Stop	6,400	35.62	42.7	26.11	104.43	59.30	54.14	26.11	139.55	35.12	34%	23.68	66%	11.44	17%
Little's Flower Shop	6,750	36.51	43.72	27.54	107.77	59.30	54.14	27.54	140.98	33.21	31%	22.79	62%	10.42	15%
Hearns Furniture Store	7,050	37.28	44.59	28.76	110.63	59.30	54.14	28.76	142.20	31.57	29%	22.02	59%	9.55	13%
Powerhouse Equipment	7,800	39.19	46.76	31.82	117.77	59.30	54.14	31.82	145.26	27.49	23%	20.11	51%	7.38	9%
Rite Aid Corporation	10,600	46.33	54.88	43.25	144.46	62.00	56.09	43.25	161.34	16.88	12%	15.67	34%	1.21	1%
Smithfield Fast Lube	12,750	51.81	61.12	52.02	164.95	71.68	63.08	52.02	186.77	21.82	13%	19.87	38%	1.96	2%
Smithfield Detailing & Power Wash	13,100	52.71	62.13	53.45	168.29	73.25	64.22	53.45	190.92	22.63	13%	20.54	39%	2.08	2%
DAV Thrift Store	14,050	55.13	64.89	57.32	177.34	77.53	67.30	57.32	202.15	24.81	14%	22.40	41%	2.41	2%
Smithfield Animal Hospital	15,200	58.06	68.22	62.02	188.30	82.70	71.04	62.02	215.76	27.46	15%	24.64	42%	2.82	2%
Colonial Funeral Home	16,800	62.14	72.86	68.54	203.54	89.90	76.24	68.54	234.68	31.14	15%	27.76	45%	3.38	2%
7-Eleven (S Church Street)	20,350	71.19	83.16	83.03	237.38	105.88	87.78	83.03	276.68	39.30	17%	34.69	49%	4.62	3%
Smithfield Foods (1911 S Church)	25,000	83.05	96.64	102.00	281.69	126.80	102.89	102.00	331.69	50.00	18%	43.75	53%	6.25	3%
Main Street Baptist Church	32,100	101.16	117.23	130.97	349.36	158.75	125.97	130.97	415.69	66.33	19%	57.59	57%	8.74	4%
Smithfield Gourmet Bakery	50,950	149.22	171.9	207.88	529.00	243.58	187.23	207.88	638.68	109.68	21%	94.36	63%	15.33	4%
Royal Farms	58,800	169.24	194.66	239.90	603.80	278.90	212.74	239.90	731.54	127.74	21%	109.66	65%	18.08	4%
Main Street Restaurant	59,550	171.15	196.84	242.96	610.95	282.28	215.18	242.96	740.41	129.46	21%	111.13	65%	18.34	4%
Anna's	61,000	174.85	201.04	248.88	624.77	288.80	219.89	248.88	757.57	132.80	21%	113.95	65%	18.85	4%
Smithfield Transporation	71,130	200.68	230.42	290.21	721.31	334.39	252.81	290.21	877.41	156.10	22%	133.71	67%	22.39	4%
Bloom	83,500	232.23	266.29	340.68	839.20	390.05	293.02	340.68	1,023.75	184.55	22%	157.82	68%	26.72	4%
Smithfield Inn	85,770	238.01	272.87	349.94	860.82	400.27	300.39	349.94	1,050.60	189.78	22%	162.26	68%	27.52	4%
McDonald's	93,000	256.45	293.84	379.44	929.73	432.80	323.89	379.44	1,136.13	206.40	22%	176.35	69%	30.05	4%
Wendy's	94,000	259.00	296.74	383.52	939.26	437.30	327.14	383.52	1,147.96	208.70	22%	178.30	69%	30.40	4%
YMCA	95,000	261.55	299.64	387.60	948.79	441.80	330.39	387.60	1,159.79	211.00	22%	180.25	69%	30.75	4%
Cool Wave	100,000	274.30	314.14	408.00	996.44	464.30	346.64	408.00	1,218.94	222.50	22%	190.00	69%	32.50	5%
Hardee's	103,800	283.99	325.16	423.50	1,032.65	481.40	358.99	423.50	1,263.89	231.24	22%	197.41	70%	33.83	5%
Burger King	120,560	326.73	373.76	491.88	1,192.37	556.82	413.46	491.88	1,462.16	269.79	23%	230.09	70%	39.70	5%
Club Forest Cypress Run LLC (13432 BCB)	126,000	340.60	389.54	514.08	1,244.22	581.30	431.14	514.08	1,526.52	282.30	23%	240.70	71%	41.60	5%
Westside Elementary School	133,500	359.73	411.29	544.68	1,315.70	615.05	455.52	544.68	1,615.25	299.55	23%	255.32	71%	44.22	5%
Southern Foods Store (including car wash)	153,000	409.45	467.84	624.24	1,501.53	702.80	518.89	624.24	1,845.93	344.40	23%	293.35	72%	51.05	5%
Smithfield Foods (111 Commerce)	161,000	429.85	491.04	656.88	1,577.77	738.80	544.89	656.88	1,940.57	362.80	23%	308.95	72%	53.85	5%
Club Forest Cypress Run LLC (13474 BCB)	176,700	469.89	536.57	720.94	1,727.40	809.45	595.92	720.94	2,126.31	398.91	23%	339.56	72%	59.34	5%
Farm Fresh	204,000	539.50	615.74	832.32	1,987.56	932.30	684.64	832.32	2,449.26	461.70	23%	392.80	73%	68.90	5%
Ever-Clean Laundry	213,500	563.73	643.29	871.08	2,078.10	975.05	715.52	871.08	2,561.65	483.55	23%	411.32	73%	72.23	5%
Smithfield Foods (200 Commerce)	242,500	637.68	727.39	989.40	2,354.47	1,105.55	809.77	989.40	2,904.72	550.25	23%	467.87	73%	82.38	5%
Farmers Service	262,000	687.40	783.94	1,068.96	2,540.30	1,193.30	873.14	1,068.96	3,135.40	595.10	23%	505.90	74%	89.20	5%
Riverside Convalescent Center	306,100	799.86	911.83	1,248.89	2,960.58	1,391.75	1,016.47	1,248.89	3,657.11	696.53	24%	591.89	74%	104.64	5%
Smithfield Station	309,500	808.53	921.69	1,262.76	2,992.98	1,407.05	1,027.52	1,262.76	3,697.33	704.35	24%	598.52	74%	105.83	5%
Hampton Inn	340,000	886.30	1010.14	1,387.20	3,283.64	1,544.30	1,126.64	1,387.20	4,058.14	774.50	24%	658.00	74%	116.50	5%

Appendix F. – Option D

Projected Water Revenues and Expenses - Option D-Flat Rate & Additional Usage eliminating fixed charges

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Revenue:										
Water Sales	625,000	1,515,328	1,522,648	1,529,968	1,537,288	1,544,608	1,551,928	1,559,248	1,566,568	1,573,888
Additional sales - 1/2 of first year	440,245									
Water Sales-IOW County	230,085	389,793	389,793	389,793	389,793	389,793	389,793	389,793	389,793	389,793
Increase IOW County Sales-1/2 of first year (blended rate $6.64)	52,648									
Water Connection Fees (assume 20 per year)-$660 each	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200
Application Fees	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Miscellaneous	500	500	500	500	500	500	500	500	500	500
Total Operating Revenue	1,366,678	1,923,821	1,931,141	1,938,461	1,945,781	1,953,101	1,960,421	1,967,741	1,975,061	1,982,381
Expenses:										
Salaries (increase 2%)	291,300	297,126	303,069	309,130	315,312	321,619	328,051	334,612	341,304	348,130
FICA/Unemployment Tax (8% of salaries)	23,304	23,770	24,245	24,730	25,225	25,729	26,244	26,769	27,304	27,850
VSRS (10% of salaries)	29,245	29,713	30,307	30,913	31,531	32,162	32,805	33,461	34,130	34,813
Health (15% of salaries)	43,000	44,569	45,460	46,369	47,297	48,243	49,208	50,192	51,196	52,220
Uniforms (max 5% increase after 1st 2 years)	3,000	3,000	3,150	3,308	3,473	3,647	3,829	4,020	4,221	4,432
Contractual	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000
Audit & Legal (7% for audit based on history)	23,000	24,610	26,333	28,176	30,148	32,259	34,517	36,933	39,518	42,285
Maintenance & Repairs (assume 2%)	21,000	21,420	21,848	22,285	22,731	23,186	23,649	24,122	24,605	25,097
Water Tank Maintenance	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Additional O&M-Fluoride Removal	442,950	501,217	520,837	532,718	545,193	558,292	572,046	586,488	601,652	617,573
Well Maintenance	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Professional Services (2%)	1,000	1,020	1,040	1,061	1,082	1,104	1,126	1,149	1,172	1,195
Data Processing (2%)	16,000	16,320	16,646	16,979	17,319	17,665	18,019	18,379	18,747	19,121
Utilities (2%)	65,000	66,300	67,626	68,979	70,358	71,765	73,201	74,665	76,158	77,681
Communications (2%)	12,300	12,546	12,797	13,053	13,314	13,580	13,852	14,129	14,411	14,700
Insurance (10%-initially then 2%)	16,000	17,600	17,952	18,311	18,677	19,051	19,432	19,820	20,217	20,621
Materials & Supplies (2%)	114,400	116,688	119,022	121,402	123,830	126,307	128,833	131,410	134,038	136,719
Gas & Tires (2%)	12,000	12,240	12,485	12,734	12,989	13,249	13,514	13,784	14,060	14,341
Dues & Subscriptions (2%)	800	816	832	849	866	883	901	919	937	956
Travel & Training (2%)	5,500	5,610	5,722	5,837	5,953	6,072	6,194	6,318	6,444	6,573
Miscellaneous (2%)	9,236	9,421	9,609	9,801	9,997	10,197	10,401	10,609	10,821	11,038
Capital Projects Funded with Op. Rates/Revenue:										
Vehicles & Equipment	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Debt Service Paid with Op. Rates/Revenue:										
VRA Bond	24,122	23,513	23,708	23,886	24,046	24,101	24,056	23,950	23,782	23,569
Original VML-VACO Loan for RO Plant - eliminate debt service fee	-	-	258,581	262,375	260,675	258,775	261,575	259,075	261,275	258,175
Supplemental VML-VACO Loan for RO Plant	-	-	143,870	170,000	170,000	-	-	-	-	-
Operating Expenses	1,294,157	1,368,498	1,806,140	1,863,897	1,891,019	1,748,886	1,782,452	1,811,804	1,846,993	1,878,089
Operating Income (Loss)	72,521	555,323	125,001	74,564	54,762	204,215	177,969	155,937	128,068	104,292
Percent Increase in Revenue Needed	-8.48%	-29.15%	-6.54%	-3.88%	-2.84%	-10.56%	-9.17%	-8.00%	-6.55%	-5.31%
Non-Operating Revenues (Expenses)										
Debt Service Fee (Restricted)	-	-	-	-	-	-	-	-	-	-
Pro-Rata Fees (Restricted)	-	-	-	-	-	-	-	-	-	-
Availability Fees (Reserved)	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400
Interest Revenue (Undesignated)	5,925	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500
Total Non-Operating Revenues (Expenses)	60,325	59,900	59,900	59,900	59,900	59,900	59,900	59,900	59,900	59,900
Net Income (Loss)	132,846	615,223	184,901	134,464	114,662	264,115	237,869	215,837	187,968	164,192
Percent Increase in Revenue Needed	-15.54%	-32.29%	-9.67%	-7.00%	-5.95%	-13.65%	-12.25%	-11.07%	-9.61%	-8.36%

Projected Water Revenues and Expenses - Option D-Flat Rate & Additional Usage eliminating fixed charges

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Reserves:										
Water Development Escrow										
Beginning Balance - Pro Rata Fees	223,917.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00
Pro-Rata Share Fees	-	-	-	-	-	-	-	-	-	-
Pro Rata Share Fees Used	(218,917.00)	-	-	-	-	-	-	-	-	-
Balance at End of Year	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**
Water Capital Escrow										
Beginning Balance- Availability Fees	951,188	445,052	399,452	353,852	308,252	262,652	217,052	171,452	125,852	80,252
Reimburse advance for Waterline replacement	123,939	-	-	-	-	-	-	-	-	-
Availability Fees	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400
Availability Fees Used for Capital Projects:										
Completion of RO Plant	(584,475)	-	-	-	-	-	-	-	-	-
Water System Improvements	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Balance at End of Year	**445,052**	**399,452**	**353,852**	**308,252**	**262,652**	**217,052**	**171,452**	**125,852**	**80,252**	**34,652**
Water Debt Service Escrow										
Beginning Balance-Debt Service Fees	1,143,099	713,824	284,711	-	-	-	-	-	-	-
Debt Service Fees	-	-	-	-	-	-	-	-	-	-
Debt Service Fees Used:										
Original VML-VACO financing	(259,275)	(259,113)	(258,581)	-	-	-	-	-	-	-
Additional VML-VACO financing (some allocated to op?)	(170,000)	(170,000)	(26,130)	-	-	-	-	-	-	-
Balance at End of Year	**713,824**	**284,711**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**

Projected Sewer Revenues and Expenses - Option D-Flat Rate & Additional Usage eliminating fixed charges

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Revenue:										
Sewer Sales	669,500	1,291,338	1,298,358	1,305,378	1,312,398	1,319,418	1,326,438	1,333,458	1,340,478	1,347,498
Additional sales - 1/2 of first year	307,409									
Sewer Connection Fees	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600
Miscellaneous	500	500	500	500	500	500	500	500	500	500
Total Operating Revenue	1,009,009	1,323,438	1,330,458	1,337,478	1,344,498	1,351,518	1,358,538	1,365,558	1,372,578	1,379,598
Expenses:										
Salaries (increase 2%)	259,150	264,333	269,620	275,012	280,512	286,123	291,845	297,682	303,636	309,708
FICA/Unemployment Tax (8% of salaries)	20,735	21,147	21,570	22,001	22,441	22,890	23,348	23,815	24,291	24,777
VSRS (10% of salaries)	25,915	26,433	26,962	27,501	28,051	28,612	29,184	29,768	30,364	30,971
Health (16% of salaries)	40,315	42,293	43,139	44,002	44,882	45,780	46,695	47,629	48,582	49,553
Uniforms (max 5% increase after 1st 2 years)	2,500	2,500	2,625	2,756	2,894	3,039	3,191	3,350	3,518	3,694
Contractual	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Audit & Legal (7% for audit based on history)	23,000	24,610	26,333	28,176	30,148	32,259	34,517	36,933	39,518	42,285
Maintenance & Repairs (assume 2%)	70,000	71,400	72,828	74,285	75,770	77,286	78,831	80,408	82,016	83,656
VAC Truck Maintenance (assume 2%)	5,250	5,355	5,462	5,571	5,683	5,796	5,912	6,031	6,151	6,274
Data Processing (2%)	17,500	17,850	18,207	18,571	18,943	19,321	19,708	20,102	20,504	20,914
Utilities (2%)	40,000	40,800	41,616	42,448	43,297	44,163	45,046	45,947	46,866	47,804
Telephone (2%)	16,500	16,830	17,167	17,510	17,860	18,217	18,582	18,953	19,332	19,719
SCADA (2%)	3,000	3,060	3,121	3,184	3,247	3,312	3,378	3,446	3,515	3,585
Insurance (2%)	14,000	14,280	14,566	14,857	15,154	15,457	15,766	16,082	16,403	16,731
Materials & Supplies (2%)	46,000	46,920	47,858	48,816	49,792	50,788	51,803	52,840	53,896	54,974
Gas & Tires (2%)	12,000	12,240	12,485	12,734	12,989	13,249	13,514	13,784	14,060	14,341
Dues & Subscriptions (2%)	50	51	52	53	54	55	56	57	59	60
Travel & Training (2%)	4,000	4,080	4,162	4,245	4,330	4,416	4,505	4,595	4,687	4,780
Miscellaneous (2%)	1,931	1,970	2,009	2,049	2,090	2,132	2,175	2,218	2,262	2,308
Capital Projects Funded with Op. Rates/Revenue:										
Vehicles & Equipment	28,500	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Ongoing sewer compliance costs (ie., rehab/wet weather mgt)	464,194	515,000	494,000	497,000	500,000	500,000	500,000	500,000	500,000	500,000
Debt Service Paid with Op. Rates/Revenue:										
VRA Bond (Replaces GMAC)	117,772	114,800	115,745	116,623	117,403	117,670	117,455	116,933	116,109	115,073
Operating Expenses	1,214,312	1,267,952	1,261,525	1,279,394	1,297,541	1,312,565	1,327,512	1,342,573	1,357,769	1,373,208
Operating Income (Loss)	(205,303)	55,486	68,933	58,084	46,957	38,953	31,026	22,985	14,809	6,390
Percent Increase in Revenue Needed	29.28%	-4.19%	-5.18%	-4.34%	-3.49%	-2.88%	-2.28%	-1.68%	-1.08%	-0.46%
Non-Operating Revenues (Expenses)										
Sewer Compliance Fee (Restricted)	488,255	491,152	494,049	496,945	499,842	502,739	505,636	508,533	511,429	514,326
Pro-Rata Fees (Restricted)	-	-	-	-	-	-	-	-	-	-
Availability Fees (Reserved)	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400
Interest Revenue (Undesignated)	3,250	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Total Non-Operating Revenues (Expenses)	573,905	576,552	579,449	582,345	585,242	588,139	591,036	593,933	596,829	599,726
Net Income (Loss)	368,602	632,038	648,381	640,429	632,199	627,092	622,062	616,918	611,638	606,116
Net Percent Increase in Revenue Needed	-52.57%	-47.78%	-48.75%	-47.90%	-47.04%	-46.42%	-45.81%	-45.19%	-44.58%	-43.95%

Projected Sewer Revenues and Expenses - Option D-Flat Rate & Additional Usage eliminating fixed charges

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Reserves:										
Sewer Development Escrow										
Beginning Balance - Pro Rata Fees	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611
Pro-Rata Share Fees	-	-	-	-	-	-	-	-	-	-
Pro Rata Share Fees Used	-	-	-	-	-	-	-	-	-	-
Balance at End of Year	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**
Sewer Capital Escrow										
Beginning Balance- Availability Fees	639,393	621,793	419,193	195,593	174,993	157,393	139,793	122,193	104,593	86,993
Availability Fees	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400
Availability Fees Used for Capital Projects:										
Sewer System Improvements (consent order related)	-	(185,000)	(206,000)	(3,000)	-	-	-	-	-	-
Sewer System Improvements (not consent order related)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Balance at End of Year	**621,793**	**419,193**	**195,593**	**174,993**	**157,393**	**139,793**	**122,193**	**104,593**	**86,993**	**69,393**
Sewer Compliance Escrow										
Beginning Balance-Sewer Compliance Fees	425,056	-	-	-	-	-	-	-	-	-
Sewer Compliance Fees	-	-	-	-	-	-	-	-	-	-
Sewer Compliance Fees Used:										
Ongoing sewer compliance costs (ie., rehab/wet weather mgt)	(425,056)	-	-	-	-	-	-	-	-	-
Balance at End of Year	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**

	Existing Rate Schedule (Bi-Monthly)	Option D Rate Schedule (Bi-Monthly)
Water:		
IN TOWN RATE		
Minimum	N/A	10,000
Minimum (fee)	N/A	$ 50.00
Usage per 1,000 gallons	$ 2.55	$ 5.50
OUT OF TOWN RATE		
Minimum	N/A	10,000
Minimum (fee)	N/A	$ 62.50
Usage per 1,000 gallons	$ 3.19	$ 6.90
Sewer		
IN TOWN RATE		
Minimum	N/A	10,000
Minimum (fee)	N/A	$ 50.00
Usage per 1,000 gallons	$ 2.90	$ 4.25
OUT OF TOWN RATE		
Minimum	N/A	10,000
Minimum (fee)	N/A	$ 62.50
Usage per 1,000 gallons	$ 3.63	$ 5.30

		Existing Rates				OPTION D									
		Bi-Monthly Charge				BI-Monthly Charge									
Customer Type	Bi-Monthly Usage (Gallons)	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	$ Increase (Decrease) TOTAL BILL	% Increase (Decrease) TOTAL BILL	$ Increase (Decrease) WATER BILL	% Increase (Decrease) WATER BILL	$ Increase (Decrease) SEWER BILL-Includes HRSD	% Increase (Decrease) SEWER BILL-Includes HRSD
Residential or Commercial	-	19.30	24.14	-	43.44	-	-	-	-	(43.44)	-100%	(19.30)	-100%	(24.14)	-100%
Residential or Commercial	1,000	21.85	27.04	15.00	63.89	50.00	50.00	15.00	115.00	51.11	80%	28.15	129%	22.96	55%
Residential or Commercial	2,000	24.40	29.94	15.00	69.34	50.00	50.00	15.00	115.00	45.66	66%	25.60	105%	20.06	45%
Residential or Commercial	3,000	26.95	32.84	15.00	74.79	50.00	50.00	15.00	115.00	40.21	54%	23.05	86%	17.16	36%
Residential or Commercial	4,000	29.50	35.74	16.32	81.56	50.00	50.00	16.32	116.32	34.76	43%	20.50	69%	14.26	27%
Residential or Commercial	5,000	32.05	38.64	20.40	91.09	50.00	50.00	20.40	120.40	29.31	32%	17.95	56%	11.36	19%
Residential or Commercial	6,000	34.60	41.54	24.48	100.62	50.00	50.00	24.48	124.48	23.86	24%	15.40	45%	8.46	13%
Residential or Commercial	7,000	37.15	44.44	28.56	110.15	50.00	50.00	28.56	128.56	18.41	17%	12.85	35%	5.56	8%
Residential or Commercial	8,000	39.70	47.34	32.64	119.68	50.00	50.00	32.64	132.64	12.96	11%	10.30	26%	2.66	3%
Residential or Commercial	9,000	42.25	50.24	36.72	129.21	50.00	50.00	36.72	136.72	7.51	6%	7.75	18%	(0.24)	0%
Residential or Commercial	10,000	44.80	53.14	40.80	138.74	50.00	50.00	40.80	140.80	2.06	1%	5.20	12%	(3.14)	-3%
Residential or Commercial	11,000	47.35	56.04	44.88	148.27	55.50	54.25	44.88	154.63	6.36	4%	8.15	17%	(1.79)	-2%
Residential or Commercial	12,000	49.90	58.94	48.96	157.80	61.00	58.50	48.96	168.46	10.66	7%	11.10	22%	(0.44)	0%
Residential or Commercial	13,000	52.45	61.84	53.04	167.33	66.50	62.75	53.04	182.29	14.96	9%	14.05	27%	0.91	1%
Residential or Commercial	14,000	55.00	64.74	57.12	176.86	72.00	67.00	57.12	196.12	19.26	11%	17.00	31%	2.26	2%
Residential or Commercial	15,000	57.55	67.64	61.20	186.39	77.50	71.25	61.20	209.95	23.56	13%	19.95	35%	3.61	3%
Residential or Commercial	16,000	60.10	70.54	65.28	195.92	83.00	75.50	65.28	223.78	27.86	14%	22.90	38%	4.96	4%
Residential or Commercial	17,000	62.65	73.44	69.36	205.45	88.50	79.75	69.36	237.61	32.16	16%	25.85	41%	6.31	4%
Residential or Commercial	18,000	65.20	76.34	73.44	214.98	94.00	84.00	73.44	251.44	36.46	17%	28.80	44%	7.66	5%
Residential or Commercial	19,000	67.75	79.24	77.52	224.51	99.50	88.25	77.52	265.27	40.76	18%	31.75	47%	9.01	6%
Residential or Commercial	20,000	70.30	82.14	81.60	234.04	105.00	92.50	81.60	279.10	45.06	19%	34.70	49%	10.36	6%
Residential or Commercial	30,000	95.80	111.14	122.40	329.34	160.00	135.00	122.40	417.40	88.06	27%	64.20	67%	23.86	10%
Residential or Commercial	40,000	121.30	140.14	163.20	424.64	215.00	177.50	163.20	555.70	131.06	31%	93.70	77%	37.36	12%
Residential or Commercial	50,000	146.80	169.14	204.00	519.94	270.00	220.00	204.00	694.00	174.06	33%	123.20	84%	50.86	14%
Residential or Commercial	60,000	172.30	198.14	244.80	615.24	325.00	262.50	244.80	832.30	217.06	35%	152.70	89%	64.36	15%
Residential or Commercial	70,000	197.80	227.14	285.60	710.54	380.00	305.00	285.60	970.60	260.06	37%	182.20	92%	77.86	15%
Residential or Commercial	80,000	223.30	256.14	326.40	805.84	435.00	347.50	326.40	1,108.90	303.06	38%	211.70	95%	91.36	16%
Residential or Commercial	90,000	248.80	285.14	367.20	901.14	490.00	390.00	367.20	1,247.20	346.06	38%	241.20	97%	104.86	16%
Residential or Commercial	100,000	274.30	314.14	408.00	996.44	545.00	432.50	408.00	1,385.50	389.06	39%	270.70	99%	118.36	16%
Multi-Family Units															
Patriots Landing (12 units)	135,600	577.38	682.92	553.25	1,813.55	740.80	583.80	553.25	1,877.85	64.30	4%	163.42	28%	(99.12)	-8%
Bradford Mews (12 units)	139,000	586.05	692.78	567.12	1,845.95	759.50	598.25	567.12	1,924.87	78.92	4%	173.45	30%	(94.53)	-8%
Cedar Street (24 units)	157,000	863.55	1,034.66	640.56	2,538.77	858.50	674.75	640.56	2,173.81	(364.96)	-14%	(5.05)	-1%	(359.91)	-21%
Church Manor (50 units)	181,900	1,428.85	1,734.51	742.15	3,905.51	995.45	780.58	742.15	2,518.18	(1,387.34)	-36%	(433.40)	-30%	(953.94)	-39%
Morris Creek (24 units)	234,500	1,061.18	1,259.41	956.76	3,277.35	1,284.75	1,004.13	956.76	3,245.64	(31.72)	-1%	223.57	21%	(255.29)	-12%
Jersey Park (25 units)	324,500	1,309.98	1,544.55	1323.96	4,178.49	1,779.75	1,386.63	1323.96	4,490.34	311.85	7%	469.77	36%	(157.93)	-6%
Woods Edge Apts (17 units)	419,000	1,396.55	1,625.48	1,709.52	4,731.55	2,299.50	1,788.25	1,709.52	5,797.27	1,065.72	23%	902.95	65%	162.77	5%
Covenant Place (41 units)	797,000	2,823.65	3,301.04	3,251.76	9,376.45	4,378.50	3,394.75	3,251.76	11,025.01	1,648.56	18%	1,554.85	55%	93.71	1%
Selected Non-Residential Customers															
Pretlow Funeral Home	700	21.09	26.17	15.00	62.26	50.00	50.00	15.00	115.00	52.75	85%	28.92	137%	23.83	58%
Boulevard Cleaners	1,100	22.11	27.33	15.00	64.44	50.00	50.00	15.00	115.00	50.56	78%	27.89	126%	22.67	54%
Smithfield Family Dentistry	3,450	28.10	34.15	15.00	77.25	50.00	50.00	15.00	115.00	37.75	49%	21.90	78%	15.85	32%
Smithfield Little Theater	4,500	30.78	37.19	18.36	86.33	50.00	50.00	18.36	118.36	32.03	37%	19.22	62%	12.81	23%
Ringo's Donuts	5,950	34.47	41.4	24.28	100.15	50.00	50.00	24.28	124.28	24.13	24%	15.53	45%	8.60	13%
The Hair Stop	6,400	35.62	42.7	26.11	104.43	50.00	50.00	26.11	126.11	21.68	21%	14.38	40%	7.30	11%
Little's Flower Shop	6,750	36.51	43.72	27.54	107.77	50.00	50.00	27.54	127.54	19.77	18%	13.49	37%	6.28	9%
Hearns Furniture Store	7,050	37.28	44.59	28.76	110.63	50.00	50.00	28.76	128.76	18.13	16%	12.72	34%	5.41	7%
Powerhouse Equipment	7,800	39.19	46.76	31.82	117.77	50.00	50.00	31.82	131.82	14.05	12%	10.81	28%	3.24	4%

	Existing Rates					OPTION D									
		Bi-Monthly Charge				BI-Monthly Charge									
Customer Type	Bi-Monthly Usage (Gallons)	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	$ Increase (Decrease) TOTAL BILL	% Increase (Decrease) TOTAL BILL	$ Increase (Decrease) WATER BILL	% Increase (Decrease) WATER BILL	$ Increase (Decrease) SEWER BILL- Includes HRSD	% Increase (Decrease) SEWER BILL- Includes HRSD
Rite Aid Corporation	10,600	46.33	54.88	43.25	144.46	53.30	52.55	43.25	149.10	4.64	3%	6.97	15%	(2.33)	-2%
Smithfield Fast Lube	12,750	51.81	61.12	52.02	164.95	65.13	61.69	52.02	178.83	13.88	8%	13.32	26%	0.57	1%
Smithfield Detailing & Power Wash	13,100	52.71	62.13	53.45	168.29	67.05	63.18	53.45	183.68	15.39	9%	14.34	27%	1.04	1%
DAV Thrift Store	14,050	55.13	64.89	57.32	177.34	72.28	67.21	57.32	196.81	19.47	11%	17.15	31%	2.32	2%
Smithfield Animal Hospital	15,200	58.06	68.22	62.02	188.30	78.60	72.10	62.02	212.72	24.42	13%	20.54	35%	3.88	3%
Colonial Funeral Home	16,800	62.14	72.86	68.54	203.54	87.40	78.90	68.54	234.84	31.30	15%	25.26	41%	6.04	4%
7-Eleven (S Church Street)	20,350	71.19	83.16	83.03	237.38	106.93	93.99	83.03	283.94	46.56	20%	35.74	50%	10.83	7%
Smithfield Foods (1911 S Church)	25,000	83.05	96.64	102.00	281.69	132.50	113.75	102.00	348.25	66.56	24%	49.45	60%	17.11	9%
Main Street Baptist Church	32,100	101.16	117.23	130.97	349.36	171.55	143.93	130.97	446.45	97.09	28%	70.39	70%	26.70	11%
Smithfield Gourmet Bakery	50,950	149.22	171.9	207.88	529.00	275.23	224.04	207.88	707.14	178.14	34%	126.01	84%	52.14	14%
Royal Farms	58,800	169.24	194.66	239.90	603.80	318.40	257.40	239.90	815.70	211.90	35%	149.16	88%	62.74	14%
Main Street Restaurant	59,550	171.15	196.84	242.96	610.95	322.53	260.59	242.96	826.07	215.12	35%	151.38	88%	63.75	14%
Anna's	61,000	174.85	201.04	248.88	624.77	330.50	266.75	248.88	846.13	221.36	35%	155.65	89%	65.71	15%
Smithfield Transporation	71,130	200.68	230.42	290.21	721.31	386.22	309.80	290.21	986.23	264.92	37%	185.54	92%	79.38	15%
Bloom	83,500	232.23	266.29	340.68	839.20	454.25	362.38	340.68	1,157.31	318.11	38%	222.02	96%	96.09	16%
Smithfield Inn	85,770	238.01	272.87	349.94	860.82	466.74	372.02	349.94	1,188.70	327.88	38%	228.73	96%	99.15	16%
McDonald's	93,000	256.45	293.84	379.44	929.73	506.50	402.75	379.44	1,288.69	358.96	39%	250.05	98%	108.91	16%
Wendy's	94,000	259.00	296.74	383.52	939.26	512.00	407.00	383.52	1,302.52	363.26	39%	253.00	98%	110.26	16%
YMCA	95,000	261.55	299.64	387.60	948.79	517.50	411.25	387.60	1,316.35	367.56	39%	255.95	98%	111.61	16%
Cool Wave	100,000	274.30	314.14	408.00	996.44	545.00	432.50	408.00	1,385.50	389.06	39%	270.70	99%	118.36	16%
Hardee's	103,800	283.99	325.16	423.50	1,032.65	565.90	448.65	423.50	1,438.05	405.40	39%	281.91	99%	123.49	16%
Burger King	120,560	326.73	373.76	491.88	1,192.37	658.08	519.88	491.88	1,669.84	477.47	40%	331.35	101%	146.12	17%
Club Forest Cypress Run LLC (13432 BCB)	126,000	340.60	389.54	514.08	1,244.22	688.00	543.00	514.08	1,745.08	500.86	40%	347.40	102%	153.46	17%
Westside Elementary School	133,500	359.73	411.29	544.68	1,315.70	729.25	574.88	544.68	1,848.81	533.11	41%	369.52	103%	163.59	17%
Southern Foods Store (including car wash)	153,000	409.45	467.84	624.24	1,501.53	836.50	657.75	624.24	2,118.49	616.96	41%	427.05	104%	189.91	17%
Smithfield Foods (111 Commerce)	161,000	429.85	491.04	656.88	1,577.77	880.50	691.75	656.88	2,229.13	651.36	41%	450.65	105%	200.71	17%
Club Forest Cypress Run LLC (13474 BCB)	176,700	469.89	536.57	720.94	1,727.40	966.85	758.48	720.94	2,446.27	718.87	42%	496.96	106%	221.91	18%
Farm Fresh	204,000	539.50	615.74	832.32	1,987.56	1,117.00	874.50	832.32	2,823.82	836.26	42%	577.50	107%	258.76	18%
Ever-Clean Laundry	213,500	563.73	643.29	871.08	2,078.10	1,169.25	914.88	871.08	2,955.21	877.11	42%	605.52	107%	271.59	18%
Smithfield Foods (200 Commerce)	242,500	637.68	727.39	989.40	2,354.47	1,328.75	1,038.13	989.40	3,356.28	1,001.81	43%	691.07	108%	310.74	18%
Farmers Service	262,000	687.40	783.94	1,068.96	2,540.30	1,436.00	1,121.00	1,068.96	3,625.96	1,085.66	43%	748.60	109%	337.06	18%
Riverside Convalescent Center	306,100	799.86	911.83	1,248.89	2,960.58	1,678.55	1,308.43	1,248.89	4,235.87	1,275.29	43%	878.69	110%	396.60	18%
Smithfield Station	309,500	808.53	921.69	1,262.76	2,992.98	1,697.25	1,322.88	1,262.76	4,282.89	1,289.91	43%	888.72	110%	401.19	18%
Hampton Inn	340,000	886.30	1010.14	1,387.20	3,283.64	1,865.00	1,452.50	1,387.20	4,704.70	1,421.06	43%	978.70	110%	442.36	18%

Appendix G. – Option E

Projected Water Revenues and Expenses - Option E-Flat Rate & Additional Usage with Commercial Tier

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Revenue:										
Water Sales	625,000	1,229,062	1,235,002	1,240,942	1,246,882	1,252,822	1,258,762	1,264,702	1,270,642	1,276,582
Additional sales - 1/2 of first year	297,802									
Water Sales-IOW County	230,085	345,744	345,744	345,744	345,744	345,744	345,744	345,744	345,744	345,744
Increase IOW County Sales-1/2 of first year (blended rate $5.89)	38,237									
Water Connection Fees (assume 20 per year)-$660 each	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200
Application Fees	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Miscellaneous	500	500	500	500	500	500	500	500	500	500
Total Operating Revenue	1,209,824	1,593,506	1,599,446	1,605,386	1,611,326	1,617,266	1,623,206	1,629,146	1,635,086	1,641,026
Expenses:										
Salaries (increase 2%)	291,300	297,126	303,069	309,130	315,312	321,619	328,051	334,612	341,304	348,130
FICA/Unemployment Tax (8% of salaries)	23,304	23,770	24,245	24,730	25,225	25,729	26,244	26,769	27,304	27,850
VSRS (10% of salaries)	29,245	29,713	30,307	30,913	31,531	32,162	32,805	33,461	34,130	34,813
Health (15% of salaries)	43,000	44,569	45,460	46,369	47,297	48,243	49,208	50,192	51,196	52,220
Uniforms (max 5% increase after 1st 2 years)	3,000	3,000	3,150	3,308	3,473	3,647	3,829	4,020	4,221	4,432
Contractual	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000
Audit & Legal (7% for audit based on history)	23,000	24,610	26,333	28,176	30,148	32,259	34,517	36,933	39,518	42,285
Maintenance & Repairs (assume 2%)	21,000	21,420	21,848	22,285	22,731	23,186	23,649	24,122	24,605	25,097
Water Tank Maintenance	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Additional O&M-Fluoride Removal	442,950	501,217	520,837	532,718	545,193	558,292	572,046	586,488	601,652	617,573
Well Maintenance	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Professional Services (2%)	1,000	1,020	1,040	1,061	1,082	1,104	1,126	1,149	1,172	1,195
Data Processing (2%)	16,000	16,320	16,646	16,979	17,319	17,665	18,019	18,379	18,747	19,121
Utilities (2%)	65,000	66,300	67,626	68,979	70,358	71,765	73,201	74,665	76,158	77,681
Communications (2%)	12,300	12,546	12,797	13,053	13,314	13,580	13,852	14,129	14,411	14,700
Insurance (10%-initially then 2%)	16,000	17,600	17,952	18,311	18,677	19,051	19,432	19,820	20,217	20,621
Materials & Supplies (2%)	114,400	116,688	119,022	121,402	123,830	126,307	128,833	131,410	134,038	136,719
Gas & Tires (2%)	12,000	12,240	12,485	12,734	12,989	13,249	13,514	13,784	14,060	14,341
Dues & Subscriptions (2%)	800	816	832	849	866	883	901	919	937	956
Travel & Training (2%)	5,500	5,610	5,722	5,837	5,953	6,072	6,194	6,318	6,444	6,573
Miscellaneous (2%)	9,236	9,421	9,609	9,801	9,997	10,197	10,401	10,609	10,821	11,038
Capital Projects Funded with Op. Rates/Revenue:										
Vehicles & Equipment	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Debt Service Paid with Op. Rates/Revenue:										
VRA Bond (Replaces GMAC)	24,122	23,513	23,708	23,886	24,046	24,101	24,056	23,950	23,782	23,569
Operating Expenses	1,294,157	1,368,498	1,403,689	1,431,522	1,460,344	1,490,111	1,520,877	1,552,729	1,585,718	1,619,914
Operating Income (Loss)	(84,333)	225,008	195,757	173,864	150,982	127,155	102,329	76,417	49,368	21,112
Percent Increase in Revenue Needed	9.86%	-14.29%	-12.38%	-10.96%	-9.48%	-7.95%	-6.38%	-4.75%	-3.05%	-1.30%
Non-Operating Revenues (Expenses)										
Debt Service Fee (Restricted)	401,000	403,316	405,632	407,948	410,264	412,580	414,896	417,212	419,528	421,844
Pro-Rata Fees (Restricted)	-	-	-	-	-	-	-	-	-	-
Availability Fees (Reserved)	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400
Interest Revenue (Undesignated)	5,925	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500
Total Non-Operating Revenues (Expenses)	461,325	463,216	465,532	467,848	470,164	472,480	474,796	477,112	479,428	481,744
Net Income (Loss)	376,992	688,224	661,289	641,712	621,146	599,635	577,125	553,529	528,796	502,856
Percent Increase in Revenue Needed	-44.09%	-43.70%	-41.83%	-40.44%	-39.00%	-37.51%	-35.97%	-34.37%	-32.71%	-31.00%

Projected Water Revenues and Expenses - Option E-Flat Rate & Additional Usage with Commercial Tier

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Reserves:										
Water Development Escrow										
Beginning Balance - Pro Rata Fees	223,917.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00
Pro-Rata Share Fees	-	-	-	-	-	-	-	-	-	-
Pro Rata Share Fees Used	(218,917.00)	-	-	-	-	-	-	-	-	-
Balance at End of Year	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**	**5,000.00**
Water Capital Escrow										
Beginning Balance- Availability Fees	951,188	445,052	399,452	353,852	308,252	262,652	217,052	171,452	125,852	80,252
Reimburse advance for Waterline replacement	123,939	-	-	-	-	-	-	-	-	-
Availability Fees	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400	54,400
Availability Fees Used for Capital Projects:										
Completion of RO Plant	(584,475)	-	-	-	-	-	-	-	-	-
Water System Improvements	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Balance at End of Year	**445,052**	**399,452**	**353,852**	**308,252**	**262,652**	**217,052**	**171,452**	**125,852**	**80,252**	**34,652**
Water Debt Service Escrow										
Beginning Balance-Debt Service Fees	1,143,099	1,114,824	1,089,027	1,066,078	1,041,651	1,021,240	1,175,045	1,328,366	1,486,503	1,644,756
Debt Service Fees	401,000	403,316	405,632	407,948	410,264	412,580	414,896	417,212	419,528	421,844
Debt Service Fees Used:										
Original VML-VACO financing	(259,275)	(259,113)	(258,581)	(262,375)	(260,675)	(258,775)	(261,575)	(259,075)	(261,275)	(258,175)
Additional VML-VACO financing (some allocated to op?)	(170,000)	(170,000)	(170,000)	(170,000)	(170,000)	-	-	-	-	-
Balance at End of Year	**1,114,824**	**1,089,027**	**1,066,078**	**1,041,651**	**1,021,240**	**1,175,045**	**1,328,366**	**1,486,503**	**1,644,756**	**1,808,425**

Projected Water Revenues and Expenses - Option E-Flat Rate & Additional Usage with Commercial Tier

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Revenue:										
Sewer Sales	669,500	855,509	859,949	864,389	868,829	873,269	877,709	882,149	886,589	891,029
Additional sales - 1/2 of first year	90,785									
Sewer Connection Fees	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600	31,600
Miscellaneous	500	500	500	500	500	500	500	500	500	500
Total Operating Revenue	792,385	887,609	892,049	896,489	900,929	905,369	909,809	914,249	918,689	923,129
Expenses:										
Salaries (increase 2%)	259,150	264,333	269,620	275,012	280,512	286,123	291,845	297,682	303,636	309,708
FICA/Unemployment Tax (8% of salaries)	20,735	21,147	21,570	22,001	22,441	22,890	23,348	23,815	24,291	24,777
VSRS (10% of salaries)	25,915	26,433	26,962	27,501	28,051	28,612	29,184	29,768	30,364	30,971
Health (16% of salaries)	40,315	42,293	43,139	44,002	44,882	45,780	46,695	47,629	48,582	49,553
Uniforms (max 5% increase after 1st 2 years)	2,500	2,500	2,625	2,756	2,894	3,039	3,191	3,350	3,518	3,694
Contractual	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Audit & Legal (7% for audit based on history)	23,000	24,610	26,333	28,176	30,148	32,259	34,517	36,933	39,518	42,285
Maintenance & Repairs (assume 2%)	70,000	71,400	72,828	74,285	75,770	77,286	78,831	80,408	82,016	83,656
VAC Truck Maintenance (assume 2%)	5,250	5,355	5,462	5,571	5,683	5,796	5,912	6,031	6,151	6,274
Data Processing (2%)	17,500	17,850	18,207	18,571	18,943	19,321	19,708	20,102	20,504	20,914
Utilities (2%)	40,000	40,800	41,616	42,448	43,297	44,163	45,046	45,947	46,866	47,804
Telephone (2%)	16,500	16,830	17,167	17,510	17,860	18,217	18,582	18,953	19,332	19,719
SCADA (2%)	3,000	3,060	3,121	3,184	3,247	3,312	3,378	3,446	3,515	3,585
Insurance (2%)	14,000	14,280	14,566	14,857	15,154	15,457	15,766	16,082	16,403	16,731
Materials & Supplies (2%)	46,000	46,920	47,858	48,816	49,792	50,788	51,803	52,840	53,896	54,974
Gas & Tires (2%)	12,000	12,240	12,485	12,734	12,989	13,249	13,514	13,784	14,060	14,341
Dues & Subscriptions (2%)	50	51	52	53	54	55	56	57	59	60
Travel & Training (2%)	4,000	4,080	4,162	4,245	4,330	4,416	4,505	4,595	4,687	4,780
Miscellaneous (2%)	1,931	1,970	2,009	2,049	2,090	2,132	2,175	2,218	2,262	2,308
Capital Projects Funded with Op. Rates/Revenue:										
Vehicles & Equipment	28,500	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Debt Service Paid with Op. Rates/Revenue:										
VRA Bond	117,772	114,800	115,745	116,623	117,403	117,670	117,455	116,933	116,109	115,073
Operating Expenses	750,118	752,952	767,525	782,394	797,541	812,565	827,512	842,573	857,769	873,208
Operating Income (Loss)	42,267	134,657	124,524	114,095	103,388	92,804	82,297	71,676	60,920	49,921
Percent Increase in Revenue Needed	-6.03%	-15.18%	-13.97%	-12.73%	-11.48%	-10.26%	-9.05%	-7.84%	-6.63%	-5.41%
Non-Operating Revenues (Expenses)										
Sewer Compliance Fee (Restricted)	488,255	491,152	494,049	496,945	499,842	502,739	505,636	508,533	511,429	514,326
Pro-Rata Fees (Restricted)	-	-	-	-	-	-	-	-	-	-
Availability Fees (Reserved)	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400
Interest Revenue (Undesignated)	3,250	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Total Non-Operating Revenues (Expenses)	573,905	576,552	579,449	582,345	585,242	588,139	591,036	593,933	596,829	599,726
Net Income (Loss)	616,172	711,209	703,972	696,440	688,630	680,943	673,333	665,609	657,749	649,647
Net Percent Increase in Revenue Needed	-87.89%	-80.17%	-78.96%	-77.73%	-76.48%	-75.25%	-74.05%	-72.84%	-71.64%	-70.41%

Reserves:

Projected Water Revenues and Expenses - Option E-Flat Rate & Additional Usage with Commercial Tier

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Sewer Development Escrow										
Beginning Balance - Pro Rata Fees	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611	315,611
Pro-Rata Share Fees	-	-	-	-	-	-	-	-	-	-
Pro Rata Share Fees Used	-	-	-	-	-	-	-	-	-	-
Balance at End of Year	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**	**315,611.00**
Sewer Capital Escrow										
Beginning Balance- Availability Fees	639,393	621,793	419,193	195,593	174,993	157,393	139,793	122,193	104,593	86,993
Availability Fees	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400	82,400
Availability Fees Used for Capital Projects:										
Sewer System Improvements (consent order relate	-	(185,000)	(206,000)	(3,000)	-	-	-	-	-	-
Sewer System Improvements (not consent order re	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)	(100,000)
Balance at End of Year	**621,793**	**419,193**	**195,593**	**174,993**	**157,393**	**139,793**	**122,193**	**104,593**	**86,993**	**69,393**
Sewer Compliance Escrow										
Beginning Balance-Sewer Compliance Fees	425,056	24,061	213	261	207	49	2,788	8,424	16,956	28,386
Sewer Compliance Fees	488,255	491,152	494,049	496,945	499,842	502,739	505,636	508,533	511,429	514,326
Sewer Compliance Fees Used:										
Ongoing sewer compliance costs (ie., rehab/wet w	(889,250)	(515,000)	(494,000)	(497,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)
Balance at End of Year	**24,061**	**213**	**261**	**207**	**49**	**2,788**	**8,424**	**16,956**	**28,386**	**42,712**

	Existing Rate Schedule (Bi-Monthly)	Option E Rate Schedule (Bi-Monthly)	
Water:			
IN TOWN RATE			
Minimum	N/A	10,000	
Minimum (fee)	N/A	$ 40.00	
Fixed Fee	$ 19.30	$ 19.30	
Usage per 1,000 gallons	$ 2.55	$ 4.75	usage over minimum ($/1,000 gal.)
Commercial usage >100,000		$ 3.75	usage over >100,000 ($/1,000 gal.)
OUT OF TOWN RATE			
Minimum	N/A	10,000	
Minimum (fee)	N/A	$ 50.00	
Fixed Fee	$ 19.30	$ 19.30	
Usage per 1,000 gallons	$ 3.19	$ 6.00	usage over minimum ($/1,000 gal.)
Commercial usage >100,000		$ 4.70	usage over >100,000 ($/1,000 gal.)
Sewer			
IN TOWN RATE			
Minimum	N/A	10,000	
Minimum (fee)	N/A	$ 30.00	
Fixed Fee	$ 24.14	$ 24.14	
Usage per 1,000 gallons	$ 2.90	$ 3.50	usage over minimum ($/1,000 gal.)
Commercial usage >100,000		$ 2.75	usage over >100,000 ($/1,000 gal.)
OUT OF TOWN RATE			
Minimum	N/A	10,000	
Minimum (fee)	N/A	$ 37.50	
Fixed Fee	$ 24.14	$ 24.14	
Usage per 1,000 gallons	$ 3.63	$ 4.40	usage over minimum ($/1,000 gal.)
Commercial usage >100,000		$ 3.45	usage over >100,000 ($/1,000 gal.)

		Existing Rates				OPTION E									
		Bi-Monthly Charge				BI-Monthly Charge									
Customer Type	Bi-Monthly Usage (Gallons)	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	$ Increase (Decrease) TOTAL BILL	% Increase (Decrease) TOTAL BILL	$ Increase (Decrease) WATER BILL	% Increase (Decrease) WATER BILL	$ Increase (Decrease) SEWER BILL- Includes HRSD	% Increase (Decrease) SEWER BILL- Includes HRSD
Residential or Commercial	-	19.30	24.14	-	43.44	59.30	54.14	-	113.44	70.00	161%	40.00	207%	30.00	124%
Residential or Commercial	1,000	21.85	27.04	15.00	63.89	59.30	54.14	15.00	128.44	64.55	101%	37.45	171%	27.10	64%
Residential or Commercial	2,000	24.40	29.94	15.00	69.34	59.30	54.14	15.00	128.44	59.10	85%	34.90	143%	24.20	54%
Residential or Commercial	3,000	26.95	32.84	15.00	74.79	59.30	54.14	15.00	128.44	53.65	72%	32.35	120%	21.30	45%
Residential or Commercial	4,000	29.50	35.74	16.32	81.56	59.30	54.14	16.32	129.76	48.20	59%	29.80	101%	18.40	35%
Residential or Commercial	5,000	32.05	38.64	20.40	91.09	59.30	54.14	20.40	133.84	42.75	47%	27.25	85%	15.50	26%
Residential or Commercial	6,000	34.60	41.54	24.48	100.62	59.30	54.14	24.48	137.92	37.30	37%	24.70	71%	12.60	19%
Residential or Commercial	7,000	37.15	44.44	28.56	110.15	59.30	54.14	28.56	142.00	31.85	29%	22.15	60%	9.70	13%
Residential or Commercial	8,000	39.70	47.34	32.64	119.68	59.30	54.14	32.64	146.08	26.40	22%	19.60	49%	6.80	9%
Residential or Commercial	9,000	42.25	50.24	36.72	129.21	59.30	54.14	36.72	150.16	20.95	16%	17.05	40%	3.90	4%
Residential or Commercial	10,000	44.80	53.14	40.80	138.74	59.30	54.14	40.80	154.24	15.50	11%	14.50	32%	1.00	1%
Residential or Commercial	11,000	47.35	56.04	44.88	148.27	64.05	57.64	44.88	166.57	18.30	12%	16.70	35%	1.60	2%
Residential or Commercial	12,000	49.90	58.94	48.96	157.80	68.80	61.14	48.96	178.90	21.10	13%	18.90	38%	2.20	2%
Residential or Commercial	13,000	52.45	61.84	53.04	167.33	73.55	64.64	53.04	191.23	23.90	14%	21.10	40%	2.80	2%
Residential or Commercial	14,000	55.00	64.74	57.12	176.86	78.30	68.14	57.12	203.56	26.70	15%	23.30	42%	3.40	3%
Residential or Commercial	15,000	57.55	67.64	61.20	186.39	83.05	71.64	61.20	215.89	29.50	16%	25.50	44%	4.00	3%
Residential or Commercial	16,000	60.10	70.54	65.28	195.92	87.80	75.14	65.28	228.22	32.30	16%	27.70	46%	4.60	3%
Residential or Commercial	17,000	62.65	73.44	69.36	205.45	92.55	78.64	69.36	240.55	35.10	17%	29.90	48%	5.20	4%
Residential or Commercial	18,000	65.20	76.34	73.44	214.98	97.30	82.14	73.44	252.88	37.90	18%	32.10	49%	5.80	4%
Residential or Commercial	19,000	67.75	79.24	77.52	224.51	102.05	85.64	77.52	265.21	40.70	18%	34.30	51%	6.40	4%
Residential or Commercial	20,000	70.30	82.14	81.60	234.04	106.80	89.14	81.60	277.54	43.50	19%	36.50	52%	7.00	4%
Residential or Commercial	30,000	95.80	111.14	122.40	329.34	154.30	124.14	122.40	400.84	71.50	22%	58.50	61%	13.00	6%
Residential or Commercial	40,000	121.30	140.14	163.20	424.64	201.80	159.14	163.20	524.14	99.50	23%	80.50	66%	19.00	6%
Residential or Commercial	50,000	146.80	169.14	204.00	519.94	249.30	194.14	204.00	647.44	127.50	25%	102.50	70%	25.00	7%
Residential or Commercial	60,000	172.30	198.14	244.80	615.24	296.80	229.14	244.80	770.74	155.50	25%	124.50	72%	31.00	7%
Residential or Commercial	70,000	197.80	227.14	285.60	710.54	344.30	264.14	285.60	894.04	183.50	26%	146.50	74%	37.00	7%
Residential or Commercial	80,000	223.30	256.14	326.40	805.84	391.80	299.14	326.40	1,017.34	211.50	26%	168.50	75%	43.00	7%
Residential or Commercial	90,000	248.80	285.14	367.20	901.14	439.30	334.14	367.20	1,140.64	239.50	27%	190.50	77%	49.00	8%
Residential or Commercial	100,000	274.30	314.14	408.00	996.44	486.80	369.14	408.00	1,263.94	267.50	27%	212.50	77%	55.00	8%
Multi-Family Units															
Patriots Landing (12 units)	135,600	577.38	682.92	553.25	1,813.55	841.50	742.58	553.25	2,137.33	323.78	18%	264.12	46%	59.66	5%
Bradford Mews (12 units)	139,000	586.05	692.78	567.12	1,845.95	855.10	751.93	567.12	2,174.15	328.20	18%	269.05	46%	59.15	5%
Cedar Street (24 units)	157,000	863.55	1,034.66	640.56	2,538.77	1,158.70	1,091.11	640.56	2,890.37	351.60	14%	295.15	34%	56.45	3%
Church Manor (50 units)	181,900	1,428.85	1,734.51	742.15	3,905.51	1,760.10	1,787.23	742.15	4,289.48	383.97	10%	331.25	23%	52.72	2%
Morris Creek (24 units)	234,500	1,061.18	1,259.41	956.76	3,277.35	1,468.70	1,304.24	956.76	3,729.70	452.35	14%	407.52	38%	44.82	2%
Jersey Park (25 units)	324,500	1,309.98	1,544.55	1323.96	4,178.49	1,848.00	1,575.88	1323.96	4,747.84	569.35	14%	538.02	41%	31.32	1%
Woods Edge Apts (17 units)	419,000	1,396.55	1,625.48	1,709.52	4,731.55	2,071.60	1,642.63	1,709.52	5,423.75	692.20	15%	675.05	48%	17.15	1%
Covenant Place (41 units)	797,000	2,823.65	3,301.04	3,251.76	9,376.45	4,046.80	3,261.49	3,251.76	10,560.05	1,183.60	13%	1,223.15	43%	(39.55)	-1%
Selected Non-Residential Customers															
Pretlow Funeral Home	700	21.09	26.17	15.00	62.26	59.30	54.14	15.00	128.44	66.19	106%	38.22	181%	27.97	68%

	Existing Rates					OPTION E									
		Bi-Monthly Charge				BI-Monthly Charge									
Customer Type	Bi-Monthly Usage (Gallons)	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	Water	Sewer (Does not include HRSD)	HRSD	Total Bi-Monthly Bill	$ Increase (Decrease) TOTAL BILL	% Increase (Decrease) TOTAL BILL	$ Increase (Decrease) WATER BILL	% Increase (Decrease) WATER BILL	$ Increase (Decrease) SEWER BILL- Includes HRSD	% Increase (Decrease) SEWER BILL- Includes HRSD
Boulevard Cleaners	1,100	22.11	27.33	15.00	64.44	59.30	54.14	15.00	128.44	64.00	99%	37.19	168%	26.81	63%
Smithfield Family Dentistry	3,450	28.10	34.15	15.00	77.25	59.30	54.14	15.00	128.44	51.19	66%	31.20	111%	19.99	41%
Smithfield Little Theater	4,500	30.78	37.19	18.36	86.33	59.30	54.14	18.36	131.80	45.47	53%	28.52	93%	16.95	31%
Ringo's Donuts	5,950	34.47	41.4	24.28	100.15	59.30	54.14	24.28	137.72	37.57	38%	24.83	72%	12.74	19%
The Hair Stop	6,400	35.62	42.7	26.11	104.43	59.30	54.14	26.11	139.55	35.12	34%	23.68	66%	11.44	17%
Little's Flower Shop	6,750	36.51	43.72	27.54	107.77	59.30	54.14	27.54	140.98	33.21	31%	22.79	62%	10.42	15%
Hearns Furniture Store	7,050	37.28	44.59	28.76	110.63	59.30	54.14	28.76	142.20	31.57	29%	22.02	59%	9.55	13%
Powerhouse Equipment	7,800	39.19	46.76	31.82	117.77	59.30	54.14	31.82	145.26	27.49	23%	20.11	51%	7.38	9%
Rite Aid Corporation	10,600	46.33	54.88	43.25	144.46	62.15	56.24	43.25	161.64	17.18	12%	15.82	34%	1.36	1%
Smithfield Fast Lube	12,750	51.81	61.12	52.02	164.95	72.36	63.77	52.02	188.15	23.20	14%	20.55	40%	2.65	2%
Smithfield Detailing & Power Wash	13,100	52.71	62.13	53.45	168.29	74.03	64.99	53.45	192.47	24.18	14%	21.32	40%	2.86	2%
DAV Thrift Store	14,050	55.13	64.89	57.32	177.34	78.54	68.32	57.32	204.17	26.83	15%	23.41	42%	3.42	3%
Smithfield Animal Hospital	15,200	58.06	68.22	62.02	188.30	84.00	72.34	62.02	218.36	30.06	16%	25.94	45%	4.12	3%
Colonial Funeral Home	16,800	62.14	72.86	68.54	203.54	91.60	77.94	68.54	238.08	34.54	17%	29.46	47%	5.08	4%
7-Eleven (S Church Street)	20,350	71.19	83.16	83.03	237.38	108.46	90.37	83.03	281.86	44.48	19%	37.27	52%	7.20	4%
Smithfield Foods (1911 S Church)	25,000	83.05	96.64	102.00	281.69	130.55	106.64	102.00	339.19	57.50	20%	47.50	57%	10.00	5%
Main Street Baptist Church	32,100	101.16	117.23	130.97	349.36	164.28	131.49	130.97	426.74	77.38	22%	63.12	62%	14.26	6%
Smithfield Gourmet Bakery	50,950	149.22	171.9	207.88	529.00	253.81	197.47	207.88	659.16	130.16	25%	104.59	70%	25.57	7%
Royal Farms	58,800	169.24	194.66	239.90	603.80	291.10	224.94	239.90	755.94	152.14	25%	121.86	72%	30.28	7%
Main Street Restaurant	59,550	171.15	196.84	242.96	610.95	294.66	227.57	242.96	765.19	154.24	25%	123.51	72%	30.73	7%
Anna's	61,000	174.85	201.04	248.88	624.77	301.55	232.64	248.88	783.07	158.30	25%	126.70	72%	31.60	7%
Smithfield Transporation	71,130	200.68	230.42	290.21	721.31	349.67	268.10	290.21	907.97	186.66	26%	148.99	74%	37.68	7%
Bloom	83,500	232.23	266.29	340.68	839.20	408.43	311.39	340.68	1,060.50	221.30	26%	176.20	76%	45.10	7%
Smithfield Inn	85,770	238.01	272.87	349.94	860.82	419.21	319.34	349.94	1,088.48	227.66	26%	181.20	76%	46.47	7%
McDonald's	93,000	256.45	293.84	379.44	929.73	453.55	344.64	379.44	1,177.63	247.90	27%	197.10	77%	50.80	8%
Wendy's	94,000	259.00	296.74	383.52	939.26	458.30	348.14	383.52	1,189.96	250.70	27%	199.30	77%	51.40	8%
YMCA	95,000	261.55	299.64	387.60	948.79	463.05	351.64	387.60	1,202.29	253.50	27%	201.50	77%	52.00	8%
Cool Wave	100,000	274.30	314.14	408.00	996.44	486.80	369.14	408.00	1,263.94	267.50	27%	212.50	77%	55.00	8%
Hardee's	103,800	283.99	325.16	423.50	1,032.65	501.05	379.59	423.50	1,304.14	271.49	26%	217.06	76%	54.43	7%
Burger King	120,560	326.73	373.76	491.88	1,192.37	563.90	425.68	491.88	1,481.46	289.09	24%	237.17	73%	51.92	6%
Club Forest Cypress Run LLC (13432 BCB)	126,000	340.60	389.54	514.08	1,244.22	584.30	440.64	514.08	1,539.02	294.80	24%	243.70	72%	51.10	6%
Westside Elementary School	133,500	359.73	411.29	544.68	1,315.70	612.43	461.27	544.68	1,618.37	302.67	23%	252.70	70%	49.97	5%
Southern Foods Store (including car wash)	153,000	409.45	467.84	624.24	1,501.53	685.55	514.89	624.24	1,824.68	323.15	22%	276.10	67%	47.05	4%
Smithfield Foods (111 Commerce)	161,000	429.85	491.04	656.88	1,577.77	715.55	536.89	656.88	1,909.32	331.55	21%	285.70	66%	45.85	4%
Club Forest Cypress Run LLC (13474 BCB)	176,700	469.89	536.57	720.94	1,727.40	774.43	580.07	720.94	2,075.43	348.03	20%	304.54	65%	43.49	3%
Farm Fresh	204,000	539.50	615.74	832.32	1,987.56	876.80	655.14	832.32	2,364.26	376.70	19%	337.30	63%	39.40	3%
Ever-Clean Laundry	213,500	563.73	643.29	871.08	2,078.10	912.43	681.27	871.08	2,464.77	386.67	19%	348.70	62%	37.98	3%
Smithfield Foods (200 Commerce)	242,500	637.68	727.39	989.40	2,354.47	1,021.18	761.02	989.40	2,771.59	417.12	18%	383.50	60%	33.63	2%
Farmers Service	262,000	687.40	783.94	1,068.96	2,540.30	1,094.30	814.64	1,068.96	2,977.90	437.60	17%	406.90	59%	30.70	2%
Riverside Convalescent Center	306,100	799.86	911.83	1,248.89	2,960.58	1,259.68	935.92	1,248.89	3,444.48	483.90	16%	459.82	57%	24.09	1%
Smithfield Station	309,500	808.53	921.69	1,262.76	2,992.98	1,272.43	945.27	1,262.76	3,480.45	487.47	16%	463.90	57%	23.58	1%
Hampton Inn	340,000	886.30	1010.14	1,387.20	3,283.64	1,386.80	1,029.14	1,387.20	3,803.14	519.50	16%	500.50	56%	19.00	1%

DEPARTMENT	POSITION TITLE	FLSA STATUS	PAY GRADE	SALARY RANGE
Town Manager	Office Aide (PT)	Non-Exempt	6	$24,249 - $30,918 - $37,586
	Records Management Assistant (FT and PT)	Non-Exempt	7	$25,462 - $32,464 - $39,466
	Office Manager	Non-Exempt	12	$32,496 - $41,433 - $50,369
	IT Network Administrator	Non-Exempt	17	$41,475 - $52,880 - $64,286
	Town Manager	Exempt	31	$82,117 - $104,699 - $127,281
Treasurer	Clerical Assistant (Tax) (PT and FT)	Non-Exempt	7	$25,462 - $32,464 - $39,466
	Clerical Assistant (Acounts Payable)	Non-Exempt	7	$25,462 - $32,464 - $39,466
	Clerical Assistant (Water/Sewer)	Non-Exempt	9	$28,072 - $35,791 - $43,511
	Bookkeeper	Non-Exempt	10	$29,475 - $37,581 - $45,687
	Payroll/Benefits Clerk	Non-Exempt	10	$29,475 - $37,581 - $45,687
	Office Manager	Non-Exempt	12	$32,496 - $41,433 - $50,369
	Financial Analyst	Exempt	19	$45,726 - $58,300 - $70,875
	Treasurer	Exempt	27	$67,558 - $86,136 - $104,715
Planning, Engineering and Public Works	Laborer (FT and PT)	Non-Exempt	4	$21,995 - $28,043 - $34,092
	Receptionist/Secretary	Non-Exempt	7	$25,462 - $32,464 - $39,466
	Crew Leader	Non-Exempt	8	$26,735 - $34,087 - $41,439
	Maintenance Technician	Non-Exempt	9	$28,072 - $35,791 - $43,511
	Planning Technician	Non-Exempt	10	$29,475 - $37,581 - $45,687
	Senior Maintenance Technician	Non-Exempt	11	$30,949 - $39,460 - $47,971
	Senior Maintenance Tech. (Fog Inspector)	Non-Exempt	11	$30,949 - $39,460 - $47,971
	Office Manager	Non-Exempt	12	$32,496 - $41,433 - $50,369
	Assistant Maintenance Supervisor	Non-Exempt	13	$34,121 - $43,505 - $52,888
	Maint. Supervisor/Waterworks Operator	Non-Exempt	15	$37,619 - $47,964 - $58,309
	Public Facilities Inspector	Non-Exempt	15	$37,619 - $47,964 - $58,309
	Senior Maintenance Supervisor	Non-Exempt	17	$41,475 - $52,880 - $64,286
	Planner/GIS Coordinator	Non-Exempt	18	$43,548 - $55,524 - $67,500
	Engineer	Exempt	19	$45,726 - $58,300 - $70,875
	Superintendent	Exempt	20	$48,012 - $61,215 - $74,419
	Director	Exempt	27	$67,558 - $86,136 - $104,715
Police	Receptionist/Secretary	Non-Exempt	7	$25,462 - $32,464 - $39,466
	Administrative Assistant	Non-Exempt	9	$28,072 - $35,791 - $43,511
	Office Manager	Non-Exempt	12	$32,496 - $41,433 - $50,369
	Patrol Officer	Non-Exempt	13	$34,121 - $43,505 - $52,888
	Sergeant (Administrative)	Non-Exempt	17	$41,475 - $52,880 - $64,286
	Sergeant (Patrol)	Non-Exempt	17	$41,475 - $52,880 - $64,286
	Sergeant (Investigations)	Non-Exempt	17	$41,475 - $52,880 - $64,286
	Lieutenant (Patrol)	Exempt	20	$48,012 - $61,215 - $74,419
	Lieutenant (Investigations)	Exempt	20	$48,012 - $61,215 - $74,419
	Captain	Exempt	24	$58,359 - $74,408 - $90,456
	Chief	Exempt	28	$70,936 - $90,443 - $109,950
Conference Center	Event Assistant (PT)	Non-Exempt	3	$20,948 - $26,708 - $32,469
	Assistant Facility Coordinator (PT)	Non-Exempt	4	$21,995 - $28,043 - $34,092
	Clerical Assistant	Non-Exempt	8	$26,735 - $34,087 - $41,439
	Event Coordinator (PT)	Non-Exempt	9	$28,072 - $35,791 - $43,511
	Facility Coordinator	Non-Exempt	11	$30,949 - $39,460 - $47,971
	Director	Exempt	20	$48,012 - $61,215 - $74,419
Janitorial	Janitor	Non-Exempt	2	$19,950 - $25,436 - $30,923

REVISED JULY 2010