

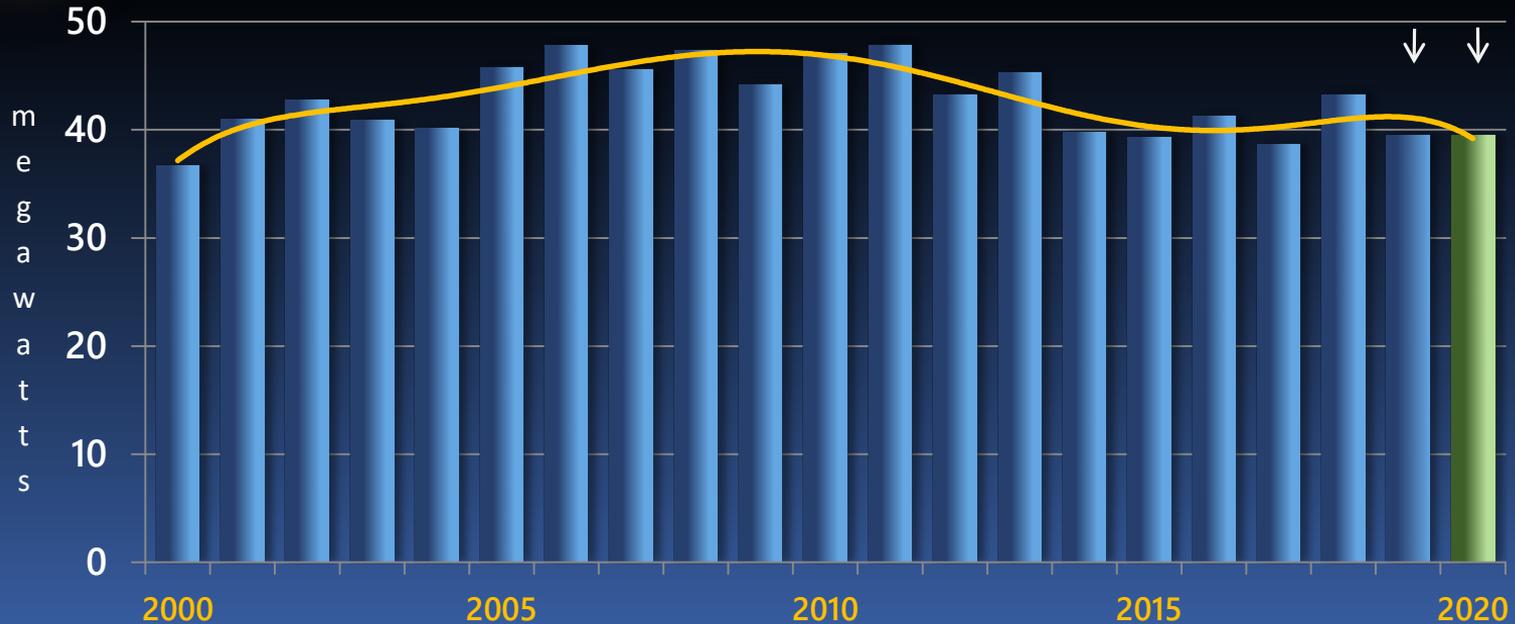


Article 17

Light Plant Expenditures & Payment in Lieu of Taxes

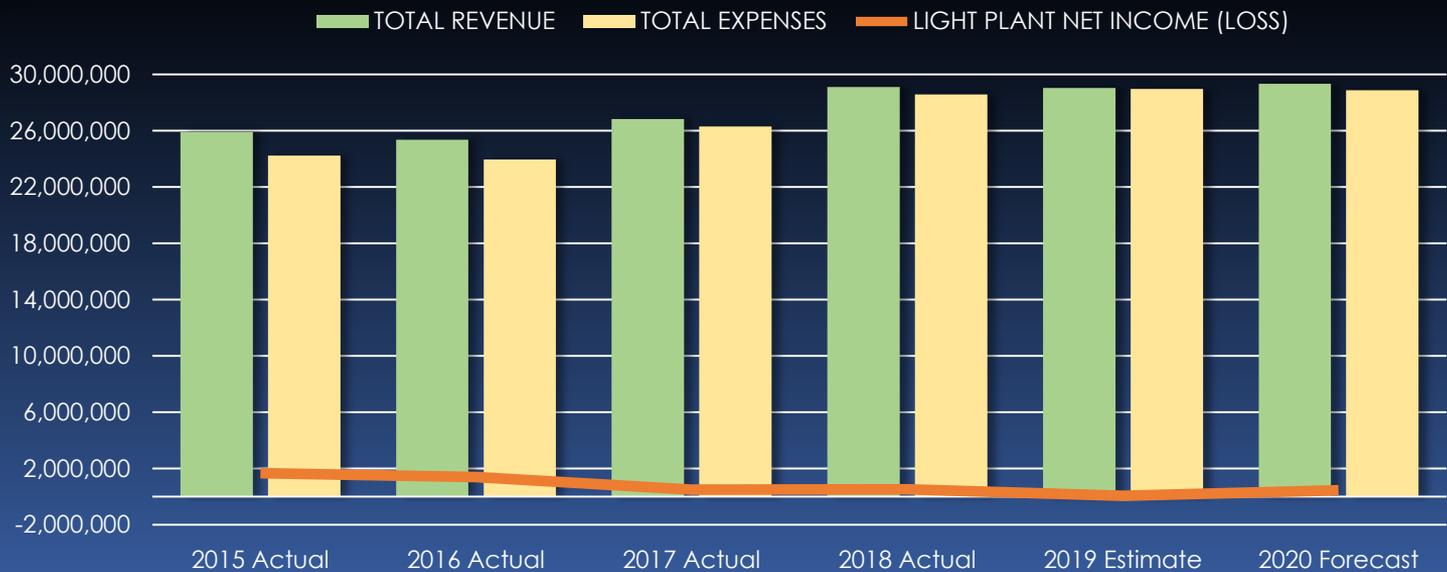


System Demand



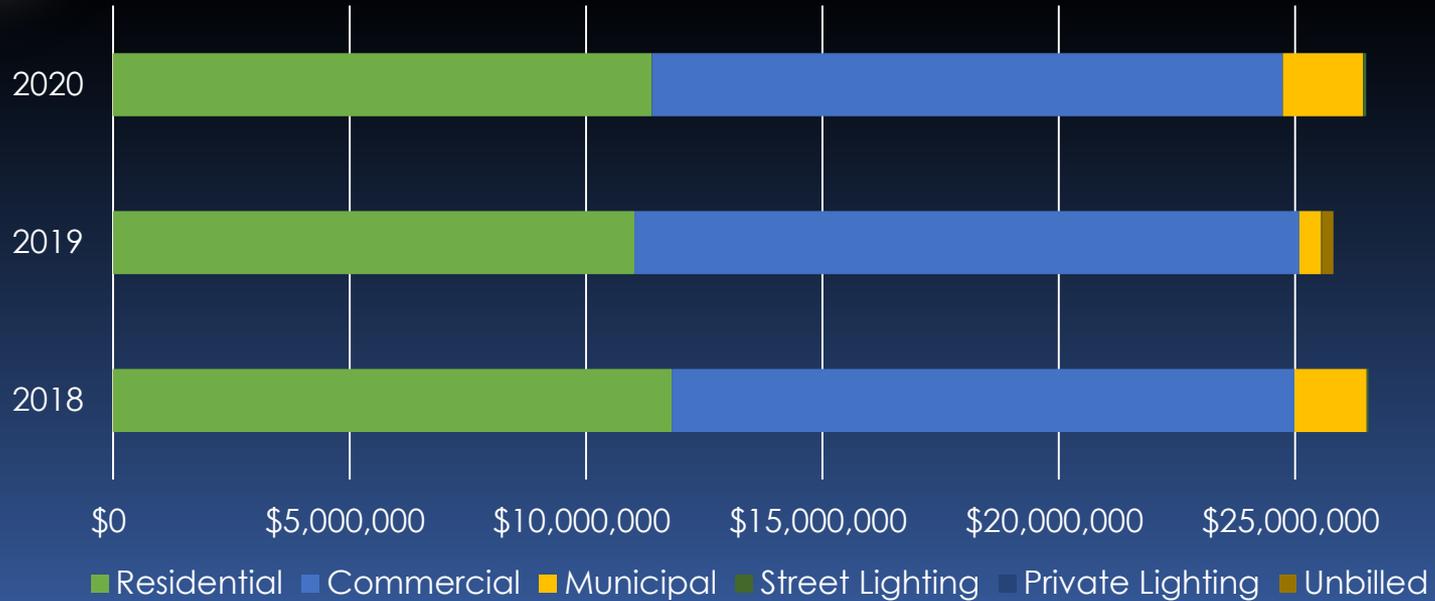


Light Plant Net Income



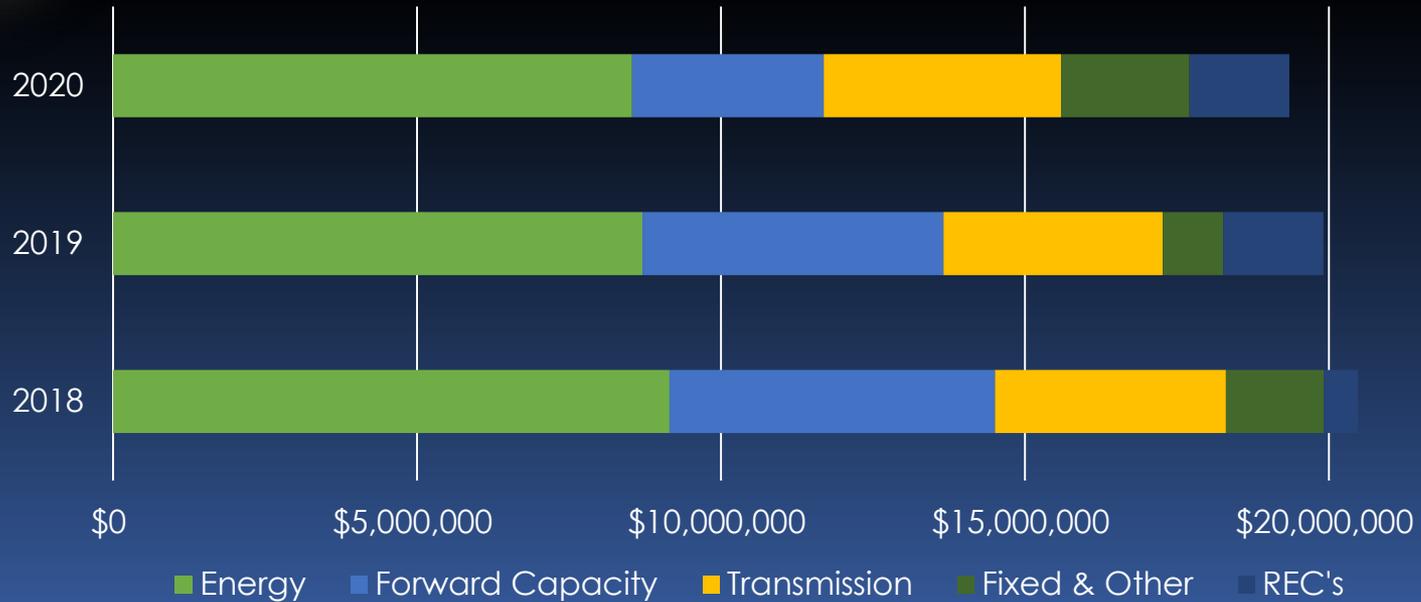


Electricity Sales



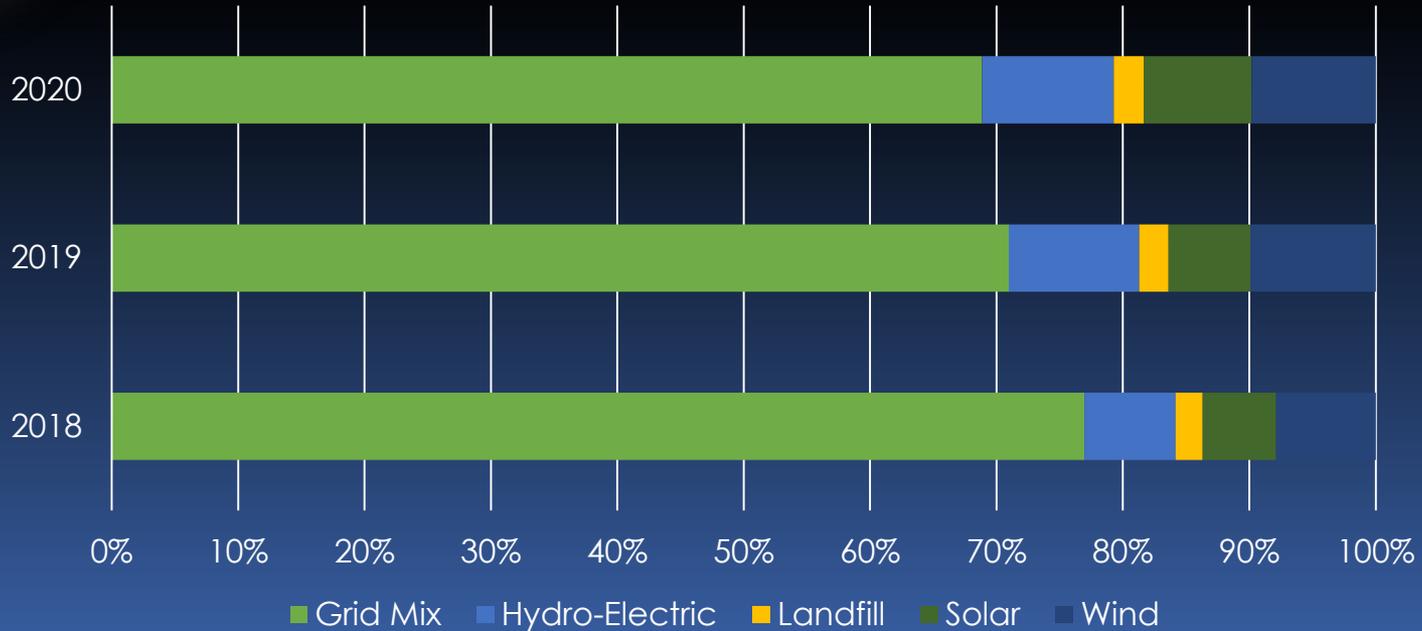


Power Cost Categories



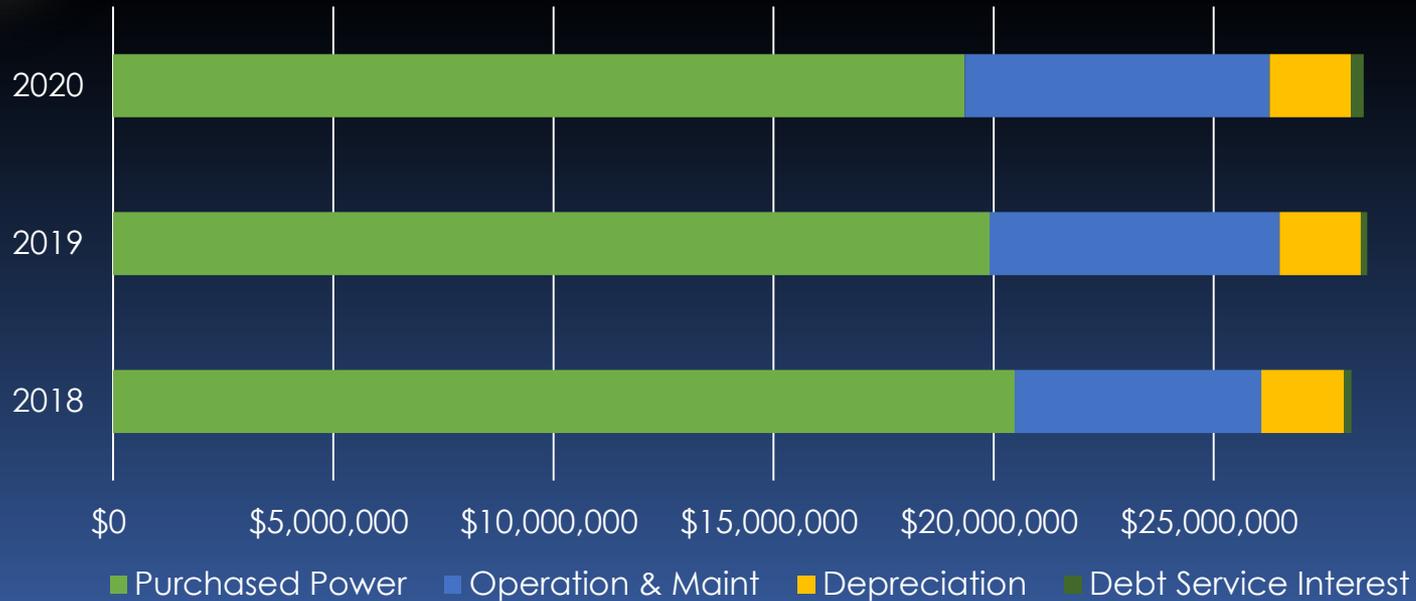


Power Generation Categories





Operating Cost





Capital Outlay

	<u>2020</u>	<u>2021</u>
Total Capital Outlay	\$ 3,554,300	\$ 5,290,400
Funded via ...		
• Depreciation Fund	2,023,300	1,384,400
• Underground Fund	716,000	1,091,000
• Borrowing	500,000	2,500,000
• Operating Cash	315,000	315,000



Gross Margin

	<u>2019</u>	<u>2020</u>
Net Income	\$ 68,380	\$ 470,492
	0.24 %	1.60 %
<hr/>		
Total Revenue	29,034,333	29,349,399
Total Expenses	28,965,953	28,878,907



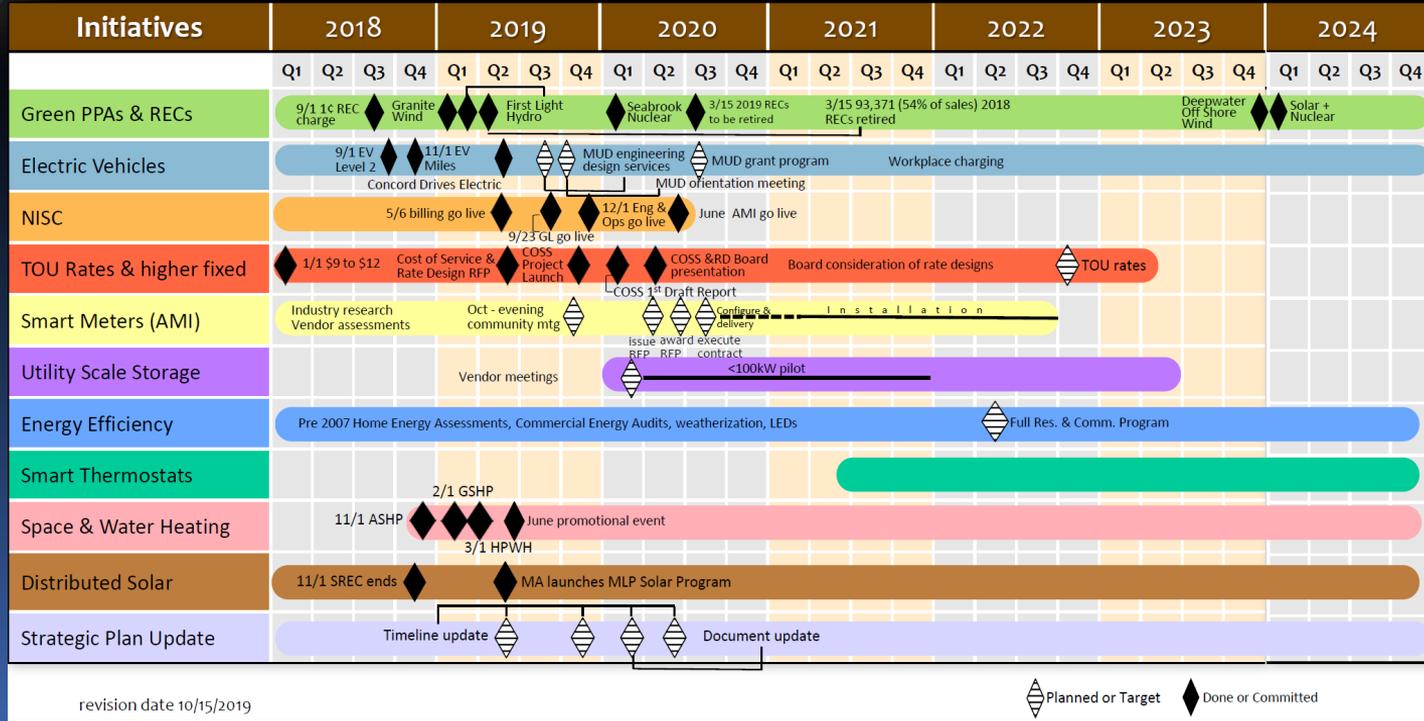
Payment in Lieu of Taxes

The Payment in Lieu of Taxes for the fiscal year will be \$474,500

The funds will be transferred from the Operating Fund of the Light Plant to be used by the Assessors to reduce the tax levy for the fiscal year ending June 30, 2022



Strategic Plan



revision date 10/15/2019

Planned or Target Done or Committed



Telecommunications



Internet Service Offering

- Offered to residents and businesses since 2014
- Speeds from 35 Mbps to 400 Mbps are available
- Capable of 1 Gbps service to customers
- Over 1500 customers connected in January 2020
- Rates compare favorably to other suppliers
- Details at www.concordma.gov/broadband

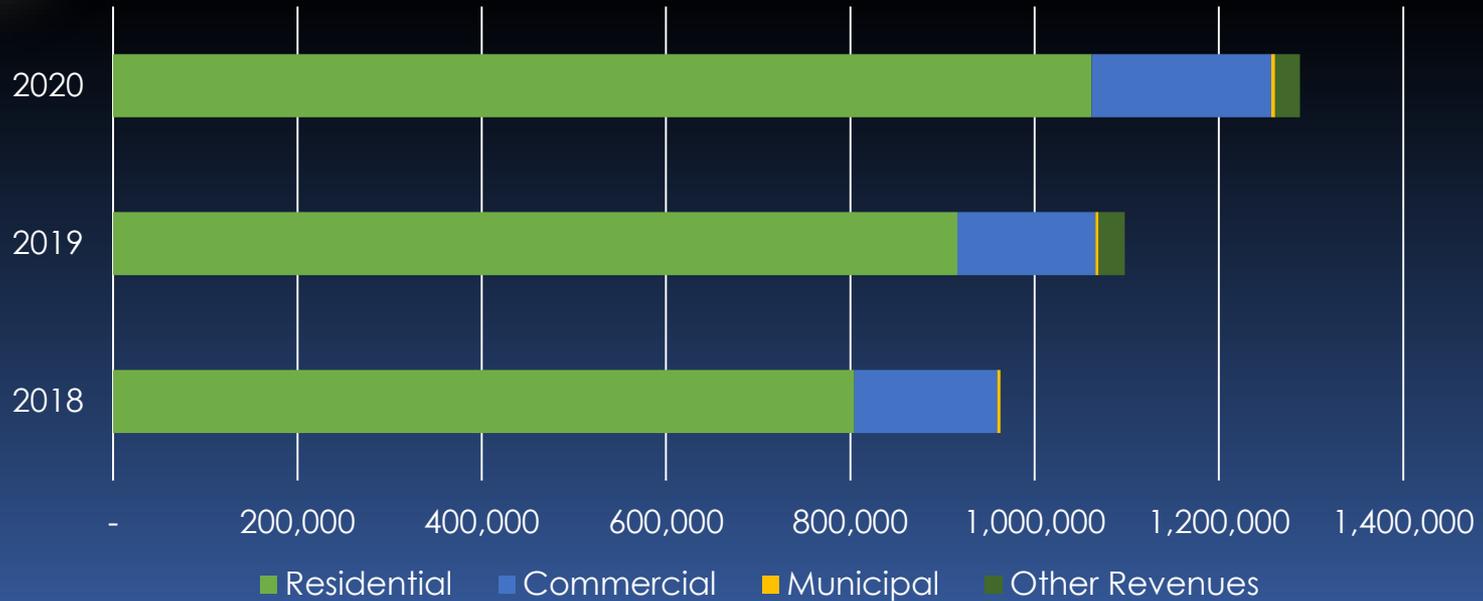


2019 Results

- **Subscriptions & Revenue**
 - Subscriptions grew about 26% from 2018
- **Financial Results**
 - Estimated 2019 Revenue \$1,156,250 and Net Income \$360,910
- **Added a Network Engineer to the Staff**
- **Increased bandwidth**



Revenue Sources



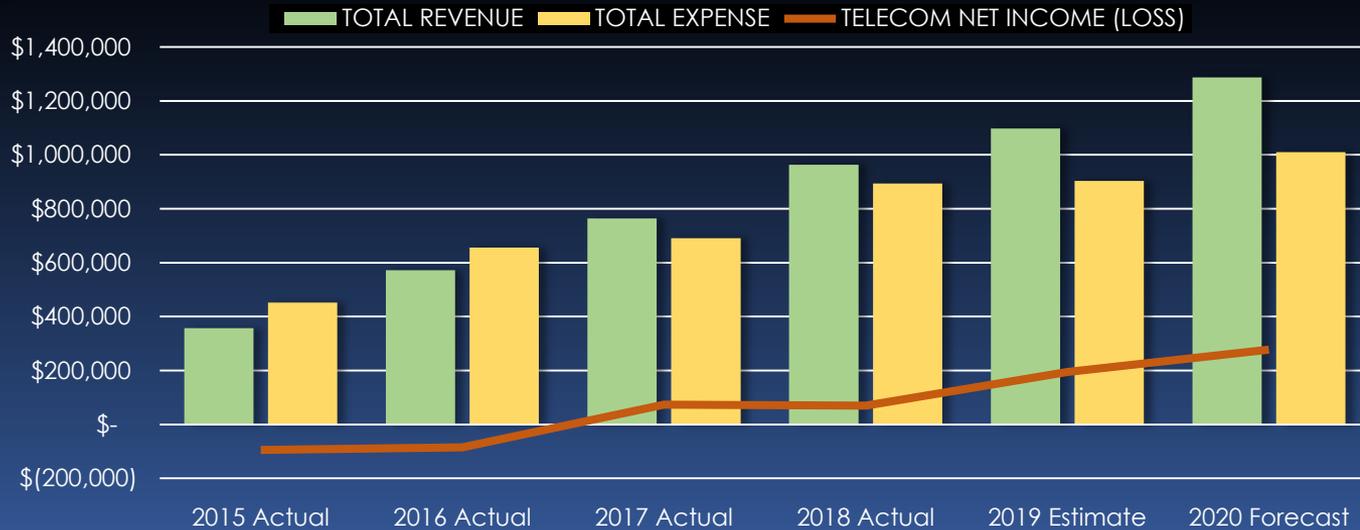


2020 Budget Plans

- Revenue increase about 20%
- 2020 Revenue \$1,287,948 and Net Income \$277,954
- Hire Telecommunications Director
- Hire a fourth Telecommunications Technician
 - Add a vehicle and tools as needed to expand support
- Increase vendor diversity to support 10G service upgrade



Telecom Net Income (Loss)





Article 17

Questions?