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# BOARD OF DIRECTORS MEETING AGENDA

October 3, 2024, Regular Meeting
District Offices, 17081 Hwy. 116, Ste. B
Guerneville, California
6:30 p.m.

NOTICE TO PERSONS WITH DISABILITIES: It is the policy of the Sweetwater Springs Water District to offer its public programs, services and meetings in a manner that is readily accessible to everyone, including those with disabilities. Upon request made at least 48 hours in advance of the need for assistance, this Agenda will be made available in appropriate alternative formats to persons with disabilities. This notice is in compliance with the Americans with Disabilities Act (28 CFR, 35.102-35.104 ADA Title II).

Any person who has any questions concerning any agenda item may call the General Manager or Assistant Clerk of the Board to make inquiry concerning the nature of the item described on the agenda; copies of staff reports or other written documentation for each item of business are on file in the District Office and available for public inspection. All items listed are for Board discussion and action except for public comment items. In accordance with Section 5020.40 et seq. of the District Policies & Procedures, each speaker should limit their comments on any Agenda item to five (5) minutes or less. A maximum of twenty (20) minutes of public comment is allowed for each subject matter on the Agenda unless the Board President allows additional time.

## I. CALL TO ORDER (Est. time: 2 min.)

- A. Board members Present
- B. Board members Absent
- C. Others in Attendance

## II. CHANGES TO AGENDA and DECLARATIONS OF CONFLICT

(Est. time: 2 min.)

#### III. CONSENT CALENDAR (Est. time: 5 min.)

(Note: Items appearing on the Consent Calendar are deemed to be routine and non-controversial. A Board member may request that any item be removed from the Consent Calendar and added as an "Administrative" agenda item for the purposes of discussing the item(s).

- A. Approval of the Minutes of the September 5, 2024 Regular Board Meeting.
- B. Approval of Operations Warrants/Online payments/EFT payments.

C. Receipt of Item(s) of Correspondence.

Note: Correspondence received regarding an item on the Administrative Agenda is not itemized here,

but will be attached as back-up to that item in the Board packet and addressed with that item during the Board meeting.

**IV. PUBLIC COMMENT:** The District invites public participation regarding the affairs of the District. This time is made available for members of the public to address the Board regarding matters which do not appear on the Agenda, but are related to business of the District. Pursuant to the Brown Act, however, the Board of Directors may not conduct discussions or take action on items presented under public comment. Board members may ask questions of a speaker for purposes of clarification.

#### V. ADMINISTRATIVE

- A. Discussion/Action re District Unfunded Liability (UL), the CalPERS Valuation for FY 2022-23, and a FY 2024-25 Extra payment. (*Est. time 15 min.*)
- B. Discussion/Action re Vehicle replacement (Est. time 10 min.)
- C. Discussion/Action re Resolution 24-14, Approving the Second Amendment to the At-Will Employment Agreement with the General Manager (Est. time 5 min.)
- D. Board Ad Hoc Committee Reports (standing item) (Est. time 5 min.)

Ad Hoc Committees:

- 1. Recruitment/Retention
- 2. Leased Use of District lands
- 3. Communications
- 4. Revenue Development
- 5. Union Negotiations Planning

### VI. GENERAL MANAGER'S REPORT

- 1. Laboratory Testing/Regulatory Compliance
- Water Production and Sales
- 3. Leaks
- Guerneville Rainfall
- 5. In-House Construction Projects
- 6. Gantt Chart
- 7. Grants
- 8. Harrison Tank Replacement Project
- 9. Wright Drive
- 10. Master Plan

#### VII. BOARD MEMBERS' ANNOUNCEMENTS

#### VIII. ITEMS FOR NEXT AGENDA

#### **ADJOURN**

#### **Sweetwater Springs Water District Mission and Goals**

The mission of the Sweetwater Springs Water District (SSWD) is to provide its customers with quality water and service in an open, accountable, and cost-effective manner and to manage District resources for the benefit of the community and environment. The District provides water distribution and maintenance services to five townships adjacent to the Russian River:

- Guerneville
- Rio Nido
- Guernewood Park
- Villa Grande
- Monte Rio

GOAL 1: IMPLEMENT SOUND FINANCIAL PRACTICES TO ENSURE EFFECTIVE UTILIZATION OF DISTRICT RESOURCES

GOAL 2: PROVIDE RELIABLE AND HIGH QUALITY POTABLE WATER WITH FACILITIES THAT ARE PROPERLY CONSTRUCTED, MANAGED AND MAINTAINED TO ASSURE SYSTEM RELIABILITY

GOAL 3: HAVE UPDATED EMERGENCY PREPAREDNESS PLANS FOR ALL REASONABLE, FORESEEABLE SITUATIONS

GOAL 4: DEVELOP AND MAINTAIN A QUALITY WORKFORCE

GOAL 5: PROVIDE EXCELLENT PUBLIC OUTREACH, INFORMATION AND EDUCATION

GOAL 6: ENHANCE BOARD COMMUNICATIONS AND INFORMATION



## **BOARD MEETING MINUTES\***

**Meeting Date: September 5, 2024** 

(\*In order discussed)

September 5, 2024 6:30 p.m.

Board Members Present: Tim Lipinski

Rich Holmer

Sukey Robb-Wilder Gaylord Schaap

**Board Members Absent:** Nance Jones

Staff in Attendance: Eric Schanz, General Manager

Nicole King, Board Secretary

Others in Attendance: Erica Gonzalez, Redwood Public Law

## I. CALL TO ORDER (6:33 p.m.)

The properly agendized meeting was called to Order by President Lipinski at 6:33 p.m.

# II. CHANGES TO AGENDA and DECLARATION OF CONFLICT (6:34 p.m.)

(None.)

## III. CONSENT CALENDAR (6:34 p.m.)

President Lipinski reviewed the items on the Consent Calendar. Brief discussion ensued. Director Holmer moved to approve the Consent Calendar. Director Robb-Wilder seconded. Motion carried 4-0.

- A. Approval of the following Minutes of the August 1, 2024, Regular Board Meeting
- B. Approval of Operations Warrants/Online payments/EFT
- C. Receipt of items of Correspondence. (None)

## IV. PUBLIC COMMENT (6:35 p.m.)

(None.)

#### V. ADMINISTRATIVE (6:36 p.m.) \*

#### \*in the order discussed

- V-A. (6:36 p.m.) Discussion/Action re Resolution 24-13, Approving Changes to District Policy 1020, Conflict of Interest. The GM gave an overview of this item. Discussion ensued. Comments were made by Legal Counsel. Further discussion ensued. Director Robb-Wilder moved to approve Resolution 24-13, Approving Changes to District Policy 1020, Conflict of Interest subject to confirming County submission procedures.
- V-B. (6:53 p.m.) Discussion/Action re Forming ad hoc committee for Revenue

  Development and an a hoc committee for Union Negotiations Planning. The GM
  gave an overview of this item. Discussion ensued. Director Schaap and Director Jones
  will serve on the Revenue Development ad hoc committee, while Director Holmer and
  Director Jones will serve on the Union Negotiations Planning ad hoc committee.
- V-C. (7:12 p.m.) Board Ad Hoc Committee Reports (standing item).

  Ad Hoc Committees: (1) Recruitment/Retention
  - (2) Other leasing use of District property
  - (3) Communications

The GM provided an overview of this item, and an update on the Recruitment/Retention ad hoc committee. Discussion ensued. Director Lipinski gave an overview of the Other Leasing Use of District Property ad hoc committee. Further discussion ensued. The Communications ad hoc committee did not meet; therefore, there was nothing to report.

## VI. GENERAL MANAGER'S REPORT (7:31 p.m.)

The GM provided a report on the following items:

- 1. Laboratory testing / Regulatory Compliance
- 2. Water production and sales
- 3. Leaks
- 4. Guerneville Rainfall
- 5. In-House Construction Projects
- 6. Gantt Chart
- 7. Grants
- 8. Harrison Tank Replacement project
- 9. Wright Drive
- 10. Master Plan

Discussion ensued.

# VII. BOARD MEMBERS' ANNOUNCEMENTS/COMMENTS (7:50 p.m.)

- (1) Director Robb-Wilder announced that there will be community education by The League of Women Voters and The Monte Rio Recreation and Park District on October 6, 2024, at the Monte Rio Community Center.
- (2) Director Robb-Wilder announced she would be in Washington September 7-13.
- (3) Director Lipinski shared that he watched a video about climate control.
- (4) Director Lipinski shared some newspaper articles.

## VIII. ITEMS FOR THE NEXT AGENDA (7:59 p.m.)

#### 1. Ad Hoc Committee Reports

## IX. CLOSED SESSION (8:03 p.m.)

At 8:03 p.m. President Lipinski announced the items in Closed Session. There was no public comment.

At 8:03 p.m. the Board took a brief recess. The meeting reconvened at 8:12 p.m.

At 8:12 p.m. the Board went into Closed Session. At 8:30 p.m. the meeting reconvened from Closed Session and the following action was announced:

A. Pursuant to Gov. Code Section 54957(b)(1) – Public Employee Performance Evaluation

Title: General Manager

No action was taken.

### **ADJOURN**

AU	JOURN
The meeting adjourned at 8:31 p.m.	
	Respectfully submitted,
	Nicole King Clerk to the Board of Directors
APPROVED:	
Gaylord Schaap:	
Sukey Robb-Wilder:	
Tim Lipinski:	
Rich Holmer	
Nance Jones	

## SWEETWATER SPRINGS WATER DISTRICT

TO: Board of Directors AGENDA NO. V-A

**FROM:** Eric Schanz, General Manager

Meeting Date: October 3, 2024

Subject: Discussion/Action re CalPERS Valuation Report and District Unfunded Liability (UL)

#### RECOMMENDED ACTION:

Staff is recommending the District remain proactive in paying down our unfunded liability (UL) with CalPERS. Staff recommends an extra payment of \$250,000 from our CIRF account in FY 2024-25 towards the UL of the 2% @ 55 Plan.

#### **FISCAL IMPACT:**

No impact in FY 2024-25 unless the District makes an extra payment towards our UL. The mandatory UL payment will be higher in future years if the District chooses not to make an extra payment.

#### **DISCUSSION:**

This staff report reviews the Unfunded Liability (UL) portion of the annual retirement valuation we receive in August from PERS. This year's report provides final UL figures for FY 2022-23 and preliminary figures for FY 2023-24. Discussion is limited to the District's 2%@55 plan.

Unfunded Liability (UL) represents the shortfall between the District's assets at PERS and the present value of estimated retirement costs for current and future District retirees:

[Estimated Liability] – [Actual Assets] = Unfunded Liability (UL)

To begin our discussion, on the next page staff has compiled a table comparing key numbers provided in the valuation report comparing this year to last year, as well as what we know about future valuations. It is like our own "Facts at a Glance". In addition, attached to the staff report is the spreadsheet provided each year breaking down the UL numbers for the 2% at 55 plan, as well as CalPERS news releases regarding investments, funded status, retirees, and FY 2023-24 investment returns. Should you wish for more detailed information about the most recent valuation, staff can provide you with the full valuation report.

PERS Valuation Facts at a Glance for Sweetwater Springs						
Date of Report Reporting Valuation for:	July 2023 FY 2021-22	July 2024 FY 2022-23	July 2025 FY 2023-24	July 2026 FY 2024-25	July 2027 FY 2025-26	
Mandatory UL Payments Made*	\$1,270	\$2,260	\$0	\$15,774	\$22,166 *	
Xtra UL Payments Made	\$0	\$0	\$275,000			
UL at FYE	\$376,112	\$543,902				
Funded Status at FYE	94.1%	91.6%				
CalPERS Investment Return	-6.1%	5.8%	9.3%			

<sup>\*</sup> Assuming no additional extra payments are made in FY 2024-25

The focus this year is rising non-investment returns. As the table shows, our UL increased from \$376,112 to \$543,902 (a \$167,790 increase) from FYE 22 to FYE 23. While in the past discussion has centered around the impact of investment returns on UL, as shown below most of our UL increases for this year's valuation report are due to poor non-investment returns. The prior year's non-investment returns were almost as poor.

UL at FYE 2022:	\$376,112	
Plus Interest on UL:	\$32,031	
Plus Investments assumption shortfall:	\$38,375	
Plus Non-investment assumptions shortfall:	\$99,643	
Plus the cost of assumption changes:	\$0	
Minus UL payments made FY 2022-23:	(\$2,260)	
UL at FYE 2023:	\$543,902	

Staff contacted CalPERS for more information on the high non-investment assumptions shortfall amounts. The email response contained the best plain English explanation staff has seen, so it is included verbatim below:

"The actuarial valuation utilizes a set of assumptions which can be roughly categorized into

- Economic assumptions: investment return, price inflation, wage inflation, and payroll growth, etc.
- Demographic assumptions: retirement rates, mortality rates, and salary/merit increase, etc.

When the actual experiences are different from the actuarial assumptions, the deviations are quantified as gains and losses in dollar amounts. Whether it is a gain or loss depends on whether the actual experiences are favorable or unfavorable to the pension plan.

The assumption for investment return is arguably the most important assumption, so we single it out. The deviation between the actual investment return and the assumed investment return is called "Investment Gains/Losses".

Then the "Non-Investment Gains and Losses" catches all the other things. It quantifies all the deviations between the actual experiences and the actuarial assumptions <u>except</u> the difference between the actual investment return and the assumed investment return.

We have seen non-investment losses in the June 30, 2022 and June 30, 2023 Actuarial Valuations. This is mainly due to larger-than-expected salary increases for active employees

and higher-than-expected COLAs for retirees due to high inflation for FY 2021-22 and 2022-23." (Emphasis added.)

What we already know about next year (FY 2023-24 valuation): There is some good news to report: Next year's valuation will reflect CalPERS investment returns of 9.3% for FY 2023-24, a return that exceeds the assumed 6.8% return. The investment return will have a positive impact on our UL, but will likely be offset by anticipated non-investment return losses if the trend of inflation, high COLAs and higher salaries continued into FY 2023-24.

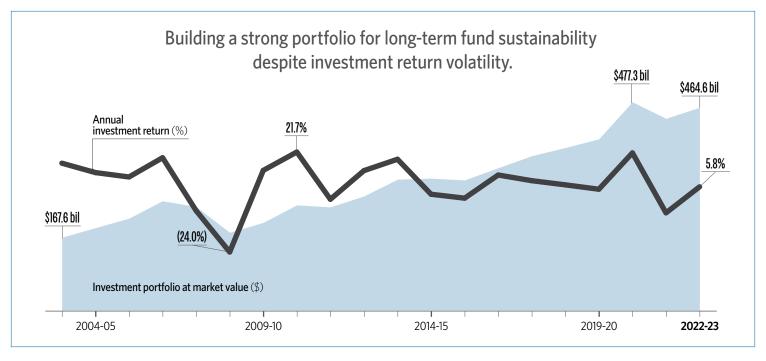
There is another change on the horizon for next year: When PEPRA (2%@62 Plan) was first implemented in 2013 it made sense to have a separate valuation report for PEPRA activity and one for Classic (2% @ 55 Plan) activity. However, beginning next year, CalPERS will combine the valuation reports for the 2% @ 55 Plan and the 2% @ 62 Plan. Staff attended a webinar on this topic. CalPERS believes (and staff agrees) it's confusing and unnecessary to have two separate valuation reports. Plan assets will be combined, and there will be only one UL payment and one funded status provided. Normal costs will remain separate.

Should we make another extra payment this year? Staff is recommending we make an additional extra payment this year. Last year, the Board opted to make an extra payment that was about half of our UL, and take a "wait and see" approach to making an additional extra payment this year. Even with last year's extra payment, we still have a UL balance of almost \$300,000, and we are charged a high rate of interest on that balance. Staff has consistently recommended taking a proactive approach to UL debt. Some years are easier than others to pay down debt. With grant proceeds expected this year, staff believes it is an ideal time to allocate extra funds to address to both UL and our Sinking Fund as we did last year.

A Recent History of Sweetwater's Unfunded Liability - 2% @ 55 Plan

	S Annual Valuation R					Į.							
		nimum quired yment	Extra Payment	Total UL Payments	Interest	Initial FYE UL	Plus/Minus Impact on UL of Actual vs. Assumed INVESTMENT Returns	Inv.	Assumed NON- INVESTMENT		U/L Carried to Next FY Year Notes:	S&P 500	SSWD % of POOL
FY 2013-14	\$575,549	\$16,715	\$0	\$16,715	\$42,550	\$601,384	-\$253,013	18.4%	\$270	\$152,063	\$500,704.18 Assumed age of death increased		
FY 2014-15	\$500,704	\$22,170	\$0	\$22,170	\$36,736	\$515,270	\$168,687	2.4%	-\$13,268	\$0	\$670,689.02		
FY 2015-16	\$670,689	\$19,980	\$0	\$19,980	\$49,567	\$700,276	\$228,876	0.6%	-\$27,084	\$63,905	<b>\$965,973.01</b> Assumed investment return lowered from 7.5% to 7.375%		
FY 2016-17	\$965,973	\$28,871	\$60,000	\$88,871	\$104,663	\$981,765	-\$123,213	11.2%	-\$6,010	\$73,504	<b>\$926,046.11</b> Assumed investment return lowered from 7.375% to 7.25%		
FY 2017-18	\$894,462	\$36,120	\$75,883	\$112,003	\$72,425	\$854,884	-\$38,797	8.6%	\$18,099	\$159,193	Assumed investmenet return lowered from 7.25% to 7%. \$123,964 Impact of PERS methodology change: \$35,229		
FY 2018-19	\$993,379	\$46,731	\$78,720	\$125,451	\$77,706	\$945,634	\$20,648	6.7%	\$20,031	\$0	\$986,313.07	5.3%	
FY 2019-20	\$986,313	\$55,031	\$500,000	\$555,031	\$50,640	\$481,922	\$114,979	4.7%	\$17,726	\$0	\$614,627.05		
FY 2020-21	\$614,627	\$33,694	\$500,000	\$533,694	\$18,999	\$99,932	-\$851,458	21.3%	-\$24,252	\$160,253	Risk Mitigation Plan triggered: Assumed -\$615,524.79   525,000 est. Actual: \$142,829. Assumption Change: \$17.424.	38.7%	
FY 2021-22	-\$615,525	\$1,385	\$0	\$1,385	-\$34,039	-\$650,949	\$937,216	-6.1%	\$89,846	\$0	\$376,112.94 No assumption chages.	-11.9%	
FY 2022-23	\$376,113	\$2,260	\$0	\$2,260	\$32,031	\$405,884	\$38,375	5.8%	\$99,643	\$0	Non assumption changes. Non-investment losses \$543,902.00 high due to higher than expected COLAs and salary increases., per CalPERS.	16.2%	
FY 2023-24	\$543,902.00	\$0.00	\$275,000.00	\$275,000.00	\$29,048	\$297,950.00		9.3%				22.7%	
TOTALS:	I				\$480,326.00		\$242,300.00		\$175,001.00	\$608,918.00			

## Investments



#### **Total Fund Total Fund Highlights** (FY 2022-23) Investment Returns<sup>1</sup> & Market Value of Assets<sup>2</sup> Investment Market Value of FΥ Returns Assets (in billions) Total fund market value; \$464.6 bil 2022-23 5.8% \$464.6 **†5.7%** change from previous FY 2021-22 \$439.4 (6.1%)2020-21 21.3% \$477.3 2019-20 4.7% \$392.5 2018-19 6.7% \$372.6 Total fund annual investment 5.8% rate of return 2017-18 8.6% \$354.0 2016-17 11.2% \$326.5 2015-16 0.6% \$298.7 2014-15 2.4% \$302.8 The discount rate (assumed investment rate of return) 6.8% 2013-14 18.4% \$301.8 — what CalPERS expects its investments to earn on average

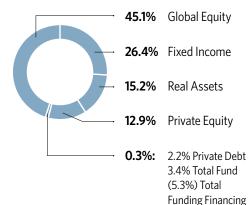


<sup>&</sup>lt;sup>1</sup> Time-weighted rates of return. Reflects private equity and real assets valuations as of March 31.

Money-weighted market value of assets. Reflects private equity and real assets valuations as of June 30.

## **Total Fund** (continued)

## Current Asset Allocation<sup>3</sup> (FY 2022-23)



## Current Value, Allocation & Strategic Asset Allocation<sup>3</sup>

Asset Class	Current Asset Class Fair Value (in billions)	Current Allocation (FY 2022-23)	Interim Policy Target Weight (as of June 30, 2023)
Global Equity <sup>4</sup>	\$200.9	45.1%	48.8%
Fixed Income <sup>4</sup>	\$123.7	26.4%	27.4%
Real Assets	\$68.8	15.2%	13.8%
Private Equity	\$60.2	12.9%	10.0%
Private Debt	\$10.9	2.2%	2.0%
Total Fund	_	3.4%	_
Total Funding Financing	g —	(5.3%)	(2.0%)

## California Investments

## California Investments (FY 2022-23)



## California Investments by Asset Class<sup>3</sup> (FY 2022-23)

	Fair Value (in billions)	Percentage
Global Equity <sup>5</sup>	\$17.9	36.8%
Fixed Income <sup>6</sup>	\$6.2	12.9%
Real Assets <sup>7</sup>	\$20.0	41.0%
Private Equity <sup>7</sup>	\$3.0	6.3%
Private Debt <sup>7</sup>	\$1.5	3.1%
Total California Investments	\$48.8	100%

## Sustainable Investing

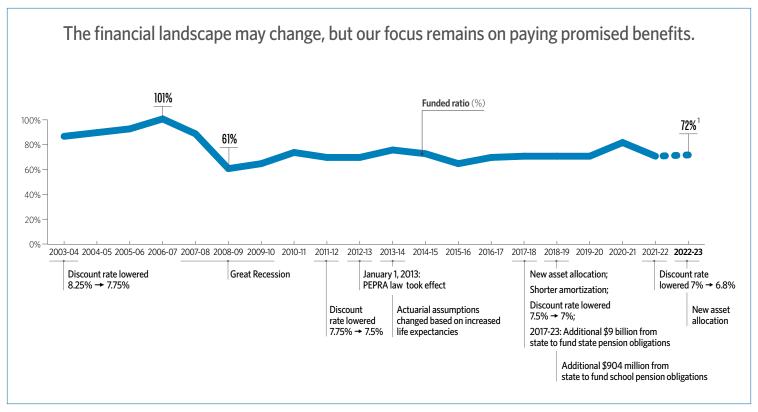


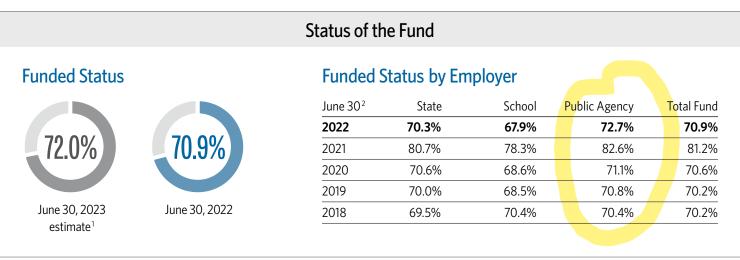
CalPERS will more than double its climate-focused investments to \$100 billion by 2030.

CalPERS is committed to a net zero portfolio by 2050 — with a focus on sustainable investments that maximize opportunity and mitigate risk through research, integration, engagement, and advocacy. For more information, visit www.calpers.ca.gov/page/investments/sustainable-investments-program.

- <sup>3</sup> Totals may not sum due to rounding.
- Global Equity and Income includes exposure from derivatives.
- <sup>5</sup> Includes listed public equities corporate bonds.
- Fixed income also includes a portion of MBS & ABS, which have significant geographical exposure to CA & MHLP.
- As of March 31, 2023.

## **Funding**



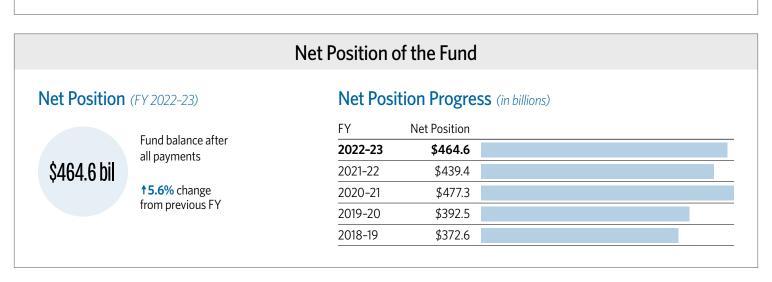


<sup>&</sup>lt;sup>1</sup> The funding status for June 30, 2023 is an estimate only. The final funding status will be available in December 2024 when the FY 2023-24 ACFR is released.



Based on a 6.8% discount rate (DR) as of June 30, 2021 and June 30, 2022. Based on a 7% DR as of June 30, 2019 and June 30, 2020. Based on a 7% DR for state and PA and 7.25% DR for school as of June 30, 2018. Also includes the TAP and 1959 Survivor Benefit Plan.

#### Assets & Liabilities of the Fund Assets, Liabilities, and UAL Assets, Liabilities, and UAL (in billions) **Estimate** (June 30, 2023) The primary drivers of unfunded actuarial liability (UAL) are increased life expectancy, investment loss, inflation, retroactive benefit design enhancements, and salary increases. The difference between the accrued liability and asset values is the UAL (liability - assets = UAL). **\$465 bil** / Assets Actuarial Value of Assets UAL Accrued Liabilities \$645 bil / Liabilities June 30<sup>2</sup> Assets + UAL = Liabilities 2022<sup>3</sup> \$439.4 + \$179.9 = \$180 bil / UAL \$619.3 2021 \$477.3 + \$110.6 = \$587.9 \$391.4 + \$163.3 = 2020 \$554.7 2019 \$372.8 + \$158.4 =



2018

\$531.2

\$505.0

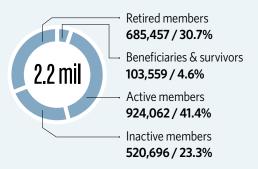
\$354.6 + \$150.4 =

<sup>&</sup>lt;sup>2</sup> Based on a 6.8% discount rate (DR) as of June 30, 2021 and June 30, 2022. Based on a 7% DR as of June 30, 2019 and June 30, 2020. Based on a 7% DR for state and PA and 7.25% DR for school as of June 30, 2018. Also includes the TAP and 1959 Survivor Benefit Plan.

<sup>&</sup>lt;sup>3</sup> Actuarial data reporting lags by one FY and is current as of June 30, 2022.

## **Retirement Plan Members**

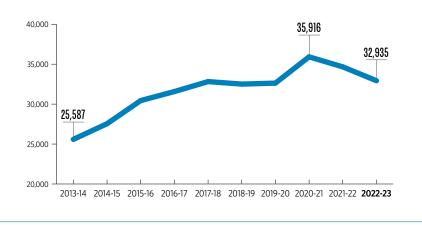
As the nation's largest public pension fund, we serve more than 2 million members<sup>1</sup> (represented by 2,888 employers) and are committed to providing promised pension benefits.



State members 30.2% PA<sup>2</sup> members 31.2% School members 38.6%

## **Retired Members**

## New service retirements are back to pre-pandemic levels, from the increase seen in FY 2020-21.

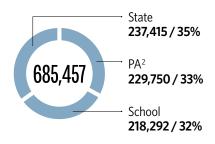


**↓**5.0%

Percentage change of all new service retirements from previous FY

- **† 8.5%** State
- **↓ 10.8%** PA<sup>2</sup>
- **↓ 10.8%** School

## All Retirees<sup>3,4</sup> by Employer (FY 2022-23)



## All Retirees<sup>3</sup>

FY	Total	Classic	PEPRA <sup>5</sup>
2022-23	685,457	98.7%	1.3%
2021-22	669,876	99.1%	0.9%
2020-21	652,303	99.5%	0.5%
2019-20	633,469	99.7%	0.3%
2018-19	615,402	99.8%	0.2%

- A member can be counted more than once (e.g., having multiple appointments in the same FY, receiving multiple benefit payments, etc.).
- <sup>2</sup> Public Agencies (PA).
- Includes service, disability, and industrial disability retirements, but does not include beneficiaries and survivors.
- Retirees are counted by the employer from which they retired, regardless if they had service with other employers.
- 5 The California Public Employees' Pension Reform Act (PEPRA) took effect on January 1, 2013. Generally, a PEPRA member is any individual who becomes a CalPERS member for the first time on or after January 1, 2013.

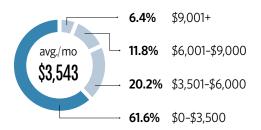


## Retired Members (continued)

## Service Retirement<sup>6</sup> Payments

(FY 2022-23)

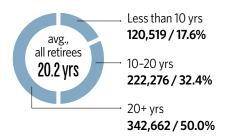
#### 61.6% of all service retirees receive \$3,500/mo or less



## Average Retirement Payments by Employer (FY 2022-23)

				Avg.	Avg.
	State	School	$PA^2$	Monthly	Annual
All retirees <sup>3</sup>	_	_	_	\$3,543	\$42,516
All service retirees <sup>6</sup>	\$4,133	\$2,038	\$4,492	\$3,541	\$42,492
Service, miscellaneous <sup>7</sup>	\$3,636	\$2,038	\$3,613	\$3,056	\$36,672
Service, safety	\$5,575	_	\$7,427	\$6,345	\$76,140
All beneficiaries & survivors	_	_	_	\$1,755	\$21,060

## Years of Service at Retirement (FY 2022-23) Average Years of Service by Employer (FY 2022-23)



	State	School	$PA^2$	Avg.
All retirees <sup>3</sup>	_	_	_	20.2
All service retirees <sup>6</sup>	23.0	17.6	21.2	20.6
Service, miscellaneous <sup>7</sup>	23.1	17.6	20.5	20.1
Service, safety	22.9	_	24.0	23.4

## Age at Retirement (FY 2022-23)

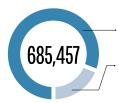
58.9 yrs

Average age, all retirees

## Average Retirement Age by Employer (FY 2022-23)

	State	School	$PA^2$	Avg.
All retirees <sup>3</sup>	_	_	_	58.9
All service retirees <sup>6</sup>	59.7	61.6	58.8	60.1
Service, miscellaneous <sup>7</sup>	60.7	61.6	59.8	60.8
Service, safety	56.8	_	54.3	55.7

## Where Retirees Live (As of June 2023)



556,421 / 81.2% Live in California

127,541 / 18.6% Live out-of-state & US territories

1,495 / 0.2% Live internationally

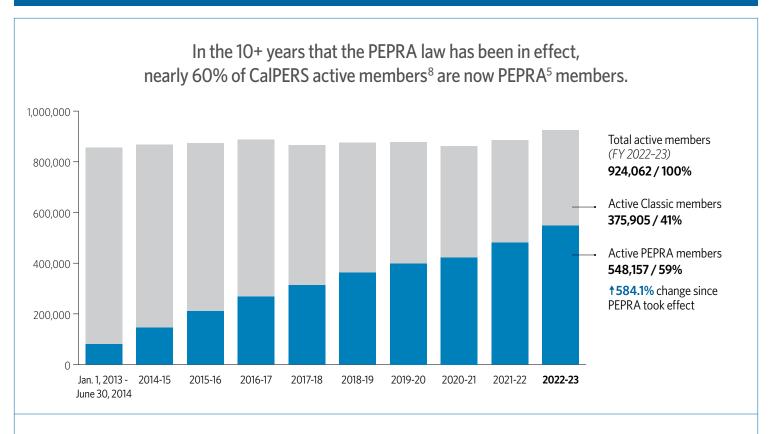
## **Top States Where Retirees Live** (As of June 2023)

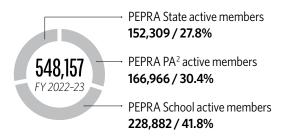
1. California	556,421
2. Arizona	17,571
3. Nevada	14,021
4. Oregon	12,471
5. Texas	11,508

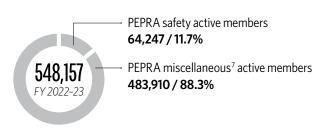
9,032
8,519
5,903
4,336
3,819

- Public Agencies (PA).
- <sup>3</sup> Includes service, disability, and industrial disability retirements, but does not include beneficiaries and survivors.
- Does not include disability retirements, industrial disability retirements, beneficiaries, and survivors.
- Miscellaneous includes state industrial members.

## **Active Members**







Public Agencies (PA).

The California Public Employees' Pension Reform Act (PEPRA) took effect on January 1, 2013. Generally, a PEPRA member is any individual who becomes a CalPERS member for the first time on or after January 1, 2013.

<sup>7</sup> Miscellaneous includes state industrial members.

8 A member can be counted more than once if they have multiple active appointments in the same FY. January 1, 2013-June 30, 2014 data does not include appointments, only member counts.

## Active Members (continued)

All active members

Safety members

Miscellaneous<sup>7</sup> members

**Employer** (*FY 2022-23*)

## Active Members<sup>8</sup> by Employer (FY 2022-23)

State 278,717 / 30.2% 924.062 279,966 / 30.3%

School

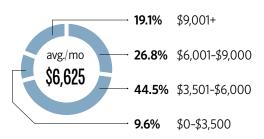
365,379 / 39.5%

## **Total Active Members**<sup>8</sup>

2022-23	924,062
2021-22	884,943
2020-21	862,030
2019-20	878,084
2018-19	875,401

## Average Monthly Compensation<sup>9</sup>

(FY 2022-23)



## Average Compensation<sup>9</sup> by Employer (FY 2022-23)

	State	School	PA	Total
Active miscellaneous <sup>7</sup> members	s:			
Avg. monthly compensation	\$7,162	\$5,010	\$7,648	\$6,320
Avg. annual compensation	\$85,944	\$60,120	\$91,776	\$74,840
Active safety members:  Avg. monthly compensation	\$8,093	_	\$9,233	\$8,553
Avg. annual compensation	\$97,116	_	\$110,796	\$102,636

Average Age of Active Members by Employer (FY 2022-23)

State

45

46

43

School

45

45

PA

44

44

40

**Total** 

45

45

42

## Active Members<sup>8</sup> by Generation

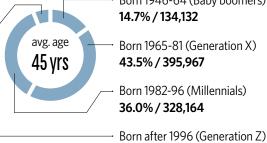
(FY 2022-23)

Born before 1946 (Traditionalists)

0.1% / 1,243

5.6% / 50,826

Born 1946-64 (Baby boomers)



Average Years of Service of Active Members by

State	School	PA	Total
11	8	10	10
11	8	10	9
11	_	12	12
	State 11 11 11	State         School           11         8           11         8           11         -	State         School         PA           11         8         10           11         8         10           11         —         12

- Public Agencies (PA).
- Miscellaneous includes state industrial members.
- A member can be counted more than once if they have multiple active appointments in the same FY.
- Data not reported by employers is not included.

Data only for the Public Employees' Retirement Fund (PERF)

#### Calpers Posts 9.3% Gain for Fiscal 2024, Driven by Stocks

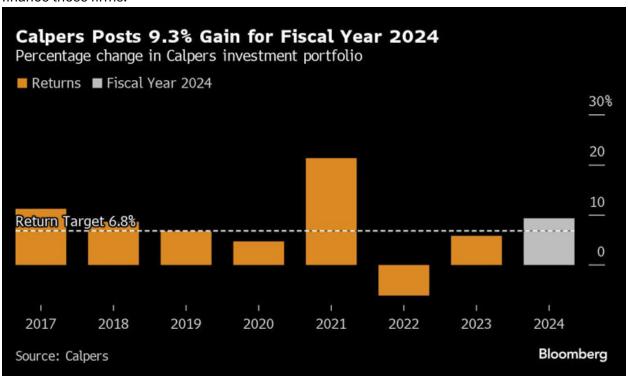
Story by Eliyahu Kamisher and Marion Halftermeyer July 16, 2024

(Bloomberg) -- The California Public Employees' Retirement System reported a 9.3% gain for its latest fiscal year, with returns driven largely by public equity investments and private debt. The returns, which outpaced a 6.8% annual target, pushed total assets at the biggest US public pension fund to \$502.9 billion for the fiscal year ended June 30, Calpers said Monday in a statement. That's enough to cover 75% of its future obligations, better than 72% at the end of the previous year.

The preliminary five-year average return now stands at 6.6%, up from 6.1% the previous fiscal year. Calpers said that public equity investments led the way among asset classes with an estimated 17.5% return, and that private debt came in second at 17%. Private market returns are reported with a one-quarter lag.

The largest US pension fund is increasing its exposure to private equity and private credit in a \$34 billion bet that the riskier assets will fuel returns. The board made that decision earlier this year, boosting the target allocation for private equity to 17% of the portfolio, up from 13%. It's also increasing private credit to 8% from 5%. It plans to pare its exposure to publicly traded stocks and bonds.

Investors have been beset by paltry returns as private equity firms struggled to offload portfolio companies in a lackluster dealmaking market and higher interest rates made it more expensive to finance those firms.



One metric that has become a proxy for satisfying fund backers is distributions, which are at their lowest level since the 2008 financial crisis. Distributions by some of the biggest private equity investment managers plunged by almost 50% last year compared with 2021.

A chorus of industry leaders has declared an end to the era of easy profit in the asset class. That means "fewer realizations and lower returns" are on the horizon for much of the industry, Apollo Global Management Inc. Co-President Scott Kleinman said last month at a conference in Berlin. Calpers, however, is playing catch-up in the asset class after missing out on an earlier boom in private equity. The successive resignations of two chief investment officers, along with the downturn, have complicated the strategy.

The pension fund hired Stephen Gilmore from New Zealand's sovereign wealth fund to start as its next chief investment officer this month. In his previous role, Gilmore had pushed for more investments in private assets.

Calpers manages money for more than 2 million retired police, firefighters and public services employees. If there's a shortfall, municipalities across California could be forced to cut services to meet pension obligations.

## SWEETWATER SPRINGS WATER DISTRICT

TO: Board of Directors AGENDA NO. V-B

**FROM:** Eric Schanz, General Manager

Meeting Date: October 3, 2024

**Subject: District Vehicle Replacement** 

#### **RECOMMENDED ACTION:**

Discussion/Action vehicle purchase. Review current vehicles in the District fleet. Discuss the need for an additional vehicle replacement for fiscal year 2024-25.

#### **FISCAL IMPACT:**

Up to \$74,000 dollars depending on if vehicle is purchased new or used.

#### **DISCUSSION:**

The District currently maintains a fleet of 10 vehicles. Four of the vehicles are over 20+ years old. The cost to maintain and repair these vehicles is increasing due to age and mileage.

There are three vehicle that the district plans to retire:

- -1997 Ford Ranger- Old Meter Reader Vehicle in use
- -1999 Chevrolet Utility Truck- not in daily use
- -2002 Chevrolet Utility Truck- \$20,000 estimated repair cost (Out of Service)

For Fiscal year 2024-25 one vehicle was planned for replacement and has an expected delivery date of November 2024. This vehicle was originally expected to be purchased in FY 2023-24 but due to fleet manufacturing delays was carried over into the next FY budget. The unexpected repair cost of the 2002 Chevrolet Utility Truck exceeds the value of the vehicle making it not worth the cost of repair and leaves the District short by one truck. The CIRF balance at years end is expected to be 1.048 Million leaving adequate funding to purchase another utility truck.

## **Special District Risk Management Authority**

# SDRMA

## **Vehicle Inventory for Program Year 2024-25**

**Sweetwater Springs Water District** 

Item	VIN	Year	Make / Model	Туре	GVW	Value	Comp / Coll Limits	AL Net Premium	APD Comp Gross Premium	APD Coll Gross Premium	Effective Date	Termination Date
6	1FDRF3A60HEB30171	2017	Ford F350	Medium Truck	10,400	\$38,753	\$500 / \$1,000	\$908.96	\$228.22	\$439.74		
8	1FDRF3A66GEA52736	2016	Ford F-350	Medium Truck	10,000	\$36,266	\$500 / \$1,000	\$818.07	\$276.69	\$532.32		
9	1FDRF3E60FEA98796	2015	Ford F-350 Single Axle	Medium Truck	10,000	\$35,656	\$500 / \$1,000	\$818.07	\$276.69	\$532.32		
11	1GBGC34R3XF052458	1999	Chevy 1 Ton C3500	Pick-Up Truck	9,000	\$4,501	N/A / N/A	\$818.07				
14	1HTSCAAMXH621858	1999	International 47W 4x2 Dump Tru	Medium Truck	13,460	\$25,000	\$500 / \$1,000	\$908.96	\$154.08	\$302.55		
17	1GDHC34K78E174293	2008	GMC Sierra	Pick-Up Truck	10,000	\$20,000	\$500 / \$1,000	\$818.07	\$142.59	\$283.21		
51	1FTZR15UXWPB38045	1998	Ford Ranger	Pick-Up Truck	4,000	\$4,501	N/A / N/A	\$818.07				
70	1GBHC24UX2E276649	2002	Chevrolet Truck	Pick-Up Truck	2,500	\$9,000	N/A / N/A	\$818.07				
71	1FDRF3A66KED18720	2019	Ford F350	Medium Truck	10,400	\$40,296	\$500 / \$1,000	\$908.96	\$433.88	\$823.75		
72	1FDRF3A6XLEE90430	2020	Ford F350 w/ Sceli Utility Body	Medium Truck	14,000	\$47,049	\$500 / \$1,000	\$908.96	\$491.25	\$933.99		
					Totals	\$261,022						

#### **SWEETWATER SPRINGS WATER DISTRICT**

TO: Board of Directors AGENDA NO. V-C

**FROM:** Erica Gonzalez, District Counsel

Meeting Date: October 3, 2024

Subject: Approval of Resolution 24-14, Approving the Second Amendment to the At-Will Employment Agreement with General Manager Eric Schanz and Approving an Amendment to the District's Salary Schedule in Conformance with California Code of Regulations, Title 2, Section 570.5

#### **RECOMMENDED ACTION:**

Adopt Resolution 24-14, approving the Second Amendment to the At-Will Employment Agreement with General Manager Eric Schanz to increase total compensation and approving an amendment to the District's Salary Schedule in compliance with State law.

#### **FISCAL IMPACT:**

A 2% increase in the General Manager's salary will be an increase of approximately \$3,342 annually.

#### DISCUSSION:

On July 7, 2022, the Board of Directors approved the At-Will Employment Agreement ("Employment Agreement") between Sweetwater Springs Water District and Eric Schanz, dated July 11, 2022, and effective July 25, 2022, for the position of General Manager. Pursuant to the terms of the Employment Agreement, Mr. Schanz's base salary shall be reviewed by the Board of Directors annually commencing on or about July 2023, and annually thereafter, at which time his salary may be increased at the time of evaluation. On April 12, 2024, the Board of Directors approved Resolution 24-05 approving the First Amendment to the Employment Agreement amending Mr. Schanz's annual salary to \$162,225.34, effective July 1, 2023. Mr. Schanz received a three percent (3%) cost of living increase that all other District employees received starting July 2024, making his current base salary \$167,092.10.

Since that time, General Manager Eric Schanz has successfully directed and managed District operations. Based on a recent favorable performance evaluation by the Board of Directors, the Board now seeks to provide a two percent (2%) salary merit increase to the General Manager's current base salary effective July 1, 2024. With the 2% increase, Mr. Schanz's base salary will increase to \$170,433.94. Therefore, the monthly salary is \$14,202.83 per month.

Annual Salary	Monthly Salary	Biweekly Pay
\$170,433.94	\$14,202.83	\$7,101.41

The attached Second Amendment to the General Manager's Employment Agreement reflects the negotiated terms resulting from the General Manager Negotiations. State law mandates the approval of the General Manager's salary in an open session available to the public. Additionally, the California Public Employees' Retirement System (CalPERS), has requested all CalPERS employers list their compensation levels on one document, approved and adopted by the governing body, in accordance with California Code of Regulations §570.5.

The General Manager is prepared to accept the proposed increase and execute the Second Amendment to the At-Will Employment Agreement.

#### Attachments:

- 1. Resolution Approving the Second Amendment to the At-Will Employment Agreement with General Manager Eric Schanz and Amendment to Salary Schedule
- 2. Amendment No. 2 to the At-Will Employment Agreement

#### **RESOLUTION 24-14**

A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SWEETWATER SPRINGS WATER DISTRICT APPROVING THE SECOND AMENDMENT TO THE AT-WILL EMPLOYMENT AGREEMENT WITH GENERAL MANAGER ERIC SCHANZ AND APPROVING AN AMENDMENT TO THE DISTRICT'S SALARY SCHEDULE IN CONFORMANCE WITH CALIFORNIA CODE OF REGULATIONS, TITLE 2, SECTION 570.5

- **WHEREAS**, on July 7, 2022, the Board of Directors approved the At-Will Employment Agreement ("Employment Agreement") between Sweetwater Springs Water District and Eric Schanz, dated July 11, 2022, and effective July 25, 2022, for the position of General Manager; and
- **WHEREAS,** pursuant to the terms of the Employment Agreement, Mr. Schanz is eligible for a merit salary increase based upon performance at the time of his annual evaluation and each year thereafter; and
- **WHEREAS**, on April 12, 2024, the Board of Directors approved Resolution 24-05 approving the First Amendment to the Employment Agreement amending Mr. Schanz's annual salary to \$162,225.34, effective July 1, 2023; and
- **WHEREAS,** on July 1, 2024, Staff received a three percent (3%) Cost of Living Increase making Mr. Schanz's annual salary \$167,092.10; and
- **WHEREAS**, the Board of Directors now desires to increase Mr. Schanz's annual salary to \$170,433.94, reflecting a two percent (2%) increase;
- **WHEREAS**, the Board of Directors desires such salary increase to be effective as of July 1, 2024; and
- **WHEREAS**, the California Public Employees' Retirement System (CalPERS), has requested all CalPERS employers list their compensation levels on one document, approved and adopted by the governing body, in accordance with California Code of Regulations section 570.5; and
- **WHEREAS,** the District desires to comply with CalPERS' reporting requirement by amending the previously approved salary range to update the salary range for the General Manager position.

### **NOW, THEREFORE, BE IT RESOLVED** by the Board of Directors as follows:

- 1. The above recitals are true and correct, and incorporated herein.
- The Board of Directors hereby approve the Second Amendment to the At-Will Employment Agreement between the Sweetwater Springs Water District and

Eric Schanz, attached hereto as Exhibit A and incorporated herein.

- 3. The Board of Directors hereby authorize the President to sign the Second Amendment authorized by this Resolution on behalf of the District and to take any other actions necessary to carry out the purpose of this Resolution.
- 4. The Board of Directors hereby approve The Directors hereby approve the amended monthly salary range for General Manager effective as of July 1, 2024 (with change reflected below in <u>underline</u>) as follows:

## SALARY RANGES OF EMPLOYEES EMPLOYED BY SWEETWATER SPRINGS WATER DISTRICT BEGINNING, JULY 1, 2024

#### **CLASSIFICATION HOURLY SALARY RANGE** MAINTENANCE WORKER TRAINEE \$23.28 to \$28.30 MAINTENANCE WORKER 1 \$25.63 to \$31.16 MAINTENANCE WORKER 2 \$26.91 to \$32.70 MAINTENANCE WORKER 3 \$29.59 to \$35.97 ACCOUNT CLERK 1 \$23.28 to \$28.30 ACCOUNT CLERK/ADMIN. ASSOC. \$32.56 to \$39.56 SENIOR CREW SUPERVISOR \$37.65 to \$45.79 CREW SUPERVISOR \$33.17 to \$40.32 FIELD MANAGER \$50.42 to \$61.29 ADMINISTRATIVE MANAGER \$50.42 to \$61.29 **GENERAL MANAGER** \$88.77 HOURLY

I hereby certify that the foregoing is a full, true, and correct copy of a Resolution duly and regularly adopted and passed by the Board of Directors of the SWEETWATER SPRINGS WATER DISTRICT, Sonoma County, California, at a meeting held on October 3, 2024, by the following vote.

Director	Aye	No
Sukey Robb-Wilder Tim Lipinski		
Rich Holmer Gaylord Schaap		
Nance Jones		

Tim Lipinski
President of the Board of Directors

Attest: Julie A. Kenny

Clerk of the Board of Directors

#### **EXHIBIT A**

## AMENDMENT NO. 2 TO THE AT-WILL EMPLOYMENT AGREEMENT FOR GENERAL MANAGER

### <u>RECITALS</u>

**WHEREAS,** effective July 25, 2022, Sweetwater Springs Water District ("Employer") and Eric Schanz ("Employee") entered into an At-Will Employment Agreement for services as General Manager of Sweetwater Springs Water District ("Employment Agreement"); and

**WHEREAS,** pursuant to the terms of the Employment Agreement, Employee is eligible for a merit salary increase based upon performance at the time of the employee's annual evaluation on or about July 2023 and each July thereafter; and

**WHEREAS**, effective July 1, 2024, the Parties entered into Amendment No. 1 to the Employment Agreement, increasing Employee's annual salary to \$162,225.34 and removing certain restrictions related to Employee's secondary employment; and

**WHEREAS,** on July 1, 2024, Staff received a three percent (3%) Cost of Living Increase making Mr. Schanz's annual salary \$167,092.10; and

**WHEREAS**, the Board of Directors recently completed an annual performance evaluation for Employee and find Employee has successfully directed and managed District operations; and

**WHEREAS,** the parties desire to amend the Employment Agreement to increase Employee's base salary to \$170,433.94, reflecting a two percent (2%) increase effective July 1, 2024.

**NOW**, **THEREFORE**, the parties hereby agree as follows:

- 1. Amendment No. 2 To the At-Will Employment Agreement For General Manager is entered into effective July 1, 2024.
- Section 7. <u>Compensation</u> subsection A. <u>Base Salary; Salary Adjustment</u> is hereby amended to read as follows:

"Base Salary; Salary Adjustment. Employer shall pay Employee an annual base salary of One Hundred Seventy Thousand Four Hundred and Thirty-three Dollars and Ninety-four Cents (\$170,433.94), less all applicable federal, state and local withholding, payable in installments at the same time that other District employees are paid. Employee's base salary will be

reviewed annually by the Board of Directors and may be increased at the time of Employee's annual evaluation."

3. All other terms of the Employment Agreement not modified by this Amendment No. 2 shall remain in full force and effect.

EMPLOYEE	EMPLOYER
Eric Schanz	By: Tim Lipinski
	President, Board of Directors
	Sweetwater Springs Water District

## **SWEETWATER SPRINGS WATER DISTRICT**

TO: Board of Directors AGENDA NO. V-D

**FROM:** Eric Schanz, General Manager

Meeting Date: October 3, 2024

**Subject: Board Committee Reports** 

#### **RECOMMENDED ACTION:**

Receive updates from active Board committees.

### **FISCAL IMPACT:**

Varies.

#### **DISCUSSION:**

This item is a standing placeholder for any Board committee updates that have not been addressed in a separate item.

Ad Hoc Committees:

Recruitment and Retention Leased Use of District Lands

Communications

Revenue Development

Union Negotiations Planning

## SWEETWATER SPRINGS WATER DISTRICT

TO: Board of Directors AGENDA NO. VI

FROM: Eric Schanz, General Manager

Meeting Date: October 3, 2024

Subject: GENERAL MANAGER'S REPORT

**RECOMMENDED ACTION:** Receive report from the General Manager.

FISCAL IMPACT: None

#### **DISCUSSION:**

1. Laboratory Testing/ Regulatory Compliance: Water quality tests confirm that all SSWD water meets all known State and Federal water quality standards.

- **2. Water Production and Sales:** Water sales in August were 26,990 units (Guerneville cycle). Water Sales for July were up compared to last two years at this time but track lower when compared to the other previous years of record. Total combined Monte Rio and Guerneville water production for August was 62.23AF.
- **3. Leaks:** There were a total of 11 water main repairs in July requiring 100 work hours total, and 7 service line leaks requiring 36 work hours total (Figure 2). There were 6 water main repairs in Guerneville, 4 in Monte Rio and 1 in Rio Nido. There were 7 service line repairs in Guerneville.
- **4. Guerneville Rainfall:** Total cumulative rainfall to the end of August was 45.35 inches (Figure 3). Last year cumulative rainfall was 53.96 inches by the end of August. No change from previous month.
- **5. In-House Construction Projects:** There were no in-house projects for August as Field Staff were working on the service line inventory and monitoring various County road paving projects in District and the Cal Trans project in downtown Guerneville.
- **6. Gantt Chart:** The Gantt Chart is updated for September 2024 (Figure 4).
- 7. Grants: The fifth DWR grant disbursement 5A was received for Harrison Tank in the amount of \$295,514.03. The second part of the disbursement (5B) is approved in the amount of \$174,153.85. Final invoices once received for the project will be sent to DWR for approval then the grant closeout process can begin.

- **8.** Harrison Tank Replacement: The Harrison Tank Project is complete. The final project meeting and walk through for the project was held on September 12, 2024, with Coastland Engineering, Piazza Construction and the District.
- **9. Wright Drive:** The environmental portion of the project is awaiting final approval. There are several agencies that are notified and that are given response times for comment. The amount of review for a project of this type seems unusually high but this is part of the funding process.
- **10. Master Plan:** The Districts ARC GIS mapping is now available for staff to review. District staff will work with Coastland to help make necessary changes and corrections. The preliminary narrative for the Master Plan is to be provided to the District for review and comment in October.

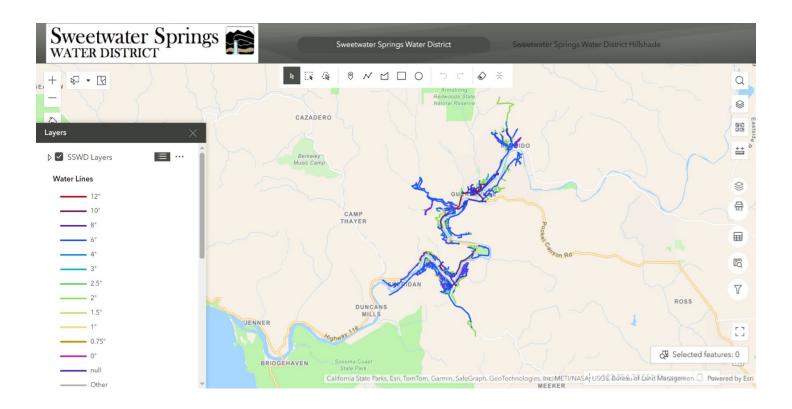


Figure 1. Water Production and Sales 12 Month Moving Averages Sweetwater Springs Water District Since January 2013

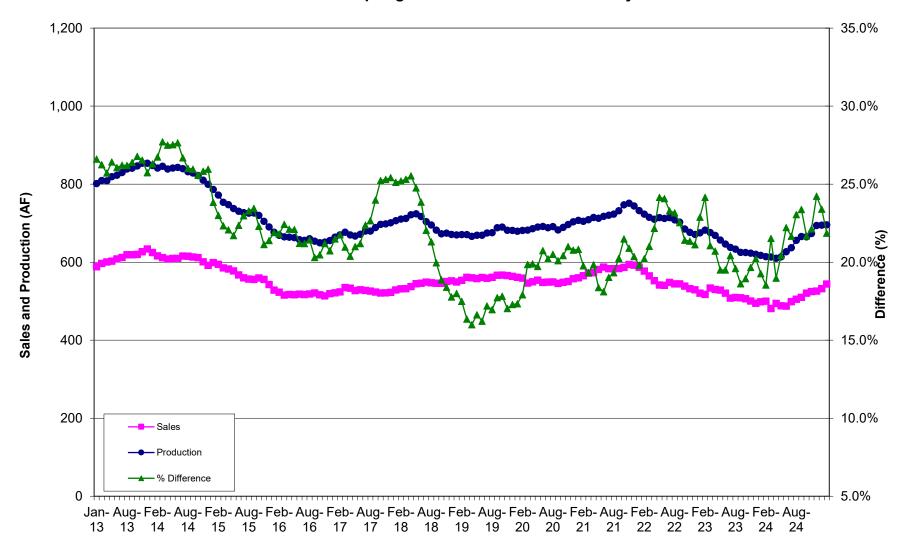


Figure 2. Sweetwater Springs Water District Main and Service Pipeline Breaks
Moving Annual Average Since August 2012

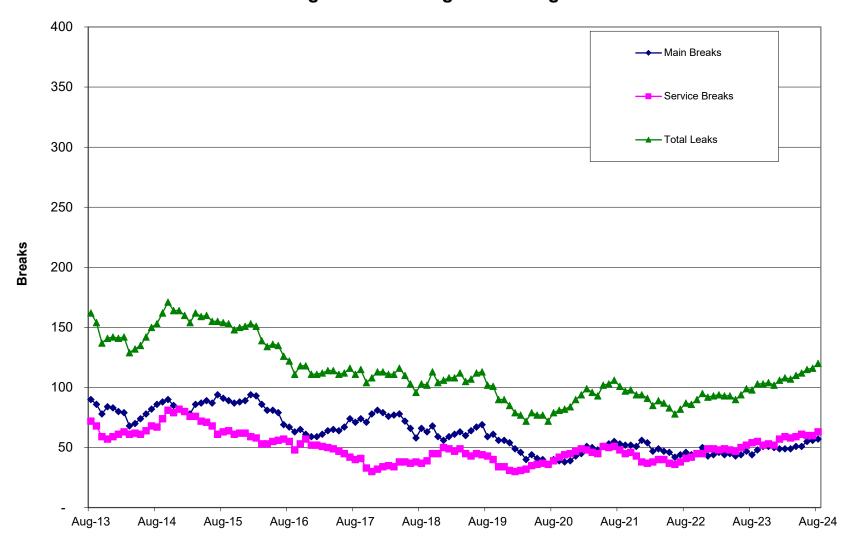


Figure 3. Guerneville Cumulative Monthly Rainfall

Precipitation (in)

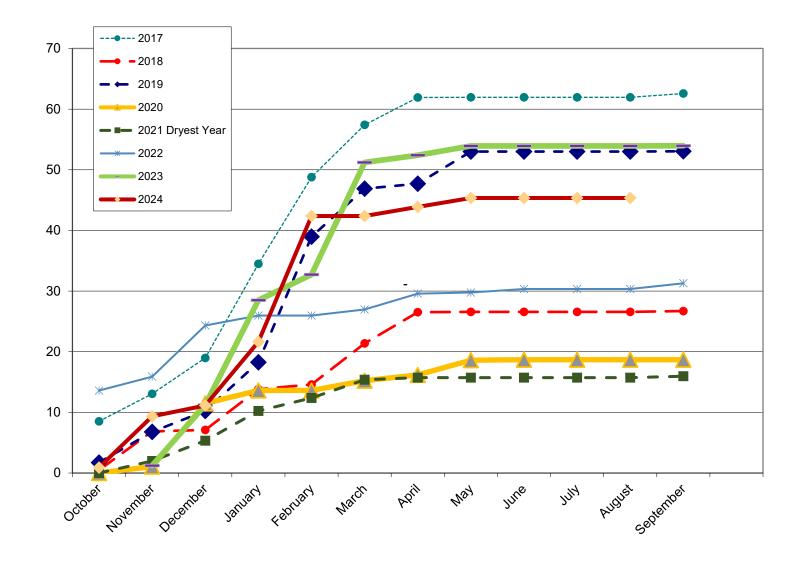


Figure 4. Sweetwater Springs WD Calendar G	Santt Chart	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	FY26+
Ongoing Activity														
Board Action														
Other Milestone														
Current Month														
<b>Budget Preparation</b>														
Capital Projects Board Discussion														
Staff Budget Preparation Begins														
Ad Hoc Budget Committee Reviews Draft														
Budget														
Draft Budget to Board for Discussion/Action														
Approve Budget/ Prop 218 Public Hearing														
Capital Projects 2024-25														
Design Wright Drive /Environmental Review		Enviro	Design/Topo	Design/Topo	Design/Topo									
		Review	Start/Enviro	Start/Enviro	Start/Enviro									
CDDC E 1: W': 4 D : D : 4/TDD		CDBG	Review CDBG	Review CDBG	Review CDBG									
CDBG Funding Wrigth Drive Project (TBD -					Application- TBD									
Completion of Evviromental Review).		GIS/Staff	GIS/Staff	GIS- Viewable										
			Review/Master	under staff	Master Plan									
Master Plan/GIS		ster Plan	Plan	review	Draft Narrative									
Regulatory Annual														
Water Rights Annual Reporting	Staff							Prep	Submit					
Annual Water Report EAR	Staff								Prep	Submit				
Emergency Response Plan Review	Staff								Review	Submit				
Leak Loss Report/ Validation (Previous missing	Staff				GV: 2017,2018	Prep/	Prep							
reports due).					MR:2016,17&18		GV/MR	0 1 "						
Water Shortage Assesment							2022	Submit						
UWUO Reporting	Staff						Davieur	Culomait						
Urban Water Management Plan	Staff Review						Review	Submit						
Cross Connection Control Plan (Due 7/1/2025)	Stall ICCVICW													
Closs Connection Control Fian (Due 7/1/2023)														7/1/2025
LLSR - Service Line inventory GV/MR					Due 10/15/2024									17172023
Administrative												·		
Policies and Procedures	Review TBD													
IIPP/ Training Developemment	Review TBD													
District Manager Review				Completed										
ũ				Completed										

	NUMBER OF WATER UNITS SOLD FY 24 - 25																							
	FY01-02	FY02-03	FY03-04	FY04-05	FY05-06	FY 06-07	FY 07-08	FY 08-09	FY 09-10	FY 10-11	FY 11-12	FY 12-13	FY 13-14	FY 14-15	FY 15-16	FY 16-17	FY 17-18	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23	FY 23-24	FY 24-25
JULY	34,371	26,447	26,355	33,578	22,195	27,469	27,147	28,091	21,035	17,808	20,061	22,850	25,890	22,074	16,377	19,044	19,608	20,255	19,273	22,297	21,558	20,306	17,833	18,396
AUGUS	39,803	37,750	42,080	41,615	37,799	41,863	37,202	37,907	34,878	32,328	28,486	33,190	29,163	32,208	26,070	26,811	29,485	28,325	27,419	28,582	26,302	22,555	24,231	26,990
SEPTEN	33,723	34,532	36,056	35,309	29,823	35,984	31,721	32,753	30,320	29,673	26,091	29,829	26,157	24,091	21,678	22,893	24,037	25,805	24,886	27,175	22,746	21,271	21,933	
OCTOB	40,672	34,063	37,008	38,553	38,707	37,900	36,493	34,938	32,282	32,334	32,091	33,727	31,628	27,724	24,606	29,333	29,495	32,827	27,310	30,099	24,731	31,859	23,693	
NOVEM	28,272	28,729	26,973	27,839	26,680	24,076	24,444	25,746	23,111	24,160	21,350	22,218	20,729	19,489	20,101	19,462	21,884	21,351	22,640	23,173	17,984	16,472	15,777	
DECEMI	25,380	27,758	27,283	25,508	23,925	25,550	21,556	24,762	21,116	20,802	20,299	22,818	23,452	21,256	20,873	18,070	21,297	20,468	22,288	25,982	21,110	20,372	17,713	
JANUA	16,091	19,287	16,799	15,416	16,127	15,862	13,309	14,631	14,764	13,734	14,645	16,242	16,316	11,914	12,727	13,676	14,146	15,335	12,925	15,529	15,062	11,588	11,270	
FEBRU/	21,697	23,010	20,689	19,695	22,716	20,963	18,647	21,199	19,233	18,386	16,641	18,372	20,967	17,770	17,189	16,504	17,693	16,950	17,284	15,506	18,727	13,139	18,122	
MARCH	17,207	15,092	17,374	14,985	15,456	16,693	14,556	14,417	14,414	12,387	12,569	13,884	13,772	12,351	13,058	12,315	11,657	12,653	12,827	12,846	11,236	11,980	14,557	
APRIL	17,728	19,527	21,406	21,089	18,825	21,047	19,227	18,414	17,611	17,129	17,936	17,914	17,053	16,636	17,748	16,809	16,279	18,547	16,886	17,038	17,024	16,685	18,958	
MAY	19,118	16,237	19,793	16,372	13,921	15,402	15,721	15,861	14,273	14,134	14,880	15,075	14,514	16,120	14,217	13,083	13,011	13,319	14,602	15,866	13,375	12,354	12,750	
JUNE	29,799	27,074	28,882	22,512	24,108	25,457	29,211	26,259	19,143	20,871	23,765	26,850	22,092	20,436	19,020	19,198	21,220	20,612	21,453	24,720	21,975	19,426	21,153	
Total	323,861	309.506	320.698	312,471	290,282	308.266	289,234	294,978	262,180	253.746	248.814	272.969	261.733	242.069	223.664	227.198	239.812	246.447	239,793	258.813	231.830	218.007	217,990	45,386

