



WORKSHOP and REGULAR MEETING OF THE BOARD OF DIRECTORS

AGENDA

TUESDAY, October 23, 2018

NOTE MEETING TIME - 5:00 PM

President- Richard Smith
Vice President-Wayne Holman
Director- Marcus Dutra
Director- Wayne Norton
Director- James Leap
General Manager- Robert Johnson
Board Secretary-Louise Coombes

- I. **CALL TO ORDER**
- II. **ROLL CALL OF DIRECTORS:** President Richard Smith, Vice President Wayne Holman, Directors, Marcus Dutra, Wayne Norton and James Leap.
- III. **PLEDGE OF ALLEGIANCE**
- IV. **WORKSHOP:** Board of Directors Training Session, titled; "Who Does What? Best Practices in Board/Staff Relations"

7:00 PM – RETURN TO REGULAR SESSION

- I. **CALL TO ORDER**
- II. **ROLL CALL OF DIRECTORS:** President Richard Smith, Vice President Wayne Holman, Directors, Marcus Dutra, Wayne Norton and James Leap.
- III. **STATEMENTS OF DISQUALIFICATION**
- IV. **ADDITIONS AND DELETIONS**
- V. **MINUTES:** Motion to approve the Minutes of the September 25, 2018 Regular Board Meeting p.3-6
- VI. **ORAL COMMUNICATION:** *Anyone wishing to address the Board on informational items, staff reports or matters not listed on the agenda may do so during Oral Communications. Please limit your comment to three minutes. The public may comment on listed Action and Public Hearing items at the time they are considered by the Board.*
- VII. **PRESENTATIONS & REPORTS**
 - A. DIRECTORS' REPORTS
 - B. ATTORNEY'S REPORT
 - C. MANAGER'S REPORT p.7-10
 - D. CORRESPONDENCE p.11
- IX. **ACTION ITEMS:**
 - A. **Consider receiving an update on the possible annexation of one parcel in the Rancho Larios area into the Aromas Water District boundary.** p.12
Staff will present an update on the annexation process; possibly annexing one parcel in the Rancho Larios area into the Aromas Water District boundary.
 - B. **Consider receiving an update regarding the purchase of XiO Systems hardware for Aromas Water District sites, in the amount of \$9,948.19, and providing direction to Staff.** p.13-26
Staff will present an update and revised quote for XiO System equipment to augment our system to facilitate remote surveillance and control of facilities.
 - C. **Financial Reports for the Month of September 2018** p.27-32
Oakridge & Orchard Acres Assessment Districts are now included in the financial reports. Therefore, the reports show a Total Revenue of \$120,704.83; Total expenditures were \$190,953.60 between September 20, 2018 and October 16, 2018. These financials and monthly expenditures will be presented for discussion and approval.
- X. **FUTURE MEETINGS & AGENDA ITEMS** Next meeting on Tuesday, November 27, 2018
- XI. **ADJOURNMENT**

Next Res. # 2018-06

All public records relating to an agenda item on this agenda are available for public inspection at the time the record is distributed to all, or a majority of the board. Such records shall be available at the District office located at 388 Blohm Avenue, Aromas, CA.

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Minutes of the Regular Meeting of the Board of Directors of the Aromas Water District September 25, 2018

- I. CALL TO ORDER.** The regular meeting of the Board of Directors of the Aromas Water District was called to order by President Smith on Tuesday, September 25, 2018 at 7:00 p.m. at the District office located at 388 Blohm Ave, Aromas, California.
- II. ROLL CALL.** President Smith, Vice President Holman and Directors Norton, Leap and Dutra were present. Also in attendance were General Manager Robert Johnson, Counsel Bob Bosso, Board Secretary Louise Coombes, Management Consultant Vicki Morris and staff Ester Girón.
- III. PLEDGE OF ALLEGIANCE.** Director Holman led the pledge of allegiance.
- IV. STATEMENTS OF DISQUALIFICATION.** There were no disqualification statements.
- V. ADDITIONS AND DELETIONS.** There were no additions or deletions to the Agenda.
- VI. MINUTES.** The minutes of the August 28, 2018 Board Meeting were presented for review and approval; there was one minor correction requested by President Smith to amend the title of the Agricultural Commissioners' Representative; there were no other comments. Director Holman moved for approval of the minutes with the correction and Director Norton seconded. Minutes were unanimously approved with all Directors present.
- VII. ORAL COMMUNICATION.** Maureen Cain expressed considerable gratitude on behalf of the community for the use of the District conference room during various recent community events. There were no other public comments.

VIII. REPORTS/PRESENTATIONS

- A. Director's Reports.** Director Norton commented on the recent meeting with himself, President Smith and GM Johnson as the Ad-Hoc Committee for the Director's Training Plan, which was a valuable and productive discussion.
- B. Attorney's Report.** Counsel Bosso reported that the SB998 has still not left the Governors' desk. Counsel Bosso has also been following other cases which have not recently progressed. The Soquel rate study revealed that a specific project could be built in as a reason for a tiered rate, however, maximum contaminant levels may be an issue causing a court decision to refund money charged via tiered rates.
- C. Manager's Report.**

OPERATIONS

GM Johnson reported that two new meters have now been installed at the end of Rose Ave, bringing the total number of meters to 957.

Production & Well Levels

GM Johnson reported total production, in August 2018, was just over 11.5 million gallons for the month with the daily average at just over 373,500 gallons.

There is currently a large amount of bulk water being used to hydro-test the new PG&E pipeline. During one day, the consultants pulled over 300,000 gallons (nearly an acre foot) for the testing. Director Dutra enquired whether all this water is being recycled, but GM Johnson did not know where the water went after testing.

GM Johnson called the Boards' attention to the fact that the Production Chart shows how the total in August 2018 was well into the production quantity level shown in September 2017, but the figures are still under the 2013 production figures. Director Dutra enquired as to whether it is generally considered if we are out of a drought situation yet, but there are varying opinions depending on the source, however, there is no mandated restriction in place.

San Juan well ran the entire month but both Carpenteria and Pleasant Acres wells were down two days and one day respectively.

Marshall Well is up a foot and Aimee Meadows' current level is still the August reading from PVWMA. Carpenteria is up five feet and San Juan Well is up six feet despite September's production.

INCIDENTS

There were no recorded incidents in August.

ADMINISTRATION

The Interim Testing for the Annual Financial Audit took place and everything went well, and next month is the main audit, so we can look forward to the report later in the year.

GM Johnson commented on the list of constituents to test from the information received from Monterey County Resource Management Agency. This is going to be a challenge to take uncontaminated samples, so he has requested advice/attendance from the Stormwater Program Representative for sample protocols. At the same time a visit to view the crushed culvert, which is largely causing the backup and overflow issue, will take place.

Staff & Board Recognition

The Districts' new Customer Service Representative continues to learn her new role. Sandra has a great manner with the customers and has been fielding questions from lots of customers who have questions about leaks. AC Giron is still helping and teaching a tremendous amount.

GM Johnson, once again, pointed out that AC Giron and ASO Coombes are going above and beyond to keep everything running smoothly in the office. GM Johnson remarked that since he began working at the District, there has been three different people in the CSR role, with intermittent periods of no-one as CSR, therefore AC Giron and ASO Coombes have been either training or covering the various tasks of all three roles for more than a year now.

Projects

GM Johnson reported that he is still working with San Benito Management Resource Agency on the lot line adjustment at Marshall Yard. In addition, the two Conex trailers that belong to the Fire Department have been moved. The one in which the Fire Department store items, has been moved to just inside the gate for easier access and so the Fire Department no longer have to take their vehicles down the steep driveway. The other trailer, in which AWD stores items, has been moved to alongside the dilapidated fence line.

The portable bathroom has been removed from the Marshall site, saving the District around \$80 per month, and the bathroom in Unit C of the District building has been cleaned up for use by the Operations Team.

- D. Correspondence.** Director Norton enquired about the type of records that were required for the Public Records Request and GM Johnson replied that it was anything we had on file for 348 Seely Ave. The water service line to 348 Seely Ave had been erroneously placed on a neighbors property, despite specific direction from that neighbor to the contrary; this service line is not the Districts' responsibility.

GM Johnson drew the Boards' attention to the Notification of check issuance from the Hartford. This is recompense for the damage caused to the gutters at the San Juan Road treatment facility by a delivery driver.

Director Norton enquired about the damage from the incident at Garden Avenue; GM Johnson reported that MGE Underground have conceded to recompense the District for the damage to the main line.

IX. ACTION ITEMS

A. Consider receiving a report regarding the possible annexation of one parcel in the Rancho Larios area, and provide direction to staff.

GM Johnson presented a recent request for water service within the Rancho Larios subdivision which is within the Districts' sphere of influence but not annexed. The parcel was not included in the original agreement and now the existing supply, from a well, is insufficient. The property owner was present at the meeting and has researched drilling a new well, but there no guarantee of success. The process begins with requesting approval from PVWMA for the exportation of water outside of the basin boundary for health and safety reasons. Later the process will involve requesting annexation of, unusually just the one parcel, through San Benito LAFCO to establish a change to the Districts' borders, any environmental impact or the requirement for any encroachment permits.

After some Board discussion, Director Holman moved to approve the commencement of the process of investigating the annexation of the single Rancho Larios property, with any cost to be covered by the property owner. The motion was seconded by Director Dutra and unanimously accepted with all Directors present.

B. Consider receiving an update on the development of a Board member Training Plan, and providing direction to Staff.

GM Johnson recapped the plan as previously devised by the Ad-Hoc Committee. In light of no further comments since the last meeting, an updated training plan, with the training webinars in the order of priority was presented. With the Committee proposed one training session per quarter, the first training session will take place before the October Board Meeting. Director Norton moved and Director Leap seconded the motion to accept the report and direct staff to set up the training ahead of the Board Meeting in October.

C. Consider receiving a report regarding the purchase of XiO Systems hardware for two sites, in the amount of \$19,406.67, and providing direction to staff.

Following on from the previous discussions regarding the issues with SCADA, the inadequacies of Tesco and the potential addition of the XiO systems. The total financial impact of a partial installation would be \$19,406.67 over a three year period; this is broken down into 36 monthly payments of \$375.25 and a down payment of \$5,897.67. There will be an additional monthly charge of \$117 for cloud-based costs of data storage and site control. This proposal would add the ability to remotely monitor the Rancho Larios tank to avoid such situations as a previous loss of around 300,000 gallons. It would also free up time for the Operations Team who currently need to physically set points for well levels twice a day. At Pleasant Acres, the requirement is more complex, so the XiO system would allow remote control of the pump as well as the VFD frequencies, monitoring of the water level, water used, water pressure, total flow rate and chlorine levels. Changes to the system are made remotely by XiO the following working day. This provides considerably greater control and monitoring than is currently possible, especially for Rancho Larios where there is no monitoring in place. Director Dutra enquired as to whether there is any termination clause in the contract should there be any future issues. GM Johnson reassured the Board that XiO are quickly gaining popularity in many Californian Water Districts. Management Consultant Morris enquired as to what happens should the Programmable Logic Controller, currently in place, fail. GM Johnson will investigate and report back. GM Johnson requested that Counsel Bosso peruse the contract and report any issues. Director Holman moved and Director Leap seconded the motion to accept the XiO proposal as presented. The proposal was unanimously accepted with all Directors present.

D. Financial Reports for the month of August 2018. Total revenue for August was \$132,340.01; Total expenditures were \$137,243.96 between August 21, 2018 and September 19, 2018.

On the **Balance Sheet**, *Total Assets* are \$11,796,787.01, of which the total cash assets are \$1,545,935.01 divided between the District's current assets of \$1,076,682.56, and the Assessment Districts' assets of \$469,252.45. The CFD accounts show zero as that Bond is now closed out.

In **Fixed Assets**, the District Vehicles figure is higher than usual because of the new truck purchase.

In **Liabilities**, GM Johnson drew the Board's attention to the *City National Bank - Current* which is the loan paid twice a year.

In the **P&L Report** GM Johnson reported *Total Revenue* for August was \$132,340.01 as compared to the YTD Budget column of \$119,050 which is 22% over budget. Comparing the Jul-Aug 18 column to the YTD Budget shows we are over budget by \$51,478.59 and next month is likely to be even bigger due to high bulk water sales.

In *Grant Revenue*, some has been paid back for the Leadership Summit previously attended by GM Johnson and next month ASO Coombes attends the Board Secretary Training which is also covered by a grant. *System maintenance* currently contains a number of unique items this month; the Rose Ave installations, location and repair of a faulty valve, plus the annual software maintenance agreement from Master Meter. One of the Operations trucks had a milestone 50,000 mile service, plus some issues with the gear linkage as well as a recall for the airbag. Payroll is a little higher as additional hours have been worked by staff in preparation and attendance for the annual audit.

Comparing the YTD Budget and Jul-Aug 2018 columns on the bottom line, the *District Net Income* is positive by \$47,279.89.

In the **Monthly Expenditures** GM Johnson drew the Board's attention to the purchase of the new truck. The original sticker price was \$49,000, and with the addition of the Rhino lining and the Tommy Lift-Gate the final price was \$42,228.08.

Director Dutra moved to adopt the Financial Reports as presented; the motion was seconded by Director Leap. The Financial Reports were unanimously accepted with all Directors present.

X. FUTURE MEETINGS & AGENDA ITEMS. The next meeting will be on Tuesday, October 23, 2018.

Director Norton requested an Action Item to explore the possibility for the Board to be issued with electronic devices in order to receive District emails and read the Agenda-Board Packet to avoid the use of paper, thereby reducing work for the office staff.

XI. ADJOURNMENT. President Smith adjourned the meeting at 8:42pm until Tuesday, October 23, 2018.

Read and approved by: _____
President, Richard Smith

Attest: _____
Board Secretary, Louise Coombes

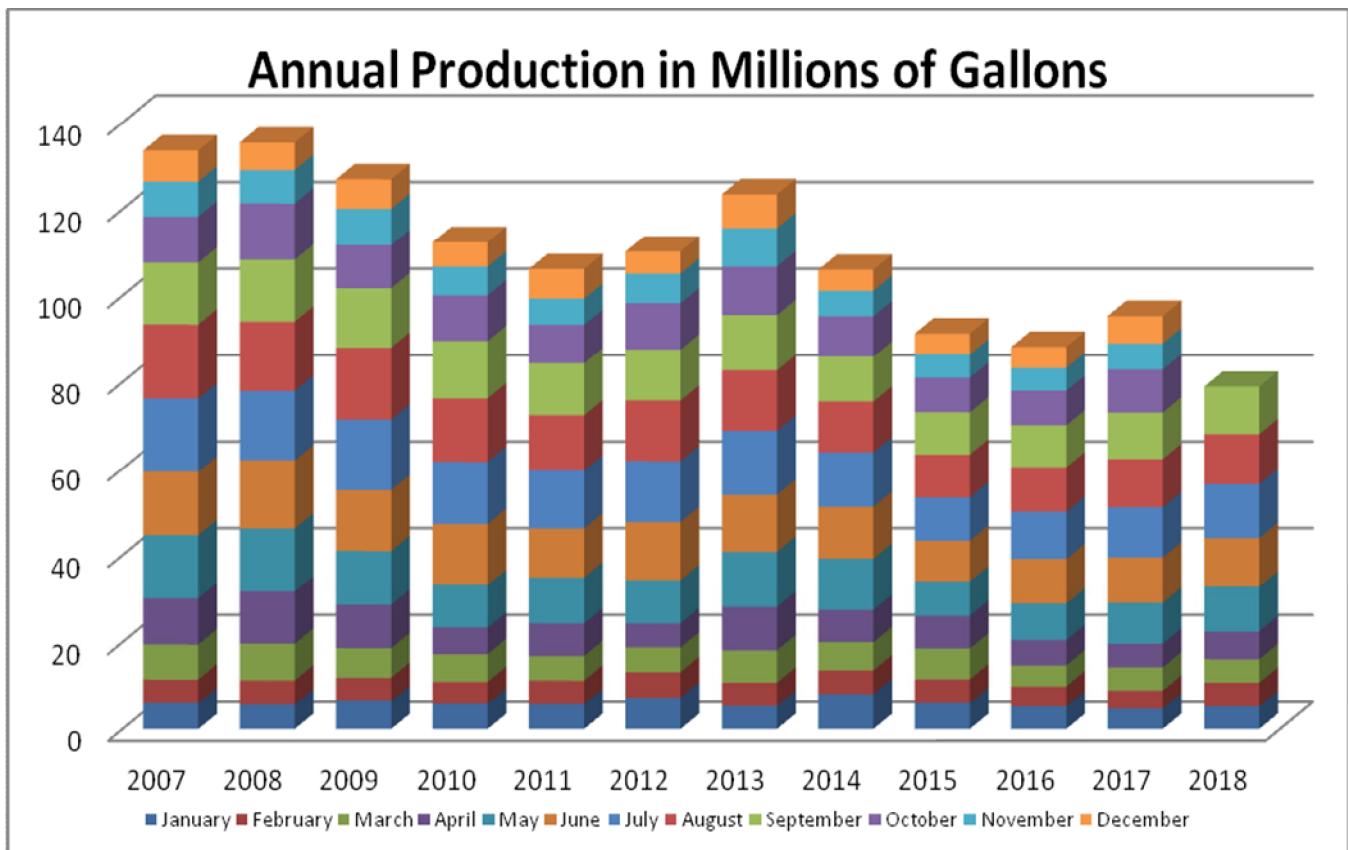
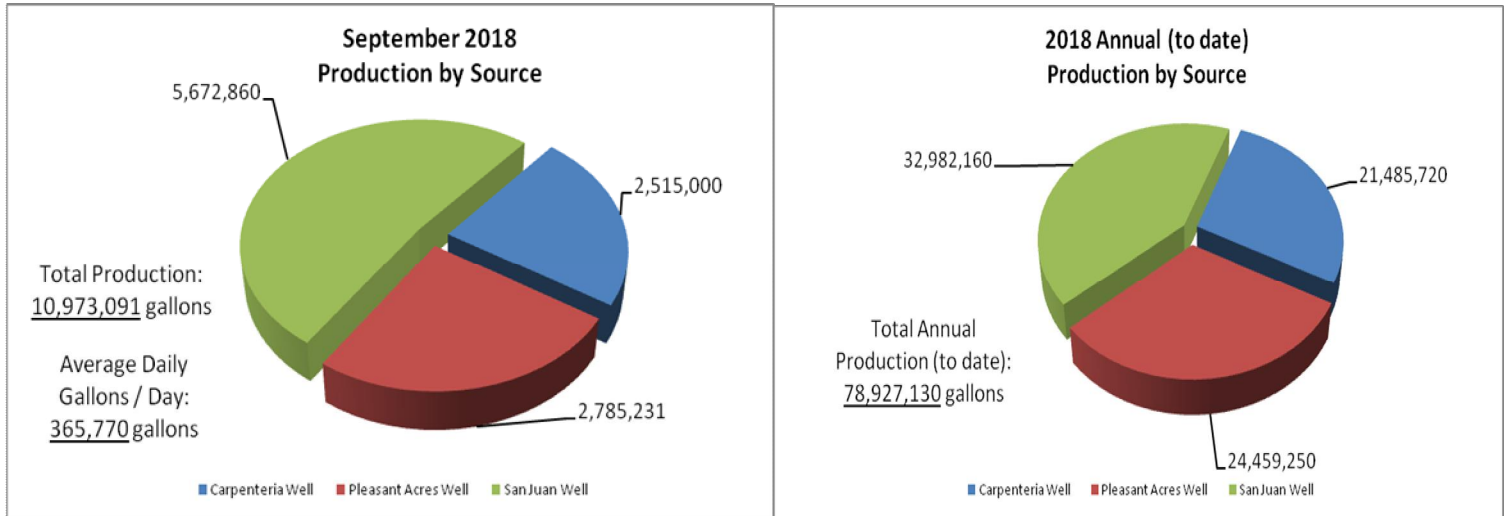
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Date: _____

General Manager's Report September 2018



PRODUCTION REPORT



Totals	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Million Gal	133.6	135.38	126.9	112.37	106.15	110.17	123.42	105.97	91.27	88.152	95.304	78.927
Acre Ft	410.0	415.4	389.4	344.8	325.7	338.05	378.7	325.16	280.05	270.49	292.43	242.18

OPERATIONS AND MAINTENANCE REPORT

OPERATIONS:

- There are 957 total meters, on 902 parcels.
- Loss Production system wide has been maintained at below 5% for over 18+ months.
- Carpenteria and Pleasant Acres wells were operational the entire month; while San Juan well was down only one day.
- Water Treatment Plant; the finished water is non-detect for both iron and manganese.
- Distribution testing for total Coliform; all samples negative.
- All monthly DWR reports on Coliform, and Mn / Fe were filed on time.
- WTP filters are being backwashed approximately every 5-7+/- days.
- Monthly Generator in-house 15 minute testing under load.
- Monthly well-level monitoring (see attached chart).

MAINTENANCE:

- Preventative maintenance and flushing were performed, as needed
- Graffiti removal whenever it occurs ó see next section
- Chlorine chemical pump maintenance and analyzer maintenance at all wells
- Maintenance tasks are being performed as time allows (e.g. mowing solar field)

INCIDENTS:

- None during this reporting period

ADMINISTRATIVE REPORT

STAFF & BOARD RECOGNITION:

- Administrative Services Officer (ASO) Coombes and Account Clerk (AC) Girõn continue to go above and beyond the call, keeping things running smoothly, while training CSR Varela.
- Operator Zelmar assisted the Aromas Tri-County Fire Protection District flow testing their fire engine gauge readings and calculations for verification of firefighting flow.
- Operator Zelmar sampled sites at the Aromas School for lead as part of the statewide effort regarding lead in the water of schools. All sites came back from the lab with values that were under the maximum contaminant level (MCL).
- Chief Operator (CO) DeAlba found the School Tanks defaced with spray paint and toilet paper. GM Johnson met a San Benito County Sheriff Deputy on-site to make a report.
- GM Johnson held an abbreviated staff meeting to review Habit 3 of the Seven Habits training to review and bring Sandra up to speed, so we can move forward through the rest of the Habits training as a team. Staff teams presented the other two Habits ó and provided interesting content, which led to constructive discussions and an increased understanding of the subject matter.
- GM Johnson represented the District at the 39th annual Aromas Tri-County Fire Prevention District Open House on Saturday, October 13.
- GM Johnson presented at the PVWMA Board of Directors meeting as a part of the Eilert annexation process ó more in the Action Item section of the agenda.

CONSERVATION UPDATE:

September 2018 usage figures indicate the usual trend of customers ramping back their water usage as summer comes to a close.

PROJECTS:

1. Possible renovations to Apartment Bathroom

GM Johnson and the operators are working to determine the scope of the Apartment Bathroom renovation effort. Once specifications are determined, contractors will be solicited for their input and bids. This project is in the Capital Budget for the current fiscal year.

2. Technology for Board member use

GM Johnson has been researching technology for use by the Board. This came from a request at the previous Board meeting as a possible measure to save paper and reduce costs in the long run. Input on a direction forward will be discussed at the meeting.

Some of the options evaluated include the following:

- Chromebooks - \$150 - \$1,000 ó processors could be slow, depends on configuration
- Laptops ó many options - \$300 to \$2,500 ó depends on configuration
- Tablets ó many options - \$150 to \$2,500 ó depends on configuration

3. AWD Marshall Yard progress

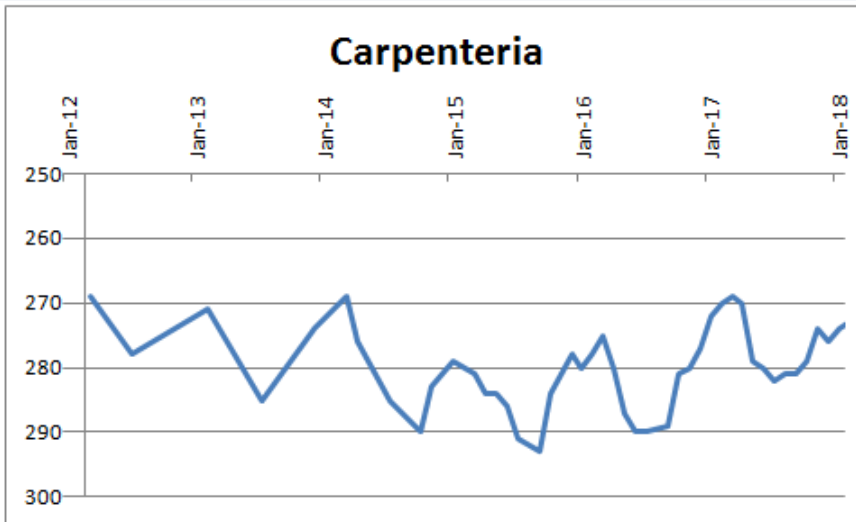
GM Johnson continues to work with San Benito County Resource Management Agency (SBCRMA) Planning staff to merge the two District parcels at the end of Marshall Lane through a Lot Line Adjustment (LLA) process.

SBCRMA staff and GM Johnson had a conference call on October 16. It was reported that the Staff Planner has confirmed an efficient process with Senior Planners regarding the LLA process for the District. Since the District is a governmental entity, completion of these types of tasks is streamlined ó the timing issue has been that higher priority projects have been placed in front of our request.

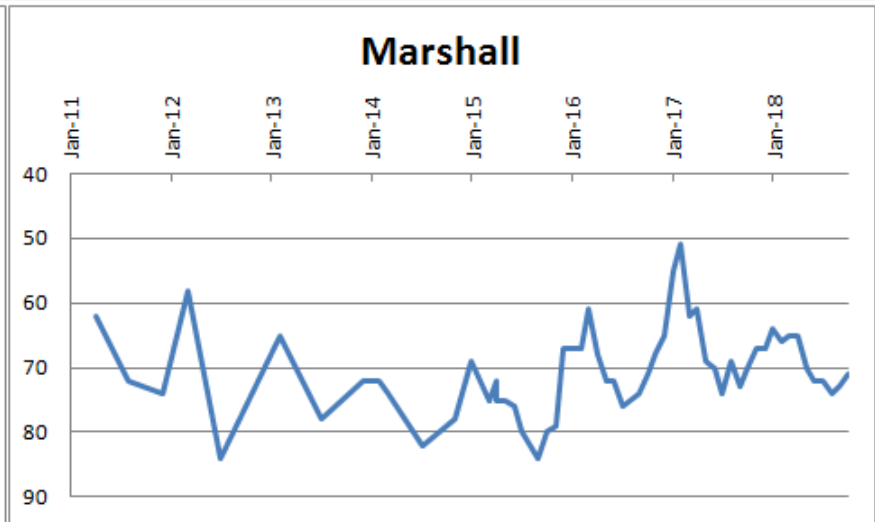
Robert Johnson
General Manager
October 18, 2018

Well Water Level Monitoring Depth to Water Measurements

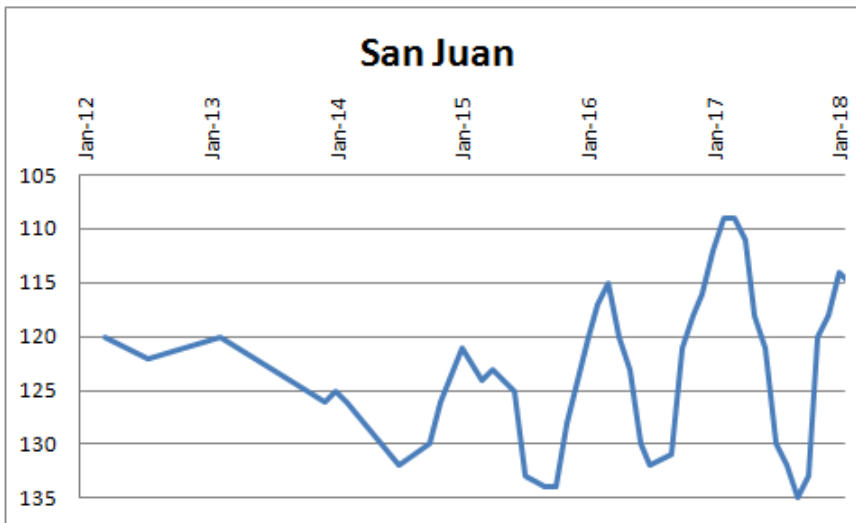
Date: October 17, 2018



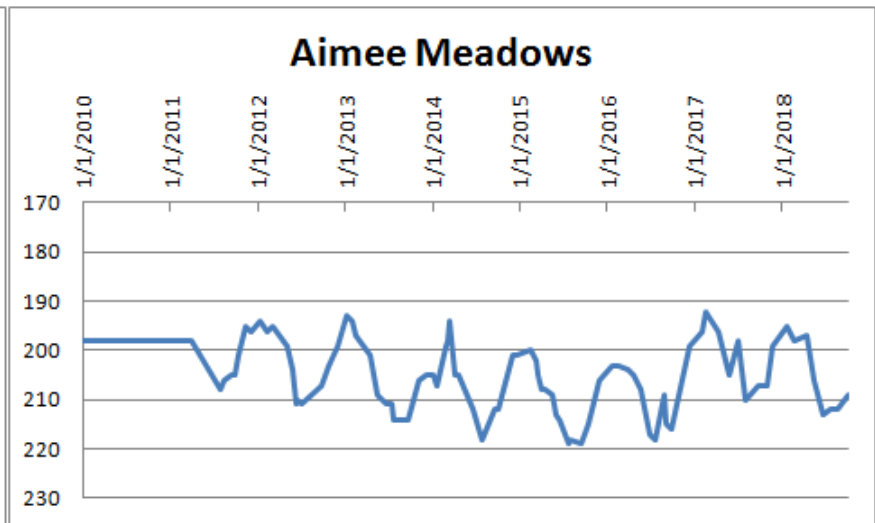
Carpenteria Well (production): Previous Read = 281 feet ; Current Read = 285 feet



Marshall Well (monitoring): Previous Read = 73 feet ; Current Read = 71 feet



San Juan Well (production): Previous Read = 124 feet ; Current Read = 124 feet



Marshall Well (monitoring): Previous Read = 212 feet ; Current Read = 209 feet

CORRESPONDENCE LIST: 9/19/2018 - 10/17/2018

DATE	TYPE	TO	FROM	SUBJECT
9/19/18	M	Fedak & Brown, LLP	Law Offices of R. Bosso	Furnishing information in connection with the audit
9/27/18	E	R. Johnson, AWD	D. Smith, TESCO	SCADA Upgrade and Improvement Project Update
9/27/18	E	D. Smith, TESCO	R. Johnson, AWD	Response to SCADA Upgrade and Improvement Project Update
9/28/18	E	AWD	CDIAC CA Treasurer	SB 1029 Reporting Guidance Update
9/28/18	E	R. Johnson, AWD	Y. Baird, US Dept of Justice	Case U.S. vs Defendant John McEwan
10/1/18	M	D Carrillo, Aromas-San Juan School District	R. Johnson, AWD	Aromas School Lead Sampling Results
10/2/18	E	SWRCB	R. Johnson, AWD	Monthly Summary of Coliform Monitoring
10/2/18	E	R. Johnson, AWD	Law Offices of R. Bosso	Notification of SB998 signed in by Gov. Brown.
10/3/18	E	R. Johnson, AWD	SAM Administrator	Registration Activation in U.S Govt' SAM
10/4/18	M	T McCaine, Aromas	R. Johnson, AWD	Removal of AWD Wharf Hydrant on Marcus St.
10/4/18	E	SWRCB	R. Johnson, AWD	Monthly Fe & Mn Field Test Results
10/5/18	E	R. Johnson, AWD	D. Smith, TESCO	TESCO Recommendation & Grant Request Info
10/9/18	E	Law Offices of R. Bosso	R. Johnson, AWD	Link to more information re: ADUs
10/10/18	E	D. Smith, TESCO	R. Johnson, AWD	Response to TESCO Recommendation
10/12/18	E	R. Felsing, SBC	R. Johnson, AWD	Process of Merging Adjacent Parcels
10/15/18	E	R. Johnson, AWD	J Peairs, XiO	XiO Proposal for the Larios Tank site
10/16/18	E	R. Johnson, AWD	S Capron, Cole Road, Aromas	Cole Road Annexation
10/16/18	E	AWD	CDIAC	Annual Debt Transparency Reporting

Staff Report



To: Board of Directors

Re: Item IX.A ó Consider receiving an update on the possible annexation of one parcel in the Rancho Larios area into the Aromas Water District boundary.

Date: October 18, 2018

Summary / Discussion

A request for water service has been made by Mr. Patrick Eilert, APN #012-014-019, who resides within the Rancho Larios subdivision, though his parcel is not a part of the Rancho Larios development. Due to this unique situation, his parcel was not included in the agreement to deliver water to the Rancho Larios development. He does have a well on his property, which, through the use of tanks has been sufficient for his needs over the years. Recently though, the well's yield has gone down (from 3 gallons per minute to 1 gallon per minute); therefore, for health and safety reasons, Mr. Eilert is looking to be served by the Aromas Water District (District).

The District Board of Directors (BOD) approved the initiation of the annexation process at their September meeting. This is an update of the progress within the process.

The next step in the process would involve presenting and getting an exemption from the Pajaro Valley Water Management Agency (PVWMA) BOD. The PVWMA BOD met on October 17, 2018, and after a presentation by the PVWMA General Manager (GM) and GM Johnson, the PVWMA BOD approved the request for an exemption from Ordinances 98-01 and 98-02, allowing water to be exported out of the Pajaro Basin for health and safety reasons.

The next step will be a presentation to the Local Area Foundation Commission (LAFCO) for specific actions and tasks to be completed. On a parallel track, the PVWMA and the District will develop a new agreement for water delivery that will include Mr. Eilert's parcel (or that recognizes the changed annexed area boundary of the District).

The entire process will culminate back to the District BOD for final approval.

Submitted by:

Robert Johnson
General Manager

Staff Report



To: Board of Directors

Re: Item IX.B ó Consider receiving an update regarding the purchase of XiO Systems hardware for Aromas Water District sites, in the amount of \$9,948.19, and providing direction to Staff

Date: October 18, 2018

Summary / Discussion

The Aromas Water District (District) utilizes a system control architecture called SCADA (Supervisory Control And Data Acquisition) that uses computers, networked data communications and graphical user interfaces for managing the District's water system. An operator can control the whole water system through the use of the SCADA system. The whole system that is on SCADA, that is; currently the Rancho Larios Tank is not SCADA-equipped, so the operators are "blind" to issues that may arise at that site.

The District has been using TESCO as a SCADA contractor, to help with the software programming, and the hardware maintenance and use. There have been issues getting TESCO to perform requested tasks, some going back over 14 months or so with no resolution at this time. See Correspondence regarding the future with TESCO; in short, the District will need to find another SCADA provider.

The initial XiO Systems proposal (May 2018) was for \$110,625 (for all the XiO hardware and programming). There would be additional costs related to shipping, installation, and monthly "cloud-based" charges. The cloud-based charges came to \$795 per month, which seemed to be an initial concern for the BOD. Also, another concern is the proprietary nature of the system; that could lead to issues if the company folded, or chose to raise their prices to unacceptable levels.

At the last Board of Directors (BOD) meeting, the proposal to outfit Rancho Larios Tank and Pleasant Acres well was approved. Subsequent to the approval, it was noted that the Pleasant Acres well was being triggered by pressure, which is not how our system actually works. Therefore, we had XiO go back to the drawing board and propose based on this corrected information. Two proposals will come to the District; 1) outfitting Rancho Larios tank with level monitoring equipment (this month), and 2) outfitting Pleasant Acres well and Pine Tree Tank with equipment (next month) that will eliminate the need for TESCO services requested numerous times over the last 14 months. The cost for the Rancho Larios proposal is \$9,948.19 for hardware and programming, as well as the necessary cloud-based costs, which are \$41 per month. This proposal is configured to be paid over a 12-month period, with a monthly payment of \$563.25, after a down payment of \$3,189.19.

This proposal allows the District to take advantage of XiO Systems unique approach to system control. A XiO representative stands ready to present their technology and discuss any issues or questions the BOD may have at the District's November meeting.

Staff Recommendation

Receive the report and authorize the General Manager to move forward with the XiO proposal for the Rancho Larios Tank.

Submitted by:

Robert Johnson
General Manager



We Know Water

A Proposal for an XiO Cloud SCADA® Water Control System for Aromas Water District Water System

Version 2.2
October 16, 2018

Proposed System

XiO, Inc. (XiO) is pleased to supply this proposal to provide a monitoring and control system for Aromas Water District Water System.

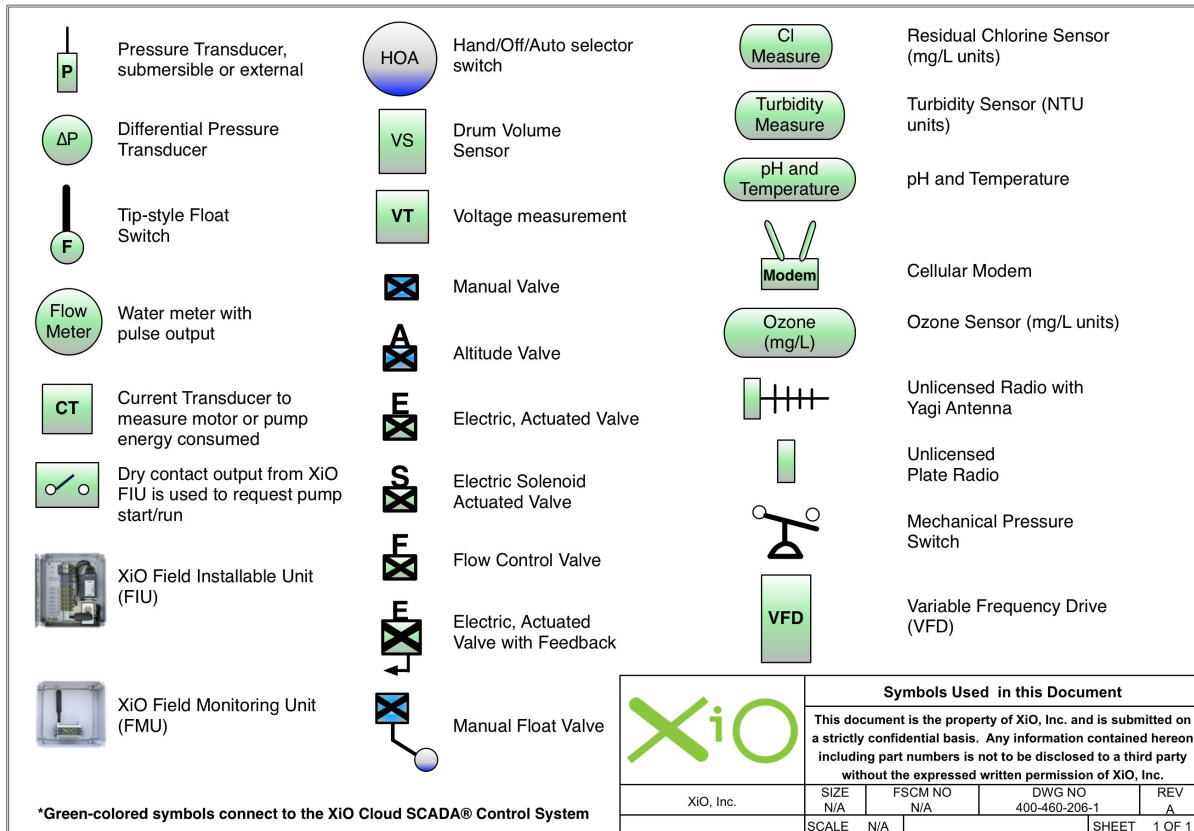
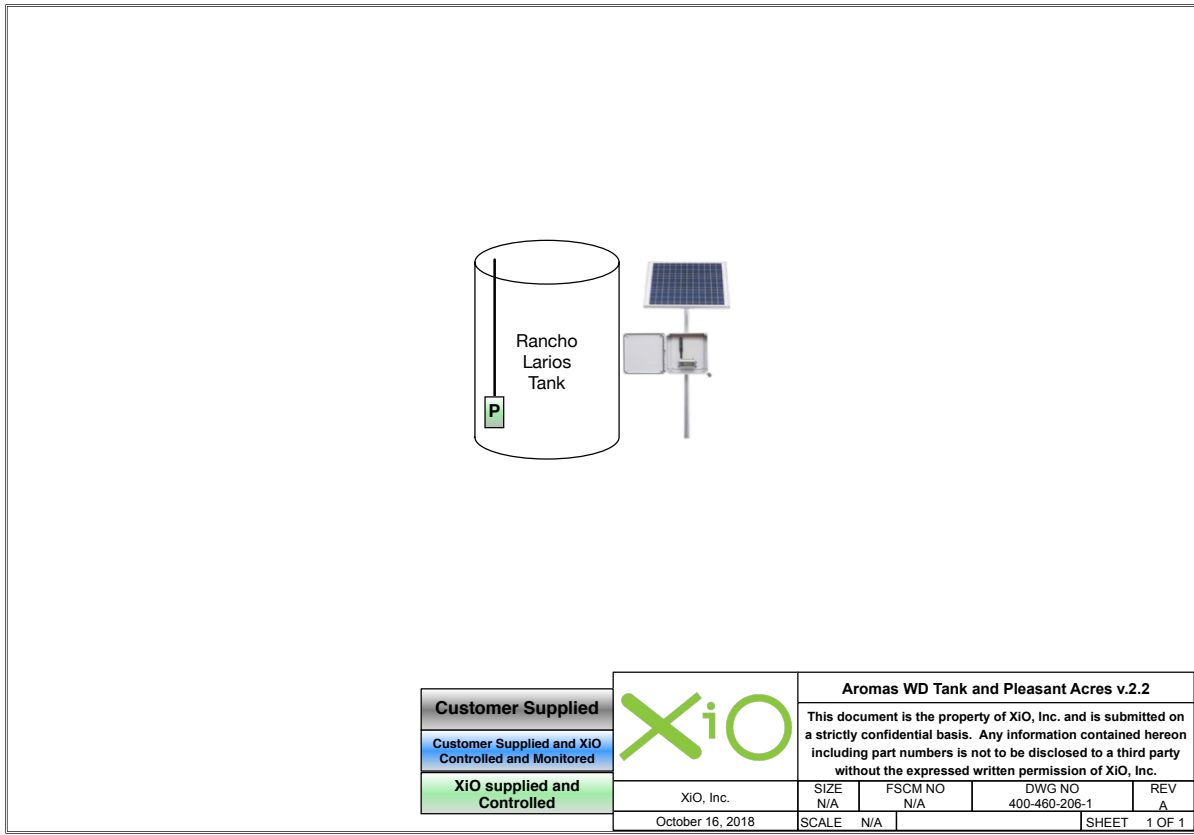
The purpose of this proposed system is to:

- Provide a secure website where all water operations may be viewed, and up-to-the-minute equipment status clearly displayed.
- Provide a secure method for authorized operators to put pumps online or offline and modify setpoints.
- Provide an advanced alarm system that will notify personnel via text or e-mail when user-defined events occur (e.g. low system pressure, pump fails to start, etc.).

Rancho Larios Tank Site

- Monitor and report the level of the Rancho Larios Tank at ten minute intervals utilizing an XiO-supplied Field Monitoring Unit and a submersible water level management sensor.

System Diagrams



Description of the System

The proposed system consists of one site. XiO will monitor and report the Rancho Larios Tank level utilizing an XiO-supplied submersible water level management sensor connected to a Field Monitoring Unit (FMU). The internal cellular modem to the FMU will communicate the information directly to the XiO Cloud Servers.

Alarms

The XiO system can alarm on any value that is monitored via an email or SMS text notification to a list of authorized operators. Examples of these alarm conditions are:

- No communication with the site
- Pump fails to start
- High / Low Tank Level

Verizon Modem

The XiO Cloud SCADA control system requires a minimum of one connection to the Internet. XiO supplies a rugged NEMA4X enclosure with a Verizon modem that connects to the Verizon network. Like all parts of the XiO control system, the modem is shipped to site ready for an electrician to mount, apply 120VAC and power up. The system automatically connects to the Internet and XiO is informed of the event and can assist in system start-up.

Report Generator

Included at no additional cost is a comprehensive report generation system that can produce monthly reports downloadable in Excel format containing required fields, employing any data collected such as pressure levels, pump hours, water pumped, electricity used, cost to pump water—all listed by month, day, hour, minute. The data is organized and can be viewed by any authorized operator on the secure XiO website.

Cloud Based Management

The XiO system will be monitored and managed through an account on XiO's secure cloud servers. The password protected account will provide managers with the following:

- System Overview - Process diagram showing the current state of the system (i.e. tank levels, status of pumps, etc.).
- Levels - Line graphs showing the levels of all monitored parameters.
- Reports - Downloadable reports showing water pumped (gallons), energy used by pumps (kWh), efficiency of pumps (kWh/1000gallons), and pump runtime (hours).
- Alarms - View of all alarms that have been triggered.
- Schedule - Page allowing the user to adjust the set points that affect when the pumps will run.

Features to be Delivered

Qty	Item	Description
1	Field Monitoring Unit with Solar Power Package	<p>Field Monitoring Unit provides near real-time views of up to four monitored inputs. Includes complete solar kit for the FMU. Perfect for remote sites without AC Power.</p> <p>Pricing includes:</p> <ul style="list-style-type: none"> • FMU housed in a NEMA-4X enclosure • Cellular Modem to provide secure access to the XiO Cloud SCADA® servers • 30W Solar Panel • Solar Panel Mounting Bracket and Hardware • 18Ah Replaceable Battery with NEMA-4X Enclosure
1	Tank Monitoring with Submersible Pressure Sensor	<p>Tank Monitoring provides up-to-the-minute views of an additional tank level. Provides the XiO Cloud SCADA® system with the ability to adjust well operation based on tank levels. Alarms notify users of a high and low levels.</p> <p>Pricing includes:</p> <ul style="list-style-type: none"> • Submersible Water Level Management Sensor with 50 feet of water-tight, connectorized, low-loss, shielded cable for easy installation.

System Installation

XiO does not act as a contractor and does not install the equipment. XiO recommends that the Proposed Control System be installed by a licensed electrician and a water operator. The XiO hardware requires a single 120VAC circuit, fused at 15 amps or less. An individual Field Installable Unit (FIU) draws 3.7 watts, while the supplied cellular modem draws 6 watts. A solid earth ground must be provided, as required by code, but no special precautions need be taken. All connections are clearly marked with UL-recognized label materials. All enclosures are non-metallic rated NEMA4X, and XiO recommends employing water tight conduit especially in near-marine environments.

The customer is responsible for providing a suitable mounting location for the FIU(s) and other XiO-supplied hardware. There are several considerations when selecting a suitable mounting location for the FIU, Uninterruptible Power Supply (UPS) or other XiO supplied hardware:

Temperature- As with all electronics, extreme temperatures, especially heat, can affect the proper operation of the XiO Control System. It is important to consider sources of heat when selecting a suitable mounting location for the FIU.

- Keep the FIU out of direct sunlight
- Do not mount the FIU on a South-facing wall or panel
- Consider constructing a cover to provide shade for the FIU
- Avoid mounting the FIU on a surface that may become hot such as an outdoor metal panel.
- Be sure the Soft-I/O Module is properly seated in its bracket

Environment- Components of the XiO Cloud SCADA® Control System are housed in NEMA-4X enclosures that protect them from many environmental conditions such as rain, solid objects, dust, and some corrosive agents.

- Take additional steps to avoid harsh environmental conditions if possible
- This includes potentially dangerous gasses produced by wastewater
- Be sure to provide a water-tight seal on any enclosure penetrations

Delivery

The preconfigured system will be shipped from XiO **4-6** weeks after receipt of a purchase order.

Quoted Price

The total cost of the system will be **\$9,948.19** (not including tax or actual UPS ground shipping costs). This price includes all XiO-supplied hardware as listed above. The customer has elected to utilize the XiO-sponsored payment plan which has the following terms:

- A payment of **\$3,189.19**, due within 60 days of invoicing.
- Recurring monthly payment of **\$563.25**, for a period of 12 months. The first month’s payment is due within 60 days of invoicing.
- Recurring monthly cloud service fee of **\$41.00**, to begin within 60 days of invoicing.
- Sales tax is due within 60 days of invoicing.
- The undersigned agrees to the specifications of the payment method listed above.

Initial:_____

Recurring Monthly Service Fees

The cloud service fee is \$39/month per Controller (if applicable) and includes all programming, ongoing support, alarms, report generation, unlimited access to the secure website and an extended warranty on the FIU control module--Soft-I/O®--as long as the Cloud service fee is kept current. The warranty referenced in this paragraph is attached to this document. This paragraph specifically modifies the warranty in the favor of the customer. The cloud secure cellular access charge, including Internet, is \$35/month per modem (if applicable). The fee of \$41/month per Field Monitoring Unit (if applicable) includes secure cellular cloud access as well as all programming, ongoing support, alarms, report generation, and unlimited access to the secure website.

Item	Monthly Fee/Unit	Qty	Subtotal
Controller (FIU)	\$39	0	\$0
Cellular Modem with internet	\$35	0	\$0
Field Monitoring Unit (FMU)	\$41	1	\$41
Total Monthly Fees			\$41

Payment of Recurring Monthly Service Fees

When the system has been installed, the customer will receive notice regarding payment for the recurring service fees. A check will be required for the first 90 days of service. Subsequent payments will be made through an automatic payment process.

Terms

This proposal is valid until September 29, 2018. XiO will invoice upon shipment, and payment is due 60 days from invoice date.

Terms and Conditions of Sale

The following Terms & Conditions of Sale are included in this proposal.

Hardware Acceptance:

Print Name _____

Signature _____

Email _____

Hardware Bill To:

Hardware Ship To:

Cloud Fees Acceptance:

Print Name _____

Signature _____

Email _____

Cloud Fees Bill To:

Terms and Conditions

The following Terms and Conditions are incorporated in and are a part of the Purchase Agreement. Where the Product in question is a software product, it is understood that Customer receives only a license to use such product on the terms stated herein. XiO, Inc. ("XiO") retains title to said product.

1. Price; Payment Terms

- A. Prices for all products (hardware and software) will be the price agreed upon in XiO's acknowledgment of Customer's order or at the time of online order placement.
- B. XiO shall provide written acknowledgment of all non-online orders showing price, anticipated delivery date and payment terms. For online orders, Customer is provided with these Terms and Conditions, price, anticipated delivery date and payment terms. As a result, no written acknowledgment is provided for online orders.
- C. Prices are exclusive of all federal, state, municipal or other government, excise, sales, use, occupational, or like taxes or duties now in force or enacted in the future. Any such tax, fee, or charge of any nature whatsoever imposed by any governmental authority on, or measured by, the transaction (including the shipment of goods) between XiO and Customer shall be paid by Customer in addition to the prices quoted or invoiced. In the event XiO is required to pay any such tax, fee, or charge at the time of sale or thereafter, Customer shall reimburse XiO therefore.
- D. Payments shall be made by Customer in accordance with payment terms stated by XiO in written acknowledgment of order, or in an online description for online orders. Amounts not timely paid shall bear interest at the rate of 1-1/2% for each month or portion thereof that payment is late.

2. Delivery

- A. Delivery will be F.O.B. XiO's plant and shall occur on the date of turnover to a common carrier unless, at Customer's option, Product is picked up at the F.O.B. point by Customer.
- B. Title and risk of loss for Products shall pass to Customer on delivery F.O.B. XiO's plant. Customer shall then be responsible for and bear the entire risk of loss or damage to Products. Unless otherwise instructed, by Customer, XiO shall insure each product during shipment for Customer's account and will add the cost of such insurance to Customer's invoice.
- C. Shipment will be scheduled to be made on the date specified on Customer's written purchase order or on the date agreed upon by both parties and specified on the written acknowledgment of XiO, whichever is later, or--in the case of online orders-- based upon the online-stated scheduled date. This date is the scheduled shipment date. XiO reserves the right to extend this date by not more than sixty (60) days upon notification of Customer. If shipment is delayed by XiO more than sixty (60) days, Customer may terminate this Agreement and receive a refund of all money paid hereunder.

3. Change Orders

Any written request from Customer for a change in the order acknowledged by XiO may subject Customer to a price change reflecting XiO's increased or decreased direct costs or an extension of the scheduled shipment date, or both, depending on the change requested. Written acknowledgment by XiO of a change order will specify and confirm any price or delivery impact.

4. Shipment

In the absence of specific shipping instructions from Customer, XiO will ship by the method it deems most advantageous to both parties. Transportation charges may be prepaid and will be subsequently invoiced to Customer. Unless otherwise specified, products shall be shipped in XiO's standard commercial packaging. When special packaging is requested or, in the opinion of XiO, required under the circumstances, the cost of the same will be separately invoiced. If Customer specifies the shipment method on the purchase order, and XiO uses a different method, then XiO shall be liable for the difference, if any, between the cost of freight incurred and the cost of freight which would have been incurred had XiO complied with Customer' shipping instructions.

5. Cancellations

XiO shall have the right to cancel the order and recover possession of and title to a product (if such have passed to Customer) under any of the following circumstances: Customer fails to perform its obligations under any of the material Terms and Conditions hereunder; or Customer's delay directly causes material delay to XiO's performance; or any bankruptcy, arrangement or insolvency proceedings are commenced by or against Customer; or in the event of the appointment of any assignee for the benefit of creditors or of a receiver of Customer or its properties. No such termination shall prejudice any of the rights of XiO arising prior to such termination or shall limit in any way other remedies available to XiO. Customer shall have no right to cancel the purchase of any product after shipment from XiO. Orders for standard products that are canceled within fifteen (15) days prior to the scheduled shipment date from XiO shall be subject to a cancellation charge equal to twenty percent (20%) of the total purchase price. Orders for custom products are not cancelable after order acknowledgment.

6. Warranty

Hardware products and software media are warranted against defects in materials and workmanship for a period of one year from the date of shipment. During the warranty period, XiO will, at its option, either repair or replace (but not install) product or software media which proves to be defective. The Product or media must be returned to XiO for warranty service or repair. Customer shall prepay shipping charges to XiO and XiO shall ship to Customer in accordance with Section 4 of this Agreement, except that shipment by surface transportation to Customer, within the U.S. only, shall be at XiO's expense. XiO warrants that software products will conform to published specifications and will operate properly for one year from the date of shipment. XiO will correct material defects in software products during the warranty period by issuing converted versions of software products.

7. Limitations and Disclaimers of Warranties

Certain products are factory sealed and carry a label stating "warranty void if this seal is broken". In such a case, the foregoing warranty shall not apply if the product seal has been broken or the enclosure has been opened. The foregoing warranties shall not apply to defects resulting from improper connection, improper interfacing, misuse, or operation outside the specified environment.

THE FOREGOING WARRANTIES ARE IN LIEU OF ANY OTHER WARRANTY, EXPRESSED OR IMPLIED. XIO SPECIFICALLY DISCLAIMS THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. THERE ARE NO WARRANTIES WHICH EXTEND BEYOND THE DESCRIPTION CONTAINED HEREIN.

8. Waiver of Certain Damages and Limit of Liability

XIO WILL NOT BE LIABLE FOR ANY SPECIAL, INCIDENTAL, INDIRECT OR CONSEQUENTIAL DAMAGES, HOWEVER CAUSED, OR ON ANY THEORY OF LIABILITY, NOR WILL XIO BE LIABLE FOR LOSS, DAMAGE OR EXPENSE WHICH DIRECTLY OR INDIRECTLY ARISES FROM CUSTOMER' USE OF OR INABILITY TO USE PRODUCT EITHER SEPARATELY OR IN COMBINATION WITH OTHER EQUIPMENT [EXCEPT FOR DAMAGE TO PERSON OR TANGIBLE PROPERTY], OR FOR COMMERCIAL LOSS OF ANY KIND, OR FOR PROCUREMENT OF SUBSTITUTE GOODS, WHETHER OR NOT XIO HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGE OR LOSS. IN NO EVENT SHALL XIO'S LIABILITY ARISING OUT OF THIS AGREEMENT EXCEED THE AMOUNT PAID TO XIO BY CUSTOMER FOR THE PURCHASE OF THE PRODUCT GIVING RISE TO SUCH LIABILITY. THIS LIMITATION IS INTENDED TO LIMIT THE LIABILITY OF XIO AND SHALL APPLY NOTWITHSTANDING ANY FAILURE OF ESSENTIAL PURPOSE OF ANY LIMITED REMEDY.

9. Security Interest

Customer hereby grants to XiO a security interest in each product, to secure payment of the purchase price. XiO shall have the rights of a secured party under the Uniform Commercial Code in effect in the state where the premises at which the product is installed are located, including the right to retake possession of, or inhibit the use of product on any default by Customer. XiO's security interest shall expire upon the payment to XiO of the full purchase price. Customer agrees to execute such other documents as XiO shall reasonably require to perfect XiO's security interest.

10. Patent and Copyright Indemnity

- A. XiO will defend at its expense any action brought against Customer to the extent based upon the claim that a product constitutes direct infringement of any duly issued United States patent or copyright and shall pay any settlements or judgments to the extent based thereon, provided XiO shall have sole control of any such action or settlement negotiations, provided further that Customer notifies XiO promptly in writing of such claim, suit or proceeding and, at XiO's expense (except the value of time of Customer' employees), gives XiO adequate information and uses its best efforts to settle and/or defend any such claim, suit or proceeding.

- B. If a product becomes, or in the opinion of XiO may become, subject to any claim of infringement for any United States patent or copyright, XiO may, at its option: (i) procure for Customer the right to use or sell the product; (ii) replace or modify the product, or part thereof; or (iii) remove the product, or part thereof, and refund the aggregate payments paid therefor to XiO less a reasonable sum for use and damage. XiO shall not be liable for any costs or expenses incurred without its prior written authorization.
- C. XiO assumes no liability for (i) infringement of patent or copyright claims resulting from completed products of Customer into which a product is incorporated; (ii) any assembly, circuit, combination, method or process of Customer in which any product may be used; (iii) any compliance with Customer' specifications; or (iv) the modification of a product, or any part thereof, unless such modification was made by XiO or with the written approval of XiO.
- D. THE FOREGOING STATES THE SOLE AND EXCLUSIVE LIABILITY OF XIO, AND THE EXCLUSIVE REMEDY OF CUSTOMER, FOR PATENT, COPYRIGHT AND OTHER INTELLECTUAL PROPERTY RIGHTS INFRINGEMENT OR CLAIMS OF INFRINGEMENT.

11. Substitutions and Modifications

XiO reserves the right to make substitutions and modifications in the specifications of products designed by XiO providing that such substitutions or modifications will not materially negatively affect performance in the intended application, and that upon written request, XiO will provide a brief explanation of the change.

12. Entire Agreement

The Purchase Agreement and Terms and Conditions as set forth herein shall govern and constitute the entire agreement between XiO and Customer. XiO shall not be bound by any terms of Customer' order which are inconsistent with or additional to the Terms and Conditions herein set forth.

13. Software Products Restriction

Products delivered to Customer pursuant to these Terms and Conditions may embody and include certain software programs in object code (machine-readable but not human-readable form). In some cases, the only product delivered will be a software product. The software may be contained on disk drives or CD's, erasable programmable read-only memories (EPROMS), non-volatile random access memories (NVRAM), electrically erasable programmable read-only memories (EEPROMS or flash memory), programmable array logic devices (PALS or FPGAS), disk cartridges, may be embodied in Application Specific Integrated Circuits (ASIC's) or in other electronic or mechanical forms. Such software constitutes either the copyrighted property of XiO or the proprietary trade secret information of XiO, or both, and shall be held in confidence by Customer. XiO retains title to the software (excluding media on which recorded) and all intellectual property rights, and no title to software or intellectual property rights is transferred to Customer. Unless Customer is granted greater rights by written amendment to these Terms and Conditions executed by XiO, Customer is hereby granted a personal, non-transferable, non-exclusive perpetual license to use only the number of copies of the software which are provided by

XiO, and to use such copies only on (i) the hardware on which it is originally mounted by XiO, or (ii) on a single hardware product identified by Customer in its purchase order and confirmed by XiO in its order acknowledgment. Without XiO's prior written consent, Customer may not copy the software for any purpose, nor may Customer remove the software or attempt to execute the software on any hardware other than the authorized hardware. Customer shall not, whether through use of disassemblers or any other means whatsoever (including but not limited to manual, mechanical or electrical means), reverse engineer, decompile, disassemble or derive source code from the software, or attempt to or permit any third party to do any of the foregoing, including causing the software to be destroyed or disabled. Any attempt to do any of these things shall be material breach of these Terms and Conditions which shall immediately entitle XiO to exercise any remedies set forth herein, as well as any remedy that may exist at law or in equity. The provisions of this Section 13 shall survive this Agreement in perpetuity.

14. Conditions of Operation

THE PRODUCTS PROVIDED BY XIO ARE INTENDED TO BE USED ONLY WHEN SUPPLEMENTAL PROTECTION IS PROVIDED TO PREVENT DAMAGE TO CUSTOMER' PROPERTY OR INJURY TO PERSONNEL. BECAUSE OF THE HIGH COMPLEXITY OF A COMPUTER-CONTROLLED MACHINE CONTROL OR INPUT/OUTPUT SYSTEM, UNINTENDED MOTION AND ACTIONS CAN OCCUR. CUSTOMER ACCEPTS ALL RESPONSIBILITY FOR INTEGRATING XIO PRODUCTS INTO MECHANISMS OR PROCESSES. LIMIT SWITCHES MUST BE A PART OF A MACHINE CONTROL OR INPUT/OUTPUT SYSTEM. OPERATOR GUARDS AND OTHER PROTECTION FOR OPERATORS MUST UNILATERALLY ACT TO PROTECT PERSONNEL AND PROPERTY. CUSTOMER ACCEPTS ALL RESPONSIBILITY FOR INSURING THAT MECHANISMS OR PROCESSES OF WHICH XIO PRODUCTS ARE A PART COMPLY WITH APPLICABLE SAFETY AND HEALTH STANDARDS, MUNICIPAL CODES, AND ANY SIMILAR REQUIREMENTS.

Aromas Water District
Balance Sheet Prev Year Comparison

As of September 30, 2018

	Sep 30, 18	Sep 30, 17
ASSETS		
Current Assets		
Checking/Savings		
UB Checking	220,320.64	109,997.37
UB Bk Money Market xxxx7853	117,656.36	132,220.87
UB Bank CD #xxx758	-372.26	0.00
LAIF-State of Ca xx-05	799,411.23	786,016.61
Petty Cash	100.00	100.00
Assessment District Banks		
OAWA Union Bank Checking 7741	21,153.01	21,282.54
OAWA Union Bank 101 Redemption	22,353.09	9,901.87
OAWA Union Bank 102 Reserve	35,784.47	35,549.40
Oakridge Union Checking 5587	385,073.07	373,804.39
CFD Union Bank CFD98-1	0.00	10,361.54
CFD 02 Provident T Fund Reserve	0.00	-59.62
Total Assessment District Banks	464,363.64	450,840.12
Total Checking/Savings	1,601,479.61	1,479,174.97
Accounts Receivable		
1200 · Accounts Receivable - Other	1,480.00	0.00
Total Accounts Receivable	1,480.00	0.00
Other Current Assets		
1292 · Accounts Rec - USDA Loan	2,329,859.60	2,329,859.60
1291 · Accounts Rec - Orchard Acres	339,708.47	339,708.47
Prepaid Insurance	10,885.07	21,743.04
128 · Inventory	22,913.50	23,913.50
1200.1 · Accounts Receivable--UBMax	160,975.66	134,131.86
1201.9 · Less Allowance for doubtful Acc	-500.00	-500.00
Total Other Current Assets	2,863,842.30	2,848,856.47
Total Current Assets	4,466,801.91	4,328,031.44
Fixed Assets		
1900 · Water System	11,731,255.85	11,628,387.39
1915 · Office Building & Improvements	387,260.80	387,260.80
1970 · Office Equipment & Fixtures	102,915.30	93,467.05
1980 · District Vehicles	117,577.39	75,349.31
1990 · Land and Easements	330,195.78	330,195.78
1995 · Idle Assets	43,400.00	43,400.00
1998 · Less Accum Depr Idle Assets	-42,400.00	-42,400.00
1999 · Less Accumuated Depreciation	-5,485,694.00	-5,037,460.75
Total Fixed Assets	7,184,511.12	7,478,199.58
Other Assets		
Deferred Outflow of Resources	174,771.00	174,771.00
Deposits		
ACWA Deposit	2,080.80	2,080.80
Total Deposits	2,080.80	2,080.80
Total Other Assets	176,851.80	176,851.80
TOTAL ASSETS	11,828,164.83	11,983,082.82

Aromas Water District
Balance Sheet Prev Year Comparison

As of September 30, 2018

	Sep 30, 18	Sep 30, 17
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 · Accounts Payable	37,366.19	54,867.76
Total Accounts Payable	37,366.19	54,867.76
Credit Cards		
First Bankcard - E Giron #86	428.29	713.34
First Bankcard - R. Johnson #31	-316.51	14.00
ACE Hardware	39.85	39.85
First Bankcard -- M Dias #30	0.00	-603.46
First Bankcard - L Coombes #92	98.95	92.70
First Bankcard -- T. Zelmar #67	199.85	37.07
Valero - Fuel	425.32	473.90
First Bankcard -- D DeAlba #35	353.36	-889.93
First Bankcard -- #24 (VM)	0.00	10.99
Total Credit Cards	1,229.11	-111.54
Other Current Liabilities		
2100 · Payroll Liabilities	-3,948.58	11,367.89
City National Bank - Current	111,781.03	105,477.00
Deferred Inflows- Actuarial	17,463.00	17,463.00
CUSTOMER DEPOSITS		
Connection Deposits Payable	4,000.00	4,000.00
Hydrant Meter Deposit	1,600.00	150.00
Total CUSTOMER DEPOSITS	5,600.00	4,150.00
Accrued Vacation Payable	19,106.97	22,769.14
Interest Payable	52,480.90	52,480.90
Payroll Taxes Payable		
State Payroll Taxes Payable		
Payroll-SDI	0.00	173.16
Total State Payroll Taxes Payable	0.00	173.16
Total Payroll Taxes Payable	0.00	173.16
PVWMA Payable	10,445.22	7,300.40
Total Other Current Liabilities	212,928.54	221,181.49
Total Current Liabilities	251,523.84	275,937.71
Long Term Liabilities		
2590 · Unearned Revenue - CFD 98-1	5,545.71	13,436.52
2392 · Long-term Debt - USDA	2,662,000.00	2,693,000.00
2391 · Long-term Debt - Orchard Acres	410,000.00	420,000.00
GASB 68 Pension Liability	501,054.00	501,054.00
City National Bank	1,097,386.26	1,212,273.51
Total Long Term Liabilities	4,675,985.97	4,839,764.03
Total Liabilities	4,927,509.81	5,115,701.74
Equity		
Investment in Capital Assets	6,420,006.53	6,420,006.53
Unrestricted Net Assets	2,999,665.90	3,019,748.84
Allocation of Net Assets	-2,637,407.62	-2,637,407.62
Net Income	118,390.21	65,033.33
Total Equity	6,900,655.02	6,867,381.08
TOTAL LIABILITIES & EQUITY	11,828,164.83	11,983,082.82

Aromas Water District
Profit & Loss Budget Performance

September 2018

	Sep 18	Budget	Jul - Sep 18	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
303 · Water Revenue	113,183.58	110,000.00	392,859.19	340,000.00	1,092,000.00
307 · Bulk Water	5,663.77	500.00	9,365.18	1,500.00	6,000.00
302 · Connection	0.00	0.00	0.00	0.00	13,300.00
301 · Taxes Rcvd					
3090 · Oakridge / OAWA Assess...	0.00		0.00		160,140.73
301 · Taxes Rcvd - Other	0.00	0.00	0.00	1,500.00	66,000.00
Total 301 · Taxes Rcvd	0.00	0.00	0.00	1,500.00	226,140.73
304 · Other Office Income & Reimbu...	412.13	0.00	412.13	500.00	3,000.00
306 · Interest	1,445.35	850.00	4,443.38	2,400.00	12,000.00
312 · Grant Revenue	0.00	0.00	625.00	750.00	2,600.00
Total Income	120,704.83	111,350.00	407,704.88	346,650.00	1,355,040.73
Gross Profit	120,704.83	111,350.00	407,704.88	346,650.00	1,355,040.73
Expense					
Operations					
403 · Fuel	770.30	830.00	2,768.86	2,490.00	10,000.00
404 · Truck Maint	860.76	0.00	2,576.67	1,000.00	5,000.00
431 · System Repair & Maint	-7,763.67	5,000.00	7,256.87	15,000.00	60,000.00
463 · Water Analysis	279.00	500.00	1,925.00	1,500.00	6,000.00
464 · Water Treatment	1,595.74	792.00	4,687.47	2,372.00	9,500.00
468 · Tools	371.81	500.00	544.34	1,800.00	7,500.00
470 · Public Outreach / Annexation	0.00	330.00	-60.00	990.00	4,000.00
Total Operations	-3,886.06	7,952.00	19,699.21	25,152.00	102,000.00
Power					
449.75 · 388 Blohm, # C	20.77	17.00	51.80	49.00	200.00
449.5 · 388 Blohm, A & B Office	131.48	130.00	319.37	390.00	1,600.00
461.5 · RLS Tank Booster	9.85	11.00	26.28	33.00	125.00
447 · Leo Ln Booster	41.98	35.00	101.34	104.00	400.00
448 · Aimee Mdws Well	10.52	11.00	25.63	33.00	125.00
451 · Marshall Corp Yard	37.20	42.00	91.43	126.00	500.00
452 · Rea Booster @ Seely	42.22	34.00	101.96	101.00	400.00
454 · Carr Booster	537.11	390.00	1,429.65	1,170.00	4,500.00
458 · Pleasant Acres Well	2,319.00	1,200.00	5,250.06	3,500.00	12,000.00
459 · Seely Booster @ Carpenteria	21.02	35.00	51.93	95.00	300.00
460 · San Juan Well	5,396.61	4,000.00	13,264.96	11,500.00	45,000.00
461 · Cole Tank	13.71	16.00	33.15	46.00	175.00
462 · Rea Tank	13.45	16.00	32.78	46.00	175.00
465 · Lwr Oakridge Boost	98.16	90.00	4,304.18	260.00	1,000.00
465.5 · Upper Oakridge Booster	0.00	50.00	150.00	150.00	600.00
466 · Pine Tree Tank	13.58	12.50	33.24	37.50	150.00
Total Power	8,706.66	6,089.50	25,267.76	17,640.50	67,250.00
Payroll					
Gross	32,530.19	33,700.00	100,684.14	101,100.00	405,740.00
Comp FICA	2,016.87	2,096.00	6,242.41	6,288.00	25,156.00
Comp MCARE	471.65	490.00	1,459.91	1,470.00	5,883.00
Comp SUI	72.19	195.00	176.08	580.00	2,335.00
Total Payroll	35,090.90	36,481.00	108,562.54	109,438.00	439,114.00
Employee / Labor Costs					
407 · Outside Services	1,528.95	500.00	2,614.20	1,500.00	6,000.00
408 · Uniform Allowance	0.00	375.00	319.07	375.00	1,500.00
409 · Workers Comp	1,695.85	1,058.00	3,567.00	3,174.00	12,702.00
410 · Health Ins	6,733.70	5,852.00	19,498.13	17,556.00	70,224.00
474 · Education	0.00	500.00	558.99	1,500.00	6,000.00
477 · Retirement	6,056.31	6,159.00	18,152.06	18,477.00	73,914.00
Total Employee / Labor Costs	16,014.81	14,444.00	44,709.45	42,582.00	170,340.00

Aromas Water District
Profit & Loss Budget Performance

September 2018

	Sep 18	Budget	Jul - Sep 18	YTD Budget	Annual Budget
Office					
440 · Misc Exp	238.20	330.00	693.72	990.00	4,000.00
444 · Postage	259.14	280.00	786.26	840.00	4,000.00
445 · Office Supplies	78.29	330.00	439.45	990.00	4,000.00
446 · Office Eqpmt and Maint	556.33	780.00	891.56	2,340.00	10,000.00
Total Office	1,131.96	1,720.00	2,810.99	5,160.00	22,000.00
Communications					
455 · Phone, Off	338.19	290.00	1,005.77	870.00	3,500.00
456 · Telemetry	299.15	300.00	899.13	900.00	3,600.00
457 · Answ Serv/Cellular Phone	257.29	300.00	752.17	900.00	3,600.00
Total Communications	894.63	890.00	2,657.07	2,670.00	10,700.00
Administrative & General					
4593 · Bond Issue Cost	0.00	0.00	0.00	0.00	11,875.00
4592 · Professional Fees	0.00	0.00	0.00	0.00	2,215.68
4591 · Admin Fee (Bond Admin N...	866.91	840.00	1,707.24	840.00	8,423.16
4590 · Bond Interest Exp - Assess...	0.00	68,588.00	0.00	68,588.00	137,176.42
Int Pymts LoansCapital Projects	0.00	0.00	0.00	0.00	3,393.35
417 · Capital Loan Interest	0.00	0.00	0.00	0.00	36,820.00
467.5 · Amortization Exp	0.00	0.00	0.00	0.00	1,500.00
467 - Depreciation Reserve	22,000.00	22,000.00	66,000.00	66,000.00	266,352.00
405 · Election	0.00	0.00	0.00	0.00	5,200.00
406 · Liability Ins	1,502.24	1,600.00	4,506.72	4,800.00	20,000.00
420 · Legal Fees	1,300.00	1,340.00	3,900.00	3,940.00	16,000.00
422 · Bank Charges	130.84	80.00	493.83	240.00	1,000.00
423 · Litigation Contingency	0.00	0.00	0.00	0.00	10,000.00
425 · Audit	4,000.00	0.00	8,311.00	2,500.00	11,625.00
471 · Bad Debts	0.00	0.00	0.00	0.00	500.00
473 · Memberships	60.00	0.00	688.86	1,700.00	16,000.00
Total Administrative & General	29,859.99	94,448.00	85,607.65	148,608.00	548,080.61
Total Expense	87,812.89	162,024.50	289,314.67	351,250.50	1,359,484.61
Net Ordinary Income	32,891.94	-50,674.50	118,390.21	-4,600.50	-4,443.88
Net Income	32,891.94	-50,674.50	118,390.21	-4,600.50	-4,443.88

10/17/18

Aromas Water District
Monthly Expenditures
 September 20 through October 16, 2018

Date	Num	Name	Amount
UB Checking			
09/26/2018	NSF	Bill Adjustment Report	-222.94
09/26/2018	NSF	Bill Adjustment Report	-181.62
09/28/2018	16896	Aromas Auto Repair	-90.00
09/28/2018	16897	Aromas Water District (Petty Cash)	-106.70
09/28/2018	16898	CALNET3	-577.34
09/28/2018	16899	CSSC	-90.85
09/28/2018	16900	Guy's Gutters Inc.	-550.00
09/28/2018	16901	Iflow Energy Solutions Inc.	-8,518.75
09/28/2018	16902	J and J Design Printing	-110.00
09/28/2018	16903	Mid Valley Supply	-1,097.07
09/28/2018	16904	Monterey Bay Analytical Services Inc	-154.00
09/28/2018	16905	R & B Company	-932.89
09/28/2018	16906	Rob Johnson	-50.00
09/28/2018	16907	United Way serving San Benito County	-38.00
09/28/2018	16908	USA BlueBook	-175.71
09/28/2018	16909	Valero	-791.43
09/28/2018	16910	Viking Septic	-380.00
09/28/2018	E-pay	Employment Development Dept	-705.11
09/28/2018	E-pay	United States Treasury (EFTPS)	-3,948.58
09/30/2018	DD1271	Morris (P), Vicki	0.00
09/30/2018	DD1272	Coombes (P), Louise P	0.00
09/30/2018	16911	DeAlba (P), David	-2,929.74
09/30/2018	DD1273	Giron (P), Ester	0.00
09/30/2018	DD1274	Johnson (P), Robert L	0.00
09/30/2018	DD1275	Varela (P), Sandra	0.00
09/30/2018	DD1276	Zelmar (P), Trevor J	0.00
09/30/2018	EFT	QuickBooks Payroll Service	-8,013.64
09/30/2018	Paid Online	P G & E	-8,544.56
09/30/2018	E-pay	United States Treasury (EFTPS)	-3,948.58
09/30/2018	E-pay	Employment Development Dept	-176.08
09/30/2018	16913	USPO	-202.44
09/30/2018	EFT	CalPERS	-2,378.65
09/30/2018	16920	David DeAlba	-43.60
09/30/2018	EFT	Bank Service Fees	-149.84
09/30/2018	EFT	CalPERS	-3,495.42
09/30/2018	ACH	CalPERS	-975.91
10/01/2018	Paid Online	Streamline	-100.00
10/01/2018	Paid Online	Verizon Wireless	-116.44
10/05/2018	16912	USPO	-50.00
10/08/2018	Paid Online	First Bankcard	-2,599.42
10/10/2018	Paid Online	P G & E	-152.25
10/10/2018	Paid Online	P G & E	-9.85
10/10/2018	16914	A T & T U-verse	-60.00
10/10/2018	16915	ACE Hardware Prunedale	-106.81
10/10/2018	16916	ACWA JPIA	-14,449.00
10/10/2018	16917	Aromas Water District (Petty Cash)	-137.50
10/10/2018	16918	City National Bank	-73,491.07
10/10/2018	16919	D & G Sanitation	-45.79
10/10/2018	16921	Fastenal Company	-55.86
10/10/2018	16922	Fedak & Brown LLP	-4,000.00
10/10/2018	16923	Monterey County Tax Collector	-28.46

10/17/18

Aromas Water District
Monthly Expenditures
September 20 through October 16, 2018

Date	Num	Name	Amount
10/10/2018	16924	Pajaro Valley Lock Shop	-29.33
10/10/2018	16925	PVWMA	-24,975.72
10/10/2018	16926	Recology San Benito County	-34.66
10/10/2018	16927	Robert E. Bosso	-1,300.00
10/10/2018	16928	West Valley Construction	-3,965.00
10/12/2018	E-pay	Employment Development Dept	-732.54
10/12/2018	E-pay	United States Treasury (EFTPS)	-157.54
10/15/2018	EFT	QuickBooks Payroll Service	-11,121.80
10/16/2018	16929	Dutra (P), Marcus	-214.67
10/16/2018	16930	Holman (P), Wayne R	-214.67
10/16/2018	DD1277	Leap (P), James E	0.00
10/16/2018	DD1278	Norton (P), K W	0.00
10/16/2018	DD1279	Smith (P), Richard	0.00
10/16/2018	DD1280	Coombes (P), Louise P	0.00
10/16/2018	DD1281	DeAlba (P), David	0.00
10/16/2018	DD1282	Giron (P), Ester	0.00
10/16/2018	DD1283	Johnson (P), Robert L	0.00
10/16/2018	DD1284	Varela (P), Sandra	0.00
10/16/2018	DD1285	Zelmar (P), Trevor J	0.00
10/16/2018	ACH	CalPERS	-971.68
10/16/2018	ACH	CalPERS	-2,254.09
Total UB Checking			-190,953.60
TOTAL			<u>-190,953.60</u>