



**Mustang Valley**

Water Supply Corporation

# Welcome!

## Mustang Valley Water Annual Corporate Meeting

**April 15, 2024**





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## Agenda

**Welcome**

**Introduction: MVW Team**

**2023 Minutes** – Nancy Bratcher

**Service Recognition** – Doug Kieta

**Election** – Mike Upton and Nancy Bratcher

**Presentation**

- **MVWSC SYSTEM** – Mike Upton
- **2023 FINANCIALS** – Douglas Perschke
- **2023 LOOKING BACK** – Rodney Murry
- **2024 MOVING FORWARD** – Rodney Murry

**Questions / Answers** – Mike Upton



# MVW Team Members



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## Directors

<b>Mike Upton</b>	<b>President</b>	<b>2019</b>
<b>Jason Cox</b>	<b>Vice Pres.</b>	<b>2021</b>
<b>Nancy Bratcher</b>	<b>Secretary</b>	<b>2015</b>
<b>Douglas Perschke</b>	<b>Treasurer</b>	<b>2021</b>
<b>Doug Kieta</b>	<b>Director</b>	<b>2011</b>
<b>Kirk Guillory</b>	<b>Director</b>	<b>2021</b>
<b>Richard Major</b>	<b>Director</b>	<b>2023</b>

## Staff

<b>Rodney Murry</b>	<b>General Manager</b>	<b>2018</b>
<b>Karen Thomasy</b>	<b>Administrative Mgr</b>	<b>2015</b>
<b>Amy Healy</b>	<b>Administration</b>	<b>2016</b>
<b>Tyler Murry</b>	<b>Field Technician</b>	<b>2019</b>
<b>Travis Price</b>	<b>Field Technician</b>	<b>2023</b>



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# 2023 Minutes

Nancy Bratcher



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A group of horses of various colors (brown, tan, white) are running through water, splashing. The background is a blurred natural setting.

  
**Service Recognition**

**- Aubrey Richards -**

**Director 2015 – 2023, V-P 2018-2023**

**Doug Kieta**



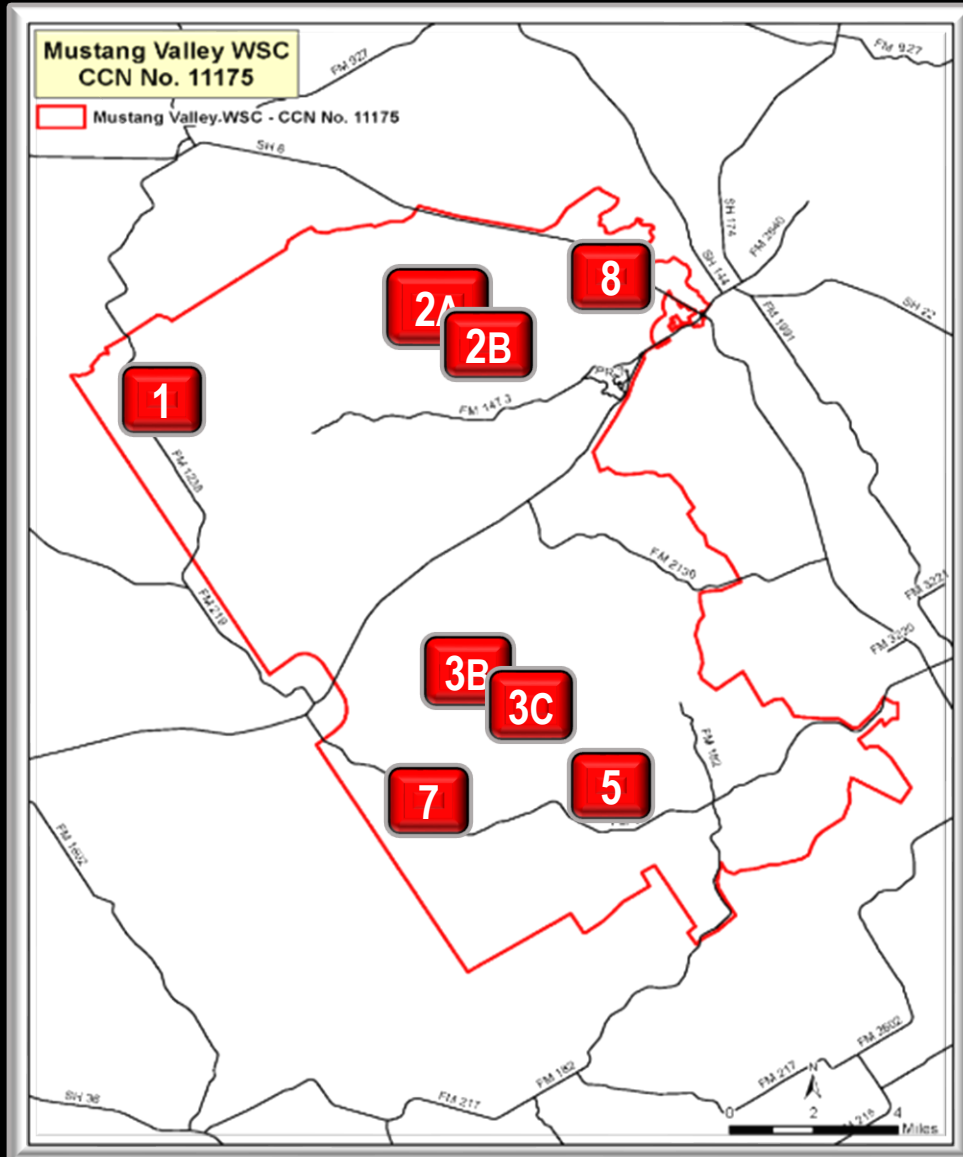
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# Election

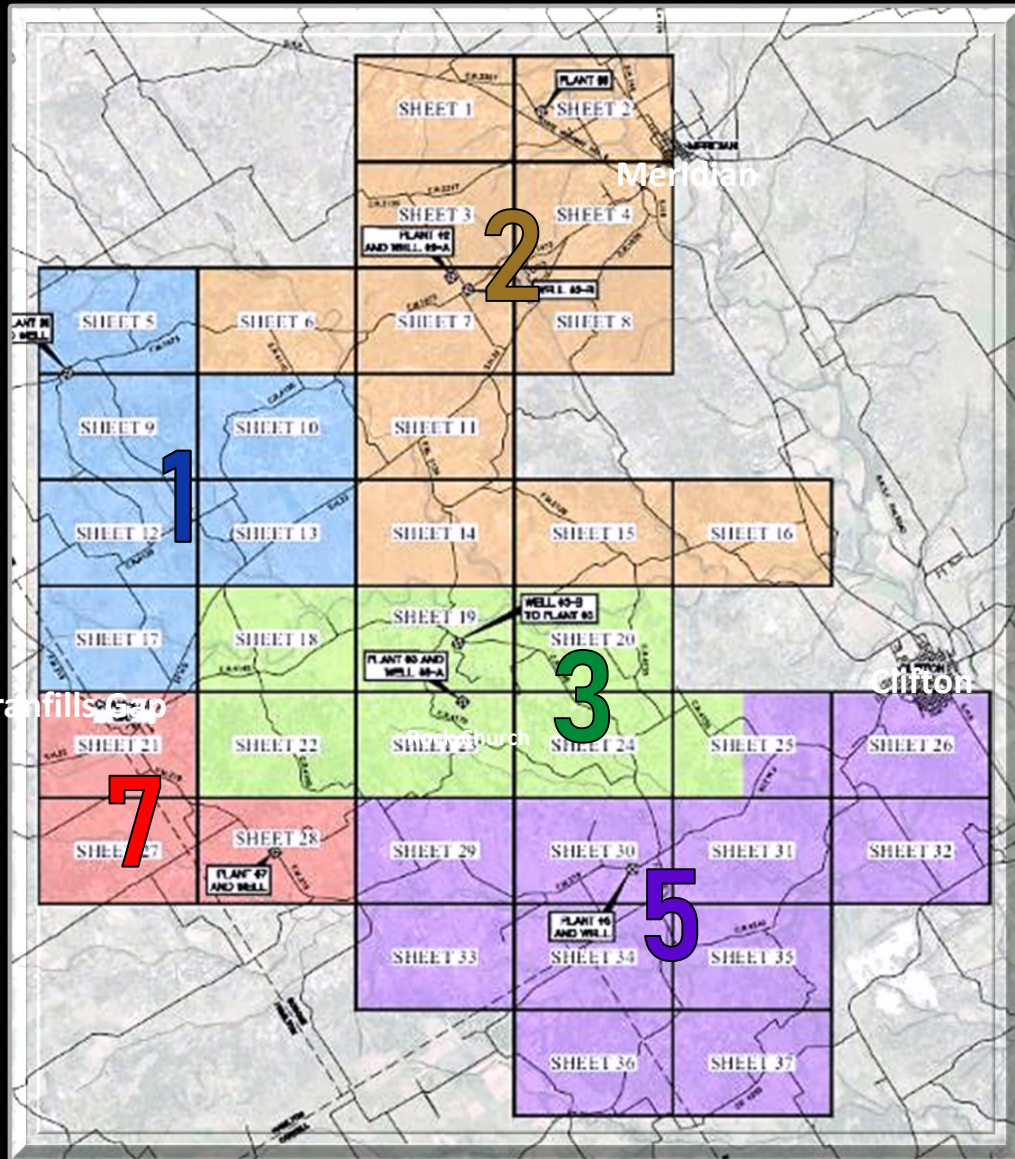
Mike Upton and Nancy Bratcher

- Three open positions on the board.
- Three incumbent directors willing to serve.
- No applications for Director received from the membership.



## The System 2023

- ❖ **Approx. 250 miles of pipe**
- ❖ **865 Total Meters**
  - 834 Active (13 were added in 2023)**
  - 31 Inactive: Locked/Closed**
- ❖ **Avg. Water Loss.....36%**
- ❖ **Average User..... 7,127 gal/month**
- ❖ **Highest Avg. User.....96,645 gal/month**



## Your Well in 2023

Well	Active Meter Count	Yearly Usage	Avg Mo Usage
1	106	6,068,232	4,682
2A	72	3,750,827	4,007
2B	237	26,415,497	8,948
3C	185	13,230,908	5,773
5	187	18,145,022	7,754
7	47	3,712,959	6,583
<b>Totals</b>	<b>834</b>	<b>71,323,445</b>	
		Average Monthly Usage per Meter for Entire System	<b>7,127</b>

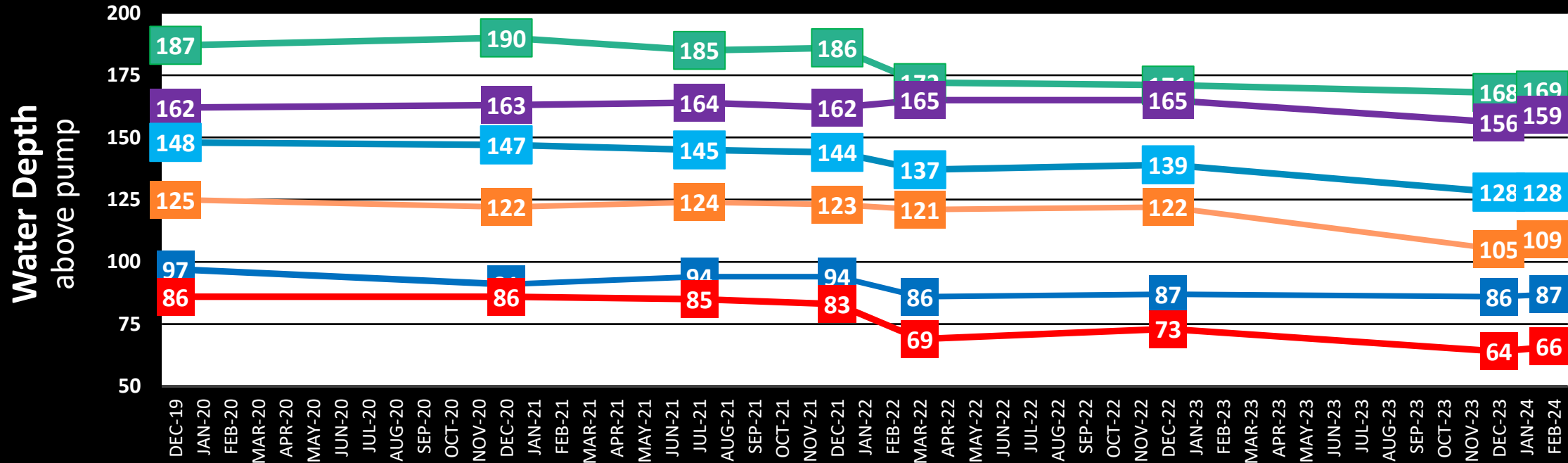


Mike Upton

# Static Levels



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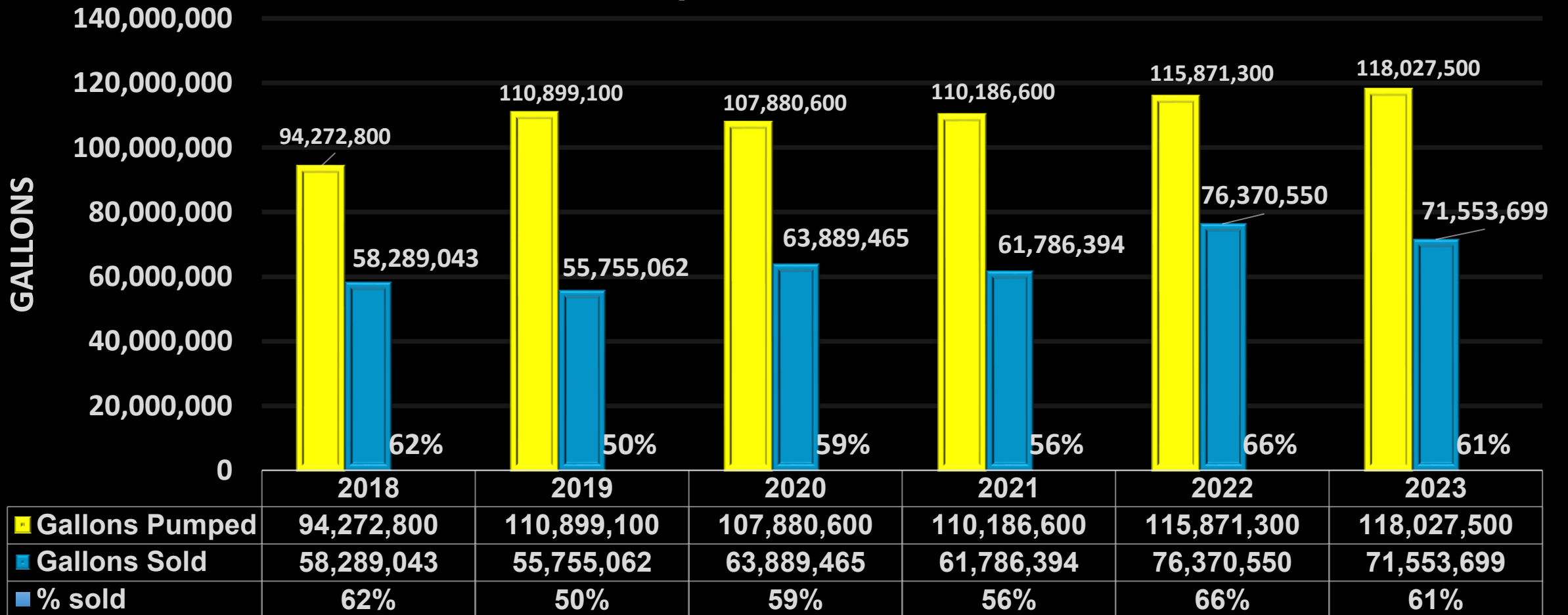


	Dec-19	Dec-20	Jul-21	Dec-21	Mar-22	Dec-22	Dec-23	Feb-24	+/-
Site 1	97	91	94	94	86	87	86	87	<10>
Site 2A	86	86	85	83	69	73	64	66	<20>
Site 2B	187	190	185	186	172	171	168	169	<18>
Site 3C	162	163	164	162	165	165	156	159	<3>
Site 5	148	147	145	144	137	139	128	128	<20>
Site 7	125	122	124	123	121	122	105	109	<16>



# Pumped vs. Sold: 2023

## Gallons Pumped and Gallons Sold





# Comparison of Financial Results

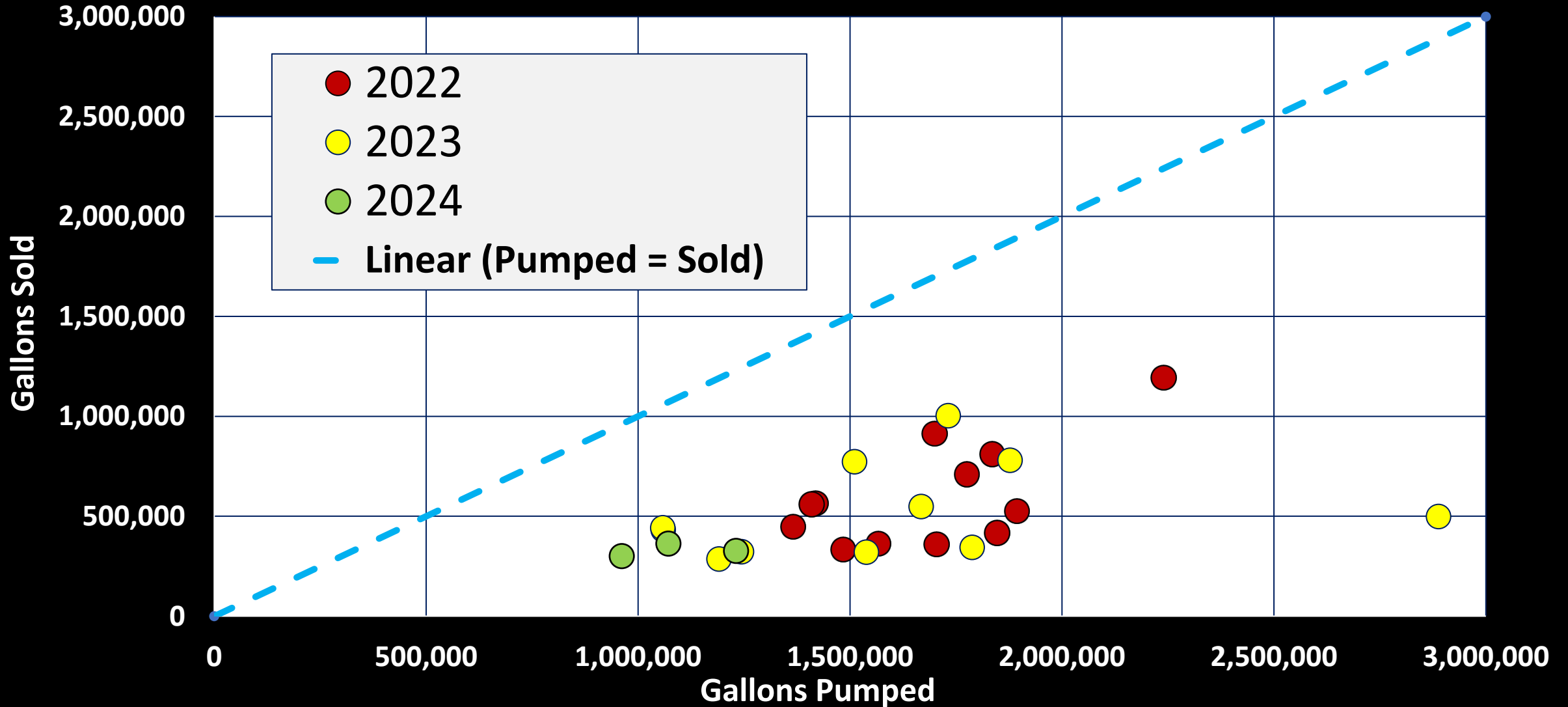
## MUSTANG VALLEY WATER SUPPLY CORPORATION

	<b>2024</b> (Budget)	<b>2023</b> (Unaudited)	<b>2022</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>
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<b>WATER SALES</b>	<b>696,400</b>	<b>733,288</b>	<b>704,813</b>	<b>644,766</b>	<b>636,044</b>	<b>577,033</b>	<b>577,139</b>
<b>TOTAL REVENUE</b>	<b>744,367</b>	<b>796,324</b>	<b>754,692</b>	<b>684,320</b>	<b>692,428</b>	<b>612,575</b>	<b>618,808</b>
<b>OPERATING EXPENSE</b>	<b>656,011</b>	<b>655,865</b>	<b>616,074</b>	<b>570,623</b>	<b>488,379</b>	<b>448,325</b>	<b>490,971</b>
<b>EARNINGS BEFORE DEPR</b>	<b>88,356</b>	<b>140,459</b>	<b>138,618</b>	<b>113,697</b>	<b>204,049</b>	<b>164,250</b>	<b>127,837</b>
<b>CASH RESERVES</b>		<b>526,080</b>	<b>467,999</b>	<b>571,628</b>	<b>532,831</b>	<b>361,986</b>	<b>294,742</b>
<b>TOTAL DEBT</b>		<b>1,231,588</b>	<b>1,226,925</b>	<b>1,244,934</b>	<b>1,280,467</b>	<b>1,320,281</b>	<b>1,335,635</b>



# Well 1



# Douglas Perschke

## INDEXED to 2018

	2024 (Budget)	2023 (Unaudited)	2022	2021	2020	2019	2018
WATER SALES	<b>1.21</b>	<b>1.27</b>	<b>1.22</b>	<b>1.12</b>	<b>1.10</b>	<b>1.00</b>	<b>1.00</b>
Other revenue	<b>1.13</b>	<b>1.70</b>	<b>1.44</b>	<b>1.02</b>	<b>1.71</b>	<b>0.81</b>	<b>1.00</b>
Coop Patronage Refund	<b>0.63</b>	<b>0.48</b>	<b>0.83</b>	<b>0.82</b>	<b>0.80</b>	<b>0.76</b>	<b>1.00</b>
Interest income	<b>3.67</b>	<b>5.06</b>	<b>1.32</b>	<b>1.08</b>	<b>1.54</b>	<b>1.55</b>	<b>1.00</b>
TOTAL REVENUE	<b>1.20</b>	<b>1.29</b>	<b>1.22</b>	<b>1.11</b>	<b>1.12</b>	<b>0.99</b>	<b>1.00</b>
Labor	<b>1.95</b>	<b>1.90</b>	<b>1.82</b>	<b>1.81</b>	<b>1.41</b>	<b>1.09</b>	<b>1.00</b>
Company Payroll Expense	<b>2.58</b>	<b>2.54</b>	<b>2.41</b>	<b>2.24</b>	<b>1.51</b>	<b>1.13</b>	<b>1.00</b>
Professional Services	<b>1.01</b>	<b>0.93</b>	<b>0.91</b>	<b>1.05</b>	<b>1.17</b>	<b>1.01</b>	<b>1.00</b>
Interest Expense	<b>0.87</b>	<b>0.86</b>	<b>0.90</b>	<b>0.89</b>	<b>0.96</b>	<b>0.98</b>	<b>1.00</b>
Power (Wellsites + Office)	<b>1.72</b>	<b>1.93</b>	<b>1.81</b>	<b>1.16</b>	<b>1.05</b>	<b>1.11</b>	<b>1.00</b>
Telephone	<b>0.60</b>	<b>0.56</b>	<b>0.49</b>	<b>1.16</b>	<b>1.30</b>	<b>1.11</b>	<b>1.00</b>
Insurance	<b>1.44</b>	<b>1.25</b>	<b>1.12</b>	<b>0.92</b>	<b>0.73</b>	<b>0.83</b>	<b>1.00</b>
Wells and Tanks (Repair)	<b>1.72</b>	<b>1.66</b>	<b>1.38</b>	<b>1.63</b>	<b>1.51</b>	<b>1.42</b>	<b>1.00</b>
Distribution System (Repair)	<b>0.44</b>	<b>0.45</b>	<b>0.36</b>	<b>0.30</b>	<b>0.28</b>	<b>0.40</b>	<b>1.00</b>
Meters	<b>0.66</b>	<b>0.67</b>	<b>0.62</b>	<b>0.67</b>	<b>0.20</b>	<b>0.46</b>	<b>1.00</b>
Office Rent	<b>1.44</b>	<b>1.32</b>	<b>1.44</b>	<b>1.06</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>
Office Expenses (Other)	<b>1.58</b>	<b>1.36</b>	<b>1.22</b>	<b>1.14</b>	<b>1.20</b>	<b>0.93</b>	<b>1.00</b>
Fees/Meetings/Education	<b>1.11</b>	<b>1.31</b>	<b>0.88</b>	<b>1.01</b>	<b>1.27</b>	<b>1.18</b>	<b>1.00</b>
Gasoline for Vehicles	<b>2.94</b>	<b>2.65</b>	<b>3.49</b>	<b>2.39</b>	<b>1.15</b>	<b>1.19</b>	<b>1.00</b>
Truck Maintenance and Fees	<b>4.05</b>	<b>5.69</b>	<b>5.23</b>	<b>3.99</b>	<b>2.65</b>	<b>0.94</b>	<b>1.00</b>
OPERATING EXPENSE	<b>1.34</b>	<b>1.34</b>	<b>1.25</b>	<b>1.16</b>	<b>0.99</b>	<b>0.91</b>	<b>1.00</b>
EARNINGS BEFORE DEPR	<b>0.69</b>	<b>1.10</b>	<b>1.08</b>	<b>0.89</b>	<b>1.60</b>	<b>1.28</b>	<b>1.00</b>

# Douglas Perschke

	2018	2019	2020	2021	2022	2023	2024
	Actual	Actual	Actual	Actual	Actual	Unaudited	Budget
Water Produced, Gals	94,272,800	110,899,100	107,880,600	110,186,600	115,871,300	119,292,800	103,000,000
Water Sales, Gals	58,289,043	55,755,052	64,889,465	61,786,394	76,370,550	72,887,058	67,508,500
Leakage, %	38.2%	49.7%	39.9%	43.9%	34.1%	38.9%	34.5%
<b>Op Costs / Mgal Pumped</b>							
Water Pumped, Mgal	94,273	110,899	107,881	110,187	115,871	119,293	103,000
Power Cost / Mgal, \$/Mgal	0.539	0.508	0.495	0.536	0.793	0.822	0.850
Wells and Tanks, \$/Mgal	0.304	0.368	0.401	0.425	0.341	0.399	0.478
Distribution + Meters, \$/Mgal	1.306	0.453	0.310	0.371	0.402	0.483	0.540
Labor + Emp Exp, \$/Mgal	1.532	1.417	1.891	2.408	2.322	2.354	2.791
TOTAL COST, \$/Mgal	5.21	4.04	4.53	5.18	5.32	5.50	6.37
Average Water Revenue/Mgal Pumped	6.12	5.20	5.90	5.85	6.08	6.15	6.76
"Net Profit," \$/Mgal Pumped	0.91	1.16	1.37	0.67	0.77	0.65	0.39
<b>Op Costs / Mgal Sold</b>							
Water Sold, Mgal	58,289	55,755	64,889	61,786	76,371	72,887	67,509
Power Cost / Mgal, \$/Mgal	0.872	1.011	0.822	0.956	1.204	1.346	1.297
Wells and Tanks, \$/Mgal	0.492	0.731	0.668	0.758	0.518	0.653	0.729
Distribution + Meters, \$/Mgal	2.113	0.901	0.515	0.661	0.610	0.790	0.825
Labor + Emp Exp, \$/Mgal	0.161	0.189	0.225	0.429	0.487	0.448	0.450
TOTAL COST, \$/Mgal	8.42	8.04	7.53	9.24	8.07	9.00	9.72
Average Water Revenue/Mgal Sold	9.90	10.35	9.80	10.44	9.23	10.06	10.32
"Net Profit," \$/Mgal Sold	1.48	2.31	2.28	1.20	1.16	1.06	0.60

Rodney Murry



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# 2023: Looking Back



Rodney Murry

2023: Looking Back



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**SCADA**



**Workshop**





**Meter  
Performance:  
RG3**

**Meter  
Performance:  
Neptune**



**Rodney Murry**

**2023: Looking Back**



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## **Grounding Complete**

**Wells 2A and 2B, Well 5**

## **Line Upgrade CR 4145**

Rodney Murry

2023: Looking Back



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# Leak Detector

# *2024: Moving Forward*



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**New Neptune Meters to Well 1**

**108 Meters Installed Feb. 2024**

**New Neptune Meters to 2A and 7**

**125 Meters Scheduled for 2024**

Rodney Murry

*2024: Moving Forward*



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**New Truck - Chevy Silverado**

**25,000 miles**



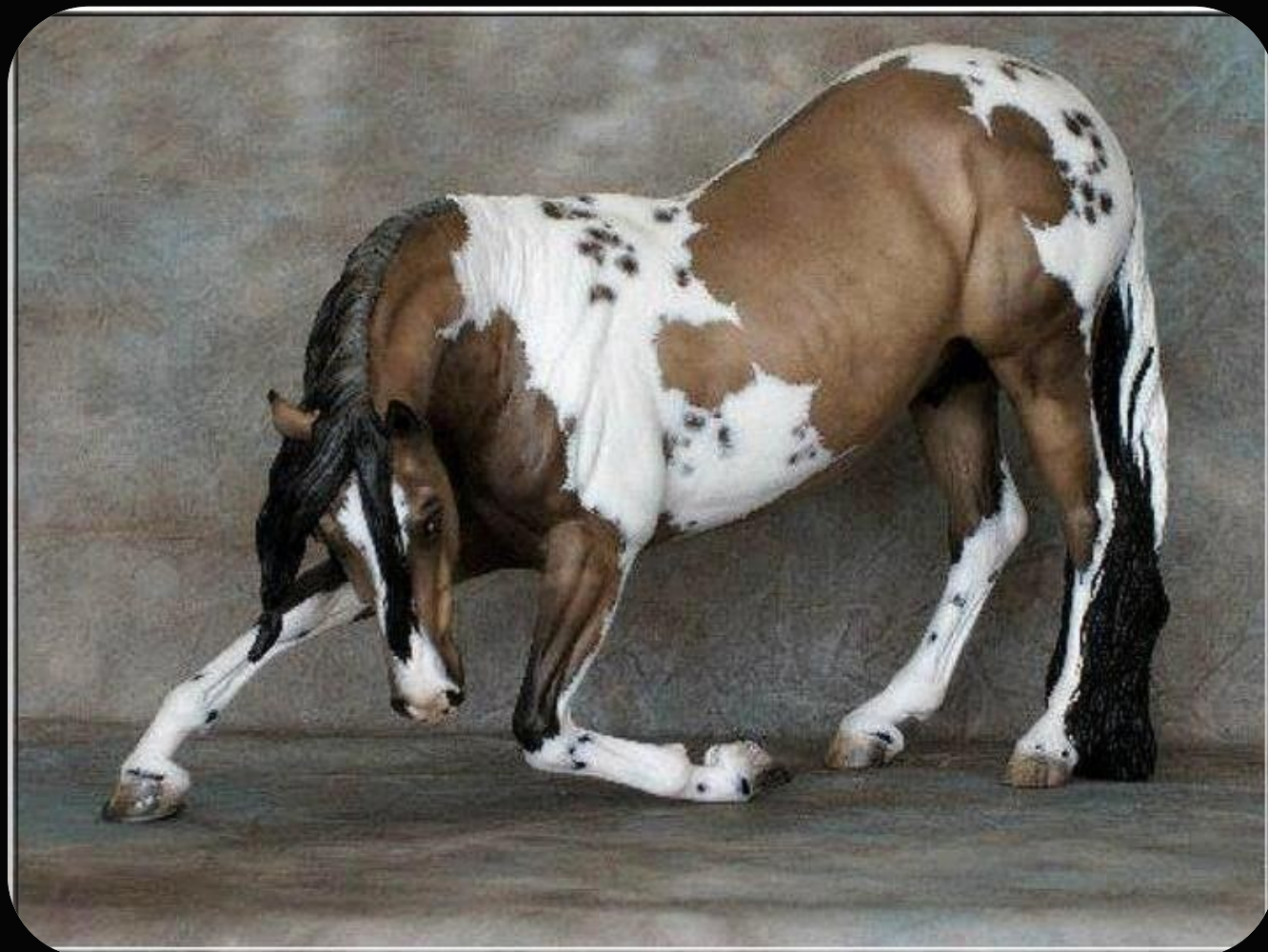
**September Pay-off of Mini X**

**600 hours**

*Questions / Answers - Mike Upton*



Thank  
You



Good Night