



## **ELECTRIC FUND**

Wilson Energy's purpose is to provide a reliable and timely supply of electricity at an affordable price for the citizens of Wilson, Wilson County, and portions of six surrounding counties.

# ELECTRIC FUND

## COUNCIL GOALS

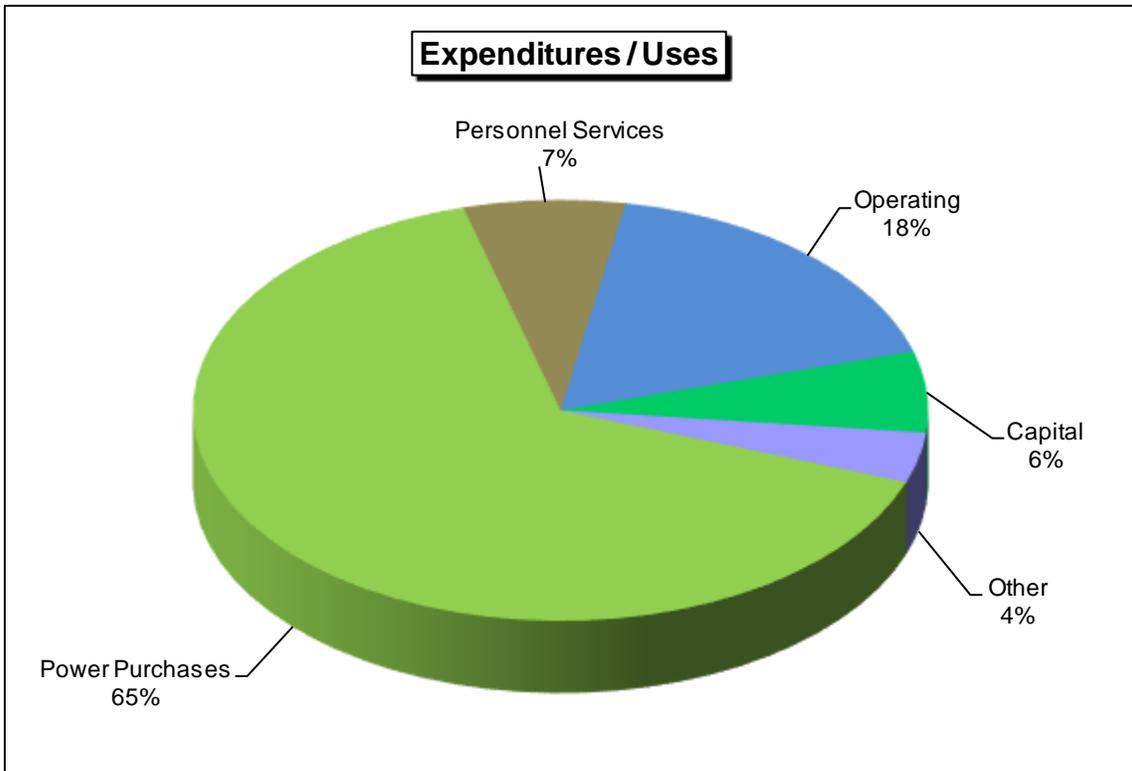
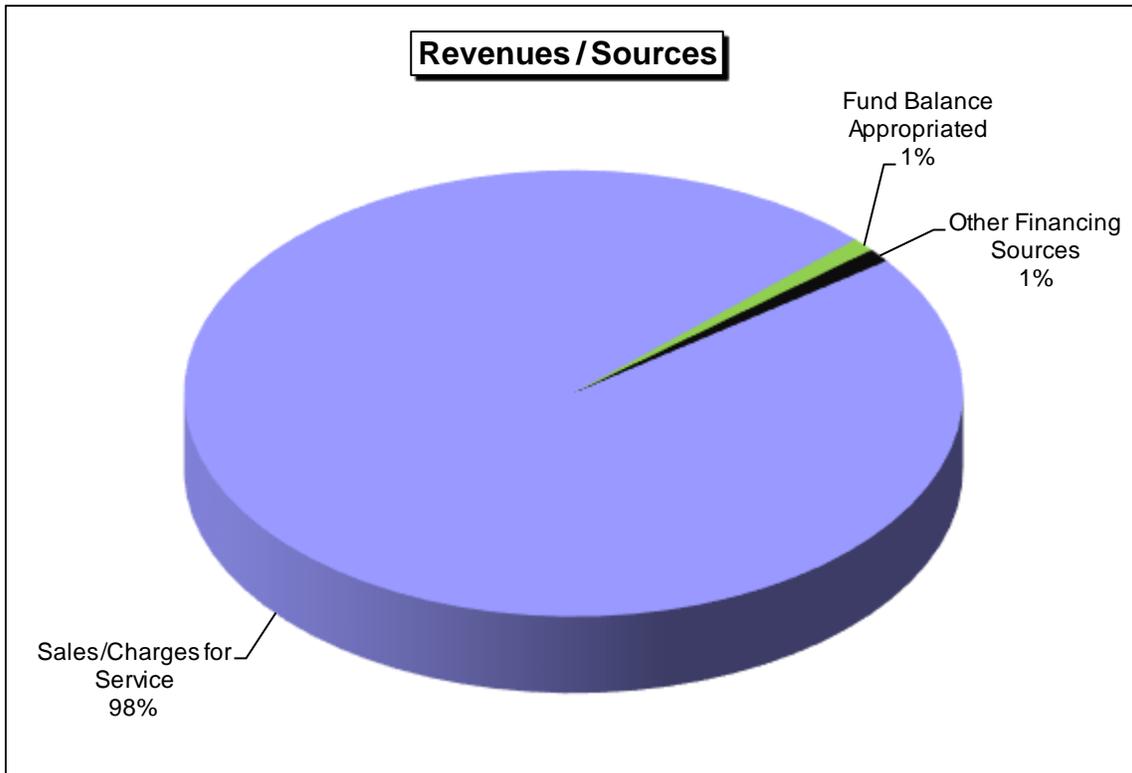
|                                      |                                  |                            |                                     |                      |                                  |                                   |
|--------------------------------------|----------------------------------|----------------------------|-------------------------------------|----------------------|----------------------------------|-----------------------------------|
| <b>Building a Better Wilson</b><br>1 | <b>Economic Development</b><br>2 | <b>Infrastructure</b><br>3 | <b>Homes and Neighborhoods</b><br>4 | <b>Downtown</b><br>5 | <b>Recreation and Parks</b><br>6 | <b>Community Involvement</b><br>7 |
|--------------------------------------|----------------------------------|----------------------------|-------------------------------------|----------------------|----------------------------------|-----------------------------------|

## DEPARTMENTAL GOALS FOR FISCAL YEAR

| <b>Department Goals and Initiatives</b>   | <b>Link to Council Goals</b> |
|---|------------------------------|
| 1. Conduct strategic planning to provide new substations and transmission/distribution facilities | 2,3                          |
| 2. Provide electric system improvements to meet increased load for existing and new customers     | 2,3                          |
| 3. Effectively and efficiently operate electric system to allow affordable utility rates          | 1,2,3,4,5,6,7                |
| 4. Encourage energy education, high efficiency end-use, conservation, and load management         | 1,2,3,4,5,6,7                |
| 5. Engage in "customer friendly" utility operations   | 1,2,3,4,5,6,7                |

**REVENUE AND EXPENDITURE SUMMARY**
**ELECTRIC**
**ITEM**

|  | 2018-19<br>Actual            | 2019-20<br>Budget            | 2019-20<br>Estimated         | 2020-21<br>Budget            |
|--|------------------------------|------------------------------|------------------------------|------------------------------|
| <u>Revenues, Other Sources, and Fund Balance</u> |                              |                              |                              |                              |
| Intergovernmental                                | \$ 455,508                   | \$ 0                         | \$ 5,090                     | \$ 0                         |
| Sales/Charges for Services                       | 125,591,388                  | 126,349,910                  | 122,023,314                  | 125,599,410                  |
| Miscellaneous Income                             | 1,456,591                    | 952,380                      | 1,416,093                    | 918,000                      |
| Investment Income                                | 589,183                      | 0                            | 559,821                      | 0                            |
| Fund Balance Appropriated                        | <u>0</u>                     | <u>7,729,507</u>             | <u>0</u>                     | <u>0</u>                     |
| <b>TOTAL</b>                                     | <b><u>\$ 128,092,670</u></b> | <b><u>\$ 135,031,797</u></b> | <b><u>\$ 124,004,318</u></b> | <b><u>\$ 126,517,410</u></b> |
| <u>Expenditures and Other Uses</u>               |                              |                              |                              |                              |
| Electric Administration                          | \$ 11,092,460                | \$ 12,918,675                | \$ 12,181,215                | \$ 11,924,800                |
| Engineering and System Planning                  | 2,441,557                    | 3,495,530                    | 2,516,270                    | 3,364,350                    |
| System Control and Communications                | 8,785,020                    | 5,128,114                    | 4,671,533                    | 4,423,540                    |
| Power Purchase                                   | 83,861,713                   | 87,515,100                   | 81,217,280                   | 82,547,500                   |
| Electric Distribution                            | 18,017,596                   | 17,491,288                   | 18,315,967                   | 16,965,610                   |
| Key Accounts and Marketing                       | 339,357                      | 765,570                      | 753,791                      | 431,360                      |
| Governmental Projects                            | 952,665                      | 1,233,960                    | 1,083,960                    | 1,189,090                    |
| Community Projects                               | 580,143                      | 799,680                      | 735,000                      | 795,000                      |
| Debt Service                                     | 1,906,435                    | 1,765,490                    | 1,765,476                    | 1,578,500                    |
| Contingency                                      | 0                            | 500,000                      | 0                            | 500,000                      |
| Interfund Transfers Out                          | <u>2,707,420</u>             | <u>3,418,390</u>             | <u>3,418,390</u>             | <u>2,797,660</u>             |
| <b>TOTAL</b>                                     | <b><u>\$ 130,684,366</u></b> | <b><u>\$ 135,031,797</u></b> | <b><u>\$ 126,658,882</u></b> | <b><u>\$ 126,517,410</u></b> |



**REVENUES, OTHER SOURCES, AND FUND BALANCE****ELECTRIC**

## ITEM

|                             | 2018-19<br>Actual     | 2019-20<br>Budget     | 2019-20<br>Estimated  | 2020-21<br>Budget     |
|-----------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| INTERGOVERNMENTAL           | \$ 455,508            | \$ 0                  | \$ 5,090              | \$ 0                  |
| SALES/CHARGES FOR SERVICES  |                       |                       |                       |                       |
| Sales to General Consumers  | 118,674,687           | 119,458,000           | 115,339,769           | 118,706,860           |
| Sales to Other Distributors | 2,145,525             | 2,121,100             | 2,015,860             | 2,136,980             |
| Sales to Other Utilities    | 1,970,500             | 1,990,810             | 1,907,530             | 1,975,570             |
| Area Rental Lights          | 2,000,433             | 1,980,000             | 1,969,300             | 1,980,000             |
| Solar (Renewable Energy)    | 450,243               | 450,000               | 440,855               | 450,000               |
| Municipal Street Lighting   | <u>350,000</u>        | <u>350,000</u>        | <u>350,000</u>        | <u>350,000</u>        |
| Sub-Total                   | 125,591,388           | 126,349,910           | 122,023,314           | 125,599,410           |
| MISCELLANEOUS INCOME        | 1,456,591             | 952,380               | 1,416,093             | 918,000               |
| INVESTMENT INCOME           | 589,183               | 0                     | 559,821               | 0                     |
| FUND BALANCE APPROPRIATED   |                       |                       |                       |                       |
| Fund Balance Appropriated   |                       |                       |                       |                       |
| (Unassigned)                | 0                     | 5,139,740             | 0                     | 0                     |
| Encumbrance Balance         | <u>0</u>              | <u>2,589,767</u>      | <u>0</u>              | <u>0</u>              |
| Sub-Total                   | <u>0</u>              | <u>7,729,507</u>      | <u>0</u>              | <u>0</u>              |
| Total                       | <u>\$ 128,092,670</u> | <u>\$ 135,031,797</u> | <u>\$ 124,004,318</u> | <u>\$ 126,517,410</u> |

## CHARGES FOR SALES AND SERVICE

Sales to General Consumers This revenue represents retail electric sales to residential, commercial, and industrial customers.

Sales to Other Distributors This reflects the sale of electricity to other municipalities that resale to general consumers.

Sales to Other Utilities This category represents the sale of electricity to other utility operations of the City.

Area Rental Lights This revenue represents the amount charged general consumers for outdoor area lighting units.

Municipal Street Lighting This reflects the amount paid by the General Fund for the City streetlights.

INTERGOVERNMENTAL This represents funds received from the Federal Emergency Management Agency for disaster relief.

MISCELLANEOUS INCOME This category includes the late payment penalty, proceeds from the disposal of old equipment, etc.

INVESTMENT INCOME This represents the Electric Fund's share of the interest earned on and the capital gains from the sale of the City's investments.

PROCEEDS FROM DEBT REFUNDING This represents proceeds received from the issuance of new debt to be used to repay previously issued debt.

PROCEEDS FROM INSTALLMENT CONTRACTS This represents the amount recognized as a financial resource associated with an asset acquired through a revenue bond or lease - purchase type of arrangement.

INTERFUND TRANSFERS This category reflects financing sources distributed to the Electric Fund from other funds.

## FUND BALANCE

Fund Balance Appropriated This represents an appropriation of some portion of the fund balance as of the close of the preceding fiscal year to help finance the activities of the subsequent year.

Encumbrance Balance This represents the amount of fund balance at the close of the preceding fiscal year for the financial commitments that are re-appropriated in the subsequent year's budget.

## EXPENDITURE SUMMARY

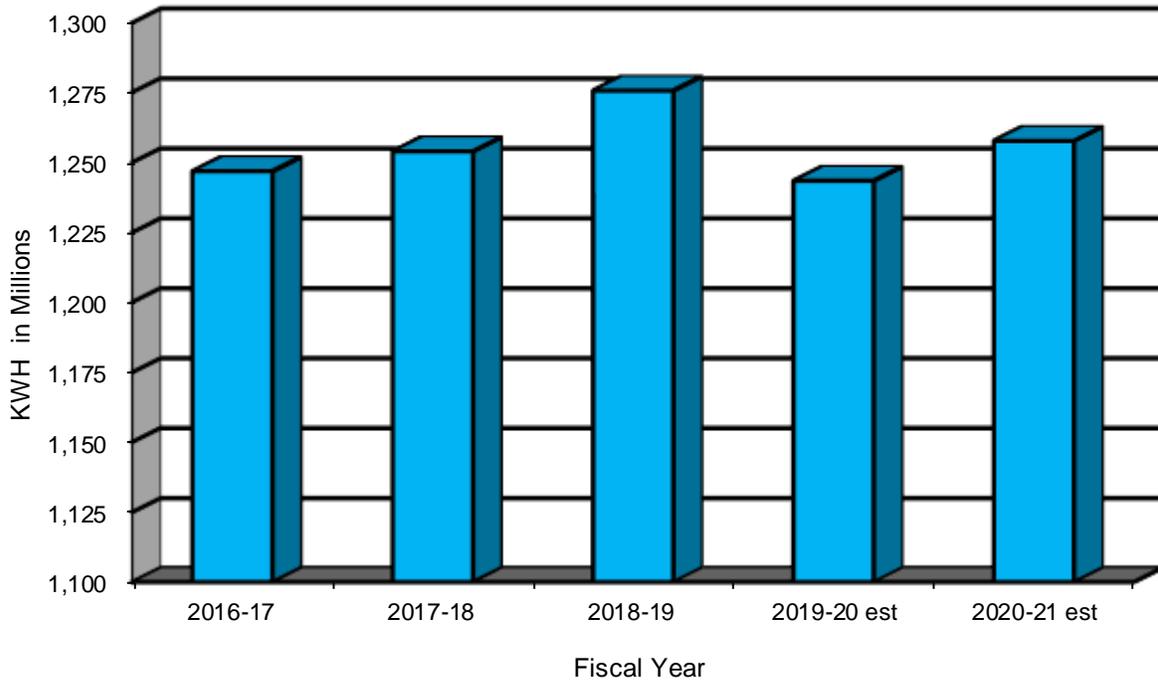
## ELECTRIC

| ITEM                                     | 2018-19<br>Actual | 2019-20<br>Budget | 2019-20<br>Estimated | 2020-21<br>Budget |
|--|-------------------|-------------------|----------------------|-------------------|
| <b>Electric Administration</b>           |                   |                   |                      |                   |
| Personnel Services                       | \$ 521,698        | \$ 507,820        | \$ 531,670           | \$ 575,640        |
| Operating Expenses                       | 10,570,762        | 11,385,815        | 10,524,545           | 11,349,160        |
| Capital Outlay                           | <u>0</u>          | <u>1,025,040</u>  | <u>1,125,000</u>     | <u>0</u>          |
| Total                                    | 11,092,460        | 12,918,675        | 12,181,215           | 11,924,800        |
| <b>Engineering and System Planning</b>   |                   |                   |                      |                   |
| Personnel Services                       | 1,258,780         | 1,327,200         | 1,245,190            | 1,394,670         |
| Operating Expenses                       | 807,690           | 1,496,236         | 711,380              | 1,349,680         |
| Capital Outlay                           | <u>375,087</u>    | <u>672,094</u>    | <u>559,700</u>       | <u>620,000</u>    |
| Total                                    | 2,441,557         | 3,495,530         | 2,516,270            | 3,364,350         |
| <b>System Control and Communications</b> |                   |                   |                      |                   |
| Personnel Services                       | 1,253,948         | 1,311,150         | 1,393,710            | 1,471,440         |
| Operating Expenses                       | 1,569,770         | 1,922,588         | 1,507,823            | 2,077,100         |
| Capital Outlay                           | <u>5,961,302</u>  | <u>1,894,376</u>  | <u>1,770,000</u>     | <u>875,000</u>    |
| Total                                    | 8,785,020         | 5,128,114         | 4,671,533            | 4,423,540         |
| <b>Power Purchase</b>                    |                   |                   |                      |                   |
| Operating Expenses                       | <u>83,861,713</u> | <u>87,515,100</u> | <u>81,217,280</u>    | <u>82,547,500</u> |
| Total                                    | 83,861,713        | 87,515,100        | 81,217,280           | 82,547,500        |
| <b>Electric Distribution</b>             |                   |                   |                      |                   |
| Personnel Services                       | 4,990,916         | 5,333,420         | 5,248,760            | 5,468,460         |
| Operating Expenses                       | 6,956,515         | 6,506,714         | 6,720,935            | 5,252,150         |
| Recovered Costs                          | 0                 | (130,000)         | 0                    | (130,000)         |
| Capital Outlay                           | <u>6,070,165</u>  | <u>5,781,154</u>  | <u>6,346,272</u>     | <u>6,375,000</u>  |
| Total                                    | 18,017,596        | 17,491,288        | 18,315,967           | 16,965,610        |
| <b>Key Accounts/Marketing</b>            |                   |                   |                      |                   |
| Personnel Services                       | 96,494            | 85,150            | 86,880               | 88,390            |
| Operating Expenses                       | 242,863           | 650,180           | 636,670              | 342,970           |
| Capital Outlay                           | <u>0</u>          | <u>30,240</u>     | <u>30,241</u>        | <u>0</u>          |
| Total                                    | 339,357           | 765,570           | 753,791              | 431,360           |

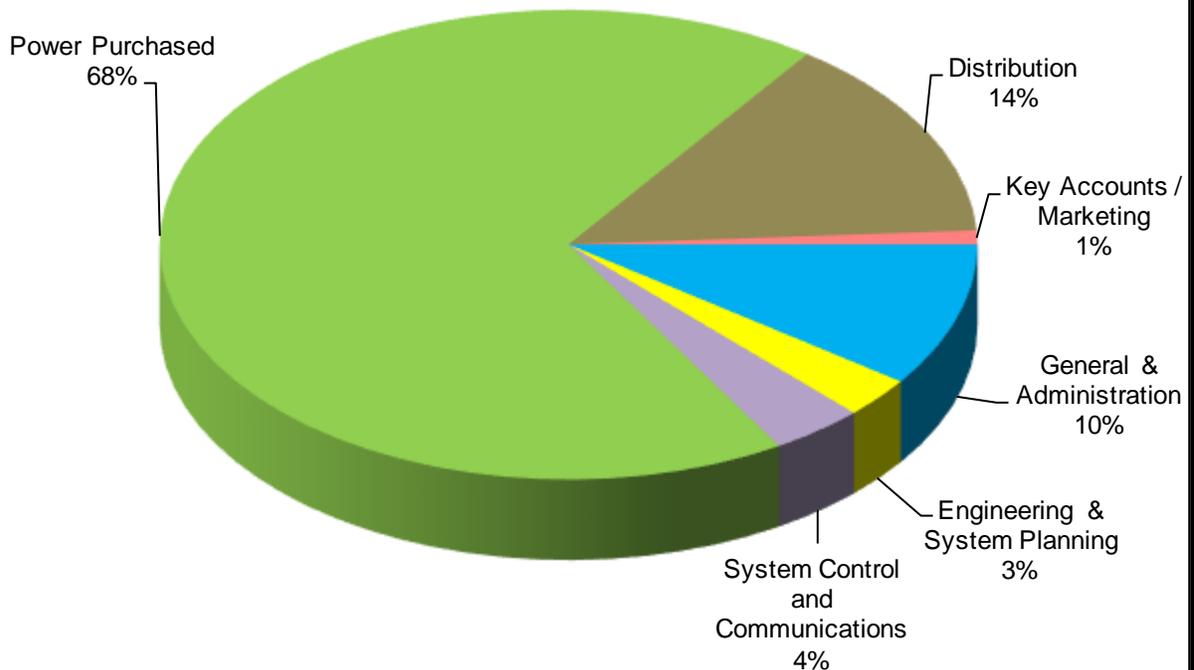
**EXPENDITURE SUMMARY****ELECTRIC**

| ITEM   | 2018-19<br>Actual     | 2019-20<br>Budget     | 2019-20<br>Estimated  | 2020-21<br>Budget     |
|--|-----------------------|-----------------------|-----------------------|-----------------------|
| Other Expenditures   |                       |                       |                       |                       |
| Debt Service   | \$ 1,906,435          | \$ 1,765,490          | \$ 1,765,476          | \$ 1,578,500          |
| Contributions to Other Agencies  | 1,532,808             | 2,033,640             | 1,818,960             | 1,984,090             |
| Contingency  | 0                     | 500,000               | 0                     | 500,000               |
| Transfer to General Fund   | 1,675,000             | 1,675,000             | 1,675,000             | 1,675,000             |
| Transfer to General Fund - PILOT<br>(Payment in lieu of taxes)                     | 584,920               | 630,890               | 630,890               | 675,160               |
| Transfer to Mass Transit Fund  | 166,500               | 166,500               | 166,500               | 166,500               |
| Transfer to Economic Development<br>Reserve Fund                                   | 0                     | 665,000               | 665,000               | 0                     |
| Transfer to 301 Infrastructure / Corridor Improvements<br>Capital Project Fund     | 31,000                | 31,000                | 31,000                | 31,000                |
| Transfer to Economic Community Investment<br>Downtown Building Revitalization Fund | <u>250,000</u>        | <u>250,000</u>        | <u>250,000</u>        | <u>250,000</u>        |
| Total  | <u>6,146,663</u>      | <u>7,717,520</u>      | <u>7,002,826</u>      | <u>6,860,250</u>      |
| Grand Total  | <u>\$ 130,684,366</u> | <u>\$ 135,031,797</u> | <u>\$ 126,658,882</u> | <u>\$ 126,517,410</u> |

### Electric Power Sold



### Electric Division Estimated Expenditures 2020-2021

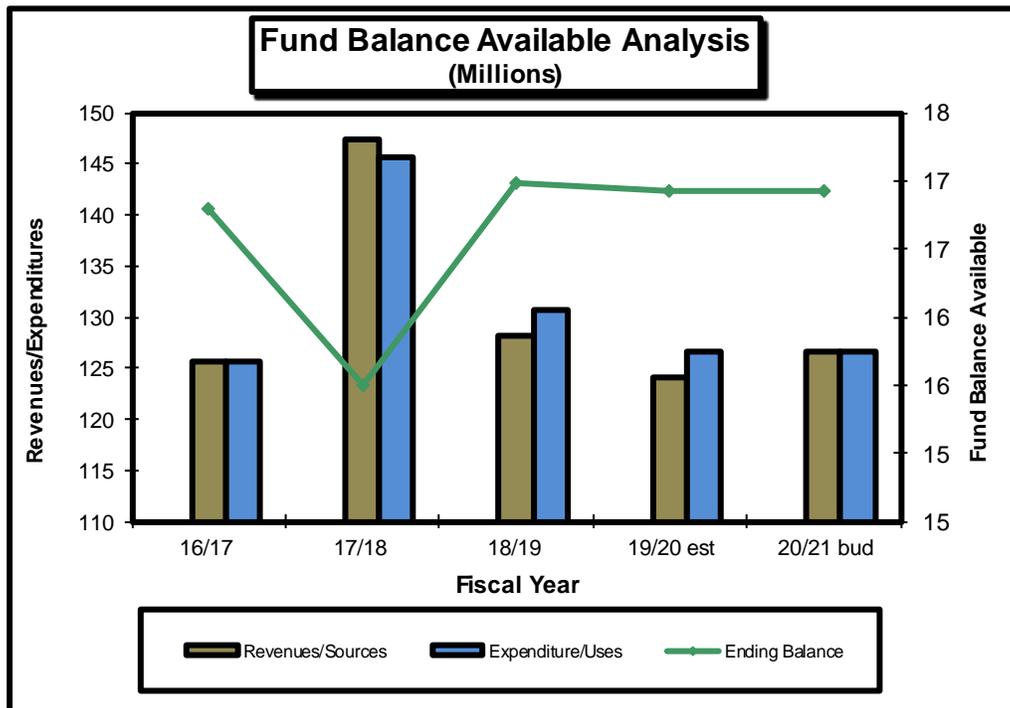


**FUND BALANCE AVAILABLE**

**ELECTRIC**

| ITEM  | 2018-19<br>Actual     | 2019-20<br>Budget     | 2019-20<br>Estimated  | 2020-21<br>Budget    |
|---|-----------------------|-----------------------|-----------------------|----------------------|
| Revenues/Other Financing Sources  | \$ 128,092,670        | \$ 127,302,290        | \$ 124,004,318        | \$ 126,517,410       |
| Expenditures/Other Financing Uses   | <u>130,684,366</u>    | <u>135,031,797</u>    | <u>126,658,882</u>    | <u>126,517,410</u>   |
| Revenues/Other Financing Sources<br>Over (Under) Expenditures/Other<br>Financing Uses | <u>\$ (2,591,696)</u> | <u>\$ (7,729,507)</u> | <u>\$ (2,654,564)</u> | <u>\$ 0</u>          |
| Fund Balance Appropriated   | <u>\$ 13,059,542</u>  | <u>\$ 7,729,507</u>   | <u>\$ 7,729,507</u>   | <u>\$ 0</u>          |
| Fund Balance - Beginning of Year  | \$ 15,484,733         | \$ 16,986,130         | \$ 16,986,130         | \$ 16,921,333        |
| Increase (Decrease)   | <u>1,501,397</u>      | <u>(5,139,740) *</u>  | <u>(64,797) *</u>     | <u>0</u>             |
| Fund Balance - End of Year  | <u>\$ 16,986,130</u>  | <u>\$ 11,846,390</u>  | <u>\$ 16,921,333</u>  | <u>\$ 16,921,333</u> |

\* Excludes Encumbrances Reappropriated in the amount of \$ 2,589,767



**DEPARTMENT SUMMARY****ELECTRIC****EXPENDITURE SUMMARY:**

|                    | 2018-19<br>Actual     | 2019-20<br>Budget     | 2019-20<br>Estimated  | 2020-21<br>Budget     |
|--------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| Personnel Services | \$ 8,121,836          | \$ 8,564,740          | \$ 8,506,210          | \$ 8,998,600          |
| Operating Expenses | 104,009,313           | 109,476,633           | 101,318,633           | 102,918,560           |
| Recovered Costs    | 0                     | (130,000)             | 0                     | (130,000)             |
| Capital Outlay     | <u>12,406,554</u>     | <u>9,402,904</u>      | <u>9,831,213</u>      | <u>7,870,000</u>      |
| TOTAL              | <u>\$ 124,537,703</u> | <u>\$ 127,314,277</u> | <u>\$ 119,656,056</u> | <u>\$ 119,657,160</u> |

**PERSONNEL SUMMARY**

**ELECTRIC**

| Class Title                                     | Salary Range | 2018-19 Authorized (as amended) | 2019-20 Authorized | 2020-21 Authorized |
|---|--------------|---------------------------------|--------------------|--------------------|
| <b>Electric Administration (6001)</b>           |              |                                 |                    |                    |
| Chief Operations Officer                        | 28           | 1                               | 1                  | 1                  |
| Director of Wilson Energy                       | 27           | 1                               | 1                  | 1                  |
| Executive Assistant                             | 15           | 1                               | 1                  | 1                  |
| Administrative Technician I                     | 14           | 1                               | 1                  | 1                  |
| Administrative Secretary                        | 10           | 1                               | 1                  | 1                  |
| <b>Engineering and System Planning (6002)</b>   |              |                                 |                    |                    |
| Utilities Operations Manager                    | 26           | 1                               | 1                  | 1                  |
| Engineering and System Planning Manager         | 25           | 1                               | 1                  | 1                  |
| Electrical Engineer I-III                       | 22-24        | 2                               | 2                  | 2                  |
| Electric Meter Shop Supervisor                  | 23           | 1                               | 1                  | 1                  |
| Apparatus Technician I-II                       | 16-17        | 1                               | 1                  | 1                  |
| Substation Technician I-II                      | 15-18        | 1                               | 1                  | 1                  |
| GIS Technician I-II                             | 16-17        | 2                               | 2                  | 2                  |
| Administrative Technician II                    | 15           | 1                               | 1                  | 1                  |
| Control and Meter Technician I-III              | 17-20        | 3                               | 3                  | 3                  |
| <b>System Control and Communications (6003)</b> |              |                                 |                    |                    |
| Load Management and Control Engineer            | 25           | 1                               | 1                  | 1                  |
| System Control Technician                       | 21           | 1                               | 1                  | 1                  |
| Generator Systems Technician I-II               | 16-21        | 1                               | 2                  | 2                  |
| Load Management Technician I-II                 | 14-15        | 3                               | 3                  | 3                  |
| <b>Electric Distribution (6005)</b>             |              |                                 |                    |                    |
| Electric Distribution Manager                   | 26           | 1                               | 1                  | 1                  |
| Electric Distribution Supervisor                | 25           | 2                               | 2                  | 2                  |
| Electric Crew Supervisor                        | 24           | 7                               | 7                  | 7                  |
| Electric Service Worker                         | 21           | 4                               | 4                  | 4                  |
| Line Technician I-III & Lead                    | 14-23        | 18                              | 18                 | 18                 |
| Tree Trimmer Supervisor                         | 16           | 2                               | 2                  | 2                  |
| Tree Trimmer I-III                              | 11-13        | 8                               | 8                  | 8                  |
| Ground/Line Worker                              | 11           | 9                               | 9                  | 9                  |
| <b>Key Accounts and Marketing (6006)</b>        |              |                                 |                    |                    |
| Key Accounts Manager                            | 23           | 1                               | 1                  | 1                  |
| <b>Full-time</b>                                |              | <b>76</b>                       | <b>77</b>          | <b>77</b>          |

**PERSONNEL SUMMARY**

**ELECTRIC**

**Redistribution Notes:**

| Position Title:                    | From:                              | To:                                    | Percent: |
|------------------------------------|------------------------------------|--|----------|
| Chief Operations Officer           | Electric Administration 6001       | Gas Administration 6501                | 30%      |
|                                    | Electric Administration 6001       | Broadband Administration 6301          | 10%      |
|                                    | Electric Administration 6001       | Water Resources Administration 7001    | 10%      |
| Director of Wilson Energy          | Electric Administration 6001       | Gas Administration 6501                | 20%      |
| Executive Assistant                | Electric Administration 6001       | Gas Administration 6501                | 45%      |
|                                    | Electric Administration 6001       | Broadband Operations 6302              | 5%       |
| Administrative Technician I        | Electric Administration 6001       | Gas Administration 6501                | 20%      |
| Administrative Secretary           | Electric Administration 6001       | Gas Administration 6501                | 20%      |
| Key Accounts Manager               | Key Accounts and Marketing 6006    | Gas Administration 6501                | 20%      |
| Utility Locators (4)               | Gas Utility Locators 6503          | Electric Distribution 6005             | 25%      |
| General Manager OSP                | Broadband Operations 6302          | Electric Administration 6001           | 50%      |
| OSP Cable Supervisor               | Broadband Operations 6302          | Electric Distribution 6005             | 90%      |
| Fiber Optic Field Technician III   | Broadband Operations 6302          | Electric Distribution 6005             | 90%      |
| Unified Communications Center (14) | Unified Communications Center 6307 | System Control and Communications 6003 | 58%      |
| Traffic Technician (5)             | Parking and Traffic 5008           | Electric Distribution 6005             | 30%      |

**CAPITAL OUTLAY**

**ELECTRIC**

| Item  | New/<br>Replacement | 2020-21<br>Budget |
|---|---------------------|-------------------|
| <b>Engineering and System Planning (6002)</b>           |                     |                   |
| Advanced Metering Infrastructure                        | R                   | 500,000           |
| Two (2) Pickup Trucks w/Utility body                    | N                   | 120,000           |
| <b>System Control and Communications (6003)</b>         |                     |                   |
| Management Equipment                                    | R                   | 600,000           |
| SCADA RTU Equipment                                     | R                   | 100,000           |
| Load Management Switches                                | R                   | 175,000           |
| <b>Electric Distribution (6005)</b>                     |                     |                   |
| One (1) Hydro Ax  | R                   | 500,000           |
| Transportation Modernization/Electric Charging Stations | N                   | 300,000           |
| One (1) Line Truck                                      | R                   | 300,000           |
| One (1) Pickup Truck 4x4 - Diesel                       | R                   | 40,000            |
| One (1) Pickup Truck 4x4 w/extended cab                 | N                   | 35,000            |
| Underground Conduit                                     | R                   | 200,000           |
| Electric Poles and Fixtures                             | R                   | 300,000           |
| Overhead Conductors                                     | R                   | 400,000           |
| Underground Conductors                                  | R                   | 350,000           |
| Consumer Meters   | R                   | 50,000            |
| LED Street Lighting                                     | R                   | 2,700,000         |
| Transformers and Devices                                | R                   | 600,000           |
| Electric Substation Equipment                           | R                   | 600,000           |
| <b>Total</b>  |                     | <b>7,870,000</b>  |

**Impact of Capital Outlay on Operating Budget:**

None

Note: Any direct impact on the operating budget from capital items identified for replacement or new purchase in FY 2021 will result from a reduction to the maintenance and/or repair costs previously experienced on the older items. This amount of reduction varies and for this reason is not extrapolated and built into the operating budget.

## ELECTRIC ADMINISTRATION

### Description of Services:

Strategic planning and budgeting, rate and fee proposals, effective and efficient contractual services, customer and key account relations, safe work environments, utility purchases and material stocks, load management and conservation, energy services and education, personnel programs and employee career development are provided by Electric Administration.

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### PROGRAM GOALS AND INITIATIVES:

- Provide organizational planning, cost accounting, strategic planning, respond to emergency needs, and establish programs to enhance and measure electric system reliability
- Provide planning and engineering for utility system improvements and customer growth
- Provide technical/management oversight of system construction and maintenance activities
- Provide reliable, safe electric services at affordable prices
- Provide timely and appropriate customer service for new utility services, load management, complaints, energy education, and other energy services
- Meet or exceed customer expectations in a customer friendly manner
- Plan and monitor the department's budget, pay plan, personnel, and safety/training programs
- Promote economic development by assisting the Wilson Economic Development Council and the Business Development Partnership on matters of infrastructure planning, system improvement, cost, and rate data

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### EXPENDITURE SUMMARY:

|                    | 2018-19<br>Actual           | 2019-20<br>Budget           | 2019-20<br>Estimated        | 2020-21<br>Budget           |
|--------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| Personnel Services | \$ 521,698                  | \$ 507,820                  | \$ 531,670                  | \$ 575,640                  |
| Operating Expenses | 10,570,762                  | 11,385,815                  | 10,524,545                  | 11,349,160                  |
| Capital Outlay     | <u>0</u>                    | <u>1,025,040</u>            | <u>1,125,000</u>            | <u>0</u>                    |
| <b>TOTAL</b>       | <u><u>\$ 11,092,460</u></u> | <u><u>\$ 12,918,675</u></u> | <u><u>\$ 12,181,215</u></u> | <u><u>\$ 11,924,800</u></u> |

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### PERFORMANCE INDICATORS:

| Outputs                               | 2018-19<br>Actual | 2019-20<br>Estimated | 2020-21<br>Goal |
|---------------------------------------|-------------------|----------------------|-----------------|
| Total amount of power purchased (MWh) | 1,314,703         | 1,335,738            | 1,357,110       |
| Active electric services              | 35,806            | 36,378               | 36,500          |
| Average distribution costs/kWh        | 0.022             | 0.022                | 0.022           |
| Average CP load factor                | 100               | 100                  | 100             |

## ENGINEERING AND SYSTEM PLANNING

### Description of Services:

Engineering and System Planning is responsible for performing substation maintenance, transmission and distribution system planning, maintaining and enhancing GIS Mapping services, developing maintenance schedule for breakers/regulators, testing electric meters, performing transformer maintenance, performing environmental compliance, installing and maintaining traffic signals, and installing and maintaining 3-phase electric meters.

### PROGRAM GOALS AND INITIATIVES:

- Provide engineering for electric transmission and distribution system
- Develop computer modeling for distribution system planning
- Update long-range transmission system strategic plan
- Coordinate load transfers between substations and other distribution/switching
- Coordinate substation maintenance including relay testing, equipment testing, distribution transformers, and regulators and replace as necessary
- Provide mapping and record keeping for over 1,200 miles of distribution lines in the electric system
- Ensure revenue is accurately metered by testing single and three-phase meters
- Perform electric meter installation for three-phase services

### EXPENDITURE SUMMARY:

|                    | 2018-19<br>Actual          | 2019-20<br>Budget          | 2019-20<br>Estimated       | 2020-21<br>Budget          |
|--------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Personnel Services | \$ 1,258,780               | \$ 1,327,200               | \$ 1,245,190               | \$ 1,394,670               |
| Operating Expenses | 807,690                    | 1,496,236                  | 711,380                    | 1,349,680                  |
| Capital Outlay     | <u>375,087</u>             | <u>672,094</u>             | <u>559,700</u>             | <u>620,000</u>             |
| <b>TOTAL</b>       | <b><u>\$ 2,441,557</u></b> | <b><u>\$ 3,495,530</u></b> | <b><u>\$ 2,516,270</u></b> | <b><u>\$ 3,364,350</u></b> |

### PERFORMANCE INDICATORS:

| Outputs                                   | 2018-19<br>Actual | 2019-20<br>Estimated | 2020-21<br>Goal |
|---|-------------------|----------------------|-----------------|
| Breakers replaced                         | 8                 | 7                    | 2               |
| Relay panels replaced                     | 3                 | 2                    | 2               |
| Instrument transformer services inspected | 266               | 237                  | 250             |
| Meter testing protocol met                | 100%              | 100%                 | 100%            |

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| <b>SYSTEM CONTROL AND COMMUNICATIONS</b> |
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Description of Services:

System Control and Communications is responsible for reducing purchased power costs, initiating and monitoring load shedding equipment, operating voltage and end-use load management program, installing, maintaining, and replacing LM (Load Management) switches, performing SCADA (Supervisory Control and Data Acquisition) network operation and maintenance, responding to power quality complaints, and performing residential energy audits.

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PROGRAM GOALS AND INITIATIVES:

- Install, operate and maintain SCADA and system communications equipment
- Reduce the monthly electric coincident peak by load management which decreases monthly purchased costs from the Power Agency
- Maintain communications system for the electric and natural gas systems
- Install and maintain Load Management Program including generators and switches
- Meet or exceed customer expectations for electric services

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EXPENDITURE SUMMARY:

|                    | 2018-19<br>Actual          | 2019-20<br>Budget          | 2019-20<br>Estimated       | 2020-21<br>Budget          |
|--------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Personnel Services | \$ 1,253,948               | \$ 1,311,150               | \$ 1,393,710               | \$ 1,471,440               |
| Operating Expenses | 1,569,770                  | 1,922,588                  | 1,507,823                  | 2,077,100                  |
| Capital Outlay     | <u>5,961,302</u>           | <u>1,894,376</u>           | <u>1,770,000</u>           | <u>875,000</u>             |
| <b>TOTAL</b>       | <b><u>\$ 8,785,020</u></b> | <b><u>\$ 5,128,114</u></b> | <b><u>\$ 4,671,533</u></b> | <b><u>\$ 4,423,540</u></b> |

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PERFORMANCE INDICATORS:

| Outputs                                 | 2018-19<br>Actual | 2019-20<br>Estimated | 2020-21<br>Goal |
|---|-------------------|----------------------|-----------------|
| Generators operated                     | 80                | 81                   | 81              |
| LM switches inspected/replaced          | 1,480             | 1,500                | 1,550           |
| Perform energy audits                   | 192               | 200                  | 210             |
| Total power savings cost (including LM) | \$17,268,000      | \$17,630,000         | \$17,770,000    |

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| <b>PURCHASE OF POWER</b> |
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Description of Services:

Purchase electrical power and energy from the North Carolina Eastern Municipal Power Agency (NCEMPA) as required by Wilson Energy customers.

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PROGRAM GOALS AND INITIATIVES:

- Purchase required electric power in the most economical manner possible
- Reduce the electric coincident peak each month by load management which decreases the monthly purchased power costs from the Power Agency (NCEMPA)
- Expand and enhance the Load Management Program for residential and industrial customers including the lease/purchase program for load shedding generators, residential water heater and air conditioning controls, and other methods such as voltage control

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EXPENDITURE SUMMARY:

|                    | 2018-19<br>Actual    | 2019-20<br>Budget    | 2019-20<br>Estimated | 2020-21<br>Budget    |
|--------------------|----------------------|----------------------|----------------------|----------------------|
| Operating Expenses | \$ 83,861,713        | \$ 87,515,100        | \$ 81,217,280        | \$ 82,547,500        |
| <b>TOTAL</b>       | <u>\$ 83,861,713</u> | <u>\$ 87,515,100</u> | <u>\$ 81,217,280</u> | <u>\$ 82,547,500</u> |

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PERFORMANCE INDICATORS:

| Outputs                              | 2018-19<br>Actual | 2019-20<br>Estimated | 2020-21<br>Goal |
|--------------------------------------|-------------------|----------------------|-----------------|
| Maximum monthly peak (kW)            | 242,316           | 244,685              | 244,685         |
| Maximum monthly coincident peak (kW) | 181,782           | 185,023              | 185,023         |
| Maximum monthly CP load factor       | 112               | 114                  | 116             |

## ELECTRIC DISTRIBUTION

### Description of Services:

Electric Distribution is responsible for constructing new substations, installing and maintaining street and area lights, maintaining existing overhead/underground lines, providing emergency and storm repairs, installing new underground services, performing line relocations for DOT, performing annual safety inspections on feeders, installing new overhead services, and constructing new transmission and distribution circuits as needed.

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### PROGRAM GOALS AND INITIATIVES:

- Provide reliable, safe electric service at affordable costs to Wilson, most of Wilson County, and sections of six other counties
- Employ/develop a highly trained customer-friendly work force
- Upgrade existing lines for growth within the City and County
- Provide emergency services during storms and other outages and reduce number and duration of electric outages, while improving system reliability
- Respond to customers' requests for new/upgraded electric services
- Provide /maintain City's street lighting as required

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### EXPENDITURE SUMMARY:

|                    | 2018-19<br>Actual           | 2019-20<br>Budget           | 2019-20<br>Estimated        | 2020-21<br>Budget           |
|--------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| Personnel Services | \$ 4,990,916                | \$ 5,333,420                | \$ 5,248,760                | \$ 5,468,460                |
| Operating Expenses | 6,956,515                   | 6,506,714                   | 6,720,935                   | 5,252,150                   |
| Recovered Costs    | 0                           | (130,000)                   | 0                           | (130,000)                   |
| Capital Outlay     | <u>6,070,165</u>            | <u>5,781,154</u>            | <u>6,346,272</u>            | <u>6,375,000</u>            |
| <b>TOTAL</b>       | <b><u>\$ 18,017,596</u></b> | <b><u>\$ 17,491,288</u></b> | <b><u>\$ 18,315,967</u></b> | <b><u>\$ 16,965,610</u></b> |

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### PERFORMANCE INDICATORS:

| Outputs                         | 2018-19<br>Actual | 2019-20<br>Estimated | 2020-21<br>Goal |
|---------------------------------|-------------------|----------------------|-----------------|
| Poles installed/replaced        | 791               | 1,100                | 1,300           |
| News services                   | 1,121             | 650                  | 675             |
| Transformers installed/replaced | 646               | 625                  | 650             |
| Feet primary wire installed     | 175,599           | 150,000              | 200,000         |

|                                   |
|-----------------------------------|
| <b>KEY ACCOUNTS AND MARKETING</b> |
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**Description of Services:**

Key Accounts and Marketing is responsible for coordinating strategic planning and budgeting, monitoring and recommending rate and budget adjustments, improving customer and key account relations, promoting conservation and energy education, monitoring utility purchases, promoting public relations, promoting load management, publishing communication and marketing materials, working with media to present accurate portrayal of Wilson Energy, and keeping Wilson Energy's part of the website accurate and timely.

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**PROGRAM GOALS AND INITIATIVES:**

- Build and maintain relationships with Key Account customers
- Provide administrative services including organizational planning, cost accounting, and strategic planning
- Develop and monitor the department's budget and rates
- Provide timely and appropriate responses to customers' requests for services such as new utility services, key accounts billing, load management, complaints, energy education, and energy services
- Promote economic development by assisting the Wilson Economic Development Council on matters of electric service
- Maintain consistent look and feel for Wilson Energy's page on the City website

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**EXPENDITURE SUMMARY:**

|                    | 2018-19<br>Actual        | 2019-20<br>Budget        | 2019-20<br>Estimated     | 2020-21<br>Budget        |
|--------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| Personnel Services | \$ 96,494                | \$ 85,150                | \$ 86,880                | \$ 88,390                |
| Operating Expenses | 242,863                  | 650,180                  | 636,670                  | 342,970                  |
| Capital Outlay     | <u>0</u>                 | <u>30,240</u>            | <u>30,241</u>            | <u>0</u>                 |
| <b>TOTAL</b>       | <b><u>\$ 339,357</u></b> | <b><u>\$ 765,570</u></b> | <b><u>\$ 753,791</u></b> | <b><u>\$ 431,360</u></b> |

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**PERFORMANCE INDICATORS:**

| Outputs  | 2018-19<br>Actual | 2019-20<br>Estimated | 2020-21<br>Goal |
|--|-------------------|----------------------|-----------------|
| On-time assistance to Economic Development Council                                 | 100%              | 100%                 | 100%            |
| Develop & initiate key account (KA) customer survey                                | 1                 | 1                    | 1               |
| Manange key account billing monthly  | 12                | 12                   | 12              |
| Initiate quarterly meetings between key accounts customers and Wilson Energy staff | 3                 | 4                    | 4               |

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| <b>GOVERNMENTAL COMMUNITY PROJECTS</b> |
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Description of Services:

Economic Development Council, Rocky Mount/Wilson Regional Airport, and Economic Development incentives are Governmental Community Projects.

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PROGRAM GOALS AND INITIATIVES:

- Contribute to various intergovernmental agencies and programs that provide a variety of services to the citizens of Wilson
- Economic Development Council/Foundation: a) Promote development of Wilson Corporate Park, b) Work with City and County governments to develop incentives for recruiting business and industry, c) Develop County-wide marketing plan
- Rocky Mount/Wilson Airport: a) Continue to grow and increase air service availability to service area; b) Provide a first-class facility for its corporate business users; c) Conduct financially sound operation

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EXPENDITURE SUMMARY:

|                    | 2018-19<br>Actual | 2019-20<br>Budget   | 2019-20<br>Estimated | 2020-21<br>Budget   |
|--------------------|-------------------|---------------------|----------------------|---------------------|
| Operating Expenses | \$ 952,665        | \$ 1,233,960        | \$ 1,133,960         | \$ 1,189,090        |
| <b>TOTAL</b>       | <u>\$ 952,665</u> | <u>\$ 1,233,960</u> | <u>\$ 1,133,960</u>  | <u>\$ 1,189,090</u> |

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PERFORMANCE INDICATORS:

| Outputs   | 2018-19<br>Actual | 2019-20<br>Estimated | 2020-21<br>Goal |
|---|-------------------|----------------------|-----------------|
| Maintain previous year's level of contribution to support governmental community projects | 100%              | 100%                 | 100%            |

|                                 |
|---------------------------------|
| <b>OTHER COMMUNITY PROJECTS</b> |
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Description of Services:

Wilson United Way is the primary community project.

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PROGRAM GOALS AND INITIATIVES:

- Fund various United Way activities allowing the agency to fund various projects and programs under its direction
- Maintain building, equipment, and properties owned by the City used by various nonprofit agencies to serve the community at-large

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EXPENDITURE SUMMARY:

|                    | 2018-19<br>Actual | 2019-20<br>Budget | 2019-20<br>Estimated | 2020-21<br>Budget |
|--------------------|-------------------|-------------------|----------------------|-------------------|
| Operating Expenses | \$ 580,143        | \$ 799,680        | \$ 735,000           | \$ 795,000        |
| <b>TOTAL</b>       | <u>\$ 580,143</u> | <u>\$ 799,680</u> | <u>\$ 735,000</u>    | <u>\$ 795,000</u> |

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PERFORMANCE INDICATORS:

| Outputs   | 2018-19<br>Actual | 2019-20<br>Estimated | 2020-21<br>Goal |
|---|-------------------|----------------------|-----------------|
| Annual United Way contribution at level of previous year                                | 100%              | 100%                 | 100%            |
| Timely maintenance of City property housing community service agencies on each incident | 100%              | 100%                 | 100%            |

## DEBT SERVICE

### Description of Services:

Installment-purchase and certificates of participation are financing opportunities for selected electric fund capital requirements.

### PROGRAM GOALS AND INITIATIVES:

- Provide financing and subsequent repayment of obligations incurred for Electric Fund purposes
- Meet current debt obligations in a timely manner
- Meet all legal requirements applicable to local government financing
- Comply with all Internal Revenue Service rules and regulations pertaining to tax-exempt debt

### EXPENDITURE SUMMARY:

|                    | 2018-19<br>Actual | 2019-20<br>Budget | 2019-20<br>Estimated | 2020-21<br>Budget |
|--------------------|-------------------|-------------------|----------------------|-------------------|
| Operating Expenses | \$ 1,906,435      | \$ 1,765,490      | \$ 1,765,476         | \$ 1,578,500      |
| TOTAL              | \$ 1,906,435      | \$ 1,765,490      | \$ 1,765,476         | \$ 1,578,500      |

### PERFORMANCE INDICATORS:

| Outputs   | 2018-19<br>Actual | 2019-20<br>Estimated | 2020-21<br>Goal |
|---|-------------------|----------------------|-----------------|
| Timely servicing of debt obligation                   | 100%              | 100%                 | 100%            |
| Compliance to all regulatory guidelines and covenants | 100%              | 100%                 | 100%            |



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