



Mayor
ISAIAH SCIPIO

City Council
CAMERON RIVERS, Mayor Pro-Tem
JOHN McMANUS
FLOYD ROGERS
RAY WILSON
ALLIE WINTER

City of Pickens
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City of Pickens

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Administrator
Tim O'Briant
City Clerk
DONNA F. OWEN

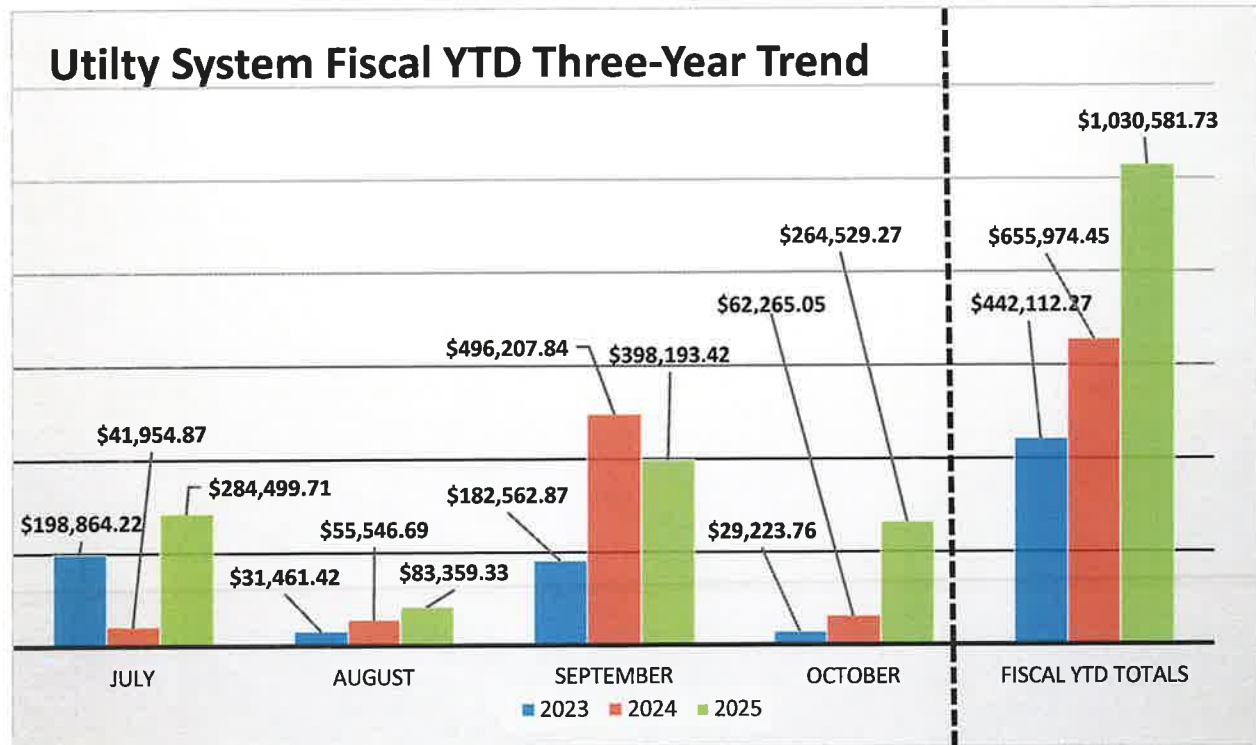
November 15, 2025

Mayor and Council,

As requested, staff has completed an in-depth analysis of utility revenue to determine the impact of issuing minimum bills in July and August related to water meter replacement configuration issues, among other factors, to include the discovery of numerous falsified entries.

Despite initial concerns, the audit of the period over three consecutive years, showed far less impact than originally feared. From July through October 2025, Net Operating Income showed positive growth. In August and September (minimum-bill revenue period), that growth rate flattened. While operating income did not decline during this period, the **month-over-month growth trend slowed**.

Net Operating Income increased from **\$655,974.45** to **\$1,030,581.73** for the period year-over-year, representing a **57% increase** over the comparison period.



Utilities YTD Earnings Trend 23-25

	2023	2024	2025
July	\$198,864.22	\$41,954.87	\$284,499.71
August	\$31,461.42	\$55,546.69	\$83,359.33
September	\$182,562.87	\$496,207.84	\$398,193.42
October	\$29,223.76	\$62,265.05	\$264,529.27
Fiscal YTD Total:	\$ 442,112.27	\$ 655,974.45	\$ 1,030,581.73
			57% Increase

2023-2025 Avg. Operating Earnings Comparison

Aug. 23	Aug. 24	Aug. 25
\$31,461.42	\$55,546.69	\$83,359.33
Increase In Avg. Earnings Growth		\$39,885.28
Percentage		92%
Sept. 23	Sept. 24	Sept. 25
\$182,562.87	\$496,207.84	\$398,193.42
Increase In Avg. Earnings Growth		\$58,808.07
Percentage		17%
Oct. 23	Oct. 24	Oct. 25
\$29,223.76	\$62,265.05	\$264,529.27
Increase In Avg. Earnings Growth		\$218,784.87
Percentage		478%

Utility System Operation Income Analysis

Year	Month	WTP Production	GW Gallons	WTP Cost	GW Cost	O&M Expense	\$/1,000 Gal	AVG Gal. per day	Water Revenue	Sewer Revenue	Operations/Incor.	YIELD PER 1,000	1000s of gallons
2023	Jul-23	38,736,000	0	\$34,862.40		\$60,914.03	\$0.90	1,291,200.00	\$233,707.55	\$60,933.10	\$198,864.22	\$5.13	38,736.00
	Aug-23	39,804,000	0	\$35,823.60		\$60,914.03	\$0.90	1,326,800.00	\$111,324.35	\$16,874.70	\$31,461.42	\$0.79	39,804.00
	Sep-23	37,198,000	0	\$33,478.20		\$60,914.03	\$0.90	1,239,833.33	\$220,329.10	\$56,626.00	\$182,562.87	\$0.78	37,198.00
	Oct-23	37,504,000	0	\$33,753.60		\$60,914.03	\$0.90	1,250,133.33	\$116,861.20	\$6,930.19	\$29,223.76	\$0.78	37,504.00
	Nov-23	36,524,000	0	\$32,871.60		\$60,914.03	\$0.90	1,217,466.67	\$107,241.00	\$10,309.40	\$23,764.77	\$0.65	36,524.00
	Dec-23	38,165,000	0	\$34,348.50		\$60,914.03	\$0.90	1,272,166.67	\$114,122.60	\$56,865.70	\$75,725.77	\$1.98	38,165.00
	Jan-24	39,414,000	0	\$35,472.60		\$60,914.03	\$0.90	1,313,800.00	\$107,241.00	\$9,649.10	\$20,503.47	\$0.52	39,414.00
	Feb-24	34,922,000	0	\$31,429.80		\$60,914.03	\$0.90	1,164,066.67	\$111,340.10	\$9,931.20	\$28,927.47	\$0.83	34,922.00
	Mar-24	36,922,000	0	\$33,229.80		\$60,914.03	\$0.90	1,230,733.33	\$907,559.85	\$302,009.80	\$1,115,425.82	\$30.21	36,922.00
	Apr-24	34,276,000	0	\$30,848.40		\$60,914.03	\$0.90	1,142,533.33	\$214,240.80	\$63,518.50	\$185,996.87	\$5.43	34,276.00
	May-24	38,609,000	0	\$34,748.10		\$60,914.03	\$0.90	1,286,966.67	\$257,193.40	\$98,083.45	\$259,614.72	\$6.72	38,609.00
	Jun-24	41,246,000	0	\$37,121.40		\$60,914.03	\$0.90	1,374,866.67	\$228,075.30	\$96,326.55	\$226,366.42	\$5.49	41,246.00
2024	Jul-24	41,864,000	0	\$37,677.60		\$60,914.03	\$0.90	1,395,466.67	\$132,748.65	\$7,797.85	\$41,954.87	\$1.00	41,864.00
	Aug-24	43,498,000	20,400.00	\$39,148.20	\$40.39	\$60,914.03	\$1.98	1,450,613.33	\$142,130.50	\$13,518.81	\$55,546.69	\$1.28	43,518.40
	Sep-24	34,781,000	8,408,100.00	\$31,302.90	\$7,735.45	\$60,914.03	\$0.92	1,582,563.33	\$398,110.19	\$198,050.03	\$496,207.84	\$11.49	43,189.10
	Oct-24	47,476,900.00	47,476,900.00		\$43,678.75	\$30,441.24	\$0.92	1,640,200.00	\$131,915.04	\$4,470.00	\$62,285.05	\$1.31	47,476.90
	Nov-24	49,206,000.00	49,206,000.00		\$45,269.52	\$30,441.24	\$0.92	1,435,666.67	\$259,778.06	\$122,103.84	\$306,171.14	\$6.22	49,206.00
	Dec-24	43,070,000.00	43,070,000.00		\$39,624.40	\$30,441.24	\$0.92	1,485,080.00	\$516,488.00	\$76,635.30	\$523,057.66	\$12.14	43,070.00
	Jan-25	44,852,400.00	44,852,400.00		\$41,602.86	\$30,441.24	\$0.65	1,321,333.33	\$243,080.45	\$62,843.16	\$245,439.73	\$5.43	44,852.40
	Feb-25	38,639,900.00	38,639,900.00		\$36,165.93	\$30,441.24	\$0.65	1,355,456.67	\$232,405.95	\$51,459.07	\$282,292.46	\$5.56	38,640.80
	Mar-25	46,938,700.00	46,938,700.00		\$43,976.44	\$30,441.24	\$0.65	1,381,070.00	\$242,808.05	\$57,857.83	\$245,248.20	\$5.54	46,938.70
	Apr-25	41,438,100.00	41,438,100.00		\$37,851.85	\$30,441.24	\$0.65	1,419,666.67	\$251,630.16	\$65,801.52	\$255,646.59	\$5.27	41,438.00
	May-25	42,595,100.00	42,595,100.00		\$38,110.73	\$30,441.24	\$0.65	1,432,066.67	\$277,391.48	\$80,649.80	\$279,439.22	\$6.81	42,595.10
	Jun-25	41,451,200.00	41,451,200.00		\$38,344.72	\$30,441.24	\$0.65	1,432,656.67	\$241,857.80	\$80,195.15	\$255,256.99	\$5.47	41,451.20
2025	Jul-25	41,461,700.00	41,461,700.00		\$39,346.72	\$30,441.24	\$0.65	1,436,166.67	\$255,662.59	\$57,408.09	\$294,493.71	\$6.90	41,461.70
	Aug-25	42,334,900.00	42,334,900.00		\$37,901.26	\$30,441.24	\$0.65	1,458,970.00	\$161,230.70	\$16,492.10	\$83,855.83	\$0.97	42,334.90
	Sep-25	43,039,000.00	43,039,000.00		\$37,405.61	\$30,441.24	\$0.65	1,460,000.00	\$355,241.20	\$83,696.67	\$355,163.02	\$9.76	43,039.00
	Oct-25	42,000,000.00	42,000,000.00		\$27,600.00	\$30,441.24	\$0.66	1,400,000.00	\$685,054.29	\$64,516.22	\$254,529.27	\$6.30	42,000.00
		573,463,000.00	574,918,000.00	\$516,116.70	\$417,855.38			\$6,851,708.28	\$1,831,608.56	\$6,439,898.19			

2025 GW Expense Budget Projection		GW Usage Charges	GW Buy-In	
	Jul-25	44,461,700.00	\$29,344.72	\$13,775.24
	Aug-25	42,304,900.00	\$27,921.23	\$13,775.24
	Sep-25	41,069,100.00	\$27,105.61	\$13,775.24
	Oct-25	42,000,000.00	\$27,600.00	\$13,775.24
	Nov-25	49,206,000.00	\$45,269.52	\$13,775.24
	Dec-25	43,070,000.00	\$39,624.40	\$13,775.24
Projected Usage 1	Jan-26	44,852,400.00	\$29,602.58	\$13,775.24
	Feb-26	39,649,900.00	\$26,168.93	\$13,775.24
	Mar-26	43,903,700.00	\$28,976.44	\$13,775.24
	Apr-26	41,438,100.00	\$27,331.85	\$13,775.24
	May-26	42,595,100.00	\$28,110.79	\$13,775.24
	Jun-26	44,461,700.00	\$29,344.72	\$13,775.24
				\$366,400.79
		Budget		Proj. Actual
		\$588,000		\$531,703.67
			Under/Over Budget:	\$56,296.33