

Beverly Hills Mutual Water Company

614 North Tejon Street
Colorado Springs, CO 80903

Annual Shareholders Meeting
Monday, March 8, 2021

Zoom Link:

<https://us02web.zoom.us/j/77778562490?pwd=bk1VekRVNUFoQ29ab2hob0d3NGV4Zz09>

Zoom Meeting Details

- Gene Crandall is inviting you to a scheduled Zoom meeting.
-
- Topic: Beverly Hills Mutual Water Annual Meeting
- Time: Mar 8, 2021 07:00 PM Mountain Time (US and Canada)
-
- Join Zoom Meeting
- <https://us02web.zoom.us/j/77778562490?pwd=bk1VekRVNUFoQ29ab2hob0d3NGV4Zz09>
-
- Meeting ID: 777 7856 2490
- Passcode: 606468
- One tap mobile
- +13462487799,,77778562490#,,,*606468# US (Houston)
- +16699009128,,77778562490#,,,*606468# US (San Jose)
-
- Dial by your location
 - +1 346 248 7799 US (Houston)
 - +1 669 900 9128 US (San Jose)
 - +1 253 215 8782 US (Tacoma)
 - +1 312 626 6799 US (Chicago)
 - +1 646 558 8656 US (New York)
 - +1 301 715 8592 US (Washington DC)
- Meeting ID: 777 7856 2490
- Passcode: 606468
- Find your local number: <https://us02web.zoom.us/u/kdz6WtaiCg>
-

Agenda

- Board introductions
- The basics – Beverly Hills Mutual Water Company 101
- Financials
- Significant activities this past year
- New business
- What lies ahead
- Election of one director
- Questions & Answers

Board of Directors (Term Ends)

Gene Crandall, President (2023)
7830 Coventry Drive
gmcrandall@aol.com

Mark Kennedy, Vice President (2024)
7903 Coventry Drive
cr4mark@q.com

Paul Harrison (2021)
7660 Saxeborough Drive
paulharrison688@msn.com

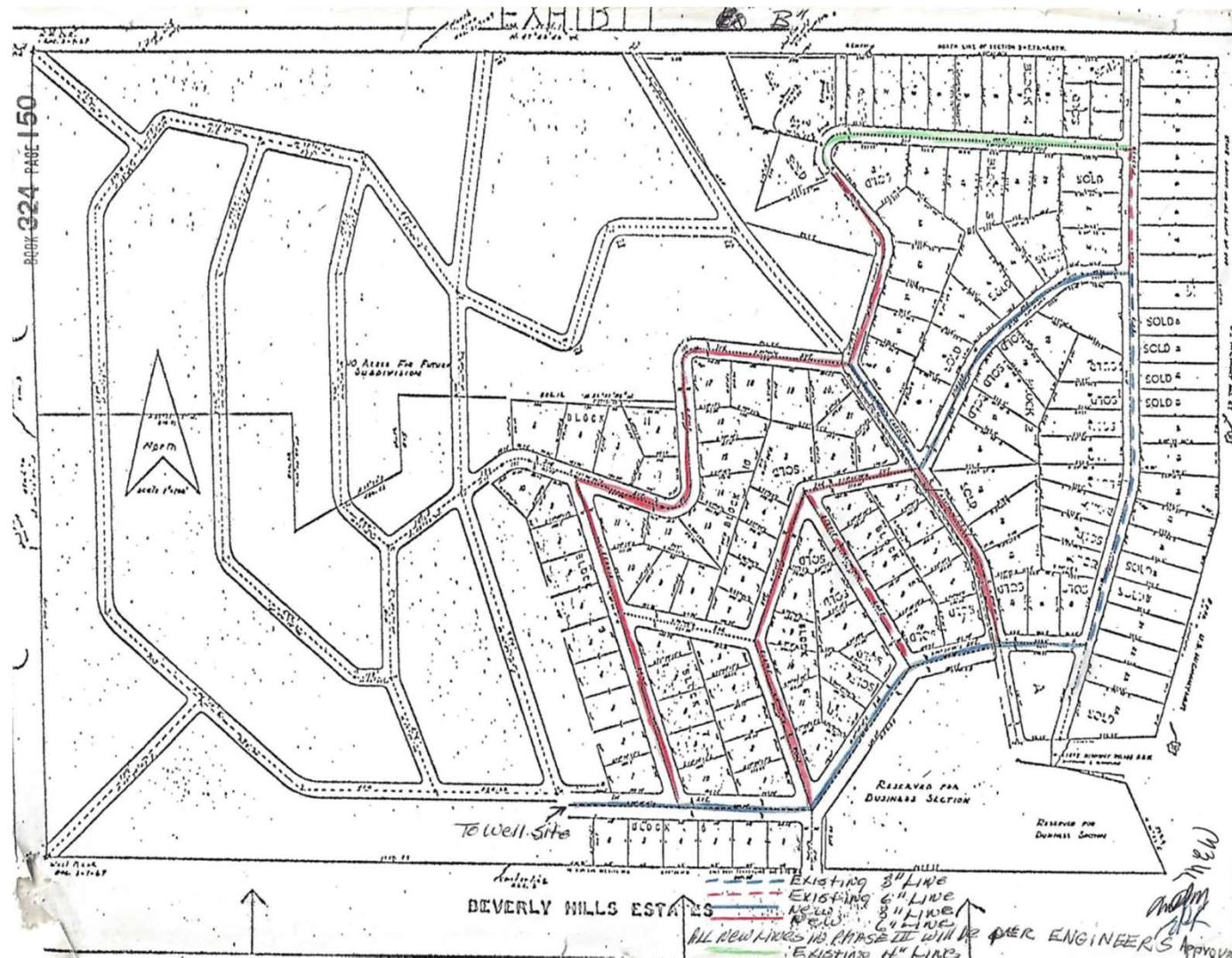
Orlando Zapata, Secretary (2025)
559 3rd Avenue
ojzapata@gmail.com

Mark McNary, Treasurer (2022)
7914 Saxeborough Drive
markmcnary5@gmail.com

Beverly Hills Mutual Water Company 101

- BHMWC is a private, 501c (12) non-profit company; each homeowner owns an equal share in the company
- It was founded by the developer of Beverly Hills Estates in 1957 to serve what was then a remotely located community
- We have no employees
- We are run by a volunteer board made up of community members
- Facilities operated by contractor – Colorado Water Well
- Billing handled by Walker Schooler District Managers
- 118 residential customers
- 1 non-residential customer (Fire House)

Historical Plan for Beverly Hills

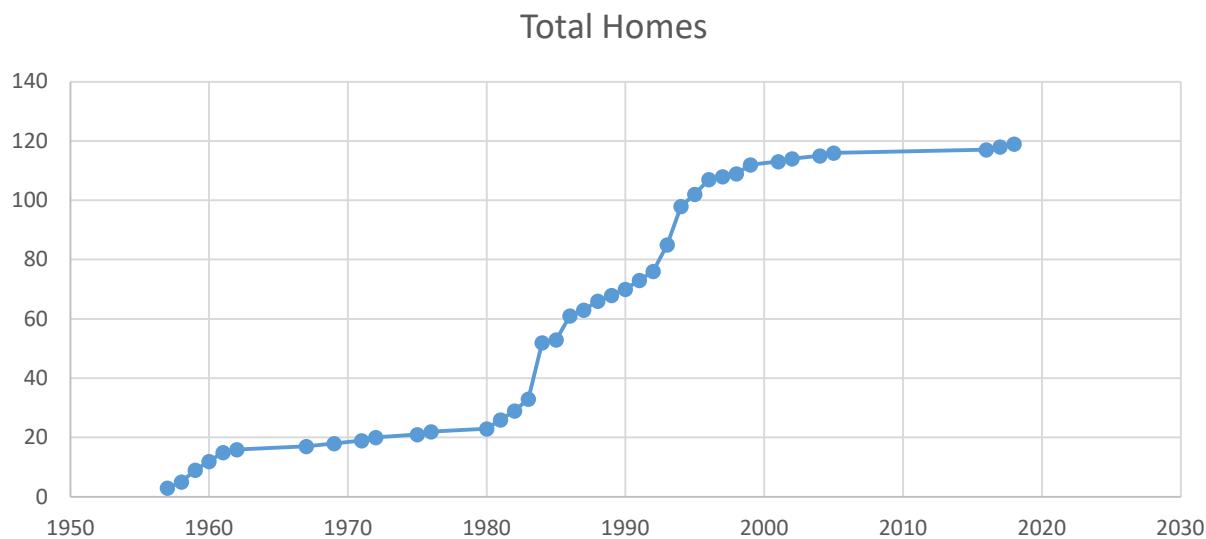


Beverly Hills Mutual Water Company

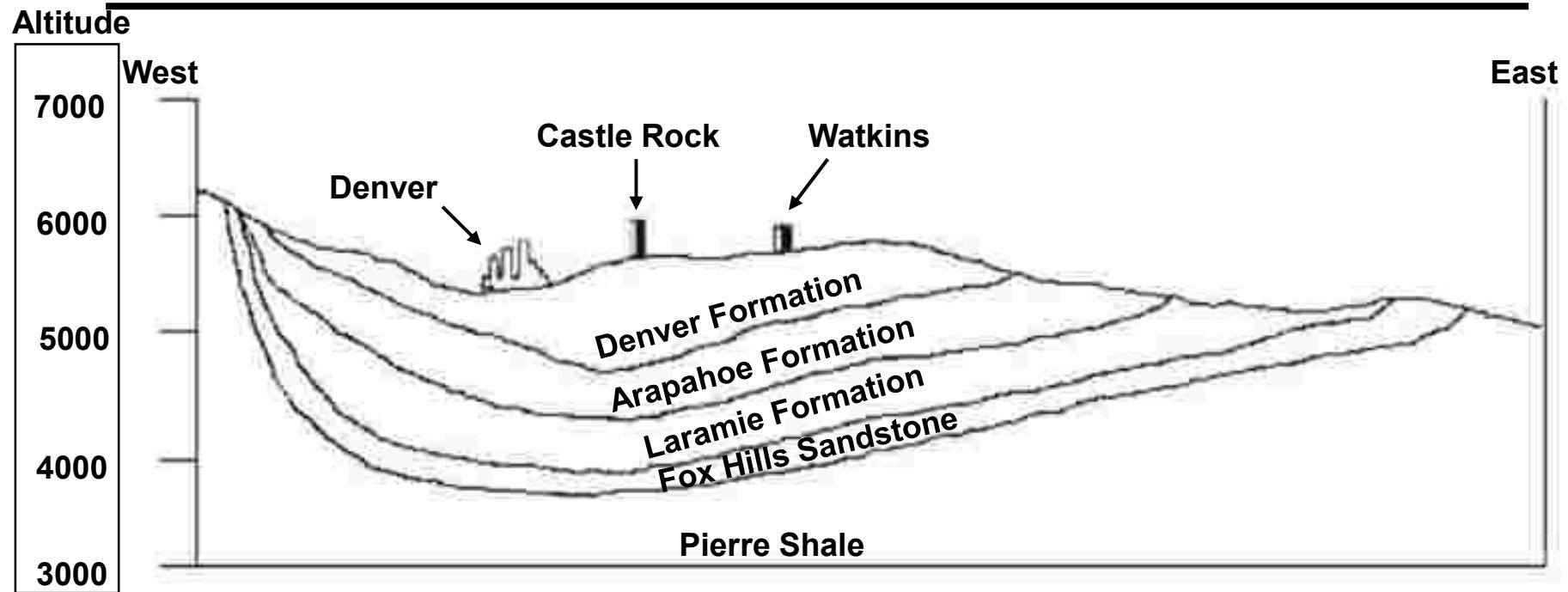
Historical Growth of the BHMWC

Year	Total Homes	Annual Homes	1st	2nd	3rd	Beverly	Carolyn	Castle Pines Parkway	Charter Oaks Drive	Coventry	Debbie	Saxeborough	Suffolk
1957	3	3				3							
1958	5	2		1		1							
1959	9	4				4							
1960	12	3				1	2						
1961	15	3			1	1					1		
1962	16	1			1								
1967	17	1									1		
1969	18	1		1									
1971	19	1		1									
1972	20	1				1							
1975	21	1		1									
1976	22	1			1								
1980	23	1									1		
1981	26	3								2			1
1982	29	3		1		1				1			
1983	33	4		2	1						1		
1984	52	19		1	4	1	4			6	1		2
1985	53	1								1	1	2	
1986	61	8		1	1	1		1					
1987	63	2		1			1						
1988	66	3			1	1	1						
1989	68	2								2			
1990	70	2							1	1			
1991	73	3		1						1		1	
1992	76	3		2								1	
1993	85	9	1				1				1	4	2
1994	98	13		2	1	2	3		1		1	2	1
1995	102	4		1	1							2	
1996	107	5		1		2						1	1
1997	108	1		1									
1998	109	1				1							
1999	112	3				2							1
2001	113	1									1		
2002	114	1				1							
2004	115	1											1
2005	116	1				1							
2016	117	1					1						
2017	118	1				1							
2018	119	1	1						2	15	7	15	9
Totals =			2	18	12	25	13	1	2	15	7	15	9
			119										

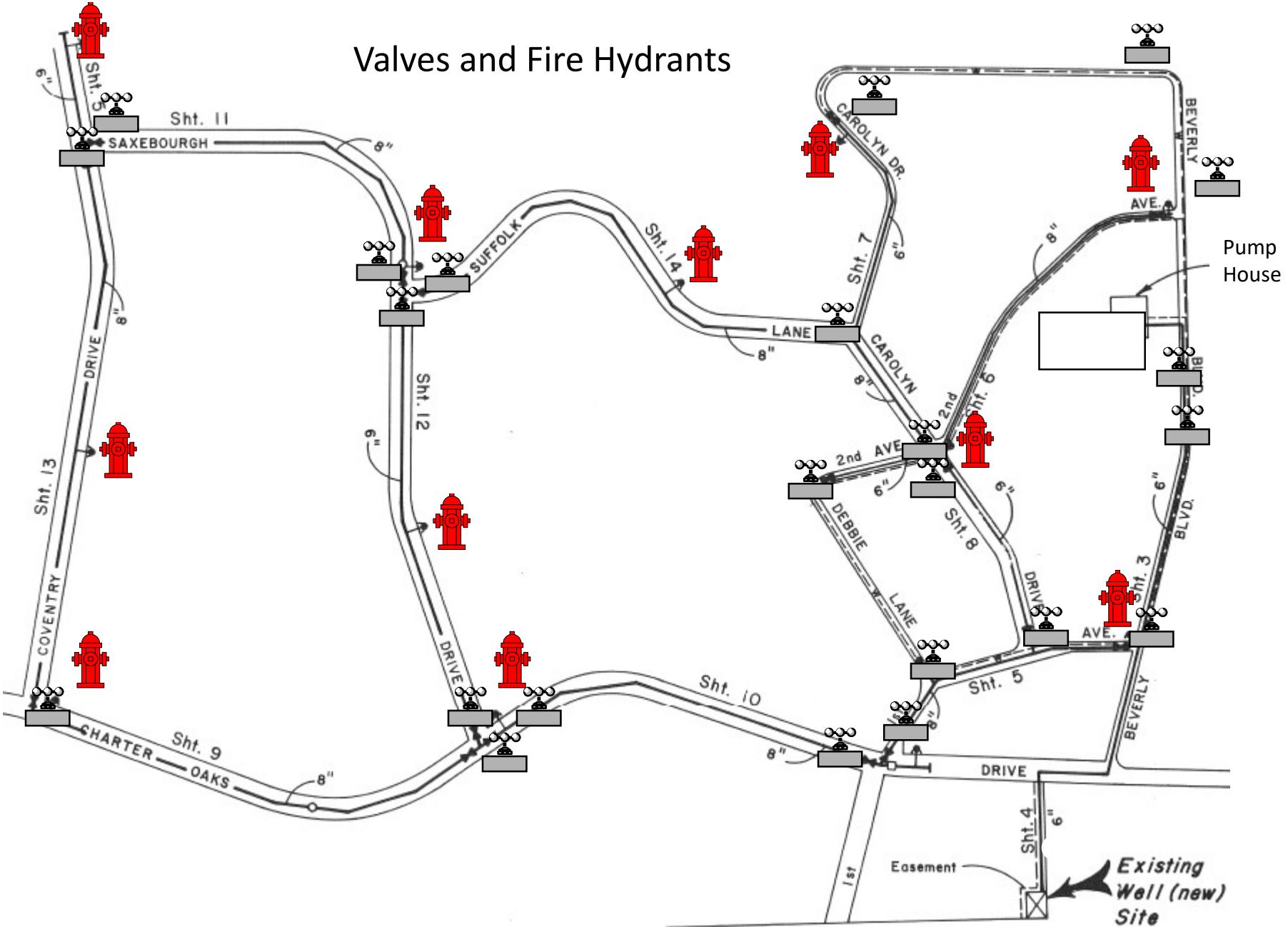
Home Construction Growth Curve



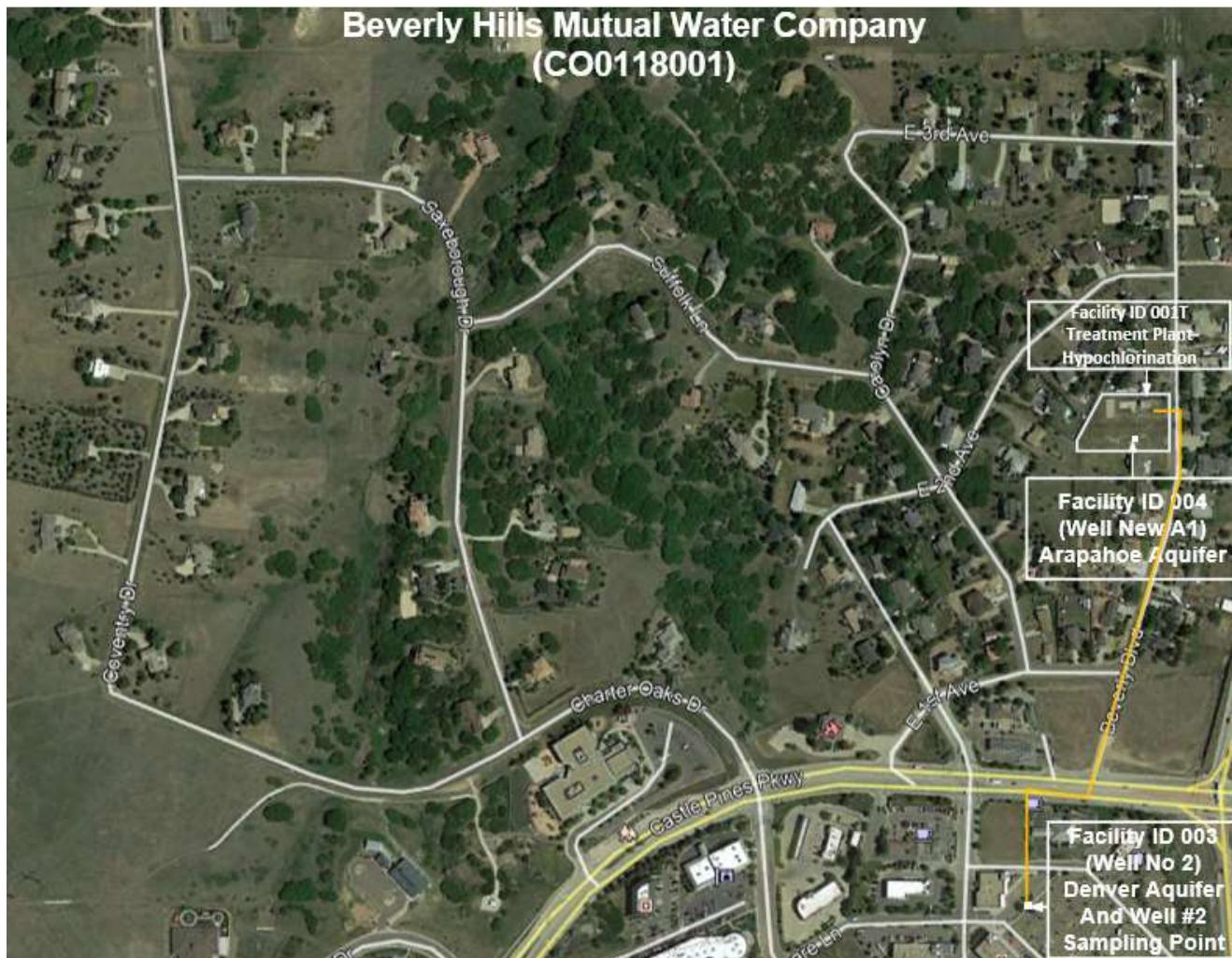
Denver Basin



Valves and Fire Hydrants



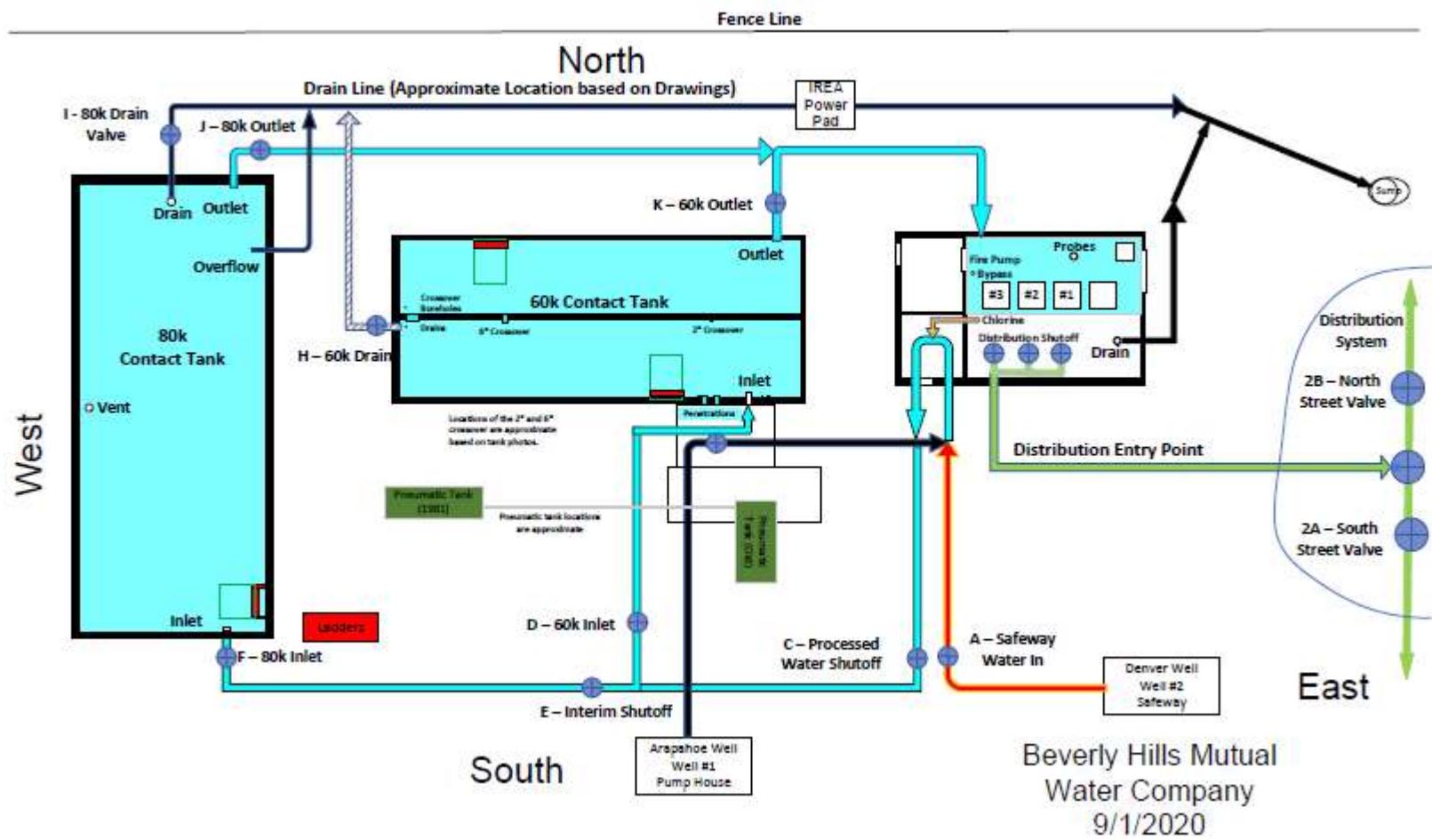
Booster Pump Station, Contact Tanks, Well #1 and Well #2 Locations



7801 Beverly Boulevard



Processing Flow



Wells and Water Rights

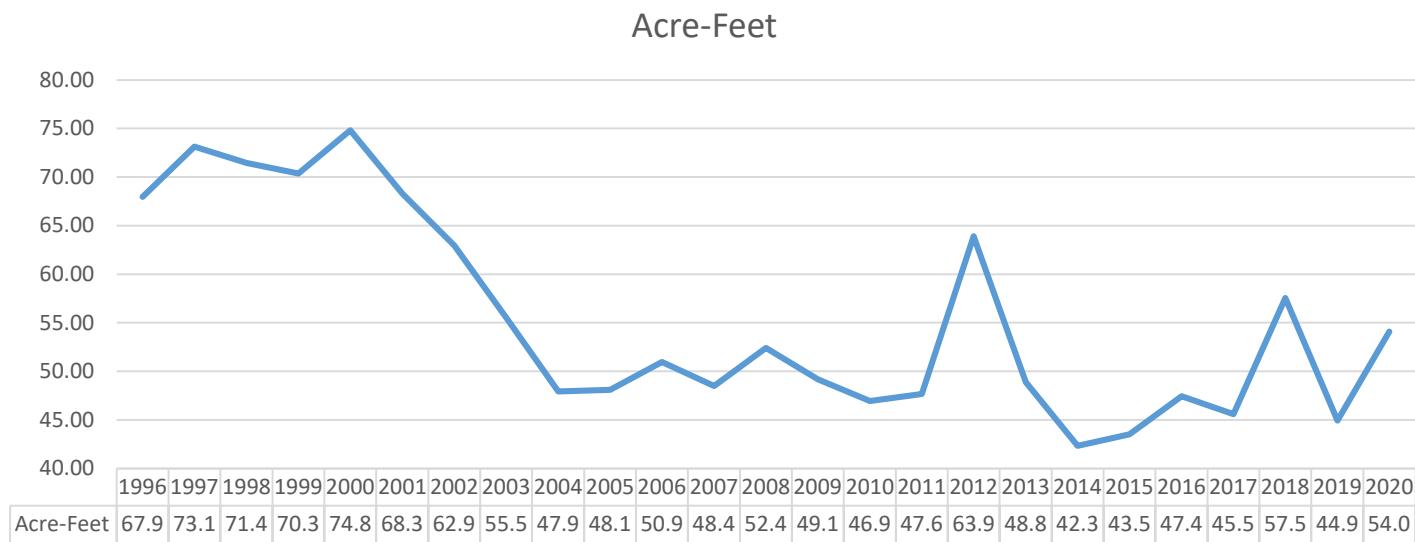
- Arapahoe Well (RF-7778)
 - Completed 2003
 - Depth = 2200 feet
 - Arapahoe Aquifer
 - 10 inches in diameter
 - Tested to 250 gpm
 - Permitted for 125 gpm
 - Old well = 60 gpm
 - Average usage = 120 gpm
 - Peak usage = 230 gpm (Total 141.14 acre feet)
- Denver (Safeway) Well (RF-7779)
 - Redrilled 1980
 - Depth = 1100 feet
 - Denver Aquifer
 - 8 5/8 inches in diameter
 - Tested to 150 gpm
 - Permitted for 125 gpm (Total 201 acre feet)

Combined not to exceed 260 acre feet

Water Usage

Year	7778-RF Arapahoe (Acre-Feet)	7779-RF Denver (Acre-Feet)	7778-F Arapahoe (Acre-Feet)	Acre-Feet	# Users	Average Gallons per Home per Month	Expenses	Cost per 1000 Gallons
1996		43.71	24.26	67.97	107	17,249		
1997		46.80	26.33	73.13	108	18,387		
1998		44.68	26.79	71.47	109	17,805		
1999		46.25	24.11	70.36	112	17,059		
2000		46.25	28.57	74.82	112	18,140	\$ 43,608	\$ 1.79
2001		43.40	24.90	68.30	113	16,413	\$ 54,702	\$ 2.46
2002		22.61	40.33	62.94	114	14,992	\$ 64,793	\$ 3.16
2003	9.84	25.19	20.50	55.53	114	13,227	\$ 70,782	\$ 3.91
2004	33.16	14.78		47.94	115	11,320	\$ 110,280	\$ 7.06
2005	32.12	15.99		48.11	116	11,262	\$ 71,032	\$ 4.53
2006	47.46	3.51		50.97	116	11,931	\$ 71,605	\$ 4.31
2007	3.10	45.38		48.48	116	11,349	\$ 74,592	\$ 4.72
2008	4.70	47.70		52.40	116	12,266	\$ 107,385	\$ 6.29
2009	22.11	27.06		49.17	116	11,510	\$ 140,813	\$ 8.79
2010	20.51	26.42		46.93	116	10,986	\$ 93,064	\$ 6.09
2011	14.84	32.84		47.68	116	11,161	\$ 86,724	\$ 5.58
2012	4.15	59.77		63.92	116	14,963	\$ 105,716	\$ 5.08
2013	9.96	38.92		48.88	116	11,442	\$ 104,088	\$ 6.54
2014	10.10	32.24		42.34	116	9,911	\$ 97,664	\$ 7.08
2015	10.80	32.72		43.52	116	10,188	\$ 94,888	\$ 6.69
2016	12.40	35.03		47.43	117	11,008	\$ 107,244	\$ 6.94
2017	11.48	34.10		45.58	118	10,489	\$ 143,229	\$ 9.64
2018	29.49	28.05		57.54	119	13,130	\$ 95,794	\$ 5.11
2019	22.72	22.22		44.93	119	10,253	\$ 80,271	\$ 5.48
2020	26.65	27.43		54.08	119	12,340	\$ 154,629	\$ 8.77

Water Usage Trend



FY 2020 Income Statement

Income Statement	1/31/2021	1/31/2020	1/31/2019	1/31/2018	1/31/2017	1/31/2016	1/31/2015	1/31/2014	1/31/2013
Revenue									
Residential	\$137,024	\$149,043	\$113,461	\$110,851	\$112,233	\$92,510	\$108,520	\$109,879	\$113,000
Commercial	\$0	673	1,050	980	840	8,820	1,117	1,005	1,065
Late Charges	\$700	1,290	770	650	950	1,020	1,180	1,070	1,020
Water Tap Fee			20,000	20,000	20,000				
Miscellaneous Income	\$1,234		1,284	7,258	1,371	1,738	1,982	789	150
Interest Income	\$4,606	4,567	768	786	683	648	606	688	774
Transfer Fees			75	400	225	200	125	175	125
Total Revenues	\$143,564	\$155,573	\$137,408	\$140,925	\$136,301	\$104,936	\$113,530	\$113,606	\$116,134
Expenses									
Accounting	\$415	\$7,375	\$11,949	\$14,064	\$11,470	\$8,875	\$10,179	\$10,625	\$10,499
Bank Charges	\$1,339	2,008	2,100	2,118	2,268	1,968	600	600	565
Consultant Fees				5,000				532	
Depreciation	\$29,328	29,000	35,895	38,406	38,406	38,406	37,522	31,981	28,784
Directors Fees							700	700	
Dues & Memberships	\$275	275	175	175	175	175	175	175	150
Engineering Fees							344	973	
Insurance	\$3,537	754	2,984	2,889	2,801	2,720	2,525	2,580	2,540
Inspection Fees			730	80					
Lawn Service						375	250	375	310
Legal Fees							315		
Meter Repairs		13	28	37,967					
Meter Reading	\$1,185	1,718	236	928	1,160	414	928	928	928
Office Expense	\$3,600	3,529	421	399	365	162	276	129	674
Postage	\$901	691	16						
Repair & Maintenance	\$50,897	42,620	16,220	20,925	28,290	22,614	19,138	30,072	37,865
State Health Lab Tests						744	5,273	5,389	5,603
Survey Fee			1,968	745					
Taxes & Licenses	\$150	301	152	150	250	150	150	150	150
Telephone	\$650	635	609	600	597	542	584	545	575
Utilities	\$30,808	20,351	21,327	18,726	21,462	17,742	18,159	18,850	17,073
Miscellaneous			984	58			13	16	
Total Expenses	\$123,086	\$109,271	\$95,794	\$143,229	\$107,244	\$94,888	\$97,664	\$104,088	\$105,716
Net Income	\$20,479	\$46,302	\$41,613	(\$2,304)	\$29,057	\$10,048	\$15,866	\$9,518	\$10,419

FY 2020 Balance Sheet

- Redacted from Web Version

Expense Summary

• Operations & Maintenance (75.8%)	\$117,285
• Utilities (16.2%)	\$25,102
• Billing/Banking expenses (3.8%)	\$5,812
• Insurance (2.4%)	\$3,646
• Meter Reading (0.8%)	\$1,293
• <u>Everything Else (1.0%)</u>	<u>\$1,491</u>
• Grand Total	\$154,629

- This is all expenses except for depreciation
- Everything else: telephone, taxes, licenses, dues/memberships

Operation & Maintenance Breakdown

• Colorado Water Well	\$68,985
• Tank Remediation	\$19,571
• Elite Pipe (Service line repairs)	\$15,800
• Remove/Reinstall Safeway Well	\$7,200
• <u>Everything Else</u>	<u>\$5,728</u>
• Grand Total	\$117,284

Colorado Water Well Breakdown

• Safeway Well Repair including Hardware	\$28,747
• Tank Remediation	\$21,756
• Periodic Service	\$5,916
• Flush Mains	\$4,345
• State Mandated Test Costs	\$3,078
• Sodium Hypochlorite	\$2,460
• Emergency Response	\$1,565
• <u>Miscellaneous Material</u>	<u>\$1,118</u>
• Total	\$68,985

Water Consumption

Month Ending	Acre-Feet Pumped	Gallons Pumped	Gallons Metered at Houses	Pumped Metered Gallons	Adjustment (See Notes)	Adjusted Pumped - "Metered" Gallons	% Adjusted "Metered"/Pumped	Days	Average Adjusted Unmetered per Day (Leakage)	Average Gallons Pumped per Day	Total Pumping Time (Hours) per Day @ 150gpm	Month	Days to Clear the Tanks (Effective)	
1/31/2020	1.69	550,100	498,264	51,836		51,836	9.4%	31	1672	17,745	2.0	January	6.48	
2/29/2020	1.59	516,600	469,347	47,253		47,253	9.1%	29	1629	17,814	2.0	February	6.45	
3/31/2020	1.86	607,000	556,590	50,410		50,410	8.3%	31	1626	19,581	2.2	March	5.87	
4/30/2020	2.59	844,500	797,975	46,525		46,525	5.5%	30	1551	28,150	3.1	April	4.08	
5/31/2020	6.36	2,072,900	1,890,277	182,623	83,500	99,123	4.8%	31	3198	66,868	7.4	May	1.72	
6/30/2020	8.17	2,662,400	2,533,227	129,173		129,173	4.9%	30	4306	88,747	9.9	June	1.30	
7/31/2020	9.20	2,997,300	2,846,089	151,211	3,400	147,811	4.9%	31	4768	96,687	10.7	July	1.19	
8/31/2020	10.01	3,263,000	3,072,516	190,484		190,484	5.8%	31	6145	105,258	11.7	August	1.09	
9/30/2020	7.02	2,286,400	2,012,349	274,051		274,051	12.0%	30	9135	76,213	8.5	September	1.51	
10/31/2020	5.08	1,655,200	1,289,470	365,730		365,730	22.1%	31	11798	53,394	5.9	October	2.15	
11/30/2020	2.90	946,200	547,503	398,697		398,697	42.1%	30	13290	31,540	3.5	November	3.64	
12/31/2020	3.04	991,400	545,533	445,867		445,867	45.0%	31	14383	31,981	3.6	December	3.59	
1/31/2021	1.77	578,200	533,480	44,720		44,720	7.7%	31	1443	18,652	2.1	January	6.16	
FY 2020		19,421,100	17,094,356	2,326,744	86,900	2,239,844	11.5%							

- Adjustments:
 - 83,500 gallons consumed while flushing the mains
 - 3,400 gallons consumed to clear mud from a culvert
 - 10/31 “Gallons Pumped” includes the 938,500 gallons from Castle Pines North Metro District

Water Comes from Both Wells



Eye On Water

- Every user can monitor water consumption via EyeOnWater.com or mobile App
- Every user can set an alarm and be notified if their meter detects a Leak
 - Default leak threshold is one gallon per hour (8,760 gallons per year)
- Several homeowners have detected leaks via the App
- Only 72 of 119 users have activated the App (~60%)
- As of 2/12/21 there are four active leaks
 - 1.2*, 1.6, 3.2*, 28.0 gallons per hour
 - * homes have Eye On Water Accounts
- Number of leaks increases to double digits in the summer due to sprinkler systems

Completed Activities

- Completed tank remediation required by the 2018 Sanitary Survey (Pending fire Pump install)
- Distribution maintenance (Kennedy/Crandall)
 - Raised manhole at Coventry/Charter Oaks
 - Raised hydrant shutoff on north Carolyn
 - Replaced valve top box at Saxeborough/Suffolk
- Drainage improvements at pump house
 - Douglas country regraded the drainage slope on 4 lots and replaced culverts
 - Rebuilt the rip rap at the sump exit to prevent erosion (Kennedy/Crandall)
- Replaced fluorescent lights in pump house with LED fixtures (Kennedy/Crandall)

Tank Remediation Process and Timeline

- 10/1-10/2: Turn off wells and drain down 80k tank, 60k tank and clear well through regular water consumption
- 10/2: Install Castle Pines North Metro District water connection (Consumed 938,500 gallons of CPNMD water)
- 10/3: Isolate pump house and tanks, then switch over to Castle Pines North Metro District water
- 10/3-10/14: Monitor CPNMD water consumption
- 10/4: Drain remaining water from tanks and clear well
- 10/5: Turn over system to Hunt Industrial Solutions
- 10/13: Tank refurbishment and cleaning complete
- 10/14: Refill 60k tank and clear well, shut down CPNMD connections, restart pump house distribution pumps

System Reliability

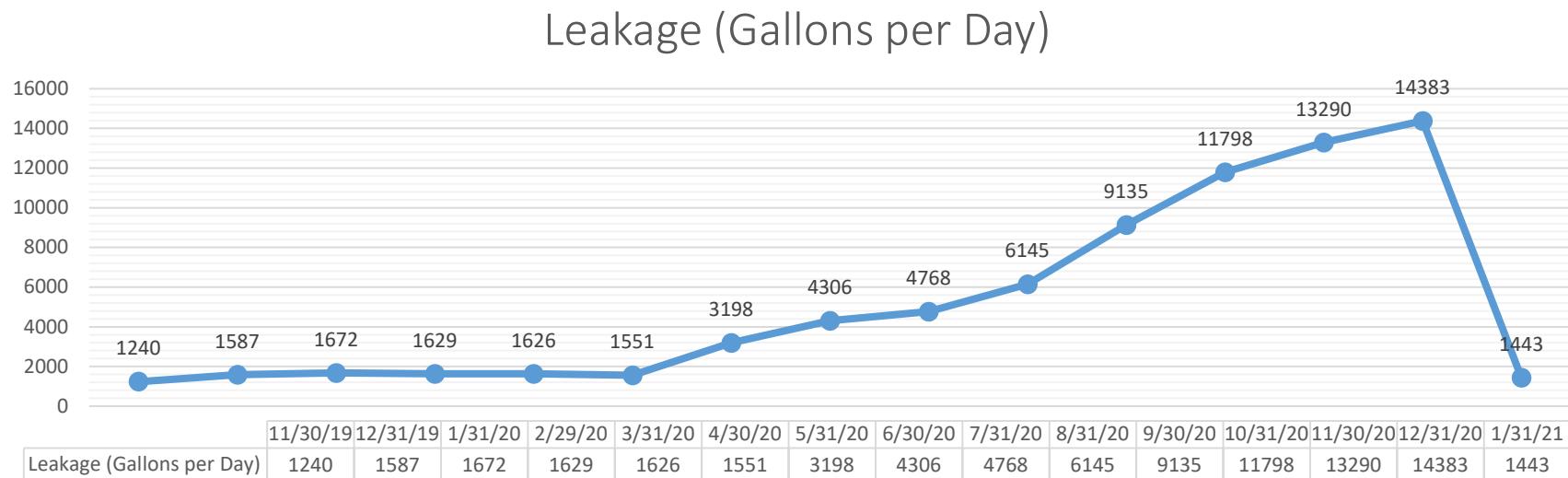
- Safeway well failed
- Two cellular endpoints failed
 - 454 Suffolk Lane, 631 3rd Avenue
 - Both replacements provided free under warranty
- Service line failures
 - 7651 Carolyn (Standing water on 1st Avenue)
 - 7665 Saxeborough (Water seeping at edge of road)
 - Both lines were poly pipe from the main to the pit

Safeway Well Failure

- Safeway pump failed September 6, 2020
 - This is why we have two wells to supply us water
 - Failure detected by “No Flow” warning from the metering system
- Hydro resources was able to pull the well 9/26/2020
 - Pump/motor failed
 - Three check valves required replacement
 - Several couplings required replacement
 - Power line required replacement (estimated 25-30 years old)
 - Replaced the air line
- Pump reinstalled 10/13/2020 after receipt of required parts

Water Leakage

- We meter water pumped from each well and all water delivered to users
- The difference between these two values is the leak rate
- 7665 Saxeborough leak repaired 12/29/20



Planned Activity – Hydrant Replacement

- We have received bids for the replacement of the two hydrants on Beverly Boulevard
 - 1957 Pacific States Hydrant – parts no longer available
 - 1959 Mueller standard hydrant – We cannot locate the hydrant isolation valve
- All other hydrants were installed in 1981
- Delayed this activity from 2020

Combined Radium-226/228 Testing

- Normally monitored every six years
- Our 2019 test showed a level of 6.0 pCi/L that is higher than the 5.5 pCi/L level defined by the state
- The State required us to test quarterly during 2020
- The average of four quarterly tests was within the required limits
- The State has placed us on a three year sampling schedule starting for the period from 1/1/23 - 12/31/25

Sample Date	Radium-226	Radium-228	Combined	Notes
10/1/2019	1.2	4.8	6.0	Failed the 5.5 limit
1/15/2020	1.2	0.7	1.9	Pass
4/5/2020	1.1	2.7	3.8	Pass
9/25/2020	2.1	3.5	5.6	Fail
11/1/2020	0.9	2.4	3.3	Pass
Quarterly Sample Average =	1.325	2.325	3.65	Pass

Major Infrastructure Risks

- Risks identified in 2019 Annual Meeting
 - Denver aquifer well (Safeway) – This well failed
 - Service line failures – Two failures in 2020
 - Combined Uranium level – Appears to be resolved
- Expect continued service line failures
- Valve functionality
 - Several valves do not work and prevent us from easily isolating parts of the system for system flushing
 - Need to prepare and execute a valve replacement plan
- All distribution pipelines were replaced during the 1980 system expansion except:
 - Beverly Boulevard
 - Debbie Lane
 - 3rd Avenue (including Beverly Blvd to 2nd Avenue and the northernmost part of Carolyn Drive)
 - No failures yet, but we believe this may be cast iron pipe.
- Arapahoe well pump has not been pulled since circa 2009 (Layne-Western arbitration incident)
- Each of these items represent a significant repair cost
- Current cash reserves would be stressed by a well failure which required redrilling and leave few additional funds in case of a second major need

How Clean is the Water?

- The system is operated in accordance with a Monitoring Plan filed with the state
- We pass state required tests for bacteria, heavy metals, nitrates and nitrites

Item	Frequency
Bac-T	Monthly
TTHMs and HAA5s	3 years
Lead and Copper	Annual
Nitrate	Annual
Fluoride	3 years
Inorganics Group	3 years
Synthetic Organics Group	3 years
Volatile Organics Group	3 years
Combined Radium	3 years
Combined Uranium	6 year
Gross Alpha, without Radon & Uranium	6 years
Nitrite	9 years

- Denver Basin is the source – water is high quality
- Source water is high in dissolved iron and manganese, resulting in occasional brown water
 - Periodic flushing decreases the problem
 - A system-wide filter would require an operator

Election of One Director

- Paul Harrison's term expires this year

Questions?
