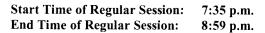
Reading Municipal Light Board of Commissioners

Regular Session 230 Ash Street Reading, MA 01867 August 31, 2011



Attendees:

Commissioners:

Richard Hahn, Chairman
Mary Ellen O'Neill, Secretary
Absent: Gina Snyder, Commissioner

Philip B. Pacino, Vice Chair
Robert Soli, Commissioner

Staff:

Vinnie Cameron, General Manager

Jeanne Foti, Executive Assistant

Jane Parenteau, Energy Services Manager

Kevin Sullivan, E&O Manager

<u>Citizens' Advisory Board</u> Tony Capobianco, Member

Chairman Hahn called the meeting to order and stated that the meeting of the Reading Municipal Light Department (RMLD) Board of Commissioners is being broadcast live at the RMLD's office at 230 Ash Street, Reading, MA. Live broadcasts are available only in Reading due to technology constraints. This meeting was video taped for distribution to the community television stations in North Reading, Wilmington and Lynnfield.

Opening Remarks/Approval of Meeting Agenda

Chairman Hahn reported that Commissioner Snyder will not be present at the meeting this evening, Commissioner O'Neill ill be the Secretary and Commissioner Pacino is en route.

Introductions

There were no members of the public present, and the CAB representative, Tony Capobianco had no report for the Board.

Approval of July 27, 2011 Board Minutes

Ms. O'Neill made a motion seconded by Mr. Soli to approve the Regular Session meeting minutes of July 27, 2011 with the change presented by Mr. Soli, on page three, to add "revenue per kilowatt hour" to the last sentence in the next to last paragraph.

Motion carried 3:0:0.

General Manager's Report - Mr. Cameron

Hurricane Irene

Mr. Cameron stated that the storm hit this weekend and he wanted to thank all the RMLD employees who worked diligently to reverse the effects of Hurricane Irene. There was quite a bit of damage in the service territory, Reading, North Reading, Wilmington and Lynnfield. Mr. Cameron reported that on Sunday, August 28 at 7:00 a.m. the crews had their first call and power was restored to all customers by Monday, August 29 at 11:00 p.m. The employees were out working on system issues during the storm. Mr. Cameron wanted to thank RMLD's customers who lost power for their patience during the storm.

Chairman Hahn echoed Mr. Cameron's comments because at least one utility, as noted on the 6:00 p.m. news, reported that 88,000 customers have been out for one to two days which is tough. Chairman Hahn thanked the staff at the RMLD for all their efforts during the storm.

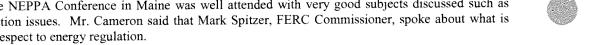
RMLD Employee LeeAnn Fratoni

Mr. Cameron said that RMLD employee LeeAnn Fratoni who worked as an Accounting Assistant in the Accounting Department at the RMLD passed away a few weeks ago. She had worked at the RMLD for ten years and was a loyal, dedicated employee whose passing greatly affected the RMLD staff. She was a well liked employee who will be missed.

General Manager's Report - Mr. Cameron

Northeast Public Power Association (NEPPA) Conference

Mr. Cameron reported that the NEPPA Conference in Maine was well attended with very good subjects discussed such as renewables and federal legislation issues. Mr. Cameron said that Mark Spitzer, FERC Commissioner, spoke about what is going on in Washington with respect to energy regulation.



Chairman Hahn pointed out that Commissioner Pacino had previously mentioned the review by the Accounting Board about a possible switch to the International Standards which may be imposed on utilities. Chairman Hahn said that there was a video distributed by the Chief Accountant at FERC who is opposing this because it would burden utilities with tremendous cost to convert their systems. Chairman Hahn commented that Mr. Pacino asked Mark Spitzer, who did not plan to talk about this, a question about this issue. Chairman Hahn stated that Mr. Spitzer was favorable towards Mr. Pacino's position on this issue. Chairman Hahn mentioned that Mr. Spitzer's remarks are refreshing.

Mr. Cameron added that NEPPA's Long Time Distinguished Service Award was presented to Commissioner Pacino. The award is reserved for commissioners who have served a long time on a municipal light board.

Mr. Soli reported on the following that was covered at the NEPPA Conference:

NEPPA's lobbyist in Washington, DC and the FERC Commissioner pointed out that Congress is the most dysfunctional they have ever seen and with that the greening of the energy field has virtually disappeared from the national scene. Coal is in favor. There are two new potential nuclear power plants underway; however, it is unlikely that there will be more due to the recent events in Japan and the uneconomical cost of building. Renewables are going to be hard to achieve except for solar on rooftops which has a huge potential. It was stated that the 25 year prediction for the decay of the utility infrastructure was related to the nation's low rate of underground wires. New York City's power is largely underground and, as a result, had very few power outages compared to other states during the recent hurricane. Underground sounds like a good thing. It was pointed out that the ISO structure is not really successful and is not achieving the ends the FERC wanted, however, there is no other structure to replace it.

Groton Electric Light Department presented its Smart Grid program which includes a staff of ten with five thousand residential customers. The smart meters afford them power outage indications, performing trouble-reporting, transformer sizing for the peaks, daily meter reading and peak delay. This has resulted in only one blown transformer for their July peak.

Mr. Pacino entered the meeting at this point.

Reading Fall Fair

Mr. Cameron reported that the Town of Reading Fall Fair will be on September 11 downtown. There will be a moment of silence in memory for the victims of 9/11.

RMLD Historic Calendars

Mr. Cameron said that the RMLD historic calendars are being worked on.

Mr. Pacino showed the NEPPA's Long Time Distinguished Award he received at the NEPPA Conference; he said that he was honored and thanked the Board and the voters in Reading for their support.

Ms. O'Neill thanked Mr. Soli for his report on the NEPPA Conference.

Chairman Hahn asked if the slide presentations shown at the NEPPA Conference are available. Mr. Cameron responded that he will check with NEPPA and ensure the presentations are on their website.

Preliminary Draft Financial Report - June, 2011 - Mr. Fournier (Attachment 1)

Mr. Fournier reported that the auditors from Melanson & Heath were at the RMLD the week of August 8. The draft numbers have not changed to date nor does he expect them to change.

Mr. Fournier stated that Change in Net Assets or Net Income was \$2,783,000 which represents 6.44% of RMLD's allowable 8% return. Kilowatt hours sales increased 25 million from last year or 3.63% at 709 million kilowatt hours. The Budget Variance report by divisions was over budget by \$1.8 million or 10% which is attributable to the increase in the pension contribution amount; \$100,000 was budgeted and \$1 million was transferred into this fund in June per Board vote.







Preliminary Draft Financial Report - June, 2011 - Mr. Fournier (Attachment 1)

Mr. Fournier reported that the soil remediation expense \$600,000 was budgeted and the actual cost for FY11 was \$1.4 willion. Melanson & Heath will make their formal presentation to the Audit Committee and to the Board in September.

Mr. Fournier addressed questions submitted by Commissioner O'Neill:

The budgeted amount for line labor expense (account 581-1) was \$377.306. The actual expense for FY11 was \$524,774 resulting in the line labor expenses being over budget by \$147,468. These labor costs represent weather related dead time, training, vacations, and sick time. Overhead labor is over budget due to the capital labor offset. Station Tech Budget is over budget by \$740,000 because of the Gaw Substation soil remediation project, which was budgeted to be \$600,000 but came in at \$1.4 million. General Manager's budget is over budget by \$128,000 due to the MMWEC arbitration. General Benefits pension contribution was budgeted to be \$100,000 but an additional \$1 million was transferred in June. The capital work overhead distribution credit came in at \$200,000 less than budgeted.

Mr. Fournier reported that the total cost of the Gaw soil remediation project which began in September 2009 is a little less than \$2.5 million. Mr. Fournier said that the rate surcharge instituted in FY11 for these costs has recovered \$607,000 to date.

The energy conservation charge started in October 2008 has collected \$1.475 million to date. The RMLD has spent \$1.3 million on energy conservation programs, which leaves a balance of \$171,000 at the beginning of FY12.

Chairman Hahn asked if the RMLD Board Audit Committee needs to meet with the Town of Reading Audit Committee in September. Mr. Pacino responded that the RMLD Board Audit Committee will meet with the Town of Reading Audit Committee at 6:30 p.m. prior to the September Board meeting.

Ms. O'Neill asked about the Purchase Power Capacity, how it is used and how the Board is kept informed of this. Mr. Cameron explained why the Purchased Power Adjustment Charge (PPAC) was calculated and went through how it adjusts for fluctuations in the Base Capacity costs. Mr. Cameron said that the PPAC is beneficial in that it keeps the RMLD from filing rate increases when there is an increase in the Base Capacity Costs.

Ir. Fournier said that he would have the draft July statement with the revenues to the Board tomorrow.

Power Supply Report - July, 2011- Ms. Parenteau (Attachment 2)

Ms. Parenteau reported on the Power Supply Report for July 2011.

Ms. Parenteau reported that RMLD's load for July was 75.1 million kilowatt hours, about a 3.7% decrease compared to July 2010. Energy costs were \$4.1 million, which is equivalent to \$.0550 per kilowatt hour. The July Fuel Charge was set at \$.0600/kWh. RMLD sales totaled approximately 67.5 million kilowatt hours and, as a result, the RMLD undercollected by \$160,000 resulting in a preliminary Deferred Fuel Cash Reserve balance of \$2.9 million, which takes into account the June accrual based on end of year financials.

In August, the Fuel Charge Adjustment was decreased by one half mill to \$.0550 per kilowatt hour and in September will be decreased \$.05 per kilowatt hour.

Ms. Parenteau reported that the RMLD purchased approximately 16.7% of its energy requirement from the ISO Spot Market at an average cost of \$.049/kWh. The RMLD hit a peak of 170.4 megawatts at 2:00 p.m. on July 22, 2011 with a temperature of 101 degrees as compared to a demand of 168 megawatts, which occurred on July 6, 2010 at 4:00 p.m. with a temperature 96 degrees. The RMLD's all time peak was 172.5 megawatts on August 2, 2006. The RMLD's monthly capacity requirement was 199.8 megawatts. The RMLD paid \$1.39 million for capacity, which is equivalent to \$7 per kilowatt-month.

Ms. Parenteau reported that transmission costs for July were \$855,000 a 15.4% increase from June 2011.

Discussion followed.

Engineering and Operations Report – July, 2011 - Mr. Sullivan (Attachment 3) Gaw Update

Mr. Sullivan reported on the Engineering and Operations Report for July 2011.

ir. Sullivan said that the Gaw Substation Transformer Upgrade project is complete. Mr. Sullivan stated that in October he will provide the Board with an update once the project is closed out and all billings have been received. Total soil remediation costs are at \$2.48 million.

Engineering and Operations Report – July, 2011 - Mr. Sullivan (Attachment 3) Gaw Update

Mr. Sullivan stated that for the meter upgrade project as of August 12, meters installed are 8,000.

Mr. Sullivan said that the variance report for fiscal year 2012, Project 2 – High Capacity Tie 4W18 and 3W8 Franklin Street – is being worked on and the crews have been working on routine construction. There were two new commercial services installed and 22-25 new residential services. A total of 21 new cutouts were installed.

Mr. Sullivan reported on the Reliability Report that the CAIDI number is down 11 minutes between June and July. The CAIDI rolling average is about the same at 49 minutes for the year. The average July CAIDI is 65 minutes. The RMLD is at 51 minutes, which is the lowest July CAIDI the RMLD has had in six years.

The System Average Interruption Frequency Index (SAIFI) is up from .78 to .91 incidents due to 300 more customers that were affected from the previous month for a total of 2,232 customers. The average July SAIFI is 1.05 incidents. The Months between Interruptions (MBTI) increased 26 to 27 months.

Mr. Sullivan reported that on July 21 to July 23 there were heat events and total faulted transformers for the month were nine and in August there were two.

Ms. O'Neill stated that she had she lost her power for three hours on August 2 during a violent storm late that afternoon. Ms. O'Neill asked if, after such an event, does the staff look at how it played out, could things have been done differently, what worked, what did not. Mr. Sullivan responded that there was a team meeting the morning after the outage where those issues were covered. Mr. Sullivan said that it was like a perfect storm because at 3:00 p.m. there was nothing on the radar to indicate violent weather so there was no one on standby. Mr. Sullivan explained that every day we consistently listen to the weather report. If there is any radar that indicates the need, storms crews will be held while being cognizant of fiscal responsibility. At 6:02 p.m. when the storm occurred there were 2 feeder outages, 5 area outages, 2 separate circuits out with 2,443 customers being affected. Crews were called in, and there were trees down. It was not a tree that caused the breaker to open, but a lightning strike on the circuit with concurrent damage on that circuit in Reading.

Discussion followed.

M.G.L. Chapter 30B Bid – Material (Attachment 4) 2012-01 Tree Trimming

Mr. Sullivan reported that this bid for tree trimming services was sent out to eight bidders with three responding. Mr. Sullivan added this is a three year bid; \$455,619 has been budgeted in fiscal year 2012. Chairman Hahn stated that the total amount of the bid is an estimate, but not a guarantee based on RMLD's need. Mr. Sullivan concurred but noted that the amount is based on history.

Discussion followed.

Ms. O'Neill made a motion seconded by Mr. Soli that bid 2012-01 for Tree Trimming Services be awarded to Asplundh Tree Expert Co. for \$1,216,145.88 as the lowest qualified bidder based on the recommendation of the General Manager.

Motion carried 4:0:0.

General Discussion

Chairman Hahn said that the General Manager (GM) Committee needs to conduct the annual performance review of the General Manager. Chairman Hahn asked that each commissioner fill out the GM evaluation form and return the completed form to him by September 9. He will collate the information in preparation for the GM Committee meeting on September 13.

Chairman Hahn stated that if the Executive Session minutes are the only item for Executive Session and that there are no changes to them, then the Board can approve such minutes in Regular Session. The Executive Session will continue to be posted in the event there are changes to the minutes. Chairman Hahn noted that this approach was recommended to him by Town Hall. The Board agreed to adopt this approach.

Chairman O'Neill requested that money be designated in the next budget for renovations to Station One which is on the National Historic Register. Mr. Cameron stated that this year's budget has \$75,000 for a structural study of that building. If it is to be refurbished it would be used for storage. Chairman O'Neill stated that she would like to have a lobby that would be opened for tours with educational history if possible.







General Discussion

Mr. Soli showed a book *Hot - Living Through The Next Fifty Years On Earth* authored by Mark Hertsgaard which he found the library. Mr. Soli said that due to the inattention of Congress to climate change, we will have stronger hurricanes and sinds as discussed in this book

Chairman Hahn said that the EPA passed the cross state air pollution rule on August 2, 2011 which requires fairly massive reductions in $S0_2$ and NOx emissions from coal plants in 28 states. Although Massachusetts is not one of those states those winds blow this way. Mr. Pacino added that the Republicans have this as one of the ten items to be repealed. Chairman Hahn commented that the predecessor rule was overturned in the courts.

BOARD MATERIAL AVAILABLE BUT NOT DISCUSSED Rate Comparisons, August 2011 E-Mail responses to Account Payable/Payroll Questions

Upcoming Meetings

RMLD Board Meetings

Wednesday, September 28, 2011 and Wednesday, October 26, 2011

RMLD Board Committee Meetings

Tuesday, September 13, 2011, General Manager Committee Wednesday, September 28, 2011 Audit Committee with the Town of Reading Audit Committee

Executive Session

At 8:35 p.m. Ms. O'Neill made a motion seconded by Mr. Pacino that the Board go into Executive Session to approve Executive Session meeting minutes of July 27, 2011, to discuss MMWEC Arbitration and return to Regular Session for adjournment.

Mr. Soli, Aye; Chairman Hahn, Aye; Ms. O'Neill, Aye; and Mr. Pacino, Aye. **lotion carried 4:0:0.**

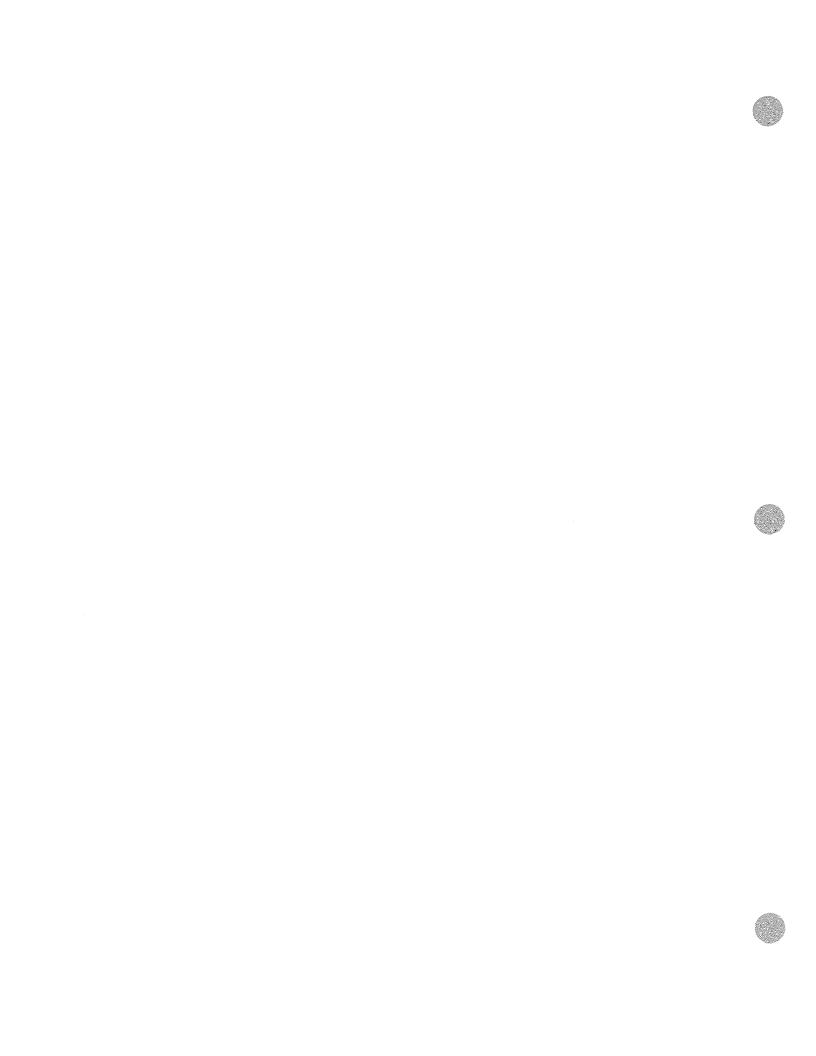
Adjournment

At 8:59 p.m. Mr. Pacino made a motion seconded by Ms. O'Neill to adjourn the Regular Session. **Motion carried 4:0:0.**

A true copy of the RMLD Board of Commissioners minutes as approved by a majority of the Commission.

Mary Ellen O'Neill, Secretary RMLD Board of Commissioners





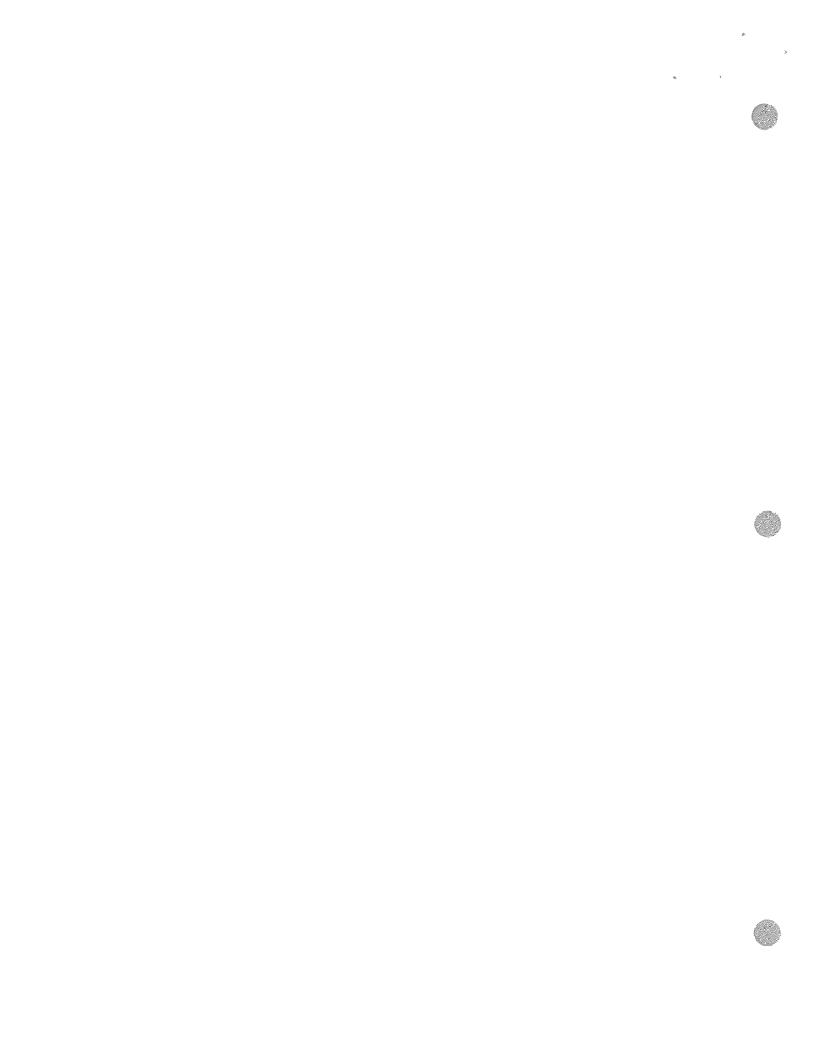
Dt: 8/12/11

To: RMLB, Vincent F. Cameron, Jr., Jeanne Foti

Fr: Bob Fournier Majalu

Sj: FY 11 Draft Financial Report

Attached are some draft figures for fiscal year ending June 30, 2011. The report includes pages 3A, 5 and 6 as well as the budget variance report.



TOWN OF READING, MASSACHUSETTS MUNICIPAL LIGHT DEPARTMENT

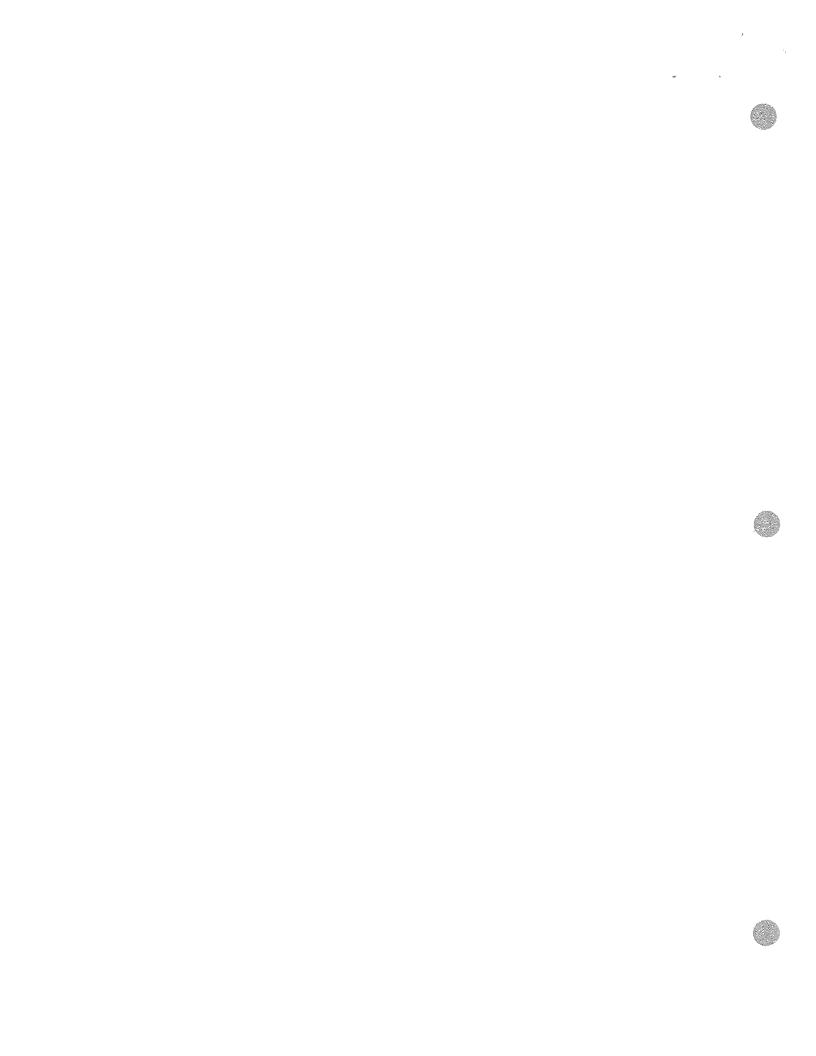
BUSINESS-TYPE PROPRIETARY FUND



STATEMENT OF REVENUES, EXPENSES AND CHANGES IN FUND NET ASSETS 6/30/11

| | ACTUAL YEAR TO DATE | BUDGET YEAR TO DATE | VARIANCE* | % CHANGE |
|-----------------------------------|------------------------|------------------------|----------------|-------------|
| OPERATING REVENUES: (SCH F P.11B) | TEAR TO DATE | IEAR IO DAIE | VARIANCE ^ | CHANGE |
| BASE REVENUE | 45,869,025.88 | 40,463,554.00 | 5,405,471.88 | 13.36% |
| FUEL REVENUE | 40,977,048.75 | 40,112,664.00 | 864,384.75 | 2.15% |
| PURCHASED POWER CAPACITY | 1,055,104.64 | 5,344,803.00 | (4,289,698.36) | -80.26% |
| FORFEITED DISCOUNTS | 1,012,284.31 | 870,360.00 | 141,924.31 | 16.31% |
| ENERGY CONSERVATION REVENUE | 500,567.71 | 533,228.00 | (32,660,29) | -6.13% |
| GAW REVENUE | 607,175.64 | 300,000.00 | 307,175.64 | 102.39% |
| PASNY CREDIT | (725,705,81) | (600,000,00) | (125,705,81) | 20.95% |
| TOTAL OPERATING REVENUES | 89,295,501.12 | 87,024,609.00 | 2,270,892.12 | 2.61% |
| OPERATING EXPENSES: (SCH G P.12A) | | | | |
| PURCHASED POWER BASE | 27,300,316.76 | 27,711,574.00 | (411,257.24) | -1.48% |
| PURCHASED POWER FUEL | 39,522,230.25 | 39,512,664.00 | 9,566.25 | 0.02% |
| OPERATING | 9,290,513.09 | 8,656,586.00 | 633,927.09 | 7.32% |
| MAINTENANCE | 4,047,792.77 | 3,095,161.00 | 952,631.77 | 30.78% |
| DEPRECIATION | 3,452,748.55 | 3,500,000.00 | (47,251.45) | -1.35% |
| VOLUNTARY PAYMENTS TO TOWNS | 1,330,070.00 | 1,320,000.00 | 10,070.00 | 0.76% |
| TOTAL OPERATING EXPENSES | 84,943,671.42 | 83,795,985.00 | 1,147,686.42 | 1.37% |
| OPERATING INCOME | 4,351,829.70 | 3,228,624.00 | 1,123,205.70 | 34.79% |
| NONOPERATING REVENUES (EXPENSES) | | | | |
| CONTRIBUTIONS IN AID OF CONST | 696,748.89 | 700,000.00 | (3,251.11) | -0.46% |
| RETURN ON INVESTMENT TO READING | (2,543,370.77) | (2,225,000.00) | (318,370.77) | 14.31% |
| INTEREST INCOME | 103,764.43 | 450,000.00 | (346,235.57) | -76.94% |
| INTEREST EXPENSE | (2,004.69) | (12,000.00) | 9,995.31 | -83.29% |
| OTHER (MDSE AND AMORT) | 176,750.30 | 120,000.00 | 56,750.30 | 47.29% |
| TOTAL NONOPERATING REV (EXP) | (1,568,111.84) | (967,000.00) | (601,111.84) | 62.16% |
| CHANGE IN NET ASSETS | 2,783,717.86 | 2,261,624.00 | 522,093.86 | 23.08% |
| NET ASSETS AT BEGINNING OF YEAR | 90,819,864.61 | 88,039,716.12 | 2,780,148.49 | 3.16% |
| NET ASSETS AT END OF JUNE | 93,603,582.47 | 90,301,340.12 | 3,302,242.35 | 3.66% |
| | | | | |

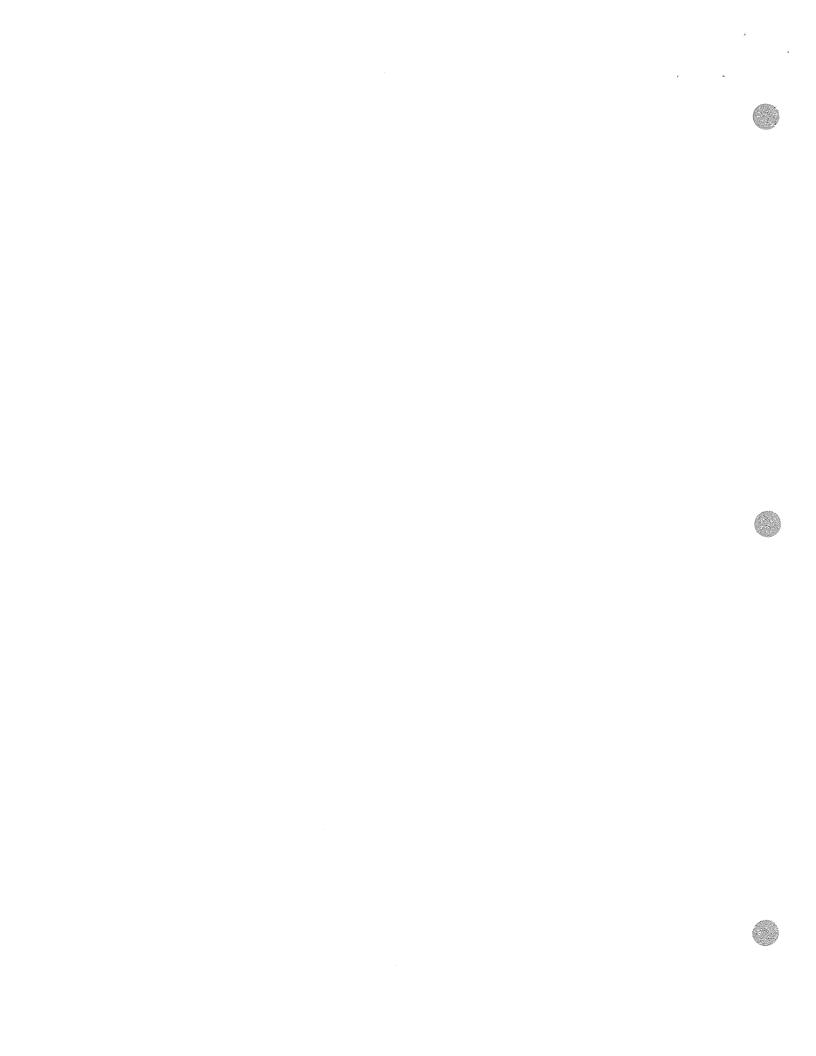
^{* () =} ACTUAL UNDER BUDGET



TOWN OF READING, MASSACHUSETTS MUNICIPAL LIGHT DEPARTMENT SALES OF KILOWATT HOURS 6/30/11

DRAFT

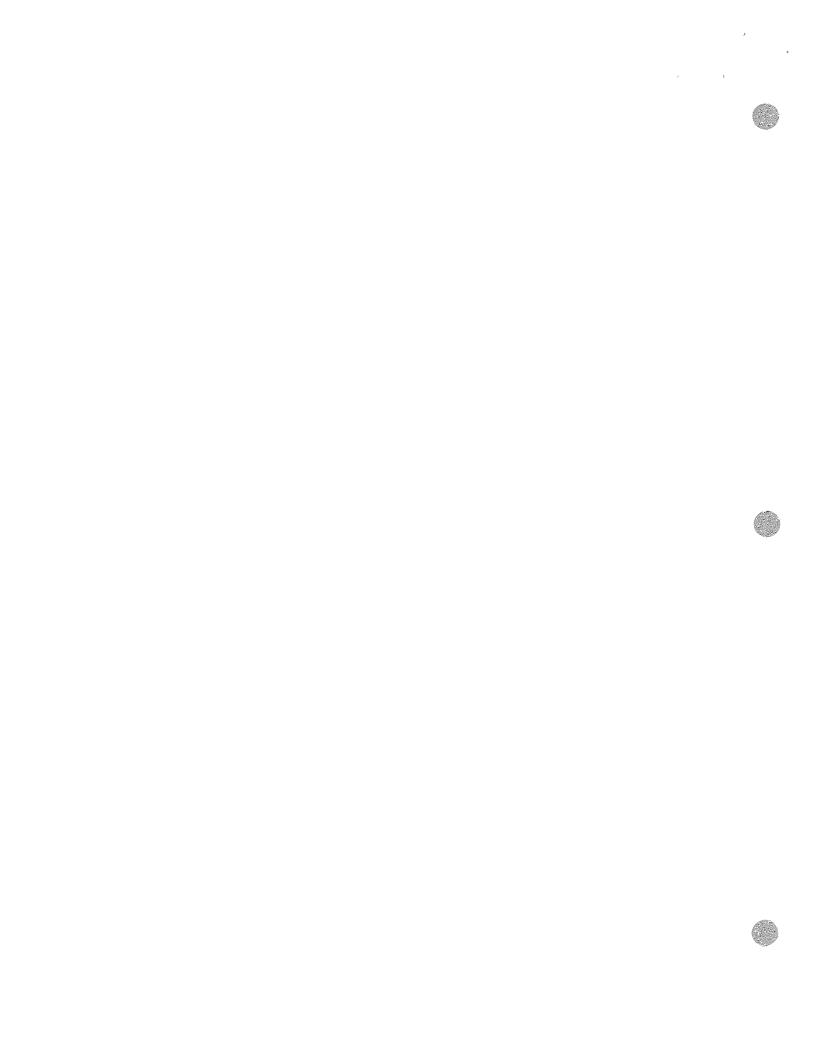
| SALES OF ELECTRICITY: | MONTH LAST YEAR | MONTH CURRENT YEAR | LAST YEAR TO DATE | CURRENT YEAR TO DATE | YTD % CHANGE |
|--|------------------------------------|------------------------------------|---------------------------------------|---------------------------------------|-------------------------|
| RESIDENTIAL SALES COMM. AND INDUSTRIAL SALES PRIVATE STREET LIGHTING | 20,229,374 36,210,648 70,918 | 20,315,820 34,806,223 72,739 | 246,312,681 406,009,794 852,109 | 260,162,737 416,495,791 865,495 | 5.62% 2.58% 1.57% |
| TOTAL PRIVATE CONSUMERS | 56,510,940 | 55,194,782 | 653,174,584 | 677,524,023 | 3.73% |
| MUNICIPAL SALES: | | | | | |
| STREET LIGHTING MUNICIPAL BUILDINGS | 238,853 760,181 | 239,052 791,409 | 2,852,096 9,840,718 | 2,866,675 9,929,182 | 0.51% 0.90% |
| TOTAL MUNICIPAL CONSUMERS | 999,034 | 1,030,461 | 12,692,814 | 12,795,857 | 0.81% |
| SALES FOR RESALE | 844,455 | 1,111,696 | 3,819,995 | 4,284,194 | 12.15% |
| SCHOOL | 1,260,882 | 1,254,086 | 14,703,446 | 14,609,587 | -0.64% |
| TOTAL KILOWATT HOURS SOLD | 59,615,311 | 58,591,025 | 684,390,839 | 709,213,661 | 3.63% |



DRAFT

TOWN OF READING, MASSACHUSETTS MUNICIPAL LIGHT DEPARTMENT KILOWATT HOURS SOLD BY TOWN 6/30/11

| | | TOTAL | READING | LYNNFIELD | NO.READING | WILMINGTON |
|----------------------|------------------|-------------|-------------|------------|-------------|-------------|
| MONTH | | | | | | |
| | DECEDENTAL | 20 215 820 | 6 030 006 | 2 200 100 | 4 072 745 | 6 700 000 |
| | RESIDENTIAL | 20,315,820 | 6,030,986 | 3,308,199 | 4,273,745 | 6,702,890 |
| | COMM & IND | 34,806,223 | 3,385,727 | 270,268 | 5,407,651 | 25,742,577 |
| | PVT ST LIGHTS | 72,739 | 14,081 | 1,360 | 21,400 | 35,898 |
| | PUB ST LIGHTS | 239,052 | 80,436 | 32,437 | 39,880 | 86,299 |
| | MUNI BLDGS | 791,409 | 171,732 | 132,433 | 175,132 | 312,112 |
| | SALES/RESALE | 1,111,696 | 1,111,696 | 0 | 0 | 0 |
| | SCHOOL | 1,254,086 | 449,748 | 283,443 | 167,480 | 353,415 |
| | TOTAL | 58,591,025 | 11,244,406 | 4,028,140 | 10,085,288 | 33,233,191 |
| שמא מאשר האחדי | | | | | | |
| YEAR TO DATE | | | | | | |
| | RESIDENTIAL | 260,162,737 | 81,452,319 | 36,936,826 | 60,316,437 | 81,457,155 |
| | COMM & IND | 416,495,791 | 50,979,171 | 3,349,856 | 63,219,153 | 298,947,611 |
| | PVT ST LIGHTS | 865,495 | 168,210 | 16,320 | 253,889 | 427,076 |
| | | | | | · · | |
| | PUB ST LIGHTS | 2,866,675 | 965,232 | 389,396 | 477,047 | 1,035,000 |
| | MUNI BLDGS | 9,929,182 | 2,659,252 | 1,714,484 | 1,993,058 | 3,562,388 |
| | SALES/RESALE | 4,284,194 | 4,284,194 | 0 | 0 | 0 |
| | SCHOOL | 14,609,587 | 5,179,566 | 3,119,600 | 1,924,520 | 4,385,901 |
| | TOTAL | 709,213,661 | 145,687,944 | 45,526,482 | 128,184,104 | 389,815,131 |
| | | | | | | |
| LAST YEAR TO DATE | | | | | | |
| | DECIDENTAL | 246 212 601 | 76 060 044 | 25 001 422 | E 6 700 0E0 | 77 476 045 |
| | RESIDENTIAL | 246,312,681 | 76,962,044 | 35,091,433 | 56,782,959 | 77,476,245 |
| | COMM & IND | 406,009,794 | 49,569,109 | 3,259,045 | 63,231,077 | 289,950,563 |
| | PVT ST LIGHTS | 852,109 | 167,216 | 16,320 | 251,340 | 417,233 |
| | PUB ST LIGHTS | 2,852,096 | 949,067 | 393,426 | 476,295 | 1,033,308 |
| | MUNI BLDGS | 9,840,718 | 2,626,968 | 1,667,323 | 1,868,046 | 3,678,381 |
| | SALES/RESALE | 3,819,995 | 3,819,995 | 0 | 0 | 0 |
| | SCHOOL | 14,703,446 | 5,348,733 | 3,017,443 | 1,913,160 | 4,424,110 |
| | TOTAL | 684,390,839 | 139,443,132 | 43,444,990 | 124,522,877 | 376,979,840 |
| | | | | | | |
| KILOWATT HOUR | RS SOLD TO TOTAL | | | | | |
| | | TOTAL | READING | LYNNFIELD | NO.READING | WILMINGTON |
| MONTH | | | | | | |
| | RESIDENTIAL | 34.67% | 10.29% | 5.65% | 7.29% | 11.44% |
| | COMM & IND | 59.41% | 5.78% | 0.46% | 9.23% | 43.94% |
| | PVT ST LIGHTS | 0.12% | 0.02% | 0.00% | 0.04% | 0.06% |
| | PUB ST LIGHTS | 0.41% | 0.14% | 0.06% | 0.07% | 0.14% |
| | MUNI BLDGS | 1.35% | 0.29% | 0.23% | 0.30% | 0.53% |
| | SALES/RESALE | 1.90% | 1.90% | 0.00% | 0.00% | 0.00% |
| | SCHOOL | | | | | |
| | SCHOOL | 2.14% | 0.77% | 0.48% | 0.29% | 0.60% |
| | TOTAL | 100.00% | 19.19% | 6.88% | 17.22% | 56.71% |
| YEAR TO DATE | | | | | | |
| | | | | | | |
| | RESIDENTIAL | 36.68% | 11.48% | 5.21% | 8.50% | 11.49% |
| | COMM & IND | 58.73% | 7.19% | 0.47% | 8.91% | 42 . 16% |
| | PVT ST LIGHTS | 0.12% | 0.02% | 0.00% | 0.04% | 0.06% |
| | PUB ST LIGHTS | 0.41% | 0.14% | 0.05% | 0.07% | 0.15% |
| | MUNI BLDGS | 1.40% | 0.37% | 0.24% | 0.28% | 0.13% |
| | SALES/RESALE | 0.60% | | 0.00% | 0.00% | 0.00% |
| | • | | 0.60% | | | |
| | SCHOOL | 2.06% | 0.73% | 0.44% | 0.27% | 0.62% |
| | TOTAL | 100.00% | 20.53% | 6.41% | 18.07% | 54.99% |
| LAST YEAR | | | | | | |
| TO DATE | | | | | | |
| | RESIDENTIAL | 35.99% | 11.25% | 5.13% | 8.30% | 11.31% |
| | COMM & IND | 59.32% | 7.24% | 0.48% | 9.24% | 42.36% |
| | PVT ST LIGHTS | 0.12% | 0.02% | 0.00% | 0.04% | 0.06% |
| | PUB ST LIGHTS | 0.42% | 0.14% | 0.06% | 0.07% | 0.15% |
| 150 | | | | | | |
| | MUNI BLDGS | 1.44% | 0.38% | 0.24% | 0.27% | 0.55% |
| | SALES/RESALE | 0.56% | 0.56% | 0.00% | 0.00% | 0.00% |
| | SCHOOL | 2.15% | 0.78% | 0.44% | 0.28% | 0.65% |
| | TOTAL | 100.00% | 20.37% | 6.35% | 18.20% | 55.08% |
| | | | | | | |

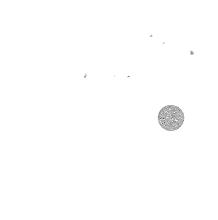


RMLD BUDGET VARIANCE REPORT FOR PERIOD ENDING JUNE 30, 2011

DRAFT

| | DIVISIONS AND DEPARTMENTS | ACTUAL | BUDGET | VARIANCE | CHANGE |
|------|---|------------------|------------|-----------------|---------|
| | | | | | |
| | ENGINEERING AND OPERATIONS: | | | | |
| | E&O MGR | 199,902 | 202,420 | (2,519) | -1.24% |
| | ENGINEERING | 474,229 | 457,828 | 16,401 | 3.58% |
| | LINE | 2,400,522 | 1,989,601 | 410,921 | 20.65% |
| | METER READING | 72,072 | 64,358 | 7,714 | 11.99% |
| | METER TECHNICIANS | 310,116 | 483,021 | (172,905) | -35.80% |
| | STATION OP | 55 5,86 8 | 511,643 | 44,225 | 8.64% |
| | STATION TECHS | 1,626,260 | 885,279 | 740,981 | 83.70% |
| | | | | | 00 740 |
| | DIVISION TOTAL | 5,638,968 | 4,594,149 | 1,044,819 | 22.74% |
| | | | | | |
| | | | | | |
| | ENERGY SERVICES DIVISION TOTAL | 1,130,883 | 1,235,006 | (104,123) | -8.43% |
| | | | | | |
| | | | | | |
| | CENEDAL MANACED. | | | | |
| | GENERAL MANAGER: | 494,156 | 365,328 | 128,828 | 35.26% |
| | GENERAL MANAGER | 126,322 | 204,964 | (78,642) | -38.37% |
| | HUMAN RESOURCES | | 175,712 | (31,307) | -17.82% |
| | COMMUNITY RELATIONS | 144,405 | | (10,401) | -69.34% |
| | CAB | 4,599 | 15,000 | | |
| | BOARD | 3,664 | 7,500 | (3,836) | -51.14% |
| | DIVISION TOTAL | 773,146 | 768,504 | 4,642 | 0.60% |
| | DIVISION TOTAL | 770,140 | | | |
| | | | | | |
| | | | | | |
| | FACILITY MANAGER: | | | | |
| | GENERAL BENEFITS | 3,037,176 | 2,053,915 | 983,261 | 47.87% |
| | | 635,989 | 696,532 | (60,543) | -8.69% |
| | BUILDING MAINTENANCE MATERIALS MANAGEMENT | 334,149 | 348,615 | (14,466) | -4.15% |
| | MATERIALS MANAGEMENT | 334,143 | 540,015 | (2-1, 2-1) | 2.20 |
| | DIVISION TOTAL | 4,007,315 | 3,099,063 | 908,252 | 29.31% |
| | | | | | |
| | | | | | |
| | | | | | |
| | BUSINESS DIVISION: | | | | |
| | ACCOUNTING | 728,412 | 768,852 | (40,440) | -5.26% |
| | CUSTOMER SERVICE | 460,004 | 662,549 | (202,545) | -30.57% |
| | MIS | 564,420 | 584,983 | (20,564) | -3.52% |
| | MISCELLANEOUS DEDUCTIONS | 7,363,361 | 7,095,617 | 267,744 | 3.77% |
| | MISCELLANEOUS DEDUCTIONS | 7,303,301 | ,,000,02. | | |
| | DIVISION TOTAL | 9,116,197 | 9,112,001 | 4,195 | 0.05% |
| | | | | | |
| | | | | | |
| | | | 10 000 500 | 1 055 505 | 0.000 |
| | DIVISION TOTALS | 20,666,508 | 18,808,723 | 1,857,785 | 9.88% |
| | | | | | |
| | | | | | |
| | PURCHASED POWER - BASE | 27,300,317 | 27,711,574 | (411,257) | -1.48% |
| 1000 | LONGINGUE LONGIC DENDE | ,, | | , , , , , , , , | |
| | | | | | |
| | PURCHASED POWER - FUEL | 39,522,230 | 39,512,664 | 9,566 | 0.02% |
| | | | | | |
| | | | | | |
| | TOTAL | 87,489,055 | 86,032,961 | 1,456,094 | 1.69% |
| | | | | | |









Dt: 9/1/11

To: RMLB, Vincent F. Cameron, Jr., Jeanne Foti

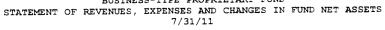
Fr: Bob Fournier // 19/1/4 -

Sj: Partial July 2011 Financial Report

Attached are some partial figures for the month of July, 2011. The report contains revenues (pages 11-11B), expenses (pages 12-12B), kwh (pages 5-6), change in net assets (pages 3-3A) as well as the budget variance report. Once the auditors have finalized the figures for FY11, I will issue the complete June and July financial reports.

A copy has been placed in your mail slots.

TOWN OF READING, MASSACHUSETTS MUNICIPAL LIGHT DEPARTMENT BUSINESS-TYPE PROPRIETARY FUND



| | MONTH LAST YEAR | MONTH CURRENT YEAR | LAST YEAR TO DATE | CURRENT YEAR TO DATE | YTD % CHANGE |
|----------------------------------|--------------------|-----------------------------|-----------------------|-------------------------|-----------------|
| OPERATING REVENUES: (SCH D P.11) | | | | | |
| BASE REVENUE | 4,089,625.76 | 4,371,583.69 | 4,089,625.76 | 4,371,583.69 | 6.89% |
| FUEL REVENUE | 3,536,618.90 | 4,049,745.45 | 3,536,618.90 | 4,049,745.45 | 14.51% |
| PURCHASED POWER CAPACITY | 521,369.06 | (12,824.73) | 521,369.06 | (12,824.73) | -102.46% |
| FORFEITED DISCOUNTS | 81,584.76 | 68,144.18 | 81,584.76 | 68,144.18 | -16.47% |
| ENERGY CONSERVATION REVENUE | 56,716.31 | 46,563.18 | 56,716.31 | 46,563.18 | -17.90% |
| GAW REVENUE | 0.00 | 67,510.59 | 0.00 | 67,510.59 | 100.00% |
| PASNY CREDIT | (98,501.74) | (79,163,65) | (98,501 74) | (79.163.65) | -19.63% |
| TOTAL OPERATING REVENUES | 8,187,413.05 | 8,511,558.71 | 8,187,413.05 | 8,511,558.71 | 3.96% |
| OPERATING EXPENSES: (SCH E P.12) | | | | | |
| | 2,473,863.86 | 2,249,492.04 | 2,473,863.86 | 2,249,492.04 | -9.07% |
| PURCHASED POWER BASE | 4,555,108.56 | 4,131,396.83 | 4,555,108.56 | 4,131,396.83 | -9.30% |
| PURCHASED POWER FUEL | 738,893.66 | 719,532.80 | 738,893.66 | 719,532.80 | -2.62% |
| OPERATING MAINTENANCE | 204,731.25 | 123,703.06 | 204,731.25 | 123,703.06 | -39.58% |
| DEPRECIATION | 287,729.05 | 296,027.47 | 287,729.05 | 296,027.47 | 2.88% |
| VOLUNTARY PAYMENTS TO TOWNS | 110,000.00 | 113,000.00 | 110,000.00 | 113,000.00 | 2.73% |
| VOLUNTARI PAIMENTS TO TOWNS | 110,000.00 | | | | |
| TOTAL OPERATING EXPENSES | 8,370,326.38 | 7,633,152.20 | 8,370,326. 3 8 | 7,633,152.20 | -8.81% |
| OPERATING INCOME | (182,913.33) | 878,406.51 | (182,913.33) | 878,406.51 | -580.23% |
| | | | | | |
| NONOPERATING REVENUES (EXPENSES) | | | | | |
| CONTRIBUTIONS IN AID OF CONST | 5,136.00 | 120.00 | 5,136.00 | 120.00 | -97.66% |
| RETURN ON INVESTMENT TO READING | (180,990.00) | (185,000.00) | (180,990.00) | (185,000.00) | 2.22% |
| INTEREST INCOME | 27,361.01 | 2,478.89 | 27,361.01 | 2,478.89 | -90.94% |
| INTEREST EXPENSE | (1,017.12) | (503.71) | (1,017.12) | (503.71) | -50.48% |
| OTHER (MDSE AND AMORT) | 2,371.00 | 2,363.00 | 2,371.00 | 2,363.00 | -0.34% |
| TOTAL NONOPERATING REV (EXP) | (147,139.11) | (180,541.82) | (147,139.11) | (180,541.82) | 22.70% |
| CHANGE IN NET ASSETS | (330,052.44) | 697,86 4 .6 <u>9</u> | (330,052.44) | 697,864.69 | -311.44% |

NET ASSETS AT BEGINNING OF YEAR

NET ASSETS AT END OF JULY



3.16%

4.34%

90,819,864.61

91,517,729.30

88,039,716.12

87,709,663.68

TOWN OF READING, MASSACHUSETTS MUNICIPAL LIGHT DEPARTMENT BUSINESS-TYPE PROPRIETARY FUND STATEMENT OF REVENUES, EXPENSES AND CHANGES IN FUND NET ASSETS 7/31/11

| | ACTUAL YEAR TO DATE | BUDGET YEAR TO DATE | VARIANCE* | % CHANGE |
|-----------------------------------|------------------------|------------------------|--------------|-------------|
| OPERATING REVENUES: (SCH F P.11B) | | | | |
| BASE REVENUE | 4,371,583.69 | 4,827,095.00 | (455,511,31) | -9,44% |
| FUEL REVENUE | 4,049,745.45 | 4,199,855.00 | (150,109.55) | -3.57% |
| PURCHASED POWER CAPACITY | (12,824.73) | (13,879.00) | 1,054.27 | -7.60% |
| FORFEITED DISCOUNTS | 68,144.18 | 106,196.00 | (38,051.82) | -35.83% |
| ENERGY CONSERVATION REVENUE | 46,563.18 | 54,133.00 | (7.569.82) | -13.98% |
| GAW REVENUE | 67,510.59 | 57,813.00 | 9,697.59 | 16.77% |
| PASNY CREDIT | (70.161.65) | (50,000,00) | (25),162.65) | 58.33% |
| TOTAL OPERATING REVENUES | 8,511,558.71 | 9,181,213.00 | (669,654.29) | -7.29₺ |
| OPERATING EXPENSES: (SCH G P.12A) | | | | |
| PURCHASED POWER BASE | 2,249,492.04 | 2,532,930.00 | (283,437.96) | -11.19% |
| PURCHASED POWER FUEL | 4,131,396.83 | 4,062,679.00 | 68,717.83 | 1.69% |
| OPERATING | 719,532.80 | 802,885.00 | (83,352.20) | -10.38% |
| MAINTENANCE | 123,703.06 | 240,346.00 | (116,642.94) | -48.53% |
| DEPRECIATION | 296,027.47 | 300,000.00 | (3,972.53) | -1.32% |
| VOLUNTARY PAYMENTS TO TOWNS | 113,000.00 | 113,000.00 | 0.00 | 0.00% |
| TOTAL OPERATING EXPENSES | 7,633,152.20 | 8,051,840.00 | (418,687.80) | -5.20% |
| OPERATING INCOME | 878,406.51 | 1,129,373.00 | (250,966.49) | -22.22% |
| NONOPERATING REVENUES (EXPENSES) | | | | |
| CONTRIBUTIONS IN AID OF CONST | 120.00 | 100,000.00 | (99,880,00) | -99.88% |
| RETURN ON INVESTMENT TO READING | (185,000.00) | (185,000.00) | 0.00 | 0.00% |
| INTEREST INCOME | 2,478.89 | 15,000.00 | (12,521.11) | -83.47% |
| INTEREST EXPENSE | (503.71) | (500.00) | (3.71) | 0.74% |
| OTHER (MDSE AND AMORT) | 2,363.00 | 10,000.00 | (7,637.00) | -76.37% |
| TOTAL NONOPERATING REV (EXP) | (180,541.82) | (60,500.00) | (120,041.82) | 198.42% |
| | | | | |
| CHANGE IN NET ASSETS | 697,864.69 | 1,068,873.00 | (371,008.31) | -34.71% |
| NET ASSETS AT BEGINNING OF YEAR | 90,819,864.61 | 88,039,716.12 | 2,780,148.49 | 3.16% |
| NET ASSETS AT END OF JULY | 91,517,729.30 | 89,108,589.12 | 2,409,140.18 | 2.70% |
| | | | | |

^{* () =} ACTUAL UNDER BUDGET

TOWN OF READING, MASSACHUSETTS MUNICIPAL LIGHT DEPARTMENT SALES OF KILOWATT HOURS 7/31/11

| SALES OF ELECTRICITY: | MONTH LAST YEAR | MONTH CURRENT YEAR | LAST YEAR TO DATE | CURRENT YEAR TO DATE | YTD % CHANGE |
|--|------------------------------------|------------------------------------|------------------------------------|------------------------------------|----------------------------|
| RESIDENTIAL SALES COMM. AND INDUSTRIAL SALES PRIVATE STREET LIGHTING | 28,885,270 40,640,024 71,334 | 25,536,085 39,366,541 72,799 | 28,885,270 40,640,024 71,334 | 25,536,085 39,366,541 72,799 | -11.59% -3.13% 2.05% |
| TOTAL PRIVATE CONSUMERS | 69,596,628 | 64,975,425 | 69,596,628 | 64,975,425 | -6.64% |
| MUNICIPAL SALES: | | | | | |
| STREET LIGHTING MUNICIPAL BUILDINGS | 238,853 876,548 | 239,052 886,552 | 238,853 876,548 | 239,052 886,552 | 0.08% 1.14% |
| TOTAL MUNICIPAL CONSUMERS | 1,115,401 | 1,125,604 | 1,115,401 | 1,125,604 | 0.91% |
| SALES FOR RESALE | 417,106 | 356,634 | 417,106 | 356,634 | -14.50% |
| SCHOOL | 1,047,792 | 1,041,725 | 1,047,792 | 1,041,725 | -0,58% |
| TOTAL KILOWATT HOURS SOLD | 72,176,927 | 67,499,388 | 72,176,927 | 67,499,388 | -6.48% |



TOWN OF READING, MASSACHUSETTS MUNICIPAL LIGHT DEPARTMENT KILOWATT HOURS SOLD BY TOWN 7/31/11

| | | | | | | 1.777 1.473.40TO.31 |
|----------------------|--|--|---|---|---|---|
| MONTH | | TOTAL | READING | LYNNFIELD | NO.READING | WILMINGTON |
| | | 05 506 005 | 5 251 461 | 4 160 050 | E 200 712 | 0 675 050 |
| | RESIDENTIAL | 25,536,085 | 7,371,461 | 4,168,852 | 5,320,713 | 8,675,059 |
| | COMM & IND | 39,366,541 | 4,977,741 | 298,689 | 6,252,375 | 27,837,736 |
| | PVT ST LIGHTS | 72,799 | 14,081 | 1,360 | 21,288 | 36,070 |
| | PUB ST LIGHTS | 239,052 | 80,436 | 32,437 | 39,880 | 86,299 |
| | MUNI BLDGS | 886,552 | 193,086 | 148,401 | 190,622 | 354,443 |
| | SALES/RESALE SCHOOL | 356,634 1,041,725 | 356,634 377,823 | 0 241,402 | 0 130,960 | 0 291,540 |
| | SCROOL | 1,041,725 | 3,7,023 | | | *************************************** |
| | TOTAL | 67,499,388 | 13,371,262 | 4,891,141 | 11,955,838 | 37,281,147 |
| YEAR TO DATE | | | | | | |
| | | 05 506 005 | n nn 401 | 4 1CE 8E2 | E 200 712 | 0 675 050 |
| | RESIDENTIAL | 25,536,085 | 7,371,461 | 4,168,852 | 5,320,713 | 8,675,059 |
| | COMM & IND | 39,366,541 | 4,977,741 | 298,689 | 6,252,375 | 27,837,736 |
| | PVT ST LIGHTS | 72,799 | 14,081 | 1,360 | 21,288 | 36,070 |
| | PUB ST LIGHTS | 239,052 | 80,436 | 32,437 | 39,880 | 86,299 |
| | MUNI BLDGS | 886,552 | 193,086 | 148,401 | 190,622 | 354,443 |
| | SALES/RESALE | 356,634 | 356,634 | 0 | 0 | 0 |
| | SCHOOL | 1,041,725 | 377,823 | 241,402 | 130,960 | 291,540 |
| | TOTAL | 67,499,388 | 13,371,262 | 4,891,141 | 11,955,838 | 37,281,147 |
| | | | | | | |
| LAST YEAR TO DATE | | | | | | |
| | RESIDENTIAL | 28,885,270 | 8,333,546 | 4,783,835 | 5,619,786 | 10,148,103 |
| | | 40,640,024 | 5,082,057 | 317,749 | 6,253,831 | 28,986,387 |
| ATTENDA | COMM & IND | | 13,867 | 1,360 | 20,858 | 35,249 |
| • | PVT ST LIGHTS | 71,334 | | | | 86,171 |
| | PUB ST LIGHTS | 238,853 | 80,436 | 32,589 | 39,657 | |
| Sept. | MUNI BLDGS | 876,548 | 218,438 | 156,764 | 198,562 | 302,784 |
| | SALES/RESALE | 417,106 | 417,106 | 0 | 0 | 0 |
| | SCHOOL | 1,047,792 | 398,520 | 243,077 | 145,600 | 260,595 |
| | moma r | 72,176,927 | 14,543,970 | 5,535,374 | 12,278,294 | 39,819,289 |
| | TOTAL | 72,176,927 | 14,343,970 | | 12/2/0/27 | |
| KII OMY MAI MOIL | | 72,116,921 | 14,543,910 | | 12,2,0,2,7 | |
| KILOWATT HOUR | RS SOLD TO TOTAL | | | | | |
| | | 72,176,927 TOTAL | READING | LYNNFIELD | NO.READING | WILMINGTON |
| KILOWATT HOUR | RS SOLD TO TOTAL | TOTAL | READING | LYNNFIELD | NO.READING | WILMINGTON |
| | RS SOLD TO TOTAL | TOTAL 37.83% | READING | LYNNFIELD 6.18% | NO.READING | WILMINGTON |
| | RESIDENTIAL COMM & IND | TOTAL 37.83% 58.33% | READING 10.92% 7.37% | LYNNFIELD 6.18% 0.44% | NO.READING 7.88% 9.26% | WILMINGTON 12.85% 41.26% |
| | RESIDENTIAL COMM & IND PVT ST LIGHTS | TOTAL 37.83% 58.33% 0.11% | READING 10.92% 7.37% 0.02% | LYNNFIELD 6.18% 0.44% 0.00% | NO.READING 7.88% 9.26% 0.03% | WILMINGTON 12.85% 41.26% 0.06% |
| | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS | TOTAL 37.83% 58.33% 0.11% 0.35% | READING 10.92% 7.37% 0.02% 0.12% | LYNNFIELD 6.18% 0.44% 0.00% 0.05% | NO.READING 7.88% 9.26% 0.03% 0.06% | WILMINGTON 12.85% 41.26% 0.06% 0.12% |
| | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% | READING 10.92% 7.37% 0.02% 0.12% 0.29% | LYNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% | NO.READING 7.88% 9.26% 0.03% 0.06% 0.28% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% |
| | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS | TOTAL 37.83% 58.33% 0.11% 0.35% | READING 10.92% 7.37% 0.02% 0.12% | LYNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% | NO.READING 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% |
| | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% | READING 10.92% 7.37% 0.02% 0.12% 0.29% | LYNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% | NO.READING 7.88% 9.26% 0.03% 0.06% 0.28% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% |
| | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% | LYNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% | NO.READING 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% |
| | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% | LYNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% | NO.READING 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% |
| MONTH | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% | LYNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% | NO.READING 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% |
| MONTH | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% | LYNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% | NO.READING 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% |
| MONTH | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LICHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% | LYNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% | NO.READING 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% |
| MONTH | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% | LYNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% | NO.READING 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% |
| MONTH | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LICHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% | LYNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% | NO.READING 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% 0.12% |
| MONTH | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% | LYNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% | NO.READING 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% |
| MONTH | RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 37.83% 58.33% 0.11% 0.35% 1.31% | READING 10.92% 7.37% 0.02% 0.12% 0.53% 0.56% 19.81% 10.92% 7.37% 0.02% 0.12% | 14NNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% 0.05% | NO.READING 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% 0.12% |
| MONTH | RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 37.83% 58.33% 0.11% 0.35% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.92% 7.37% 0.02% 0.12% 0.29% | 14NNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% 0.05% 0.02% | 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% 0.12% 0.052% |
| MONTH | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 37.83% 58.33% 0.11% 0.35% 1.31% 0.35% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.92% 7.37% 0.02% 0.12% 0.12% 0.29% 0.53% | 14NNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% 0.05% 0.02% 0.00% | 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 17.70% 7.88% 9.26% 0.03% 0.06% 0.28% 0.03% 0.06% | ### WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% 0.12% 0.052% 0.00% |
| MONTH | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% | 1.YNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.05% 0.22% 0.00% 0.36% | 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 7.88% 9.26% 0.03% 0.06% 0.28% 0.06% | ### WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% |
| MONTH YEAR TO DATE | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% | 1.YNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.05% 0.22% 0.00% 0.36% | 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 7.88% 9.26% 0.03% 0.06% 0.28% 0.06% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% |
| MONTH YEAR TO DATE | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% | 1.YNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.05% 0.22% 0.00% 0.36% | 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 7.88% 9.26% 0.03% 0.06% 0.28% 0.06% | ### WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% |
| MONTH YEAR TO DATE | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% | 1.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% | 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% | WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% |
| MONTH YEAR TO DATE | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.92% 7.37% 0.02% 0.12% 0.12% 0.29% 0.53% 0.56% 19.81% | 14NNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.05% 0.22% 0.00% 0.36% | 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% 7.88% 9.26% 0.03% 0.06% 0.28% 0.03% 0.06% 0.19% | ### WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% |
| MONTH YEAR TO DATE | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.92% 7.37% 0.02% 0.12% 0.12% 0.53% 0.56% 19.81% | 1.YNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% 0.05% 0.02% 0.00% 0.36% 7.25% 5.81% 0.48% 0.00% | 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% 7.88% 9.26% 0.03% 0.06% 0.28% 0.03% 0.06% 0.19% | ### WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 11.74% 43.49% 0.06% |
| MONTH YEAR TO DATE | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS PUB ST LIGHTS PUB ST LIGHTS | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% | 1.YNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 5.81% 0.48% 0.00% 0.00% 0.05% | 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% 7.88% 9.26% 0.03% 0.06% 0.28% 0.019% 17.70% 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% | ### WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 11.74% 43.49% 0.06% 0.14% |
| MONTH YEAR TO DATE | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS PUB ST LIGHTS MUNI BLDGS | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% | 1.YNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% 0.05% 0.02% 0.00% 0.36% 7.25% 5.81% 0.48% 0.00% 0.05% 0.24% | 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% 7.88% 9.26% 0.03% 0.06% 0.28% 0.019% 17.70% | ### WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 11.74% 43.49% 0.06% 0.14% 0.53% |
| MONTH YEAR TO DATE | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SUB ST LIGHTS MUNI BLDGS SALES/RESALE | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 35.25% 60.82% 0.11% 0.39% 1.36% 0.45% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.54% 7.50% 0.02% 0.13% 0.02% 0.13% 0.02% 0.13% 0.32% 0.45% | 1.YNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 5.81% 0.48% 0.00% 0.05% 0.24% 0.00% | 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% 7.16% 9.35% 0.03% 0.07% 0.27% 0.00% | ### WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% 0.12% 0.052% 0.00% 0.43% 55.24% |
| MONTH YEAR TO DATE | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS PUB ST LIGHTS MUNI BLDGS | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% | 1.YNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% 0.05% 0.02% 0.00% 0.36% 7.25% 5.81% 0.48% 0.00% 0.05% 0.24% | 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% 7.88% 9.26% 0.03% 0.06% 0.28% 0.019% 17.70% | ### WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% |
| MONTH YEAR TO DATE | RESIDENTIAL COMM & IND PVT ST LIGHTS PUB ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SCHOOL TOTAL RESIDENTIAL COMM & IND PVT ST LIGHTS MUNI BLDGS SALES/RESALE SUB ST LIGHTS MUNI BLDGS SALES/RESALE | TOTAL 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 37.83% 58.33% 0.11% 0.35% 1.31% 0.53% 1.54% 100.00% 35.25% 60.82% 0.11% 0.39% 1.36% 0.45% | READING 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.92% 7.37% 0.02% 0.12% 0.29% 0.53% 0.56% 19.81% 10.54% 7.50% 0.02% 0.13% 0.02% 0.13% 0.02% 0.13% 0.32% 0.45% | 1.YNNFIELD 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 6.18% 0.44% 0.00% 0.05% 0.22% 0.00% 0.36% 7.25% 5.81% 0.48% 0.00% 0.05% 0.24% 0.00% | 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% 7.88% 9.26% 0.03% 0.06% 0.28% 0.00% 0.19% 17.70% 7.16% 9.35% 0.03% 0.07% 0.27% 0.00% | ### WILMINGTON 12.85% 41.26% 0.06% 0.12% 0.52% 0.00% 0.43% 55.24% 12.85% 41.26% 0.06% 0.12% 0.052% 0.00% 0.43% 55.24% |

TOWN OF READING, MASSACHUSETTS MUNICIPAL LIGHT DEPARTMENT SCHEDULE OF OPERATING REVENUE 7/31/11



SCHEDULE D

| SALES OF ELECTRICITY: | MONTH LAST YEAR | MONTH CURRENT YEAR | LAST YEAR TO DATE | CURRENT YEAR TO DATE | YTD % CHANGE |
|---|--|---|--|---|------------------------------------|
| RESIDENTIAL SALES COMM AND INDUSTRIAL SALES PRIVATE STREET LIGHTING | 3,368,403.95 3,948,157.71 9,441.76 | 3,516,789.59 4,558,320.47 10,995.30 | 3,368,403.95 3,948,157.71 9,441.76 | 3,516,789.59 4,558,320.47 10,995.30 | 4 . 41 % 15 . 45 % 16 . 45 % |
| TOTAL PRIVATE CONSUMERS | 7,326,003.42 | 8,086,105.36 | 7,326,003.42 | 8,086,105.36 | 10.38% |
| MUNICIPAL SALES: | | | | | |
| STREET LIGHTING MUNICIPAL BUILDINGS | 42,981.84 93,033.87 | 47,420.59 112,075.89 | 42,981.84 93,033.87 | 47,420.59 112,075.89 | 10.33% 20.47% |
| TOTAL MUNICIPAL CONSUMERS | 136,015.71 | 159,496.48 | 136,015.71 | 159,496.48 | 17.26% |
| SALES FOR RESALE | 46,245.40 | 46,015.95 | 46,245.40 | 46,015.95 | -0.50% |
| SCHOOL | 117,980.13 | 129,711.35 | 117,980.13 | 129,711.35 | 9.94% |
| SUB-TOTAL | 7,626,244.66 | 8,421,329.14 | 7,626,244.66 | 8,421,329.14 | 10.4 |
| FORFEITED DISCOUNTS | 81,584.76 | 68,144.18 | 81,584.76 | 68,144.18 | -16.47% |
| PURCHASED POWER CAPACITY | 521,369.06 | (12,824.73) | 521,369.06 | (12,824.73) | -102.46% |
| ENERGY CONSERVATION - RESIDENTIAL ENERGY CONSERVATION - COMMERCIAL | 14,448.90 42,267.41 | 17,875.21 28,687.97 | 14,448.90 42,267.41 | 17,875.21 28,687.97 | 23.71% -32.13% |
| GAW REVENUE | 0.00 | 67,510.59 | 0.00 | 67,510.59 | 100.00% |
| PASNY CREDIT | (98,501.74) | (79,163.65) | (98,501.74) | (79,163.65) | -19.63% |
| TOTAL REVENUE | 8,187,413.05 | 8,511,558.71 | 8,187,413.05 | 8,511,558.71 | 3.96% |



TOWN OF READING, MASSACHUSETTS MUNICIPAL LIGHT DEPARTMENT SCHEDULE OF OPERATING REVENUE BY TOWN 7/31/11

| | TOTAL | READING | LYNNFIELD | NO.READING | WILMINGTON |
|-------------------|--------------|--------------|------------|--------------|--------------|
| MONTH | | | | | |
| RESIDENTIAL | 3,516,789.59 | 1,019,576.61 | 571,011.96 | 733,916.98 | 1,192,284.04 |
| INDUS/MUNI BLDG | 4,670,396.36 | 630,754.92 | 55,956.96 | 759,634.77 | 3,224,049.71 |
| PUB.ST.LIGHTS | 47,420.59 | 16,557.30 | 5,782.59 | 7,848.88 | 17,231.82 |
| PRV.ST.LIGHTS | 10,995.30 | 2,070.71 | 204.00 | 3,375.13 | 5,345.46 |
| CO-OP RESALE | 46,015.95 | 46,015.95 | 0.00 | 0.00 | 0.00 |
| SCHOOL | 129,711.35 | 47,594.38 | 29,377.02 | 16,726.41 | 36,013.54 |
| TOTAL | 8,421,329.14 | 1,762,569.87 | 662,332.53 | 1,521,502.17 | 4,474,924.57 |
| THIS YEAR TO DATE | | | | | |
| RESIDENTIAL | 3,516,789.59 | 1,019,576.61 | 571,011.96 | 733,916.98 | 1,192,284.04 |
| INDUS/MUNI BLDG | 4,670,396.36 | 630,754.92 | 55,956.96 | 759,634.77 | 3,224,049.71 |
| PUB.ST.LIGHTS | 47,420.59 | 16,557.30 | 5,782.59 | 7,848.88 | 17,231.82 |
| PRV.ST.LIGHTS | 10,995.30 | 2,070.71 | 204.00 | 3,375.13 | 5,345.46 |
| CO-OP RESALE | 46,015.95 | 46,015.95 | 0.00 | 0.00 | 0.00 |
| SCHOOL | 129,711.35 | 47,594.38 | 29,377.02 | 16,726.41 | 36,013.54 |
| TOTAL | 8,421,329.14 | 1,762,569.87 | 662,332.51 | 1,521,502.18 | 4,474,924.58 |
| LAST YEAR TO DATE | | | | | |
| RESIDENTIAL | 3,368,403.95 | 975,866.55 | 554,614.39 | 657,581.00 | 1,180,342.01 |
| INDUS/MUNI BLDG | 4,041,191.58 | 538,390.96 | 49,366.59 | 639,665.96 | 2,813,768.07 |
| PUB.ST.LIGHTS | 42,981.84 | 15,093.89 | 5,213.18 | 7,068.04 | 15,606.73 |
| PRV.ST.LIGHTS | 9,441.76 | 1,785.10 | 179.38 | 2,895.18 | 4,582.10 |
| CO-OP RESALE | 46,245.40 | 46,245.40 | 0.00 | 0.00 | 0.00 |
| SCHOOL | 117,980.13 | 44,624.64 | 26,774.14 | 16,652.59 | 29,928.76 |
| TOTAL | 7,626,244.66 | 1,622,006.54 | 636,147.68 | 1,323,862.77 | 4,044,227.67 |
| MONTH | TOTAL | READING | LYNNFIELD | NO.READING | WILMINGTON |
| | | | | | |
| RESIDENTIAL | 41.76% | 12.11% | 6.78% | 8.71% | 14.16% |
| INDUS/MUNI BLDG | 55.46% | 7.49% | 0.66% | 9.02% | 38.29% |
| PUB.ST.LIGHTS | 0.56% | 0.20% | 0.07% | 0.09% | 0.20% |
| PRV.ST.LIGHTS | 0.13% | 0.02% | 0.00% | 0.04% | 0.07% |
| CO-OP RESALE | 0.55% | 0.55% | 0.00% | 0.00% | 0.00% |
| SCHOOL | 1.54% | 0.57% | 0.35% | 0.20% | 0.42% |
| TOTAL | 100.00% | 20.94% | 7.86% | 18.06% | 53.14% |
| THIS YEAR TO DATE | | | | | |
| RESIDENTIAL | 41.76% | 12.11% | 6.78% | 8.71% | 14.16% |
| INDUS/MUNI BLDG | 55.46% | 7.49% | 0.66% | 9.02% | 38.29% |
| PUB.ST.LIGHTS | 0.56% | 0.20% | 0.07% | 0.09% | 0.20% |
| PRV.ST.LIGHTS | 0.13% | 0.02% | 0.00% | 0.04% | 0.07% |
| CO-OP RESALE | 0.55% | 0.55% | 0.00% | 0.00% | 0.00% |
| SCHOOL | 1.54% | 0.57% | 0.35% | 0.20% | 0.42% |
| TOTAL | 100.00% | 20.94% | 7.86% | 18.06% | 53.14% |
| LAST YEAR TO DATE | | | | | - |
| RESIDENTIAL | 44.17% | 12.80% | 7.27% | 8.62% | 15.48% |
| INDUS/MUNI BLDG | 52.99% | 7.06% | 0.65% | 8.39% | 36.89% |
| PUB.ST.LIGHTS | 0.56% | 0.20% | 0.07% | 0.09% | 0.20% |
| PRV.ST.LIGHTS | 0.12% | 0.02% | 0.00% | 0.04% | 0.06% |
| CO-OP RESALE | 0.61% | 0.61% | 0.00% | 0.00% | 0.00% |
| SCHOOL | 1.55% | 0.59% | 0.35% | 0.22% | 0.39% |
| TOTAL | 100.00% | 21.28% | 8.34% | 17.36% | 53.02% |

TOWN OF READING, MASSACHUSETTS MUNICIPAL LIGHT DEPARTMENT BUDGETED REVENUE VARIANCE REPORT 7/31/11

SCHEDULE F

| SALES OF ELECTRICITY: | ACTUAL YEAR TO DATE | BUDGET YEAR TO DATE | VARIANCE * | [%] CHANGE |
|---|------------------------|------------------------|--------------------------|-----------------------------|
| RESIDENTIAL | 1,984,813.11 | 2,290,511.00 | (305,697.89) | -13.35% |
| COMM AND INDUSTRIAL SALES PRIVATE STREET LIGHTING MUNICIPAL BUILDINGS | 2,261,867.35 | 2,393,347.00 | (131,479.65) | -5.49% |
| PUBLIC STREET LIGHTING | 33,077.47 | 42,994.00 | (9,916.53) | -23.06% |
| SALES FOR RESALE | 24,617.91 | 33,412.00 | (8,794.09) | -26.32% |
| SCHOOL | 67,207.85 | 66,831.00 | 376.85 | 0.56% |
| TOTAL BASE SALES | 4,371,583.69 | 4,827,095.00 | (455,511.31) | -9. 44 % |
| TOTAL FUEL SALES | 4,049,745.45 | 4,199,855.00 | (150,109.55) | -3.57% |
| TOTAL OPERATING REVENUE | 8,421,329.14 | 9,026,950.00 | (605,620.86) | -6.71% |
| FORFEITED DISCOUNTS | 68,144.18 | 106,196.00 | (38,051.82) | -35.83% |
| PURCHASED POWER CAPACITY | (12,824.73) | (13,879.00) | 1,054.27 | -7.60% |
| ENERGY CONSERVATION - RESIDENTIAL ENERGY CONSERVATION - COMMERCIAL | 17,875.21 28,687.97 | 21,664.00 32,469.00 | (3,788.79) (3,781.03) | -17. 4 9% -11.65% |
| GAW REVENUE | 67,510.59 | 57,813.00 | 9,697.59 | 16.77% |
| PASNY CREDIT | (79,163.65) | (50,000.00) | (29,163.65) | 58.33% |
| TOTAL OPERATING REVENUES | 8,511,558.71 | 9,181,213.00 | (669,654.29) | -7.29% |

^{* () =} ACTUAL UNDER BUDGET

TOWN OF READING, MASSACHUSETTS MUNICIPAL LIGHT DEPARTMENT SCHEDULE OF OPERATING EXPENSES 7/31/11

SCHEDULE E

| OPERATION EXPENSES: | MONTH LAST YEAR | MONTH CURRENT YEAR | LAST YEAR TO DATE | CURRENT YEAR TO DATE | YTD % CHANGE |
|-----------------------------------|--------------------|----------------------------|----------------------|-------------------------|--------------------|
| PURCHASED POWER BASE EXPENSE | 2,473,863.86 | 2,249,492.04 | 2,473,863.86 | 2,249,492.04 | -9.07% |
| | | | | | |
| OPERATION SUPER AND ENGIN-TRANS | 0.00 | 0.00 | 0.00 | 0.00 | 0.00% |
| OPERATION SUP AND ENGINEERING EXP | 45,149.57 | 39,648.01 | 45,149.57 | 39,648.01 | -12.19% |
| STATION SUP LABOR AND MISC | 10,004.99 | 10,634.70 | 10,004.99 | 10,634.70 | 6.29% |
| LINE MISC LABOR AND EXPENSE | 51,915.54 | 43,476.57 | 51,915.54 | 43,476.57 | -16.26% |
| STATION LABOR AND EXPENSE | 38,523.78 | 35,375.09 | 38,523.78 | 35,375.09 | -8.17% |
| STREET LIGHTING EXPENSE | 2,990.14 | 6,019.00 | 2,990.14 | 6,019.00 | 101.29% |
| METER EXPENSE | 22,478.01 | 15,701.29 | 22,478.01 | 15,701.29 | -30.15% |
| MISC DISTRIBUTION EXPENSE | 24,652.06 | 24,224.88 | 24,652.06 | 24,224.88 | -1.73% |
| METER READING LABOR & EXPENSE | 10,032.72 | 7, 77 3. 3 3 | 10,032.72 | 7,773.33 | -22.52% |
| ACCT & COLL LABOR & EXPENSE | 101,515.16 | 88,234.98 | 101,515.16 | 88,234.98 | -13.08% |
| UNCOLLECTIBLE ACCOUNTS | 15,000.00 | 16,000.00 | 15,000.00 | 16,000.00 | 6.67% |
| ENERGY AUDIT EXPENSE | 40,506.80 | 36, 6 10.79 | 40,506.80 | 36,610.79 | -9.62% |
| ADMIN & GEN SALARIES | 60,336.62 | 54,467.07 | 60,336.62 | 54,467.07 | -9.73% |
| OFFICE SUPPLIES & EXPENSE | 19,108.80 | 5,800.08 | 19,108.80 | 5,800.08 | -69.65% |
| OUTSIDE SERVICES | 2,817.77 | 416.67 | 2,817.77 | 416.67 | -85.21% |
| PROPERTY INSURANCE | 30,631.88 | 31,794.75 | 30,631.88 | 31,794.75 | 3.80% |
| INJURIES AND DAMAGES | 4,380.33 | 729.39 | 4,380.33 | 729.39 | -83.35% |
| EMPLOYEES PENSIONS & BENEFITS | 195,092.06 | 211,606.36 | 195,092.06 | 211,606.36 | 8.46% |
| MISC GENERAL EXPENSE | 6,963.20 | 8,165.03 | 6,963.20 | 8,165.03 | 17.26% |
| RENT EXPENSE | 13,445.63 | 26,891.26 | 13,445.63 | 26,891.26 | 100.00% |
| ENERGY CONSERVATION | 43,348.60 | 55,963.55 | 43,348.60 | 55,963.55 | 29.10% |
| TOTAL OPERATION EXPENSES | 738,893.66 | 719,532.80 | 738,893.66 | 719,532.80 | -2.62% |
| M TENANCE EXPENSES: | | | | | |
| MAINT OF TRANSMISSION PLANT | 227.08 | 227.10 | 227.08 | 227.10 | 0.01% |
| MAINT OF STRUCT AND EQUIPMT | 7,949.84 | 13,102.07 | 7,949.84 | 13,102.07 | 64.81% |
| MAINT OF LINES - OH | 92,446.40 | 71,789.65 | 92,446.40 | 71,789.65 | -22.34% |
| MAINT OF LINES - UG | 22,401.63 | 14,213.99 | 22,401.63 | 14,213.99 | -22.34* -36.55% |
| MAINT OF LINE TRANSFORMERS ** | 49,473.19 | 0.00 | 49,473.19 | 0.00 | -100.00% |
| MAINT OF ST LT & SIG SYSTEM | (80.37) | (120.93) | (80.37) | (120.93) | 50.47% |
| MAINT OF GARAGE AND STOCKROOM | 25,412.73 | 11,880.40 | 25,412.73 | 11,880.40 | -53.25% |
| MAINT OF METERS | 0.00 | 4,878.54 | 0.00 | 4,878.54 | 100.00% |
| MAINT OF GEN PLANT | 6,900.75 | 7,732.24 | 6,900.75 | 7,732.24 | 12.05% |
| TOTAL MAINTENANCE EXPENSES | 204,731.25 | 123,703.06 | 204,731.25 | 123,703.06 | -39.58% |
| | | | | | 221231 |
| DEPRECIATION EXPENSE | 287,729.05 | 296,027.47 | 287,729.05 | 296,027.47 | 2.88% |
| | | | | | |
| PURCHASED POWER FUEL EXPENSE | 4,555,108.56 | 4,131,396.83 | 4,555,108.56 | 4,131,396.83 | -9.30% |
| VOLUNTARY PAYMENTS TO TOWNS | 110,000.00 | 113,000.00 | 110,000.00 | 113,000.00 | 2.73% |
| TOTAL OPERATING EXPENSES | 8,370,326.38 | 7,633,152.20 | 8,370,326.38 | 7,633,152.20 | -8.81% |
| | | | | .,0.0,10,20 | -0.01% |

^{**} FY 12 total includes GAW soil remediation expenses totalling \$0.00 Total costs to date for entire project is \$2,482,825.80.

TOWN OF READING, MASSACHUSETTS MUNICIPAL LIGHT DEPARTMENT BUDGETED OPERATING EXPENSE VARIANCE REPORT 7/31/11

SCHEDULE G

| OPERATION EXPENSES: | ACTUAL YEAR TO DATE | BUDGET YEAR TO DATE | VARIANCE * | % CH AN GE |
|-----------------------------------|------------------------|------------------------|----------------|----------------------|
| | 2,249,492.04 | 2,532,930.00 | (283, 437, 96) | -11.19% |
| PURCHASED POWER BASE EXPENSE | 2,249,492.04 | | | |
| | 0.00 | 0.00 | 0.00 | 0.00% |
| OPERATION SUPER AND ENGIN-TRANS | 39,648.01 | 36,460.00 | 3,188.01 | 8.74% |
| OPERATION SUP AND ENGINEERING EXP | 10,634.70 | 4,440.00 | 6,194.70 | 139.52% |
| STATION SUP LABOR AND MISC | 43,476.57 | 61,108.00 | (17,631.43) | ~28.85% |
| LINE MISC LABOR AND EXPENSE | 35,375.09 | 34,819.00 | 556.09 | 1.60% |
| STATION LABOR AND EXPENSE | 6,019.00 | 6,714.00 | (695.00) | -10.35% |
| STREET LIGHTING EXPENSE | 15,701.29 | 11,580.00 | 4,121.29 | 35.59% |
| METER EXPENSE | 24,224.88 | 27,087.00 | (2,862.12) | -10.57% |
| MISC DISTRIBUTION EXPENSE | 7,773.33 | 6,243.00 | 1,530.33 | 24.51% |
| METER READING LABOR & EXPENSE | 88,234,98 | 110,268.00 | (22,033.02) | -19.98% |
| ACCT & COLL LABOR & EXPENSE | 16,000.00 | 16,000.00 | 0.00 | 0.00% |
| UNCOLLECTIBLE ACCOUNTS | 36,610.79 | 36,467.00 | 143.79 | 0.39% |
| ENERGY AUDIT EXPENSE | 54,467.07 | 56,712.00 | (2,244.93) | -3.96% |
| ADMIN & GEN SALARIES | 5,800.08 | 22,261.00 | (16,460.92) | -73.95% |
| OFFICE SUPPLIES & EXPENSE | 416.67 | 21,310.00 | (20,893.33) | -98.04% |
| OUTSIDE SERVICES | 31.794.75 | 38,752.00 | (6,957.25) | -17.95% |
| PROPERTY INSURANCE | 729.39 | 5,093.00 | (4,363.61) | -85.68% |
| INJURIES AND DAMAGES | 211,606.36 | 213,827.00 | (2,220.64) | -1.04% |
| EMPLOYEES PENSIONS & BENEFITS | 8,165.03 | 21,274.00 | (13,108.97) | -61.62% |
| MISC GENERAL EXPENSE | 26,891.26 | 17,667.00 | 9,224.26 | 52.21% |
| RENT EXPENSE | 55,963.55 | 54,803.00 | 1,160.55 | 2.12% |
| ENERGY CONSERVATION | 33,303.00 | | | -10.38% |
| TOTAL OPERATION EXPENSES | 719,532.80 | 802,885.00 | (83,352.20) | -10.38% |
| MAINTENANCE EXPENSES: | | | | |
| • | | 250.00 | (22.90) | -9.16% |
| MAINT OF TRANSMISSION PLANT | 227.10 | 250.00 | 2,381.07 | 22.21% |
| MAINT OF STRUCT AND EQUIPMENT | 13,102.07 | 10,721.00 | (40,963.35) | -36.33% |
| MAINT OF LINES - OH | 71,789.65 | 112,753.00 | (3,509.01) | -19.80% |
| MAINT OF LINES - UG | 14,213.99 | 17,723.00 | (31,957.00) | -100.00% |
| MAINT OF LINE TRANSFORMERS ** | 0.00 | 31,957.00 753.00 | (873.93) | -116.06% |
| MAINT OF ST LT & SIG SYSTEM | (120.93) | | (36,583.60) | -75.49% |
| MAINT OF GARAGE AND STOCKROOM | 11,880.40 | 48,464.00 | (2,228.46) | -31.36% |
| MAINT OF METERS | 4,878.54 | 7,107.00 | (2,885.76) | -27.18% |
| MAINT OF GEN PLANT | 7,732.24 | 10,618.00 | (2,000, | |
| TOTAL MAINTENANCE EXPENSES | 123,703.06 | 240,346.00 | (116,642.94) | -48.53% |
| DEPRECIATION EXPENSE | 296,027.47 | 300,000.00 | (3,972.53) | -1.32% |
| PURCHASED POWER FUEL EXPENSE | 4,131,396.83 | 4,062,679.00 | 68,717.83 | 1.69% |
| VOLUNTARY PAYMENTS TO TOWNS | 113,000.00 | 113,000.00 | 0.00 | 0.00% |
| TOTAL OPERATING EXPENSES | 7,633,152.20 | 8,051,840.00 | (418,687.80) | -5.20% |

^{* () =} ACTUAL UNDER BUDGET

^{**} FY 12 total includes GAW soil remediation expenses totalling \$0.00 Total costs to date for entire project is \$2,482,825.80.

TOWN OF READING, MASSACHUSETTS MUNICIPAL LIGHT DEPARTMENT BUDGETED OPERATING EXPENSE VARIANCE REPORT 7/31/11

| OPERATION EXPENSES: | RESPONSIBLE SENIOR MANAGER | 2012 ANNUAL BUDGET | ACTUAL YEAR TO DATE | REMAINING BUDGET BALANCE | REMAINING BUDGET % |
|---|----------------------------------|--------------------------|------------------------|--------------------------------|-----------------------|
| | | | | | |
| PURCHASED POWER BASE EXPENSE | JР | 27,402,177.00 | 2,249,492.04 | 25,152,684.96 | 91.79% |
| OPERATION SUPER AND ENGIN-TRANS | KS | 0.00 | 0.00 | 0.00 | 0.00% |
| OPERATION SUP AND ENGINEERING EXP | KS | 438,974.00 | 39,648.01 | 399,325.99 | 90.97% |
| STATION SUP LABOR AND MISC | KS | 62,909.00 | 10,634.70 | 52,274.30 | 83.10% |
| LINE MISC LABOR AND EXPENSE | KS | 692,484.00 | 43,476.57 | 649,007.43 | 93.72% |
| STATION LABOR AND EXPENSE | KS | 441,924.00 | 35,375.09 | 406,548.91 | 92.00% |
| STREET LIGHTING EXPENSE | KS | 85,338.00 | 6,019.00 | 79,319.00 | 92.95% |
| METER EXPENSE | DA | 152,130.00 | 15,701.29 | 136,428.71 | 89.68% |
| MISC DISTRIBUTION EXPENSE | JD | 352,508.00 | 24,224.88 | 328,283.12 | 93.13% |
| METER READING LABOR & EXPENSE | DA | 76,220.00 | 7,773.33 | 68,446.67 | 89.80% |
| ACCT & COLL LABOR & EXPENSE | RF | 1,427,255.00 | 88,234.98 | 1,339,020.02 | 93.82% |
| UNCOLLECTIBLE ACCOUNTS | RF | 192,000.00 | 16,000.00 | 176,000.00 | 91.67% |
| ENERGY AUDIT EXPENSE | JP VC | 414,098.00 | 36,610.79 | 377,487.21 | 91.16% |
| ADMIN & GEN SALARIES OFFICE SUPPLIES & EXPENSE | VC VC | 745,939.00 | 54,467.07 | 691,471.93 | 92 . 70% 97 . 82% |
| OUTSIDE SERVICES | AC. | 265,700.00 454,250.00 | 5,800.08 416.67 | 259,899.92 453,833.33 | 99.91% |
| PROPERTY INSURANCE | J D | 465,000.00 | 31,794.75 | 433,833.33 | 93.16% |
| INJURIES AND DAMAGES | J D | 55,859.00 | 729.39 | 55,129.61 | 98.69% |
| EMPLOYEES PENSIONS & BENEFITS | JD | 1,441,637.00 | 211,606.36 | 1,230,030.64 | 85.32% |
| MISC GENERAL EXPENSE | VC | 203,091.00 | 8,165.03 | 194,925.97 | 95.98% |
| RENT EXPENSE | J D | 212,000.00 | 26,891.26 | 185,108.74 | 87.32% |
| ENERGY CONSERVATION | JP | 643,789.00 | 55,963.55 | 587,825.45 | 91.31% |
| ENERGI CONSERVATION | O.F | 043,709.00 | 55,965.55 | 307,023.43 | 91.31% |
| POTAL OPERATION EXPENSES | | 8,823,105.00 | 719,532.80 | 8,103,572.20 | 91.84% |
| MAINTENANCE EXPENSES: | | | | | |
| MATERIA OF BRANCHTGGTON BY NAME | *** | 2 000 00 | 227,10 | 0 770 00 | 00.430 |
| MAINT OF TRANSMISSION PLANT | KS KS | 3,000.00 | | 2,772.90 | 92.43% |
| MAINT OF STRUCT AND EQUIPMT MAINT OF LINES - OH | KS | 107,072.00 | 13,102.07 | 93,969.93 | 87.76% 94.94% |
| MAINT OF LINES - UG | KS | 1,419,953.00 | 71,789.65 14,213.99 | 1,348,163.35 199,823.01 | 94.94* |
| MAINT OF LINES - UG MAINT OF LINE TRANSFORMERS ** | KS | 214,037.00 188,500.00 | 0.00 | 188,500.00 | 100.00% |
| MAINT OF ST LT & SIG SYSTEM | JD KS | 9,636.00 | (120.93) | | 100.00% |
| MAINT OF GARAGE AND STOCKROOM | 3D | 662,139.00 | 11,880.40 | 9,756.93 650,258.60 | 98.21% |
| MAINT OF METERS | DA. | 85,444.00 | 4,878.54 | 80,565.46 | 94.29% |
| MAINT OF GEN PLANT | RF | 127,620.00 | 7,732.24 | 119,887.76 | 93.94% |
| PARTITION GEN FIRM | r.: | 127,020.00 | 7,732.24 | | 33.54to |
| TOTAL MAINTENANCE EXPENSES | | 2,817,401.00 | 123,703.06 | 2,693,697.94 | 95.61% |
| DEPRECIATION EXPENSE | RF | 3,600,000.00 | 296,027.47 | 3,303,972.53 | 91.78% |
| PURCHASED POWER FUEL EXPENSE | JP | 39,768,817.00 | 4,131,396.83 | 35,637,420.17 | 89.61% |
| VOLUNTARY PAYMENTS TO TOWNS | RF | 1,356,000.00 | 113,000.00 | 1,243,000.00 | 91.67% |
| TOTAL OPERATING EXPENSES | - | 83,767,500.00 | 7,633,152.20 | 76,134,347.80 | 90.89% |

^{**} FY 12 total includes GAW soil remediation expenses totalling \$0.00 Total costs to date for entire project is \$2,482,825.80.

RMLD BUDGET VARIANCE REPORT FOR PERIOD ENDING JULY 31, 2011

| DIVISIONS AND DEPARTMENTS | ACTUAL | BUDGET | VARIANCE | CHANGE |
|---|--|--|--|---|
| THE THE AND OPERATIONS. | | | | |
| ENGINEERING AND OPERATIONS: | 15,290 | 17,074 | (1,784) | -10.45% |
| ESO MGR | 39,659 | 40,293 | (634) | -1.57% |
| ENGINEERING | 135,621 | 199,323 | (63,702) | -31.96% |
| LINE | 7,773 | 6,243 | 1,530 | 24.51% |
| METER READING | 15,701 | 11,601 | 4,100 | 35.34% |
| METER TECHNICIANS | 46,010 | 39,259 | 6,751 | 17.20% |
| STATION OP STATION TECHS | 18,039 | 49,827 | (31,788) | -63.80% |
| | 278,093 | 363,621 | (85,528) | -23.52% |
| DIVISION TOTAL | 278,093 | 300,022 | (35/323) | |
| ENERGY SERVICES: | 92,574 | 98,562 | (5,988) | -6.07% |
| | | | | |
| GENERAL MANAGER: | 20. 400 | 20 215 | (7, 7 86) | -25.77% |
| GENERAL MANAGER | 22,429 | 30,215 | (7,786) | -56.24% |
| HUMAN RESOURCES | 6,055 | 13,836 | (5,639) | -41.01% |
| COMMUNITY RELATIONS | 8,110 | 13,749 1,209 | 591 | 48.87% |
| CAB | 1,800 | 1,209 | (125) | -100.00% |
| BOARD | 0 | 125 | (125) | 100.000 |
| DIVISION TOTAL | 38,39 4 | 59,134 | (20,740) | -35.07% |
| FACILITY MANAGER: GENERAL BENEFITS BUILDING MAINTENANCE MATERIALS MANAGEMENT DIVISION TOTAL | 277,547 11,880 24,225 313,652 | 283,958 49,423 27,212 360,593 | (6,411) (37,542) (2,987) (46,940) | -2.26% -75.96% -10.98% -13.02% |
| BUSINESS DIVISION: ACCOUNTING | 35,064 | 59,644 | (24,580) | -41.21% |
| | 43,149 | 52,060 | (8,911) | -17.12% |
| CUSTOMER SERVICE | 39,456 | 46,599 | (7,143) | -15.33% |
| MIS MISCELLANEOUS DEDUCTIONS | 597,384 | 601,520 | (4,136) | -0.69% |
| THE STORY MOMENT | 715,054 | 759,823 | (44,770) | -5.89% |
| DIVISION TOTAL | 113,004 | | | |
| DIVISION HOMBIS | 1,437,767 | 1,641,733 | (203,966) | -12.42% |
| DIVISION TOTALS | | | | |
| PURCHASED POWER - BASE | 2,249,492 | 2,532,930 | (283,438) | -11.19% |
| PURCHASED POWER - FUEL | 4,131,397 | 4,062,679 | 68,718 | 1.69% |
| moma I | 7,818,656 | 8,237,342 | (418,686) | -5.08% |
| TOTAL | | <u> </u> | | - |

To:

Vincent Cameron

From:

Energy Services

Date:

August 23, 2011

Subject:

Purchase Power Summary - July, 2011

Energy Services Division (ESD) has completed the Purchase Power Summary for the month of July, 2011.

ENERGY

The RMLD's total metered load for the month was 75,107,105 kWh, which was a decrease of 3.65 % compared to July, 2010 figures.

Table 1 is a breakdown by source of the energy purchases.

| T | Δ | 1 | F | 1 | |
|-----|---|-------|---|---|--|
| - 1 | - | 1 | | 1 | |

| | Amount of | Cost of | % of Total | Total \$ | \$ as a |
|-----------------------|------------|----------|---------------|-------------|---------|
| Resource | Energy | Energy | Energy | Costs | % |
| riodouros | (kWh) | (\$/Mwh) | | | |
| Millstone #3 | 3,661,703 | \$5.54 | 4.87% | \$20,284 | 0.49% |
| Seabrook | 5,891,323 | \$8.86 | 7.83% | \$52,197 | 1.26% |
| JP Morgan | 12,880,000 | \$53.98 | 17.13% | \$695,272 | 16.83% |
| Stonybrook CC | 3,929,124 | \$62.51 | 5.23% | \$245,616 | 5.95% |
| Constellation | 7,440,000 | \$61.37 | 9.89% | \$456,604 | 11.05% |
| NYPA | 1,548,414 | \$4.92 | 2.06% | \$7,618 | 0.18% |
| ISO Interchange | 12,591,335 | \$48.95 | 16.74% | \$616,320 | 14.92% |
| NEMA Congestion | 0 | \$0.00 | 0.00% | -\$4,976 | -0.12% |
| Coop Resales | 90,825 | \$131.96 | 0.12% | \$11,986 | 0.29% |
| Stonybrook Peaking | 158,551 | \$181.53 | 0.21% | \$28,782 | 0.70% |
| MacQuarie | 25,320,000 | \$73.21 | 33.67% | \$1,853,711 | 44.87% |
| Braintree Watson Unit | 766,844 | \$78.12 | 1.02% | \$59,909 | 1.45% |
| Swift River Projects | 919,585 | \$95.78 | 1.22% | \$88,075 | 2.13% |
| Monthly Total | 75,197,704 | \$54.94 | 100.00% | \$4,131,397 | 100.00% |

Table 2 breaks down the ISO interchange between the DA LMP Settlement and the RT Net Energy for month of July, 2011.

Table 2

| Resource | Amount of Energy (kWh) | Cost of Energy (\$/Mwh) | % of Total Energy |
|-------------------------------|------------------------------|-------------------------------|----------------------|
| ISO DA LMP* Settlement | 7,767,881 | 21.81 | 10.33% |
| RT Net Energy** Settlement | 4,823,453 | 98.09 | 6.41% |
| ISO Interchange (subtotal) | 12,591,335 | 48.95 | 16.74% |

^{**}RT Net Energy: Real-Time Net Energy

CAPACITY

The RMLD hit a demand of 170,351 kWs, which occurred on July 22, 2011 at 2 pm. The RMLD's monthly UCAP requirement for July, 2011 was 199,846 kWs.

Table 3 shows the sources of capacity that the RMLD utilized to meet its requirement.

Table 3

| Source | Amount of Capacity (kWs) | Cost of Capacity (\$/kW-month) | % of Total Capacity | Total Cost \$ | % of Total Cost |
|-----------------------|--------------------------------|--------------------------------------|---------------------------|---------------|-----------------------|
| Jource | (KW3) | (Ψ/ KFF-IIIOIIIII) | Capacity | Total Coot y | 0001 |
| Millstone #3 | 4,991 | \$57.77 | 2.50% | \$288,309 | 20.73% |
| Seabrook | 7,910 | \$55.23 | 3.96% | \$436,852 | 31.40% |
| Stonybrook Peaking | 24,981 | \$1.99 | 12.50% | \$49,614 | 3.57% |
| Stonybrook CC | 42,925 | \$3.83 | 21.48% | \$164,602 | 11.83% |
| NYPA | 4,666 | \$2.96 | 2.33% | \$11,896 | 0.86% |
| Hydro Quebec | 4.274 | \$5.15 | 2.14% | \$22,021 | 1.58% |
| ISO-NE Supply Auction | 99,579 | \$3.08 | 49.83% | \$306,251 | 22.02% |
| Braintree Watson Unit | 10,520 | \$10.60 | 5.26% | \$111,512 | 8.02% |
| Total | 199,846 | \$6.96 | 100.00% | \$1,391,058 | 100.00% |





^{*}ISO DA LMP: Independent System Operator, Day Ahead Locational Marginal Price

Table 4 shows the total dollar amounts for energy and capacity per source.

Table 4

| Resource | Energy | Capacity | Total cost | % of Total Cost |
|-----------------------|-------------|-------------|-------------|-----------------|
| Millstone #3 | \$20,284 | \$288,309 | \$308,593 | 5.59% |
| Seabrook | \$52,197 | \$436,852 | \$489,049 | 8.86% |
| Stonybrook CC | \$245,616 | \$164,602 | \$410,218 | 7.43% |
| Hydro Quebec | \$0 | \$22,021 | \$22,021 | 0.40% |
| Constellation | \$456,604 | \$0 | \$456,604 | 8.27% |
| NYPA | \$7,618 | \$11,896 | \$19,514 | 0.35% |
| ISO Interchange | \$616,320 | \$306,251 | \$922,571 | 16.71% |
| NEMA Congestion | -\$4,976 | \$0 | -\$4,976 | -0.09% |
| Coop Resales | \$11,986 | \$0 | \$11,986 | 0.22% |
| Stonybrook Peaking | \$28,782 | \$49,614 | \$78,396 | 1.42% |
| JP Morgan | \$695,272 | \$0 | \$695,272 | 12.59% |
| MacQuarie | \$1,853,711 | \$0 | \$1,853,711 | 33.57% |
| Braintree Watson Unit | \$59,909 | \$111,512 | \$171,421 | 3.10% |
| Swift River Projects | \$88,075 | \$0 | \$88,075 | 1.59% |
| Monthly Total | \$4,131,397 | \$1,391,058 | \$5,522,454 | 100.00% |

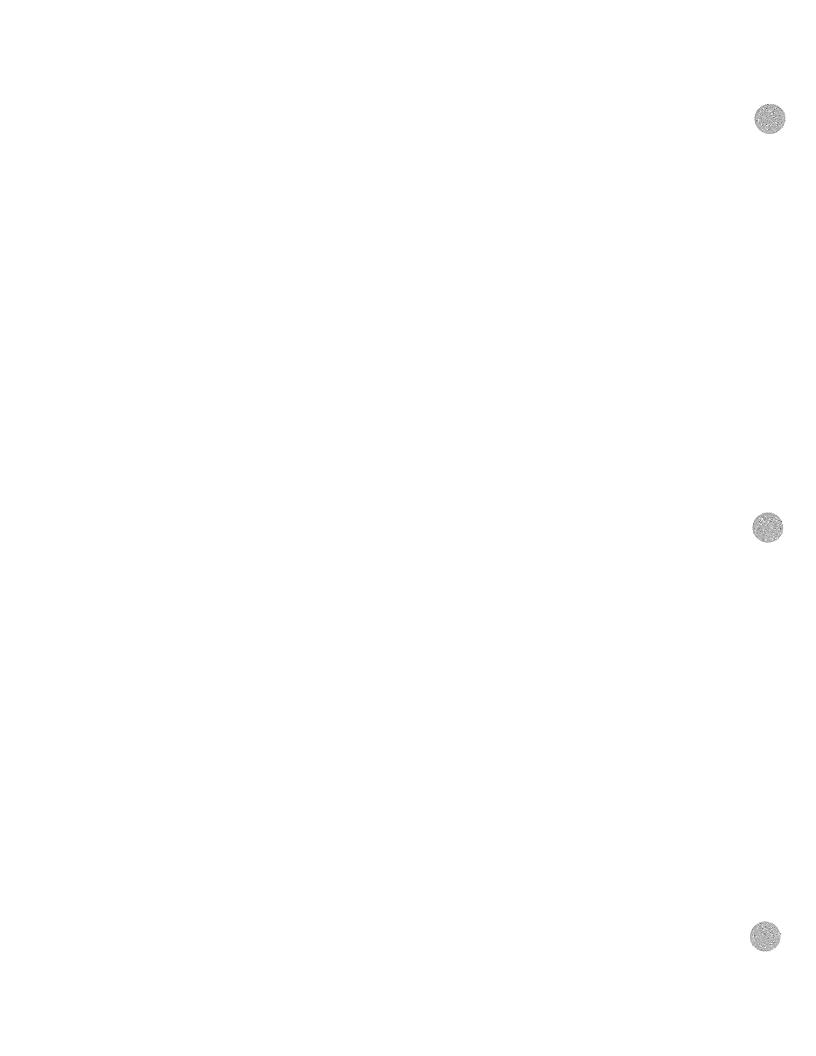
TRANSMISSION

The RMLD's total transmission costs for the month of July, 2011 are \$855,671. This is an increase of 15.42% from the June 2011 cost of \$741,331. In 2010, the transmission costs for the month of July were \$901,289.

Table 5 shows the current month vs last month and last year (July 2010).

Table 5

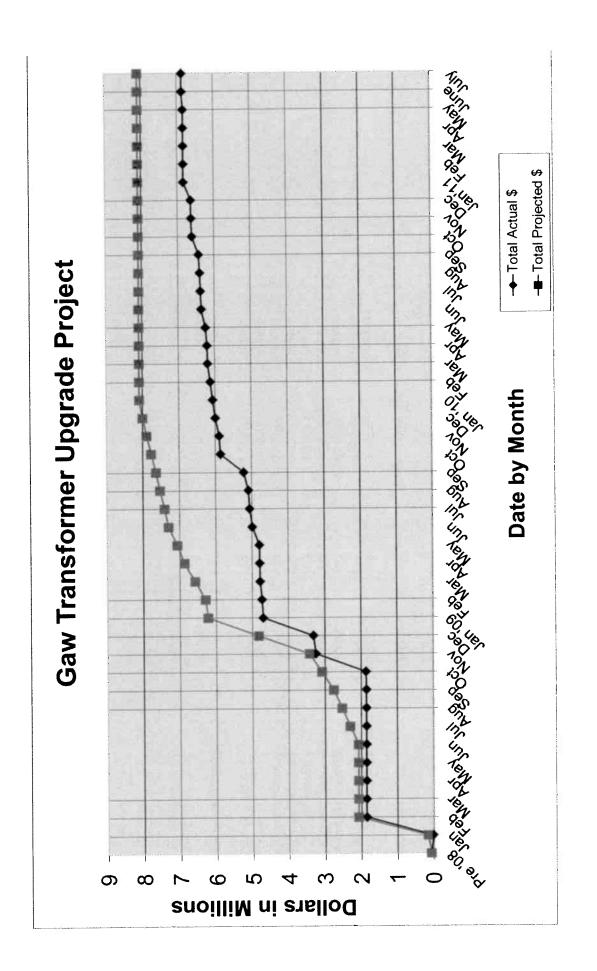
| | Current Month | Last Month | Last Year |
|-------------------|---------------|----------------------|-------------|
| Peak Demand (kW) | 170,351 | 148,391 | 168,426 |
| Energy (kWh) | 75,197,704 | 62,221,830 | 78,033,860 |
| Energy (\$) | \$4,131,397 | \$3,185,277 | \$4,555,109 |
| Capacity (\$) | \$1,391,058 | \$1,374 ,6 28 | \$1,552,790 |
| Transmission (\$) | \$855,671 | \$741,331 | \$901,289 |
| Total | \$6,378,125 | \$5,301.235 | \$7,009,187 |



Gaw Transformer Upgrade Project

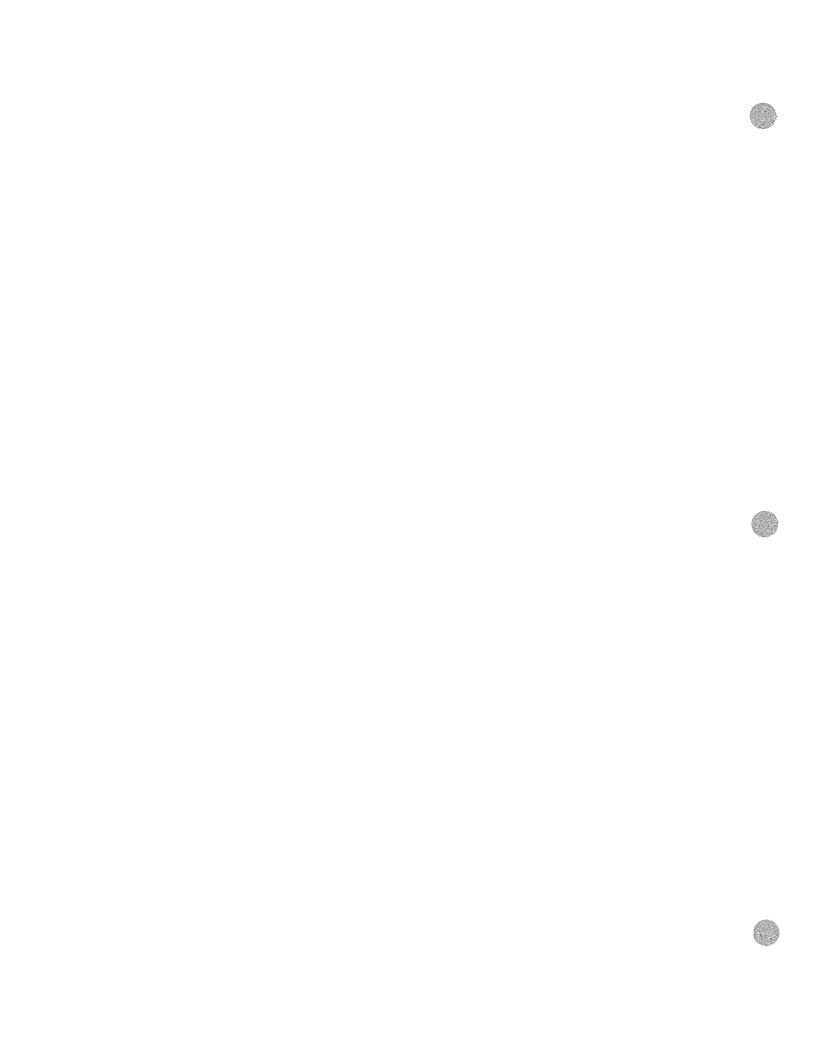
| Schedule Milestones | Start Date | % Complete | Completion Date | Notes |
|---------------------------------------|------------|------------|-----------------|----------|
| Conceptual Engineering | Jul-08 | 100 | 90-unf | Complete |
| Major Equipment Procurement | Feb-09 | 100 | Oct-10 | Complete |
| Design Engineering | Jul-08 | 100 | 90-unc | Complete |
| Scheduled Transformer Delivery | Dec-08 | 100 | Dec-08 | Complete |
| Construction Bid | Jan-09 | 100 | Mar-09 | Complete |
| Construction Contractor | May-09 | 100 | Dec-10 | Complete |
| Construction Transformer Replacement | May-09 | 100 | Oct-10 | Complete |
| Construction Switchgear Upgrades | Dec-09 | 100 | Jul-11 | Complete |
| Construction RMLD Personnel | Jan-09 | 100 | Jul-11 | Complete |
| | | | | |
| Tangible Milestones | Start Date | % Complete | Completion Date | Notes |
| Relocate Station Service transformers | 06/22/09 | 100 | 07/11/09 | Complete |
| Transformer 110C on concrete pad | 06/01/09 | 100 | 07/22/09 | Complete |
| 115kV circuit switchers replaced | 07/25/09 | 100 | 08/05/06 | Complete |
| Transformer 110C secondary work | 07/27/09 | 100 | 10/02/09 | Complete |
| Transformer 110C replacement | 08/31/09 | 100 | 10/09/09 | Complete |
| Transformer 110A replacement | 09/21/09 | 100 | 09/30/10 | Complete |
| Transformer 110B replacement | 02/19/10 | 100 | 03/31/10 | Complete |
| Switchgear upgrade | 12/01/09 | 100 | 07/31/11 | Complete |
| Feeder Reassignment work | 08/16/10 | 100 | 01/30/11 | Complete |

Changes highlighted in bold



Reconciling the Gaw Upgrade Project

| Capital Item | | B | Budget | Exp | Expenditure | Delta |
|----------------------|-----------|-------|------------|--------|-------------|--------|
| Description | Fiscal Yr | Item | Cumulative | Actual | Cumulative | by FY |
| Transformer Payment | 2008 | 2.080 | 2.080 | 1.836 | 1.836 | -0.244 |
| Contract Labor | 2009 | 1.380 | 14. 14. | 0.170 | | |
| Procured Equipment | | 0.360 | | 0.101 | | |
| RMLD Labor | | 0.446 | | 0.111 | | |
| Feeder Reassignment | | 0.282 | | 0.000 | | |
| Transformer Payments | | 2.757 | 7.305 | 2.755 | 4.973 | -2.332 |
| Contract Labor | 2010 | 0.285 | | 0.838 | | |
| Procured Equipment | | 0.195 | | 0.155 | | |
| RMLD Labor | | 0.200 | | 0.380 | | |
| Feeder Reassignment | | 0.110 | 8.095 | 0.000 | 6.346 | -1.749 |
| Contract Labor | 2011 | 0.545 | | 0.369 | | |
| Procured Equipment | | 0.030 | | 0.007 | | |
| RMLD Labor | | 0.064 | | 0.109 | | |
| Feeder Reassignment | | 0.236 | 8.095 | 0.048 | 6.879 | |
| Project Sub-Total | | 0.875 | 8.095 | 6.879 | 6.879 | |
| Project Total | | | | | 6.879 | -1.216 |





READING MUNICIPAL LIGHT DEPARTMENT FY 11 CAPITAL BUDGET VARIANCE REPORT FOR PERIOD ENDING JULY 31, 2011

| # | PROJECT DESCRIPTION | TOWN | ACTUAL COST JULY | YTD ACTUAL COST THRU 7/31/11 | ANNUAL BUDGET AMOUNT | VARIANCE |
|---|--|-------------------|------------------------|------------------------------------|--|--|
| 1 2 3 | E&O Construction - System Projects 5W9 Reconductoring - Ballardvale Street High Capacity Tie 4W18 and 3W8 Franklin Street Upgrading Old Lynnfield Ctr URDs | W R LC | 10,454 | 10,454 | 242,649 157,766 579,927 | 242,649 147,312 579,927 |
| 4 | SCADA Projects RTU Replacement | R | | | 130,255 | 130,255 |
| 5 6 7 | Distribution Automation Projects Reclosures Capicitor Banks SCADA Radio Communication System | ALL ALL ALL | | | 197,901 105,052 231,386 | 197,901 105,052 231,386 |
| 8 | Station Upgrades (Station #4 GAW) Relay Replacement Project 115kV Disconnect Replacement | R R | | | 99,656 88,585 | 99,656 88,585 |
| 12 13 | | ALL ALL | 3,857 14,454 | 3,857 14,454 | 62,530 206,017 | 58,673 191,563 |
| . 14 | Routine Construction Various Routine Construction | ALL | 181,636 | 181,636 | 1,016,382 | 834,7 4 6 |
| | Total Construction Projects | - | 210,401 | 210,401 | 3,118,106 | 2.907,705 |
| 16 17 17A 18 19 20 21 22 23 | Engineering Software and Data Conversion | | 3,997 | 3,997 | 50,000 198,800 46,360 1,740,656 36,000 75,000 30,000 76,690 18,000 40,000 94,435 | 50,000 198,800 46,360 1,736,659 36,000 75,000 30,000 76,690 18,000 40,000 94,435 |
| | Total Other Projects | _ | 3,997 | 3,997 | 2,791,941 | 2,787,944 |
| | TOTAL RMLD CAPITAL PROJECT EXPENDITURES | | 214,398 | 214,398 | 5,910,047 | 5,695,649 |
| 29 | Force Account/Reimbursable Projects | ALL | - | - | • | - |
| | TOTAL FY 12 CAPITAL PROJECT EXPENDITURES | = | 214,398 | 214,398 | 5,910,047 | 5,695,649 |







Reading Municipal Light Department Engineering and Operations Monthly Report July, 2011

FY 2012 Capital Plan

E&O Construction - System Projects

- 1. 5W9 Reconductoring Ballardvale Street Wilmington No activity.
- 2. High Capacity Tie 4W18/3W8 Franklin Street Reading Frame; make ready work for new spacer cable; install C brackets.
- 3. Upgrading of Old Lynnfield Center URDs No activity.

SCADA Projects

4. RTU Replacement at Station 4 – Reading – No activity.

Distribution Automation (DA) Projects

- 5. Reclosers No activity.
- 6. Capacitor Banks No activity.
- 7. SCADA Radio Communication System No activity.

Station Upgrades

- 8. Relay Replacement Project Station 4 Reading No activity.
- 9. 115 kV Disconnect Replacement Station 4 Reading No activity.

New Customer Service Connections

12. Service Installations – Commercial/Industrial Customers – This item includes new service connections, upgrades, and service replacements for the commercial and industrial customers. This represents the time and materials associated with the replacement of an existing or installation of a new overhead service, the connection of an underground service, etc. This does not include the time and materials associated with pole replacements/installations, transformer replacement/installations, primary or secondary cable replacement/installations etc. This portion of the project comes under routine construction. Note: Commercial services included: 100 Research Drive, Wilmington and 1 Church Street, Wilmington.

- **13. Service Installations** *Residential Customers* This item includes new or upgraded overhead and underground services, temporary overhead services, and large underground development.
- **14.** Routine Construction The drivers of the Routine Construction budget category YTD are listed. This is not an inclusive list of all items within this category.

| Pole Setting/Transfers | \$30,940 |
|---|-----------|
| Maintenance Overhead/Underground | \$60,456 |
| Projects Assigned as Required | \$0 |
| Pole Damage (includes knockdowns) some reimbursable | \$0 |
| Station Group | \$0 |
| Hazmat/Oil Spills | \$3,118 |
| *Porcelain Cutout Replacement Program | \$563 |
| Lighting (Street Light Connections) | \$4,805 |
| Storm Trouble | \$0 |
| Underground Subdivisions | \$6,139 |
| Animal Guard Installation | \$5,635 |
| Miscellaneous Capital Costs | \$69,980 |
| TOTAL | \$181,636 |

^{*}In the month of July, two cutouts were charged under this program. Approximately 19 cutouts were installed new or replaced because of damage making a total of 21 cutouts replaced this month.

Reliability Report

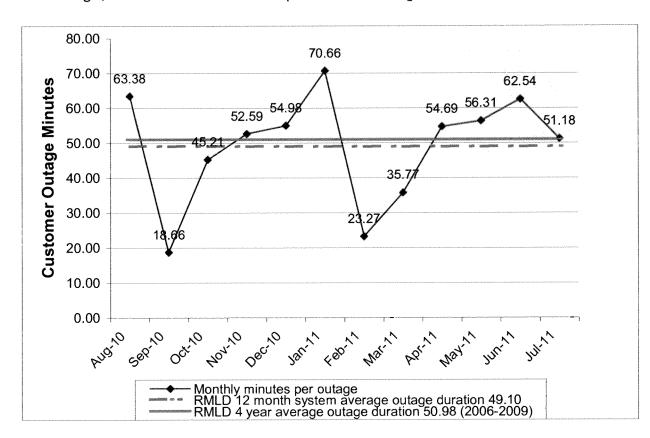
Two key industry standard metrics have been identified to enable the RMLD to measure and track system reliability. A rolling 12-month view is being used for the purposes of this report.

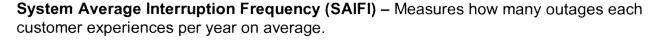
Customer Average Interruption Duration Index (CAIDI) – Measures how quickly the RMLD restores power to customers when their power goes out.

CAIDI = Total of Customer Interruption Duration for the Month in Minutes/ Total number of customers interrupted.

RMLD 12 month system average outage duration – 49.10 minutes RMLD 4 year average outage (2006-2009) – 50.98 minutes per outage

On average, RMLD customers that experience an outage are restored in 49.10 minutes.



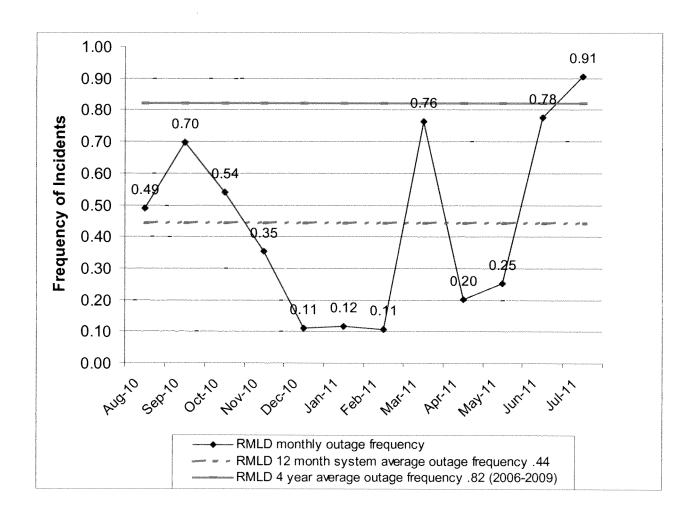


SAIFI = Total number of customer's interrupted / Total number of customers.

RMLD 12 month system average - .44 outages per year

RMLD 4 year average outage frequency - .82

The graph below tracks the month-by-month SAIFI performance.



Months Between Interruptions (MBTI)

Another view of the SAIFI data is the number of months Reading customers have no interruptions. At this time, the average RMLD customer experiences an outage every 27 months.



230 Ash Street P.O. Box 150 Reading, MA 01867-0250

Tel: (781) 944-1340 Fax: (781) 942-2409 Web: www.rmld.com

August 23, 2011

Town of Reading Municipal Light Board

Subject: Tree Trimming Services

On July 21, 2011 a bid invitation was placed as a legal notice in the Reading Chronicle requesting proposals for Tree Trimming Services for the Reading Municipal Light Department.

An invitation to bid was mailed to the following:

Bartlett Tree Experts Polonski Tree Service Asplundh Tree Expert Co. Viking Tree Service Northern Tree Service Valley Tree Service Lewis Tree Service, Inc. Davey Tree Expert Co.

Bids were received from Asplundh Tree Expert Co., Lewis Tree Service, Inc. and Northern Tree Service.

The bids were publicly opened and read aloud at 11:00 a.m. August 10, 2011 in the Town of Reading Municipal Light Department's Board Room, 230 Ash Street, Reading, Massachusetts.

The bids were reviewed, analyzed and evaluated by the General Manager and the staff.

Move that bid 2012-01 for Tree Trimming Services be awarded to:

Asplundh Tree Expert Co. for \$1,216,145.88

| Year 1 | \$400,914.90 |
|-------------------|----------------|
| Year 2 | \$405,352.08 |
| Year 3 | \$409,878.90 |
| Total for 3 years | \$1,216,145.88 |

as the lowest qualified bidder on the recommendation of the General Manager.

The FY12 Operating Budget indicates \$455,619 has been approved for tree trimming.

Wincent F. Cameron, Jr.

Kevin Sullivan

Thomas Channel Conner

Thomas O**ʻC**onnor

Tree Trimming Services IFB 2012-01

| Bidder | | Time in Business | References | All forms filled out | Certified Check or Bid Bond | k Authorized signatures | Exceptions |
|--|--|--|--|--|---|--|------------|
| Asplundh Tree Expert Co. | , | 1945 | yes | yes | yes | yes | ou |
| Year 1 Year 2 Year 3 Total for 3 year contract | \$400,914.90 \$405,352.08 \$409,878.90 \$1,216,145.88 | | | | | | |
| Lewis Tree Service, Inc. | | 1938 | yes | yes | yes | yes | yes |
| Year 1 Year 2 Year 3 Total for 3 year contract | \$428,613.66 \$436,501.98 \$444,524.76 \$1,309,640.40 | Exceptions: This bid was priced based categories that apply are: Tree Tr | riced based on the unders! t apply are: Tree Trimmer - \$19.01 Tree Trimmer Ground | d based on the understanding that tl ply are: Tree Trimmer - \$19.01 Tree Trimmer Groundman - \$17.06 | Exceptions: This bid was priced based on the understanding that the prevailing wage rate categories that apply are: Tree Trimmer - \$19.01 Tree Trimmer Groundman - \$17.06 | e rate | |
| | | Any crews req and any portal | crews required beyond the thi any portal to portal charges. | ee requested in th | Any crews required beyond the three requested in this bill will require per diem and any portal to portal charges. | r diem | |
| | | Should additional crews (a RMLD's property) be need portal to portal when responder under Collective Bargwill need to be adhered to. | nal crews (above ar rty) be needed for e when responding. elective Bargaining adhered to. | nd beyond those ac mergency respons It is also understoc Agreement and if s | Should additional crews (above and beyond those actually performing work on RMLD's property) be needed for emergency response, those crews will be paid portal to portal when responding. It is also understood that requested crews may work under Collective Bargaining Agreement and if so, those labor agreements will need to be adhered to. | ork on be paid ews may ements | |
| Northern Tree Service | | 1966 | yes | yes | yes | yes | 110 |
| Year 1 Year 2 Year 3 Total for 3 year contract | \$430,000.00 \$439,000.00 \$445,000.00 \$1,314,000.00 | | | | | | |

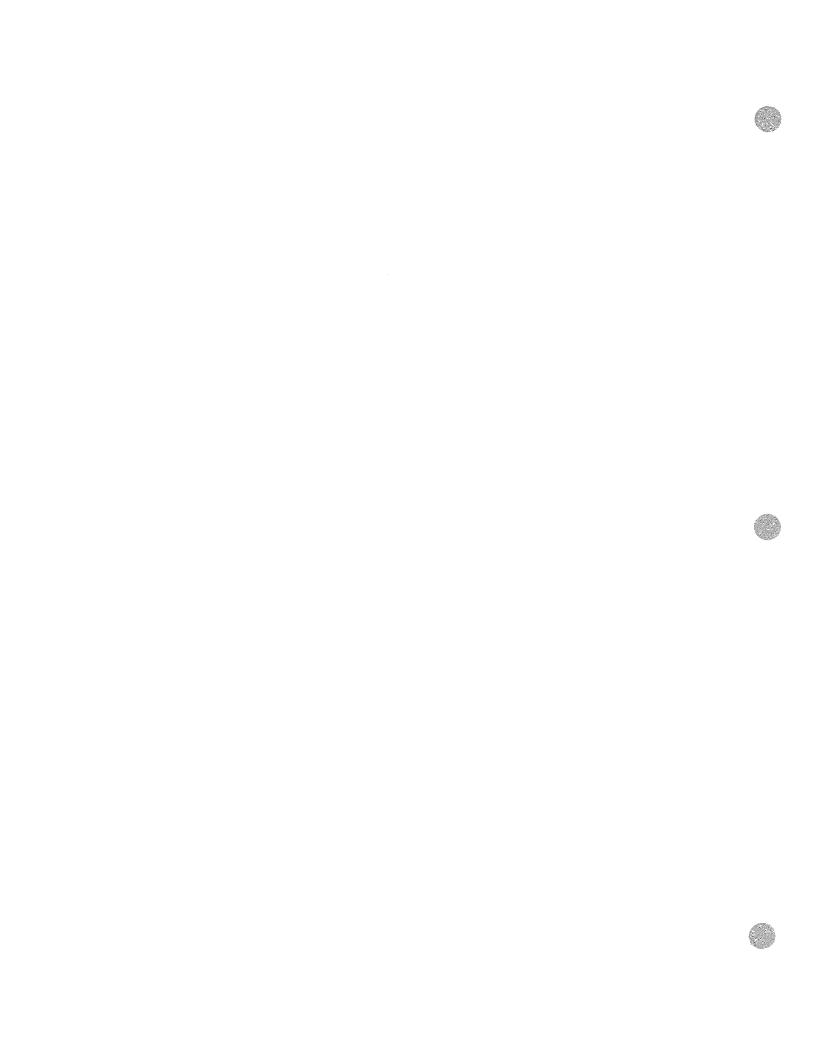
TOWN OF READING MUNICIPAL LIGHT DEPARTMENT RATE COMPARISONS READING & SURROUNDING TOWNS

August-11

| | RESIDENTIAL 750 kWh's | RESIDENTIAL-TOU 1500 kWir's 75/25 Split | RES. HOT WATER 1000 kWh's | COMMERCIAL 7,300 kWh's 25.000 kW Demand | SMALL COMMERCIAL 1,080 kWh's 10.000 kW Demand | SCHOOL RATE 35000 kWh's 130.5 kW Demand | 109,500 kWir's 250,000 kW Demand 80/20 Split |
|---------------------------------|--------------------------|---|------------------------------|---|---|---|--|
| READING MUNICIPAL LIGHT DEPT. | | | | | | | |
| TOTAL BILL | \$100.49 | \$178.46 | \$117.10 | \$898,40 | \$172.94 | \$4,175.49 | \$11,484.89 |
| PER KWH CHARGE | \$0.13399 | \$0.11897 | \$0.11710 | \$0.12307 | \$0.16013 | \$0.11930 | \$0.10488 |
| NATIONAL GRID | | | | | | | |
| TOTAL BILL | \$101.45 | \$202.08 | \$134.01 | \$1,046.78 | \$149,49 | \$4,256.87 | \$11,807.33 |
| PER KWH CHARGE | \$0.13527 | \$0.13472 | \$0.13401 | \$0.14340 | \$0.13842 | \$0.12162 | \$0,10783 |
| % DIFFERENCE | 0.95% | 13.24% | 14.44% | 16.52% | -13.56% | 1.95% | 2.81% |
| NSTAR COMPANY | | | | | - | | |
| TOTAL BILL | \$114.99 | \$208.21 | \$151.18 | \$1,060.84 | \$160.47 | \$5,924.76 | \$14,298.56 |
| PER KWH CHARGE | \$0.15332 | \$0.13881 | \$0,15118 | \$0.14532 | \$0.14858 | \$0.16928 | \$0.13058 |
| % DIFFERENCE | 14.43% | 16.67% | 29.10% | 18.08% | -7.21% | 41.89% | 24.50% |
| PEABODY MUNICIPAL LIGHT PLANT | | | | | | | |
| TOTAL BILL | \$93,41 | \$180.84 | \$122.55 | \$967.19 | \$161.43 | \$4,708.59 | \$11,370.37 |
| PER KWH CHARGE | \$0.12454 | \$0.12056 | \$0.12255 | \$0.13249 | \$0.14948 | \$0.13453 | \$0,10384 |
| % DIFFERENCE | -7.05% | 1.34% | 4.65% | 7.66% | 6.65% | 12.77% | -1.00% |
| MIDDLETON MUNICIPAL LIGHT DEPT. | | | | | | | |
| TOTAL BILL | \$99.77 | \$198.39 | \$132.64 | \$959.51 | \$168.44 | \$4,762.93 | \$13,330.75 |
| PER KWH CHARGE | \$0.13303 | \$0,13226 | \$0.13264 | \$0.13144 | \$0.15596 | \$0.13608 | \$0.12174 |
| % DIFFERENCE | -0.72% | 11.17% | 13.27% | 6.80% | -2.60% | 14.07% | 16.07% |
| WAKEFIELD MUNICIPAL LIGHT DEPT. | | | | , | | | |
| TOTAL BILL | \$102.36 | \$198.42 | \$134.38 | \$1,020.29 | \$164.68 | \$4,773.08 | \$13,136.37 |
| PER KWH CHARGE | \$0.13648 | \$0.13228 | \$0.13438 | \$0.13977 | \$0.15249 | \$0.13637 | \$0.11997 |
| | 1.86% | 11.19% | 14.75% | 13.57% | -4.77% | 14.31% | 14.38% |







From:

Vincent Cameron

Sent:

Thursday, July 28, 2011 10:02 AM

To:

Richard Hahn; Phil Pacino; Gina Snyder; Mary Ellen O'Neill; Bob Soli

Cc:

Bob Fournier; Joe Donahoe; Jeanne Foti; Lee Ann Fratoni

Subject: FW: Account Payable - July 22

Snyder

1. Culver Co. - I'd like to see web "hit" numbers to see if this is worth keeping.

Priscilla is looking into this. I will pass it on when she gets the hit number.

2. Elite - Pressure wash fence? What fence + why.

The invoice states that the work is being done at the Gaw Substation. Elite is using the pressure washer to blow off the loose material so the fence can be painted.

3. Grainger - What is the filter ice maker for?

For the RMLD ice machines.

4. Nextel - Have we always been paying 40 cents a minute? That seems like a lot.



No. The bill is usually about \$750 to \$800 or about \$.15/minute. On the bill it states that there is a charge of \$665 for a change out of our old phones, which is a one time charge.

5. Utility Services - Beyond due date + late PO.

Employee who processes this bill was on vacation. PO processed late.

In general, several bills with PO after invoice. I'd like to see PO at least before invoice + prior to work. (I understand some emergencies like the sink clean out.)

I will look into it.

Soli

Utility Services - What is it?

This is the commission for the Renewable Energy Certificates the RMLD recently purchased.

O'Neill

1. Choate Hall & Stewart - Please update us in Executive Session.

Was done at the July Exec. Board Meeting.



2. Alpha Mechanical - Could a brief presentation be made to Board on the history and current issues and outlook for chillers. Confused about this.

The cooling towers were replaced in FY11. After the change out it was found that the instrumentation and

logic boards that allow the Yazaki chillers to talk to the cooling towers and the air handlers had problems that had to be fixed. Some of this was the responsibility of the contractor and some had to be paid by RMLD.

The Yazaki Chillers we have require very specific controls and require specialized equipment in order to have the entire system working smoothly. We now have the system working so that the chillers are delivering cooling to the building in a proper fashion. However, there is more work to do in order to ensure trouble free operation year round.



I don't think a presentation to the Board is necessary. What I would recommend is for the Board Members taking a tour with Joe Donahoe, RMLD Facilities Manager, and surveying the entire system. By doing this Joe can describe the system and questions can be asked. Please let me know if you would like a tour and we can set it up prior to a Board Meeting. The tour should take less that an hour.

3. Elite Pressure Washing - What is the hold up in getting quotes in a timely fashion so that a PO for FY12 could already be in place?

The bid for the pressure washing was put out in May and resulted in a tie. It was re-bid because I did not feel flipping a coin was appropriate although allowed under the IGs rules. The PO was held up because it was re-bid.

4. Reading Lumber - Original receipt for second invoice (not a copy) should accompany paperwork.

Yes, I will look into it.

5. Town of Reading - We provide life insurance to retirees? Per what?

This is done according to MGL Chapter 32b, Section 3.

6. Asplundh - There doesn't seem to be an accounting made for the 11 hours submitted for the Blasette crew on July 6.



The tree crew was kept on because a lightning strike on a tree that fell into wires on MacDonald Road, Wilmington. We decided to have the tree removed immediately and not leave the tree on the wires until the next day.





From: Vincent Cameron

Sent: Tuesday, August 02, 2011 8:44 AM

To: Richard Hahn; Phil Pacino; Gina Snyder; Mary Ellen O'Neill; Bob Soli

Cc: Bob Fournier; Joe Donahoe; Jeanne Foti

Subject: Answer to Payables 8-1-11

Snyder

1. DNS Alpha Mech. - Isolation valves - Is this the new chiller? Why do valves need to be replaced? Why on O/T (Saturday?) Shouldn't the entire cost have been quoted + on PO? (Dates are posted dated for labor.)

Isolation valves are used to isolate the chillers from the air handlers. The chillers are not new, the cooling towers are new. Work was done on Saturday because if you take down the cooling system during the week it would become uncomfortable for the employees if it is a hot day. The RMLD didn't know if the labor for checking the flow rate would take more than two hours. PO was not cut until after receiving and processing the bill. We wanted to ensure that the chillers were all set.

2. Grainger - What is the infra red thermometers for?

Thermal scanning of equipment on the distribution system.

3. NGrid/NStar - Why do we pay for Hydro Quebec II?

The RMLD pays NGrid and NStar for their transmission facilities that allow the RMLD to receive output from the Hydro Quebec Transmission line.



4. Premier Global - What is this service for (a conference line?) + PO post dated.

This is for conference call services. The PO was created after the bill came in because the amount is not known until the invoice is received.

O'Neill

1. Asplundh - No indications of city/town work done is for week ending July 16 for the Greenwood crew.

I will remind them to put the towns in. We know they were working on Summer and Essex streets in Lynnfield.

2. Alpha Mechanical - Invoice #6888 unclear - are we paying for parts and labor or is this an overall quote on one PO for labor?

Invoice 6888 was for a quote to replace the isolation valves on the chillers and included labor and materials. The job was inspected and found to be complete.

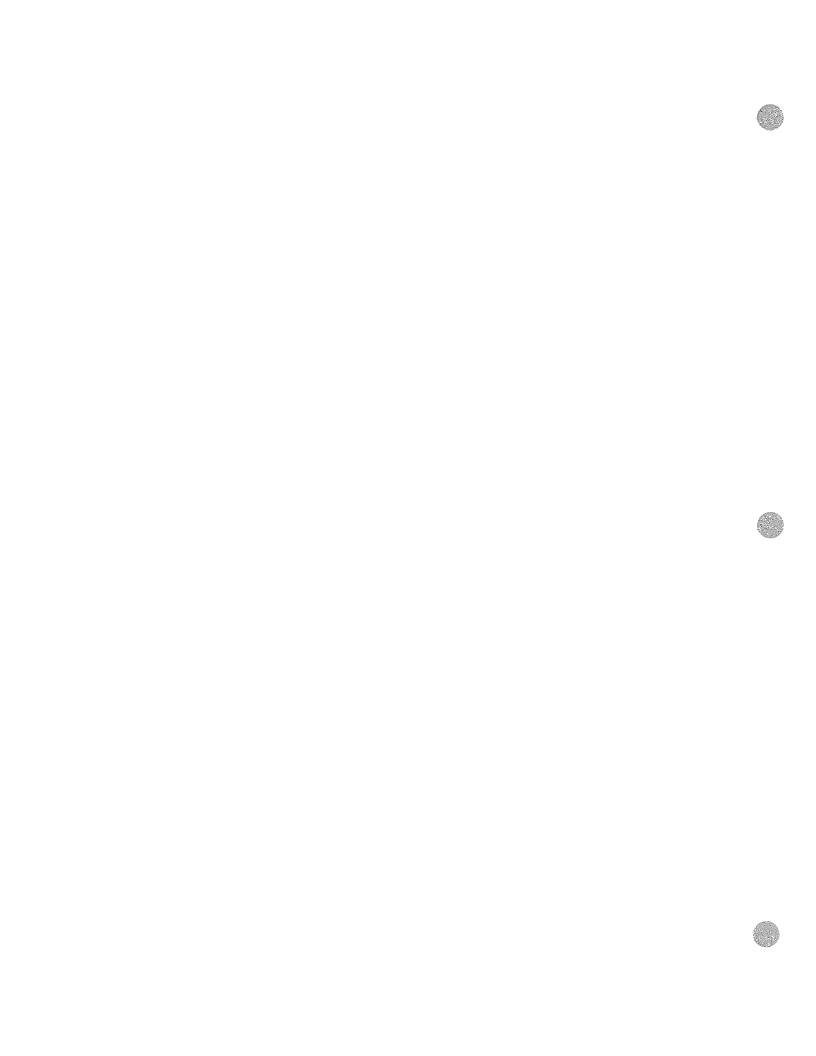
3. Melanson Heath - What analysis services are they providing?

As I stated in my MMWEC update in the last few RMLD Board Executive Session meetings, the RMLD and others are using Melanson Heath to perform auditing services as part of the MMWEC Arbitration case.

4. General - Have we implemented credit card and petty cash?



Yes. The policy is in place. I have not received my credit card. The credit card company has all the information that was requested.



From: Vincent Cameron

Sent: Tuesday, August 09, 2011 7:32 AM

To: Richard Hahn; Phil Pacino; Gina Snyder; Mary Ellen O'Neill; Bob Soli

Cc: Bob Fournier; Joe Donahoe; Kevin Sullivan; Steve Kazanjian; Jeanne Foti

Subject: Answer to Payables 8-8-11

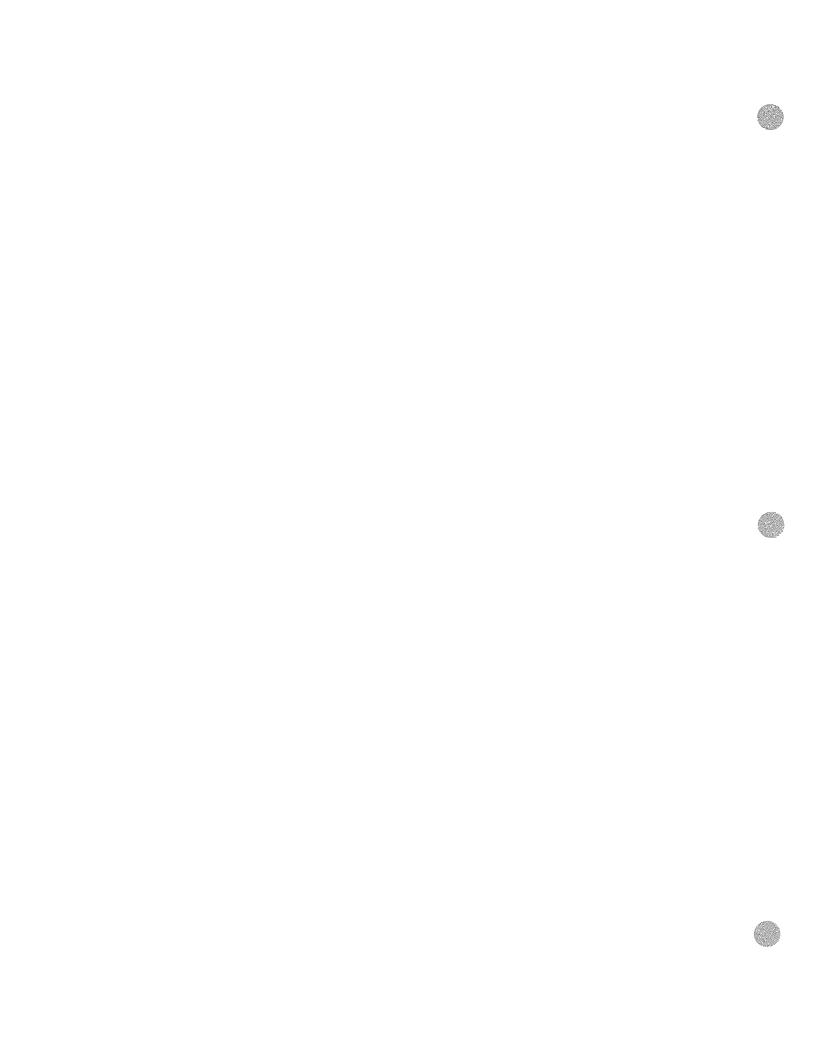
Snyder

1. Lynnfield - What happened with this detail - who signed from the RMLD (Can't read signature.)

Asplundh was trimming in the area of Pillings Pond. Scott Greenwood from Asplundh signed the detail slip.

2. Power Washer sales - PO12-EO1011 - posted dated. Do we have our own power washer? What is it used for?

Yes, we have had our own power washer for over twenty years. We use it to wash cars, which are not washed by Elite. In addition, we use it to wash down vehicles in between vendor washings. We also wash transformers and other equipment that comes in from the field. We power wash tools that become soiled in the course of work.



From: Vincent Cameron

Sent: Friday, August 19, 2011 8:42 AM

To: Richard Hahn; Phil Pacino; Gina Snyder; Mary Ellen O'Neill; Bob Soli

Cc: Bob Fournier; Steve Kazanjian; Jeanne Foti

Subject: FW: Account Payable - August 12

Hahn

1. Fournier - Why did Bob have to pay for this? Why couldn't RMLD issue a PO?

This piece of equipment is essential to the billing printing process. We can't bill without it. We needed it ASAP.

Snyder

1. Century Bank - I thought this was replaced with new E-bill contract.

No. We still process the cards through them but at a lower cost.

2. Choate - Where is the description of work?

I will call you on this.

3. Hawkins - Invoice is from May.



Invoice was held up.

4. MBCR - P.O. 8/4 for June work

This bill didn't come to us until recently. Invoice date is 7/31/11.

5. Oce - Why late charges from 2010 (April) + (March 2010)?

The late charges are due to our billing process (about fifteen days depending on when the bill is received.) We explained the process to the company and they would not agree to waiving the late charges. This contract is up and we will be going with another firm and have discuss the payment schedule with them.

From: Vincent Cameron

Sent: Friday, August 19, 2011 10:19 AM

To: Vincent Cameron; Richard Hahn; Phil Pacino; Gina Snyder; Mary Ellen O'Neill; Bob Soli

Cc: Bob Fournier; Steve Kazanjian; Jeanne Foti

Subject: RE: Account Payable - August 12

O'Neill

1. Fournier - Additionally, why wasn't the RMLD credit card used?

I still have not received the credit card. There were questions pertaining to billing address. I was on the phone with them this week. I hope to be receiving the card next week.

2. Reading Lumber - 3 pieces of paper for a purchase of \$1.29; 3 pieces of paper for a purchase of \$8.64; a total of 10 pages for \$26.30 - where is the petty cash?? I thought it was part of the point. It's way past July 1st.

Reading Lumber is an open account. Employees pick up items and turn in the receipts. We pay the account from time to time based on the activity on the account. If we did this through petty cash we would still have some amount of paper records for this type of purchase in the petty cash account.

From: Vincent Cameron

Sent: Friday, August 19, 2011 8:42 AM

To: Richard Hahn; Phil Pacino; Gina Snyder; Mary Ellen O'Neill; Bob Soli

Cc: Bob Fournier; Steve Kazanjian; Jeanne Foti **Subject:** FW: Account Payable - August 12

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schedule with them.



From: Vincent Cameron

Sent: Friday, August 26, 2011 8:57 AM

To: Richard Hahn; Phil Pacino; Gina Snyder; Mary Ellen O'Neill; Bob Soli

Cc: Bob Fournier; Steve Kazanjian; Jeanne Foti Subject: FW: Account Payable Questions - August 19

Soli

1. Cutting Edge - What caused the need for this?

This is for work on the boom and a little work on the body. Truck 14 is almost ten years old and the work is repair for normal wear and tear.

O'Neill

1. CMEEC - PO not drawn up until August 12 for services provided April 1 - June 30. Please explain. PO states "item description" is the invoice. What did the RMLD receive?

This is for programming work performed on the CMARS computer program we use for mining data from the ISO-NE database. The RMLD owns 25% of the program. We usually receive payments for our 25% ownership on the program but this time there was an update to the program and we were charged. The PO was cut late after we realized it was a charge.

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Sent:

Friday, August 26, 2011 8:57 AM

To:

Richard Hahn; Phil Pacino; Gina Snyder; Mary Ellen O'Neill; Bob Soli

Cc:

Bob Fournier; Steve Kazanjian; Jeanne Foti

Subject: FW: Account Payable Questions - August 19

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