

**Pottstown Borough Authority
Utilities Billings and Accounts Receivable Analysis**

The below table represents Water and Sewer billings dated the 1st of each month, for 2019, 2020 and 2021. Essentially these billings would be due thirty days later.

The analysis is done with the thought that bills mailed March 1, for instance, would be paid within the month of March through April 1, etc. This is just a general analysis assuming that the intention of most residents is to pay their bills prior to the due date.

AR Payments received could include past amounts owed from previous periods.

An increase in AR balance would mean that less payments are being received, thus more AR outstanding, and slower cash flow.

	2019	2020	2021	Difference 2019-2020	Difference 2020- 2021	
Utility Billings						
January 1	\$ 820,479.03	\$ 870,113.57	\$ 895,163.53	\$ 49,634.54	\$ 25,049.96	Oct-Nov-Dec billed January 1, due February 1
February 1	\$ 968,505.54	\$ 1,020,305.19	\$ 1,043,031.04	\$ 51,799.65	\$ 22,725.85	Nov-Dec-Jan Billed February 1, due March 1
March 1	\$ 1,058,298.92	\$ 1,074,131.16	\$ 1,075,945.07	\$ 15,832.24	\$ 1,813.91	Dec-Jan-Feb billed Mar 1, due April 1
April 1	\$ 831,377.02	\$ 836,728.65	\$ 893,297.62	\$ 5,351.63	\$ 56,568.97	Jan-Feb-Mar billed Apr 1, due May 1
May 1	\$ 988,122.12	\$ 995,492.09	\$ 1,001,054.24	\$ 7,369.97	\$ 5,562.15	Feb-Mar-Apr billed May 1, due June 1
June 1	\$ 1,154,537.43	\$ 1,067,769.53	\$ 1,067,507.78	\$ (86,767.90)	\$ (261.75)	Mar-Apr-May billed June 1, due July 1
July 1	\$ 858,112.57	\$ 842,953.35	\$ 929,420.81	\$ (15,159.22)	\$ 86,467.46	Apr-May-Jun billed July 1, due August 1
August 1	\$ 983,639.12	\$ 1,069,396.94	\$ 1,082,529.30	\$ 85,757.82	\$ 13,132.36	May-Jun-Jul billed August 1, due September 1
September 1	\$ 1,191,332.95	\$ 1,155,857.17	\$ 1,110,718.89	\$ (35,475.78)	\$ (45,138.28)	Jun-Jul-Aug billed September 1, due October 1
October 1	\$ 867,045.25	\$ 928,492.53		\$ 61,447.28		Jul-Aug-Sep billed October 1, due November 1
November 1	\$ 1,027,629.94	\$ 1,083,261.01		\$ 55,631.07		Aug-Sep-Oct billed November 1, due December 1
December 1	\$ 1,220,052.11	\$ 1,097,235.89		\$ (122,816.22)		Sep-Oct-Nov billed December 1, due January 1
Total Billings	\$ 11,969,132.00	\$ 12,041,737.08	\$ 9,098,668.28			

AR Payments Received						
January	\$ 896,251.97	\$ 967,289.73	\$ 1,061,546.30	\$ 71,037.76	\$ 94,256.57	
February	\$ 1,057,149.40	\$ 943,533.49	\$ 966,945.92	\$ (113,615.91)	\$ 23,412.43	
March	\$ 1,071,535.93	\$ 1,063,072.32	\$ 1,207,806.41	\$ (8,463.61)	\$ 144,734.09	
April	\$ 936,256.50	\$ 785,436.67	\$ 790,607.52	\$ (150,819.83)	\$ 5,170.85	
May	\$ 977,639.66	\$ 940,183.14	\$ 1,007,506.10	\$ (37,456.52)	\$ 67,322.96	
June	\$ 1,117,805.13	\$ 1,105,995.29	\$ 1,122,311.76	\$ (11,809.84)	\$ 16,316.47	
July	\$ 1,019,998.61	\$ 862,040.85	\$ 1,060,553.51	\$ (157,957.76)	\$ 198,512.66	
August	\$ 912,137.37	\$ 1,056,697.36	\$ 953,913.38	\$ 144,559.99	\$ (102,783.98)	
September	\$ 1,162,985.39	\$ 1,018,410.55	\$ 1,118,053.00	\$ (144,574.84)	\$ 99,642.45	
October	\$ 956,697.49	\$ 1,018,636.62		\$ 61,939.13		
November	\$ 976,253.36	\$ 1,034,527.06		\$ 58,273.70		
December	\$ 1,305,515.74	\$ 914,117.16		\$ (391,398.58)		
Total AR Received	\$ 12,390,226.55	\$ 11,709,940.24	\$ 9,289,243.90			

AR Balance change \$ (421,094.55) \$ 331,796.84 \$ (190,575.62)

Another analysis is AR balance for Utilities in each time frame. The ideal is that the invoices sent at the beginning of the month are paid by the end of the month. Under this scenario, the Utilities AR balances reflected at the end of the month are as follows.

	2019	2020	2021	Difference 2019-2020	Difference 2020- 2021
January 31	\$ 2,725,174.18	\$ 2,833,028.78	\$ 3,319,170.54	\$ 107,854.60	\$ 486,141.76
February 28/29	\$ 2,913,578.42	\$ 2,993,278.66	\$ 3,437,698.34	\$ 79,700.24	\$ 444,419.68
March 31	\$ 2,700,891.14	\$ 2,769,905.31	\$ 3,137,520.94	\$ 69,014.17	\$ 367,615.63
April 30	\$ 2,773,205.04	\$ 2,914,354.79	\$ 3,351,796.76	\$ 141,149.75	\$ 437,441.97
May 31	\$ 2,975,184.14	\$ 3,156,033.36	\$ 3,331,421.69	\$ 180,849.22	\$ 175,388.33
June 30	\$ 2,744,572.74	\$ 2,908,857.08	\$ 3,158,958.48	\$ 164,284.34	\$ 250,101.40
July 31	\$ 2,814,053.95	\$ 3,121,935.54	\$ 3,184,613.50	\$ 307,881.59	\$ 62,677.96
August 31	\$ 3,032,337.41	\$ 3,232,096.37	\$ 3,355,019.61	\$ 199,758.96	\$ 122,923.24
September 30	\$ 2,727,554.04	\$ 3,159,102.88	\$ 3,190,015.96	\$ 431,548.84	\$ 30,913.08
October 31	\$ 2,854,492.00	\$ 3,230,080.85		\$ 375,588.85	
November 30	\$ 3,122,856.08	\$ 3,306,921.36		\$ 184,065.28	
December 31	\$ 2,722,181.34	\$ 3,303,427.89		\$ 581,246.55	
	\$ 34,106,080.48	\$ 36,929,022.87	\$ 29,466,215.82		