STATE OF KANSAS )
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CITY OF KANSAS CITY)

The Board of Public Utilities of Kansas City, Kansas (aka BPU, We, Us, Our) met in Regular Session on Wednesday, January 17, 2024 at 6:00 PM. The following Board Members were present: Rose Mulvany Henry, President; Thomas Groneman, Vice President; Mary Gonzales, David Haley, Stevie A. Wakes Sr., and Brett Parker.

Also present: William Johnson, General Manager; Angela Lawson, Acting Chief Counsel; Lori Austin, Chief Financial Officer/Chief Administrative Officer; Jeremy Ash, Chief Operating Officer; Jerry Sullivan, Chief Information Officer; David Mehlhaff, Chief Communications Officer; Maurice Moss, Executive Director Corporate Compliance; Johnetta Hinson, Executive Director Customer Service; Darrin McNew, Executive Director Electric Operations; Jerin Purtee, Executive Director Electric Supply; Steve Green, Executive Director Water Operations; Donald Stahl, Executive Director Electric Production; Andrew Ferris, Director Financial Planning; Dennis Dumovich, Director of Human Resources; Dustin Miller, Director of Applications; Steve Hargis, Supervisor Water Distribution Meters; and Rick Hardman, IT Project Manager.

A video of this meeting is on file at the Board of Public Utilities and can be found on the BPU website, www.bpu.com.

Ms. Mulvany Henry called the Board meeting to order at 6:01 PM. She welcomed all that were listening to or viewing the meeting. She informed all that the meeting was being recorded including video and audio. She explained the new Agenda format reflecting visitor comments, which allowed the public to address the Board prior to the General Manger/Staff Reports and the newly added public comments section, which allowed the public to address the Board on the topics presented during the General Manger/Staff Reports. During the visitor comments section, those attending in person, wishing to speak, should use the sign-up sheet at the entry and provide their name and address. Both visitor and public comments were limited to three minutes and should be addressed to the Board. Members of the public who wished to speak to the Board using Zoom needed to use the Raise Hand feature at the bottom of the application or window to signal that they wish to address the board during the public comment section. Members of the public connected by phone only, needed to press \*9 to indicate they wished to address the Board in the public comment section. No confidential information should be shared, including, account information. Staff would not provide individual account information during an open meeting. As always, the public could also email or call the BPU with any concerns. She informed that all participants were to act respectfully to each other. Personal attacks or accusations would not be tolerated. All concerns would be directed to the Board only, they would then determine staff involvement. If side discussion was necessary, it was to be conducted outside of the Board room to avoid interfering with presenters or other attendees. If any rules are breached during this meeting, the attendee was subject to removal.

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Ms. Mulvany Henry introduced herself and the other Board Members along with the General Manager, and Legal Counsel.

Roll call was taken and all Board members were present.

#### Item #3 – Approval of Agenda

A motion was made to approve the Agenda by Ms. Gonzales, seconded by Mr. Groneman, and unanimously carried.

#### Item #4— Approval of the Minutes of the Special Session of December 20, 2023:

A motion was made to approve the minutes of the Special Session of December 20, 2023, by Mr. Groneman, seconded by Ms. Gonzales, and unanimously carried.

#### <u>Item #5- Approval of the Minutes of the Regular Session of January 3, 2024:</u>

A motion was made to approve the minutes of the Regular Session of January 3, 2024, by Ms. Gonzales, seconded by Mr. Wakes, and unanimously carried.

#### **Item #6– Visitors Comments**

Tscher Manck, Wyandotte County, congratulated Ms. Mulvany Henry and inquired about billing and the General Manager's retirement.

Alisha Murphy, 3213 Tauromee, spoke about a private matter, not related to BPU.

#### **Item #7– Election of Officers**

Ms. Lawson presented the procedure for Election of Officers in the Charter Ordinance.

Ms. Mulvany Henry turned the meeting over to Mr. Groneman.

Mr. Groneman announced the vote for office of President for the term of January 2024 to January 2025.

Motion was made to nominate Mr. Groneman as President, by Ms. Gonzales, seconded by Ms. Mulvany Henry.

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No other nominations were received and the Board unanimously closed the nomination.

Roll call was taken on the vote for Mr. Groneman for President, and he was elected unanimously.

Mr. Groneman announced the vote for office of Vice President for the term of January 2024 to January 2025.

Motion was made to nominate Mr. Haley as Vice President, by Ms. Mulvany Henry, seconded by Mr. Parker.

No other nominations were received and the Board unanimously closed the nomination.

Roll call was taken on the vote for Mr. Haley for Vice President, and he was elected unanimously.

Mr. Groneman opened the vote for the office of Secretary for the term of January 2024 to January 2025.

Motion was made to appoint by nomination Mr. Wakes as Secretary, by Ms. Gonzales, seconded by Ms. Mulvany Henry.

No other nominations were received and the Board unanimously closed the nomination.

Roll call was taken on the vote for Mr. Wakes for Secretary, and he was elected unanimously.

#### Item #8- General Manager / Staff Reports

i. November 2023 Financials: Ms. Lori Austin, Chief Financial Officer/Chief Administrative Officer, presented the November 2023 Financials to the Board. (See attached PowerPoint.)

Ms. Austin, Mr. Johnson, Mr. Steve Green, Executive Director Water Operations, Mr. Darrin McNew, Executive Director Electric Operations and Mr. Donald Stahl, Executive Director Electric Production, responded to questions and comments from the Board.

A motion was made to approve the November 2023 Financials as presented, by Ms. Mulvany Henry, seconded by Ms. Gonzales, and unanimously carried.

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ii. BPU/UG Bill Separation: Mr. Jerry Sullivan, Chief Information Officer, provided the Board an update on the BPU/UG bill separation project, including proposals and questions presented to the Unified Government (UG). (See attached PowerPoint.)

The Board discussed the PILOT charge and asked that a joint meeting between the BPU Board and the UG Commissioners be set up for further discussion.

Mr. Sullivan, Mr. Johnson and Ms. Lawson responded to questions and comments from the Board.

iii. Federal & State Grant Update: Mr. Andrew Ferris, Director Financial Planning, presented the Board with an update on various federal and state grants BPU was seeking and explained how the process is a group effort, both internally and externally. He gave a recap of the grants BPU had previously been awarded, those that were in progress and additional grants that BPU was assisting with for the community. (See attached PowerPoint.)

Mr. Ferris, Mr. Johnson and Ms. Austin responded to questions and comments from the Board.

iv. Miscellaneous Comments: Mr. Johnson announced the passing of former General Manager, Leon Daggett. He also confirmed the two new Board members would complete orientation the following week and would be brought up to speed on Board related matters. He said he would get in contact with Mr. Groneman regarding future Work Session meetings and congratulated the newly elected Board members.

#### **Item #5— Public Comments**

Ms. Fannie, Wyandotte County, expressed her thoughts on the PILOT charge.

Mr. Ty Gorman, 2843 Parkwood Blvd, thanked Mr. Ferris for his presentation and stated his views on community communications and the PILOT charge.

Dr. Rosas-Hall, 4345 N. 122<sup>nd</sup> Street, inquired about the grant process and asked how BPU can ensure the community is treated equitably.

Mr. Johnson responded to Dr. Rosas-Hall and said BPU staff would reach out to her regarding her question.

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#### Item #5- Board Comments

Ms. Mulvany Henry congratulated the newly elected Board members and thanked staff for their presentations.

Mr. Gonzales also congratulated the newly elected Board members, thanked staff for their presentations and the public for their participation in the meeting.

Mr. Parker echoed the previous Board members comments.

Mr. Wakes echoed previous comments made and expressed his hope to see the PILOT be reduced in the future.

Mr. Haley congratulated Mr. Groneman, as newly elected President, and thanked Ms. Mulvany Henry for her time served as President. He thanked Board members for electing him as Vice President and thanked staff for their presentations. He expressed his thoughts on items he would like to see addressed in the future.

Mr. Groneman thanked the Board members for their support and said he looked forward to serving as President this year. He asked members to reach out to him or Mr. Johnson if they wish to see an item on the Agenda and complemented the two new Board members on their input and enthusiasm.

#### Item #7 - Adjourn

At 8:29 PM a motion to adjourn was made by Mr. Wakes, seconded by Ms. Gonzales and unanimously carried.

ATTEST: A Sale

Secretary

APPROVED:

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# November 2023 Financial Results

January 17, 2024



### 2023 Billed kWh (YTD Jan - November)

	(CY) 2023	(PY) 2022	
Electric	YTD	YTD	
Residential	545,552,962	548,776,368	<b>I</b>
Commercial	929,941,312	919,550,587	Commercial usage was above 2022 levels and
Industrial	445,158,171	496,102,125	Residential, Industrial and Total were below 2022 levels
	1,920,652,445	1,964,429,080	-2.2%

Residential – Down .5% Commercial – Up 1% Industrial – Down 10%



### 2023 Billed CCF's (YTD Jan - November)

	(CY) 2023	(PY) 2022	
Water	YTD	YTD	
Residential	3,296,635	3,227,074	<b>†</b>
Commercial	2,602,667	2,517,427	Residential and Commercial were above 2022 levels while
Industrial	1,692,336	1,765,045	Industrial was slightly below 2022 levels
	7,591,638	7,509,546	1.1%

Residential – Up 2% C

Commercial – Up 3%

Industrial – Down 4%



### **Revenues - November 2023**

Electric Water Combined

	(CY) 2023	(PY) 2022			Bud	get 2023	(C	Y) 2023		
	November	November	_		No	vember	No	vember	_	
	17.894	\$ 20.244	î	•	\$	22.097	\$	17.894	V	
	4.295	4.257	1			4.243		4.295		
9	22.189	\$ 24.501	I	-9.4%	\$	26.340	\$	22.189	Į	-15.8%

#### Actual Compared to 2023 Budget

Electric – Down 19% Water – Down 5% Combined – Down 15%



### Revenues - 2023 YTD

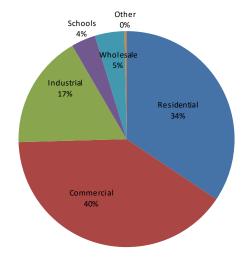
Electric Water Combined

(CY) 2023	(	(PY) 2022			Bu	dget 2023	(	CY) 2023		
YTD		YTD				YTD		YTD		
\$ 295.258	\$	291.946	1		\$	287.464	\$	295.258	1	
51.324		49.111				49.137		51.324		
\$ 346.582	\$	341.057		1.6%	\$	336.601	\$	346.582		3.0

<sup>\*\*</sup>Dollars in millions

#### Variance - YTD comparing Budget to Actual for 2023

Electric: Up 3%	Water: Up 4%
Residential \$ 1.5M	Residential \$1.0M
Commercial \$ 10.6M	Commercial \$1.1M
Industrial (\$ 2.1M)	Industrial \$ 92K
Schools \$ 1.1M	Wholesale \$173K
Wholesale (\$4.5M)	





### **Operating Expenses – November 2023**

Electric Water Combined

	(CY) 2023	(PY) 2022			Bud	lget 2023	(C	Y) 2023		
	November	November		ı	No	vember	No	vember	l_	_
\$	18.615	\$ 22.707	V		\$	21.206	\$	18.615	H	
	3.805	3.492	1			3.797		3.805	1	
\$	22.420	\$ 26.199		-14.4%	\$	25.003	\$	22.420	ľ	-10.3%

#### Actual Compared to 2023 Budget

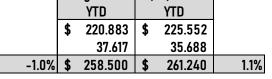
Electric – Down 12% Water - Up .5%



### **Operating Expenses – 2023 YTD**

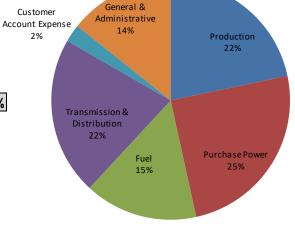
**Electric** Water Combined

		•					
(CY) 2023	(PY) 2022		Bu	dget 2023	((	CY) 2023	,
YTD	YTD			YTD		YTD	
\$ 225.552	\$ 229.699		\$	220.883	\$	225.552	
35.688	34.055			37.617		35.688	
\$ 261.240	\$ 263.754	-1.0%	\$	258.500	\$	261.240	1.1%



#### **Actual Compared to 2023 Budget**

- Electric Up 2%
- Water Down 5%
- Combined Up 1%



2022 ERC Under Recovery of the ERC has been fully amortized as of June 2023 - \$14,781,274

<sup>\*\*</sup>Dollars in millions



### Operating Expenses – 2023 YTD less Depreciation

(CY) 2023 (PY) 2022			Budget 2023		(CY) 2023					
YTD		YTD			YTD		YTD	_		
\$ 193.136	\$	199.685		\$	189.258	\$	193.136			
27.996		26.451			29.983		27.996			
\$ 221.132	\$	226.136	-2.2%	\$	219.241	\$	221.132	1	0	.9%

**Dollars in millions	Electric:	*	Water:	
	Purchased Power	\$ 1.1M	Production	(\$ 1.2M)
	Fuel	(\$9.1M)	T&D	(\$370K)
Variance – YTD comparing Budget to Actual 2023	Production	\$ 1.9M	G&A	(\$390K
	T&D	(\$2.5M)	OGA	(40701)
	A&D	(\$2.0M)		



### **Change in Net Position – November 2023**

(CY) 2023	(PY) 2022
November	November
\$ (4.300)	\$ (6.262)
0.008	0.840
\$ (4.292)	\$ (5.422)

Buc	lget 2023	((	CY) 2023	
No	vember	N		
\$	(2.692)	\$	(4.300)	<b>+</b>
	(0.008)		0.008	
\$	(2.700)	\$	(4.292)	
				•

<sup>\*\*</sup>Dollars in millions



### **Change in Net Position – 2023 YTD**

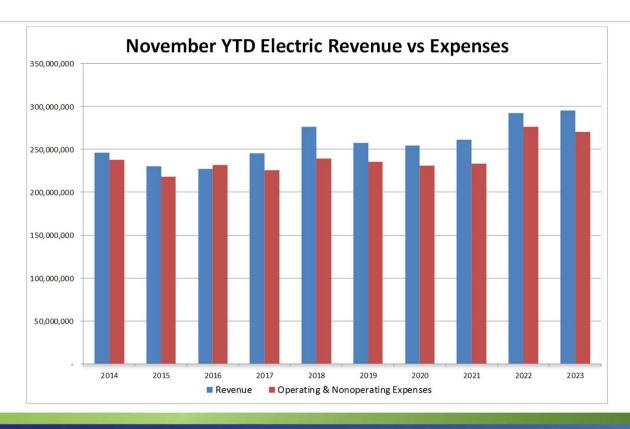
(CY) 2023		(PY) 2022
	YTD	YTD
\$	24.994	\$ 15.933
	10.069	9.671
\$	35.063	\$ 25.604

Budget 2023		(0	CY) 2023	
YTD			YTD	
\$	22.381	\$	24.994	4
	5.651		10.069	
\$	28.032	\$	35.063	

<sup>\*\*</sup>Dollars in millions

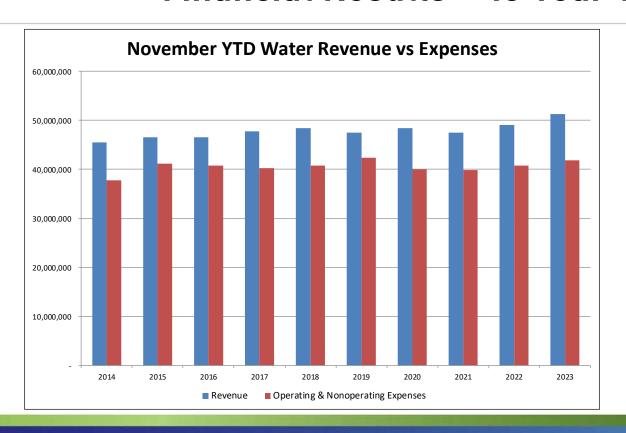


# Financial Results - 10 Year Trend

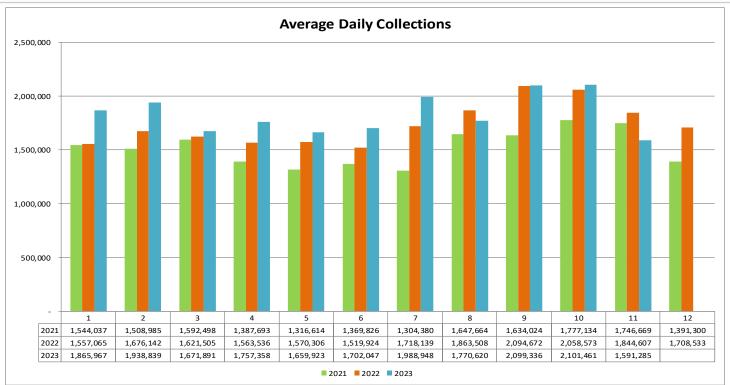




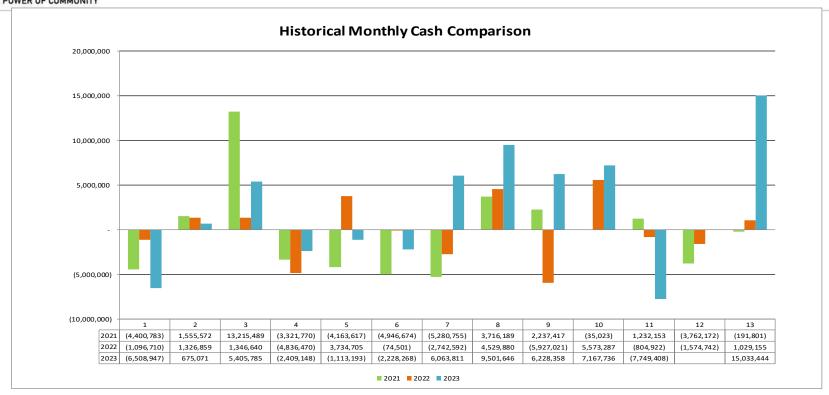
# Financial Results - 10 Year Trend













### **Cash Position**

Combined (E&W)

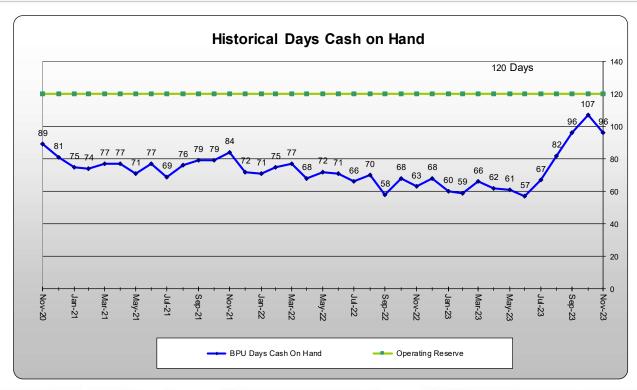
Days Cash-on-Hand

(CY) 2023		(PY) 2022		2023	
November		November		October	
\$	58.03	\$	44.80	\$	66.16
	96		63		107

\*\*Dollars in millions

1 Day = Approximately \$600K-\$625K
(Based on 12 month rolling average of expenses)







### **Balance Sheet: Notables**

Fuel Inventory Bond Dollars 2016C (Elec T&D) Bond Dollars 2020A (Elec)

(CY) 2023			(PY) 2022
November			November
\$	11.656	\$	7.462
\$	0.232	\$	0.715
\$	0.839	\$	0.803

<sup>\*\*</sup>Dollars in millions



### **Capital Spending**

Electric
Water
Common
Total YTD Capital

	(CY) 2023			(PY) 2022
		YTD		YTD
	\$	23.29	\$	18.53
		13.21		9.78
		3.48		3.56
l	\$	39.98	\$	31.87

202	3 Budget		
\$	30.67		
	24.71		
	5.20		
\$	60.58	Remaining	34

34%

#### Major projects in 2023:

\*\*Dollars in millions

Fisher UG Feeders - \$3.3M Annual Underground - \$2.3M Annual Overhead - \$1.5M

Distribution Pole Inspect/Replace - \$1.5M IT Meter Data Management Upgrade - \$563K

Water Sys Imp, Valves & Leaks - \$2.4M Argentine 7 MG Tank Replacement - \$6.5M



### **Debt Coverage**

#### **Debt Coverage with PILOT**

Financial Guideline Target 2.0 times with PILOT

Electric Water Combined

(CY) 202	3 (PY) 2022
Novembe	er November
3.00	2.21
2.29	1.97
3.08	2.35

#### Debt Coverage w/o PILOT

Financial Guideline Target 1.6 times without PILOT

(CY) 2023	(PY) 2022
November	November
2.27	1.52
1.81	1.51
2.35	1.65

### BPU / UG Bill Statement Separation Project



### **Board Update**

January 17, 2023





- Welcome
- 2. Objectives
- 3. Senior Leadership Team Organization
- 4. High Level Concept Process Flow
- 5. Major Processes
- 6. Decisions made by UG
- 7. Next Steps
- 8. Questions

9. Appendix





- 1. Create separate BPU/UG billing statements so that customers can pay BPU and UG separately for their services.
- 2. Create Communications plan to inform the public on what to expect.
- Refocus BPU efforts on supporting customer needs for BPU Services.
- 4. Assist the UG with transition needed on their end.



### Senior Leadership Team Organization

#### UG

- David Johnston, City Administrator
- Alan Howze, Assistant County Administrator
- Debbie Jonscher, Interim CFO
- Wendy Green, Senior Chief Council
- Ashley Hand, Director, Strategic Communications
- Michelle Wooten, Acting Country Treasurer
- Andrea Vinyard, Deputy Treasurer and PM
- Kevin Bibbs, IT Director

#### **BPU**

- Bill Johnson, GM
- Jerry Sullivan, CIO
- Lori Austin, CFO
- David Mehlhaff, Chief Communications Officer
- Johnetta Hinson, CS Exec Director
- Angela Lawson, Attorney
- Rick Hardman, PM; Robert Kamp, Manager PMO
- Dustin Miller, Director IT Applications



### BPU Proposed High Level Concept Plan

1. One Billing System Vendor (Cayenta)



Two Customer Billing Accounts

2. One Bill Print/Mailing Vendor (InfoSend)



Two Bill Statements

3. One Bank (UMB)



Two Remittance Payment Accounts / Process

One Accounts Receivable System (Cayenta/Fusion)

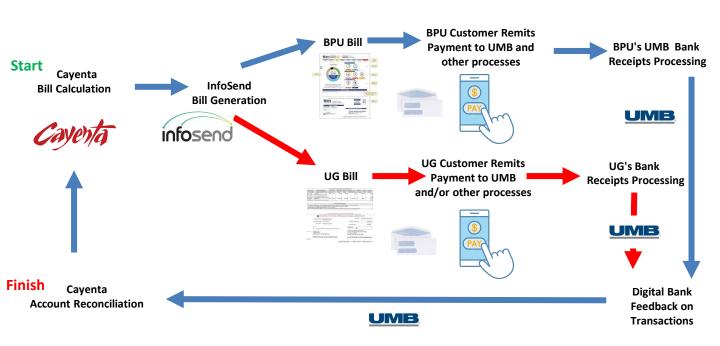


Two Non-Payment Processes (e.g. disconnection/liens)

Go-Live/Implementation Date: 4/1/2024



### High Level Process Flow



Go-Live/Implementation Date: 4/1/2024



### Questions from previous meetings

#### **Addressed Questions**

1. Does the UG have SFTP in place for File transfers?

Yes

2. Does the UG have a process for accepting ACH payments?

No, but they are exploring that option.

3. Does the UG have Customer Service Reps ready for this?

No, but they will have a team ready.

4. What is the UG communication plan for announcing to WyCo that this is occurring?

Not developed yet, but will be with David M, and Krystal M.

#### Still Open

- 1. What is the UG Billing duration/cycle?
- 2. When is the UG Bill Mailing date?
- 3. Will the UG allow Payment arrangements?
- 4. What remedies are available to the UG to collect past due amounts?
- 5. What is the UG write-off/Collection process?
- 6. How are payments going to be collected/accepted by the UG?
- 7. Any insights from Johnson County and/or other municipalities on services collections?



### New/Changed Processes

Process	Responsibility
Management / Monthly Reporting	BPU to create reports, UG to verify
Creation of billing accounts for UG within Cayenta	BPU to create accounts in Cayenta, UG to verify
Creation of new Billing Files	BPU to create, UG to verify
AR/GL	BPU to Create, UG to verify
Bill/Envelope design	UG/InfoSend to coordinate, BPU can advise
Remittance Process	UG and UMB Bank (similar to existing remittance process)
Determine billing duration, mailing date, due date, collections plans for missed/late payments, etc.	UG
Develop and Implement Communication Plans	UG and BPU



### **Next Steps**

BPU	В	Ρ	U
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- a. Develop Technical Requirements,Jan 24
- Provide Requirements to Cayenta, and InfoSend and UMB.
   Jan 25
- c. Develop Final Project Plan Jan 25
- d. Engage Cayenta and InfoSend on requirements for coding:
   Jan 25
- e. Develop design for reports for reconciliation and General Ledger, and other management reports, etc. with UG.

Feb 5

#### UG

- a. \*Begin designing remittance processes.

  Date:\_\_\_\_\_
- b. Begin outreach to Bill Print Vendor for design of Bill and Envelop (*InfoSend*).Date:
- c. Begin process for setting up Customer Service Team

Date:\_\_\_\_\_

- d. Change ordinance to allow changes to occur
   Date:
- e. Start drafting communications to community Date:



### Collaboration

#### **Meeting Recommendations**

- Recommend <u>Senior Leaders</u> meet Bi-Weekly, every Wednesday till go live
- Recommend <u>PM</u>s meet twice a week on Tuesdays and Thursdays till go live
- Recommend UG/BPU working group meet weekly

# Administration / Project Management

- a. Use of Teams for meetings
- SmartSheets for Project
   Management to be distributed to working group
- c. Emails, etc.



### Questions / To Dos

 Add vendors to drawing flow for UG discussion

**Status** Completed

2. Provide number of transactions to UG in each of the payment channels

**Status** Completed

- 3. Data on shut offs for non payment and late payments
  Status Completed
- 4. Schedule meetings Status Completed

5. Others To-Dos TBD



### **APPENDIX**



### Full Project Team

#### **Unified Government**

- David Johnston
- Alan Howze
- Debbie Jonscher
- Wendy Green
- Ashley Hand
- Michelle Wooten
- Andrea Vinyard
- Kevin Bibbs
- Angela Lawson

#### **BPU**

- William Johnson
- Jerry Sullivan
- Robert Kamp
- Rick Hardman
- Dustin Miller
- David Mehlhaff
- Lori Austin
- Christy Tanner
- Johnetta Hinson
- Gabi Freeman
- Stefi McKinney
- Tierra Johnson
- Doretha Davis
- Rhonda Burgin
- Sreeni Chevuru

#### InfoSend

- Ebony Howard
- Audra Maxwell

#### Cayenta

- Holly Aschenbrenner
- Shehnaz Randhowa
- Kimberly Siller
- Keith VanKlompenberg

**US Payments - Kiosks** 

Paymentus - on line and IVR

**On-Line Utilities** 

**UMB** 



# **BPU Grant Update**

January, 2024



- Over the past few years the BPU has been able to obtain a number of sizable grants with Higher Gov recording 2023 as the highest year on record.
- Some recent grant awards include the following:
  - Economic Development Administration \$2 million supporting the cost of transmission and distribution infrastructure to the URBN Outfitters warehouse facility.
  - EPA Region 7 \$10 million supporting the replacement of aged and undersized waterlines.
  - Kansas Adjutant General's Department \$3.7 million supporting back up generation at Nearman Water facility.
  - Kansas Adjutant General's Department \$647.4 thousand payment for the reimbursement of damages due to sustained high winds.
  - APPA through the DOE approx. \$415 thousand support of cybersecurity initiatives

# BPU THE POWER OF COMMUNITY

### **GRANT UPDATE**

#### Each Grant has very different steps and timelines

- The largest grants mentioned took over a year total to achieve.
- All of the grants but especially the largest grants took a multitude of touchpoints with various groups at the state and the Federal level over numerous months.
- Relationships matter and developing relationships with congressional leaders, congressional staffing, state departments, etc. are extremely important in keeping abreast of funding opportunities and keeping those individuals and organizations up to date on the needs and benefits to our local community.
- The need to develop and showcase an easy to understand case for funding is imperative.

These grants as well as the future grants require a team approach. The number of people involved really stretches throughout the organization but David Mehlhaff, Steve Green and the Water team, IT / ECC, Electric Operations, Environmental, Utility services, etc. have all been actively working to bring these grants as well as future grants to the organization and the community.



Several Grants are also currently in process or under review.

- 40101(d) Grid Resiliency KCC / DOE
  - Fairfax project Installation of distribution monitoring equipment to improve the speed at which issues can be located and isolated
  - Downtown project Upgrading existing underground switchgear to controls to a microprocessor relay capable of multidirectional network protection, control and automation
  - These projects are intended to improve reliability metrics while continuing to drive resiliency throughout the system



- ERAMP Emission Reduction and Mitigation Plan KDHE / EPA
  - Community solar project where 80% of the proceeds from the value of the solar produced will be returned to low income households through on-bill credits
  - Goal of the project is to lower GHG emissions locally while improving resiliency and adding long-term cost mitigation to low income households



- Solar For All KHRC / EPA
  - Awaiting award to the State prior to formal application for subrecipient awards
  - Community solar project where 80% of the proceeds from the value of the solar produced will be returned to low income households through on-bill credits
  - Working closely with UG staff to ensure a unified voice



- RMUC Rural and Municipal Utility Advanced Cybersecurity APPA / DOE
  - Cybersecurity training
  - Load Balancers for primary and back-up control center
  - Intrusion and Endpoint protection
  - Data Loss Prevention



### **ADDITIONAL ASSISTANCE AVAILABLE**

- Other Grants BPU is actively involved with
  - EECBG Unified Government Bus and Fleet electrification
  - Clean School Bus UG / KCKCC / KCKPS Bus electrification
  - CPRG MARC Region wide approach to reduce GHG emissions
  - NEVI Current and Potential Customers National Electric Vehicle Infrastructure



### ADDITIONAL ASSISTANCE AVAILABLE

- There are numerous programs and agencies providing assistance and weatherization and we encourage all customers to explore the various programs:
  - Utility Assistance (BPU Funded)
  - Hardship Assistance (BPU Funded)
  - Agency Assistance
  - LIEAP
  - K-WAP
  - ECKAN
  - Utility Rebate Program
  - Homestead
  - HOMES and HEERA (IRA Funding coming soon)



# **QUESTIONS**