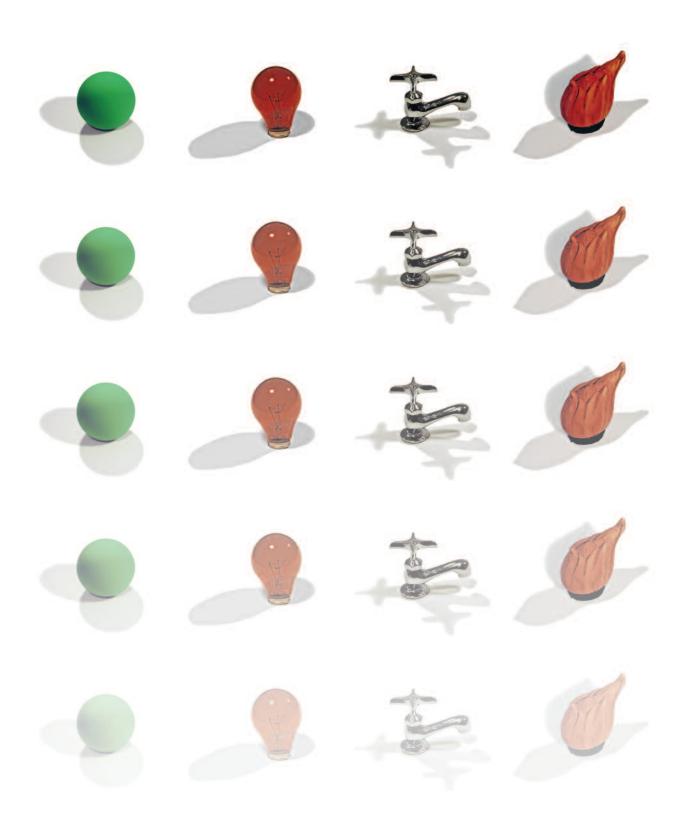
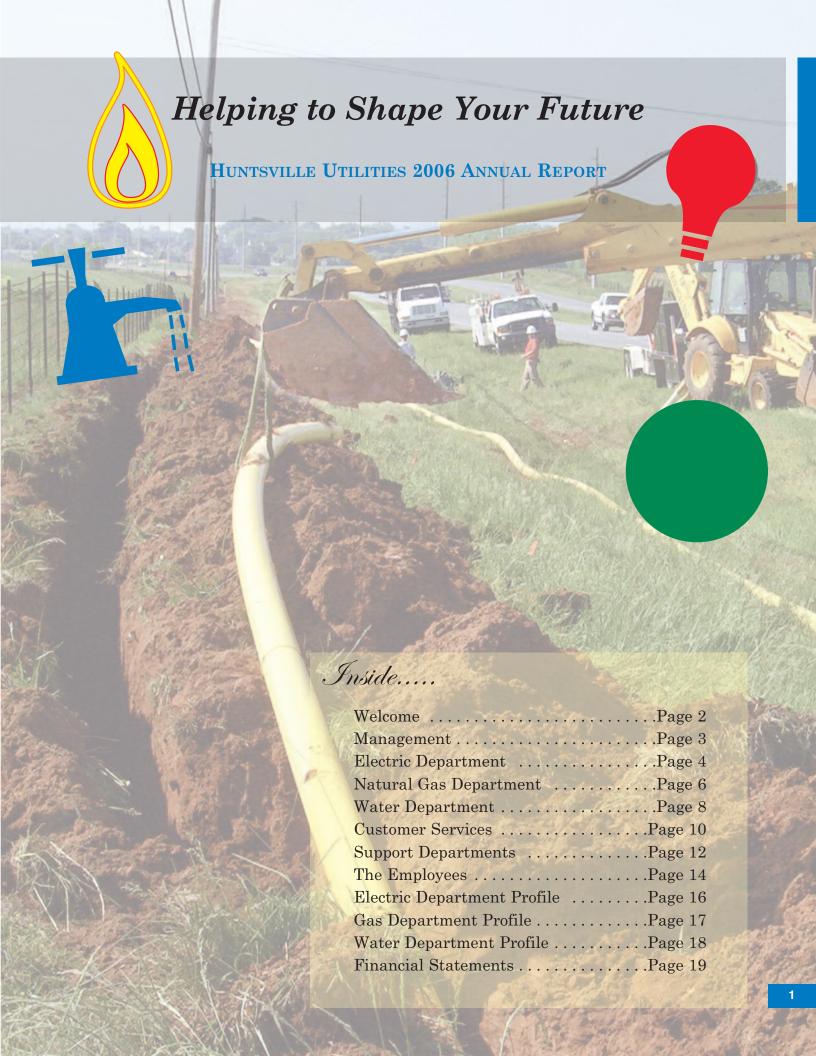
Helping to Shape Your Future

HUNTSVILLE UTILITIES 2006 ANNUAL REPORT







William C. Pippin President, Chief Executive Officer



From the President

Friends and Neighbors,

Madison County is experiencing abundant growth. Each day new customers come into Huntsville Utilities' offices to make arrangements for utilities at their residences and businesses. With such a significant increase in numbers, the consideration of growth must be handled with aggressive planning and implementation. As your primary utility source, Huntsville Utilities has this goal in mind on a daily basis. We are "Helping to Shape Your Future."

Each of our operating departments, Electric, Water and Natural Gas, have engineering staff working on plans for new substations, water plant expansion, and natural gas distribution projects. This planning, as well as implementation of construction in the field, accompanies the daily mission of supplying reliable services to our customers. Every day, our crews are working on preventative measures so that your needs can be met in a timely manner, whether it is water for cooking, electricity for lights, or natural gas for heating. We measure our success by knowing you have the utility services you need available when you need them.

Not only are we concerned with the availability of your services, but Huntsville Utilities has also been working diligently to make transactions with us more convenient for the customer. By increasing options for service applications, payment center locations, and adding additional people to answer telephone inquiries, we have made it possible for customers to conduct all of their utility business without setting foot in our buildings.

Even though we are busy with new construction, Huntsville Utilities does not sacrifice quality or safety. In fact, during 2006 the Water Department won a system-wide water quality award from the Environmental Protection Agency (EPA), competing with seven other states. The Gas Department celebrated their 13th year of no lost-time accidents, and the entire company achieved their first company-wide, no lost-time accident record during the 2006 calendar year.

Huntsville Utilities is a not-for-profit utility company, owned by the City of Huntsville. The residents we serve are the only "stakeholders" we must answer to. Not having profit-seeking stockholders enables us to keep rates lower while also planning for future growth. Huntsville Utilities employees are extremely proud of the jobs they perform. Because of their performance, our

rates are well below the national average. At Huntsville Utilities we are "Helping to Shape Your Future."

Sincerely,

William C. Pippin President, Huntsville Utilities



Pictured left to right:

Tim McKee, Vice President of Administration and Chief Financial Officer; Jay C. Stowe, PE, Vice President of Operations: and John Thomas, Vice President of Services.







2006 Utility Board Members



George A. Moore, Esq. **Electric Utility Board Chairman** George Moore is a lawyer in the legal firm of Johnson, Moore, Maples & Thompson. He has served on the board since 1998.

Ronald W. Boles **Electric Utility Board Vice-Chairman** Ronnie Boles is the proprietor of General & Automotive Machine Shop. He has served on the board since 1981.



D. Thomas Winstead **Electric Utility Board Secretary** Thomas Winstead is the proprietor of Oral Arts Dental Laboratory. He has served on the board since 2003.



Dr. James S. Wall, Jr. Natural Gas & Water Utility Boards Chairman Dr. Wall operates a local dental practice. He has been on the board since 1995.

Stanley Statum Natural Gas & Water Utility Boards Vice-Chairman

Mr. Statum is a general contractor specializing in residential building. He has served on the board since 1993.





William M. Johnson Natural Gas & Water Utility Boards Secretary William Johnson recently retired from Alabama A&M University. He has served on the board since 1990.





J. Robert Miller, Esq. **Natural Gas & Water Utility Boards Attorney** Robert Miller operates a private law firm.



2006 Huntsville Utilities Management Team



Anna Parvin Customer Services Manager



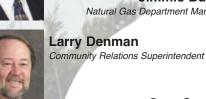
Tony Owens Water Department Manager



Steve Wright Electric Department Manager



Jimmie Butler Natural Gas Department Manager





Gary Sparks Accounting/MIS Manager



Kerry Williams Internal Audit Director





Glenda Waller EEO/Organizational Development Specialist

Electric Department

As t h e City of Huntsville surrounding areas prepare to absorb the relocated personnel affected by the Base Realignment and Closure (BRAC), Huntsville



Utilities has been working diligently with Your Future." The Electric Department serves as

and overhead line crews, in addition to the Meter Shop, Dispatch Center and support personnel. The largest single department in the company, the developers and urban planners, "Helping Shape team supports an 800+ square mile service area.

a prime example of how proper planning and implementation can achieve the desired goals without any loss of quality or reliability.

The new Garth Mountain Substation has been completed, as well as expansions on the Big Cove, Hampton Cove and Old Railroad Bed Substations. Construction on a new delivery point tying into TVA's transmission system has been started in the Big Cove area, and supplies have been ordered for new substations in the Thornton and Perimeter Park areas. with scheduled construction to commence in early 2007.

> A 55% increase in work for residential lots attests to the increase in residential planning 4,555 with residential lots in FY2006, 2,928 compared to residential lots in 2005.



Electric work upgrading crews on underground electric equipment at a busy downtown intersection during travelled night hours.



A Huntsville Utilities electrician works on connections in the new Garth Mountain Substation serving the growing Jones Valley portion of Huntsville.

Preparation for the expected increase in residents includes an increased design workload for the engineering section as many areas require mandatory underground utilities which take more time to design and construct. This factor also increases the requests for underground utility facility locations, the Locates with Department completing 31,762 requests during the fiscal year. A 45% increase in Aid-To-Construction payments was received from developers as new utility facilities were planned and installed to aid in industrial and residential construction.

Industrial growth has also been targeted with expansions on existing structures including the Acustar and Harsco Substations. The

groundwork for new buildings in Research Park, totalling over one million square feet, is in progress in addition to continued work on the Bridge Street project. Growth in Research Park has also created underground roadwork projects including extentions on Eagle Drive, Explorer Boulevard, Moquin Drive, Farrow Lane, and Bob Heath Drive.

In addition to the preparation for growth in the area, work continued on substation transformer secondary oil containment systems and animal protection device installations for the substations. Ten cable

replacement projects for fiscal year 2007 were designed, and a 46kV overhead line was installed across I-565 to replace a section of troublesome underground cable underneath the busy interstate. A new 46kV capacitor bank was energized at the Northwest Substation, and relocation work was completed for the Sullivan Street and Highway 53 road projects.

Reliability is the top priority of Huntsville Utilities Electric Department, keeping current customers energized while preparing for tomorrow's new neighbors and community growth. Planning and building upon a network of existing, reliable facilities lays the foundation for continued growth of our area. The Electric Department is committed to "Helping to Shape Your Future."



Members of the Electric Operations Safety Committee test undergound air tank safety equipment. Every department has to address the special safety issues that cave-ins, explosions, and other emergencies can bring to contained areas.

Natural Gas Department



Whether relocating natural gas lines for road widening projects to benefit thousands of commuters or installing a service line to furnish natural gas for heating and cooking in a single residence, the Natural Gas Department is "Helping to Shape Your Future" on a daily basis.

The 2006 fiscal year saw the completion of several projects which will have an impact upon the community. The latest phase of the State of Alabama Department of Transportation Highway 53 Road

Widening project was completed after the Natural Gas Department replaced 9,211 feet of 12" steel gas main. The Propane Plant Air was dismantled after all of the equipment was sold last year. It will be renovated for training and storage among other departmental needs.

The Natural Gas
Department also
completed its 13th year
in a row without any

lost-time accidents. The positive safety record resulted in their receiving the American Public Gas Association's Safety Award for 2006. Department personnel were also recognized during 2006 by the National Safety Council for their safe driving records.

Natural Gas crews and engineers designed and installed 209,396 feet of gas mains, over 39 miles compared to 22 miles in 2005. They replaced 6,348 feet of gas main compared to 4,910 in 2005, and 6,348 feet of cast iron mains compared to 405 in 2005 during their

regular maintenance schedule, while installing 973 new service lines resulting in 93,895 feet of directional boring.

As of the fiscal end of the 2006 year, there were 45,000 gas customers, a 2.0% increase over the prior vear's 44.116 customers. Even with today's volatile energy market, our customers still recognize the value of heating with natural gas. The Natural Gas Department's 884 new





Gas main lines were installed in some portions of Hazel Green without service. A record 209,396 feet were installed during the 2006 fiscal year.

Gas Department employees work on installing new gas supply lines on the site of the Bridge Street project in Research Park.



A crane lifts a propane storage tank onto a semi-trailer to be transported to the new owners.

customers equates to 20% of the new construction.

Negotiations were completed during 2006 on a settlement from a court case with a natural gas supplier over billing issues. Natural gas customers from the 2001 heating season will be receiving \$10 million dollars in refunds during the first quarter of 2007. The company has also designated funds from the settlement for important gas system improvements and expansion.

The Natural Gas Department marked the industry's 150-year anniversary in Huntsville during 2006. From the 1856 installation of the first gas-powered lights on the courthouse square to today's 45,000 natural gas customers realized and fulfilled Natural Gas Department.

<u>Mater</u> Department



chemists, water operators, and other personnel who make up the awardwinning Water Department. Governor Bob Riley came to Huntsville to recognize the department's accomplishments by presenting the EPA award and a special

Governor's Recognition plaque.

Water is an essential element of life, and Huntsville Utilities Water Department has been busy "Helping to Shape Your Future" with

daily maintenance and upkeep in addition to developing plans for action to help the area grow.

During 2006 the Water Department was recognized as one of the most outstanding water systems in the nation by the Environmental Protection Agency (EPA). Competing first against water systems within the state of Alabama, and then against the top water systems in the southeastern EPA Region 4, Huntsville ranked as the top overall system in the eight-state division. Region 4 includes Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, and Tennessee. This award recognizes the entire water system and its employees, from water treatment plant facilities and personnel to service lines supplying homes and businesses and the crews that keep your water flowing. Huntsville Utilities Water Department consistently exceeds the



Night time repair work is not unusual. After repairs are made, the landscaping crew follows with repairs to yards and driveways.

requirements and quality standards set by the federal government, supplying some of the best water in the nation to you.

Huntsville Utilities' water system set several production records during the 2006 summer. A peak day of 72.4 million gallons was reached on July 19, 2006, with a peak record for the month of July at 1.8 billion gallons. August was also a record month with production at 1.78 billion gallons, an average of almost 58 million gallons per day. In all, over 14 billion gallons of water were pumped through the system during the fiscal year.

> The water system added 1,865 residential customers during the year, and 348 commercial customers. Overall, there were 2,209 customers

added for all water service categories. Relocation work was completed on the Sparkman Drive, Chaney-Thompson and Taylor Road projects. Relocation work associated with the widening of Governors Drive and new construction in the Research Park area will be ongoing during 2007.

Water Department plans 2007, the

> year. This improves the water quality in the area the tank serves and will extend the longevity of our tanks and infrastructure.

An aggressive tank rehabilitation program began during 2006. Tanks completed during 2006 include the Garth, Big Cove, and Stringfield tanks. During rehabilitating the Weatherly Tank, East Governors Tank, and Chase Tank. They will be taken out of service, inspected, cleaned, repaired, and painted. The goal is to re-habilitate three to four tanks per

Maintenance improvements are also a priority at the water treatment plants. During 2006, four filters were rebuilt at the South Parkway Plant. In 2007, work is scheduled to rebuild four filters at the Lincoln Dallas Plant. This project will improve the water quality from those units and allow us to continue to meet and exceed drinking water regulations. The Water Department is also seeking proposals for engineering services for the expansion of the South Parkway Water Treatment Plant. This expansion will enable us to enlarge the system to keep up with the growth and demand in that service area.

Huntsville and the surrounding cities and towns are experiencing a phenomenal growth and insurgence of residents. A site selection committee has been formed to help plan for future growth and water system needs. Making sure that the required future capacity is available when needed is one

way Huntsville Utilities Water Department is "Helping to Shape Your Future."



engineering drawing for a 6-inch water main tap before proceeding onto Redstone Arsenal.

review



Water Department had the opportunity to assist in the recovery effort caused by

Hurricane Katrina.

Customer Service Department



A Customer Service
Department Meter
Reader uses
binoculars to avoid
the frenzied dogs
inside the fence.

Convenience

is a term which catches the attention of
everyone during the current emphasis on efficiency and results.
Huntsville Utilities is constantly planning with "Helping to Shape Your Future" as
one of the ultimate goals in providing convenient methods for interaction between the
company and our customers.

The Interactive Voice Response (IVR) system (our automated customer service phone system) marked it's second year on line in 2006. Utility customers have embraced the ease of use of the system. Customers made 104,008 payment agreements through the IVR, freeing Customer Information Center personnel to handle other customer requests.

Another increase in usage of automation technology was seen in the increase of bank draft and credit card payments over the telephone and on the Internet. The bank draft usage increased from 2005's 184,443 drafts to

215,179 in 2006, up nearly 17% primarily from monthly automatic drafts. The number of credit card payments increased from 44,557 to 57,356, mostly through the Speedpay automated telephone service.

Early in 2007 a new Convenience Pay option is being announced. This is a partnership between Huntsville Utilities and Western Union which will allow customers to pay their utility bill at several local Western Union outlets. The most common outlet for this service is local grocery stores, thus affording the customer the chance to pay their utility bill while grocery shopping.

The Commercial & Industrial Department continues to provide assistance in energy savings to businesses in our service area. Huntsville Utilities and TVA join forces to offer the Comprehensive Service Program which is utilized more each year. During 2006, 71 businesses took advantage of the program's services which makes recommendations to improve efficiency and potential savings in their energy consumption. Utilizing TVA's Enhanced Security Deposit Program, 249 qualifying businesses received assistance totaling \$15,600,000 of their electric security deposits. This is an increase of 16% in customer participation over 2005.



The newly-formed Community Relations Department worked with the public and helped Huntsville Utilities expand our leadership role within the community. Educational presentations were provided to 1,874 school children throughout the year with 744 attending special field trips at utility facilities. Another 8,957 contacts with the public were made during events including safety fairs and local festivals.

A Customer Service Representative assists a Huntsville Utilities customer during his visit to the full-service office located in Chase Industrial Park.

Huntsville Utilities worked with over 45 agencies this past year to aid 6,775 families.

The families received a total of \$1,013,984.04, an alltime high, in utility assistance from a variety of programs. In particular, the Project Share program, which solicits donations from employees and customers alike, assisted 901 senior citizen and certified disabled/handicapped households. During the 2006 heating season, a total of \$165,297.23 was awarded to

The new "Energy Bowl" tests students on what they learned during a field trip on Education Days.

help recipients with electricity and natural gas bills, an average of \$183.48 per household.

The Energy Services Department added an

inspector to keep up with the growing demand for inspections and certifications of energy efficient new homes. The energy right® program certified 303 new homes while the ENERGY STAR program, a higher level of energy efficiency, certified 118. Huntsville Utilities and Madison County Builders have now become leaders in energy efficient new home construction with more ENERGY STAR certifications than any other area in the state and the third most certifications within the seven state TVA region. ENERGY STAR and energy right® qualified homes offer homebuyers greater comfort and lower utility bills. Computer software is used to plan for energy efficiency before construction begins. Site inspections and testing follow construction to ensure program integrity. Rates in Huntsville and Madison County are relatively low but energy usage in our climate is relatively high. That is why Huntsville Utilities continues to expand energy programs and is always

> available to provide energyrelated information to all of our customers.

> The Community Relations Depart-ment will continue to build relationships and distribute information

through educational programs, community events, volunteer services, and energy programs. Customer convenience and efficiency of usage are only a small part of the methods Huntsville Utilities employs daily while "Helping to Shape Your Future."





Administrative Support



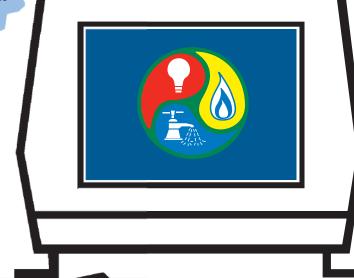
Ιn order to provide the services of the different operational departments within company, Huntsville Utilities has network a departments that works simultaneously to support purchase and delivery of the end-services. From the point a need is determined to the moment of realization, network of support departments tirelessly to ensure they are "Helping to Shape Your

During 2006, the Mapping Department completed the second of three years in a cost-sharing agreement with the Alabama Department of Revenue and the Tax Assessors' offices. Updated aerial maps and orthophotos were produced to assist in utility location as well as tracking the current system. These maps and photos are used by the partner agencies for their own business purposes, and this partnership allows all parties to receive current information at a portion of the cost they would individually incur. Additionally, the Mapping section installed a new server and began an upgrade of the GIS software used to locate and track utilities.

the

Future."

In another cost saving move, Huntsville Utilities' Communications Department partnered with the City of Huntsville to install fiber optic network/cable in several areas of the city, providing shared



network capabilities. These improvements will enhance the radio reliability for the utility's SCADA system and provide stable network connections between a variety of facilities, connecting several sections of the city. These improvements will also

A technician from the Computer Information Systems Department works with a Purchasing employee to correct a software problem.

enhance the newly-completed hardware and software upgrades to the SCADA system which are designed to allow for expansion of capabilities.

Working in conjunction with the Conduit Installation section and the Electric Department, the Communications Department also installed 34,418 feet of 2 to 6-inch underground cable and conduit to replace aging underground facilities. The conduit crews worked closely with the Electric Department helping to replace bad cable during power outages.

The Purchasing Department continued to work closely with the TVPPA (Tennessee Valley Public Power Association) alliance to realize significant savings on purchases ranging from vehicles to transformers and utility equipment. The buying power of the united member utilities has allowed adequate stock levels on items in great demand while ensuring product quality does not suffer. The Purchasing staff monitors the purchases made through the association to protect our customers' interests.

Efforts to migrate the IBM legacy computer mainframe environment to a modern relational database platform made significant progress in 2006. Funds were appropriated specifically for this project. The MIS Department added staff, continued defining business processes, and began initial development of a request for proposal for phase I of the project, which includes

back-office functions such as Financials, Human Resources, Purchasing, Inventory and Work Orders. MIS also worked with Accounting and Customer Service to automate the internal petty cash system. This completion provided significant improvements in

> productivity and internal controls in the Customer Service Department.

> The Stores Department continues to work closely with the Purchasing Department to assure parts are available to gas, water and electric crews when they are needed. The two storage facilities have maintained a 98.45% average of inventory accuracy, above the 97% goal previously set. Knowing what is in inventory is an important part of the company's daily operation and can be especially imperative during emergency repairs.

Environmental concerns have also played a major role for the Stores Department as they work to meet EPA and ADEM regulations on PCB waste disposal. Oil samples were pulled from 2,484 pieces of electric equipment, with 106 samples rating at >50 PPM and only 15 of these at >500 PPM. Specific disposal

techniques for PCB components and contaminated earth are joined by special treatment of mercury street lamps and computer monitors which contain lead, as environmental concerns receiving unique handling. The Facilities Department is adding a crew to their staff to construct and maintain oil spill containment systems in substations in accordance with EPA guidelines.

The Fleet Maintenance Department continues to save the company money by performing in-house repairs, price-shopping parts, and tracking service records on all company vehicles. The continued scheduling of a second shift has allowed maintenance work to be completed during hours when the vehicles and equipment are not normally used. The department diligently reviews invoices to monitor bid integrity and tracks warranty details to guarantee the company receives every benefit for the equipment and user personnel specified in the original sales contracts.

The number of functions performed by the various support departments within Huntsville Utilities is too numerous to detail in one publication. From the 8,007 work orders completed by the Facilities and Grounds Maintenance Division to special certifications to meet Alabama Department of Transportation regulations, the support teams work diligently to help further the company objective of "Helping to Shape Your Future."

Utilities Staff



The Huntsville Utilities Relay for Life team raised \$17,412 for the American Cancer Society. The team was recognized as the Top Fundraising Large Industry company and the Overall Top Fundraising Company during the 2006 Relay event.

The foundation for any successful business venture is the talent behind the product. This rule is no different at Huntsville Utilities than any other business. From experienced utility

workers and crew members to attentive purchasing agents and customer service personnel who go the extra mile for the customers, each member of the Huntsville Utilities team knows their everyday work is "Helping to Shape Your Future."

The backbone of a successful employee team is often the training made available to employees. Huntsville Utilities offers internal training classes as well as tuition assistance for formal training in utility-related fields. During 2006 a new *Exceptional Customer Service* course was completed by 93 employees. Another 41 supervisors completed Alabama Industrial Development Training, while a variety of other trainings, such as financial planning and business ethics, was completed by 84 employees,

The Alabama Department of Transportation (ALDOT) requires supervisors to attend annual drug & alcohol trainings as part of the ALDOT licensing for the company. In addition to 126 supervisor attendees at these training sessions, Huntsville Utilities had an employee receive specialized training in transporting hazardous material, receiving certification to handle and ship hazardous substances which are regulated by ALDOT.

During the 2006 fiscal year Huntsville Utilities completed the first year of having no lost-time accidents on company record. A second safety record was set by employees with the lowest recordable incidence rate in company history. Both of these records result from conscientious

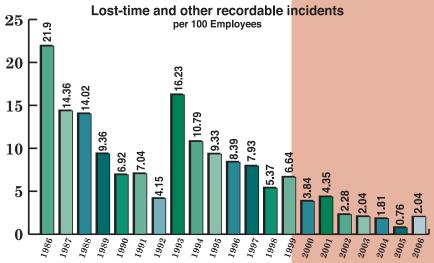
work habits by the employees as well as recognition by management of safety and health issues on the job.

The Safety Department upgraded strobe lights on 28 company vehicles to improve visibility. A public address system was installed in the multiple floor downtown office. Security cameras were added and upgraded in several buildings, and motor vehicle records were checked on all company drivers.



Huntsville Utilities employees work on the rails for a CASA wheelchair ramp. This is one of several community projects employees donate their time for each year.

Huntsville Utilities Incidence Rate



Safety Counts. Huntsville Utilities has one of the most impressive safety records in the utility industry. By keeping the number of accidents down, the financial bottomline is affected through reduced worker compensation claims and damage expenses.

Eighty-three (83) employees completed CPR/First Aid training. Employees also received training in back safety, as well as defensive driving, electric safety, traffic use proper control, and extinguishers.

Huntsville Utilities' employees are also very proud of their record of community involvement. The Community Relations staff works with utility employees to raise money for charities throughout the year. During the 2006 fiscal year, employees raised over \$39,000. The American Cancer Society (ACS) recognized our organization as the top fundraiser among large companies within Madison County for the third year in a row. The ACS Relay for Life team raised \$17,412 by hosting luncheons,

selling flowers, and through a variety of other fundraisers completed by individuals and teams of employees. Huntsville Utilities' employees also raised funds for the American Heart Association,

United Cerebral Palsy, and a variety of Christmas charities.

A new activity in 2006 was building wheelchair ramps for CASA. The Ramp Team completed their first structure in June, with a

> second completed in the early part of fiscal 2007. Employees also donated 645 pounds of food for the North Alabama Food Bank, 44 pints of blood, and supplies for the Tools for Schools

program.

Huntsville Utilities also offers local residents the opportunity to explore

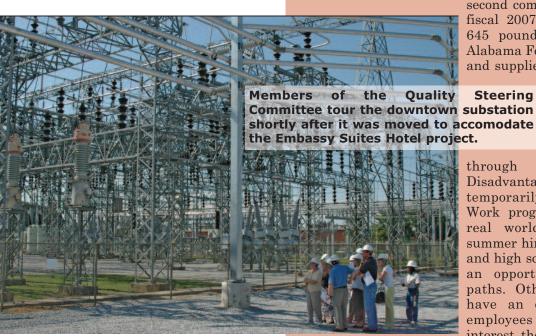
utility

industry

through several programs. Disadvantaged students are employed temporarily through the World of Work program to get experience in real world work conditions. The summer hire program employs college and high school students so they have an opportunity to explore career paths. Other high school students have an opportunity to "shadow" employees in departments interest them through a Chamber of

Commerce/Junior Achievement coordinated program called "Job Shadowing". Additionally, company representatives visit local schools and career fairs to share information about opportunities within the utility industry.

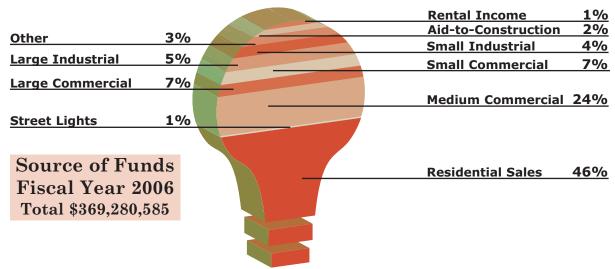
Every day, Huntsville Utilities' employees come to work knowing they make a difference in the community. Sharing this opportunity as well as helping their neighbors is only a small portion of the ways we are "Helping to Shape Your Future."

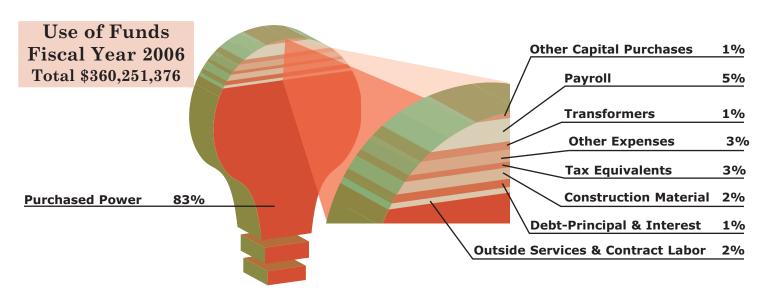


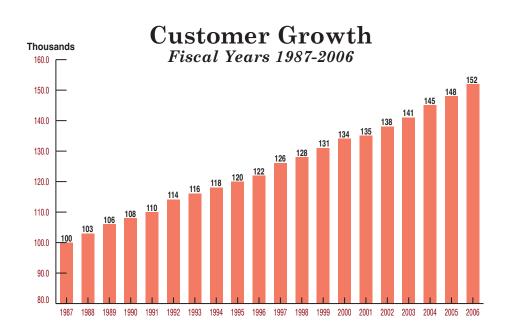
Huntsville Utilities 2006 Annual Report

Electric Department Profile

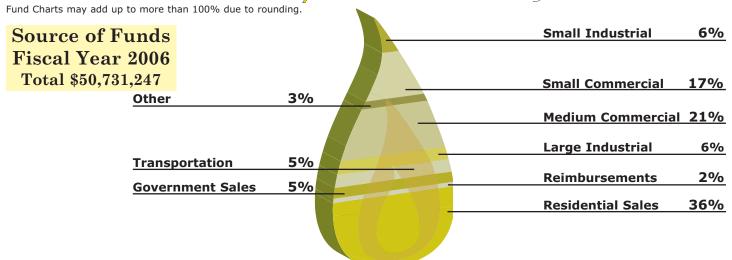
Fund Charts may add up to more than 100% due to rounding.

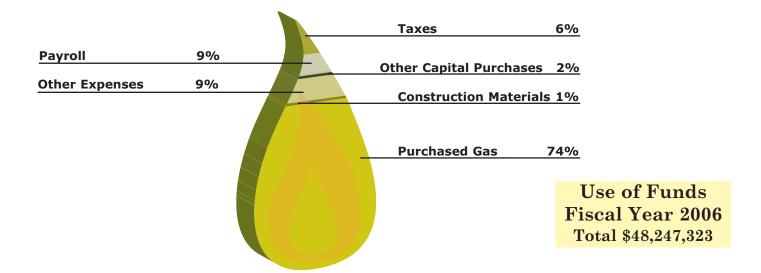






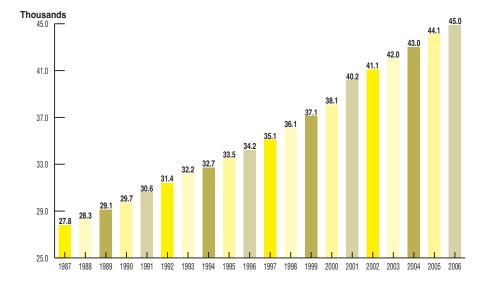
Natural Gas Department Profile





Customer Growth

Fiscal Years 1987-2006



Water Department Profile Fund Charts may add up to more than 100% due to rounding.

3% **Hydrants** All Other 6% 4% **Other Sales** 3% **Large Commerical** 2% Reimbursements **6**% **Small Industrial Medium Commercial** 6% Aid-To-Construction **17%** Source of Funds **Residential Sales** 43% Fiscal Year 2006 Total \$20,905,037 **Small Commercial** 11%

