

Global Water Resources, Inc.  
Form 10-Q  
November 14, 2016

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, DC 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2016

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number: 001-37756

Global Water Resources, Inc.

(Exact Name of Registrant as Specified in its Charter)

Delaware	90-0632193
(State or other jurisdiction of	(I.R.S. Employer
incorporation or organization)	Identification No.)
21410 N. 19th Avenue #220, Phoenix, AZ	85027
(Address of principal executive offices)	(Zip Code)

Registrant's telephone number, including area code: (480) 360-7775

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Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of “large accelerated filer,” “accelerated filer” and “smaller reporting company” in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer

Accelerated filer

Non-accelerated filer (Do not check if a smaller reporting company) Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).  
Yes No

As of November 14, 2016, the registrant had 19,581,266 shares of common stock, \$0.01 par value per share, outstanding.

## EXPLANATORY NOTE

On April 28, 2016, the Company effected a 100.68 to 1.00 stock split. Certain prior period information has been adjusted to conform to the current year presentation to reflect the stock split. All share and per share amounts presented within the financial statements and management's discussion and analysis of financial condition and results of operations have been retrospectively adjusted to reflect the impact of the stock split.

## TABLE OF CONTENTS

PART I. <u>FINANCIAL INFORMATION</u>	
Item 1. <u>Financial Statements (Unaudited)</u>	3
<u>Condensed Consolidated Balance Sheets</u>	3
<u>Condensed Consolidated Statements of Operations</u>	4
<u>Condensed Consolidated Statement of Shareholders' Equity</u>	5
<u>Condensed Consolidated Statements of Cash Flows</u>	6
<u>Notes to Unaudited Condensed Consolidated Financial Statements</u>	7
Item 2. <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	22
Item 3. <u>Quantitative and Qualitative Disclosures About Market Risk</u>	41
Item 4. <u>Controls and Procedures</u>	41
PART II. <u>OTHER INFORMATION</u>	
Item 1. <u>Legal Proceedings</u>	41
Item 1A. <u>Risk Factors</u>	41
Item 2. <u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	54
Item 3. <u>Defaults Upon Senior Securities</u>	54
Item 4. <u>Mine Safety Disclosures</u>	54
Item 5. <u>Other Information</u>	54
Item 6. <u>Exhibits</u>	55
<u>Signatures</u>	56
Exhibit Index	

## PART I—FINANCIAL INFORMATION

## Item 1. Financial Statements.

## GLOBAL WATER RESOURCES, INC.

## CONDENSED CONSOLIDATED BALANCE SHEETS

(in thousands, except share and per share amounts)

(Unaudited)

	September 30, 2016	December 31, 2015
<b>ASSETS</b>		
<b>PROPERTY, PLANT AND EQUIPMENT:</b>		
Property, plant and equipment	\$ 267,692	\$ 258,244
Less accumulated depreciation	(71,367 )	(64,092 )
Net property, plant and equipment	196,325	194,152
<b>CURRENT ASSETS:</b>		
Cash and cash equivalents	26,282	11,513
Accounts receivable — net	1,509	1,132
Due from affiliates	314	306
Accrued revenue	1,892	1,745
Prepaid expenses and other current assets	1,132	1,179
Assets held for sale	—	2,840
Total current assets	31,129	18,715
<b>OTHER ASSETS:</b>		
Intangible assets — net	12,772	12,772
Regulatory asset	136	227
Deposits	—	13
Bond service fund and other restricted cash	263	9,042
Equity method investment	487	821
Total other assets	13,658	22,875
<b>TOTAL ASSETS</b>	<b>\$ 241,112</b>	<b>\$ 235,742</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<b>CURRENT LIABILITIES:</b>		
Accounts payable	\$ 2,653	\$ 1,322
Accrued expenses	8,101	5,137
Deferred revenue	2	11
Customer and meter deposits	1,504	1,706
Long-term debt and capital leases — current portion	138	1,994
Liabilities relating to assets held for sale	—	493
Total current liabilities	12,398	10,663
<b>NONCURRENT LIABILITIES:</b>		
Long-term debt and capital leases	114,464	102,417
Deferred regulatory gain - ICFA	19,733	19,730
Regulatory liability	7,859	7,859

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Advances in aid of construction	61,911	61,480
Contributions in aid of construction — net	4,674	4,426
Deferred income tax liabilities, net	2,426	4,164
Acquisition liability	934	4,688
Other noncurrent liabilities	826	252
Total noncurrent liabilities	212,827	205,016
Total liabilities	225,225	215,679
Commitments and contingencies (see Note 13)		
<b>SHAREHOLDERS' EQUITY:</b>		
Common stock, \$0.01 par value, 60,000,000 shares authorized; 28,308,013 and 18,241,746 shares		
issued as of September 30, 2016 and December 31, 2015, respectively	283	2
Treasury Stock, 8,726,747 and no shares at September 30, 2016 and December 31, 2015, respectively	(87 )	—
Paid in capital	20,116	21,659
Accumulated deficit	(4,425 )	(1,598 )
Total shareholders' equity	15,887	20,063
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>\$ 241,112</b>	<b>\$ 235,742</b>

See accompanying notes to the condensed consolidated financial statements

## GLOBAL WATER RESOURCES, INC.

## CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(in thousands, except share and per share amounts)

(Unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2016	2015	2016	2015
<b>REVENUES:</b>				
Water services	\$4,067	\$4,131	\$10,703	\$13,138
Wastewater and recycled water services	4,093	3,848	11,822	11,243
Unregulated revenues	20	164	60	466
Total revenues	8,180	8,143	22,585	24,847
<b>OPERATING EXPENSES:</b>				
Operations and maintenance	1,561	1,690	4,769	5,607
Operations and maintenance - related party	467	483	1,403	1,712
General and administrative	1,963	2,020	7,110	5,891
Depreciation	1,524	1,894	4,751	6,526
Total operating expenses	5,515	6,087	18,033	19,736
<b>OPERATING INCOME</b>	<b>2,665</b>	<b>2,056</b>	<b>4,552</b>	<b>5,111</b>
<b>OTHER INCOME (EXPENSE):</b>				
Interest income	5	4	12	8
Interest expense	(1,315 )	(2,367 )	(10,595 )	(6,496 )
Gain on condemnation of Valencia	—	43,074	—	43,074
Other	436	402	1,866	564
Other - related party	72	(31 )	(70 )	29
Total other income (expense)	(802 )	41,082	(8,787 )	37,179
<b>INCOME (LOSS) BEFORE INCOME TAXES</b>	<b>1,863</b>	<b>43,138</b>	<b>(4,235 )</b>	<b>42,290</b>
<b>INCOME TAX (EXPENSE) BENEFIT</b>	<b>(717 )</b>	<b>(21,233 )</b>	<b>1,473</b>	<b>(20,897 )</b>
<b>NET INCOME (LOSS)</b>	<b>\$1,146</b>	<b>\$21,905</b>	<b>\$(2,762 )</b>	<b>\$21,393</b>
Basic earnings (loss) per common share	\$0.06	\$1.20	\$(0.15 )	\$1.17
Diluted earnings (loss) per common share	\$0.06	\$1.20	\$(0.15 )	\$1.17
Dividends declared per common share	\$0.07	\$1.24	\$0.20	\$1.37
<b>Weighted average number of common shares used in the determination of:</b>				
Basic	19,581,266	18,287,080	19,000,566	18,310,328
Diluted	19,610,604	18,287,080	19,000,566	18,310,328

See accompanying notes to the condensed consolidated financial statements

-4-

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## GLOBAL WATER RESOURCES, INC.

## CONDENSED CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

(in thousands, except share and per share amounts)

(Unaudited)

	Shares	Common Stock	Treasury Stock	Paid-in Capital	Accumulated Deficit	Total Equity
BALANCE – December 31, 2015	18,241,746	\$ 2	\$ —	\$21,659	\$ (1,598 )	\$20,063
Net proceeds from sale of stock	1,339,520	281	—	5,258	—	5,539
Dividend declared \$0.20 per share	—	—	—	(3,730 )	—	(3,730 )
Merger of GWRC	—	—	(87 )	(2,806 )	—	(2,893 )
Deemed distribution to related party	—	—	—	(648 )	—	(648 )
Stock compensation	—	—	—	383	—	383
Change in accounting principle	—	—	—	—	(65 )	(65 )
Net loss	—	—	—	—	(2,762 )	(2,762 )
BALANCE – September 30, 2016	19,581,266	\$ 283	\$ (87 )	\$20,116	\$ (4,425 )	\$15,887

See accompanying notes to the condensed consolidated financial statements



## GLOBAL WATER RESOURCES, INC.

## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(Unaudited, in thousands)

	Nine Months Ended September 30,	
	2016	2015
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Net (loss) income	\$(2,762 )	\$21,393
Adjustments to reconcile net (loss) income to net cash provided by operating activities:		
Deferred compensation	1,792	498
Depreciation	4,751	6,526
Write-off of debt issuance costs	2,165	282
Amortization of deferred debt issuance costs and discounts	417	158
Gain on condemnation of Valencia	—	(43,074)
Gain on sale of Loop 303 contracts	—	(296 )
Loss on sale of Willow Valley	54	—
Loss on equity investment	333	212
Other (gains) and losses	(966 )	176
Provision for doubtful accounts receivable	45	55
Deferred income tax benefit (expense)	(1,738 )	20,865
Changes in assets and liabilities:		
Accounts receivables	(422 )	(28 )
Other current assets	(981 )	(1,480 )
Accounts payable and other current liabilities	(627 )	(165 )
Other noncurrent assets	91	117
Other noncurrent liabilities	16	—
Net cash provided by operating activities	2,168	5,239
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Capital expenditures	(4,513 )	(2,177 )
Proceeds from the condemnation of Valencia	—	55,198
Proceeds from the sale of Willow Valley	2,254	—
Withdrawals (deposits) of restricted cash, net	119	(77 )
Cash received from the sale of Loop 303 Contracts	—	296
Cash advance to related party	—	(12,745)
Repayment of related party cash advance	—	12,227
Deposits	13	7
Net cash (used in) provided by investing activities	(2,127 )	52,729
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Loan borrowings	115,000	—
Repayments of bond debt	(106,695)	—
Proceeds withdrawn from bond service fund	8,825	1,001
Proceeds from sale of stock	8,372	—
Payments of offering costs for sale of stock	(2,823 )	—

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Payment of Sonoran acquisition liability	(2,800 )	—
Loan repayments	—	(21,719)
Principal payments under capital lease	(108 )	(72 )
Debt issuance costs paid	(760 )	—
Advances in aid of construction	234	282
Dividends paid	(3,734 )	(26,521)
Share repurchase	—	(327 )
Refunds of advances for construction	(783 )	(422 )
Net cash provided by (used in) financing activities	14,728	(47,778)
<b>INCREASE IN CASH AND CASH EQUIVALENTS</b>	<b>14,769</b>	<b>10,190</b>
CASH AND CASH EQUIVALENTS — Beginning of period	11,513	6,577
CASH AND CASH EQUIVALENTS – End of period	\$26,282	\$16,767

See accompanying notes to the condensed consolidated financial statements

GLOBAL WATER RESOURCES, INC.

Notes to the Condensed Consolidated Financial Statements (Unaudited)

1. INTERIM FINANCIAL STATEMENTS

Basis of Presentation and Principles of Consolidation – The condensed consolidated financial statements of Global Water Resources, Inc. (the “Company”, “GWRI”, “we”, “us”, or “our”) and related disclosures as of September 30, 2016 and for the three and nine months ended September 30, 2016 and 2015 are unaudited. The December 31, 2015 condensed consolidated balance sheet data was derived from the Company’s audited consolidated financial statements, but does not include all disclosures required by accounting principles generally accepted in the United States of America (“U.S. GAAP”). Certain information and footnote disclosures normally included in financial statements prepared in accordance with U.S. GAAP have been condensed or omitted. These financial statements follow the same accounting policies and methods of their application as the Company’s most recent annual consolidated financial statements. These financial statements should be read in conjunction with the audited consolidated financial statements for the year ended December 31, 2015. In our opinion, these financial statements include all normal and recurring adjustments necessary for the fair statement of the results for the interim period. The results of operations for the three and nine months ended September 30, 2016 are not necessarily indicative of the results to be expected for the full year. Further, due to the seasonality of our business, the results for the three and nine months ended September 30, 2016 may not be consistent with results of operations for the full year.

We prepare our financial statements in accordance with the rules and regulations of the Securities and Exchange Commission (“SEC”). The preparation of the financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of income and expenses during the reporting period. Actual results could differ from those estimates. The U.S. dollar is our reporting currency and the Company’s functional currency.

As a company with less than \$1.0 billion in revenue during our last fiscal year, we qualify as an “emerging growth company”, as defined in the Jumpstart Our Business Startups Act of 2012 (the “JOBS Act”), under the rules and regulations of the SEC. An emerging growth company may take advantage of specified reduced reporting and other requirements that are otherwise applicable generally to public companies. We elected to take advantage of these provisions for up to five years or such earlier time that we are no longer an emerging growth company. We have elected to take advantage of some of the reduced disclosure obligations regarding financial statements. Also, as an emerging growth company we can elect to delay adopting new or revised accounting standards issued subsequent to the enactment of the JOBS Act until such time as those standards apply to private companies. We have chosen to take advantage of this extended accounting transition provision.

Certain prior period information has been adjusted to conform to the current year presentation to reflect a 100.68 to 1.00 stock split effectuated on April 28, 2016. All share and per share amounts presented in these financial statements have been retrospectively adjusted to reflect the impact of the stock split.

Corporate Transactions — Sale of certain MXA and WMA contracts — In September 2013, the Company sold its Wastewater Facilities Main Extension Agreements (“MXA”) and Offsite Water Management Agreements (“WMA”) for the contemplated Loop 303 service area along with their related rights and obligations to EPCOR Water Arizona Inc. (“EPCOR”) (collectively the “Transfer of Project Agreement”, or “Loop 303 Contracts”). Pursuant to the Transfer of Project Agreement, EPCOR agreed to pay GWRI approximately \$4.1 million over a multi-year period. As part of the consideration, GWRI agreed to complete certain engineering work required in the WMAs, which work had been

completed prior to January 1, 2015. As the engineering work has been completed, the Company effectively has no further obligations under the WMAs, the MXAs or the Transfer of Project Agreement. Prior to January 1, 2015, the Company had received \$2.8 million of proceeds and recognized income of approximately \$3.3 million within other income (expense) in the statement of operations related to the gain on sale of these agreements and the proceeds received prior to January 1, 2015 for engineering work required in the WMAs. The Company received additional proceeds of approximately \$296,000 in April 2015 and recognized those amounts as income at that time. Receipt of the remaining \$1.0 million of proceeds will be recorded as additional income over time as certain milestones are met between EPCOR and the developers/landowners.

Stipulated condemnation of Valencia — On March 17, 2015, the Company reached a settlement agreement for a stipulated condemnation to sell the utility operating as Valencia Water Company, Inc. (“Valencia”) to the City of Buckeye (“Buckeye”), which was approved by Buckeye's City Council on March 19, 2015 and by the Maricopa County Superior Court on June 9, 2015. On July 14, 2015, the Company closed the stipulated condemnation of the operations and assets of Valencia with Buckeye. Terms of the condemnation were agreed upon through a settlement agreement in March 2015, pursuant to which Buckeye acquired the operations and assets of Valencia and assumed operations of the utility upon close. Buckeye paid the

-7-

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Company \$55.0 million at close, plus an additional \$108,000 in working capital adjustments. As a result of the transaction, the Company recorded a gain of \$43.0 million net of tax liability of \$20.2 million during the third quarter of 2015. Buckeye will also pay a growth premium equal to \$3,000 for each new water meter installed within Valencia's prior service areas for a 20-year period ending December 31, 2034, subject to a maximum payout of \$45.0 million over the term of the agreement. For the three and nine months ended September 30, 2016, the Company recognized \$414,000 and \$858,000, respectively, in other income within the consolidated financial statements related to the growth premium.

In consideration of the Financial Accounting Standards Board's ("FASB") Accounting Standards Codification ("ASC") 205-20-45-1, Presentation of Financial Statements – Discontinued Operations, the condemnation of Valencia transaction did not meet the criteria of discontinued operations. As the transaction did not change the services provided or the manner in which the Company operates, it was determined the transaction did not represent a strategic shift and therefore did not qualify for presentation as a discontinued operation.

**Sale of Willow Water Valley Co., Inc. —** On March 23, 2015, the Company reached an agreement to sell the operations and assets of Willow Water Valley Co., Inc. ("Willow Valley") to EPCOR. EPCOR purchased the operations, assets and rights used by Willow Valley to operate the utility system for \$2.3 million. The transaction was approved by the Arizona Corporation Commission ("ACC") on March 10, 2016, and the transaction closed on May 9, 2016.

Per ASC 360-10-45-9, Impairment and Disposal of Long-Lived Assets, the assets and liabilities in the sale of Willow Valley were determined to meet the criteria to be classified as held for sale beginning with our March 31, 2015 consolidated financial statements. The criteria utilized to make this determination were: (i) management had the authority and had entered into an agreement to sell the assets of Willow Valley; (ii) the assets and liabilities were available for immediate sale in their present condition; (iii) the approval from the ACC was probable within the next year; (iv) a reasonable price had been agreed upon; and (v) it was unlikely that significant changes to the agreement would occur prior to approval. In consideration of ASC 205-20-45-1, the Willow Valley transaction did not meet the criteria for discontinued operations. As the transaction did not change the services provided nor the manner in which the Company operates, it was determined the transaction did not represent a strategic shift and therefore did not qualify for presentation as a discontinued operation.

Additionally, as the carrying value of the assets and liabilities of Willow Valley were greater than the agreed upon sales price, a loss of \$176,000 was recorded in other expense during the first quarter of 2015, when the assets and liabilities were classified as held for sale, to adjust the carrying value of the assets to the agreed upon fair value less cost to sell. An additional loss of \$54,000 was recognized upon close of the sale of Willow Valley in the second quarter of 2016. The assets and liabilities classified as held for sale as of December 31, 2015 are as follows:

	December 31, 2015 Willow Valley (in thousands)
Property, plant and equipment	\$ 5,223
Less Accumulated Depreciation	(2,606 )
Net property, plant and equipment	2,617
Goodwill	223
Total assets	\$ 2,840

Advances in aid of construction	\$ 70
Contributions in aid of construction — net	423
Total liabilities	\$ 493

Merger of GWR Global Water Resources Corp. (“GWRC”) — On May 3, 2016, the Company completed the merger of GWRC into GWRI. At the time of the merger, GWRC ceased to exist as a British Columbia corporation and the Company continued as the surviving entity of the merger. See Note 7 – Transactions with Related Parties. In conjunction with the merger of GWRC into GWRI, the Company recorded \$731,000 in accounts payable and \$353,000 in deferred compensation on the books of GWRI that were previously recorded at GWRC. In addition to these liabilities, the Company also recorded an approximate \$1.7 million tax liability associated with the transfer of GWRC from Canada to the United States. A corresponding reduction in

-8-

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GLOBAL WATER RESOURCES, INC.

Notes to the Condensed Consolidated Financial Statements (Unaudited)

additional paid in capital was recorded with the merging of these liabilities into GWRI. The 8,726,747 outstanding common shares of the Company held by GWRC, and assumed by the Company at the time of merger, are recorded as treasury stock at a par value of \$0.01 per share in our condensed consolidated statement of shareholders' equity.

**Initial Public Offering** — On April 27, 2016, the SEC declared effective the registration statement relating to the public offering of our common stock. On May 3, 2016, the Company completed the initial public offering of 1,164,800 shares of common stock at \$6.25 per share for gross proceeds of approximately \$7.3 million (the "U.S. IPO"). The Company granted the underwriter the option to purchase up to an additional 174,720 shares of common stock at the same price, which was exercised by the underwriter on May 11, 2016, for additional gross proceeds of \$1.1 million. Our shares of common stock are listed on the NASDAQ Global Market and the Toronto Stock Exchange under the symbols "GWRS" and "GWR", respectively.

**Sonoran Acquisition Liability** — On March 17, 2016, the Company entered into an agreement with Sonoran Utility Services, LLC ("Sonoran") to amend certain provisions of the purchase and sale agreement related to the acquisition of Sonoran's assets on June 15, 2005. The amended agreement allowed the Company to reduce its \$3.8 million acquisition liability due to Sonoran by approximately \$1.0 million to \$2.8 million, if the Company settled the amount due within ten days of the closing of the note purchase agreement. The note purchase agreement closed on June 24, 2016 and the Sonoran liability was subsequently settled in June 2016. Upon settlement of the Sonoran acquisition liability, the Company recorded a gain of \$954,000 in other income for the nine months ended September 30, 2016.

**Private Letter Ruling** — On June 2, 2016, the Company received a Private Letter Ruling from the Internal Revenue Service that, for purposes of deferring the approximately \$19.4 million gain realized from the condemnation of the operations and assets of Valencia, determined that the assets converted upon the condemnation of such assets could be replaced through certain reclamation facility improvements contemplated by the Company under Internal Revenue Code §1033 as property similar or related in service or use. In June 2016, the Company converted all operating subsidiaries from corporations to limited liability companies to take full advantage of the benefits of such ruling.

Pursuant to Internal Revenue Code §1033, the Company may defer the gain on condemnation through the end of the year 2017. As such, the Company has identified certain currently planned investments within our capital improvement plan, which we plan to accelerate. As a result, we expect capital expenditures to increase in 2016 and 2017 as compared to recent years, with corresponding reductions to occur in 2018, 2019 and beyond.

**Change in Accounting Principle** – The Company historically accounted for stock appreciation rights ("SARs") as liability compensatory awards under ASC 710, Compensation – General, valued using the intrinsic value method, as permitted by ASC 718, Compensation – Stock Compensation ("ASC 718"), for nonpublic entities. Upon becoming a public company, as defined in ASC 718, in the first quarter of 2016, the Company was required to change its methodology for valuing the SARs. While the SARs will continue to be remeasured at each quarterly reporting date, the SARs are required to be accounted for prospectively at fair value using a fair value pricing model, such as Black-Scholes. The Company recorded the impact of the change in valuation methods as a cumulative effect of a change in accounting principle, as permitted by ASC 250, Accounting Changes and Error Corrections. The effect of the change increased the SAR liability by \$103,000 which was the difference in compensation cost measured using the intrinsic value method and the fair value method. An offsetting change to accumulated deficit in the consolidated balance sheet was recorded with the revaluation, net of \$38,000 in taxes. Any future changes in fair value will be recorded as compensation expense in the consolidated statement of operations.

New Accounting Pronouncements

In May 2014, the FASB issued Accounting Standard Update (“ASU”) 2014-09, Revenue from Contracts with Customers (“ASU 2014-09”), which completes the joint effort between the FASB and IASB to converge the recognition of revenue between the two boards. The new standard affects any entity using U.S. GAAP that either enters into contracts with customers to transfer goods or services or enters into contracts for the transfer of nonfinancial assets not included within other FASB standards. The guiding principal of the new standard is that an entity should recognize revenue in an amount that reflects the consideration to which an entity expects to be entitled for the delivery of goods and services. ASU 2014-09 may be adopted using either of two acceptable methods: (1) retrospective adoption to each prior period presented with the option to elect certain practical expedients; or (2) adoption with the cumulative effect recognized at the date of initial application and providing certain disclosures. To assess at which time revenue should be recognized, an entity should use the following steps: (1) identify the contract(s) with a customer; (2) identify the performance obligations in the contract; (3) determine the transaction price; (4) allocate the transaction price to the performance obligations in the contract; and (5) recognize revenue when, or as, the entity

-9-

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GLOBAL WATER RESOURCES, INC.

Notes to the Condensed Consolidated Financial Statements (Unaudited)

satisfies a performance obligation. For public business entities, ASU 2014-09 is effective for annual reporting periods beginning after December 15, 2017, including interim periods within the reporting period. For private companies, ASU 2014-09 is effective for annual reporting periods beginning after December 15, 2018 and interim reporting periods beginning after December 15, 2019. Earlier application is allowed in certain circumstances. The Company is currently assessing the impact that this guidance may have on its consolidated financial statements.

In April 2016, the FASB issued ASU 2016-10, Revenue from Contracts with Customers (Topic 606): Identifying Performance Obligations and Licensing (“ASU 2016-10”), to clarify two aspects of Topic 606: (1) identifying performance obligations; and (2) the licensing implementation guidance. The amendments do not change the core principle of the guidance in Topic 606. For public business entities, ASU 2016-10 is effective for annual reporting periods beginning after December 15, 2017, including interim periods within the reporting period. For private companies, ASU 2016-10 is effective for annual reporting periods beginning after December 15, 2018 and interim reporting periods beginning after December 15, 2019. Earlier application is allowed in certain circumstances. The Company is currently assessing the impact that this guidance may have on its consolidated financial statements.

In May 2016, the FASB issued ASU 2016-12, Revenue from Contracts with Customers (Topic 606): Narrow-Scope Improvements and Practical Expedients (“ASU 2016-12”), to address narrow-scope improvements to the guidance on collectability, noncash consideration, and completed contracts at transition. The amendment also provides a practical expedient for contract modifications at transition and an accounting policy election related to the presentation of sales taxes and other similar taxes collected from customers and are expected to reduce the judgment necessary to comply with Topic 606. For public business entities, ASU 2016-12 is effective for annual reporting periods beginning after December 15, 2017, including interim periods within the reporting period. For private companies, ASU 2016-12 is effective for annual reporting periods beginning after December 15, 2018 and interim reporting periods beginning after December 15, 2019. Earlier application is allowed in certain circumstances. The Company is currently assessing the impact that this guidance may have on its consolidated financial statements.

In April 2015, the FASB issued ASU 2015-03, Interest—Imputation of Interest: Simplifying the Presentation of Debt Issuance Costs (“ASU 2015-03”), which requires debt issuance costs be presented in the balance sheet as a direct deduction from the carrying amount of the associated debt liability, consistent with the accounting of debt discounts. The Company’s adoption of this guidance on January 1, 2016 resulted in the reclassification of the unamortized debt issuance costs of \$748,000 and \$2.2 million from debt issuance costs to a reduction in long-term debt as of September 30, 2016 and December 31, 2015, respectively.

In February 2016, the FASB issued ASU 2016-02, Leases (Topic 842) (“ASU 2016-02”). ASU 2016-02 requires lessees record a right-of-use asset and corresponding lease obligation for lease arrangements with a term of greater than twelve months. ASU 2016-02 requires additional disclosures about leasing arrangements and requires the use of the modified retrospective method, which will require adjustment to all comparative periods presented in the consolidated financial statements. This guidance will be effective for public companies for annual periods, and interim periods within those annual periods, beginning after December 15, 2018, with early adoption permitted. For all other entities, the guidance is effective for annual periods beginning after December 31, 2019, and interim periods within fiscal years beginning after December 15, 2020. The Company is currently assessing the impact that adopting this new accounting standard will have on its consolidated financial statements and footnote disclosures.

In March 2016, the FASB issued ASU 2016-09, Compensation – Stock Compensation (Topic 718) Improvements to Employee Share-Based Payment Accounting (“ASU 2016-09”). ASU 2016-09 identifies areas for simplification

involving several aspects of accounting for share-based payment transactions, including the income tax consequences, classification of awards as either equity or liabilities, an option to recognize gross stock compensation expense with actual forfeitures recognized as they occur, as well as certain classifications on the statement of cash flows. This guidance is effective for public companies for annual periods beginning after December 15, 2016 and interim periods within those annual periods. For all other entities, the guidance is effective for annual periods beginning after December 15, 2017, and interim periods within annual periods beginning after December 15, 2018. Early adoption is permitted. The Company is currently assessing the impact that adopting this new accounting standard will have on its consolidated financial statements and footnote disclosures.

In August 2016, the FASB issued ASU 2016-15, Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments (“ASU 2016-15”). ASU 2016-15 clarifies and provides specific guidance on eight cash flow classification issues that are not currently addressed by current GAAP and thereby reduce the current diversity in practice. This guidance is effective for public companies for annual periods beginning after December 15, 2017 and interim periods within those annual

## GLOBAL WATER RESOURCES, INC.

## Notes to the Condensed Consolidated Financial Statements (Unaudited)

periods. For all other entities, the guidance is effective for annual periods beginning after December 15, 2018, and interim periods within annual periods beginning after December 15, 2019. Early adoption is permitted. The Company is currently assessing the impact that adopting this new accounting standard will have on its consolidated financial statements and footnote disclosures.

In October 2016, the FASB issued ASU 2016-16, Income Taxes (Topic 740) Intra-Entity Transfers of Assets Other Than Inventory (“ASU 2016-16). ASU 2016-16 instructs entities to recognize the income tax consequences of an intra-entity transfer of an asset other than inventory when the transfer occurs and (compared to current GAAP which prohibits the recognition of current and deferred income taxes for an intra-entity asset transfer until the asset has been sold to an outside party). The guidance is effective for public companies for annual periods beginning after December 15, 2017 and interim periods within those annual periods. For all other entities, the guidance is effective for annual periods beginning after December 15, 2018 and interim periods within annual periods beginning after December 15, 2019. Early adoption is permitted. The guidance is required to be applied on a modified retrospective basis through a cumulative-effect adjustment directly to retained earnings as of the beginning of the period of adoption. The Company is currently assessing the impact that adopting this new accounting standard will have on its consolidated financial statements.

## 2. REGULATORY DECISION AND RELATED ACCOUNTING AND POLICY CHANGES

Our regulated utilities and certain other balances are subject to regulation by the ACC and meet the requirements for regulatory accounting found within ASC Topic 980, Regulated Operations.

In accordance with ASC Topic 980, rates charged to utility customers are intended to recover the costs of the provision of service plus a reasonable return in the same period. Changes to the rates are made through formal rate applications with the ACC, which we have done for all of our operating utilities and which are described below.

On July 11, 2012, we filed formal rate applications with the ACC to adjust the revenue requirements for seven utilities representing a collective rate increase of approximately 28% over 2011 revenue levels. In August 2013, the Company entered into a settlement agreement with ACC Staff, the Residential Utility Consumers Office, the City of Maricopa, and other parties to the rate case. The settlement required approval by the ACC’s Commissioners before it could take effect. In February 2014, the rate case proceedings were completed and the ACC issued Rate Decision No. 74364, effectively approving the settlement agreement. The rulings of the decision include, but are not limited to, the following:

For the Company’s utilities, adjusting for the condemnation of the operations and assets of Valencia and sale of Willow Valley, a collective revenue requirement increase of \$3.6 million based on 2011 test year service connections, phased-in over time, with the first increase in January 2015 as follows (in thousands):

	Incremental	Cumulative
2015	\$ 1,083	\$ 1,083
2016	887	1,970

2017	335	2,305
2018	335	2,640
2019	335	2,975
2020	335	3,310
2021	335	3,645

Whereas this phase-in of additional revenues was determined using a 2011 test year, to the extent that the number of active service connections increases from 2011 levels, the additional revenues may be greater than the amounts set forth above. On the other hand, if active connections decrease or we experience declining usage per customer, we may not realize all of the anticipated revenues.

Full reversal of the imputation of contributions in aid of construction (“CIAC”) balances associated with funds previously received under infrastructure coordination and financing agreements (“ICFAs”), as required in the Company’s last rate case. The reversal restored rate base or future rate base and had a significant impact of restoring shareholder equity on the balance sheet.

-11-

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GLOBAL WATER RESOURCES, INC.

Notes to the Condensed Consolidated Financial Statements (Unaudited)

•The Company has agreed to not enter into any new ICFAs. Existing ICFAs will remain in place, but a portion of future payments to be received under the ICFAs will be considered as hook-up fees, which are accounted for as CIAC once expended on plant.

•A 9.5% return on common equity was adopted.

•None of the Company's utilities will file another rate application before May 31, 2016. GWRI's subsidiaries, Global Water - Santa Cruz Water Company ("Santa Cruz") and Global Water - Palo Verde Utilities Company ("Palo Verde"), may not file for another rate increase before May 31, 2017.

The following provides additional discussion on accounting and policy changes resulting from Rate Decision No. 74364.

Infrastructure Coordination and Financing Agreements – ICFAs are agreements with developers and homebuilders whereby GWRI, the indirect parent of the operating utilities, provides services to plan, coordinate and finance the water and wastewater infrastructure that would otherwise be required to be performed or subcontracted by the developer or homebuilder.

Under the ICFAs, GWRI has a contractual obligation to ensure physical capacity exists through its regulated utilities for water and wastewater to the landowner/developer when needed. This obligation persists regardless of connection growth. Fees for these services are typically a negotiated amount per equivalent dwelling unit for the specified development or portion of land. Payments are generally due in installments, with a portion due upon signing of the agreement, a portion due upon completion of certain milestones, and the final payment due upon final plat approval or sale of the subdivision. The payments are non-refundable. The agreements are generally recorded against the land and must be assumed in the event of a sale or transfer of the land. The regional planning and coordination of the infrastructure in the various service areas has been an important part of GWRI's business model.

Prior to January 1, 2010, GWRI accounted for funds received under ICFAs as revenue once the obligations specified in the ICFA were met. As these arrangements are with developers and not with the water or wastewater customer, the timing of revenue recognition coincided with the completion of GWRI's performance obligations under the agreement with the developer and with GWRI's ability to provide fitted capacity for water and wastewater service through its regulated subsidiaries.

The 2010 Regulatory Rate Decision No. 71878 established new rates for the recovery of reasonable costs incurred by the utilities and a return on invested capital. In determining the new annual revenue requirement, the ACC imputed a reduction to rate base for all amounts related to ICFA funds collected by the Company that the ACC deemed to be CIAC for rate making purposes. As a result of the decision by the ACC, GWRI changed its accounting policy for the accounting of ICFA funds. Effective January 1, 2010, GWRI recorded ICFA funds received as CIAC. Thereafter, the ICFA-related CIAC was amortized as a reduction of depreciation expense over the estimated depreciable life of the utility plant at the related utilities.

With the issuance of Rate Decision No. 74364, in February 2014, the ACC again changed how ICFA funds would be characterized and accounted for going forward. Most notably, the ACC changed the rate treatment of ICFA funds, and ICFA funds already received would no longer be deemed CIAC for rate making purposes. In conjunction with Rate Decision No. 74364, we eliminated the CIAC liability and reversed the associated regulatory liability brought about by the 2010 ruling. ICFA funds already received or which had become due prior to the date of Rate Decision No. 74364 were accounted for in accordance with the Company's ICFA revenue recognition policy that had been in place prior to the 2010 Regulatory Rate Decision, wherein the funds received are recognized as revenue once the obligations

specified in the ICFA were met. Rate Decision No. 74364 prescribes that of the ICFA funds which come due and are paid subsequent to December 31, 2013, 70% of the ICFA funds will be recorded in the associated utility subsidiary as a hook-up fee ("HUF") liability, with the remaining 30% to be recorded as deferred revenue, to be accounted for in accordance with the Company's ICFA revenue recognition policy. A HUF tariff, specifying the dollar value of a HUF for each utility, was approved by the ACC as part of Rate Decision No. 74364. The Company is responsible for assuring the full HUF value is paid from ICFA proceeds, and recorded in its full amount, even if it results in recording less than 30% of the ICFA fee as deferred revenue.

The Company will account for the portion allocated to the HUF as a CIAC contribution. However, in accordance with the ACC directives the CIAC is not deducted from rate base until the HUF funds are expended for utility plant. Such funds will be segregated in a separate bank account and used for plant. A HUF liability will be established and will be amortized as a reduction of depreciation expense over the useful life of the related plant once the HUF funds are utilized for the construction of plant. For facilities required under a HUF or ICFA, the utilities must first use the HUF moneys received, after which, it may use debt or equity financing for the remainder of construction. The Company will record the 30% as deferred revenue, which is to

-12-

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GLOBAL WATER RESOURCES, INC.

Notes to the Condensed Consolidated Financial Statements (Unaudited)

be recognized as revenue once the obligations specified within the ICFA are met. As of September 30, 2016 and December 31, 2015, ICFA deferred revenue recorded on the consolidated balance sheet totaled \$19.7 million, which represents deferred revenue recorded for ICFA funds received on contracts that had become due prior to Rate Decision No. 74364. For ICFA contracts coming due after December 31, 2013, 30% will be added to this balance with the remaining 70% recorded to a HUF liability.

Regulatory asset – Under ASC Topic 980, rate regulated entities defer costs and credits on the balance sheet as regulatory assets and liabilities when it is probable that these costs and credits will be recognized in the rate making process in a period different from the period in which they would have been reflected in income by an unregulated company. Certain costs associated with our rate cases have been deferred on our balance sheet as regulatory assets as approved by the ACC. At September 30, 2016 and December 31, 2015, the Company had one regulatory asset in the amount of \$136,000 and \$227,000, respectively, related to costs incurred in connection with our most recent rate case. This amount began to amortize in January 2015, and will amortize over a three-year period.

Intangible assets / Regulatory liability – The Company previously recorded certain intangible assets related to ICFA contracts obtained in connection with our Santa Cruz, Palo Verde and Sonoran acquisitions. The intangible assets represented the benefits to be received over time by virtue of having those contracts. Prior to January 1, 2010, the ICFA-related intangibles were amortized when ICFA funds were recognized as revenue. Effective January 1, 2010, in connection with the 2010 Regulatory Rate Decision, these assets became fully offset by a regulatory liability of \$11.2 million since the imputation of ICFA funds as CIAC effectively resulted in the Company not being able to benefit (through rates) from the acquired ICFA contracts.

Effective January 1, 2010, the gross ICFAs intangibles began to be amortized when cash was received in proportion to the amount of total cash expected to be received under the underlying agreements. However, such amortization expense was offset by a corresponding reduction of the regulatory liability in the same amount.

As a result of Rate Decision No. 74364, the Company changed its policy around the ICFA related intangible assets. As discussed above, pursuant to Rate Decision No. 74364, approximately 70% of ICFA funds to be received in the future will be recorded as a HUF at the Company's applicable utility subsidiary. The remaining approximate 30% of future ICFA funds will be recorded at the parent company level and will be subject to the Company's ICFA revenue recognition accounting policy. As the Company now expects to experience an economic benefit from the 30% portion of future ICFA funds, 30% of the regulatory liability, or \$3.4 million, was reversed in 2014. The remaining 70% of the regulatory liability, or \$7.9 million, will continue to be recorded on the balance sheet. At September 30, 2016 and December 31, 2015, this was the Company's sole regulatory liability.

Subsequent to Rate Decision No. 74364, the intangible assets will continue to amortize when the corresponding ICFA funds are received in proportion to the amount of total cash expected to be received under the underlying agreements. The recognition of amortization expense will be partially offset by a corresponding reduction of the regulatory liability.





## GLOBAL WATER RESOURCES, INC.

Notes to the Condensed Consolidated Financial Statements (Unaudited)

## 3. PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment at September 30, 2016 and December 31, 2015 consist of the following (in thousands):

	September 30, 2016	December 31, 2015	Average Depreciation Life (in years)
Mains/lines/sewers	\$ 115,593	\$ 113,318	47
Plant	67,748	64,983	25
Equipment	29,038	27,961	10
Meters	4,572	4,253	12
Furniture, fixture and leasehold improvements	386	386	8
Computer and office equipment	1,100	1,022	5
Software	244	177	3
Land and land rights	752	752	
Other	140	148	
Construction work-in-process	48,119	45,244	
Total property, plant and equipment	267,692	258,244	
Less accumulated depreciation	(71,367 )	(64,092 )	
Net property, plant and equipment	\$ 196,325	\$ 194,152	

## 4. ACCOUNTS RECEIVABLE

Accounts receivable as of September 30, 2016 and December 31, 2015 consist of the following (in thousands):

	September 30, 2016	December 31, 2015
Billed receivables	\$ 1,608	\$ 1,326
Less allowance for doubtful accounts	(99 )	(194 )
Accounts receivable - net	\$ 1,509	\$ 1,132

## 5. EQUITY METHOD INVESTMENT AND CONVERTIBLE NOTE

On June 5, 2013, the Company sold Global Water Management, LLC (“GWM”) to an investor group led by a private equity firm that specializes in the water industry. GWM was a wholly-owned subsidiary of GWRI that owned and operated the FATHOM™ business. In connection with the sale of GWM, the Company made an investment in the FATHOM™ Partnership (“FATHOM™”). This limited partnership investment is accounted for under the equity method due

to our investment being considered more than minor.

The original investment in FATHOM™ consisted of an investment of \$750,000 in the Series A preferred units and \$98,000 of common units. Additionally, the Company invested \$750,000 in a 10% convertible promissory note of GWM with an original maturity of December 31, 2014. We accounted for this investment in accordance with relevant accounting guidance for debt and equity securities which requires the fair value measurement of the investment pursuant to ASC Topic 820, Fair Value Measurement. The fair value of the investment in the convertible notes at initial recognition was determined using the transaction price, of which the price paid by the Company was consistent with the price paid by third party investors for comparable convertible notes.

In November 2014, FATHOM™ experienced a qualified financing event (qualified financing was defined as an equity financing by FATHOM™ in which FATHOM™ sells its units for at least \$1.75 per unit and the aggregate proceeds from such financing was at least \$15 million, exclusive of convertible note amounts converted). At the time of the qualified financing, the convertible promissory note was converted into Series B Preferred Units, and accounted for under the equity method. The Company's resulting ownership of common and preferred units represented an approximate 8.0% ownership (on a fully diluted basis).

-14-

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## GLOBAL WATER RESOURCES, INC.

## Notes to the Condensed Consolidated Financial Statements (Unaudited)

In conjunction with the qualified financing, our equity interest in the Series A and Series B preferred shares was adjusted in accordance with ASC 323, Investment-Equity Method & Joint Ventures, wherein we recorded a gain of \$1.0 million in the fourth quarter of 2014. The adjustment to the carrying value of our investments was calculated using our proportionate share of FATHOM™'s adjusted net equity. The gain was recorded within other income and expense in our consolidated statement of operations. The carrying value of our investment consisted of a balance of \$487,000 as of September 30, 2016 and \$821,000 as of December 31, 2015, and reflects our initial investment, the adjustment related to the qualified financing and our proportionate share of FATHOM™'s cumulative earnings (losses).

We evaluate our investment in FATHOM™ for impairment whenever events or changes in circumstances indicate that the carrying value of our investment may have experienced an “other-than-temporary” decline in value. Since the sale of GWM, the losses incurred on the investment were greater than anticipated; however, based upon our evaluation of various relevant factors, including the 2014 equity event and the ability of FATHOM™ to achieve and sustain an earnings capacity that would justify the carrying amount of our investment, we do not believe the investment to be impaired as of September 30, 2016.

We have evaluated whether FATHOM™ qualifies as a variable interest entity (“VIE”) pursuant to the accounting guidance of ASC 810, Consolidations. Considering the potential that the total equity investment in FATHOM™ may not be sufficient to absorb the losses of FATHOM™, the Company currently views FATHOM™ as a VIE. However, considering the Company’s minority interest and limited involvement with the FATHOM™ business, the Company is not required to consolidate FATHOM™. Rather, the Company has accounted for its investment under the equity method.

## 6. INTANGIBLE ASSETS

Intangible assets as of September 30, 2016 and December 31, 2015 consisted of the following (in thousands):

	September 30, 2016			December 31, 2015		
	Gross Amount	Accumulated Amortization	Net Amount	Gross Amount	Accumulated Amortization	Net Amount
<b>INDEFINITE LIVED INTANGIBLE ASSETS:</b>						
CP Water Certificate of Convenience & Necessity service area	\$1,532	\$ —	\$1,532	\$1,532	\$ —	\$1,532
Intangible trademark	13	—	13	13	—	13
	1,545	—	1,545	1,545	—	1,545
<b>AMORTIZED INTANGIBLE ASSETS:</b>						
Acquired ICFAs	17,978	(12,154 )	5,824	17,978	(12,154 )	5,824
Sonoran contract rights	7,406	(2,003 )	5,403	7,406	(2,003 )	5,403
	25,384	(14,157 )	11,227	25,384	(14,157 )	11,227
Total intangible assets						

\$26,929 \$ (14,157 ) \$12,772 \$26,929 \$ (14,157 ) \$12,772

Acquired ICFAs and Sonoran contract rights are amortized when cash is received in proportion to the amount of total cash expected to be received under the underlying agreements. Due to the uncertainty of the timing of when cash will be received under ICFA agreements and contract rights, we cannot reliably estimate when the remaining intangible assets' amortization will be recorded. No amortization was recorded for these balances for the three and nine months ended September 30, 2016 and 2015.

#### 7. TRANSACTIONS WITH RELATED PARTIES

On January 19, 2016, GWRC announced that it agreed to pursue a reorganization transaction with the Company that resulted in GWRC merging with and into the Company (the "Reorganization Transaction"). GWRC was organized in 2010 to acquire shares of the Company, and held an approximate 47.8% interest in the Company prior to the merger. The Reorganization Transaction closed on May 3, 2016. As a result of the Reorganization Transaction, GWRC ceased to exist as a British Columbia corporation and the Company, governed by the corporate laws of the State of Delaware, is the surviving entity.

## GLOBAL WATER RESOURCES, INC.

## Notes to the Condensed Consolidated Financial Statements (Unaudited)

GWRC was not part of the consolidated Company prior to the completion of the Reorganization Transaction. GWRC had no employees. GWRI provided for the ongoing management and general administration of GWRC's business affairs pursuant to a management agreement between GWRC and GWRI to provide such services. Accordingly, GWRC was economically dependent on the Company. Services provided by the Company under the management agreement were provided at no charge to GWRC, and were not monetarily significant. However, GWRC incurred certain costs not covered by the management agreement. These included GWRC's accounting fees, legal fees, listing fees and other costs directly associated with its former status as a publicly traded company. Whereas GWRC did not expect to generate cash flows from operating activities, the operating costs incurred by GWRC and other cash requirements were paid by the Company. Amounts paid by the Company on GWRC's behalf during the nine months ended September 30, 2016 and 2015 totaled \$650,000 and \$678,000, respectively. The Company accounted for such payments as equity distributions to GWRC. In conjunction with the merger of GWRC into GWRI, the Company recorded \$731,000 in accounts payable and \$353,000 in deferred compensation on the books of GWRI that were previously recorded at GWRC. In addition to these liabilities, the Company also recorded an approximate \$1.7 million tax liability associated with the transfer of GWRC from Canada to the United States. A corresponding reduction in additional paid in capital was recorded with the merging of these liabilities into GWRI.

For the nine months ended September 30, 2016, no cash advance was provided to GWRC. For the nine months ended September 30, 2015, the Company provided cash advances of approximately \$12.7 million to satisfy GWRC's short term cash obligations. The amount advanced was utilized to fund GWRC's monthly dividend, special one-time dividend paid in August 2015 and other cash requirements, as needed. The related party balance was reduced upon dividend declaration, when the amount declared is presented as a reduction in the Company's equity. As of the closing of the Reorganization Transaction and December 31, 2015, the balance of the advance was zero.

We provide medical benefits to our employees through our participation in a pooled plan sponsored by an affiliate of a shareholder and director of the Company. Medical claims paid to the plan were approximately \$60,000 and \$116,000 for the three months ended September 30, 2016 and 2015, respectively. Medical claims paid to the plan were approximately \$461,000 and \$306,000 for the nine months ended September 30, 2016 and 2015, respectively.

GWM has historically provided billing, customer service and other support services for the Company's regulated utilities. Amounts collected by GWM from the Company's customers that GWM has not yet remitted to the Company are included within the "Due from affiliates" caption on the Company's consolidated balance sheet. As of September 30, 2016 and December 31, 2015, the unremitted balance totaled \$314,000 and \$306,000, respectively. Notwithstanding the sale of GWM on June 5, 2013, FATHOM™ continues to provide these services to the Company's regulated utilities under a long-term service agreement. Based on current service connections, we estimate that fees to be paid to GWM for FATHOM™ services will be \$7.79 per water account/month, which is an annual rate of approximately \$1.8 million. For the three months ended September 30, 2016 and 2015, the Company incurred FATHOM™ service fees of approximately \$467,000 and \$483,000, respectively. For the nine months ended September 30, 2016 and 2015, the Company incurred FATHOM™ service fees of approximately \$1.4 million and \$1.7 million, respectively.

Pursuant to the purchase agreement for the sale of GWM, the Company is entitled to quarterly royalty payments based on a percentage of certain of GWM's recurring revenues for a 10-year period, up to a maximum of \$15.0 million. In addition, the Company entered into a services agreement with GWM whereby the Company has agreed to use the FATHOM™ platform for all of its regulated utility services for an initial term of 10 years. The services agreement is automatically renewable thereafter for successive 10-year periods, unless notice of termination is given prior to any renewal period. The services agreement may be terminated by either party for default only and the termination of the

services agreement will also result in the termination of the royalty payments payable to the Company. The Company made the election to record these quarterly royalty payments prospectively in income as the amounts are earned. Royalties recorded within other income totaled approximately \$87,000 and \$81,000 for the three months ended September 30, 2016 and 2015, respectively. Royalties recorded within other income totaled approximately \$264,000 and \$240,000 for the nine months ended September 30, 2016 and 2015, respectively.

## GLOBAL WATER RESOURCES, INC.

Notes to the Condensed Consolidated Financial Statements (Unaudited)

## 8. ACCRUED EXPENSES

Accrued expenses at September 30, 2016 and December 31, 2015 consist of the following (in thousands):

	September 30, 2016	December 31, 2015
Tax obligation related to GWRC merger	\$ 1,722	\$ -
Interest	1,662	877
Deferred compensation	1,368	598
Property taxes	518	958
Dividend payable	448	452
Other accrued liabilities	2,383	2,252
Total accrued liabilities	\$ 8,101	\$ 5,137

## 9. DEBT

The outstanding balances and maturity dates for short-term (including the current portion of long-term debt) and long-term debt as of September 30, 2016 and December 31, 2015 are as follows (in thousands):

	September 30, 2016		December 31, 2015	
	Short-term	Long-term	Short-term	Long-term
<b>BONDS AND NOTES PAYABLE -</b>				
4.380% Series A 2016, maturing June 2028	\$—	\$ 28,750	\$—	\$—
4.580% Series B 2016, maturing June 2036	—	86,250	—	—
5.450% Series 2006, maturing December 1, 2017	—	—	1,000	1,040
5.600% Series 2006, maturing December 1, 2022	—	—	—	6,215
5.750% Series 2006, maturing December 1, 2032	—	—	—	23,370
6.550% Series 2007, maturing December 1, 2037 - net of unamortized discount of \$338	—	—	700	50,177
6.375% Series 2008, maturing December 1, 2018	—	—	185	435
7.500% Series 2008, maturing December 1, 2038	—	—	—	23,235
	—	115,000	1,885	104,472
<b>OTHER</b>				
Capital lease obligations	138	212	109	178
Debt issuance costs	—	(748 )	—	(2,233 )
Total debt	\$ 138	\$ 114,464	\$ 1,994	\$ 102,417

2016 Senior Secured Notes – On June 24, 2016, the Company closed the note purchase agreement entered into on May 20, 2016, and issued two series of senior secured notes with an aggregate total principal balance of \$115.0 million at a blended interest rate of 4.55%. Series A carries a principal balance of \$28.8 million and bears an interest rate of 4.38% over a twelve year term, with the principal payment due on June 15, 2028. Series B carries a principal balance of \$86.3 million and bears an interest rate of 4.58% over a 20-year term. Series B is interest only for the first five years, with \$1.9 million principal payments paid semiannually thereafter. The proceeds of the senior secured notes were primarily used to refinance the existing long-term tax exempt bonds, which were subject to an early redemption option at 103%, plus accrued interest, as a result of the U.S. IPO. As part of the refinancing of the long-term debt, the Company paid a prepayment penalty of \$3.2 million and wrote off the remaining \$2.2 million in capitalized loan fees related to the tax exempt bonds, which were recorded as additional interest expense for the three and nine months ended September 30, 2016. The senior secured notes are collateralized by a security interest in the Company's equity interest in its subsidiaries, including all payments representing profits and qualifying distributions.

The senior secured notes require the Company maintain a debt service coverage ratio of consolidated EBITDA to consolidated debt service of at least 1.10 to 1.00. Consolidated EBITDA is calculated as net income plus depreciation, taxes, interest and other non-cash charges net of non-cash income. Consolidated debt service is calculated as interest expense, principal payments and dividend or stock repurchases. The senior secured notes also contain a provision limiting the payment of dividends if the Company falls below a debt service ratio of 1.25. However, for the quarter ending June 30, 2021 through the quarter ending



## GLOBAL WATER RESOURCES, INC.

## Notes to the Condensed Consolidated Financial Statements (Unaudited)

March 31, 2024, the ratio drops to 1.20. As of September 30, 2016, the Company was in compliance with its financial debt covenants.

**Tax Exempt Bonds** – We issued tax-exempt bonds through The Industrial Development Authority of the County of Pima in the amount of \$36,495,000 on December 28, 2006; \$53,624,000, net of a discount of \$511,000, on November 19, 2007; and \$24,550,000 on October 1, 2008. Proceeds from these bonds were used for qualifying costs of constructing and equipping the water and wastewater treatment facilities of our subsidiaries, Palo Verde and Santa Cruz. The tax-exempt bonds were redeemed in June 2016 with proceeds from the 2016 senior secured notes.

**Debt Issuance Costs Reclassification** - In April 2015, the FASB issued ASU 2015-03, which requires debt issuance costs be presented in the balance sheet as a direct deduction from the carrying amount of the associated debt liability, consistent with the accounting of debt discounts. The adoption of this guidance resulted in the reclassification of the unamortized debt issuance costs of \$2.2 million from debt issuance costs to a reduction in long-term debt as of December 31, 2015.

At September 30, 2016, the remaining aggregate annual maturities of our debt and minimum lease payments under capital lease obligations for the years ended December 31 are as follows (in thousands):

	Debt	Capital Lease Obligations
2016	\$—	\$ 153
2017	—	127
2018	—	75
2019	—	31
2020	—	—
Thereafter	115,000	—
Subtotal	115,000	386
Less: amount representing interest	—	(36 )
Total	\$115,000	\$ 350

At September 30, 2016, the carrying value of the non-current portion of long-term debt was \$115.2 million, with an estimated fair value of \$116.3 million. At December 31, 2015, the carrying value of the non-current portion of long-term debt was \$104.7 million, with an estimated fair value of \$116.7 million. The fair value of our debt was estimated based on interest rates considered available for instruments of similar terms and remaining maturities.

## 10. INCOME TAXES

The Company utilizes the asset and liability method of accounting for income taxes. Under the asset and liability method, deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. Deferred tax assets are reduced by a valuation allowance when, in the opinion of management, it is more likely than not that some portion or all of the deferred tax assets will not be realized. As of September 30, 2016 and December 31, 2015, the Company did not have any uncertain tax positions.

ASC Topic 740, Income Taxes, prescribes the method to determine whether a deferred tax asset is realizable and significant weight is given to evidence that it can be objectively verified. As of September 30, 2016 and December 31, 2015, the Company's valuation allowance totaled \$8,500, which relates to state net operating loss ("NOL") carryforwards expected to expire prior to utilization.

As of September 30, 2016, we have approximately \$14.8 million in federal NOL carryforwards and \$7.7 million in state NOLs available to offset future taxable income.

The effective tax rates used for the nine months ended September 30, 2016 and 2015 were 37.0% and 37.3%, respectively. The income tax provision was computed based on the Company's estimated effective tax rate and forecasted income expected for the

GLOBAL WATER RESOURCES, INC.

Notes to the Condensed Consolidated Financial Statements (Unaudited)

full year, including the impact of any unusual, infrequent, or non-recurring items. The effective tax rate for the nine months ended September 30, 2016 was greater than the federal statutory rate of 35.0% primarily due to state income taxes.

#### 11. DEFERRED COMPENSATION AWARDS

Stock-based compensation – Stock-based compensation related to option awards is measured based on the fair value of the award. The fair value of stock option awards is determined using a Black-Scholes option-pricing model. We recognize compensation expense associated with the options over the vesting period.

At September 30, 2016 and December 31, 2015, there were options to acquire 47,422 shares of common stock of GWRI outstanding, adjusting for the 100.68 to 1.00 stock split effected on April 28, 2016. The options were all vested and exercisable as of each date. The stock options have a remaining contractual life of approximately 2.00 years and have a split-adjusted exercise price of \$8.65 per share.

GWRI stock option grant – In May 2016, GWRI's Board of Directors granted stock options to acquire 325,000 shares of GWRI's common stock to the members of the board. The options were granted with an exercise price of \$7.50, the prevailing market price of the Company's common shares at the close of business on May 20, 2016. The options vest over a two-year period, with 50% vesting on May 2017 and 50% vesting on May 2018. The options have a three-year life. The Company will expense the \$2.1 million fair value of the stock option grant ratably over the two-year vesting period in accordance with ASC 323. Stock-based compensation expense of \$265,000 and \$383,000 was recorded for the three and nine months ended September 30, 2016, respectively. No stock-based compensation expense was recorded for the three and nine months ended September 30, 2015.

Phantom stock compensation – On December 30, 2010, we adopted a phantom stock unit plan authorizing the directors of the Company to issue phantom stock units ("PSUs") to our employees. Following the consummation of the Reorganization Transaction, the awarded PSUs have been amended such that the outstanding units now track with the value of GWRI's share price. The vesting of the awards has not changed. The value of the PSUs issued under the plan track to the performance of GWRI's shares and give rise to a right of the holder to receive a cash payment the value of which, on a particular date, is the market value of the equivalent number of shares of GWRI at that date. The issuance of PSUs as a core component of employee compensation was intended to strengthen the alignment of interests between the employees of the Company and the shareholders of GWRI by linking their holdings and a portion of their compensation to the future value of the common shares of GWRI.

PSUs are accounted for as liability compensatory awards under ASC 710, Compensation – General, rather than as equity awards. PSU awards are remeasured each period and a liability is recorded equal to GRWI's closing share price as of the balance sheet date multiplied by the number of units vested and outstanding. The value of the benefits is recorded as an expense in the Company's financial statements over the related vesting period. Vesting occurs ratably over 12 consecutive quarters beginning in the period granted. The following table details total awards granted and the number of units outstanding as of September 30, 2016 along with the amounts paid to holders of the PSUs for the three and nine months ended September 30, 2016 and 2015 (in thousands, except unit amounts):

Grant Date	Units		Amounts Paid For the Three Months Ended September 30,		Amounts Paid For the Nine Months Ended September 30,	
	Granted	Outstanding	2016	2015	2016	2015
Q4 2010	350,000	—	\$ —	\$ —	\$—	\$ 1,398
Q1 2012	135,079	—	—	—	—	38
Q1 2013	76,492	—	—	32	29	83
Q1 2014	8,775	743	3	2	7	6
Q1 2015	28,828	14,414	19	14	63	26
Q1 2016	34,830	29,025	—	—	—	—
Total	634,004	44,182	\$ 22	\$ 48	\$99	\$ 1,551

Stock appreciation rights compensation – The Company historically accounted for SARs as liability compensatory awards under ASC 710, Compensation – General, valued using the intrinsic value method, as permitted by ASC 718 for nonpublic

## GLOBAL WATER RESOURCES, INC.

## Notes to the Condensed Consolidated Financial Statements (Unaudited)

entities, with changes to the value of the SARs recognized as compensation expense at each quarterly reporting date. Upon becoming a public company, as defined in ASC 718, in the first quarter of 2016, the Company was required to change its methodology for valuing the SARs. While the SARs will continue to be remeasured at each quarterly reporting date, the SARs are required to be accounted for prospectively at fair value using a fair value pricing model, such as Black-Scholes. The Company recorded the impact of the change in valuation methods as a cumulative effect of a change in accounting principle, as permitted by ASC 250. The effect of the change increased the SAR liability by \$103,000 which was the difference in compensation cost measured using the intrinsic value method and the fair value method. An offsetting change to accumulated deficit in the consolidated balance sheet was recorded with the revaluation, net of \$38,000 in taxes. Any future changes in fair value will be recorded as compensation expense in the consolidated statement of operations.

Beginning January 2012, in an effort to reward employees for their performance, the Company adopted a stock appreciation rights plan authorizing the directors of the Company to issue SARs to our employees. The value of the SARs issued under the plan track the performance of GWRI's shares. Each holder has the right to receive a cash payment amounting to the difference between the exercise price and the closing price of GWRI's common shares on the exercise date, provided that the closing price is in excess of the exercise price. Holders of SARs may exercise their awards once vested. Individuals who voluntarily or involuntarily leave the Company forfeit their rights under the awards. The following table details the recipients of the awards, the grant date, units granted, exercise price, outstanding shares as of September 30, 2016 and amounts paid during the three and nine months ended September 30, 2016 and 2015 (in thousands, except share and per unit amounts):

Recipients	Grant Date	Units Granted	Exercise Price	Units Outstanding	Amounts Paid		Amounts Paid	
					For the Three Months Ended September 30, 2016	For the Three Months Ended September 30, 2015	For the Nine Months Ended September 30, 2016	For the Nine Months Ended September 30, 2015
Employees below senior management level <sup>(1)</sup>	Q1 2012	152,091	CAD \$4.00	—	\$ —	\$ 43	\$ —	\$ 67
Key Executive <sup>(2)(4)</sup>	Q3 2013	100,000	\$1.59	69,500	—	37	151	37
Key Executive <sup>(2)(5)</sup>	Q4 2013	100,000	\$2.69	75,000	—	—	137	—
Members of Management <sup>(2)(6)</sup>	Q1 2015	299,000	\$4.26	233,000	63	—	112	—
Key Executives <sup>(3)(7)</sup>	Q2 2015	300,000	\$5.13	300,000	23	—	23	—
Total		951,091		677,500	\$ 86	\$ 80	\$ 423	\$ 104

(1) The SARs vested in equal installments over four quarters and expire four years after the date of issuance.

(2) The SARs vest ratably over sixteen quarters from the grant date.

(3) The SARs vest over sixteen quarters, vesting 20% per year for the first three years, with the remainder (40%) vesting in year four.

(4) The exercise price was determined by taking the weighted average share price of the five days prior to the grant date of July 1, 2013.

(5) The exercise price was determined by taking the weighted average share price of the 30 days prior to the grant date of November 14, 2013.

(6)

The exercise price was determined to be the fair market value of one share of stock on the grant date of February 11, 2015.

(7) The exercise price was determined to be the fair market value of one share of stock on the grant date of May 8, 2015.

As a result of the merger of GWRC into the Company and the U.S. IPO, the exercise prices for the preceding awards were translated to U.S. dollars using the prevailing noon-day Bank of Canada foreign exchange rate of US\$0.7969 per CAD\$1.00 as measured on May 2, 2016, the day prior to the closing of the merger. The vesting of the awards has not changed. Subsequent to the merger, each SAR will provide the holder the right to receive a cash payment amounting to the difference between the per share exercise price and the closing price of GWRI's common shares on the exercise date, provided that the closing price is in excess of exercise price per share.

-20-

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## GLOBAL WATER RESOURCES, INC.

## Notes to the Condensed Consolidated Financial Statements (Unaudited)

For the three months ended September 30, 2016 and 2015, the Company recorded approximately \$28,000 and \$50,000 of compensation expense related to the PSUs and SARs, respectively. For the nine months ended September 30, 2016 and 2015 the Company recorded approximately \$1.2 million and \$430,000 of compensation expense related to the PSUs and SARs, respectively. Based on GWRI's closing share price on September 30, 2016, deferred compensation expense to be recognized over future periods is estimated for the years ending December 31 as follows (in thousands):

	PSUs	SARs
2016	\$45	\$281
2017	170	953
2018	93	687
2019	—	94
2020	—	—
Total	\$308	\$2,015

## 12. SUPPLEMENTAL CASH FLOW INFORMATION

The following is supplemental cash flow information for the nine months ended September 30, 2016 and 2015 (in thousands):

	For the Nine Months Ended September 30,	
	2016	2015
Cash paid for interest	\$3,491	\$3,946
Cash paid for bond prepayment fee	\$3,201	\$—
Reclassification of deferred IPO costs to equity	\$97	\$—
Capital expenditures included in accounts payable and accrued liabilities	\$1,171	\$429
Deferred compensation change in accounting principle	\$103	\$—

## 13. COMMITMENTS AND CONTINGENCIES

Commitments – Prior to the sale of GWM, we leased certain office space in Arizona under operating leases with terms that expired in February 2016. The operating lease agreements were between GWM and the landlord. Accordingly, effective June 2013 through February 2016, the Company was not a party under the lease agreements. GWRI subleased a portion of the office space covered under the GWM lease agreements. In February 2016, the Company entered into a three-year lease agreement with the landlord to occupy the same space previously subleased under GWM's lease agreements, inclusive of necessary facility upgrades. Beginning in March 2016, the Company began recording approximately \$8,000 in monthly rent expense related to the new agreement. Rent expense arising from the operating leases totaled approximately \$25,000 and \$15,000 for the three months ended September 30, 2016 and

2015, and \$67,000 and \$49,000 for the nine months ended September 30, 2016 and 2015, respectively.

#### Contingencies

From time to time, in the ordinary course of business, the Company may be subject to pending or threatened lawsuits in which claims for monetary damages are asserted. Management is not aware of any legal proceeding of which the ultimate resolution could materially affect our financial position, results of operations, or cash flows.

#### 14. SUBSEQUENT EVENTS

On November 14, 2016, the Company announced a monthly dividend increase from \$0.022 per share (\$0.264 per share annually) to \$0.0225 per share (\$0.270 per share annually). Although we expect monthly dividends will be declared and paid for the foreseeable future, the declaration of any dividends is at the discretion of our board of directors and is subject to our compliance with applicable law, and depending on, among other things, our results of operations, financial condition, level of indebtedness, capital requirements, contractual restrictions, restrictions in our debt agreements and in any preferred stock we may issue in the future, business prospects and other factors that our board of directors may deem relevant.



## Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

The following management's discussion and analysis of Global Water Resources, Inc.'s (the "Company", "GWRI", "we" or "us") financial condition and results of operations relates to the three and nine months ended September 30, 2016 and 2015 and should be read together with the condensed consolidated financial statements and accompanying notes included herein, as well as our audited annual financial statements and associated management's discussion, which are available within our recently filed S-1 available on our Company's profile on the Securities and Exchange Commission ("SEC") website, [www.sec.gov](http://www.sec.gov).

### Basis of Presentation

The financial statements of Global Water Resources, Inc. have been prepared in accordance with U.S. generally accepted accounting principles ("U.S. GAAP") and, except where otherwise indicated, are presented in U.S. dollars and references to "\$", "US\$" and "dollars" are to U.S. dollars.

### Cautionary Statement Regarding Forward-Looking Statements

Certain statements in this management's discussion and analysis are forward-looking in nature and may constitute "forward-looking information" within the meaning of applicable securities laws. Often, but not always, forward-looking statements can be identified by the words "believes", "anticipates", "plans", "expects", "intends", "projects", "estimates", "objectives", "goal", "focus", "aim", "should", "could", "may" and similar expressions. These forward-looking statements include future estimates described in "Business Outlook", "Factors Affecting our Results of Operations," and "Liquidity and Capital Resources". These forward-looking statements reflect management's current expectations regarding GWRI's future growth, results of operations, performance and business prospects and opportunities and other future events and speak only as of the date of this management's discussion and analysis. Forward-looking statements should not be read as guarantees of future performance or results, and will not necessarily be accurate indications of whether or not or the times at or by which such performance or results will be achieved. Investors are cautioned not to place undue reliance on forward-looking information. A number of factors could cause actual results to differ materially from the results discussed in the forward-looking statements, including, but not limited to, the factors discussed under "Risk Factors" in Part II, Item 1A of this Quarterly Report on Form 10-Q. Although the forward-looking statements contained in this management's discussion and analysis are based upon what management believes to be reasonable assumptions, investors cannot be assured that actual results will be consistent with these forward-looking statements, and the differences may be material. These forward-looking statements are made as of the date of this management's discussion and analysis and GWRI assumes no obligation to update or revise them to reflect new events or circumstances, except as required by applicable law.

### Overview

We are a water resource management company that owns, operates and manages water, wastewater and recycled water utilities in strategically located communities, principally in metropolitan Phoenix, Arizona. We seek to deploy our integrated approach, which we refer to as "Total Water Management," a term we use to mean managing the entire water cycle by owning and operating the water, wastewater and recycled water utilities within the same geographic areas in order to both conserve water and maximize its total economic and social value. We use Total Water Management to promote sustainable communities in areas where we expect growth to outpace the existing potable water supply. Our model focuses on the broad issues of water supply and scarcity and applies principles of water conservation through water reclamation and reuse. Our basic premise is that the world's water supply is limited and yet can be stretched significantly through effective planning, the use of recycled water and by providing individuals and communities resources that promote wise water usage practices.

### Business Outlook

2015 and 2016 continued the trend of positive growth in new connections and re-establishing service on existing previously vacant homes. According to the 2010 U.S. Census Data, the Phoenix metropolitan statistical area (“MSA”) had a population of 4.2 million in 2010 and is the 14th largest MSA in the U.S., an increase of 29% over the 3.25 million people reported in the 2000 Census. Metropolitan Phoenix’s growth data continues to improve due to its low-cost housing, excellent weather, large and growing universities, a diverse employment base and low taxes. The Employment and Population Statistics Department of the State of Arizona predicts that Maricopa County will have a population of 4.5 million by 2020 and 6.0 million by 2040. During the twelve months ended September 30, 2016, Arizona’s employment rate improved by 2.9%, ranking the state in the top seven nationally for job growth.

Also, according to the W.P. Carey School of Business Greater Phoenix Blue Chip Real Estate Consensus panel, most sectors of real estate are expected to experience improved occupancy and growth. For Maricopa County and Pinal County combined, the W.P. Carey School of Business, using U.S. Census data, reported that single family housing permits were approximately 11,700 units for 2014. However, for 2015, permits were up approximately 43% to 16,768 units in Maricopa and Pinal Counties combined, and the forecasts for 2016, 2017, and 2018 remain positive at approximately 19,000 units, 22,000 permits, and 25,000, respectively. From there, we

-22-

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believe growth in the region could steadily return towards its normal historical rate of greater than 30,000 single family dwelling permits. Additionally, multifamily, office, retail, and industrial market occupancy rates continued to increase in 2015 compared to 2014 and are expected to continue to increase through 2017.

We believe that our utilities and service areas are directly in the anticipated path of growth primarily in the metropolitan Phoenix area. Market data indicates that our service areas currently incorporate a large portion of the final platted lots, partially finished lots and finished lots in metropolitan Phoenix. Management believes that we are well-positioned to benefit from the near-term growth in metropolitan Phoenix due to the availability of lots and existing infrastructure in place within our services areas.

#### Factors Affecting our Results of Operations

Our financial condition and results of operations are influenced by a variety of industry-wide factors, including but not limited to:

- population and community growth;
- economic and environmental utility regulation;
- economic environment;
- the need for infrastructure investment;
- production and treatment costs;
- weather and seasonality; and
- access to and quality of water supply.

We are subject to economic regulation by the state regulator, the Arizona Corporation Commission (“ACC”). The US federal and state governments also regulate environmental, health and safety and water quality matters. We continue to execute on our strategy to optimize and focus the Company in order to provide greater value to our customers and shareholders by aiming to deliver predictable financial results, making prudent capital investments and focusing our efforts on earning an appropriate rate of return on our investments.

#### Population and Community Growth

Population and community growth in the metropolitan Phoenix area served by our utilities have a direct impact on our earnings. An increase or decrease in our active service connections will affect our revenues and variable expenses in a corresponding manner. Our total service connections, including both active service connections and connections to vacant homes, decreased 884 connections, or 2.3%, from a total of 38,620 as of September 30, 2015 to 37,736 as of September 30, 2016. This decrease is due to the sale of Willow Valley Water Co., Inc. (“Willow Valley”). See “—Recent Events” for additional information. Adjusting for the sale of Willow Valley, total service connections increased to 37,736 as of September 30, 2016 from 37,118 as of December 31, 2015, which represents an increase of 618 connections, or an annualized increase of approximately 2.2%.

As of September 30, 2016, we have 37,009 active service connections compared to 37,638 active service connections as of September 30, 2015, a decrease of 629 or 1.7%. As with the decrease in total service connections, the decrease is due to the sale of Willow Valley. Adjusting for the sale of Willow Valley, active service connections increased 886 connections, or 2.5%, to 37,009 as of September 30, 2016 compared to 36,123 as of September 30, 2015. Approximately 98.8% of the 37,009 active service connections are serviced by our Global Water - Santa Cruz Water Company, LLC (“Santa Cruz”) and Global Water - Palo Verde Utilities Company, LLC (“Palo Verde”) utilities as of September 30, 2016.

The graph below presents the historical change in active and total connections for our ongoing operations, adjusting for the condemnation of the assets and operations of Valencia Water Company and the sale of Willow Valley.

During the economic downturn beginning in 2008, our utilities experienced an increase in the number of vacant homes, reaching a peak of 4,020 vacant connections as of February 28, 2009, approximately 11.2% of our total connections at the time; however, the negative trend began to reverse thereafter with the number of vacant homes decreasing to 727 or 1.9% of total connections as of September 30, 2016.

#### Economic and Environmental Utility Regulation

We are subject to extensive regulation of our rates by the ACC, which is charged with establishing rates based on the provision of reliable service at a reasonable cost while also providing an opportunity to earn a fair rate of return on rate base for investors of utilities. The ACC uses a historical test year to evaluate whether the plant in service is used and useful, to assess whether costs were prudently incurred and to set “just and reasonable” rates. Rate base is typically the depreciated original cost of the plant in service (net of contributions in aid of construction (“CIAC”) and advances in aid of construction (“AIAC”)) which are funds or property provided to a utility under the terms of a collection main extension agreement, the value of which may be refundable), that has been determined to have been “prudently invested” and “used and useful”, although the reconstruction cost of the utility plant may also be considered in determining the rate base. The ACC also decides on an applicable capital structure based on actual or hypothetical analyses. The ACC determines a “rate of return” on that rate base, which includes the approved capital structure and the actual cost of debt and a fair and reasonable cost of equity based on the ACC's judgment. The overall revenue requirement for rate making purposes is established by multiplying the rate of return by the rate base and adding “prudently” incurred operating expenses for the test year, depreciation and any applicable pro forma adjustments.

To ensure an optimal combination of access to water and water conservation balanced with a fair rate of return for investors, our water utility operating revenue is based on two components: a fixed fee and a consumption or volumetric fee. For our water utilities, the fixed fee, or “basic service charge,” provides access to water for residential usage and has generally been set at a level to produce 50% of total revenue. The volumetric fee is based on the total volume of water supplied to a given customer after the minimum number of gallons, if any, covered by the basic service charge, multiplied by a price per gallon set by a tariff approved by the ACC. A discount to the volumetric rate applies for customers that use less than an amount specified by the ACC. For all investor-owned water utilities, the ACC requires the establishment of inverted tier conservation oriented rates, meaning that the price of water increases as consumption increases. For wastewater utilities, wastewater collection and treatment can be based on volumetric or fixed fees. Our wastewater utility services are billed based solely on a fixed fee, determined by the size of the water meter installed. Recycled water is sold on a volumetric basis with no fixed fee component.

We are required to file rate cases with the ACC to obtain approval for a change in rates. Rate cases and other rate-related proceedings can take a year or more to complete. As a result, there is frequently a delay, or regulatory lag, between the time of a capital investment or incurrence of an operating expense increase and when those costs are reflected in rates. In normal conditions, it would not be uncommon to see us file for a rate increase every three years based on year one being the test year, year two being the rate case filing year and year three being the rate case award year. However, based on our recent settlement with the ACC and extended new rate phase-in period, we will not be initiating the next rate case on this timeline. Moving forward, we will continue to analyze all factors

that drive the requirement for increased revenue, including our rate of investment and recurring expenses, and determine the appropriate test year for a future rate case. See “—Recent Rate Case Activities.”

Our water and wastewater operations are also subject to extensive United States federal, state and local laws and regulations governing the protection of the environment, health and safety, the quality of the water we deliver to our customers, water allocation rights and the manner in which we collect, treat and discharge wastewater. We are also required to obtain various environmental permits from regulatory agencies for our operations. The ACC also sets conditions and standards for the water and wastewater services we deliver. We incur substantial costs associated with compliance with environmental, health and safety and water quality regulation.

Environmental, health and safety and water quality regulations are complex and change frequently, and they have tended to become more stringent over time. As newer or stricter standards are introduced, they could increase our operating expenses. We would generally expect to recover expenses associated with compliance for environmental and health and safety standards through rate increases, but this recovery may be affected by regulatory lag.

#### Economic Environment

The growth of our customer base depends almost entirely on the success of developers in developing residential and commercial properties within our service areas. Real estate development is a cyclical industry and the growth rate of development, especially residential development, since 2006 (both nationally and in Arizona) has been and continues to be below historical rates. In addition, development in our service areas is contingent upon construction or acquisition of major public improvements, such as arterial streets, drainage facilities, telephone and electrical facilities, recreational facilities, street lighting and local in-tract improvements (e.g., site grading). Many of these improvements are built by municipalities with public financing, and municipal resources and access to capital may not be sufficient to support development in areas of rapid population growth.

#### Infrastructure Investment

Capital expenditures for infrastructure investment are a component of the rate base on which our regulated utility subsidiaries are allowed to earn an equity return. Capital expenditures for infrastructure provide a basis for earnings growth by expanding our “used and useful” rate base, which is a component of its permitted return on investment and revenue requirement. We are generally able to recover a rate of return on these capital expenditures (return on equity and debt), together with debt service and certain operating costs, through the rates we charge.

We have made significant capital investments in our territories within the last twelve years, and because the infrastructure is new, we do not expect comparable capital investments to be required in the near term, either for growth or to maintain the existing infrastructure. Nevertheless, we have an established capital improvement plan to make targeted capital investments to repair and replace existing infrastructure as needed, address operating redundancy requirements and improve our overall financial performance, by lowering expenses and increasing revenue. Additionally, to reduce our deferred tax liability of approximately \$19.4 million resulting from the gain on the condemnation of the operations and assets of Valencia Water Company, we have identified certain currently planned investments within our capital improvement plan that we determined through a favorable Private Letter Ruling with the Internal Revenue Service will qualify under the Internal Revenue Code Section 1033 re-investment criteria; however, the timeline to make such investments is limited through the end of 2017. Accordingly, we plan to accelerate the identified capital expenditures within our capital improvement plan. As a result, we expect capital expenditures to increase in 2016 and 2017 as compared to recent years, with corresponding reductions to occur in 2018, 2019 and beyond.

## Production and Treatment Costs

Our water and wastewater services require significant production resources and therefore result in significant production costs. Although we are permitted to recover these costs through the rates we charge, regulatory lag can decrease our margins and earnings if production costs or other operating expenses increase significantly before we are able to recover them through increased rates. Our most significant costs include labor, chemicals used to treat water and wastewater and power used to operate pumps and other equipment. Power and chemical costs can be volatile. However, we employ a variety of technologies and methodologies to minimize costs and maximize operational efficiencies. Additionally, with our Total Water Management approach, whereby we maximize the direct beneficial reuse of recycled water, we can realize significant treatment costs and power savings because smaller volumes of water are required for potable use. Many utilities require that all water be treated to potable standards irrespective of use. Total Water Management focuses on the right water for the right use. Potable water is needed for consumption and recycled water is acceptable for non-potable uses such as irrigation and toilet flushing. Non-potable water does not need to be treated for commonly occurring and regulated constituents such as arsenic, or for other current or future human consumption health-based contaminants.

-25-

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## Weather and Seasonality

Our ability to meet the existing and future water demands of our customers depends on an adequate supply of water. Drought, overuse of sources of water, the protection of threatened species or habitats or other factors may limit the availability of ground and surface water. Also, customer usage of water and recycled water is affected by weather conditions, particularly during the summer. Our water systems generally experience higher demand in the summer due to the warmer temperatures and increased usage by customers for irrigation and other outdoor uses. However, summer weather that is cooler or wetter than average generally suppresses customer water demand and can have a downward effect on our operating revenue and operating income. Conversely, when weather conditions are extremely dry, our business may be affected by government-issued drought-related warnings and/or water usage restrictions that would artificially lower customer demand and reduce our operating revenue. The limited geographic diversity of our service areas make the results of our operations more sensitive to the effect of local weather extremes. The second and third quarters of the year are generally those in which water services revenue and wastewater services revenue are highest. Accordingly, interim results should not be considered representative of the results of a full year.

## Access to and Quality of Water Supply

In many areas of Arizona (including certain areas that we service), water supplies are limited and, in some cases, current usage rates exceed sustainable levels for certain water resources. We currently rely predominantly (and are likely to continue to rely) on the pumping of groundwater and the generation and delivery of recycled water for non-potable uses to meet future demands in our service areas. At present, groundwater (and recycled water derived from groundwater) is the primary water supply available to us. In addition, regulatory restrictions on the use of groundwater and the development of groundwater wells, lack of available water rights, drought, overuse of local or regional sources of water, protection of threatened species or habitats or other factors, including climate change, may limit the availability of ground or surface water.

## Recent Rate Case Activity

On July 11, 2012, we filed rate applications with the ACC to adjust the revenue requirements for seven utilities. In August 2013, we entered into a settlement agreement with the ACC staff, the Residential Utility Consumers Office, the City of Maricopa and other parties to the rate case. The settlement required approval by the ACC's commissioners before it could take effect. In February 2014, the rate case proceedings were completed and the ACC issued Rate Decision No. 74364, approving the settlement agreement. The collective rate increase included a 9.5% return on common equity which contributed to a 15% increase over revenue in 2011.

For our utilities, adjusting for the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, the settlement provided for a collective aggregate revenue requirement increase of \$3.6 million based on 2011 test year service connections, phased-in over time, with the first increase in January 2015 as follows (in thousands):

	Incremental	Cumulative
2015	\$ 1,083	\$ 1,083
2016	887	1,970
2017	335	2,305
2018	335	2,640
2019	335	2,975
2020	335	3,310
2021	335	3,645

Whereas this phase-in of additional revenues was determined using a 2011 test year, to the extent that the number of active service connections has increased and continues to increase from 2011 levels, the additional revenues may be greater than the amounts set forth above. On the other hand, if active connections decrease or we experience declining usage per customer, we may not realize all of the anticipated revenues.

From 2003 to 2008, we entered into approximately 183 infrastructure coordination and financing agreements (“ICFAs”) with developers and landowners covering approximately 275 square miles. Under these agreements, we have a contractual obligation to the developers and landowners to ensure that amongst other things, physical capacity exists through our regulated utilities for water and wastewater to the landowner/developer when needed. We receive fees from the landowner/developer for undertaking these obligations that typically are a negotiated amount per planned equivalent dwelling unit for the specified development or parcel of land. Payments are generally due to us from the landowner/developer based on progress of the development, with a portion due upon signing of the agreement, a portion due upon completion of certain milestones and the final payment due upon final plat approval or sale of the subdivision. The payments are non-refundable. Our investment can be considerable, as we may phase-in the construction of facilities in accordance with a regional master plan, as opposed to a single development.

-26-

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Prior to January 1, 2010, we accounted for funds received under ICFAs as revenue once the obligations specified in the ICFA were met. As these arrangements are with developers and not with the water or wastewater customer, the timing of revenue recognition coincided with the completion of our performance obligations under the agreement with the developer and with our ability to provide fitted capacity for water and wastewater service to the applicable development or parcel through our regulated subsidiaries.

The 2010 Regulatory Rate Decision No. 71878 established new rates for the recovery of reasonable costs incurred by the utilities and a return on invested capital. In determining the new annual revenue requirement, the ACC imputed a reduction to rate base for all amounts related to ICFA funds collected by us that the ACC deemed to be CIAC for rate making purposes. As a result of the decision by the ACC, we changed our accounting policy for the accounting of ICFA funds. Effective January 1, 2010, we recorded ICFA funds received as CIAC. Thereafter, the ICFA-related CIAC was amortized as a reduction of depreciation expense over the estimated depreciable life of the utility plant at the related utilities.

With the issuance of Rate Decision No. 74364, in February 2014, the ACC again changed how ICFA funds would be characterized and accounted for going forward. Most notably, the ACC changed the rate treatment of ICFA funds, and ICFA funds already received would no longer be deemed CIAC for rate making purposes. In conjunction with Rate Decision No. 74364, we eliminated the CIAC liability and reversed the associated regulatory liability brought about by the 2010 ruling. ICFA funds already received or which had become due prior to the date of Rate Decision No. 74364 were accounted for in accordance with our ICFA revenue recognition policy that had been in place prior to the 2010 Regulatory Rate Decision, wherein the funds received are recognized as revenue once the obligations specified in the ICFA were met. Rate Decision No. 74364 prescribes that of the ICFA funds which come due and are paid subsequent to December 31, 2013, 70% of the ICFA funds will be recorded in the associated utility subsidiary as a hook-up fee ("HUF") liability, with the remaining 30% to be recorded as deferred revenue, to be accounted for in accordance with our ICFA revenue recognition policy. A HUF tariff, specifying the dollar value of a HUF for each utility, was approved by the ACC as part of Rate Decision No. 74364. We are responsible for assuring the full HUF value is paid from ICFA proceeds, and recorded in its full amount, even if it results in recording less than 30% of the ICFA fee as deferred revenue.

We now account for the portion of future payments received under these agreements allocated to hook-up fee liability as CIAC. However, from the regulator's perspective, hook-up fees do not impact rate base until the related funds are expended. These funds are segregated in a separate bank account and used for plant. A hook-up fee liability, once established, will be relieved once the funds are used for the construction of plant. For facilities required under a hook-up fee or ICFA, we must first use the hook-up fee funds received, after which we may use debt or equity financing for the remainder of construction. The 30% deferred revenue portion of these fees is recognized as revenue once the obligations specified within the applicable ICFA are met.

We have agreed not to enter into any new ICFAs, and instead will utilize hook-up fee tariffs, which have become an acceptable industry practice in Arizona. As part of the settlement, a hook-up fee tariff was established for each utility. Existing ICFAs will remain in place, but a portion (approximately 70%) of future payments to be received under the ICFAs will be considered as hook-up fees, which are accounted for as CIAC once expended on plant (i.e., hook-up fees will be recorded as a liability, but will only reduce rate base once such funds are expended on plant). The remaining approximate 30% of future ICFA payments will be recognized using the same income recognition accounting applied to ICFA funds already received, wherein such funds will be recorded as revenue or deferred revenue.

In addition to ICFAs, we have various line extension agreements with developers and builders, whereby funds, water line extensions or wastewater line extensions are provided to us by the developers and are considered refundable advances for construction. These advances in aid of construction are subject to refund by us to the developers through

annual payments that are computed as a percentage of the total annual gross revenue earned from customers connected to utility services constructed under the agreement over a specified period. Upon the expiration of the agreements' refunding period, the remaining balance of the AIAC becomes nonrefundable and at that time is considered CIAC. CIAC are amortized as a reduction of depreciation expense over the estimated remaining life of the related utility plant. For rate-making purposes, a utility plant funded by AIAC and CIAC is excluded from rate base. For the three and nine months ended September 30, 2016 and 2015, we transferred \$376,000 of AIAC balances to CIAC.

#### Recent Events

##### Reorganization Transaction

On January 19, 2016, GWR Global Water Resources Corp. ("GWRC") announced that it agreed to pursue a reorganization transaction with the Company that resulted in GWRC merging with and into the Company (the "Reorganization Transaction"). The Reorganization Transaction closed on May 3, 2016. GWRC was organized in 2010 to acquire shares of the Company, and held an approximate 47.8% interest prior to the merger. The Reorganization Transaction was part of the Company's overall plan to simplify its corporate structure by eliminating one level of holding company ownership, refinance its outstanding tax-exempt bonds on more favorable terms (as described below), improve liquidity for shareholders over the medium to long-term and have a single governing jurisdiction in the U.S., where all of the assets, operations and employees of the business are located. As a result of the merger,

-27-

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GWRC ceased to exist as a British Columbia corporation and the Company, governed by the corporate laws of the State of Delaware, is the surviving entity.

#### Debt Refinancing

With the completion of the initial public offering of shares of common stock of the Company in the United States (“U.S. IPO”), the Company had the right to redeem all of its outstanding tax-exempt bonds at a price of 103% of the principal amount, plus interest accrued at the redemption date. Following completion of the U.S. IPO, the Company entered into a note purchase agreement to issue two series of senior secured notes with total principal balance of \$115.0 million. On June 24, 2016, the Company closed the note purchase agreement, which proceeds were primarily used to pay down the outstanding \$106.7 million in tax-exempt bonds at 103%. For additional information, see “—Liquidity and Capital Resources—Senior Secured Notes.”

#### Stipulated Condemnation of the Operations and Assets of Valencia Water Company

On July 14, 2015, the Company closed the stipulated condemnation to transfer the operations and assets of Valencia Water Company to the City of Buckeye. Terms of the condemnation were agreed upon through a settlement agreement wherein the City of Buckeye acquired all the operations and assets of Valencia Water Company and assumed operation of the utility upon close. The City of Buckeye paid the Company \$55.0 million at close, plus an additional \$108,000 in working capital adjustments. The City of Buckeye is obligated to pay the Company a growth premium equal to \$3,000 for each new water meter installed within Valencia Water Company’s prior service areas, for a 20-year period ending December 31, 2034, subject to a maximum payout of \$45.0 million over the term of the agreement.

#### Sale of Willow Valley

On March 23, 2015, the Company reached an agreement to sell the operations and assets of Willow Valley to EPCOR Water Arizona Inc. (“EPCOR”). Pursuant to the terms of the agreement, EPCOR purchased all the operations, assets and rights used by Willow Valley to operate the utility system for \$2.3 million. The transaction was approved by the ACC on March 10, 2016, and we closed the transaction on May 9, 2016.

#### Sale of Loop 303 Contracts

In September 2013, we entered into an agreement to sell certain wastewater facilities main extension agreements and offsite water management agreements for the contemplated Loop 303 service area, along with their related rights and obligations (which we refer to collectively as the “Loop 303 Contracts”), relating to the 7,000-acre territory within a portion of the western planning area of the City of Glendale, Arizona known as the “Loop 303 Corridor.” Pursuant to the agreement, we sold the Loop 303 Contracts to EPCOR for total proceeds of approximately \$4.1 million (\$3.1 million of which has been received as of September 30, 2016), which will be paid to us over a multi-year period. Receipt of the remaining proceeds will occur and be recorded as additional income over time as certain milestones are met between EPCOR and the developers/landowners of the Loop 303 Corridor. As part of the consideration, we agreed to complete certain engineering work required in the offsite water management agreements, which we completed in 2013, thereby satisfying our remaining obligations relating to the Loop 303 Contracts. In April 2015, we received proceeds of approximately \$296,000 related to the sale of the Loop 303 Contracts. As of September 30, 2016, proceeds of \$1.0 million remain outstanding, and will be recorded as additional income over time as certain milestones are met between EPCOR and the developers/landowners.

#### Sonoran Acquisition Liability

On March 17, 2016, the Company entered into an agreement with Sonoran Utility Services, LLC (“Sonoran”) to amend certain provisions of the purchase and sale agreement related to the acquisition of Sonoran’s assets on June 15, 2005. The amended agreement allowed the Company to reduce its \$3.8 million acquisition liability due to Sonoran to \$2.8 million, if the Company settled the amount due within ten days of the closing of the note purchase agreement. The note purchase agreement closed on June 24, 2016 and the Sonoran liability was subsequently settled in June 2016. Upon settlement of the Sonoran acquisition liability, the Company recorded a gain of \$954,000 in other income, for the nine months ended September 30, 2016.

#### Private Letter Ruling

On June 2, 2016, the Company received a Private Letter Ruling from the Internal Revenue Service that, for purposes of deferring the gain realized from the condemnation of Valencia Water Company, determined that the assets converted upon the condemnation of Valencia Water Company could be replaced through certain reclamation facility improvements contemplated by the Company under

-28-

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Internal Revenue Code §1033 as property similar or related in service or use. In June 2016, the Company converted all operating subsidiaries from corporations to limited liability companies to take full advantage of the benefits of such ruling.

Pursuant to Internal Revenue Code §1033, the Company may defer the gain on condemnation through the end of the year 2017. As such, the Company has identified certain currently planned investments within our capital improvement plan, which we plan to accelerate. As a result, we expect capital expenditures to increase in 2016 and 2017 as compared to recent years, with corresponding reductions to occur in 2018, 2019 and beyond.

#### Cautionary Statement Regarding Non-GAAP Measures

This “Management’s Discussion and Analysis of Financial Condition and Results of Operations” section contains references to “EBITDA” and Adjusted EBITDA. EBITDA is defined for the purposes of this management’s discussion and analysis as net income or loss before interest, income taxes, depreciation and amortization. Adjusted EBITDA is defined as EBITDA excluding the gain or loss related to (i) non-recurring events, (ii) option expense related to awards made to the board of directors and (iii) equity method investment. Management believes that EBITDA and Adjusted EBITDA are useful supplemental measures of our operating performance and provide meaningful measures of overall corporate performance exclusive of our capital structure and the method and timing of expenditures associated with building and placing our systems. EBITDA is also presented because management believes that it is frequently used by investment analysts, investors and other interested parties as a measure of financial performance. Adjusted EBITDA is also presented because management believes that it provides a measure of our recurring core business.

However, EBITDA and Adjusted EBITDA are not recognized earnings measures under U.S. GAAP and do not have a standardized meaning prescribed by U.S. GAAP. Therefore, EBITDA and Adjusted EBITDA may not be comparable to similar measures presented by other issuers. Investors are cautioned that EBITDA and Adjusted EBITDA should not be construed as an alternative to net income or loss or other income statement data (which are determined in accordance with U.S. GAAP) as an indicator of our performance or as a measure of liquidity and cash flows. Management’s method of calculating EBITDA and Adjusted EBITDA may differ materially from the method used by other companies and accordingly, may not be comparable to similarly titled measures used by other companies. A reconciliation of EBITDA and Adjusted EBITDA to Net Income, the most comparable GAAP measure, is included below under the caption “EBITDA and Adjusted EBITDA.”

#### Segment Reporting

Operating segments are defined as components of an enterprise about which separate financial information is available that is evaluated regularly by the chief operating decision maker in deciding how to allocate resources and in assessing operating performance. In consideration of the Financial Accounting Standards Board’s Accounting Standards Codification 280, Segment Reporting, we are not organized around specific products and services, geographic regions or regulatory environments. We currently operate in one geographic region within the State of Arizona, wherein each operating utility operates within the same regulatory environment.

While we report revenue, disaggregated by service type, on the face of our statement of operations, we do not manage the business based on any performance measure at the individual revenue stream level. We do not have any customers that contribute more than 10% to our revenues or revenue streams. Additionally, the chief operating decision maker uses consolidated financial information to evaluate our performance, which is the same basis on which he communicates our results and performance to our board of directors. It is upon this consolidated basis from which he bases all significant decisions regarding the allocation of our resources on a consolidated level. Based on the

information described above and in accordance with the applicable literature, management has concluded that we are currently organized and operated as one operating and reportable segment.

-29-

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## Comparison of Results of Operations for the Three Months Ended September 30, 2016 and 2015

The following table summarizes our results of operations for the three months ended September 30, 2016 and 2015 (in thousands):

	For the Three Months Ended September 30,	
	2016	2015
Revenues	\$8,180	\$8,143
Operating expenses	5,515	6,087
Operating income	2,665	2,056
Total other (expense) income	(802 )	41,082
Income before income taxes	1,863	43,138
Income tax expense	(717 )	(21,233)
Net income	\$1,146	\$21,905
Basic earnings per common share	\$0.06	\$1.20
Diluted earnings per common share	\$0.06	\$1.20

Revenues – The following table summarizes our revenues for the three months ended September 30, 2016 and 2015 (in thousands).

	For the Three Months Ended September 30,	
	2016	2015
Water services	\$4,067	\$4,131
Wastewater and recycled water services	4,093	3,848
Unregulated revenues	20	164
Total revenues	\$8,180	\$8,143

Total revenues increased \$37,000, or 0.5%, for the three months ended September 30, 2016 compared with the three months ended September 30, 2015. The increase in revenue is driven by an increase in wastewater revenue, offset by a decrease in water revenue due to the condemnation of the operations and assets of Valencia Water Company, which occurred in July 2015, and the sale of Willow Valley which occurred in May of 2016, and which operations, together, contributed revenue of \$585,000 for the three months ended September 30, 2015 compared to no revenue for the three

months ended September 30, 2016. The decrease related to the condemnation of the operations and assets of Valencia Water Company and sale of Willow Valley was offset by an increase in revenue for the remaining operating utilities, which increased \$623,000, or 8.2%, to \$8.2 million for the three months ended September 30, 2016 compared to \$7.6 million for the three months ended September 30, 2015. The increase in revenue for the remaining operating utilities reflects the increase in rates related to Rate Decision No. 74364 in February 2014 combined with a 2.5% increase in active service connections (adjusted for the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley) and an increase in consumption during the three months ended September 30, 2016 compared to the three months ended September 30, 2015. This increase was partially offset by a \$144,000 reduction in unregulated revenue.

Water Services – Water services revenues decreased \$64,000, or 1.5%, to \$4.1 million for the three months ended September 30, 2016 compared to \$4.1 million for the three months ended September 30, 2015. The decrease is primarily due to the condemnation of the operations and assets of Valencia Water Company and the Willow Valley sale, which operations, together, contributed \$585,000 for the three months ended September 30, 2015 compared to no revenue for the three months ended September 30, 2016. The decrease in water service revenue is partially offset by an increase in water service revenues for the remaining operating utilities of \$521,000, or 14.7%, for the three months ended September 30, 2016 compared to the three months ended September 30, 2015.

Water services revenue based on consumption increased \$279,000, or 15.0%, to \$2.1 million from \$1.9 million for the three months ended September 30, 2016 compared to the three months ended September 30, 2015. The increase in revenue was primarily driven by an increase in active water connections and an increase in consumption compared to 2015, offset by a decrease in active water connections related to the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which operations, together, contributed \$222,000 for the three months ended September 30, 2015 compared to no revenue for the three months ended September 30, 2016. The decrease in water service revenue related to the condemnation of the operations and assets of Valencia Water Company and sale of Willow Valley was more than offset by an increase in water service revenue for the remaining operating utilities, which increased \$501,000, or 30.6%, to \$2.1 million for the three months ended September 30, 2016 compared to \$1.6 million for the three months ended September 30, 2015. The increase in water service revenues for the remaining utilities



increased in relation to the onset of new rates in 2016 combined with an increase in active water connections and an increase in consumption compared to 2015.

Active water connections decreased 5.4% to 18,824 as of September 30, 2016 from 19,890 as of September 30, 2015 as the result of the sale of Willow Valley. However, after adjusting to remove the active water service connections of Willow Valley, active connections increased 449, or 2.4%, to 18,824 as of September 30, 2016 from 18,375 as of September 30, 2015.

Water consumption increased 0.4% to 743 million gallons for the three months ended September 30, 2016 from 740 million gallons for the three months ended September 30, 2015. However, adjusting for the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which operations, together, accounted for 43 million gallons of consumption for the three months ended September 30, 2015, water consumption increased 6.6% from 697 million gallons to the 743 million gallons. The increased consumption can be attributed to the 2.5% increase in active connections (in each case adjusting for the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley) combined with an increase in irrigation use for the three months ended September 30, 2016 compared to the three months ended September 30, 2015.

Water services revenue, excluding miscellaneous charges associated with the basic service charge, decreased \$252,000, or 12.0%, to \$1.8 million for the three months ended September 30, 2016 compared to \$2.1 million for the three months ended September 30, 2015. The decrease in basic water service revenue is primarily driven by the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which operations, together, contributed \$256,000 for the three months ended September 30, 2015 compared to no revenue for the three months ended September 30, 2016.

Wastewater and Recycled Water Services – Wastewater and recycled water services revenues increased \$245,000, or 6.4%, for the three months ended September 30, 2016 compared to the three months ended September 30, 2015. The increase reflects the increase in rates related to Rate Decision No. 74364 in February 2014 as well as the increase of active connections, which increased 2.5% to 18,185 as of September 30, 2016 from 17,748 as of September 30, 2015.

Recycled water revenue, which is based on the number of gallons delivered, increased \$62,000, or 36.4%, to \$231,000 for the three months ended September 30, 2016 compared to \$170,000 for the three months ended September 30, 2015. The recycled water revenue increase is primarily related to an increase in rates offset by a decline in volume delivered. The volume of recycled water delivered decreased 11 million gallons, or 5.2%, to 201 million gallons for the three months ended September 30, 2016 compared to 212 million gallons for the three months ended September 30, 2015. Recycled water rates increased 30% per Rate Decision No. 74364 compared to 2015.

Unregulated Revenues – Unregulated revenues, which are primarily rental fees derived from leases of space on a utility-owned communications tower and the imputed revenue resulting from our public-private partnership with the City of Maricopa, decreased \$144,000, or 87.8%, to \$20,000 for the three months ended September 30, 2016 compared to \$164,000 for the three months ended September 30, 2015. The decrease in revenue was driven by the expiration of the temporary arrangement within the public-private partnership memorandum of understanding with the City of Maricopa, wherein we agreed to offset the cash payment of our license fee through December 31, 2015 for certain utility related services we provided to the City of Maricopa. These commitments were previously finalized, and the associated license fees were being accounted for as unregulated revenue until the expiration of the temporary arrangement on December 31, 2015.

Operating Expenses – The following table summarizes our operating expenses for the three months ended September 30, 2016 and 2015 (in thousands):

	For the Three Months Ended September 30,	
	2016	2015
Operations and maintenance	\$1,561	\$1,690
Operations and maintenance - related party	467	483
General and administrative	1,963	2,020
Depreciation	1,524	1,894
Total operating expenses	\$5,515	\$6,087

Operations and Maintenance – Operations and maintenance costs, consisting of personnel costs, production costs (primarily chemicals and purchased power), maintenance costs, property tax and services contracted from FATHOM™, decreased \$145,000, or 6.7%, for the three months ended September 30, 2016 compared to the three months ended September 30, 2015.

Total personnel costs decreased \$6,000, or 1.4%, in the three months ended September 30, 2016 compared to the three months ended September 30, 2015, primarily due to a decrease in personnel related to the condemnation of the operations and assets of Valencia Water Company and sale of Willow Valley, which operations, together, represented \$67,000 for the three months ended

September 30, 2015. This decrease in personnel expenses was partially offset by an increase of \$61,000, or 16.7%, in the personnel expenses of the remaining operating utilities, for the three months ended September 30, 2016 compared to the three months ended September 30, 2015. Personnel expense for the remaining utilities primarily increased due to an increase in medical expenses for the three months ended September 30, 2016 compared to the three months ended September 30, 2015.

Utilities and power expenses increased \$24,000, or 6.0%, for the three months ended September 30, 2016 compared to the three months ended September 30, 2015. Utilities and power expense increased as a result of the condemnation of the operations and assets of Valencia Water Company and sale of Willow Valley, which operations, together, contributed a benefit of \$10,000 for the three months ended September 30, 2015. In addition, utility expense for the remaining operating utilities increased \$14,000, or 3.5%, for the three months ended September 30, 2016 compared to the three months ended September 30, 2015.

Chemicals, consumables and supplies expenses decreased \$15,000, or 11.5% for the three months ended September 30, 2016 compared to the three months ended September 30, 2015. Chemicals, consumables and supplies expenses primarily decreased as a result of the condemnation of the operations and assets of Valencia Water Company and sale of Willow Valley, which operations, together, represented \$10,000 for the three months ended September 30, 2015.

Property taxes decreased \$73,000, or 13.8%, for the three months ended September 30, 2016 compared to the three months ended September 30, 2015. Property taxes decreased due to the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which operations, together, represented \$25,000 for the three months ended September 30, 2015. Property taxes were further reduced by a decrease in property taxes for the remaining operating utilities, which decreased \$49,000, or 9.7%, for the three months ended September 30, 2016 compared to the three months ended September 30, 2015. Property taxes are calculated using a centrally valued property calculation, which derives property values based upon three-year historical average revenues of the Company. As revenues increase, we expect that property taxes will increase.

Operations and Maintenance – Related Party – Operations and maintenance related party expenses are for service fees paid to FATHOM™ with respect to billing, customer service and other support provided to our regulated utilities. Service fees payable to FATHOM™ decreased \$16,000, or 3.3%, to \$467,000 for the three months ended September 30, 2016 compared to \$483,000 for the three months ended September 30, 2015. FATHOM™ service fees decreased as a result of the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which together, represented \$54,000 in expenses for the three months ended September 30, 2015. The reduction in service fees were partially offset by an increase in service fees for the remaining operating utilities, which increased \$38,000 for the three months ended September 30, 2016 compared to the three months ended September 30, 2015. FATHOM™ service fees for the remaining operating utilities increased in relation to an increase in their active water connections combined with a Consumer Price Index (“CPI”) increase in the monthly charge pursuant to the services contract.

General and Administrative – General and administrative costs include the day-to-day expenses of office operation, personnel costs, legal and other professional fees, insurance, rent and regulatory fees. These costs decreased \$57,000 or 2.8%, during the three months ended September 30, 2016 compared to the three months ended September 30, 2015.

Personnel costs decreased \$542,000, or 46.2%, for the three months ended September 30, 2016 compared to the three months ended September 30, 2015. Personnel costs primarily decreased as a result of a non-recurring bonus of \$591,000 paid in relation to the one-time dividend declared for stock appreciation rights held by management at the time of declaration in August 2015.

General liability insurance increased \$43,000, or 62.3%, for the three months ended September 30, 2016 compared to the three months ended September 30, 2015. This increase is primarily due to director and officer insurance expense, which increased in relation to the completed IPO in May 2016 and listing as a U.S. public company.

City of Maricopa Memo of Understanding fees increased \$92,000, or 63.4%. Previously, we agreed to offset the cash payments associated with the license fees through December 31, 2015 with miscellaneous utility related services provided by us to the City of Maricopa. Beginning in January 2016, we began to pay the City of Maricopa for the license fees calculated at 3% of revenues of Palo Verde Utility Company and Santa Cruz Water Company.

Professional fees, which include legal and accounting costs, increased \$75,000, or 35.2%, for the three months ended September 30, 2016 compared to the three months ended September 30, 2015. The increase in professional fees is primarily due to a \$259,000 legal expense reclassification during the three months ended September 30, 2015, in which we reclassified certain legal expenses incurred as part of the condemnation of the operations and assets of Valencia Water Company against the gain on condemnation. Without the 2015 reclassification, legal expense for the three months ended September 30, 2016 would have decreased \$184,000 as compared to the three months ended September 30, 2015.

Investor relations expenses increased from zero to \$58,000 for the three months ended September 30, 2015 compared to the three months ended September 30, 2016. Public company expenses were historically recorded at GWRC.

Board compensation expense increased \$278,000, or 339.0%. This increase in board compensation expense is primarily related to \$265,000 of option expense in the three months ended September 30, 2016 compared to zero expense in the three months ended September 30, 2015. Option expense increased in relation to the grant of 325,000 options to members of our board of directors in May of 2016.

Miscellaneous expenses increased \$23,000 or 57.5% for the three months ended September 30, 2016 compared to the three months ended September 30, 2015. This increase is primarily related to a \$25,000 increase of public company costs for the three months ended September 30, 2016 compared to the three months ended September 30, 2015. Public company costs were historically recorded at GWRC.

Depreciation – Depreciation expense decreased by \$370,000, or 19.5%, to \$1.5 million for the three months ended September 30, 2016 compared to \$1.9 million for the three months ended September 30, 2015. The decrease in depreciation is primarily related to the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which operations, together, recorded depreciation of approximately \$236,000 for the three months ended September 30, 2015. Also contributing to the decrease was certain assets reaching the end of their useful lives and, therefore, having been fully depreciated.

Other Income (Expense) – Other net expense totaled \$802,000 for the three months ended September 30, 2016 compared to income of \$41.1 million for the three months ended September 30, 2015. The decrease of \$41.9 million in other income was primarily attributed to the \$43.1 million gain associated with the condemnation of the operations and assets of Valencia that occurred in the three months ended September 30, 2015, slightly offset by a decrease in interest expense of \$1.1 million.

Interest expense decreased \$1.1 million, or 44.4%, to \$1.3 million for the three months ended September 30, 2016 compared to \$2.4 million of net expense for the three months ended September 30, 2015. Interest expense decreased primarily due to the June 2016 debt refinancing, which reduced quarterly interest expense by approximately \$459,000. Interest expense was further reduced through the retirement of the MidFirst loan in July 2015, wherein we recorded \$243,000 in interest expense at the time of retirement combined with \$282,000 in expense related to the write off of the remaining deferred loan fees.

Other Income (Expense) – related party increased \$103,000, to an income of \$72,000 for the three months ended September 30, 2016 compared to a loss of \$31,000 for the three months ended September 30, 2015. Other related party income (expense) includes royalty income based upon a percentage of certain FATHOM™ recurring revenue combined with the equity method gains and losses associated with our equity method investment in FATHOM™. The change in other related party income (expense) is primarily associated with a decrease in the equity method losses recorded. For the three months ended September 30, 2016, equity method investment losses decreased \$97,000, or 86.3%, to \$15,000 for the three months ended September 30, 2016 compared to losses of \$112,000 for the three months ended September 30, 2015.

Income Tax (Expense) Benefit – Income tax expense of \$717,000 was recorded for the three months ended September 30, 2016 compared to income tax expense of \$21.2 million for the three months ended September 30, 2015. The income tax expense recorded for the three months ended September 30, 2016 is primarily related to an increase in current period operating income combined with the \$1.1 million decrease in interest expense. Tax expense for the three months ended September 30, 2015 was driven by \$20.2 million in expense recorded in connection with the condemnation of the operations and assets of Valencia Water Company.

Net Income – Our net income totaled \$1.1 million for the three months ended September 30, 2016 compared to net income of \$21.9 million for the three months ended September 30, 2015. The \$20.8 million decrease for the three months ended September 30, 2016 compared to the three months ended September 30, 2015 is primarily attributed to the \$43.1 million gain associated with the condemnation of the operations and assets of Valencia Water Company that occurred in the three months ended September 30, 2015, net of the related \$20.2 million tax expense. In addition to net gain on the condemnation of the operations and assets of Valencia Water Company, net income was positively impacted by a \$609,000 improvement in operating income and a \$1.1 million reduction of interest expense for the three months ended September 30, 2016 compared to the three months ended September 30, 2015, respectively.

EBITDA and Adjusted EBITDA – EBITDA totaled \$4.7 million for the three months ended September 30, 2016 compared to \$47.4 million for the three months ended September 30, 2015. Adjusted EBITDA totaled \$5.0 million for the three months ended September 30, 2016 compared to \$4.4 million for the three months ended September 30, 2015.

A reconciliation of Net Income to EBITDA and Adjusted EBITDA for the three months ended September 30, 2016 and 2015 is as follows (in thousands):

	For the Three Months Ended September 30,	
	2016	2015
Net Income	\$1,146	\$21,905
Income tax expense	717	21,233
Interest income	(5 )	(4 )
Interest expense	1,315	2,367
Depreciation	1,524	1,894
EBITDA <sup>(1)</sup>	\$4,697	\$47,395
Gain on condemnation of Valencia	—	(43,074)
Board option expense	265	—
Equity investment loss	15	112
EBITDA Adjustments	280	(42,962)
Adjusted EBITDA <sup>(2)</sup>	\$4,977	\$4,433

- (1) EBITDA is defined as income or loss before interest, income taxes, depreciation and amortization. EBITDA is not a recognized measure under U.S. GAAP and does not have a standardized meaning prescribed by U.S. GAAP. Therefore, EBITDA may not be comparable to similar measures presented by other companies. The table above reconciles EBITDA to net income (loss). See “Cautionary Statement Regarding Non-GAAP Measures” for further information regarding EBITDA.
- (2) Adjusted EBITDA is defined as EBITDA excluding the gain or loss related to (i) non-recurring events, (ii) option expense related to awards made to the board of directors and (iii) equity method investment. Adjusted EBITDA is not a recognized measure under U.S. GAAP and does not have a standardized meaning prescribed by U.S. GAAP. Therefore, Adjusted EBITDA may not be comparable to similar measures presented by other companies. The table above reconciles EBITDA to Adjusted EBITDA. See “Cautionary Statement Regarding Non-GAAP Measures” for further information regarding EBITDA.

#### Comparison of Results of Operations for the Nine Months Ended September 30, 2016 and 2015

The following table summarizes our results of operations for the nine months ended September 30, 2016 and 2015 (in thousands):

	For the Nine Months Ended September 30,	
	2016	2015
Revenues	\$22,585	\$24,847
Operating expenses	18,033	19,736
Operating income	4,552	5,111

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Total other (expense) income	(8,787 )	37,179
(Loss) income before income taxes	(4,235 )	42,290
Income tax benefit (expense)	1,473	(20,897)
Net (loss) income	\$(2,762 )	\$21,393

Basic (loss) earnings per common share \$(0.15 ) \$1.17

Diluted (loss) earnings per common share \$(0.15 ) \$1.17

Revenues – The following table summarizes our revenues for the nine months ended September 30, 2016 and 2015 (in thousands).

	For the Nine Months Ended September 30,	
	2016	2015
Water services	\$10,703	\$13,138
Wastewater and recycled water services	11,822	11,243
Unregulated revenues	60	466
Total revenues	\$22,585	\$24,847

Total revenues decreased \$2.3 million, or 9.1%, for the nine months ended September 30, 2016 compared with the nine months ended September 30, 2015. The decrease in revenues is primarily related to the condemnation of the operations and assets of Valencia Water Company which occurred in July 2015 and the sale of Willow Valley in May of 2016, and which operations, together, contributed revenue of \$3.9 million for the nine months ended September 30, 2015 and \$306,000 for the nine months ended September 30, 2016.



The decrease related to the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley was partially offset by an increase in revenue for the remaining operating utilities, which increased \$1.3 million, or 6.1%, for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. The increase in revenue for the remaining operating utilities reflects the increase in rates related to Rate Decision No. 74364 in February 2014 combined with a 2.5% increase in their active service connections (adjusted for the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley) combined with an increase in consumption during the nine months ended September 30, 2016 compared to nine months ended September 30, 2015. This increase was partially offset by a \$406,000 reduction in unregulated revenue, otherwise total revenue would have increased by approximately 8.1%.

Water Services – Water services revenues decreased \$2.4 million, or 18.5%, to \$10.7 million for the nine months ended September 30, 2016 compared to \$13.1 million for the nine months ended September 30, 2015. The decrease is primarily due to the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which operations, together, contributed \$3.9 million for the nine months ended September 30, 2015 and \$306,000 for the nine months ended September 30, 2016. The decrease in water service revenue was partially offset by an increase in water service revenue for the remaining operating utilities of \$1.1 million, or 12.0%, for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015.

Water services revenue based on consumption decreased \$644,000, or 11.8%, to \$4.8 million for the nine months ended September 30, 2016 compared to \$5.5 million for the nine months ended September 30, 2015. The decrease in revenue was primarily driven by the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which operations, together, contributed \$1.6 million for the nine months ended September 30, 2015 and \$67,000 for the nine months ended September 30, 2016. The decrease in water service revenue related to the condemnation of the operations and assets of Valencia Water Company and sale of Willow Valley was partially offset by an increase in water service revenue for the remaining operating utilities, which increased \$912,000, or 23.7%, to \$4.8 million for the nine months ended September 30, 2016 compared to \$3.8 million for the nine months ended September 30, 2015. The increase in water service revenue for the remaining operating utilities is related to the onset of new rates in 2016 combined with an increase in active water connections and an increase in consumption compared to 2015. Consumption primarily increased due to an increase in water provided for irrigation.

Active water connections decreased 5.4% to 18,824 as of September 30, 2016 from 19,890 as of September 30, 2015 primarily as the result of the sale of Willow Valley. However, after adjusting to remove the active water service connections of Willow Valley, active connections increased 2.4% to 18,824 as of September 30, 2016 from 18,375 as of September 30, 2015.

Water consumption decreased 10.5% to 1.7 billion gallons for the nine months ended September 30, 2016 from 1.9 billion gallons for the nine months ended September 30, 2015. However, adjusting for the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which operations, together, accounted for 454 million gallons of consumption for the nine months ended September 30, 2015 and 17 million gallons for the nine months ended September 30, 2016, water consumption increased 16.0% to 1.7 billion gallons for the nine months ended September 30, 2016 compared to 1.5 billion gallons for the nine months ended September 30, 2015. The increase in consumption can be attributed to the increase in active connections (in each case adjusting for the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley), the increase in irrigation consumption, and the decrease in precipitation for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015.

Water services revenues, excluding miscellaneous charges associated with the basic service charge decreased \$1.7 million, or 22.6%, to \$5.7 million for the nine months ended September 30, 2016 compared to \$7.3 million for the nine months ended September 30, 2015. The decrease in basic water service revenue is primarily driven by the

condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which operations, together, contributed \$2.1 million for the nine months ended September 30, 2015 and \$235,000 for the nine months ended September 30, 2016. The decrease was partially offset by an increase in basic revenues for the remaining operating utilities, which increased \$165,000, or 3.1%, to \$5.4 million for the nine months ended September 30, 2016 compared to \$5.3 million for the nine months ended September 30, 2015, reflecting growth in total active connections as well as an increase in rates due to Rate Decision No. 74364.

Wastewater and Recycled Water Services – Wastewater and recycled water services revenues increased \$579,000, or 5.1%, for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. The increase reflects the increase in rates related to Rate Decision No. 74364 in February 2014 as well as the increase of active connections, which increased 2.5% to 18,185 as of September 30, 2016 from 17,748 as of September 30, 2015.

Recycled water revenue, which is based on the number of gallons delivered, increased \$157,000, or 40.1%, to \$550,000 for the nine months ended September 30, 2016 compared to \$392,000 for the nine months ended September 30, 2015. The recycled water revenue increase is a function of an increase in rates and volume delivered. The volume of recycled water delivered increased 9 million

-35-

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gallons, or 1.8%, to 500 million gallons for the nine months ended September 30, 2016 from 491 million gallons for the nine months ended September 30, 2015. Recycled water rates increased 30% per Rate Decision No. 74364 compared to 2015.

Unregulated Revenues – Unregulated revenues, which are primarily rental fees derived from leases of space on a utility-owned communications tower and the imputed revenue resulting from our public-private partnership with the City of Maricopa, decreased \$406,000, or 87.1%, to \$60,000 for the nine months ended September 30, 2016 compared to \$466,000 for the nine months ended September 30, 2015. The decrease in revenue was driven by the expiration of the temporary arrangement within the public-private partnership memorandum of understanding with the City of Maricopa, wherein we agreed to offset the cash payment of our license fee through December 31, 2015 for certain utility related services we provide to the City of Maricopa. These commitments were previously finalized, and the associated license fees were being accounted for as unregulated revenue until the expiration of the temporary arrangement on December 31, 2015.

Operating Expenses – The following table summarizes our operating expenses for the nine months ended September 30, 2016 and 2015 (in thousands):

	For the Nine Months Ended September 30,	
	2016	2015
Operations and maintenance	\$4,769	\$5,607
Operations and maintenance - related party	1,403	1,712
General and administrative	7,110	5,891
Depreciation	4,751	6,526
Total operating expenses	\$18,033	\$19,736

Operations and Maintenance – Operations and maintenance costs, consisting of personnel costs, production costs (primarily chemicals and purchased power), maintenance costs, property tax and services contracted from FATHOM™, decreased \$1.1 million, or 15.7%, for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015.

Total personnel costs decreased \$293,000, or 18.3%, in the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015, primarily due to a decrease in personnel related to the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which operations, together, represented \$491,000 for the nine months ended September 30, 2015 and \$60,000 for the nine months ended September 30, 2016. This decrease in personnel expenses was partially offset by an increase of \$139,000, or 12.6%, in personnel expenses of the remaining operating utilities, for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. Personnel expense for the remaining operating utilities increased due to organizational changes combined with an increase in medical expenses for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015.

Utilities and power expenses decreased \$173,000, or 13.2%, for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. Utilities and power expense decreased as a result of the condemnation of the operations and assets of Valencia Water Company and sale of Willow Valley, which operations, together, represented \$216,000 for the nine months ended September 30, 2015 and \$11,000 for the nine months ended September 30, 2016. The decrease in utilities expense was partially offset by an increase in the utility expense of the remaining operating utilities, which increased \$33,000, or 3.0%, for the nine months ended September 30, 2016

compared to the nine months ended September 30, 2015.

Chemicals, consumables and supplies expenses increased \$18,000, or 4.3% for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. Chemicals, consumables and supplies expenses decreased as a result of the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which operations, together, represented \$70,000 for the nine months ended September 30, 2015 and \$11,000 for the nine months ended September 30, 2016. This decrease was offset by an increase in the chemicals, consumables and supplies expense for the remaining operating utilities, which increased \$76,000, or 21.9%, for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015 due to the additional chemicals used to enhance performance of the wastewater facility.

Property taxes decreased \$247,000, or 14.7%, for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. Property taxes primarily decreased due to the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which operations, together, represented \$206,000 for the nine months ended September 30, 2015 and zero for the nine months ended September 30, 2016. Property tax expense for the remaining operating utilities also decreased \$42,000, or 2.9%, for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. Property taxes are calculated using a centrally valued property calculation, which derives property values based upon three-year historical average revenues. As revenues increase, we expect that property taxes will continue to increase.

-36-

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Operations and Maintenance – Related Party – Operations and maintenance related party expenses are for service fees paid to FATHOM™ with respect to billing, customer service and other support provided to our regulated utilities. Service fees paid to FATHOM™ decreased \$309,000, or 18.0%, to \$1.4 million for the nine months ended September 30, 2016 compared to \$1.7 million for the nine months ended September 30, 2015. FATHOM™ service fees primarily decreased as a result of the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which operations, together, represented \$439,000 in expenses for the nine months ended September 30, 2015 and \$60,000 for the nine months ended September 30, 2016. This decrease was partially offset by an increase in service fees for the remaining operating utilities, which increased \$70,000 for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. FATHOM™ service fees for the remaining operating utilities increased in relation to an increase in their active water connections combined with a CPI increase in the monthly charge pursuant to the services contract.

General and Administrative – General and administrative costs include the day-to-day expenses of office operation, personnel costs, legal and other professional fees, insurance, rent and regulatory fees. These costs increased \$1.2 million, or 20.7%, to \$7.1 million for the nine months ended September 30, 2016 compared to \$5.9 million for the nine months ended September 30, 2015.

Personnel related costs decreased \$546,000, or 21.1%, for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. The decrease is driven by a non-recurring bonus of \$591,000 paid in relation to the one-time dividend declared for stock appreciation rights held by management at the time of declaration in August 2015.

Deferred compensation costs increased \$771,000, or 179.3% for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. Deferred compensation increased in relation to the change in stock price. An increase in stock price leads to an increase in the liability and associated expense recorded for units outstanding. The stock price increased from a USD adjusted stock price of \$5.46 as of December 31, 2015 to \$8.01 as of September 30, 2016, a 46.7% increase. Deferred compensation expense also increased with the continued vesting of outstanding phantom stock units and stock appreciation rights at a higher price.

General liability insurance increased \$50,000, or 22.5% for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. This increase is primarily due to director and officer insurance expense, which increased in relation to the completed IPO in May 2016 and listing as a U.S. public company.

City of Maricopa Memo of Understanding fees increased \$236,000 or 57.0%, to \$650,000 for the nine months ended September 30, 2016 compared to \$414,000 for the nine months ended September 30, 2015. Previously, we agreed to offset the cash payments associated with the license fees through December 31, 2015 with miscellaneous utility related services provided by us to the City of Maricopa. Beginning in January 2016, we began paying the City of Maricopa for the license fees calculated at 3% of revenues of Palo Verde Utility Company and Santa Cruz Water Company.

Investor relations expenses increased from zero to \$70,000 for the nine months ended September 30, 2015 compared to the nine months ended September 30, 2016. Public company expenses were historically recorded at GWRC.

Board compensation costs increased \$621,000, or 222.6% for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. The increase in board compensation is primarily related to a \$383,000 stock option expense associated with the 2016 option grant for the nine months ended September 30, 2016 compared to zero for the nine months ended September 30, 2015. Additionally, board compensation expense was further increased with the change in stock price, which increased from a USD adjusted stock price of \$5.46 as of December 31, 2015 to a stock price of \$8.01 as of September 30, 2016.

Miscellaneous expenses increased \$44,000 or 29.7% for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. This increase is primarily related to an increase of \$48,000 of public company costs for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. Public company costs were historically recorded at GWRC.

Depreciation – Depreciation expense decreased by \$1.8 million, or 27.2%, to \$4.8 million for the nine months ended September 30, 2016. This decrease is primarily related to the condemnation of the operations and assets of Valencia Water Company and the sale of Willow Valley, which operations recorded depreciation of approximately \$63,000 for the nine months ended September 30, 2016 and \$1.4 million for the nine months ended September 30, 2015. The additional decrease is due to the decreased depreciable base of the Company's fixed assets as a result of certain assets becoming fully depreciated.

Other Income (Expense) – Other net expense totaled \$8.8 million for the nine months ended September 30, 2016 compared to a net income of \$37.2 million for the nine months ended September 30, 2015. The change in other expense is primarily driven by a \$41.8 million decrease in other income, combined with an increase of \$4.1 million in interest expense. Interest expense increased 63.1% to \$10.6 million for the nine months ended September 30, 2016 compared to \$6.5 million for the nine months ended September 30, 2015.

Interest expense increased due to the refinancing of debt that was completed in June of 2016. As part of the refinancing, we paid \$3.2 million in prepayment penalties and wrote off the remaining \$2.2 million in capitalized loan fees related to the retired bonds. However, factoring in the impact of the prepayment penalty and the write-off of capitalized loan fees, interest expense decreased \$1.3 million in relation to the lower interest rates associated with the recent debt refinancing and the retirement of the MidFirst loan in July 2015.

Other income decreased to \$1.9 million for the nine months ended September 30, 2016 compared to income of \$43.6 million for the nine months ended September 30, 2015. The decrease in other income was primarily attributed to the gain on the condemnation of the operations and assets of Valencia Water Company of \$43.1 million during the nine months ended September 30, 2015. This decrease was partially offset by a \$954,000 gain on the settlement of the Sonoran purchase liability, which occurred during the nine months ended September 30, 2016. The Sonoran liability was originally due in June 2018, however, by accelerating the payoff of the liability, we were able to reduce the original liability of \$3.8 million to \$2.8 million. Additionally, other income includes approximately \$858,000 related to the Valencia Water Company earn out for the nine months ended September 30, 2016, compared to \$399,000 for the nine months ended September 30, 2015, wherein we receive \$3,000 for each new meter installed in the Valencia Water Company service area. These gains were partially offset by a \$54,000 loss on sale of Willow Valley Water Company in May of 2016, compared to \$176,000 in the nine months ended September 30, 2015, and a gain of \$296,000 related to proceeds received in relation to the sale of Loop 303 Contracts for the nine months ended September 30, 2015.

Other Income (Expense) – related party decreased \$99,000, to a loss of \$70,000 for the nine months ended September 30, 2016 compared to an income of \$29,000 for the nine months ended September 30, 2015. Other related party income (expense) includes royalty income based upon a percentage of certain FATHOM™ recurring revenue combined with the equity method gains and losses associated with our equity method investment in FATHOM™. The change in the other related party income (expense) is primarily associated with an increase in the equity method losses recorded. For the nine months ended September 30, 2016, equity method investment losses increased \$122,000, or 57.5%, to \$333,000 for the nine months ended September 30, 2016 compared to losses of \$212,000 for the nine months ended September 30, 2015.

Income Tax Benefit (Expense) – Income tax benefit increased \$22.4 million to \$1.5 million for the nine months ended September 30, 2016 compared to income tax expense of \$20.9 million for the nine months ended September 30, 2015. The tax benefit for the nine months ended September 30, 2016 is related to current period losses, which were driven by an increase in interest expense and a decrease in operating income. Income tax expense for the nine months ended September 30, 2015 was driven by the \$20.2 million tax expense related to the condemnation of the operations and assets of Valencia Water Company.

Net Loss (Income) – Our net loss totaled \$2.8 million for the nine months ended September 30, 2016 compared to a net income of \$21.4 million for the nine months ended September 30, 2015. The \$24.2 million decrease for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015 is primarily attributed to the \$43.1 million gain, net of the related \$20.2 million tax expense, associated with the condemnation of the operations and assets of Valencia Water Company that occurred during the nine months ended September 30, 2015. Additionally, interest expense increased \$4.1 million and deferred compensation and board compensation expenses increased \$1.4 million for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. Interest expense increased in relation to the June 2016 debt refinancing. Deferred compensation and board compensation expenses increased with the rise in stock price combined with the May 2016 stock options granted to the members of the board of directors. Income tax expense declined \$2.2 million, which partially offset the increase in interest expense and deferred compensation and board compensation expenses.

EBITDA and Adjusted EBITDA – EBITDA totaled \$11.1 million for the nine months ended September 30, 2016 compared to \$55.3 million for the nine months ended September 30, 2015. Adjusted EBITDA totaled \$10.9 million for the nine months ended September 30, 2016 compared to \$12.3 million for the nine months ended September 30, 2015.

-38-

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A reconciliation of Net (Loss) Income to EBITDA and Adjusted EBITDA for the nine months ended September 30, 2016 and 2015 is as follows (in thousands):

	For the Nine Months Ended September 30,	
	2016	2015
Net (Loss) Income	\$(2,762 )	\$21,393
Income tax (benefit) expense	(1,473 )	20,897
Interest income	(12 )	(8 )
Interest expense	10,595	6,496
Depreciation	4,751	6,526
EBITDA <sup>(1)</sup>	\$11,099	\$55,304
Gain on condemnation of Valencia	—	(43,074)
Loss on sale of Willow Valley	54	—
Board option expense	383	—
Gain on sale of Sonoran acquisition liability	(954 )	—
Writedown of Willow Valley assets held for sale	—	176
Gain on sale of Loop 303 Contracts	—	(296 )
Equity investment loss	333	212
EBITDA Adjustments	(184 )	(42,982)
Adjusted EBITDA <sup>(2)</sup>	\$10,915	\$12,322

(1) EBITDA is defined as income or loss before interest, income taxes, depreciation and amortization. EBITDA is not a recognized measure under U.S. GAAP and does not have a standardized meaning prescribed by U.S. GAAP. Therefore, EBITDA may not be comparable to similar measures presented by other companies. The table above reconciles EBITDA to net income (loss). See “Cautionary Statement Regarding Non-GAAP Measures” for further information regarding EBITDA.

(2) Adjusted EBITDA is defined as EBITDA excluding the gain or loss related to (i) non-recurring events, (ii) option expense related to awards to the board of directors and (iii) equity method investment. Adjusted EBITDA is not a recognized measure under U.S. GAAP and does not have a standardized meaning prescribed by U.S. GAAP. Therefore, Adjusted EBITDA may not be comparable to similar measures presented by other companies. The table above reconciles EBITDA to Adjusted EBITDA. See “Cautionary Statement Regarding Non-GAAP Measures” for further information regarding EBITDA.

#### Outstanding Share Data

As of November 14, 2016, there were 19,581,266 shares of common stock of GWRI outstanding and options to acquire an additional 372,422 shares of common stock of GWRI outstanding.

#### Liquidity and Capital Resources

Our capital resources are provided by internally generated cash flows from operations as well as debt and equity financing. Additionally, our regulated utility subsidiaries receive advances and contributions from customers, home builders and real estate developers to partially fund construction necessary to extend service to new areas. We use our

capital resources to:

- fund operating costs;
- fund capital requirements, including construction expenditures;
- pay dividends;
- make debt and interest payments; and
- invest in new and existing ventures.

Our utility subsidiaries operate in rate-regulated environments in which the amount of new investment recovery may be limited; such recovery will take place over an extended period of time because recovery through rate increases is subject to regulatory lag.

As of September 30, 2016, we have one notable near-term cash expenditure obligation related to an estimated \$1.7 million tax liability associated with the GWRC merger. We have no notable near-term debt obligations. While specific facts and circumstances could change, we believe that we have sufficient cash on hand and will be able to generate sufficient cash flows to meet our operating cash flow requirements and capital expenditure plan as well as remain in compliance with our debt covenants for at least the next twelve months.

In March 2014, we initiated a dividend program to declare and pay a monthly dividend. With the completion of the merger of GWRC into the Company, we intend to pay a regular monthly dividend on our common stock. On June 28, 2016 we announced a monthly

dividend increase from \$0.02 per share (\$0.24 per share annually) to \$0.022 per share (\$0.264 per share annually). Although we expect monthly dividends will be declared and paid for the foreseeable future, the declaration of any dividends is at the discretion of our board of directors and is subject to legal requirements.

The senior secured notes contain a provision limiting the payment of dividends if we fall below a debt service ratio of consolidated EBITDA to consolidated debt service of 1.25, or 1.20 for the quarters ending June 30, 2021 through the quarter ending March 31, 2024. Consolidated EBITDA is calculated as net income plus depreciation, taxes, interest and other non-cash charges net of non-cash income. Consolidated debt service is calculated as interest expense, principal payments and dividend or stock repurchases. As of September 30, 2016, we were in compliance with the dividend covenant, and we believe that we will remain in compliance for at least the next twelve months.

**Cash from Operating Activities** – Cash flows provided by operating activities are used for operating needs and to meet capital expenditure requirements. Our future cash flows from operating activities will be affected by economic utility regulation, infrastructure investment, growth in service connections, customer usage of water, compliance with environmental health and safety standards, production costs, and weather and seasonality.

For the nine months ended September 30, 2016, our net cash provided by operating activities totaled \$2.2 million compared to net cash provided by operating activities of \$5.2 million for the nine months ended September 30, 2015. The \$3.1 million change in cash from operating activities is primarily driven by an increase in losses for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. These losses were primarily driven by the \$3.2 million prepayment penalty on the retirement of our tax exempt bonds.

Further, operating cash flows are affected by the timing of the recording and settlement of accounts payable and other accrued liabilities.

**Cash (Used In) Provided By Investing Activities** – Our net cash used in investing activities totaled \$2.1 million for the nine months ended September 30, 2016 compared to cash provided by investing activities of \$52.7 million for the nine months ended September 30, 2015. The \$54.9 million change in cash used in investing activities was primarily driven by \$55.2 million of proceeds received during the nine months ended September 30, 2015 for the condemnation of the operations and assets of Valencia Water Company. Additionally, capital expenditures increased \$2.3 million for the nine months ended September 30, 2016 compared to the nine months ended September 30, 2015. These changes were partially offset by \$2.3 million in cash proceeds received for the sale of Willow Valley during the nine months ended September 30, 2016.

We continue to invest capital prudently in our existing, core service areas where we are able to deploy our Total Water Management model as service connections grow. This includes any required maintenance capital expenditures and the construction of new water and wastewater treatment and delivery facilities. We expect capital expenditures to increase in 2016 and 2017 as compared to recent years as a result of our decision to accelerate certain capital expenditures within our capital improvement plan related to the recently obtained Private Letter Ruling (see “—Recent Events—Private Letter Ruling”). Our projected capital expenditures and other investments are subject to periodic review and revision to reflect changes in economic conditions and other factors.

**Cash Provided By (Used In) Financing Activities** – Our net cash provided by financing activities totaled \$14.7 million for the nine months ended September 30, 2016, a \$62.5 million change as compared to the \$47.8 million in cash used in financing activities for the nine months ended September 30, 2015. This change was primarily driven by the refinancing of tax exempt bonds, wherein we repaid \$106.7 million in tax exempt bonds with \$115.0 million in proceeds from our two series of senior secured notes, combined with the release of \$8.8 million in bond reserves associated with the refinancing. Additionally, we generated \$5.5 million in net proceeds from our completed U.S. IPO in May 2016. Proceeds received for the nine months ended September 30, 2016 were partially offset by the \$2.8

million payment to settle our Sonoran acquisition liability, combined with \$3.7 million in dividends paid. Cash used in financing activities for the nine months ended September 30, 2015 was primarily driven by \$26.5 million in dividends paid and \$21.7 in loan repayments for the nine months ended September 30, 2015 associated with the retirement of the MidFirst loan.

Senior Secured Notes – On June 24, 2016, we closed the note purchase agreement entered into on May 20, 2016 and issued two series of senior secured notes with a total principal balance of \$115.0 million at a blended interest rate of 4.55%. Series A carries a principal balance of \$28.8 million and bears an interest rate of 4.38% over a twelve-year term, with the principal payment due on June 15, 2028. Series B carries a principal balance of \$86.3 million and bears an interest rate of 4.58% over a 20-year term. Series B is interest only for the first five years, with \$1.9 million principal payments paid semiannually thereafter. The proceeds of the Senior Secured Notes were primarily used to refinance the existing long-term tax exempt bonds, which was allowed pursuant to an early redemption option at 103%, plus accrued interest, as a result of the U.S. IPO.

-40-

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## Insurance Coverage

We carry various property, casualty and financial insurance policies with limits, deductibles and exclusions consistent with industry standards. However, insurance coverage may not be adequate or available to cover unanticipated losses or claims. We are self-insured to the extent that losses are within the policy deductible or exceed the amount of insurance maintained. Such losses could have a material adverse effect on our short-term and long-term financial condition and the results of operations and cash flows.

## Critical Accounting Policies, Judgments and Estimates

The application of critical accounting policies is particularly important to our financial condition and results of operations and provides a framework for management to make significant estimates, assumptions and other judgments. Additionally, our financial condition, results of operations and cash flow are impacted by the methods, assumptions and estimates used in the application of critical accounting policies. Although our management believes that these estimates, assumptions and other judgments are appropriate, they relate to matters that are inherently uncertain and that may change in subsequent periods. Accordingly, changes in the estimates, assumptions and other judgments applied to these accounting policies could have a significant impact on our financial condition and results of operations as reflected in our financial statements.

There have been no significant changes to our critical accounting policies from those disclosed under “Managements’ Discussion and Analysis of Financial Condition and Results of Operations—Critical Accounting Policies and Estimates” in our final prospectus filed with the SEC on April 28, 2016 pursuant to Rule 424(b).

## Off Balance Sheet Arrangements

As of September 30, 2016 and December 31, 2015, we did not have any off-balance sheet arrangements.

## ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Not applicable.

## ITEM 4. CONTROLS AND PROCEDURES

### Evaluation of Disclosure Controls and Procedures

Our management, with the participation of our Chief Executive Office and Chief Financial Officer, reviewed and evaluated our disclosure controls and procedures as of the end of the period covered by this Quarterly Report on Form 10-Q. Based on that evaluation, our Chief Executive Office and Chief Financial Officer have concluded that our disclosure controls and procedures are effective in providing them with timely material information relating to the Company.

### Change in Internal Control over Financial Reporting

There was no change in our internal control over financial reporting during the fiscal quarter ended September 30, 2016 that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

## PART II - OTHER INFORMATION

### ITEM 1. LEGAL PROCEEDINGS

In the ordinary course of business, we may, from time to time, be subject to various pending and threatened lawsuits in which claims for monetary damages are asserted. To our knowledge, we are not involved in any legal proceeding which is expected to have a material effect on us.

### ITEM 1A. RISK FACTORS

We may have difficulty accomplishing our growth strategy within and outside of our current service areas. This would cause us to rely more heavily on regulatory rate increases to increase our revenues, which we may not apply for before May 31, 2017 for our utilities that service approximately 98.8% of our active service connections.

Our ability to expand our business, both within our current service areas and into new areas, involves significant risks, including, but not limited to:

- not receiving or maintaining necessary regulatory permits, licenses or approvals;
- downturns in economic or population growth and development in our service areas;

-41-

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risks related to planning and commencing new operations, including inaccurate assessment of the demand for water, engineering and construction difficulties and inability to begin operations as scheduled;  
droughts or water shortages that could increase water conservation efforts to a point that materially reduces revenue;  
regulatory restrictions or other factors that could adversely affect our access to sources of water supply;  
our potential inability to identify suitable acquisition opportunities or to form the relationships with developers and municipalities necessary to form strategic partnerships; and  
barriers to entry presented by existing water utilities in prospective service areas.

If we are unable to execute our growth strategy effectively, we will need to rely more heavily on regulatory rate increases to increase our revenue. However, recent Rate Decision No. 74364 stipulates that Santa Cruz and Palo Verde, which service approximately 98.8% of our active service connections, may not file for another rate increase before May 31, 2017. See “Recent Rate Case Activity” of the Management’s Discussion and Analysis of Financial Condition and Results of Operations included in Part I, Item 2 of this Form 10-Q for additional information.

Our operations of regulated utilities are currently located exclusively in the state of Arizona, which increases the impact of local conditions on our results of operations.

The customers of our regulated utilities are currently located exclusively in the state of Arizona. As a result, we cannot diversify or mitigate the risks presented by local regulatory, economic, demographic and weather conditions in this area. An adverse change in any of these conditions would therefore affect our profitability, results of operations, liquidity and cash flows more significantly than if our utilities also operated in other geographic areas.

Our active service connections are primarily concentrated in one water utility and one wastewater utility.

At September 30, 2016, we had 37,009 active service connections, of which approximately 98.8% are serviced by our Santa Cruz water utility and our Palo Verde wastewater utility. Both our Santa Cruz and Palo Verde utilities are located in the same service area. If, for any reason, including those described below under “—Any disruption or problem at our facilities could increase our expenses,” either of these utilities are unable to service this service area, our ability to conduct our business would be adversely affected.

We face competition for new service areas and acquisition targets.

We face competition from other water and wastewater utilities for new service areas and with respect to acquisition of smaller utilities. These competitors consist primarily of municipalities and investor-owned utilities seeking expansion opportunities. Some of our competitors are larger than we are and have more resources and access to capital than we do. If we are unable to compete effectively for new service areas and acquisitions of existing utilities, our ability to increase our rate base and revenue could be adversely affected.

Operating costs, construction costs and costs of providing services may rise faster than revenue.

The ability to increase rates over time is dependent upon approval of rate increases by utility regulators, which may be inclined, for political or other reasons, to limit rate increases. However, our costs are subject to market conditions and other factors, and may increase significantly. The second largest component of our operating costs after water production is made up of salaries and wages. These costs are affected by the local supply and demand for qualified labor. Other large components of our costs are general insurance, workers’ compensation insurance, employee benefits and health insurance costs. These costs may increase disproportionately to rate increases authorized by utility regulators and may have a material adverse effect on our financial condition and results of operations.

We may have difficulty recruiting and retaining qualified personnel, and due to the technical and specialized nature of our business, our profitability may suffer if we do not have the necessary workforce.

Our plants require some of our employees to be certified operators of record, a designation requiring specialized training and certification in water and wastewater systems. As workers with these qualifications retire in the industry, we may be unable to replace them readily in view of the relatively low number of younger workers that we believe are entering the workforce to pursue this line of work. Our operations require a variety of other technical skills and specialties in the areas of engineering, systems analysis, laboratory work and equipment repair, and we may have difficulty recruiting and retaining personnel with these skills. If we

-42-

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cannot maintain an employee base with the skills necessary to conduct our operations, our efficiency, margins and ability to expand our business could be adversely affected.

Any disruption or problem at our facilities could increase our expenses.

A natural disaster (such as an earthquake, fire or flood) or an act of terrorism could cause substantial delays in our operations, damage or destroy our equipment or facilities and cause us to incur additional expenses and lose revenue. The insurance we maintain against natural disasters may not be adequate to cover our losses in any particular case, which would require us to expend significant resources to replace any destroyed assets, thereby materially and adversely affecting our financial condition and prospects.

Our growth depends significantly on increased residential and commercial development in our service areas, and if developers or builders are unable to complete additional residential and commercial projects, our revenue may not increase.

The growth of our customer base depends almost entirely on the success of developers in developing residential and commercial properties within our “Certificate of Convenience and Necessity” areas. A Certificate of Convenience and Necessity is a permit issued by the ACC allowing a public service corporation to serve a specified area, and preventing other public service corporations from offering the same services within the specified area, which we refer to as “service areas.” Real estate development is a cyclical industry and the growth rate of development, especially residential development, since 2006, both nationally and in Arizona has been below historical rates. The sale of, for instance, single family residences is affected by a number of national and regional economic factors, including:

- interest rates and general levels of economic output;
- levels of activity in the local real estate market;
- the state of domestic credit markets, mortgage standards and availability of credit;
- competition from other builders and other projects in the area and other states;
- federal programs to assist home purchasers;
- costs and availability of labor and materials;
- government regulations affecting land development, homebuilding and mortgage financing;
- availability of financing for development and for home purchasers;
- changes in the income tax treatment of real property ownership;
- unexpected increases in development costs;
- increased commute times and fuel costs that may adversely affect the desirability of outlying suburbs;
- availability of, among other things, other utilities, adequate transportation and school facilities; and
- environmental problems with such land.

While many developers presently hold necessary zoning approvals, land development within our service areas could also be affected by changes in governmental policies, including, but not limited to, governmental policies to restrict or control development. This may include, for example, actions by the local school districts to restrict admissions to local schools because of inadequate classroom space or, because of other problems, such as failure by local municipalities to approve plats for the development. An increase in current residential foreclosure rates or a deep or prolonged slowdown of the development process and the related absorption rate within the various developments in our service areas because of any or all of the foregoing could materially and adversely affect growth of our customer base and the generation of revenue.

Many national builders and developers in our service areas own or control substantial amounts of the developable land in these areas. There can be no assurance that these builders and developers have the financial capability to continue and complete their developments. Moreover, given that there are limited restrictions on the ability of developers to sell parcels (or portions thereof), developers may continue to transfer ownership of parcels (or portions thereof) within our service areas to other developers and homebuilders and others prior to completion of development, who may then sell to, among others, ultimate homeowners. There can be no assurance that any subsequent owners will have the financial capabilities to complete development of any land so acquired.

A deep or prolonged slowdown of the development process and growth rate within the various developments in our service areas could materially and adversely affect the growth of our customer base.

Development in our service areas is also contingent upon construction or acquisition of major public improvements, such as arterial streets, drainage facilities, telephone and electrical facilities, recreational facilities, street lighting and local in-tract improvements (e.g., site grading). Many of these improvements are built by municipalities with public financing, and municipal resources and access to capital may not be sufficient to support development in areas of rapid population growth. If municipalities, developers, builders or homeowners are unable, financially or otherwise, to make the improvements necessary to complete new residential or commercial developments, our potential revenue growth from new water and wastewater connections within such developments would be reduced.

New or stricter regulatory standards or other governmental actions could increase our regulatory compliance and operating costs, which could cause our profitability to suffer, particularly if we are unable to increase our rates to offset such costs.

In Arizona, water and wastewater utilities are subject to regulation by water, environmental, public utility and health and safety regulators, and we are required to obtain environmental permits from governmental agencies in order to operate our facilities. Regulations relate to, among other things, standards and criteria for drinking water quality and for wastewater discharges, customer service and service delivery standards, waste disposal and raw groundwater abstraction limits and rates and charges for our regulated services. There may be instances in the future when we are not in or cannot achieve compliance with new and evolving laws, regulations and permits without incurring additional operating costs. For example, in 2006, the U.S. Environmental Protection Agency (“EPA”) implemented a new arsenic maximum contaminant level, which effectively required the installation and operation of costly arsenic treatment systems at many of our water production facilities.

Our costs of complying with current and future governmental laws and regulations could adversely affect our business or results of operations. If we fail to comply with these laws, regulations or permits, we could be fined or otherwise sanctioned by regulators and our operations could be curtailed or shut down. We may also be exposed to product liability or breach of contract claims by third parties resulting from our noncompliance. These laws and regulations are complex and change frequently, and these changes may cause us to incur costs in connection with the remediation of actions that were lawful when they were taken.

We may incur higher compliance or remediation costs than expected in any particular period and may not be able to pass those increased costs along to our customers immediately through rate increases or at all. This is because we must obtain regulatory approval to increase our rates, which can be time-consuming and costly and our requests for increases may not be approved in part or in full.

We are required to test our water quality for certain parameters and potential contaminants on a regular basis. If the test results indicate that parameters or contaminants exceed allowable limits, we may be required either to commence treatment to remedy the water quality or to develop an alternate water source. Either of these outcomes may be costly, and there can be no assurance that the regulatory authorities would approve rate increases to recover these additional compliance costs. In addition, by the time that test results are available, contaminated water may have been provided to customers, which may result in liability for us and damage our reputation.

In addition, governments or government agencies that regulate our operations may enact legislation or adopt new requirements that could have an adverse effect on our business, including:

- restricting ownership or investment;
- providing for the expropriation of our assets by the government through condemnation or similar proceedings;
- providing for changes to water and wastewater quality standards;
- requiring cancellation or renegotiation of, or unilateral changes to, agreements relating to our provision of water and wastewater services;

- changing regulatory or legislative emphasis on water conservation in comparison to other goals and initiatives;
- promoting an increase of competition among water companies within our designated service areas;
- requiring the provision of water or wastewater services at no charge or at reduced prices;
- restricting the ability to terminate services to customers whose accounts are in arrears;
- restricting the ability to sell assets or issue securities;
- adversely changing tax, legal or regulatory requirements, including environmental requirements and the imposition of additional requirements and costs on our operations, including but not limited to changes adopted in response to regulatory measures to address global climate change;

-44-

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changes in the charges applied to raw water abstraction;  
changes in rate making policies; or  
restrictions relating to water use and supply, including restrictions on use, increased offsetting groundwater replenishment obligations, changes to the character of groundwater rights and settlement of Native American claims. We may not be permitted to increase our rates, which may necessitate a reduction of our capital investments and operating costs.

Our utility subsidiaries are regulated as public service corporations by the ACC. Our utility subsidiaries file general rate cases for rates they charge for services which are established by the ACC in accordance with Arizona law, which grants considerable discretion to the ACC. If requested rate increases are not allowed, we may have to reduce our costs of capital and operating costs. The members of the ACC are selected by the voters in statewide elections and are often responsive to complaints by ratepayers about proposed rate increases. Moreover, even if the ACC ultimately agrees that some rate relief is necessary, the relief can only be obtained after a formal and lengthy proceeding before the ACC. There can be no assurance that rate increases we request would be approved by the ACC.

The operations of our utility subsidiaries are subject to other various federal, state and local laws, regulations and ordinances, including without limitation, the jurisdiction of the Arizona Department of Environmental Quality, Arizona Department of Water Resources, City of Maricopa, Arizona, City of Casa Grande, Arizona, Maricopa, Pinal and Mohave Counties, EPA, the Maricopa Association of Governments and the Central Arizona Association of Governments. Existing laws, regulations and ordinances can be amended, or new laws, regulations or ordinances may be enacted, and the requirements of compliance may change. Continued benefits we receive under existing laws can be withdrawn or become unavailable or more costly. In addition, enforcement practice may become more stringent. As a result, governmental regulatory action and changes in law could adversely affect our financial condition and results of operations if we face delays and difficulties in obtaining approval to raise rates, and if there is a significant gap between the timing of increased expenses and our ability to recover those expenses, or if we are unable to obtain approval to recover expenses, our profitability, results of operations, liquidity and cash flows would be adversely affected.

Changes to environmental and other regulation may require us to alter our existing treatment facilities or build additional facilities.

To comply with federal, state and local environmental laws, our existing facilities may need to be altered or replaced. Altered and new facilities and other capital improvements must be constructed and operated in accordance with multiple requirements, including, in certain cases, an Aquifer Protection Permit issued by the Arizona Department of Environmental Quality, Arizona Pollution Discharge Elimination System permits from the Arizona Department of Environmental Quality and an air quality permit from Maricopa or Pinal Counties. The provision of potable water is subject to, among others, the requirements of the federal Safe Drinking Water Act, and effluent from wastewater treatment facilities must comply with other requirements. Regulated contaminants and associated maximum contaminant levels may change over time, requiring us to alter or build additional treatment facilities. We are also subject to regulation as an employer, property owner and business operator in the State of Arizona. Failure by us to observe the conditions and comply with the requirements of these permits and other applicable laws and regulations could result in delays, additional costs, fines and other adverse consequences up to and including inability to proceed with development in our service areas.

We are subject to environmental risks that may subject us to clean-up costs or litigation that could adversely affect our business, operating results, financial condition and prospects.

Under various federal and state environmental laws, regulations, ordinances and other requirements, a current or previous owner or operator of real property or a facility may be liable for the costs of removal, remediation or

containment of hazardous or toxic substances on, under, in or released from such property. These liabilities are not limited to a potential effect on our water supply and include, but are not limited to, liabilities associated with air, soil, or groundwater contamination at any real estate or facilities we own or operate, including liabilities assumed in an acquisition of another utility. Environmental laws often impose liability regardless of whether the owner or operator knew of or was responsible for the presence of the hazardous or toxic substances. Although we currently conduct environmental screening assessments on new properties that we propose to acquire or use to identify significant sources of contaminants on surrounding properties, these assessments are not comprehensive, nor have they been conducted for all of the property owned or used by us. As a result, hazardous or toxic substances may exist at properties owned or used by us. If hazardous or toxic substances are discovered at real property or facilities owned or used by us (including a landfill owned by another party that is used by us for disposal of hazardous substances), we could incur significant remediation

-45-

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costs, liability exposure or litigation expenses that could adversely affect our profitability, results of operations, liquidity and cash flows.

Any failure of our network of water and wastewater pipes and water reservoirs could result in losses and damages that may affect our financial condition and reputation.

Our utilities distribute water and collect wastewater through an extensive network of pipes and store water in reservoirs located across our service areas. A failure of major pipes or reservoirs could result in injuries and property damage for which we may be liable. The failure of major pipes and reservoirs may also result in the need to shut down some facilities or parts of our network in order to conduct repairs. Any failures and shutdowns may limit our ability to supply water in sufficient quantities to customers and to meet the water and wastewater delivery requirements prescribed by applicable utility regulators, which would adversely affect our financial condition, results of operations, cash flow, liquidity and reputation.

We rely on information technology systems to assist with the management of our business and customer relationships. A disruption of these systems could adversely affect our business and operations.

Our information technology systems and the information technology functions that are outsourced to the FATHOM™ business, which we previously owned, are an integral part of our business. For example, FATHOM™ systems allow us to read water meters remotely, identify high water usage and identify water theft from disconnected meters. FATHOM™ systems also provide contracted services and back-office technologies and systems to bill our customers, provide customer service, manage certain financial records and track assets and accounts receivable collections. A disruption of our information technology systems or the FATHOM™ systems could significantly limit our ability to manage and operate our business efficiently, which in turn could cause our business to suffer and cause our results of operations to be reduced.

Further, our information technology systems and the FATHOM™ systems are vulnerable to damage or interruption from:

- power loss, computer systems failures and internet, telecommunications or data network failures;
- operator negligence or improper operation by, or supervision of, employees;
- physical and electronic loss of customer data or security breaches, misappropriation and similar events;
- computer viruses;
- intentional acts of vandalism and similar events; and
- fires, floods, earthquakes and other natural disasters.

Damages or interruptions to our information technology systems or the FATHOM™ systems may result in physical and electronic loss of customer or financial data, security breaches, misappropriation and similar events. These issues could prevent us from issuing billings timely, which could impact revenue, or could negatively impact the efficient operations of the business, resulting in additional costs. The lack of redundancy for some of our IT systems or the FATHOM™ systems, including billing systems, could exacerbate the impact of any of the foregoing events.

Our utilities business is subject to seasonal fluctuations and other weather-related conditions, such as droughts, which could adversely affect the supply of and demand for our services and our results of operations.

We depend on an adequate water supply to meet the present and future needs of our customers. Whether we have an adequate water supply depends upon a variety of factors, including underground water supply from which groundwater is pumped, the rate at which it is recharged by rainfall and snowpack and changes in the amount of water used by our customers. In particular, the arid western U.S. region, which includes our present and potential service areas, has been required to deal with general conditions of water scarcity exacerbated by extended periods of drought.

Drought conditions could interfere with our sources of water supply and could adversely affect our ability to supply water in sufficient quantities to our existing and future customers. For example, our utilities have acted in the past as interim operators for several smaller troubled water systems, at the request of the ACC. In one such instance, the onsite well, which was the single source of water, ran dry due to aquifer decline. As a result, we were forced to haul water to the system for several years at a considerable cost. Any future interruption to our water supply or restrictions on water usage during drought conditions or other legal limitations on water use could result in decreased customer billing and lower revenues or higher expenses that we would not be able to recoup without prior regulatory approval for a rate increase, which may not be granted. See “—We may not be permitted to



increase our rates, which may necessitate a reduction of our capital investments and operating costs.” These conditions could also lead to increases in capital expenditures needed to build infrastructure to secure alternative water sources. Furthermore, customers may use less water even after a drought has ended because of conservation patterns developed during the drought. Population growth could also decline under drought conditions as individuals and businesses move out of the area or elect not to relocate there. Lower water use for any reason could lead to lower revenue.

Demand for water is seasonal and varies with temperature and rainfall levels. If temperatures during the typically warmer months are cooler than normal, or if there is more rainfall than normal, the demand for our water may decrease, which would adversely affect our profitability, results of operations, liquidity and cash flows. Consequently, the results of operations for one quarter are not necessarily indicative of results for future quarters or the full year.

Funds from our infrastructure coordination and financing agreements are dependent on development activities by developers which we do not control and are also subject to certain regulatory requirements.

In the past, we extended water and wastewater infrastructure financing to developers and builders through infrastructure coordination and financing agreements. These agreements are contracts with developers or builders in which we coordinate and fund the construction of water, wastewater and recycled water facilities that will be owned and operated by our regulated subsidiaries in advance of completion of developments in the area. Our investment can be considerable, as we phase-in the construction of facilities in accordance with a regional master plan, as opposed to a single development. Developers and builders pay us agreed-upon fees upon the occurrence of specified development events for their development projects. The ACC requires us to record a portion of the funds we receive under infrastructure coordination and financing agreements as “contributions in aid of construction,” which are funds or property provided to a utility under the terms of a collection main extension agreement and/or service connection tariff, the value of which are not refundable. Amounts received as contributions in aid of construction reduce our rate base once expended on utility plants.

The developer is not required to pay the bulk of the agreed-upon fees until a development receives platting approval. Accordingly, we cannot always accurately predict or control the timing of the collection of our fees. If a developer encounters difficulties, such as during a real estate market downturn, that result in a complete or partial abandonment of the development or a significant delay in its completion, we will have planned, built and invested in infrastructure that will not be supported by development and will not generate either payments under the applicable infrastructure coordination and financing agreement or cash flows from providing services. As a result, our return on our investment and cash flow stream could be adversely affected.

In August 2013, we entered into a settlement agreement with ACC staff, the Residential Utility Consumers Office, the City of Maricopa and other the parties to a rate case, which established the policy by which infrastructure coordination and financing agreement fees will be treated going forward. The settlement also prohibits us from entering into new infrastructure coordination and financing agreements. In February 2014, the rate case proceedings were completed and the ACC issued Rate Decision No. 74364, approving the settlement agreement. See “Management’s Discussion and Analysis of Financial Condition and Results of Operations—Recent Rate Case Activity” for additional information.

Risks associated with the collection, treatment and disposal of wastewater and the operation of water utilities may impose significant costs that may not be covered by insurance, which could result in increased insurance premiums.

The wastewater collection, treatment and disposal operations of our utilities are subject to substantial regulation and involve significant environmental risks. If collection or sewage systems fail, overflow or do not operate properly, untreated wastewater or other contaminants could spill onto nearby properties or into nearby streams and rivers, potentially causing damage to persons or property, injury to the environment including aquatic life and economic damages, which may not be recoverable in rates. This risk is most acute during periods of substantial rainfall or

flooding, which are the main causes of sewer overflow and system failure. Liabilities resulting from such damage could adversely and materially affect our business, results of operations and financial condition. Moreover, in the event that we are deemed liable for any damage caused by overflow, losses might not be covered by insurance policies, and such losses may make it difficult to secure insurance in the future at acceptable insurance premium rates. Similarly, any related business interruption or other losses might not be covered by insurance policies, which would also make it difficult for us to secure insurance in the future at acceptable insurance premium rates.

We may also incur liabilities under environmental laws and regulations requiring investigations and cleanup of environmental contamination at our properties or at off-site locations where there have been adverse environmental impacts. The discovery of previously unknown conditions, or the imposition of cleanup obligations in the future, could result in significant costs, and could

-47-

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adversely affect our financial condition, results of operations, cash flow and liquidity. Such remediation losses may not be covered by insurance policies and may make it difficult for us to secure insurance in the future at acceptable insurance premium rates.

Inadequate water and wastewater supplies could have a material adverse effect upon our ability to achieve the customer growth necessary to increase our revenues.

In many areas of Arizona (including certain areas that we service), water supplies are limited and, in some cases, current usage rates exceed sustainable levels for certain water resources. As discussed above, we currently rely predominantly (and are likely to continue to rely) on the pumping of groundwater and the generation and delivery of recycled water for non-potable uses to meet future demands in our service areas. At present, groundwater (and recycled water derived from groundwater) is the primary water supply available to us.

We do not currently anticipate any short-term concerns with physical, legal, or continuous availability issues in our service areas. Regardless, the supply of groundwater in Central Arizona, while considerable, is also ultimately finite, closely regulated and geographically limited. In areas where we have not applied for a "Designation of Assured Water Supply," which is a decision and order issued by the director of the Arizona Department of Water Resources designating a private water company provider as having an adequate water supply, we have not performed hydrological studies or modeling to evaluate the amount of groundwater likely to be available to meet present and expected future demands. Insofar as we intend to rely on the pumping of groundwater and the generation and delivery of recycled water to meet future demands in our current service areas, our ability and/or the ability of developers inside of our service areas to meet regulatory requirements and to demonstrate assured and adequate water supplies is essential to the continued growth of our service connections and our capacity to supply water to our customers.

Insufficient availability of water or wastewater treatment capacity could materially and adversely affect our ability to provide for expected customer growth necessary to increase revenues. We continuously look for new sources of water to augment our reserves in our service areas, but have not yet obtained surface water rights. Our ability to obtain such rights may depend on factors beyond our control, such as the future availability of Colorado River water supplies. We also plan to construct facilities and obtain the necessary permits to recharge recycled water to stretch and augment our existing and planned future water supplies, but do not yet have this capability in all of our service areas. As a result, it is possible that, in the future, we will not be able to obtain sufficient water or water supplies to increase customer growth necessary to increase or even maintain our revenues.

There is no guaranteed source of water.

Our ability to meet the existing and future water demands of our customers depends on an adequate supply of water. Regulatory restrictions on the use of groundwater and the development of groundwater wells, lack of available water rights, drought, overuse of local or regional sources of water, protection of threatened species or habitats or other factors, including climate change, may limit the availability of ground or surface water.

As stated above, our primary source of water is pumping of groundwater from aquifers within service areas. In the event that our wells cannot meet customer demand, we can purchase water from surrounding municipalities, agencies and other utilities. However, the cost of purchasing water is typically more expensive than producing it. Furthermore, these alternative sources may not always have an adequate supply to sell to us.

To date, we have been able to produce enough water to meet current customer requirements. However, no assurance can be given that we will be able to produce or purchase enough water to fully satisfy future customer demand. We can make no guarantee that we will always have access to an adequate supply of water that will meet all quality standards, or that the cost of water will not adversely affect our operating results.

If we are unable to access adequate water supplies, we may be unable to satisfy all customer demand, which could result in rationing. Rationing may have an adverse effect on cash flow from operations.

Water shortages may affect us in a variety of ways. For example, water shortages could:

- adversely affect water supply mix by causing us to rely on more expensive purchased water;
- adversely affect operating costs;
- increase the risk of contamination to water systems due to the inability to maintain sufficient pressure;

-48-

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• increase capital expenditures for building pipelines to connect to alternative sources of supply, new wells to replace those that are no longer in service or are otherwise inadequate to meet the needs of customers and reservoirs and other facilities to conserve or reclaim water; and

• result in regulatory authorities refusing to approve new service areas if an adequate water supply cannot be demonstrated, and restrictions on new customer connections may be imposed in existing service areas if there is not sufficient water.

We may or may not be able to recover increased operating and construction costs as a result of water shortages on a timely basis, or at all, for our regulated systems through the rate setting process.

The nature of our business exposes us to various liability claims, which may exceed the level of our insurance coverage and thereby not be reimbursed fully by insurance proceeds, or not be covered by our insurance at all, and may also make it difficult for us to obtain insurance coverage at affordable rates.

In recent years, societal factors have resulted in increased litigation and escalating monetary claims against industries and employers. Although the national insurance market currently provides insurance coverage at affordable premiums, there is no guarantee this will continue or that we will continue to be able to obtain coverage against catastrophic claims and losses. While we may self-insure for some risks in the future, should an uninsured or underinsured loss occur, we may be unable to meet our obligations as they become due.

The operation of our utilities is subject to the normal risks of occupancy as well as the additional risks of receiving, processing, treating and disposing of water and waste materials. As a safeguard, we currently maintain general liability and workers' compensation insurance coverage, subject to deductibles at levels we believe are sufficient to cover future claims made during the respective policy periods. However, we may be exposed to multiple claims, including workers' compensation claims, that do not exceed our deductibles, and, as a result, we could incur significant out-of-pocket costs that could materially adversely affect our business, financial condition and results of operations. In addition, the cost of insurance policies may increase significantly upon renewal of those policies as a result of general rate increases for the type of insurance we carry as well as our historical experience and experience in our industry. Our future claims may exceed the coverage level of our insurance, and insurance may not continue to be available on economically reasonable terms, or at all. If we are required to pay significantly higher premiums for insurance, are not able to maintain insurance coverage at affordable rates or if we must pay amounts in excess of claims covered by our insurance, we could experience higher costs that could materially adversely affect our business, financial condition and results of operations.

Contamination of the water supplied by us may result in disruption in our services, loss of credibility, lower demand for our services and potential liability that could adversely affect our business and financial condition.

Our water supplies are subject to contamination, including contamination from compounds, chemicals in groundwater systems, pollution resulting from man-made sources (such as perchlorate and methyl tertiary butyl ether), and possible biological terrorist attacks. Contamination of water sources can lead to human death and illness, damage to natural resources and other parts of the environment and cause other harms. Among other things, if we are found to be liable for consequences of water contamination arising out of human exposure to hazardous substances in our water supplies or other damage, we would be subject to civil or criminal enforcement actions, litigation and other proceedings or clean up obligations. Further, our insurance policies may not apply or be sufficient to cover the costs of these claims, which could be significant.

Cleaning up water sources can be very expensive and if we are required to do so, it could have a material and adverse effect on our business, operating results and financial condition. In the event that our water supply is contaminated, we may have to interrupt or stop the use of that water supply until we are able to treat the water or to substitute the supply of water from another water source, including, in some cases, through the purchase of water from a supplier. We may

incur significant costs in order to warn consumers and to treat the contaminated source through expansion of current treatment facilities or development of new treatment methods. Using a new water source is generally associated with increased costs compared to an existing water source and, as indicated above, purchasing water is typically more expensive than obtaining the water from other means. If we are unable to treat or substitute our water supply in a cost-effective manner, our financial condition, results of operations, cash flow, liquidity and reputation may be adversely affected. We may not be able to recover costs associated with treating contaminated water or developing new sources of supply through the rate setting process or through insurance.

We depend on an adequate supply of electricity and chemicals for the delivery of our water, and an interruption in the supply of these inputs or increases in their prices could adversely affect our results of operations.

-49-

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We rely on purchased electrical power to operate the wells and pumps that are needed in order to supply potable and recycled water to our customers. An extended interruption in power supply that we cannot remediate through the use of backup generators could adversely affect our ability to continue these operations. Electrical power, which represented approximately 6.3% of our total operating expenses in fiscal year 2015, is a significant and potentially volatile operating expense. Electrical power costs are beyond our control and can increase unpredictably in substantial amounts. Under these circumstances, our cash flows between our general rate case filings and our earnings may be adversely affected until the ACC has authorized a rate increase.

In addition, we require bulk supplies of chemicals for water and wastewater treatment, and if we were to suffer an interruption of supply that we cannot replace quickly, we might not be able to perform these functions adequately. Some chemicals are available from a single source or a limited number of sources. Chemical costs represented approximately 2.1% of our total operating expenses in fiscal year 2015 (excluding a one-time gain on regulatory order).

Doing business in jurisdictions other than Arizona may present unforeseen regulatory, legal and operational challenges that could impede or delay our operations or adversely affect our profitability.

We may decide to pursue growth opportunities in states other than Arizona. Other states may present substantially different regulatory frameworks, and we may have difficulty acquiring the necessary approvals and permits or complying with environmental, health and safety or quality standards. In addition, it may become more costly or difficult for us to comply with a multitude of standards and requirements across multiple states.

Other states may also expose us to new legal precedents, condemnation risks and liability concerns based on state legislation or case law.

Our cost structure in other states may be significantly different than our current cost structure due to regional differences. For example, our cost structure may be significantly impacted by differences in labor and energy costs in other markets and the significant portion of overall production costs that they represent.

If future acquisitions do not achieve sufficient profitability relative to expenses and investment, our business and ability to finance our operations could be materially adversely affected.

A typical element of a utility growth strategy is the acquisition or development of other water and wastewater utilities. The potential negotiation of future acquisitions and development of new projects could require us to incur significant costs and expose us to significant risks, including:

- risks relating to the condition of assets acquired and exposure to residual liabilities of prior businesses;
- operating risks, including equipment, technology and supply problems, regulatory requirements and approvals necessary for acquisitions;
- risks that potential acquisitions may require the disproportionate attention of our senior management, which could distract them from the management of our existing business;
- risks related to our ability to retain experienced personnel of the acquired company; and
- risks that certain acquisitions may require regulatory approvals, which could be refused or delayed and which could result in unforeseen regulatory expenses or unfavorable regulatory conditions.

These issues could have a material adverse effect on our business and our ability to finance our operations. The businesses and other assets we acquire in the future may not achieve sufficient revenue or profitability to justify our investment, and any difficulties we may encounter in the integration process could interfere with our operations and reduce operating margins. Acquisitions could also result in dilutive issuance of our equity securities, incurrence of debt and contingent liabilities and fluctuations in quarterly results and expenses.

We are exposed to various risks relating to legal proceedings or claims that could materially adversely affect our operating results.

We are a party to lawsuits in the normal course of our business. Litigation in general can be expensive, lengthy and disruptive to normal business operations. Moreover, the results of complex legal proceedings are difficult to predict. Responding to lawsuits brought against us, or legal actions that we may initiate, can often be expensive and time-consuming. Unfavorable outcomes from these claims and/or lawsuits could materially adversely affect our business, results of operations and financial condition, and we could incur substantial monetary liability and/or be required to change our business practices.

-50-

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We are subject to industrial risks that could adversely affect our results of operations.

The operations of our water and wastewater treatment plants involve physical, chemical and biological processes and the use of pumps, generators and other industrial equipment. As a result, our operations are subject to various industrial risks, including chemical spills, discharges or releases of toxic or hazardous substances or gases, effects resulting from confined operating spaces, fires, explosions, mechanical failures, storage tank leaks and electric shock. These risks can result in personal injury, loss of life, catastrophic damage to or destruction of property and equipment or environmental damage and related legal proceedings, including those commenced by regulators, neighbors or others. They may also result in an unanticipated interruption or suspension of our operations and the imposition of liability. The loss or shutdown over an extended period of operations at any of our treatment facilities or any losses relating to these risks could have a material adverse impact on our profitability, results of operations, liquidity and cash flows.

If the general public perceives recycled water to be unsafe, we will have difficulty executing our business plan and could face a loss of revenue.

Our Total Water Management model emphasizes the maximum use of recycled water for non-potable purposes. To implement this model, we cultivate relationships with developers, municipalities and members of the communities we serve and focus on educating them regarding the benefits and safety of recycled water. If the recycled water supplied to customers is contaminated, either as a result of terrorism, system failure, pipeline or other causes, public perception regarding the safety of recycled water would likely suffer, regardless of whether we are at fault and potentially even if the contaminated water was supplied by another person. For example, if groundwater contamination occurs as a result of discharge of “gray water” (e.g., used sink or laundry water) into the aquifer, the public could confuse that with recycled water and attribute environmental harm to our system. Public perception of an unsafe water supply would harm our business, particularly with respect to our ability to implement water recycling as a key element of our business strategy.

We face risks associated with the design, construction and operation of our systems that may adversely affect our business and financial condition.

We are responsible for the design, construction, installation and maintenance of our water treatment, reclamation and distribution systems. We could be adversely affected by a failure to complete our construction projects on time or on budget, and a substantial delay in the progress of construction due to adverse weather, work stoppages, shortages of materials, non-issuances of permits, nonperformance of suppliers or contractors or other factors could result in a material increase in the overall cost of such projects.

We cannot guarantee that our systems will operate as designed or be free from defects. The failure of our systems to operate properly could cause significant public harm. Any defects in our systems or significant reliability, quality or performance problems with respect to our systems or services could have a number of negative effects on our profitability, results of operations, liquidity and cash flows, including:

- loss of revenues;
- diversion of management and development resources and the attention of engineering personnel;
- significant customer relations problems;
- increased repair, support and insurance expenses;
- adverse regulatory actions; and
- legal actions for damages by our customers, including but not limited to damages based on commercial losses and effects on human health.

Our water and wastewater systems are subject to condemnation by governmental authorities, which may result in the receipt of less than the fair market value of our assets and a loss of revenue from our operation.

Arizona law provides for the acquisition of public utility property by governmental agencies through their power of eminent domain, also known as condemnation. Should a municipality or other government subdivision seek to acquire our assets through eminent domain, we may resist the acquisition. Contesting an exercise of condemnation through eminent domain may result in costly legal proceedings and may divert the attention of management.

The assets of our former utility subsidiaries, Cave Creek Water Co. and Valencia Water Company, were acquired from us by municipalities pursuant to condemnation proceedings, and our other utility subsidiaries could be subjects of such proceedings in

-51-

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the future. The fair market value we receive for the assets condemned may not always exceed their book value. Condemnation also results in a loss of revenue from the operations of the affected utility in addition to increased legal costs and diversion of management resources.

On July 14, 2015, we closed the stipulated condemnation of the operations and assets of Valencia Water Company with the City of Buckeye, Arizona. See “Management’s Discussion and Analysis of Financial Condition and Results of Operations—Recent Events—Stipulated Condemnation of the Operations and Assets of Valencia Water Company” for additional information.

If we do not manage our anticipated growth effectively, we may not be able to develop or implement the infrastructure necessary to support our operations and could suffer a loss of profitability.

Since our formation in 2003, we have grown rapidly, with our total revenues increasing from \$4.9 million in 2004 to \$32.0 million in 2015, and total service connections increasing from 8,113 as of December 31, 2004 to 37,736 as of September 30, 2016. We have also expanded geographically, from 18 square miles of service areas in 2004 to 332 square miles as of September 30, 2016. Our growth has been driven principally by acquisitions and by organic growth resulting from increased development and service connections within our existing service areas.

Although we may not be able to achieve similar growth or grow at all, in future periods, we expect to continue to significantly expand our facilities, infrastructure, research and development, marketing, testing, management and administrative operations, as well as our financial and accounting controls. This expansion has placed, and will continue to place, strain on our management and administrative, operational, technical and financial infrastructure. If management is unable to manage growth effectively, the quality of our services, our ability to attract and retain key personnel, and our business or prospects could be harmed significantly.

To manage growth effectively, we must:

- continue to expand our water management capacity;
- retain key management and augment our management team;
- continue to enhance our technology, operations and financial and management systems;
- manage multiple relationships with our customers, regulators, suppliers and other third parties; and
- expand, train and manage our employee base.

We may not be able to manage effectively any expansion in one or more of these areas, and our failure to do so could harm our ability to maintain or increase revenues and operating results. The expenses incurred in pursuing growth could increase without a corresponding increase in our revenue base, which could decrease operating results and profit margin. In addition, future growth may require us to make significant capital expenditures or incur other significant expenses and may divert the attention of our personnel from our core business operations, any of which could affect our financial performance adversely.

Our ability to expand into new service areas and to expand current water and wastewater service depends on approval from regulatory agencies. Failure to obtain required regulatory approvals will adversely affect future growth.

In Arizona, the ACC is the regulatory authority that oversees the formation, expansion and ongoing operations of water and wastewater utilities. The ACC has authority, among other things, to determine service areas for utility

providers. In order for our owned utilities to provide water or wastewater service, they must obtain a Certificate of Convenience and Necessity for a service area before they can service that area. In addition, our owned utilities and/or the developments that we serve must demonstrate to the Arizona Department of Water Resources that there exists a 100-year water supply and obtain either a “Certificate of Assured Water Supply,” which is a certificate issued by the Arizona Department of Water Resources evidencing sufficient groundwater, surface water or effluent of adequate quality will be continuously available to satisfy the water needs of the proposed use for at least one hundred years and which applies to a specific subdivision, or a Designation of Assured Water Supply, which applies to the utility’s entire service area. The designation area is contiguous with the Certificate of Convenience and Necessity. Further, our wastewater facilities require Arizona Department of Environmental Quality and/or EPA permits that regulate, among other things, the level of discharges from our facilities, the size of our facilities and the location of our facilities. Any inability to obtain the necessary regulatory approvals, assured water supplies or environmental permits would limit our ability to expand our water or wastewater service areas.

If we chose to expand to states other than Arizona, we may have difficulty acquiring the necessary approvals and permits or complying with environmental, health and safety or quality standards of such states. See “—Doing business in jurisdictions other

than Arizona may present unforeseen regulatory, legal and operational challenges that could impede or delay our operations or adversely affect our profitability.”

We do not control when and where a developer may request service within our service areas, and if this occurs outside the location and capacity of existing infrastructure, it may require significantly more capital expenditures than currently anticipated.

If a developer has an infrastructure coordination and financing agreement, and/or once a developer has entered into a service agreement with our utility subsidiary and the property being developed has been included within a service area, the utility has the obligation to serve under the terms of those agreements and existing regulations. Although we have built substantial modern infrastructure within these utilities in areas where development is currently occurring, there is the potential that a developer may request service in another location within the service area. Extending/expanding the existing infrastructure to provide service may result in the need to make additional, currently unplanned, capital improvements and there is no guarantee that we may recover our costs timely. As a result, our return on our investment and cash flow stream could be adversely affected.

We will need additional capital to grow our business, and additional financing may not be available to us on favorable terms when required, or at all.

Adequate funds to support our growth may not be available when needed or on terms acceptable to us. We may need to raise additional funds to support more rapid expansion, improve our facilities and infrastructure, develop new and enhanced technologies or respond to evolving regulatory standards. We may experience difficulty in raising the necessary capital due to volatility in the capital markets or increases in the cost of infrastructure finance. Increasingly stringent bond rating standards could make it more difficult for us to finance our growth by issuing tax-exempt bonds as we have in the past. In addition, we require regulatory approval from the ACC for some means of raising capital, such as issuance of debt by our regulated utilities, and approval may be denied or delayed. If adequate funds are not available or are not available on acceptable terms, we may not be able to take advantage of expansion opportunities, make the capital expenditures necessary to support our growth or otherwise execute our strategic plan.

Increased operating expenses associated with the expansion of our business may negatively impact our operating income.

Increased operating expenses associated with any expansion of our business may negatively impact our income as we, among other things:

- seek to acquire new service areas;
- expand geographically in and outside of Arizona;
- make significant capital expenditures to support our ability to provide services in our existing service areas;
- fund development costs for our system and technology; and
- incur increased general and administrative expenses as we grow.

As a result of these factors, we may not sustain or increase our profitability on an ongoing basis.

Our existing indebtedness could affect our business adversely and limit our ability to plan for or respond to growth opportunities, and we may be unable to generate sufficient cash flow to satisfy our liquidity needs.

As of September 30, 2016, we had total indebtedness of \$115.4 million. In addition, we may incur substantial additional indebtedness in the future. Our indebtedness could have important consequences, including:

• limiting our ability to obtain future additional financing we may need to fund future working capital, capital expenditures, acquisitions or other corporate requirements; and

• limiting, by the financial and other restrictive covenants in our debt agreements, our ability to borrow additional funds and to pay dividends.

Our ability to incur significant future indebtedness will depend in part on our ability to generate cash flow. This ability is affected by general economic, financial, competitive, legislative, regulatory and other factors that are beyond our control. If our business does not generate sufficient cash flow from operations or if we are unable to borrow money or otherwise generate funds sufficient to enable us to fund our liquidity needs, we may be unable to plan for or respond to growth opportunities, which could adversely affect our operating results and business prospects.

ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

a) Sales of Unregistered Securities

No unregistered securities were sold during the three months ended September 30, 2016.

b) Use of Proceeds

On April 27, 2016, our registration statement on Form S-1 (File No. 333-209025) was declared effective by the SEC for our initial public offering pursuant to which we sold an aggregate of 1,339,520 shares of our common stock at a price to the public of \$6.25 per share. Roth Capital Partners, LLC acted as sole manager for the offering. The aggregate offering price for shares sold in the offering was approximately \$8.4 million. The offering commenced as of April 28, 2016 and did not terminate before all of the securities registered in the registration statement were sold. We raised approximately \$5.5 million in net proceeds after deducting underwriting discounts, commissions and expenses of approximately \$761,000 and other offering expenses of approximately \$2.2 million. No payments were made by us to directors, officers or persons owning ten percent or more of our common stock or to their associates, or to our affiliates. As described in our final prospectus filed with the SEC on April 28, 2016 pursuant to Rule 424(b) we intended to use the net proceeds from the offering for working capital and other general corporate purposes. On June 24, 2016, we completed the refinancing of our then existing long-term tax exempt bonds. Consistent with our disclosure in the final prospectus, we did not use any of the offering proceeds to refinance the tax-exempt bonds and the proceeds will, as indicated, be allocated for general working capital and other purposes.

c) Issuer Purchases of Equity Securities

Not applicable.

ITEM 3. DEFAULTS UPON SENIOR SECURITIES

Not applicable.

ITEM 4. MINE SAFETY DISCLOSURES

Not applicable.

ITEM 5. OTHER INFORMATION

None.

ITEM 6. EXHIBITS

Exhibit Number	Description of Exhibit	Method of Filing
2.1.1	Arrangement Agreement	Incorporated by reference to Exhibit 2.1 of the Company's Registration Statement on Form S-1 (File No. 333-209025) filed January 19, 2016.
2.1.2	Plan of Arrangement	Incorporated by reference to Exhibit 2.1.2 of Amendment No. 2 to the Company's Registration Statement on Form S-1 (File No. 333-209025) filed April 13, 2016.
3.1	Second Amended and Restated Certificate of Incorporation of Global Water Resources, Inc.	Incorporated by reference to Exhibit 3.1 of the Company's Form 8-K filed May 4, 2016.
3.2	Amended and Restated Bylaws of Global Water Resources, Inc.	Incorporated by reference to Exhibit 3.2 of the Company's Form 8-K filed May 4, 2016.
31.1	Rule 13a-14(a)/15d-14(a) Certification of Chief Executive Officer	Filed herewith.
31.2	Rule 13a-14(a)/15d-14(a) Certification of Chief Financial Officer	Filed herewith.
32.1	Section 1350 Certification of Chief Executive Officer and Chief Financial Officer	Filed herewith.
101.INS	XBRL Instance Document	Filed herewith.
101.SCH	XBRL Taxonomy Extension Schema Document	Filed herewith.



101.CAL XBRL Taxonomy Extension Calculation      Filed herewith.  
Linkbase Document

101.DEF XBRL Taxonomy Extension Definition      Filed herewith.  
Linkbase Document

101.LAB XBRL Taxonomy Extension Label Linkbase Filed herewith.  
Document

101. PREXBRL Taxonomy Extension Presentation      Filed herewith.  
Linkbase Document

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Global Water Resources, Inc.

Date: November 14, 2016 By: /s/ Michael J. Liebman  
Michael J. Liebman  
Chief Financial Officer and Corporate Secretary  
(Duly Authorized Officer and Principal Financial Officer)