

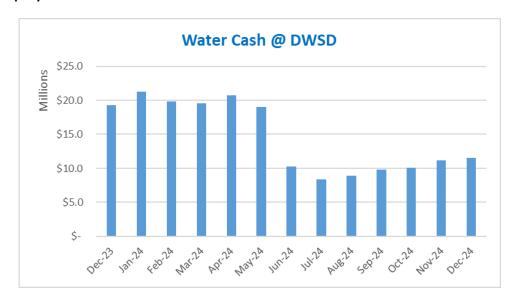
Financial Review December 2024

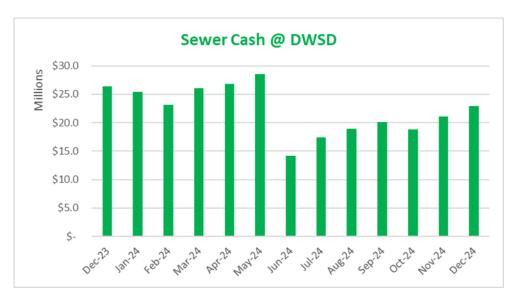
BOWC Finance Committee





- DWSD continues to maintain adequate cash reserves to support its operating and capital programs.
- On a systemwide basis, Cash and Investments in the Operating, Improvement & Extension (I&E), Construction and Trust accounts amounted to \$288.8 million (\$136.7 million in the Water Fund and \$152.1 million in the Sewer Fund). This represents an increase of \$7.7 million over the November balance.
- Water Operating Cash of \$11.5 million increased by \$338,000 over the previous month due to a lower required payroll transfer.
- Sewer Operating Cash of \$22.9 million increased by \$1.9 million over the previous month also due to a lower required payroll transfer.

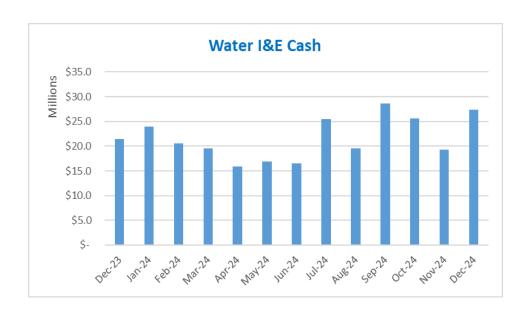


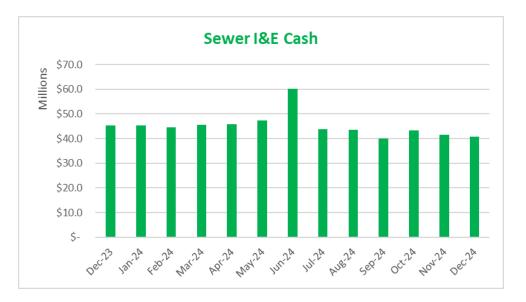






- DWSD continues to spend down I&E and Construction Cash in support of its Capital Improvement Program.
- Water I&E Cash amounted to \$27.3 million at the end of December, an increase of \$8.1 million over November balance. The increase is due to reimbursements received for capital expenditures.
- **Sewer I&E Cash** amounted to \$40.9 million at the end of December, a decrease of \$722,000 over the November balance. The decrease is mainly due to an increase in capital expenditures projects.

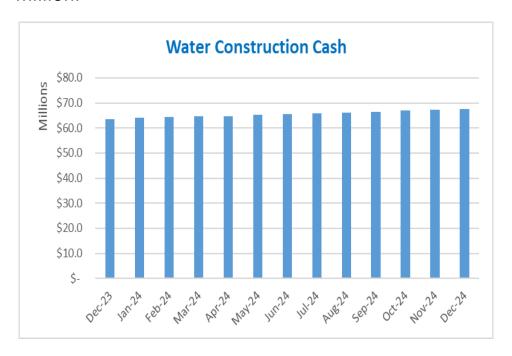


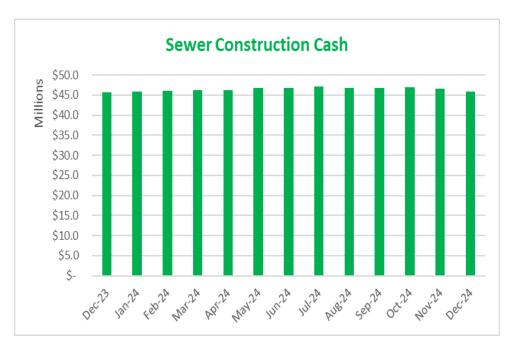


December 2024 Highlights - Construction Cash



- Water Construction Cash amounted to \$67.6 million at the end of December, slight increase from November balance of \$67.3 million.
- **Sewer Construction Cash** amounted to \$46.0 million at the end of December, a decrease from November. Balance of \$46.7 million.

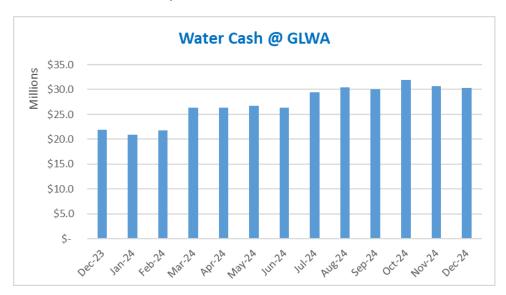


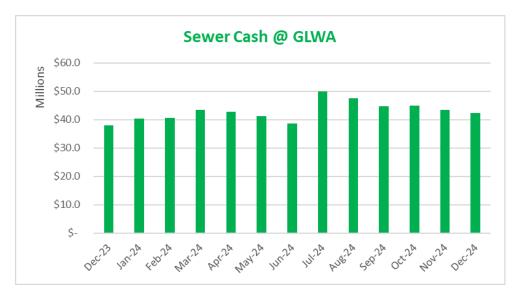






- Water Cash @ GLWA amounted to \$30.3 million at the end of December, a decrease of 278,000 over November balance.
- Retail Water receipts of \$9.9 million in December fell short of target collection by \$278,000 for the month.
- Sewer Cash @ GLWA amounted to \$42.3 million at the end of December, a decrease of \$1.2 million over November balance.
- Retail Sewer receipts of \$23.9 million in December fell short of target collection by \$1.2 million for the month.









(Amounts in thousands)

	6/30/2	024	9/30/2	024	11/30/2	2024	12/31/2	2024
Water Funds								
Operating	\$ 10,274	4.8%	\$ 9,858	4.7%	\$ 11,197	5.4%	\$ 11,535	5.3%
Improvement & Extension	16,531	7.7%	28,630	13.5%	19,233	9.3%	27,338	12.6%
Construction	65,532	30.7%	66,378	31.3%	67,289	32.5%	67,555	31.3%
	92,336	43.3%	104,866	49.5%	97,719	47.2%	106,428	49.2%
Sewer Funds								
Operating	14,136	6.6%	20,161	9.5%	21,069	10.2%	22,939	10.6%
Improvement & Extension	60,146	28.2%	40,048	18.9%	41,580	20.1%	40,858	18.9%
Construction	46,845	21.9%	46,867	22.1%	46,684	22.5%	45,947	21.3%
	121,127	56.7%	107,076	50.5%	109,333	52.8%	109,744	50.8%
Total Cash and Investments	\$ 213,463	100.0%	\$ 211,942	100.0%	\$ 207,052	100.0%	\$ 216,172	100.0%

^{*} Amounts include DWSD Treasury, Common Cash Pool and Imprest cash account balances.

Quarterly Summary of Cash & Investments by Financial Institution*



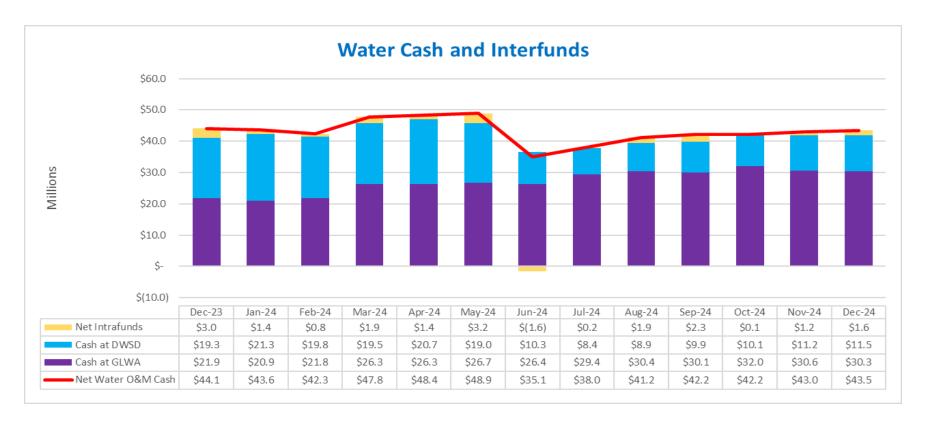
(Amounts in thousands)

	6/30/20	023	6/30/202	24	11/30/20	24	12/31/20)24
SUMMARY BY INSTITUTION								
US Bank	\$ 2,847	1.3%	\$ 3,588	1.7%	\$ 2,094	1.0%	\$ 30	0.0%
JP Morgan Chase	1,859	0.8%	1,947	0.9%	1,983	0.9%	1,993	0.9%
First Independence	30,696	14.0%	32,970	15.4%	38,977	18.2%	40,213	18.1%
Comerica	20,904	9.5%	10,090	4.7%	18,838	8.8%	19,834	8.9%
GovMIC	 163,714	74.4%	 164,890	77.2%	151,724	71.0%	 160,076	72.1%
Total Cash and Investments	\$ 220,020	100.0%	\$ 213,485	100.0%	\$ 213,616	100.0%	\$ 222,145	100.0%
Water Funds								
Operating	\$ 23,530	10.7%	\$ 10,294	4.8%	\$ 12,600	5.9%	\$ 12,417	5.6%
Improvement & Extension	33,368	15.2%	16,531	7.7%	22,823	10.7%	28,035	12.6%
Construction Series 2020A	 63,826	29.0%	 65,532	30.7%	 67,289	31.5%	 67,555	30.4%
	120,723	54.9%	92,357	43.3%	102,712	48.1%	108,007	48.6%
Sewer Funds								
Operating	16,403	7.5%	14,135	6.6%	21,916	10.3%	23,346	10.5%
Improvement & Extension	38,134	17.3%	60,146	28.2%	41,988	19.7%	44,437	20.0%
Construction Pre-Bifurcation	11	0.0%	1	0.0%	1	0.0%	1	0.0%
Construction Series 2013	 44,748	20.3%	 46,845	21.9%	 46,999	22.0%	 46,354	20.9%
	 99,296	45.1%	 121,128	56.7%	 110,904	51.9%	 114,138	51.4%
Total Cash and Investments	\$ 220,020	100.0%	\$ 213,485	100.0%	\$ 213,616	100.0%	\$ 222,145	100.0%

^{*}Amounts reflect bank balances and may differ from Trail Balance/financial statements amounts.



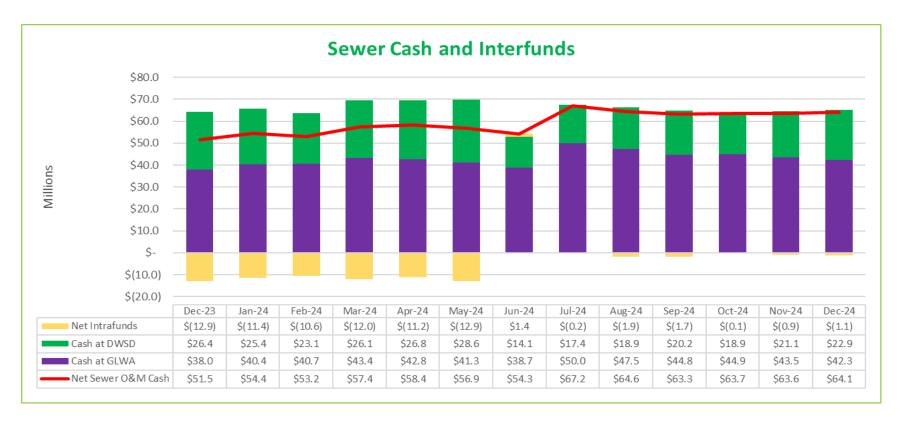




- Net Water Operating Cash and Interfund Balances are on a positive trend beginning of Fiscal 2025, reflecting positive budgetary results.
- December's *Net Water Operating Cash and Interfund Balances* amounted to \$43.5 million, representing a decrease of \$600,000 over the past year.







- Net Sewer Operating Cash and Interfund Balances are on a positive trend beginning of Fiscal 2025, reflecting positive budgetary results.
- December's Net Sewer Operating Cash and Interfund Balances amounted to \$64.1 million, representing an increase of \$12.6 million over the past year.

Comparative Accounts Receivable



- December sales of \$41.0 million increased by \$0.9 million (2.2%) over November sales of \$40.1 million. Increase mainly due to a \$3.6 million increase in Government sales. Other customer classes had either flat or decreased sales in December.
- Government sales increased due to the resolution of a meter issue at Belle Isle which was fixed in December 2024.
- Active Receivables of \$301.9 million increased by \$6.4 million (2.1%) compared to November receivables of \$295.5 million.
- December's cash collection \$33.9 million increased by \$1.4 million (4.3%) compared to November's cash collection of \$32.5 million.
- Active Residential Accounts Receivable continue to increase by \$2.8 million (1.3%) and the aging increased by 30 days in December.
- DWSD continues to monitor its Receivable balance and appropriate allowances are made to account for uncertainty of collection. Allowance for Doubtful Accounts are 75.3% of the Total Accounts Receivable balance as of December 31, 2024.

	Ju	ine 30, 2024		Nove	mber 30, 2024		Dece	mber 31, 2024	
Sales Class	Sales	Receivables	Days in AR	Sales	Receivables	Days in AR	Sales	Receivables	Days in AR
Residential	\$ 16,323,530	\$ 194,421,286	357	\$ 17,108,405	\$ 209,376,151	367	\$ 16,038,347	\$ 212,176,995	397
Commercial	8,418,084	28,005,835	100	8,896,675	24,842,583	84	7,633,233	25,423,182	100
Industrial	5,410,839	13,952,124	77	4,963,209	12,091,668	73	4,599,406	12,082,310	79
Tax Exempt	714,440	2,738,594	115	757,217	2,473,007	98	725,689	2,514,771	104
Government	4,639,256	19,324,545	125	4,708,623	21,203,017	135	8,264,826	23,245,437	84
Drainage Only	3,522,661	28,647,608	244	3,674,544	25,555,620	209	3,761,547	26,462,302	211
Total Active Accounts	\$ 39,028,810	287,089,991	221	\$ 40,108,673	295,542,047	221	\$ 41,023,048	301,904,998	221
Tax Roll Transfer					26,497,735			25,889,914	
Inactive Accounts Receiva	ble	37,776,601			43,795,311			44,592,147	
Total Accounts Receivable		324,866,592			365,835,094			372,387,059	
Allowance for Doubtful Ac	counts	(249,922,100)			(275,389,042)			(280,600,236)	
Net Accounts Receivable		\$ 74,944,492			\$ 90,446,052			\$ 91,786,823	

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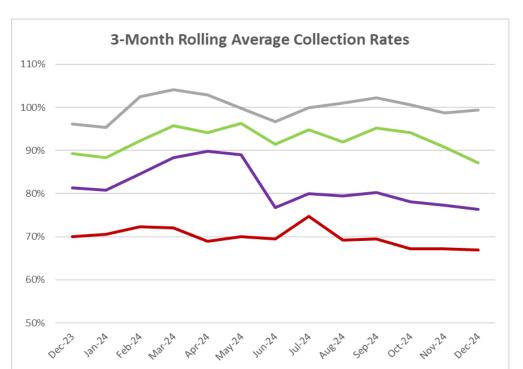




				Decemb	er 31, 2024			
Sales Class	0-30 Days	31-60 Days	61-90 Days	91-180 Days	181-270 Days	271-360 Days	Over 1 Year	Total Receivables
Residential	\$ 14,169,038	\$ 10,420,448	\$ 8,630,328	\$ 28,561,161	\$ 21,038,631	\$ 19,383,768	\$ 109,973,622	\$ 212,176,995
Commercial	6,416,486	2,797,725	1,866,586	4,287,323	3,103,968	1,413,286	5,537,810	25,423,182
Industrial	4,525,101	871,052	669,919	1,575,990	979,821	460,050	3,000,377	12,082,310
Tax Exempt	534,514	215,737	181,415	416,764	339,190	149,608	677,542	2,514,771
Government	7,749,111	3,208,021	803,153	986,509	740,021	659,047	9,099,575	23,245,437
Drainage	2,124,288	1,238,266	1,215,869	2,935,452	3,093,374	1,320,185	14,534,869	26,462,302
Subtotal - Active Accounts	35,518,537	18,751,248	13,367,269	38,763,199	29,295,006	23,385,944	142,823,795	301,904,998
Inactive	59,552	181,956	171,242	1,300,888	1,247,344	1,767,247	39,863,919	44,592,147
Total	\$ 35,578,089	\$ 18,933,204	\$ 13,538,511	\$ 40,064,087	\$ 30,542,350	\$ 25,153,190	\$ 182,687,714	\$ 346,497,145
% of Total A/R	10.3%	5.5%	3.9%	11.6%	8.8%	7.3%	52.7%	100.0%

- Uncollected accounts receivable are generally carried for five years until the statutory lien expires.
- \$142.8 million or 47.3% of the Total Active receivables balance of \$301.9 million is over one year past due. Residential accounts for 77% of the past one-year due balance.
- Almost 52% of Residential receivables are over one year past due.

Collection Rates





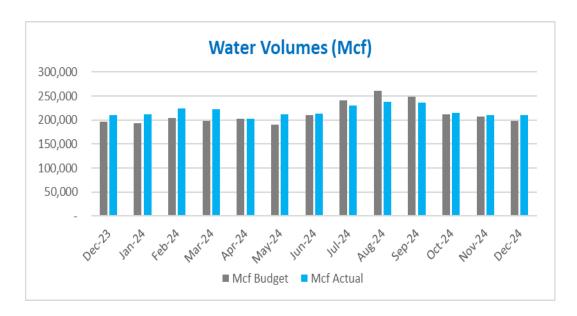
	Oct-24	Nov-24	Dec-24	3 - Month
Customer Class	Coll Rate	Coll Rate	Coll Rate	Rolling Average
Residential	80.0%	75.5%	73.5%	76.4%
Commercial	97.7%	81.5%	81.3%	87.1%
Industrial	101.6%	98.1%	98.2%	99.4%
Tax Exempt	89.4%	82.9%	83.6%	85.3%
Government	91.4%	81.0%	125.4%	98.9%
Drainage Only	72.9%	59.1%	70.2%	66.9%

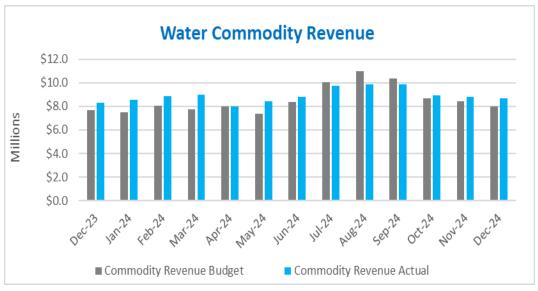
- Residential collection rates for the last three months have averaged in the mid 70 percent range. December collections have dropped by 2.2% to 73.5% compared to 75.7% in November.
- Commercial and Industrial collection rates for December stayed consistent to November collection rate.
- **Drainage Only** collections rate for December increased to 70.2% compared to 59.1% in November. The 3-month rolling average at 66.9% is deemed low compared to other customer classes and expectations.
- Residential and Drainage only collections rates continue to be a concern.
- December combined collection rate of 84.2% for all active customer classes was higher than November's combined collection rate of 79%. The 3-month moving average rate for all active customer classes stood at 83.8% as of December compared to 83.1% at November end.





- December actual Volume exceeded the budget for the month by 6.4% but was 0.2% less than actual November Volume and steady with December 2023 Volume.
- Year-to-date actual Water Volume was 1.9% under seasonally adjusted budget.
- December actual Commodity Revenue exceeded the budget for the month by 9.0% but was 1.4% less than actual November Revenue and 5.0% below December 2023 Revenue.
- Year-to-date actual Commodity Revenue was 1.0% under seasonally adjusted budget.

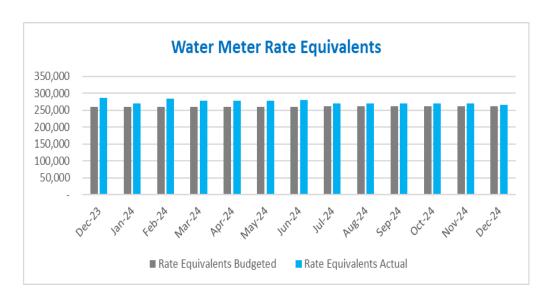


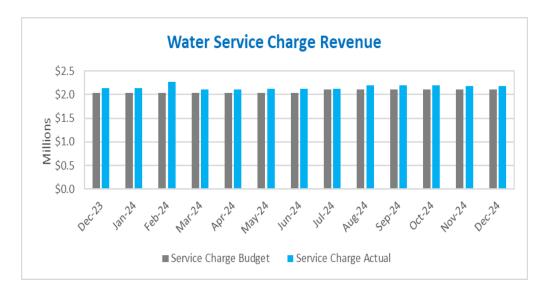






- December actual Meter Equivalents exceeded the budget for the month by 2.0% and was 1.1% less than November Equivalents and 6.9% below December 2023 Equivalents.
- Year-to-date actual Water Meter Equivalents exceeded budget by 3.1%.
- December actual Water Service Charge Revenue exceeded the budget for the month by 3.4% and was 0.1% less than November Revenue and 2.0% over December 2023 Revenue.
- Year-to-date actual Water Service Charge Revenue exceeded budget by 3.2%.

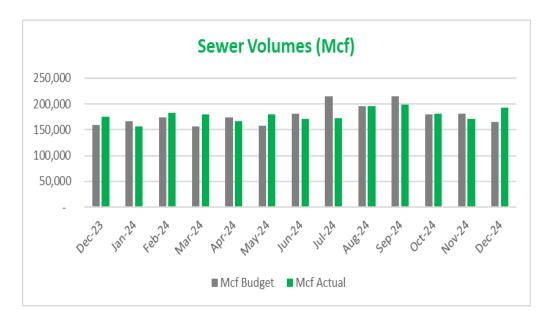


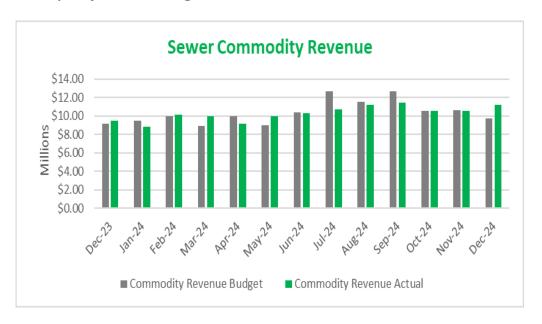






- December actual Volume exceeded the budget for the month by 16.4% and was 12.5% higher than actual November
 Volume and was 9.9% above December 2023 Volume.
- Year-to-date actual Sewer Volume was 3.3% under seasonally adjusted budget.
- December actual Commodity Revenue exceeded the budget for the month by 14.8% and was 6.1% higher than actual November Revenue and 17.8% over December 2023 Revenue.
- Year-to-date actual Commodity Revenue was 3.1% under seasonally adjusted budget.

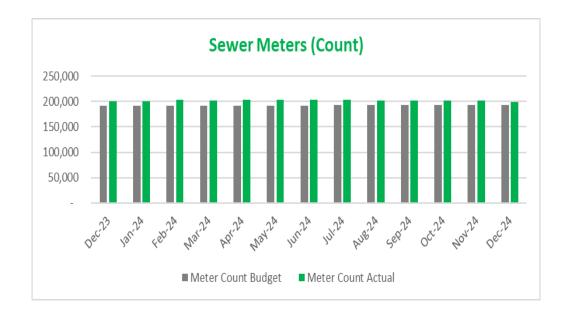


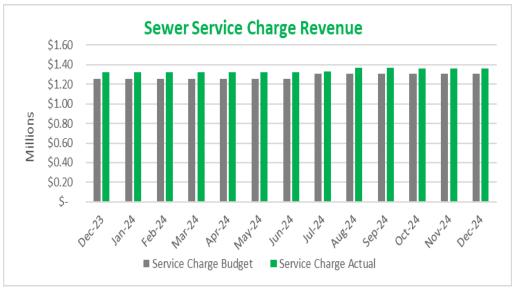






- December actual Sewer Meter Counts exceeded the budget for the month by 3.1% and was 1.2% lower compared to November Counts and was 0.4% lower than December 2023 Counts.
- Year-to-date actual Sewer Meter Counts exceeded budget by 4.4%.
- December actual Sewer Service Charge Revenue exceeded the budget for the month by 4.2% and was 0.2% lower compared to November Revenue and was 2.9% over December 2023 Revenue.
- Year-to-date actual Sewer Service Charge Revenue exceeded budget by 4.0%.

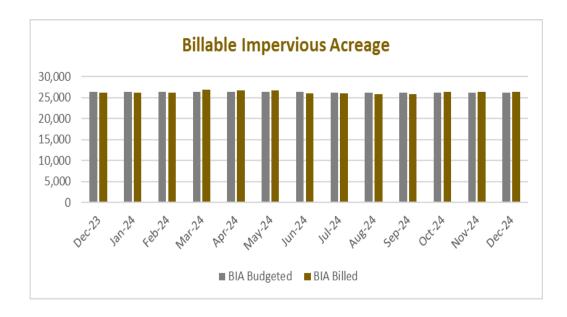


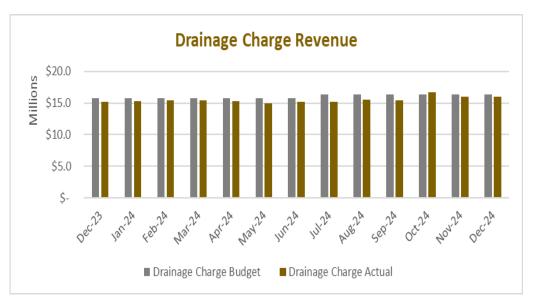


Drainage Charge Metrics and Revenues



- December actual Billable Impervious Acreage (BIA) exceeded the budget for the month by 1.1% and was 0.1% over compared to November actual BIA and was 1.0% over December 2023 actual BIA.
- Year-to-date actual BIA was 0.1% over budget.
- December actual Drainage Revenue fell short of the budget for the month by 2.2% and was 0.1% lower than actual
 November Revenue but was 5.6% over December 2023 actual Revenue.
- Year-to-date actual Drainage Charge Revenue was 3.3% under budget.





Quarterly Lifeline Review – as of December 31, 2024



<u>Lifeline Summary</u>	As o	f 12/31/2024	
Total amount forgiven at Enrollment	\$	47,980,000	Since September 2022
Less: Total Received via Governmental funding		(18,503,500)	
Less: Total Adjustments Made		(8,652,300)	
Balance Left (A)	\$	20,824,200	
Total GAP Arrears	\$	23,923,900	Since October 2022
Less: Paid by WRAP		(4,831,300)	
Gap Arrears Outstanding (B)	\$	19,092,600	
Total Outsatnding Enrollment + GAP arrears	\$	39,916,800	

		As of 12	2/31/2024
Lifeline Account Arrears Status	# of Accounts		<u>Amount</u>
Total Outstanding Balances	4,673	\$	994,000
Total Outstanding Balances > 60 Days	956	\$	137,600

- DWSD reduced account arrears for Lifeline enrollees by \$48.0 million since September 2022.
- Collected \$18.5 million from regional, state and federal grants.
- Wrote off \$8.7M not covered by grants or not eligible for reimbursement.
- Currently \$20.8 million outstanding and uncollected arrears (grant eligible).
- Reduced customer obligations by \$23.9 million by moving the difference between Lifeline Tiered amount(\$18/\$43/\$56) and the actual monthly bill to a GAP holding account (WRAP and/or grant eligible, when available).
- Collected \$4.8M against the GAP arrears from Water Residential Assistance Program (WRAP) leaving an outstanding balance of \$19.1 million (WRAP and/or grant eligible, when available).
- A total of \$39.9 million outstanding for Enrollment + GAP arrears. This amount has grown from \$35.1 million as of September 2024, \$26.7 million as of June 2024 and \$20.2 million as of March 31, 2024.
- A total of approximately \$1 million outstanding in current arrears for approximately 4,700 Lifeline accounts.
- DWSD's net exposure as of December was \$48.7 million (\$72.0 \$23.3) million.

Lifeline Funding Sources - Significant Shortfall





\$3.5M WRAP

(DWSD and

GLWA)

\$5.1M MDHHS Local Water Utility Affordability Program Grant

Current Funding Status:

\$11.2M Total for FY2025

- 1. \$3.5M WRAP (July 2024)
- 2. \$2.6M Michigan Water Affordability Grant (October 2023) WMCAA
- 3. \$5.1M MDHHS Water Utility Affordability Grant (April 2024) WMCAA

Water and Sewer Operating Revenue - Budget vs. Actual



For the Six M	ontl	n Ended D	ecer	nber 31, 2	202	4	
		(Amo	unt	s in thous	and	s)	
		Budget		Actual		Variance	%
Water Operating Revenue							
Commodity sales	\$	52,669	\$	55,880	\$	3,211	6.1%
Service charges		12,676		13,170		494	3.9%
Private firelines		1,069		992		(77)	-7.2%
Shared Services		589		389		(200)	-34.0%
Other GLWA reimbursement		1,142		637		(504)	-44.2%
Penalties and fees		1,850		2,374		524	28.3%
Total Operating Revenue	\$	69,995	\$	73,441	\$	3,446	4.9%

For the Six Month Ended December 31, 2024								
		(Amo	unt	s in thous	ands)		
		Budget		Actual	Variance		%	
Sewer Operating Revenue								
Commodity sales	\$	63,824	\$	65,774	\$	1,951	3.1%	
Service charges		7,832		8,095		263	3.4%	
Drainage charges		98,176		94,922		(3,254)	-3.3%	
Industrial waste charges		800		810		10	1.3%	
Shared Services		661		436		(225)	-34.0%	
Other GLWA reimbursement		2,423		1,264		(1,159)	-47.8%	
Penalties and fees		4,000		3,825		(175)	-4.4%	
Total Operating Revenue	\$	177,716	\$	175,128	\$	(2,588)	-1.5%	

• Fiscal 2025 Water Revenues were \$3.2 million (6.1%) over the straight-line budget for the first 6 months of the fiscal year. However, actual revenue fell short of the seasonally-adjusted budget by \$565K or 1% as shown non slide 13. The difference is due to seasonal variance and is expected to even out in the next 6 months.

- Fiscal 2025 Sewer Revenues were \$1.9 million (3.1%) over the straight—line budget for the first 6 months of the fiscal year. However, actual revue fell short of the seasonally-adjusted budget by \$2.1 million or 3.1% as shown on slide 15. The difference is due to seasonal variance and is expected to even out in the next 6 months.
- Drainage Charge Revenue fell short of budget estimates by \$3.3 million (3.3%). Decrease is due rate variance based on credits.
- Other GLWA reimbursement had a positive budget variance due to actual pension required reimbursement being lower than the budgeted amount.

Operating Expense By Appropriation - Budget vs. Actual



For the Six M	ontl	n Ended D (Amo				
		Budget	Actual		Variance	%
Combined Departmental Expens	е					
Administration	\$	888	\$ 941	\$	(53)	-6.0%
Operations		27,750	22,412		5,338	19.2%
Stores Inventory		-	414		(414)	N/A
Compliance		13,084	9,025		4,059	31.0%
Finance		7,863	5,612		2,251	28.6%
Customer Service		3,584	 3,199		385	10.7%
Total Departmental	\$	53,168	\$ 41,603	\$	11,565	21.8%

•	Operations variance due to variance in personnel cost for 32 vacancies
	offset in part by unbudgeted overtime. Also there was variance in
	contractual services expense due to delayed projects such as iTron,
	residential service Interruptions, GSI maintenance and restoration.

- Compliance variance is due to variance in personnel cost for 12 vacancies and also timing difference in spending certain IT expenses including Software, Telecommunication and Data Licensing agreements paid on an annual basis.
- For the Six Month Ended December 31, 2024 (Amounts in thousands) Budget Actual Variance **Combined Nondepartmental Expense** 0.5% \$ 117,310 \$ 116,689 \$ Wholesale charges 621 Legacy pension expense 1,250 1,250 0.0% 0.0% Retail Assistance Program 1,125 1,125 Bad debt expense 30,871 31,193 (323)-1.0% **Total Nondepartmental** \$ 150,555 \$ 150,257 \$ 298 0.2%
- Finance variance is due to variance in personnel cost for 12 vacancies. Also
 there was variance in contractual service expense due timing of expense
 such as for Internal and external audit services, a proposed Warehouse
 Consolidation project, and other consulting initiatives. Other Operating
 expense was under budget by \$1.2 million due to timing difference in
 spending for purchased services and equipment rentals.
- Customer Services had 7 vacancies.

Operating Expense By Object - Budget vs. Actual



For the Six M	ont	h Ended D	ece	mber 31, 2	202	4	
		(Amo	un	ts in thous	and	s)	
		Budget		Actual		Variance	%
Combined Operating Expense							
Salaries and Wages	\$	21,490	\$	18,683	\$	2,807	13.1%
Employee Benefits		8,136		6,886		1,249	15.4%
Contractual Services		11,762		6,964		4,798	40.8%
Supplies		6,067		5,697		371	6.1%
Wholes ale Charges		117,310		116,689		621	0.5%
Shared Services		1,385		1,111		274	19.8%
Utilities		1,803		978		825	45.8%
Other Operating		4,898		3,659		1,239	25.3%
Bad Debt Expense		30,871	_	31,193		(323)	-1.0%
Total Operating	\$	203,721	\$	191,860	\$	11,861	5.8%

- Salaries and Wages were 13.1% under budget for the year due to 63 vacancies across multiple cost centers. Expectation is to fill these positions soon.
- **Employee Benefits** were 15.4% under budget due to vacancies across multiple cost centers.
- Contractual Services variance of \$4.8 million is due to timing difference in spending for consulting and professional services across multiple cost centers. Variances were noted for certain Information Technology expenses including Software, Telecommunication and Data Licensing agreements paid on an annual basis, internal and external audit services, a proposed Warehouse Consolidation project and other consulting initiatives Also there was variance in contractual services expense due to delayed projects such as iTron, residential service Interruptions, GSI maintenance and restoration.
- Other Operating expense was under budget by \$1.2 million due to timing difference in spending for purchased services and equipment rentals.

THANK YOU!

Detroit Water & Sewerage Department

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