



# **MARCH 2020 REVIEW**

## **FINANCE COMMITTEE**

**May 6, 2020**

# Summary Financial Metrics



DETROIT  
Water & Sewerage  
Department

Month Ended Fiscal Quarter		Jul-19 2020.Q1	Aug-19 2020.Q1	Sep-19 2020.Q1	Oct-19 2020.Q2	Nov-19 2020.Q2	Dec-19 2020.Q2	Jan-20 2020.Q3	Feb-20 2020.Q3	Mar-20 2020.Q3	Apr-20 2020.Q4	May-20 2020.Q4	Jun-20 2020.Q4
Water Volumes	Target	286,871	288,810	246,846	228,814	218,154	216,372	228,259	225,150	222,601	215,049	230,957	254,554
	Actual	267,054	259,489	228,961	217,031	200,432	201,225	205,993	196,490				
	Status												
Total Active Meters	Target	178,000	178,000	178,000	178,000	178,000	178,000	178,000	178,000	178,000	178,000	178,000	178,000
	Actual	179,390	179,392	179,276	178,876	178,907	178,737	179,505	180,278	180,944			
	Status												
Billable Impervious Acreage	Target	27,688	27,688	27,688	27,688	27,688	27,688	27,688	27,688	27,688	27,688	27,688	27,688
	Actual	27,428	27,435	27,438	27,324	27,331	27,315	27,274	27,258	27,223			
	Status												
Days in Accounts Receivable - Residential	Target	200	200	200	200	200	200	200	200	200	200	200	200
	Actual	202	205	206	209	211	213	215	217	220			
	Status												
3-Month Rolling Average Collection Rate All Accounts	Target	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%	91%
	Actual	92%	92%	89%	91%	87%	94%	92%	97%	93%			
	Status												
3-Month Rolling Average Collection Rate Residential	Target	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%
	Actual	90%	91%	88%	89%	84%	87%	86%	94%	90%			
	Status												
Operating Cash Days on Hand	Target	120	120	120	120	120	120	120	120	120	120	120	120
	Actual	158	140	151	154	133	128	124	115	121			
	Status												
Days Payable Outstanding	Target	45	45	45	45	45	45	45	45	45	45	45	45
	Actual	45	47	42	33	44	40	56	47	40			
	Status												
Headcount	Target	650	650	650	650	650	650	650	650	650	650	650	650
	Actual	545	549	560	559	556	554	566	566	566			
	Status												
O&M Spending	Target	9,087,992	9,087,992	9,087,992	9,087,992	9,087,992	9,087,992	9,087,992	9,087,992	9,087,992	9,087,992	9,087,992	9,087,992
	Actual	5,594,628	4,772,076	4,634,899	7,588,645	8,862,911	7,442,072	10,838,566	8,249,329	8,396,863			
	Status												



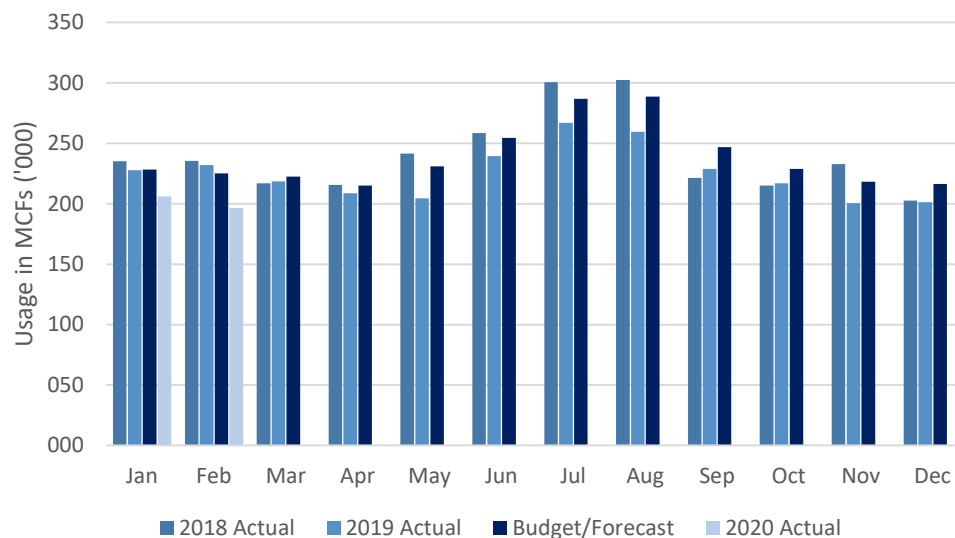
# Account Receivable Aging - Combined

Sales Class	# of Accounts	Avg. Balance	Current	> 30 Days	> 60 Days	> 180 Days	Accounts Receivable Balance
Residential	204,477	\$ 425.98	\$ 12,291,485	\$ 6,347,295	\$ 15,729,391	\$ 52,735,369	\$ 87,103,540
Commercial	20,684	1,522.15	7,125,695	2,087,108	5,100,303	17,171,009	31,484,115
Industrial	2,137	4,958.74	3,035,752	648,521	1,390,013	5,522,534	10,596,820
Tax Exempt	3,442	809.98	431,080	167,218	453,624	1,736,038	2,787,961
Government	65,461	321.39	2,897,174	1,710,561	4,614,080	11,816,522	21,038,336
Drainage	34,067	783.46	2,301,873	1,193,167	4,309,403	18,885,552	26,689,995
<b>Subtotal - Active Accounts</b>	<b>330,268</b>	<b>\$ 544.11</b>	<b>\$ 28,083,059</b>	<b>\$ 12,153,871</b>	<b>\$ 31,596,813</b>	<b>\$ 107,867,025</b>	<b>\$ 179,700,768</b>
			15.6%	6.8%	17.6%	60.0%	100.0%
Inactive Accounts	281,063	99.56	74,235	114,244	1,320,693	26,472,389	27,981,561
			0.3%	0.4%	4.7%	94.6%	100.0%
<b>Total</b>	<b>611,331</b>	<b>\$ 339.72</b>	<b>\$ 28,157,294</b>	<b>\$ 12,268,114</b>	<b>\$ 32,917,506</b>	<b>\$ 134,339,414</b>	<b>\$ 207,682,328</b>
<i>% of Total A/R</i>			13.6%	5.9%	15.8%	64.7%	100.0%
Water Fund	230,612	174.46	\$ 6,501,650	\$ 2,123,242	\$ 5,985,954	\$ 25,621,981	\$ 40,232,826
Sewer Fund	283,778	590.07	\$ 21,655,644	\$ 10,144,873	\$ 26,931,552	\$ 108,717,433	\$ 167,449,502
<b>Total</b>	<b>611,331</b>	<b>339.72</b>	<b>\$ 28,157,294</b>	<b>\$ 12,268,114</b>	<b>\$ 32,917,506</b>	<b>\$ 134,339,414</b>	<b>\$ 207,682,328</b>
Water Fund- Allowance							\$ (31,228,864)
Sewer Fund- Allowance							\$ (105,854,393)
<b>Total- Allowance</b>							<b>\$ (137,083,257)</b>
Totals from March, 2019	## 590,594	\$ 310.55	\$ 29,640,741	\$ 12,519,470	\$ 31,963,031	\$ 109,287,089	\$ 183,410,331
Total Receivable Increase (Decrease)			\$ (1,483,448)	\$ (251,356)	\$ 954,475	\$ 25,052,326	\$ 24,271,997



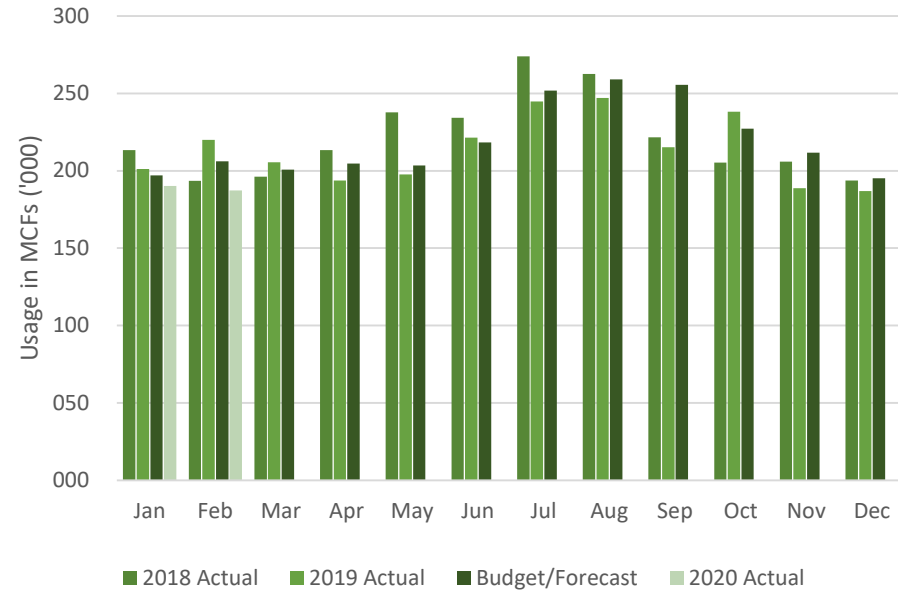
# Retail Water Customers – Volumes

Month	Volume (Mcf)				
	Prior Year	Budget	Current Year	Variance (Mcf)	Variance (%)
July	300,613	286,871	267,054	(19,817)	(6.9%)
August	302,476	288,810	259,489	(29,322)	(10.2%)
September	221,531	246,846	228,961	(17,885)	(7.2%)
October	215,105	228,814	217,031	(11,783)	(5.1%)
November	232,770	218,154	200,432	(17,722)	(8.1%)
December	202,686	216,372	201,225	(15,147)	(7.0%)
January	227,697	228,259	205,993	(22,266)	(9.8%)
February	232,094	225,150	196,490	(28,660)	(12.7%)
March	218,435	222,601			
April	208,812	215,049			
May	204,605	230,957			
June	239,368	254,554			
<b>Totals</b>	<b>2,806,192</b>	<b>2,862,438</b>	<b>1,776,676</b>	<b>(162,602)</b>	<b>(5.7%)</b>
Subtotals YTD	1,934,971	1,939,278	1,776,676	(162,602)	(8.4%)



# Retail Sewer Customers - Volumes

Month	Volume (Mcf)				
	Prior Year	Budget	Current Year	Variance (Mcf)	Variance (%)
July	273,862	251,738	244,810	(6,928)	(2.8%)
August	262,525	258,984	246,989	(11,995)	(4.6%)
September	221,660	255,527	215,119	(40,409)	(15.8%)
October	205,267	227,141	238,202	11,061	4.9%
November	205,806	211,617	188,779	(22,838)	(10.8%)
December	193,791	195,192	186,917	(8,276)	(4.2%)
January	201,171	197,099	190,230	(6,870)	(3.5%)
February	220,021	206,164	187,219	(18,945)	(9.2%)
March	205,424	200,672			
April	193,725	204,606			
May	197,705	203,480			
June	221,346	218,340			
<b>Totals</b>	<b>2,602,305</b>	<b>2,630,560</b>	<b>1,698,264</b>	<b>(105,198)</b>	<b>(4.0%)</b>
<i>Subtotals YTD</i>	<i>1,784,104</i>	<i>1,803,463</i>	<i>1,698,264</i>	<i>(105,198)</i>	<i>(5.8%)</i>





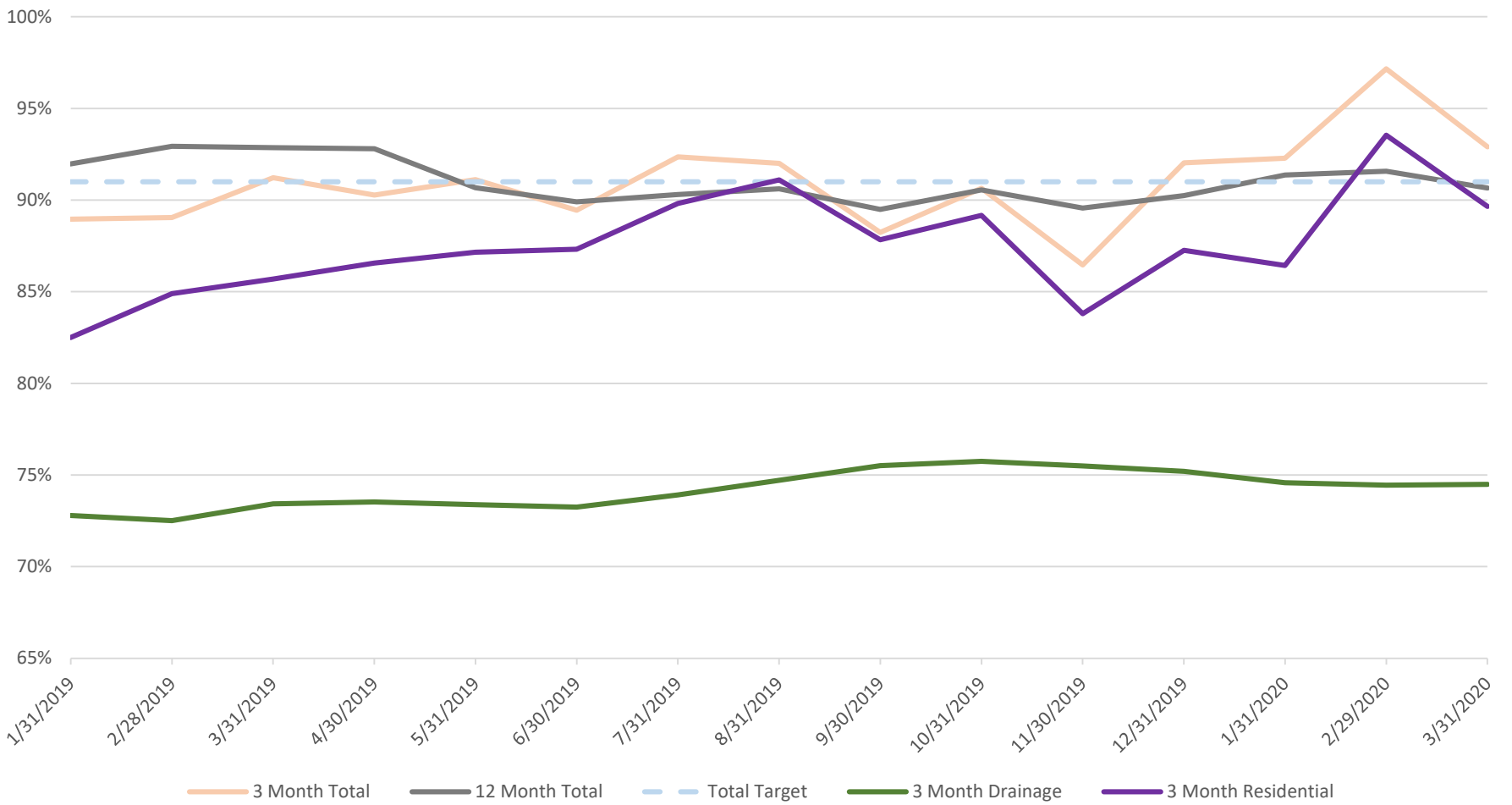
# Retail Customers - Revenue

Month	Revenue (\$)				
	Prior Year	Budget	Current Year	Variance (\$)	Var (%)
July	\$ 10,203,409	\$ 9,909,302	\$ 9,802,572	\$ (106,730)	(1.1%)
August	9,833,149	9,698,584	9,601,097	(97,486)	(1.0%)
September	8,996,692	9,159,992	8,811,834	(348,158)	(3.8%)
October	8,010,524	8,288,490	8,578,738	290,249	3.5%
November	8,325,013	8,078,402	7,879,694	(198,709)	(2.5%)
December	7,659,930	7,975,070	7,811,106	(163,963)	(2.1%)
January	8,250,078	8,282,968	7,981,382	(301,586)	(3.6%)
February	8,649,072	8,294,177	7,748,377	(545,800)	(6.6%)
March	8,165,904	8,159,386			
April	8,014,291	8,120,879			
May	7,867,637	8,499,721			
June	8,628,374	9,084,129			
<b>Totals</b>	<b>\$ 102,604,072</b>	<b>\$ 103,551,100</b>	<b>\$ 68,214,800</b>	<b>\$ (1,472,184)</b>	<b>(1.4%)</b>
Subtotals YTD	\$ 69,927,867	\$ 69,686,984	\$ 68,214,800	\$ (1,472,184)	(2.1%)

Month	Revenue (\$)				
	Prior Year	Budget	Current Year	Variance (\$)	Var (%)
July	\$ 27,851,140	\$ 28,535,420	\$ 28,173,374	\$ (362,046)	(1.3%)
August	27,401,816	28,327,270	28,200,039	(127,230)	(0.4%)
September	25,552,254	26,788,442	26,553,924	(234,518)	(0.9%)
October	24,230,273	26,444,548	27,673,580	1,229,033	4.6%
November	24,314,979	25,759,684	24,849,834	(909,849)	(3.5%)
December	23,925,500	25,905,017	24,976,594	(928,424)	(3.6%)
January	24,407,247	26,341,264	24,981,611	(1,359,654)	(5.2%)
February	25,593,281	26,312,394	24,648,249	(1,664,145)	(6.3%)
March	24,648,366	26,467,728			
April	23,882,510	25,894,612			
May	24,144,077	27,185,600			
June	25,367,765	27,376,921			
<b>Totals</b>	<b>\$ 301,319,207</b>	<b>\$ 321,338,900</b>	<b>\$ 210,057,205</b>	<b>\$ (4,356,834)</b>	<b>(1.4%)</b>
Subtotals YTD	\$ 203,276,489	\$ 214,414,039	\$ 210,057,205	\$ (4,356,834)	(2.0%)



# Collection Rates





# Treasury Update

NiKole Howard-Whitsett  
March 2020





# Cash Balance Summary

	Water Fund		Sewer Fund	
	6/30/2019	3/31/2020	6/30/2019	3/31/2020
<b>Unrestricted</b>				
Operating	\$ 21,445,600	\$ 15,141,904	\$ 29,311,394	\$ 20,879,921
Improvement and Extension	51,339,530	51,305,809	29,496,043	21,381,859
Pension	495	\$ 2,167,171	433	\$ 2,092,677
	<u>\$ 72,785,624</u>	<u>\$ 68,614,884</u>	<u>\$ 58,807,870</u>	<u>\$ 44,354,457</u>
<b>Restricted</b>				
Bond	15,603,119	1,829,570	92,214,940	76,805,069
Affordability	1,334,862	1,432,936	-	
Retainage	4,665,490	6,132,187	3,500,334	4,045,534
Construction	564,950	324,752	500,748	316,571
	<u>\$ 22,168,420</u>	<u>\$ 9,719,444</u>	<u>\$ 96,216,023</u>	<u>\$ 81,167,174</u>
<b>Total Cash</b>	<b><u>\$ 94,954,044</u></b>	<b><u>\$ 78,334,328</u></b>	<b><u>\$ 155,023,892</u></b>	<b><u>\$ 125,521,631</u></b>



# Insured Cash Balances By Institution

<b>Banking Institution</b>	<b>Insured</b>	<b>Uninsured</b>	<b>Total</b>
Comerica	\$ 72,693,962	\$85,087,649	\$ 157,781,611
First Independence	38,962,912	2,259,659	41,222,570
JP Morgan Chase	424,308	1,182,936	1,607,244
US Bank	500,000	2,744,533	3,244,533
<b>Total Cash</b>	<b>\$112,581,182</b>	<b>\$91,274,777</b>	<b>\$203,855,959</b>

# Thank You



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