



# **Financial Review**

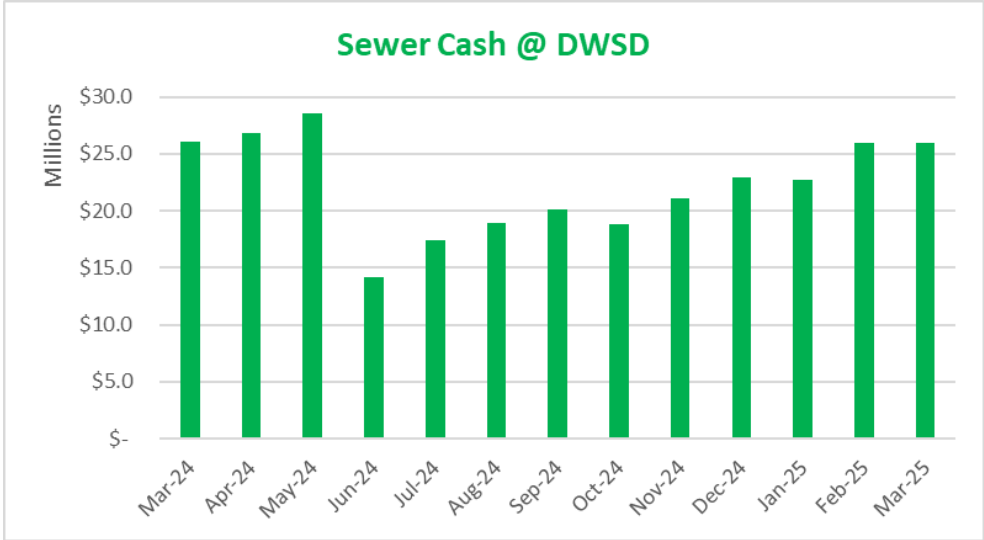
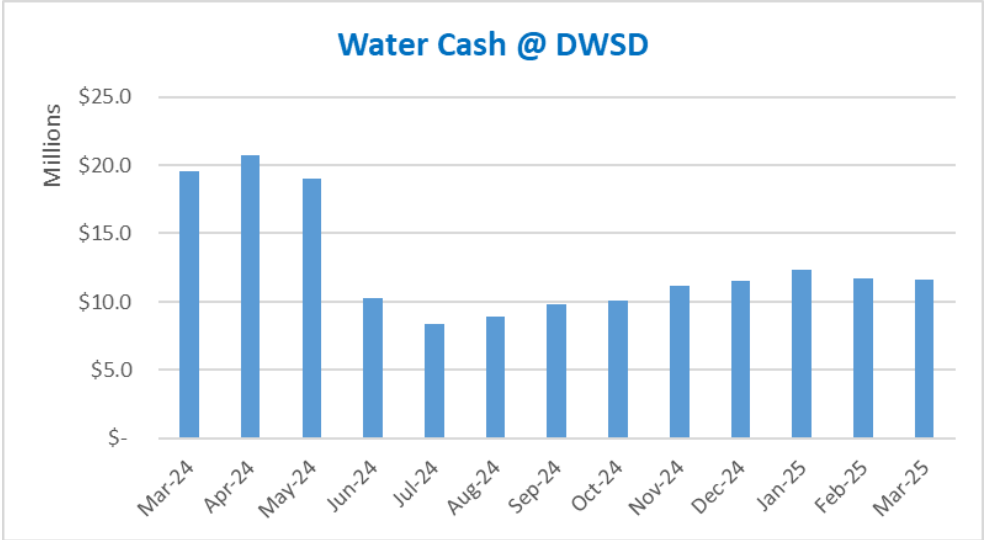
## **March 2025**

BOWC Finance Committee

June 4, 2025

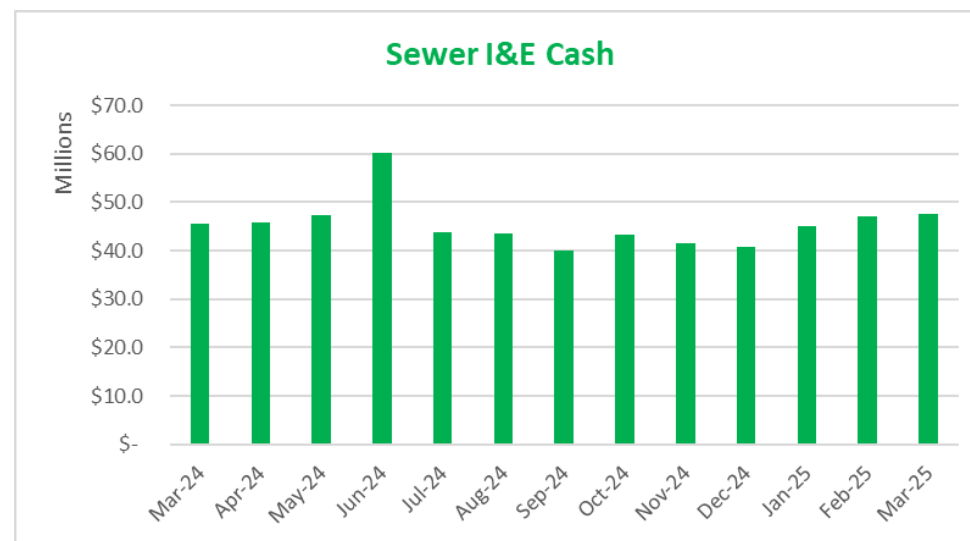
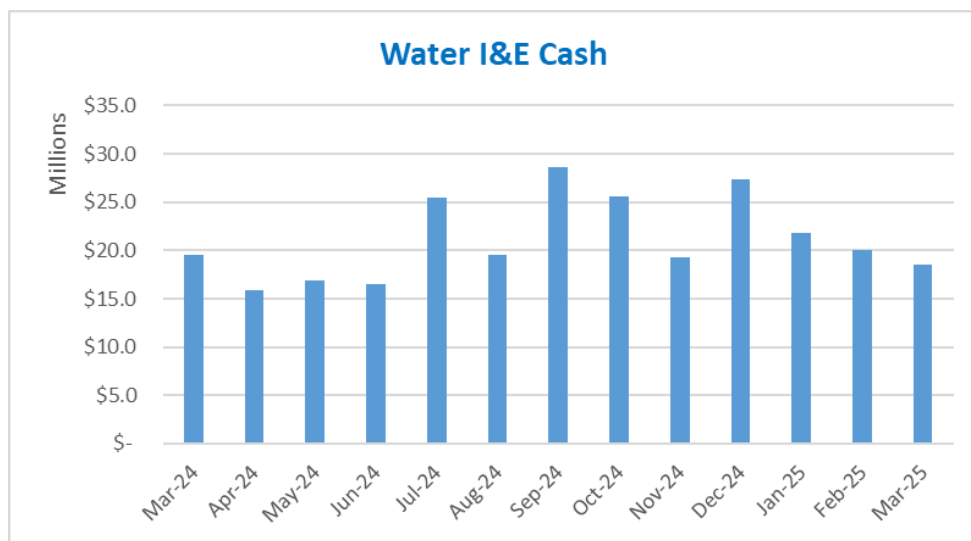
# March 2025 Highlights – Operating Cash

- 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), Trust accounts and Construction accounts amounted to \$282.8 million (\$123.9 million in the Water Fund and \$158.9 million in the Sewer Fund). This represents an overall decrease of \$6.1 million over the February balance.
- Water Operating Cash** of \$11.6 million decreased by \$102,000 over the previous month.
- Sewer Operating Cash** of \$25.9 million increased by \$7,000 over the previous month.



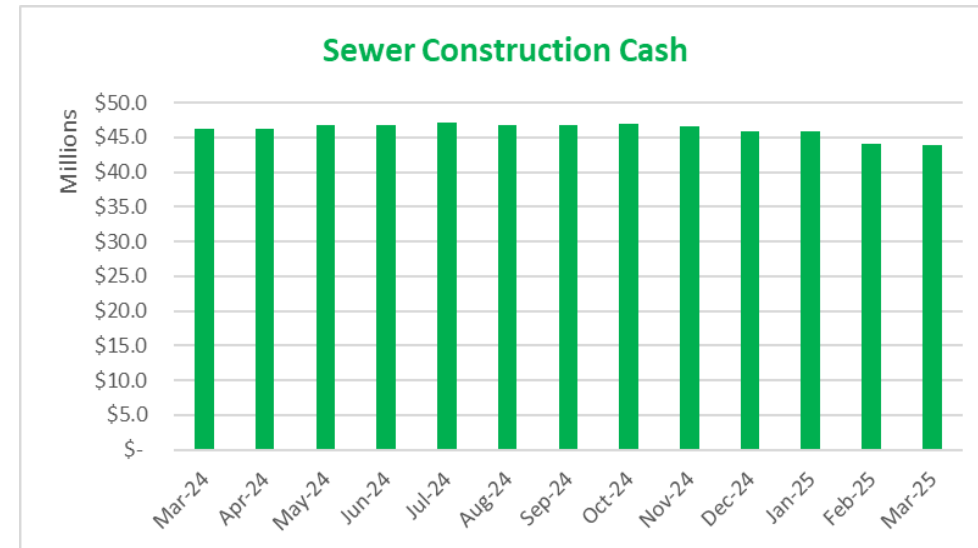
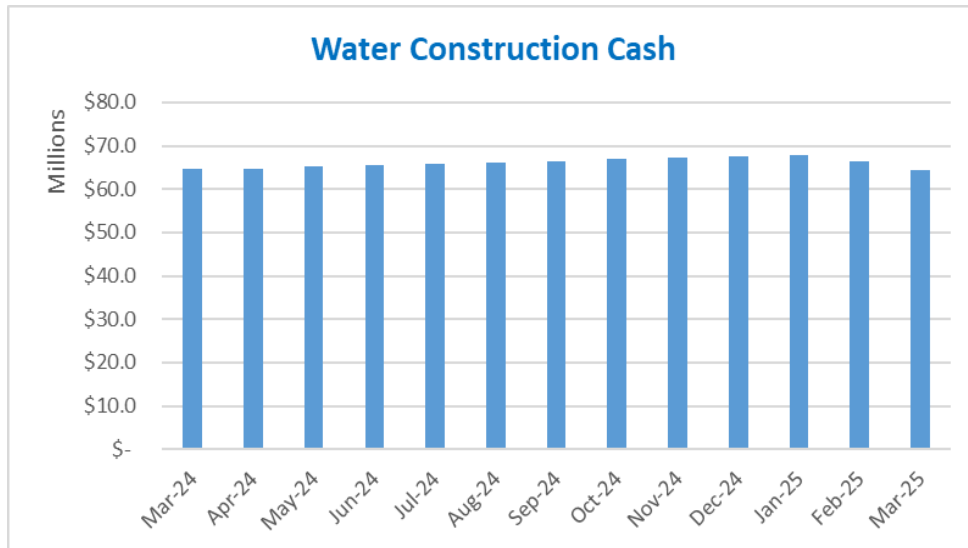
## March 2025 Highlights – Improvement & Extension (I&E) Cash

- DWSD continues to spend down I&E and Construction Cash in support of its Capital Improvement Program.
- Water I&E Cash** amounted to \$18.5 million at the end of March, a decrease of \$1.6 million over February balance.
- Sewer I&E Cash** amounted to \$47.7 million at the end of March, an increase of \$600,000 over February balance.



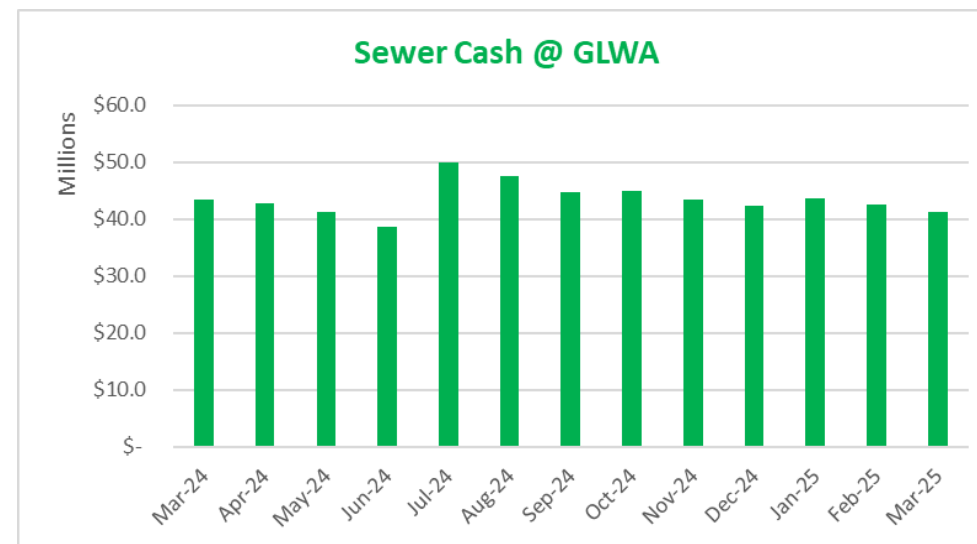
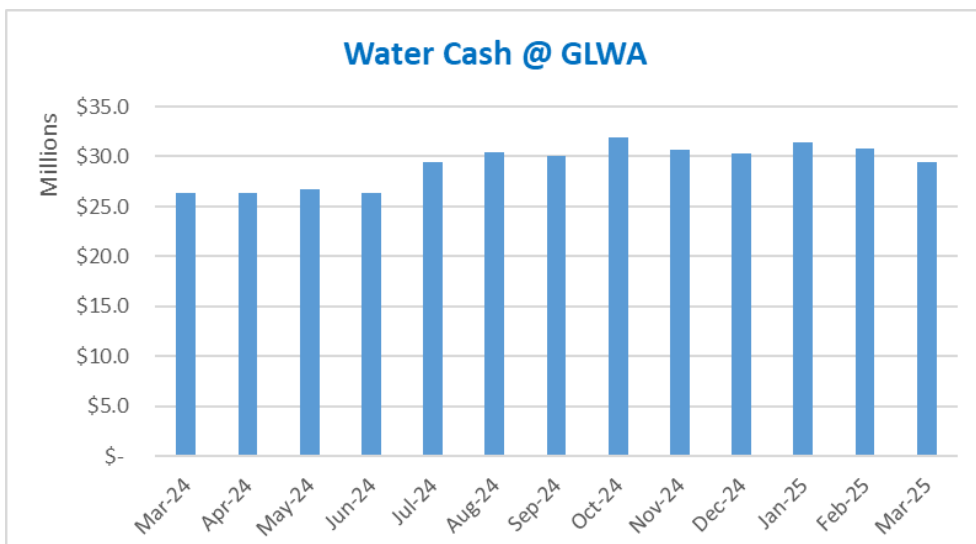
## March 2025 Highlights – Construction Cash

- **Water Construction Cash** amounted to \$64.3 million at the end of March, a decrease of \$2.2 million over February balance.
- **Sewer Construction cash** amounted to \$43.9 million at the end of March, a decrease of \$288,000 over February balance.



## March 2025 Highlights – Cash Held in Trust

- **Water Cash @ GLWA** amounted to \$29.5 million at the end of March, a decrease of \$1.3 million over February balance.
- Retail Water receipts of \$8.9 million in March fell short of the target collection by \$1.3 million for the month.
- **Sewer Cash @ GLWA** amounted to \$41.4 million at the end of March, a decrease of \$1.2 million over February balance.
- Retail Sewer receipts of \$23.9 million in March fell short of the target collection by \$1.2 million for the month.



# Quarterly Summary of Cash by Fund



(Amounts in thousands)

	<u>6/30/2024</u>		<u>9/30/2024</u>		<u>12/31/2024</u>		<u>3/31/2025</u>	
<b>Water Funds</b>								
Operating	\$ 10,274	4.8%	\$ 9,858	4.7%	\$ 11,535	5.3%	\$ 11,621	5.5%
Improvement & Extension	16,531	7.7%	28,630	13.5%	27,338	12.6%	18,494	8.7%
Construction	65,532	30.7%	66,378	31.3%	67,555	31.3%	64,319	30.3%
	<u>92,336</u>	<u>43.3%</u>	<u>104,866</u>	<u>49.5%</u>	<u>106,428</u>	<u>49.2%</u>	<u>94,434</u>	<u>44.6%</u>
<b>Sewer Funds</b>								
Operating	14,136	6.6%	20,161	9.5%	22,939	10.6%	25,912	12.2%
Improvement & Extension	60,146	28.2%	40,048	18.9%	40,858	18.9%	47,698	22.5%
Construction	46,845	21.9%	46,867	22.1%	45,947	21.3%	43,883	20.7%
	<u>121,127</u>	<u>56.7%</u>	<u>107,076</u>	<u>50.5%</u>	<u>109,744</u>	<u>50.8%</u>	<u>117,492</u>	<u>55.4%</u>
<b>Total Cash and Investments</b>	<u>\$ 213,463</u>	<u>100.0%</u>	<u>\$ 211,942</u>	<u>100.0%</u>	<u>\$ 216,172</u>	<u>100.0%</u>	<u>\$ 211,926</u>	<u>100.0%</u>

\* Amounts include DWSD Treasury, Common Cash Pool and Imprest cash account balances.

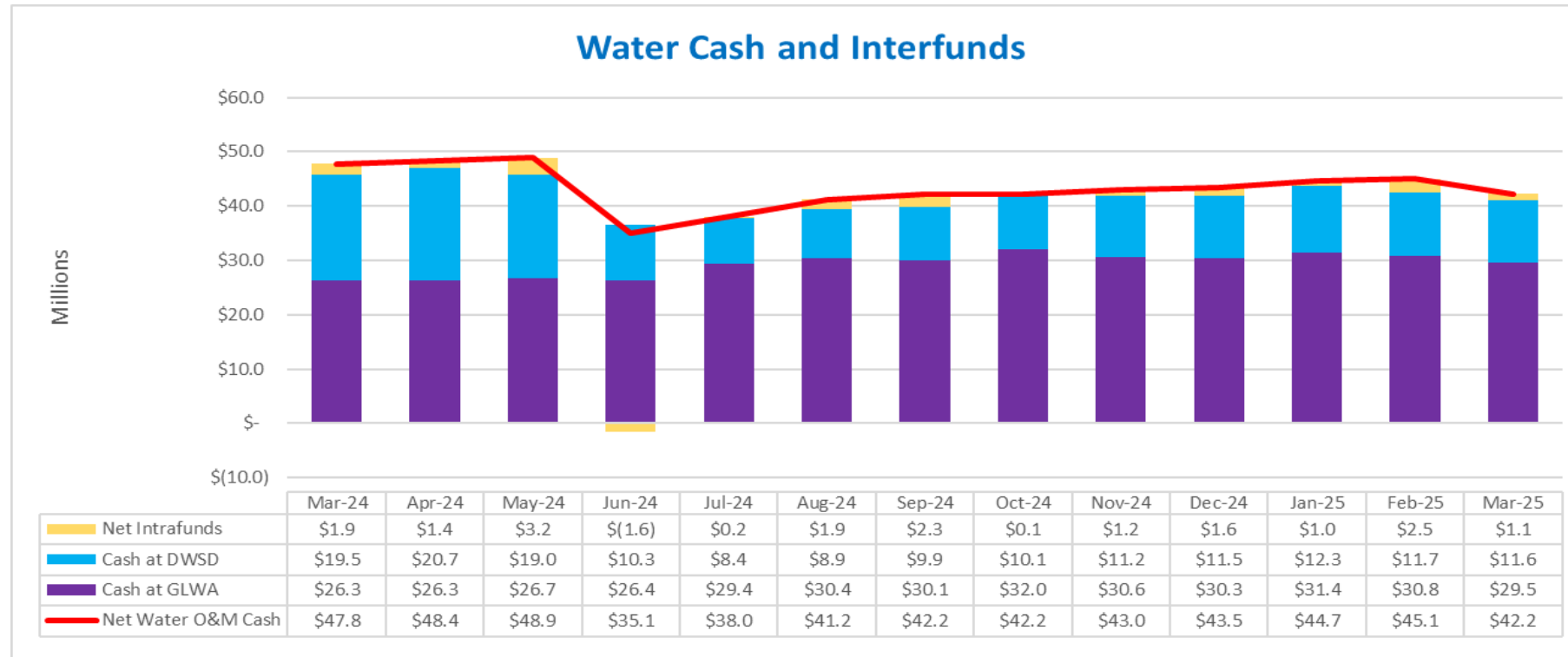
# Quarterly Summary of Cash & Investments by Financial Institution\*



	(Amounts in thousands)							
	6/30/2023		6/30/2024		12/31/2024		3/31/2025	
SUMMARY BY INSTITUTION								
US Bank	\$ 2,847	1.3%	\$ 3,588	1.7%	\$ 30	0.0%	\$ 373	0.2%
JP Morgan Chase	1,859	0.8%	1,947	0.9%	1,993	0.9%	2,016	0.9%
First Independence	30,696	14.0%	32,970	15.4%	40,213	18.1%	40,762	19.1%
Comerica	20,904	9.5%	10,090	4.7%	19,834	8.9%	21,952	10.3%
GovMIC	163,714	74.4%	164,890	77.2%	160,076	72.1%	148,650	69.5%
Total Cash and Investments	\$ 220,020	100.0%	\$ 213,485	100.0%	\$ 222,145	100.0%	\$ 213,753	100.0%
Water Funds								
Operating	\$ 23,530	10.7%	\$ 10,294	4.8%	\$ 12,417	5.6%	\$ 12,431	5.8%
Improvement & Extension	33,368	15.2%	16,531	7.7%	28,035	12.6%	18,867	8.8%
Construction Series 2020A	63,826	29.0%	65,532	30.7%	67,555	30.4%	64,550	30.2%
	120,723	54.9%	92,357	43.3%	108,007	48.6%	95,848	44.8%
Sewer Funds								
Operating	16,403	7.5%	14,135	6.6%	23,346	10.5%	26,141	12.2%
Improvement & Extension	38,134	17.3%	60,146	28.2%	44,437	20.0%	47,532	22.2%
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%	46,354	20.9%	44,231	20.7%
	99,296	45.1%	121,128	56.7%	114,138	51.4%	117,905	55.2%
Total Cash and Investments	\$ 220,020	100.0%	\$ 213,485	100.0%	\$ 222,145	100.0%	\$ 213,753	100.0%

\* Amounts reflect bank balances and differ from trial balance due to timing difference and reconciling items.

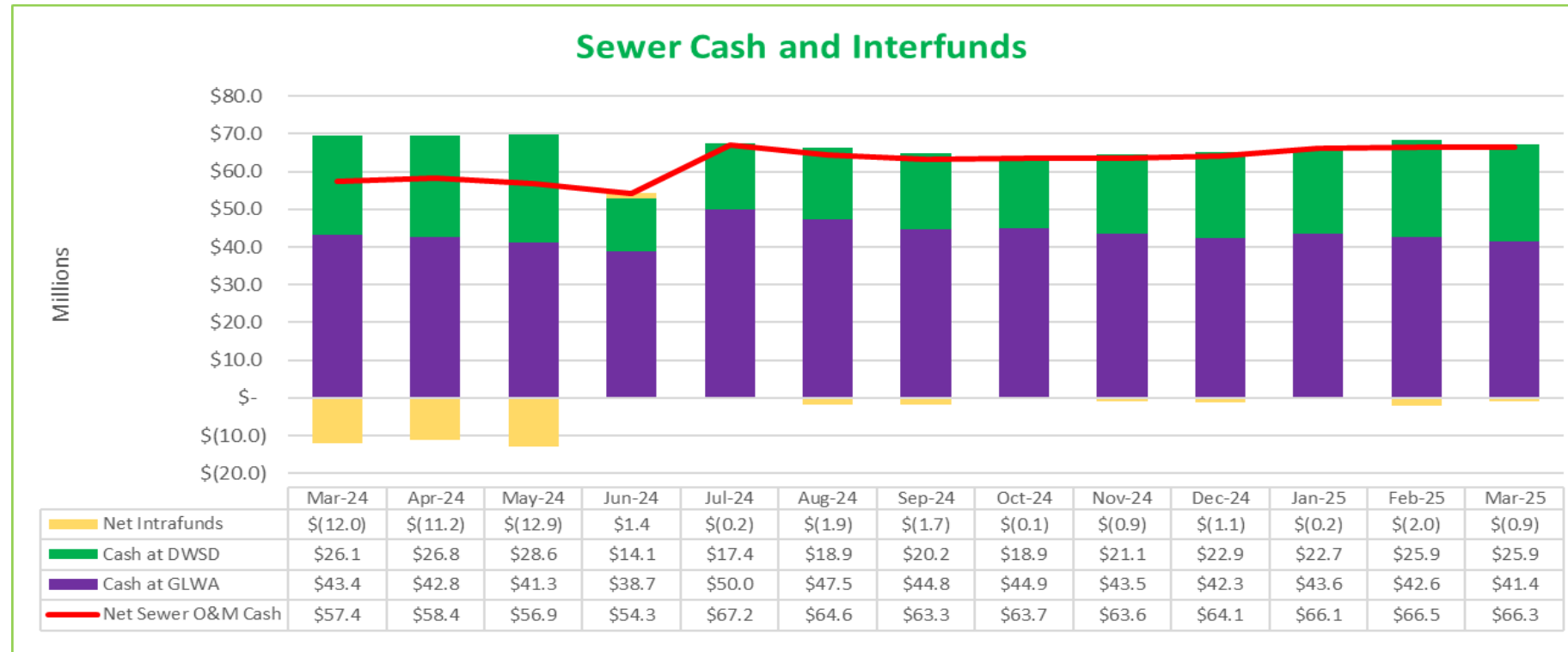
# Net Operating Cash and Interfund Balances – Water Fund



- *Net Water Operating Cash* and Interfund balances generally are on a positive trend beginning of Fiscal 2025.
- *Net Water Operating Cash and Interfund* balances as of March amounted to \$42.2 million, representing a decrease of \$5.6 million over the past year. Decrease is mainly due to payment made to the City in June for the inventory module DWSD acquired offset by receipt of tax roll money in July.



# Net Operating Cash and Interfund Balances – Sewer Fund



- *Net Sewer Operating Cash* and Interfund balances are generally on a positive trend beginning of Fiscal 2025.
- *Net Sewer Operating Cash and Interfund* balances as of March amounted to \$66.3 million, representing an increase of \$8.9 million over the past year. The increase can be seen in July due to collection of Tax Roll money.

# Comparative Accounts Receivable



- March sales of \$40.7 million increased by \$489,000 (1.2%) compared to February sales of \$40.2 million.
- Receivables of \$320.6 million for total active accounts increased by \$8.0 million (2.6%) compared to February receivables of \$312.5 million.
- More than 50% of this increase is attributed to Active Residential Accounts Receivable which increased by \$4.4 million (2.0%).
- March's cash collection of \$33.3 million is consistent with February's collection of \$32.8 million.
- Allowance for Doubtful Accounts are 76.0% of the Total Accounts Receivable (including Tax Roll Transfer) balance as of March.

Sales Class	June 30, 2024			February 28, 2025			March 31, 2025		
	Sales	Receivables	Days in AR	Sales	Receivables	Days in AR	Sales	Receivables	Days in AR
Residential	\$ 16,323,530	\$ 194,421,286	357	\$ 17,552,103	\$ 220,709,775	377	\$ 17,761,420	\$ 225,133,875	380
Commercial	8,418,084	28,005,835	100	8,462,020	28,918,106	103	8,576,961	29,949,788	105
Industrial	5,410,839	13,952,124	77	5,325,793	12,384,211	70	5,271,675	12,998,594	74
Tax Exempt	714,440	2,738,594	115	733,954	2,842,297	116	771,105	2,945,825	115
Government	4,639,256	19,324,545	125	4,663,081	20,878,981	134	4,728,509	22,516,595	143
Drainage Only	3,522,661	28,647,608	244	3,501,515	26,789,367	230	3,617,879	27,031,546	224
<b>Total Active Accounts</b>	<b>\$ 39,028,810</b>	<b>287,089,991</b>	<b>221</b>	<b>\$ 40,238,466</b>	<b>312,522,736</b>	<b>233</b>	<b>\$ 40,727,549</b>	<b>320,576,223</b>	<b>236</b>
Inactive Accounts Receivable		37,776,601			47,892,619			47,753,330	
<b>Total Accounts Receivable</b>		<b>324,866,592</b>			<b>360,415,356</b>			<b>368,329,554</b>	
Allowance for Doubtful Accounts		(249,922,100)			(290,349,894)			(295,595,683)	
<b>Net Accounts Receivable</b>		<b>\$ 74,944,492</b>			<b>\$ 70,065,462</b>			<b>\$ 72,733,871</b>	
Tax Roll Transfer					21,057,563			20,495,069	
<b>Total</b>					<b>\$ 91,123,025</b>			<b>\$ 93,228,940</b>	

\*DWSD continues to monitor its Receivable balances and appropriate allowances are made to account for uncertainty of collection.

# Quarterly Accounts Receivable Aging



March 31, 2025

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	\$ 16,279,191	\$ 10,392,835	\$ 8,521,863	\$ 22,809,771	\$ 25,872,322	\$ 19,463,253	\$ 121,794,640	\$ 225,133,875
Commercial	7,675,207	2,656,302	2,016,032	4,683,146	3,544,536	2,854,170	6,520,395	29,949,788
Industrial	5,361,509	762,639	578,454	1,416,087	997,831	820,707	3,061,367	12,998,594
Tax Exempt	627,451	227,489	168,547	472,007	372,103	284,318	793,911	2,945,825
Government	4,755,915	2,624,632	(329,569)	4,810,673	755,558	642,768	9,256,619	22,516,595
Drainage	2,236,630	1,083,898	988,134	2,800,148	2,451,136	2,277,049	15,194,552	27,031,546
<b>Subtotal - Active Accounts</b>	<b>36,935,902</b>	<b>17,747,795</b>	<b>11,943,462</b>	<b>36,991,833</b>	<b>33,993,485</b>	<b>26,342,263</b>	<b>156,621,482</b>	<b>320,576,223</b>
Tax Roll Transfer								20,495,069
Inactive	215,968	165,101	140,489	903,018	1,621,649	1,514,600	43,192,504	47,753,330
<b>Total</b>	<b>\$ 37,151,870</b>	<b>\$ 17,912,897</b>	<b>\$ 12,083,952</b>	<b>\$ 37,894,850</b>	<b>\$ 35,615,135</b>	<b>\$ 27,856,864</b>	<b>\$ 199,813,987</b>	<b>\$ 388,824,623</b>
<b>% of Total A/R</b>	<b>9.6%</b>	<b>4.6%</b>	<b>3.1%</b>	<b>9.7%</b>	<b>9.2%</b>	<b>7.2%</b>	<b>51.4%</b>	<b>100.0%</b>

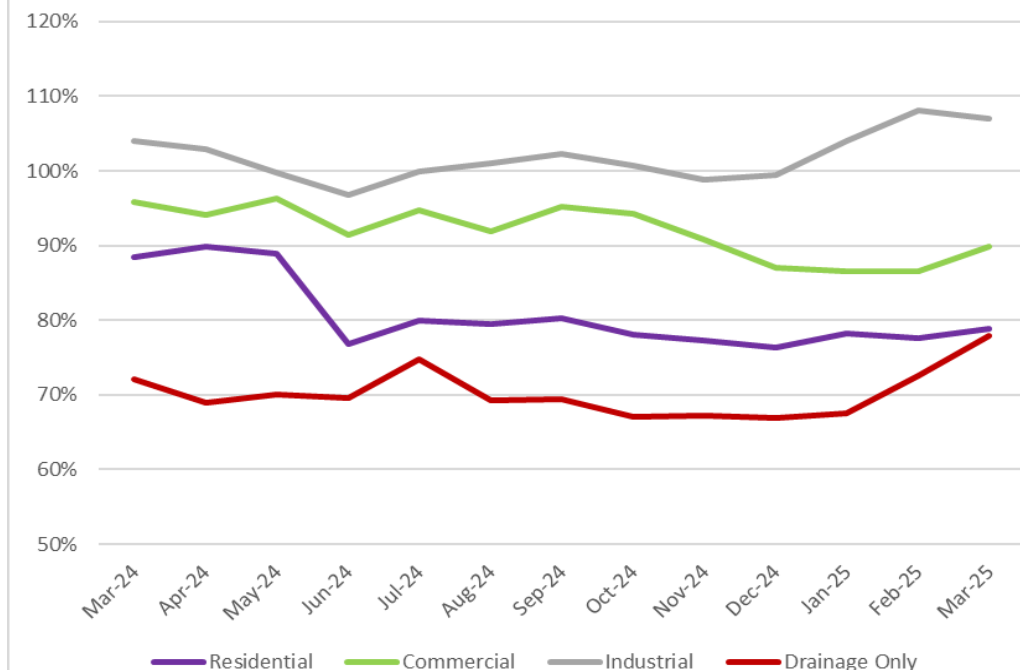
- \$156.6 million or 48.8% of the total active receivables balance of \$320.6 million is over one year past due. Residential accounts for 77.8% of the total past one-year due balance for active receivables.
- Within the Residential class, more than half (54.1 %) of active receivables are over one year past due.
- Uncollected accounts receivable are generally carried for five years until the statutory lien expires.

# Collection Rates



Water & Sewerage  
Department

3-Month Rolling Average Collection Rates

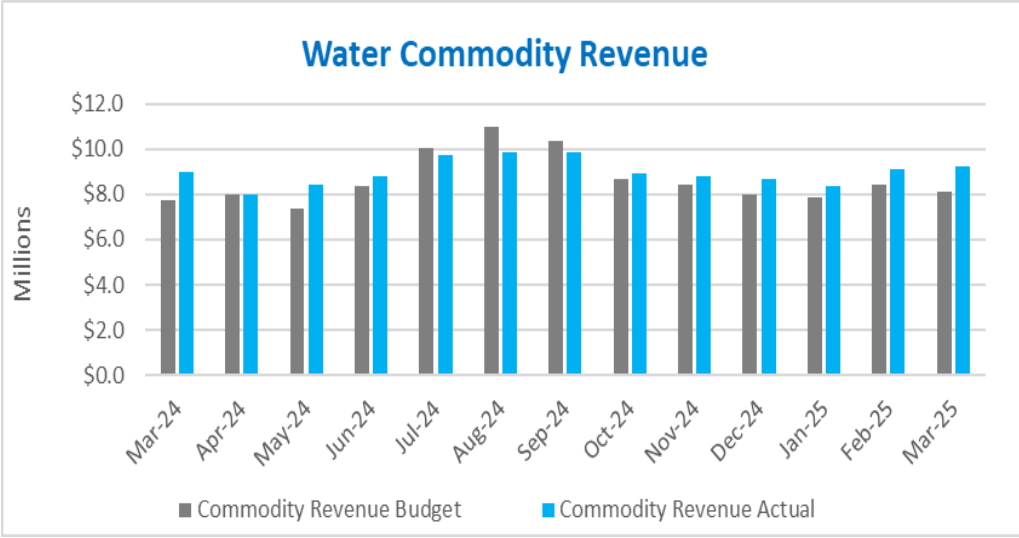
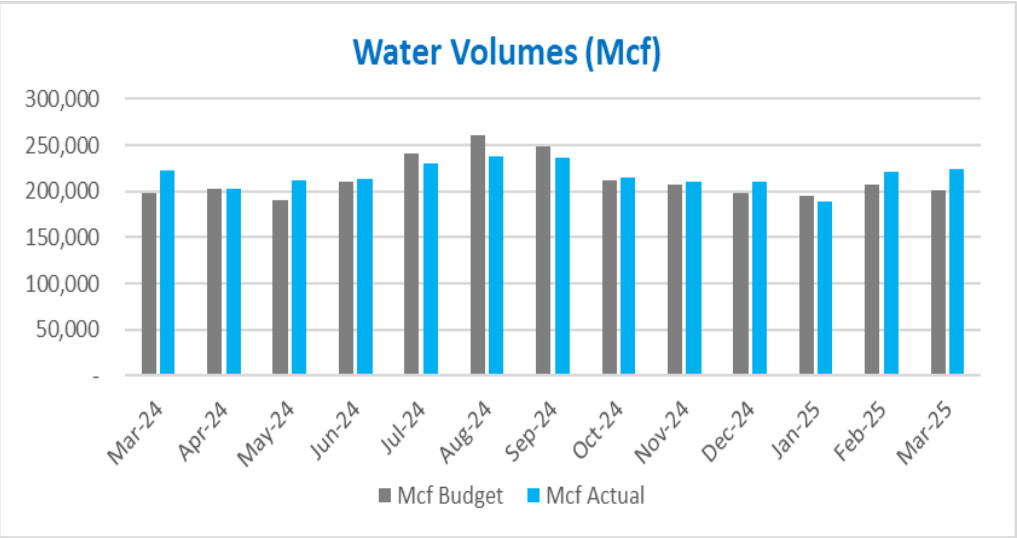


	Jan-25	Feb-25	Mar-25	3 - Month
Customer Class	Coll Rate	Coll Rate	Coll Rate	Rolling Average
Residential	86.1%	73.4%	77.5%	78.9%
Commercial	98.9%	81.0%	90.6%	89.9%
Industrial	117.0%	109.4%	95.7%	107.0%
Tax Exempt	89.2%	81.2%	89.3%	86.6%
Government	66.5%	157.8%	69.7%	83.7%
Drainage Only	74.2%	73.5%	86.1%	77.8%

- **Residential** collection rate for the last three months have averaged at 78.9%, an improvement from 77.5% as of February. March collections stood at 77.5% compared to 73.4% in February but down from 86.1% January's collection rate.
- **Commercial and Industrial** Commercial 3-month rolling averaged at 89.9%, an increase from 86.6% February's 3-month average. March's collection rate stood at 90.6%, an increase from February's collection rate of 81.0% but down from 98.9% January collection rate. Industrial average for 3 months stood at 107%, slightly down from average of 108.1% as of February. March's collection rate stood at 95.7%, down from February's rate of 109.4% and January's rate of 117.0%.
- **Drainage Only** 3-month average collection rate stood at 77.8% as of March. This is an increase from 72.6% as of February. March collection rate was 86.1% is an improvement over February's collection rate of 73.9% and January's rate of 74.2%.
- Residential and Drainage only collections rates continue to be a concern.
- March combined collection rate of 82.7% for all active customer classes was lower than February's combined collection rate of 86.7%. The 3-month moving average rate for all active customer classes stood at 85.5%.

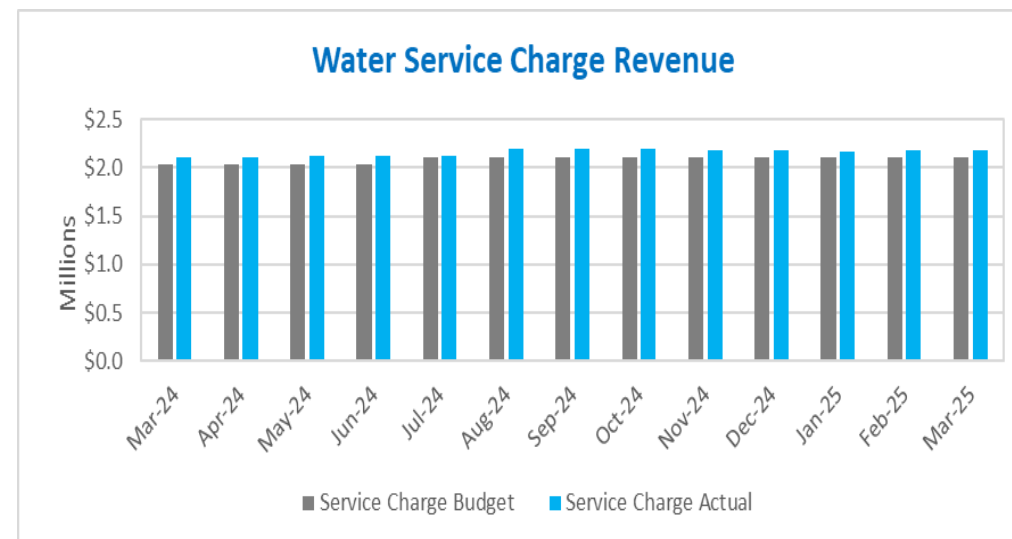
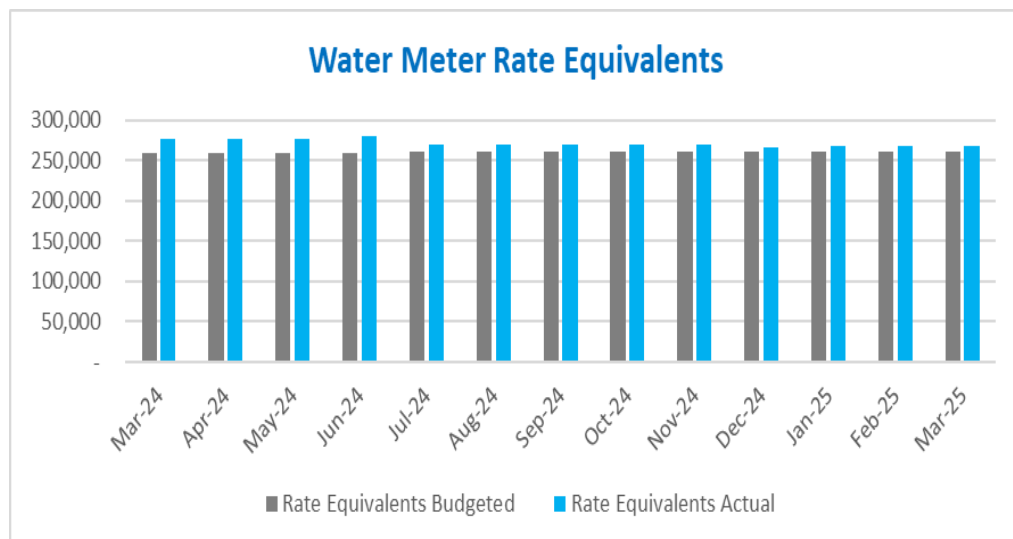
# Water Commodity Metrics and Revenues

- March actual Volume exceeded the budget for the month by 11.7% and was 1.3% higher than actual February Volume and 0.6% above actual March 2024 Volume.
- Year-to-date basis, actual Water Volume was 0.3% over seasonally adjusted budget.
- March actual Commodity Revenue exceeded the budget for the month by 14.2% and was 1.6% higher than actual February Revenue and 3.3% above March 2024 Revenue.
- Year-to-date basis, actual Commodity Revenue was 2.3% above seasonally adjusted budget.



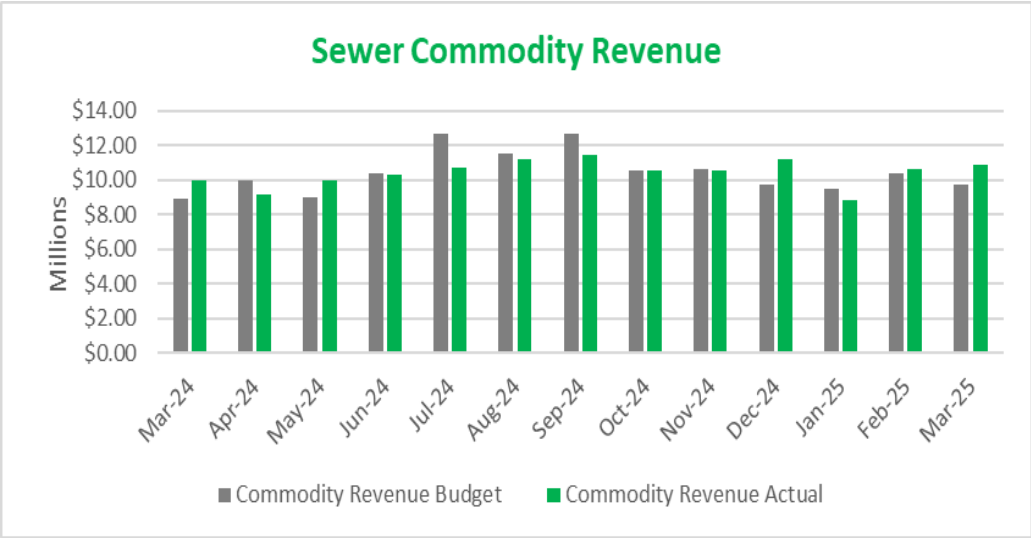
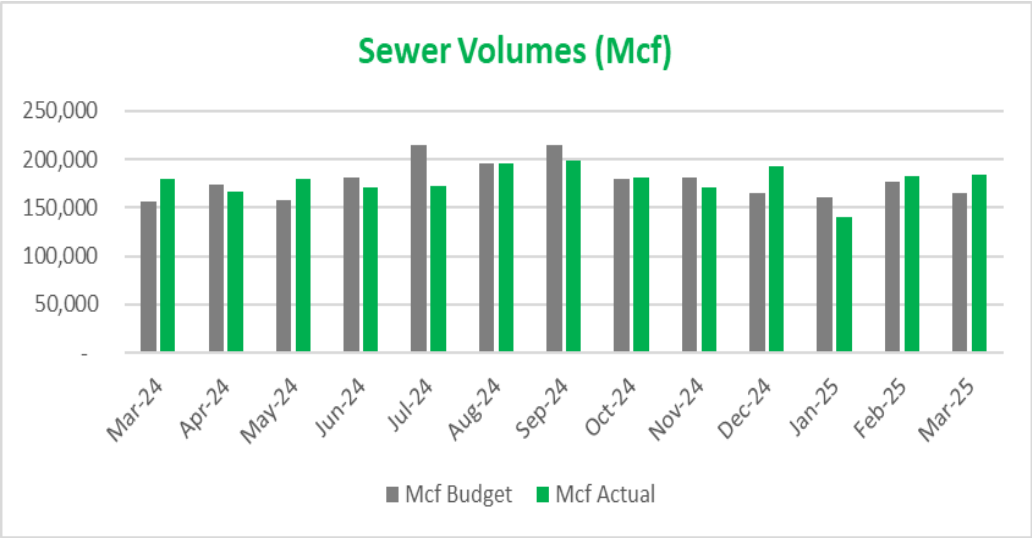
# Water Service Charge Metrics and Revenues

- March actual Meter Equivalents exceeded the budget for the month by 2.6% but was 0.3% lower than February Equivalents and 3.5% below March 2024 Equivalents.
- Year-to-date actual Water Meter Equivalents exceeded budget by 2.9%.
- March actual Water Service Charge Revenue exceeded the budget for the month by 3.2% but was 0.4% lower than February Revenue and 3.2% above March 2024 Revenue.
- Year-to-date actual Water Service Charge Revenue exceeded budget by 3.2%.



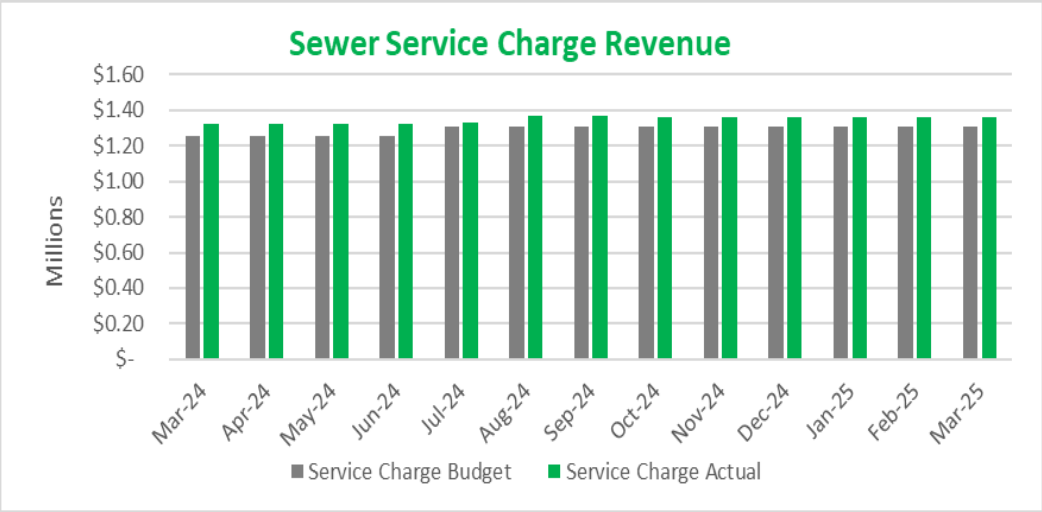
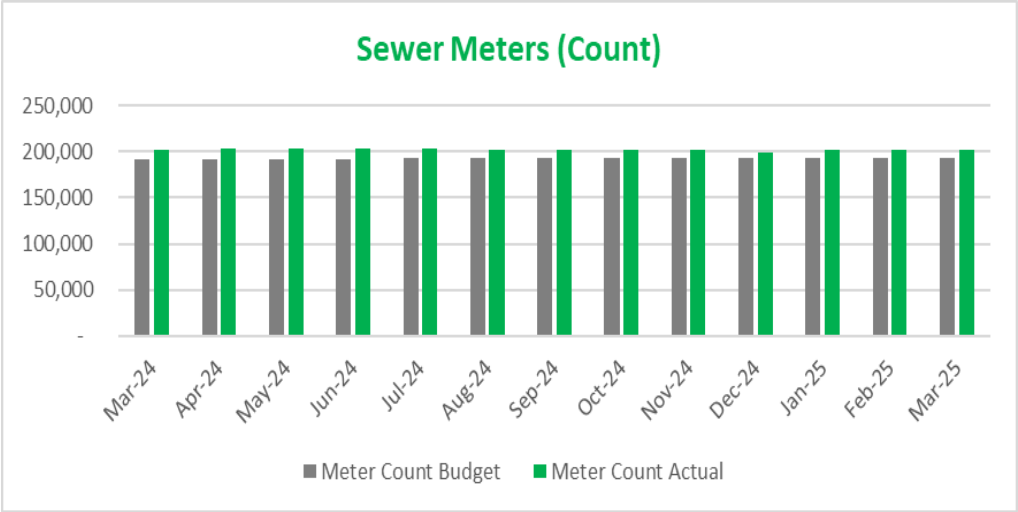
# Sewer Commodity Metrics and Revenues

- March actual Volume exceeded the budget for the month by 11.1% and 0.7% higher than actual February Volume and was 2.6% above March 2024 Volume.
- Year-to-date actual Sewer Volume was 2.0% under seasonally adjusted budget.
- March actual Commodity Revenue exceeded the budget for the month by 11.1% and 2.3% higher than actual February Revenue and 8.6% above March 2024 Revenue.
- Year-to-date actual Commodity Revenue was 1.5% under seasonally adjusted budget.



# Sewer Service Charge Metrics and Revenues

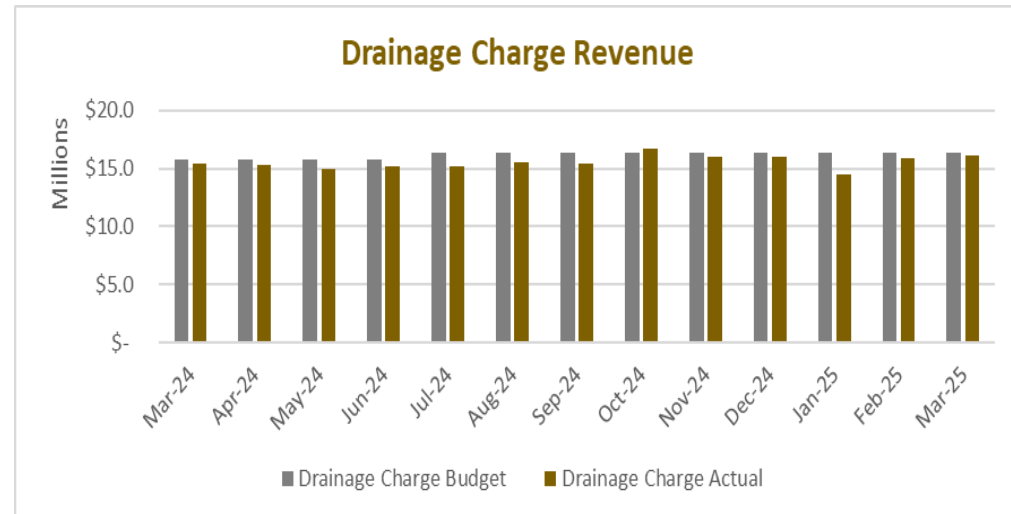
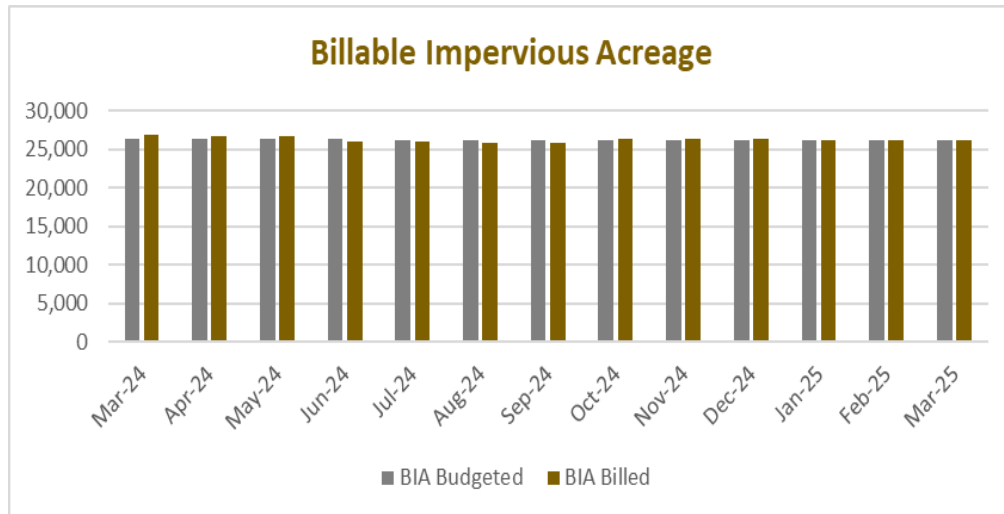
- March actual Sewer Meter Counts exceeded the budget for the month by 4.2% but was 0.3% lower than February Counts and was constant with March 2024 Counts.
- Year-to-date actual Sewer Meter Counts exceeded budget by 4.3%.
- March actual Sewer Service Charge Revenue exceeded the budget for the month by 4.3% but was 0.2% lower than February Revenue and was 3.1% over March 2024 Revenue.
- Year-to-date actual Sewer Service Charge Revenue exceeded budget by 4.2%.





# Drainage Charge Metrics and Revenues

- March actual Billable Impervious Acreage (BIA) exceeded the budget for the month by 0.3% and was 0.1% higher than February actual BIA but was 2.2% under March 2024 actual BIA.
- Year-to-date actual BIA was 0.1% over budget.
- March actual Drainage Charge Revenue fell short of the budget for the month by 1.7% but was 1.4% higher than actual February Revenue and was 4.5% above actual March 2024 Revenue.
- Year-to-date actual Drainage Charge Revenue was 4.0% under budget.



# Quarterly Lifeline Review – as of March 31, 2025



<b><u>Lifeline Summary</u></b>	<b><u>As of 3/31/2025</u></b>	
Total amount forgiven at Enrollment	\$ 48,005,700	Since September 2022
Less: Total Received via Governmental funding	(18,503,500)	
Less: Total Adjustments Made	(8,652,300)	
<b>Balance Left (A)</b>	<b>\$ 20,849,900</b>	
Total GAP Arrears	\$ 25,452,100	Since October 2022
Less: Paid by WRAP	(4,831,300)	
<b>Gap Arrears Outstanding (B)</b>	<b>\$ 20,620,800</b>	
<b>Total Outsatnding Enrollment + GAP arrears</b>	<b>\$ 41,470,700</b>	

		<b><u>As of 3/31/2025</u></b>
<b><u>Lifeline Account Arrears Status</u></b>	<b><u># of Accounts</u></b>	<b><u>Amount</u></b>
Total Outstanding Balances	7,448	\$ 1,948,900
Total Outstanding Balances > 60 Days	2,535	\$ 1,060,600

- 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 \$25.5 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 \$20.6 million (WRAP and/or grant eligible, when available).
- A total of \$41.5 million outstanding for Enrollment + GAP arrears. This amount has grown from \$39.9 million as of December, 2024, \$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 \$2 million outstanding in current arrears for 7,448 Lifeline accounts.
- Approximately \$1.1 million is outstanding for 60 days or more for 2,535 Lifeline accounts.

# Quarterly Lifeline Review – as of March 31, 2025

Cost  
\$73.5 million

- \$48.0 million Arrears
- \$25.5 million GAP

Collection  
\$23.3 million

- \$18.5 million Arrears
- \$4.8 million GAP

- DWSD's net exposure as of March 31, 2025 was \$50.2 million (\$73.5 - \$23.3) million.
- Cost: GAP + Arrears forgiven – Fresh start for all eligible Lifeline enrollees.
- Collected: Funds received from Regional, State and Federal grants (WRAP, LIHWAP, MIWAG).
- GAP: Difference between Lifeline Tiered amount (\$18/\$43/\$56) and the actual monthly bill (typically \$80/90).

# Quarterly EasyPay Plan Status – as of March 31, 2025



Total number of participants since inception (August 2024)	24,645
Total participants who broke payment plan	10,450
Total participants who paid off balances in full	2,223
Total participants who stayed enrolled	11,972
Total collections (arrears + current bill)	\$ 20,748,514
Total collected towards arrears	\$ 5,248,381

# Operating Revenue – Quarterly Budget vs. Actual

For the Nine Month Ended March 31, 2025						
	(Amounts in thousands)					
	Budget		Actual		Variance	%
Water Operating Revenue						
Commodity sales	\$	79,004	\$	82,618	\$ 3,614	4.6%
Service charges	\$	19,014	\$	19,789	\$ 774	4.1%
Private firelines	\$	1,604	\$	1,481	\$ (123)	-7.6%
Shared Services	\$	883	\$	622	\$ (261)	-29.6%
Other GLWA reimbursement	\$	1,713	\$	957	\$ (755)	-44.1%
Penalties and fees	\$	2,775	\$	3,430	\$ 655	23.6%
Total Operating Revenue	\$	104,993	\$	108,896	\$ 3,904	3.7%

For the Nine Month Ended March 31, 2025						
	(Amounts in thousands)					
	Budget		Actual		Variance	%
Sewer Operating Revenue						
Commodity sales	\$	95,735	\$	96,125	\$ 390	0.4%
Service charges	\$	11,748	\$	12,183	\$ 436	3.7%
Drainage charges	\$	147,264	\$	141,302	\$ (5,962)	-4.0%
Industrial waste charges	\$	1,200	\$	1,218	\$ 18	1.5%
Shared Services	\$	992	\$	698	\$ (294)	-29.6%
Other GLWA reimbursement	\$	3,635	\$	1,898	\$ (1,737)	-47.8%
Penalties and fees	\$	6,000	\$	5,711	\$ (289)	-4.8%
Total Operating Revenue	\$	266,574	\$	259,135	\$ (7,438)	-2.8%

- Year to date Fiscal Year 2025 *Commodity Revenues* were \$3.6 million (4.6%) over budget. On a seasonally adjusted basis, revenues were 2.3% over the budget (see slide 13). The variances are due to seasonality.
- *Drainage Charge Revenue* fell short of budget estimates by \$6.0 million (4.0%). Decrease is due increases in Residential and Green Credits.
- *Other GLWA reimbursement* fell short of budget due to actual required pension contributions (as determined by the Actuary) were lower than what was anticipated in the budget.
- Only variances in excess of \$1 million are explained.

# Operating Expense By Object – Quarterly Budget vs. Actual

For the Nine Month Ended March 31, 2025					
(Amounts in thousands)					
	Budget	Actual	Variance	%	
<b>Combined Operating Expense</b>					
Salaries and Wages	\$ 32,234	\$ 27,787	\$ 4,447	13.8%	
Employee Benefits	\$ 12,203	\$ 10,382	\$ 1,821	14.9%	
Contractual Services	\$ 17,643	\$ 10,617	\$ 7,025	39.8%	
Supplies	\$ 9,101	\$ 8,395	\$ 706	7.8%	
Wholesale Charges	\$ 175,964	\$ 175,352	\$ 613	0.3%	
Shared Services	\$ 2,078	\$ 1,670	\$ 408	19.6%	
Utilities	\$ 2,704	\$ 1,776	\$ 928	34.3%	
Other Operating	\$ 7,347	\$ 6,291	\$ 1,056	14.4%	
Bad Debt Expense	\$ 46,306	\$ 46,232	\$ 74	0.2%	
<b>Total Operating</b>	<b>\$ 305,578</b>	<b>\$ 288,501</b>	<b>\$ 17,077</b>	<b>5.6%</b>	

- **Salaries and Wages** were 13.8% under budget for the year due to 63 vacancies across multiple cost centers. The variance is being utilized to fund Southwest Detroit flooding event costs.
- **Employee Benefits** were 14.9% under budget due to vacancies across multiple cost centers.
- **Contractual Services** variance of \$7.0 million or approximately 40% is mainly due to timing of expenditure. Also there were some budgetary savings in consulting and professional services across multiple cost centers.
- **Other Operating** expense was under budget by \$1.1 million or 14.4% due to savings in purchased services and equipment rental accounts.

# Operating Expense By Appropriation – Quarterly Budget vs. Actual

For the Nine Month Ended March 31, 2025							
	(Amounts in thousands)						
	Budget		Actual	Variance	%		
Combined Departmental Expense							
Administration	\$	1,331	\$	1,218	\$	114	8.5%
Operations	\$	41,623	\$	35,304	\$	6,318	15.2%
Compliance	\$	19,624	\$	13,525	\$	6,100	31.1%
Finance	\$	11,794	\$	8,572	\$	3,222	27.3%
Customer Service	\$	5,375	\$	4,737	\$	638	11.9%
Total Departmental	\$	79,747	\$	63,355	\$	16,392	20.6%

## Operations, Compliance and Finance

- Variance in these appropriations are mainly due to vacant positions across multiple cost center and timing of expenditure. Also, there were some budgetary savings in consulting and professional services across multiple cost centers.

For the Nine Month Ended March 31, 2025							
(Amounts in thousands)							
	Budget		Actual	Variance	%		
Combined Nondepartmental Expense							
Wholesale charges	\$	175,964	\$	175,352	\$	613	0.3%
Legacy pension expense	\$	1,875	\$	1,875	\$	0	0.0%
Retail Assistance Program	\$	1,687	\$	1,687	\$	0	0.0%
Bad debt expense	\$	46,306	\$	46,232	\$	74	0.2%
Total Nondepartmental	\$	225,833	\$	225,146	\$	687	0.3%



# THANK YOU!

## **Detroit Water & Sewerage Department**

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