DWSD FINANCIAL SUMMARY
4+8 Forecast

FINANCE COMMITTEE DISCUSSION

12/14/2016

The Bottom Line…

- **Extremely soft water volumes have turned the trend slightly negative; sewer volumes remain soft**
  - Water volumes now projected to underperform budget by 0.2%
  - Current sewer trend suggest 4.6% departure from budgeted volumes
- **One year collection rate for water averaging 89% for the year; sewer rate trailing at 85%; lower rates were expected given conditions of WRAP**
  - Allows freezing of arrears
  - Arrears only paid upon completion of the program
- **Sewer fund remains a struggle – no resolution on DWSD / GLWA responsibility of liability**
- **Bank cash at the end of September approximates $52 million or 153 days**

Financial Risk & Opportunities…

Risks

- Weak sewer revenues - $5.2 million risk
- Expenses related to flood claims could approach $8 million – cost sharing with GLWA anticipated
- Beginning cash balance still unknown
  - Cash yet to be bifurcated
  - Legacy liabilities
- Credit card fees being netted against revenue
- Drainage fees launched for new customers; early returns not yet in
- Water utilities running higher than anticipated

Opportunities

- Freezing headcount and salary raises until December
- Recommended pass-through of credit card fees – still working through specifics
- Implementation of OT control procedures with Field Services
- Anticipated charges to GLWA
  - Flood chargeback
  - Field Services labor
- Use of Bond money for reimbursement of labor and Green Infrastructure

Risks & Opportunities by Fund

Item	Category	Risks: Water	Risks: Sewer	Opportunities: Water	Opportunities: Sewer
Flood Damage Claims	Contracted Services		$ 7,984,660		
Credit Card Fees	Retail Domestic MCF Charges	240,000	160,000		
Excess Overtime	Personnel	206,263	309,395		
Drainage Fees	Retail Domestic MCF Charges		843,750		
Temporary Hires	Contracted Services	80,000	120,000		
Utilities	Utilities	675,000			
Labor Reimbursement	Personnel			651,699	977,549
Credit Card Reimbursement	Retail Domestic MCF Charges			168,000	112,000
Headcount Freeze	Personnel			534,600	801,900
GLWA Chargeback on Flood	Retail Allocation				5,190,029
GLWA Net Chargeback on Salaries	Retail Allocation			2,120,000	3,180,000
Field Services Charges	Personnel			51,566	77,349
Delay in PMO Implementation	Contracted Services			225,000	338,000
Green Infrastructure Reimbursement	Contracted Services				625,000
Raise Freeze	Personnel			137,700	206,550
Operating Cost Risks / Opps		$ 1,201,263	$ 9,417,805	$ 3,888,565	$ 11,508,376
Volume & Customer Fixed Fee Risks / Opps		$ 524,033	5,584,667		
Total Risks & Opportunities		**$ 1,725,296**	**$ 15,002,472**	**$ 3,888,565**	**$ 11,508,376**

Memo:

	Risks: Water	Risks: Sewer	Opportunities: Water	Opportunities: Sewer
Net Risks & Opportunities	$ -	**$ (3,494,095)**	**$ 2,163,269**	$ -

DETROIT WATER & SEWER DEPARTMENT
SUMMARY FINANCIAL STATEMENTS (YTD)

Preliminary

	WATER				SEWER			
	Budget	Actual	F / (U)		Budget	Actual	F / (U)	
Net Sales Revenue	$ 36,304,651	$ 36,604,079	$ 299,428	[1]	$ 98,739,808	$ 97,853,076	$ (886,732)	[5]
Total O&M Charges	12,311,902	11,489,707	822,195	[2]	14,894,125	14,739,659	154,466	[6]
Contribution Margin	23,992,749	25,114,372	1,121,623		83,845,683	83,113,417	(732,266)	
Total Wholesale Rate Charges	553,225	553,225	0	[3]	15,894,338	10,622,674	5,271,663	[3]
Gross Margin	23,439,524	24,561,147	1,121,623		67,951,345	72,490,742	4,539,398	
Total Other Operating Expenses	254,837	6,675,577	(6,420,740)	[3]	5,211,959	11,416,468	(6,204,509)	[3]
Net Operating Income	23,184,687	17,885,570	(5,299,116)		62,739,385	61,074,274	(1,665,111)	
Total Non-Operating Expenses	12,330,378	5,318,486	7,011,892	[4]	32,279,478	24,694,081	7,585,397	[7]
Fund Surplus	10,854,308	12,567,084	1,712,776		30,459,907	36,380,193	5,920,286	
Interest Expense	10,036,327	10,036,327	-		24,327,787	24,327,787	-	
Fund Surplus Before Int. & Depr.	$ 20,890,635	$ 29,024,150	$ 8,133,515		$ 54,787,694	$ 66,952,163	$ 12,164,468	
Actual Debt Payments	(30,216,877)	(30,216,877)	-		(61,739,982)	(61,739,982)	-	
Change in Receivables	(3,065,281)	(1,485,917)	1,579,364		(7,265,307)	(7,412,769)	(147,461)	
Net Surplus / Deficit	$ (12,391,522)	$ (2,678,644)	$ 9,712,879		$ (14,217,595)	$ (2,200,588)	$ 12,017,007	
Unrestricted Lease Payment		5,625,000	5,625,000			6,875,000	6,875,000	
Net Surplus / Deficit Less Lease	$ (12,391,522)	$ (8,303,644)	$ 4,087,879		$ (14,217,595)	$ (9,075,588)	$ 5,142,007	

Note: Amounts represets expenditures in Funds 5402, 5502, 5720 &5820

[1] Higher revenue as a result of higher than exected fixed charge sales offset by -0.2% negative volume variation

[2] Positive variation driven by lower than anticipated contract spending and lower than anticipated personnel costs

[3] Includes Return on Equity ($20.7 million for water / $5.5 million or sewer)

[4] Includes value of net Water Lease Payment

[5] Lower revenue as a result of 4.6% negative volume variation offset by higher than expected drainage charges

[6] Negative variation driven by higher than expected personnel costs

[7] Includes value of net Sewer Lease Payment

DETROIT WATER & SEWER DEPARTMENT
SUMMARY FINANCIAL STATEMENTS (4+8 FORECAST)

Preliminary

	WATER			SEWER		
	Budget	Fcst	F / (U)	Budget	Fcst	F / (U)
Net Sales Revenue	$ 104,960,314	$ 104,364,281	$ (596,033) [1]	$ 289,131,093	$ 282,654,676	$ (6,476,417) [3]
Total O&M Charges	36,099,185	35,134,217	964,968	44,223,982	49,209,609	(4,985,627)
Contribution Margin	68,861,129	69,230,064	368,935	244,907,111	233,445,067	(11,462,045)
Total Wholesale Rate Charges	1,659,674	1,659,674	-	47,683,013	42,490,697	5,192,316
Gross Margin	67,201,455	67,570,390	368,935	197,224,098	190,954,369	(6,269,729)
Total Other Operating Expenses	764,512	17,906,731	(17,142,219)	15,635,878	25,879,376	(10,243,497)
	66,436,943	49,663,659	(16,773,284)	181,588,219	165,074,994	(16,513,226)
Total Non-Operating Expenses	36,991,135	14,979,243	22,011,892 [2]	96,838,434	70,951,049	25,887,386 [4]
Fund Surplus	29,445,808	34,684,417	5,238,608	84,749,785	94,123,945	9,374,160
Interest Expense	30,108,980	30,108,980	-	72,983,361	72,983,361	-
Fund Surplus Before Int. & Depr.	$ 59,554,788	$ 84,055,615	$ 24,500,827	$ 157,733,146	$ 185,839,853	$ 28,106,707
Actual Debt Payments	(45,195,714)	(45,164,174)	31,540	(121,809,319)	(99,536,730)	22,272,589
Change in Receivables	(12,261,123)	(10,008,180)	2,252,943	(29,061,230)	(25,753,581)	3,307,649
Net Surplus / Deficit	$ 2,097,950	$ 28,883,261	$ 26,785,311	$ 6,862,597	$ 60,549,542	$ 53,686,945
Unrestricted Lease Payment		22,500,000	22,500,000		27,500,000	27,500,000
Net Surplus / Deficit Less Lease	$ 2,097,950	$ 6,383,261	$ 4,285,311	$ 6,862,597	$ 33,049,542	$ 26,186,945

Note: Amounts represets expenditures in Funds 5402, 5502, 5720 &5820

[1] Lower revenue as a result of 1.7% projected negative volume variation

[2] Includes value of net Water Lease Payment

[3] Lower revenue as a result of 4.8% projected negative volume variation offset by higher than budgeted drainage charges

[4] Includes value of net Sewer Lease Payment

DETROIT WATER & SEWER DEPARTMENT
BALANCE SHEET

Preliminary

	WATER	SEWER	CONSOLIDTED
CASH	$ 27,030,968	$ 25,618,656	$ 52,649,623
INVESTMENTS	-	-	
RECEIVABLES	54,103,447	204,680,595	258,784,042
DUE FROM OTHER FUNDS	5,078,076	-	5,078,076
PREPAID ASSETS	163,466	-	163,466
INVENTORY	1,109,025	3,010,829	4,119,854
TOTAL SHORT TERM ASSETS	**$ 87,484,983**	**$ 233,310,080**	**$ 320,795,062**
NET PP&E	573,909,715	671,175,291	1,245,085,006
OTHER LONG TERM ASSETS	540,148,709	658,058,676	1,198,207,385
TOTAL LONG TERM ASSETS	**$ 1,114,058,424**	**$ 1,329,233,967**	**$ 2,443,292,391**
TOTAL ASSETS	**$ 1,201,543,406**	**$ 1,562,544,047**	**$ 2,764,087,453**
ACCOUNTS PAYABLE	6,700,223	9,251,736	15,951,959
ACCRUED EXPENSES	5,017,517	5,541,909	10,559,426
SHORT TERM PORTION OF LTD			-
TOTAL SHORT TERM LIABILITIES	**11,717,740**	**14,793,645**	**26,511,385**
BONDS PAYABLE	569,359,190	700,930,951	1,270,290,141
OTHER LONG TERM LIABILITIES	48,877,101	33,233,518	82,110,619
TOTAL LONG TERM LIABILITIES	**$ 618,236,291**	**$ 734,164,469**	**$ 1,352,400,760**
TOTAL LIABILITIES	**$ 629,954,031**	**$ 748,958,114**	**$ 1,378,912,145**
BEGINNING FUND BALANCE	547,953,186	730,647,086	1,278,600,272
CHANGE IN FUND	23,636,189	82,910,269	106,546,459
ENDING FUND BALANCE	571,589,375	813,557,355	1,385,146,731
TOTAL LIABILITIES & FUND BALANCE	**$ 1,201,543,406**	**$ 1,562,515,469**	**$ 2,764,058,875**

DETROIT WATER & SEWER YTD CASHFLOW

CASHFLOW STATEMENT FORECAST

	Water			Sewer		
	YTD 2017	FCST 2017	FY Forecast 4+8	YTD 2017	FCST 2017	4+8
Beginning Cash	$ 27,080,224	$ 25,576,978	$ 27,080,224	$ 21,058,518	$ 27,820,427	$ 21,058,518
Cashflow From Operating Activities						
Net Operating Surplus / (Deficit)	$ 17,885,570	$ 29,090,787	$ 46,976,358	$ 61,074,274	$ 101,910,148	$ 162,984,422
Transfers to GLWA	(2,154,360)	(43,833,934)	(45,988,294)	49,174,343	(77,484,652)	(28,310,310)
Transfers from GLWA	12,033,062	27,074,389	39,107,451	14,741,327	33,167,986	47,909,313
Depreciation / Amortization	6,420,740	12,841,479	19,262,219	6,244,182	12,488,365	18,732,547
Change In Other Receivables	(1,485,917)	(5,043,006)	(6,528,923)	(7,412,769)	(20,231,612)	(27,644,381)
Change in Payables	(3,402,375)	-	(3,402,375)	1,779,492	-	1,779,492
Net Cashflow From Operating Activites	$ 29,296,719	$ 20,129,715	$ 49,426,434	$ 125,600,850	$ 49,850,234	$ 175,451,084
Cashflow From Investing Activites						
CAPEX	(6,144,225)	(56,270,225)	(62,414,450)	(4,185,918)	(25,588,818)	(29,774,736)
Lease Payment (Net)	7,500,000	15,000,000	22,500,000	9,166,667	18,333,333	27,500,000
Extraordinary Repair & Replacement Deposits	(237,931)	(475,861)	(713,792)	(341,498)	(682,996)	(1,024,493)
Sale of Capital Assets						
Purchase of Securities						
Sale of Securities						
Net Cashflow From Investing Activities	$ 1,117,845	$ (41,746,086)	$ (40,628,242)	$ 4,639,251	$ (7,938,480)	$ (3,299,229)
Cashflow From Financing Activities						
Senior Principal Payments	(24,311,906)	(10,788,277)	(35,100,183)	(69,836,313)	(24,317,313)	(94,153,626)
2nd Lien Principal Payments	(5,500,387)	(4,111,016)	(9,611,403)	(30,268,836)	(11,015,807)	(41,284,643)
Junior Lien Principal Payments	(404,584)	(48,004)	(452,589)	(18,165,071)	(2,463,628)	(20,628,700)
New DWSDR Borrowings	-	17,000,000	17,000,000			
WRAP Payments	(301,872)	(403,206)	(705,079)	(657,960)	(912,372)	(1,570,332)
B-Note Payment	(235,548)	(471,096)	(706,644)	(2,402,144)	(4,804,287)	(7,206,431)
Budget Stablization Requirements	(1,163,513)	(1,551,350)	(2,714,863)	(2,147,867)	(1,568,088)	(3,715,956)
Total Wholesale Rate Charges	$ (31,917,810)	$ (372,951)	$ (32,290,760)	$ (123,478,192)	$ (45,081,496)	$ (168,559,687)
Total Increase / (Decrease) In Cash Balanaces	$ (1,503,246)	$ (21,989,322)	$ (23,492,568)	$ 6,761,909	$ (3,169,742)	$ 3,592,168
Ending Cash	**$ 25,576,978**	**3,587,656**	**3,587,656**	**$ 27,820,427**	**24,650,686**	**24,650,686**

Note: Cash flow statement is pro forma; DWSD still lacks certain data to perform full reconciliation. Unreconciled bank to model balance as of 9/30/2016 approximates $67,000; Unreconciled bank to ledger balance approximates $400K due to CoD failure to book certain cash payments from DWSD

Summary financial metrics

DETROIT WATER & SEWER DEPARTMENT
SUMMARY FINANCIAL METRICS

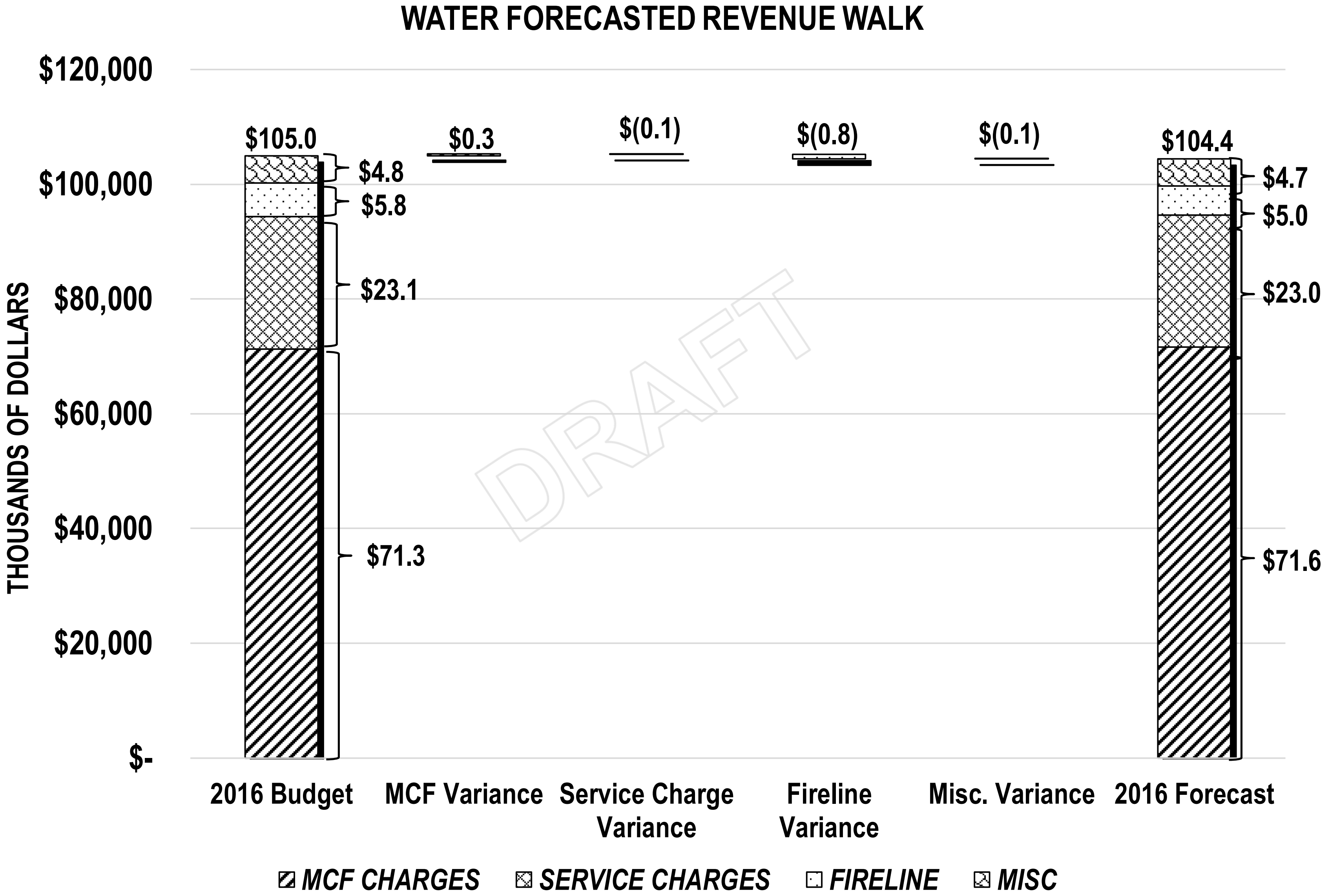
MONTHLY

		7/31/2016	8/31/2016	9/30/2016	10/31/2016	11/30/2016	12/31/2016	1/31/2017	2/28/2017	3/31/2017	4/30/2017	5/31/2017	6/30/2017
VOLUMES	Budget	287,985	292,323	253,748	233,398	224,712	239,232	236,689	238,521	243,396	225,259	266,990	291,746
	Actual	286,452	294,876	260,282	224,211								
	Status												
DAYS CASH	Budget	125.00	127.27	129.55	131.82	134.09	136.36	138.64	140.91	143.18	145.45	147.73	150
	Actual	140.00	144.79	151.72	153.41								
	Status												
DAYS PAYABLE OUTSTANDING	Budget	45.00	45.00	45.00	45.00	45.00	45.00	45.00	45.00	45.00	45.00	45.00	45.00
	Actual	62.12	52.37	40.31	33.02								
	Status												
WATER 30 - 60 DAY COLLECTION RATE	Budget	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%
	Actual	69.91%	79.23%	66.69%	71.15%								
	Status												
SEWER 30 - 60 DAY COLLECTION RATE	Budget	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%
	Actual	63.98%	70.79%	68.66%	67.72%								
	Status												
WATER 330 - 360 DAY COLLECTION RATE	Budget	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%
	Actual	88.53%	95.03%	83.02%	85.01%								
	Status												
SEWER 330 - 360 DAY COLLECTION RATE	Budget	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%
	Actual	84.95%	85.94%	84.75%	89.08%								
	Status												
HEADCOUNT	Budget	488	488	488	488	488	488	488	488	488	488	488	488
	Actual	450	463	463	463								
	Status												
O&M COSTS	Budget	6,979,396	6,999,637	6,692,674	6,534,319	6,459,741	6,573,040	6,590,639	6,581,249	6,611,860	6,478,920	6,807,608	7,014,083
	Actual	4,765,394	7,503,394	5,008,219	6,541,562								
	Status												
WATER OUTSTANDING RECEIVABLES	Budget	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00
	Actual	131.98	128.26	131.40	124.88								
	Status												
SEWER OUTSTANDING RECEIVABLES	Budget	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00
	Actual	165.45	162.59	168.14	138.64								
	Status												

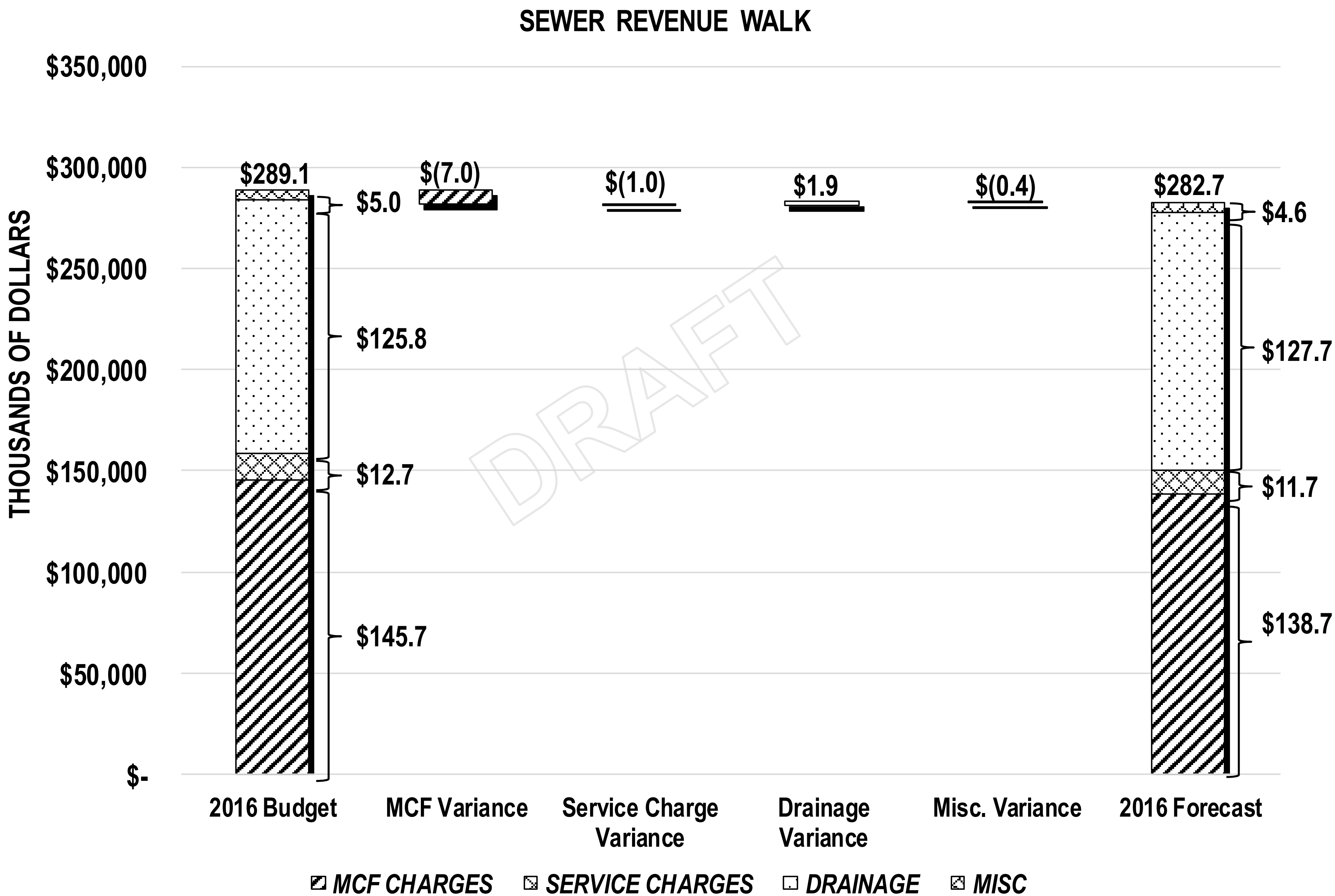
ANNUAL

	BUDGET	PROJECTED	STATUS
EQUIVALENT ACTIVE ACCOUNTS (WATER)	281,839	281,354	
EQUIVALENT ACTIVE ACCOUNTS (SEWER)	187,852	186,785	
COMMODITY VOLUME (WATER)	3,034,000	2,982,007	
COMMODITY VOLUME (SEWER)	2,800,000	2,665,804	
O&M COSTS (MILLION)	$ 148.0	$ 146.3	

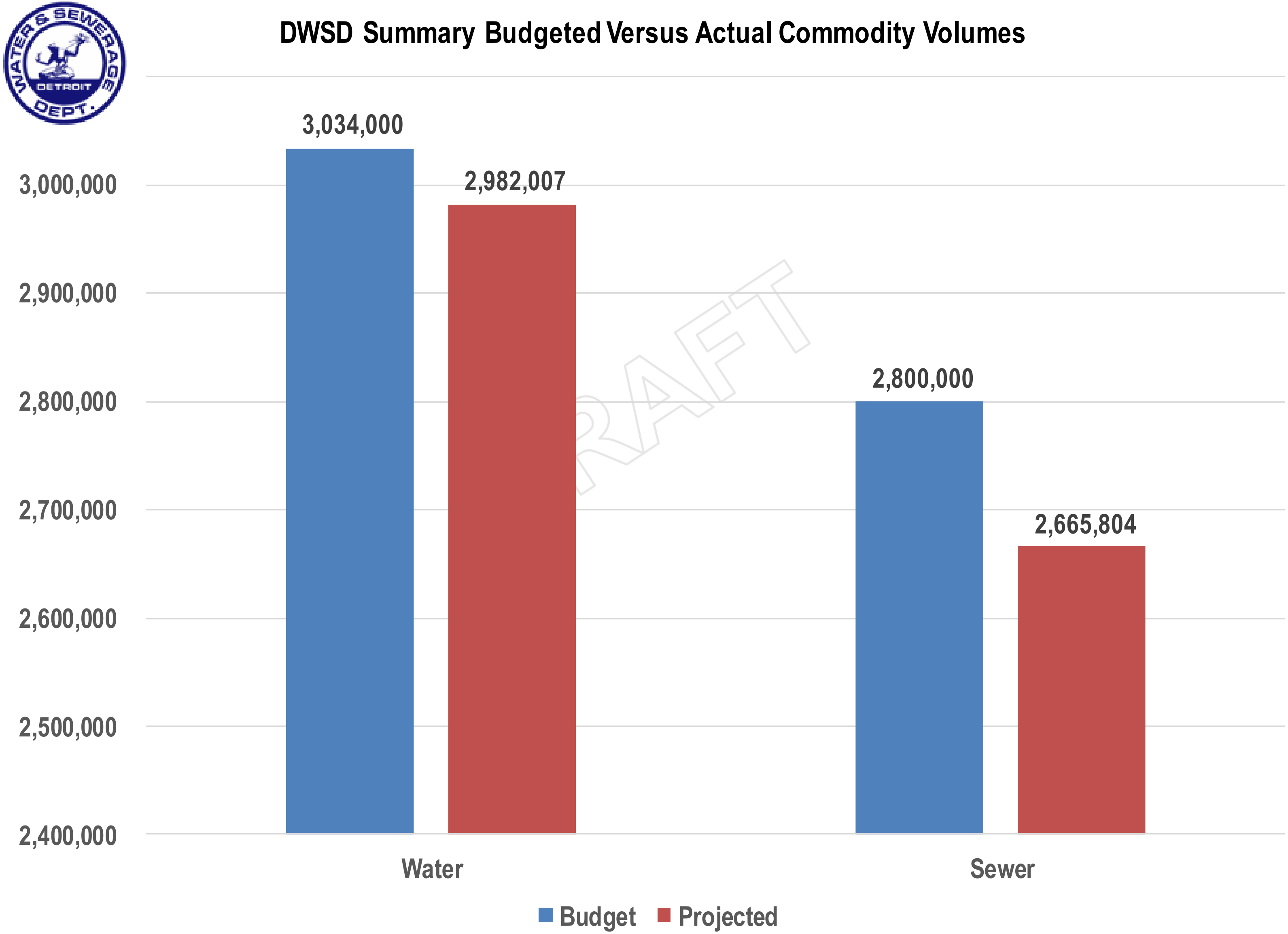
Water MCF volumes and estimated fireline charges have turned lower, as a result water revenues are projected at $0.6 million lower than budgeted



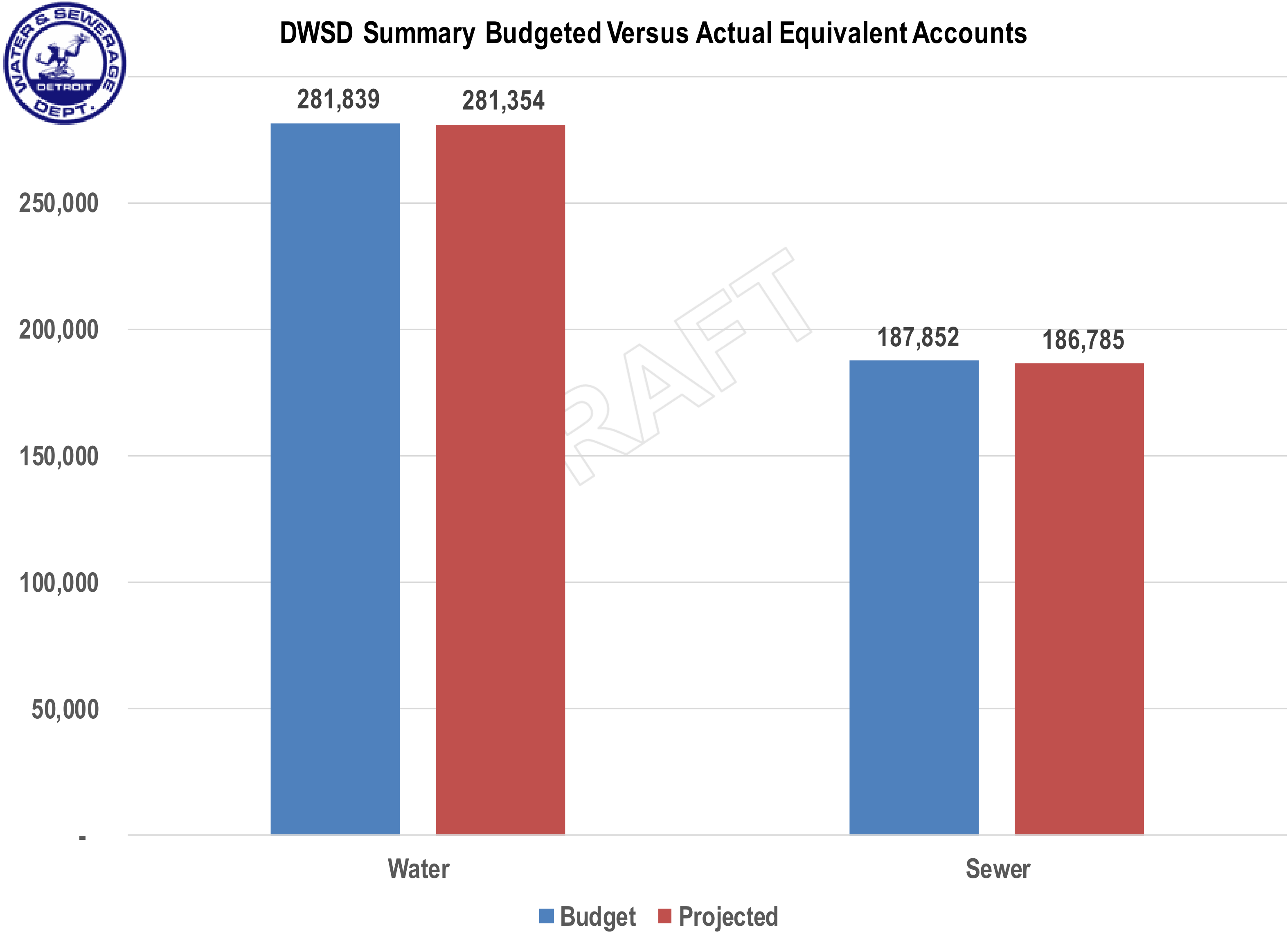
Conversely, Sewer MCF volumes are tracking 4.8% lower than plan, serving as a drag on projected Sewer revenues



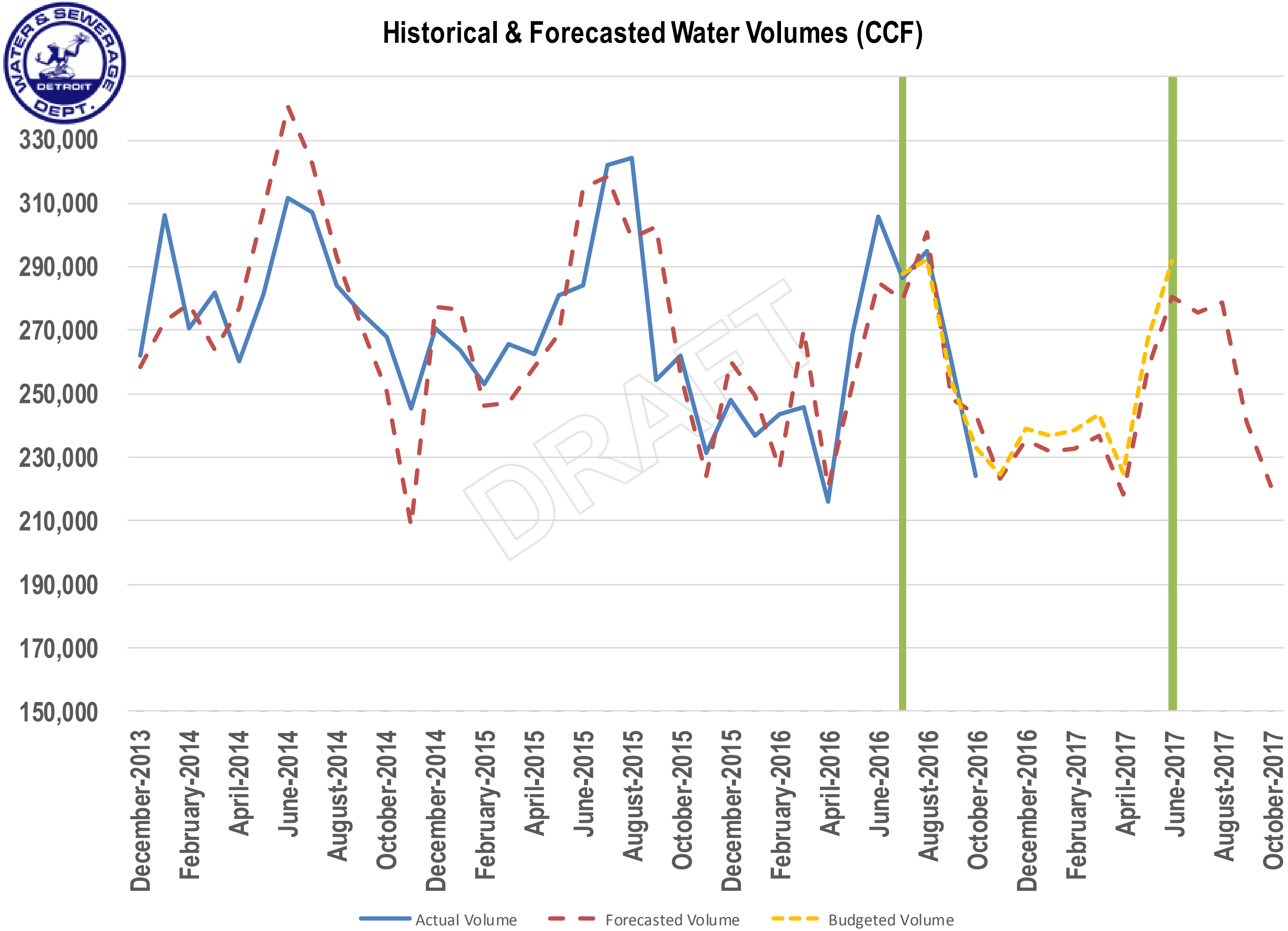
Forecasted water volumes outperform budget; projected sewer volumes underperform budget



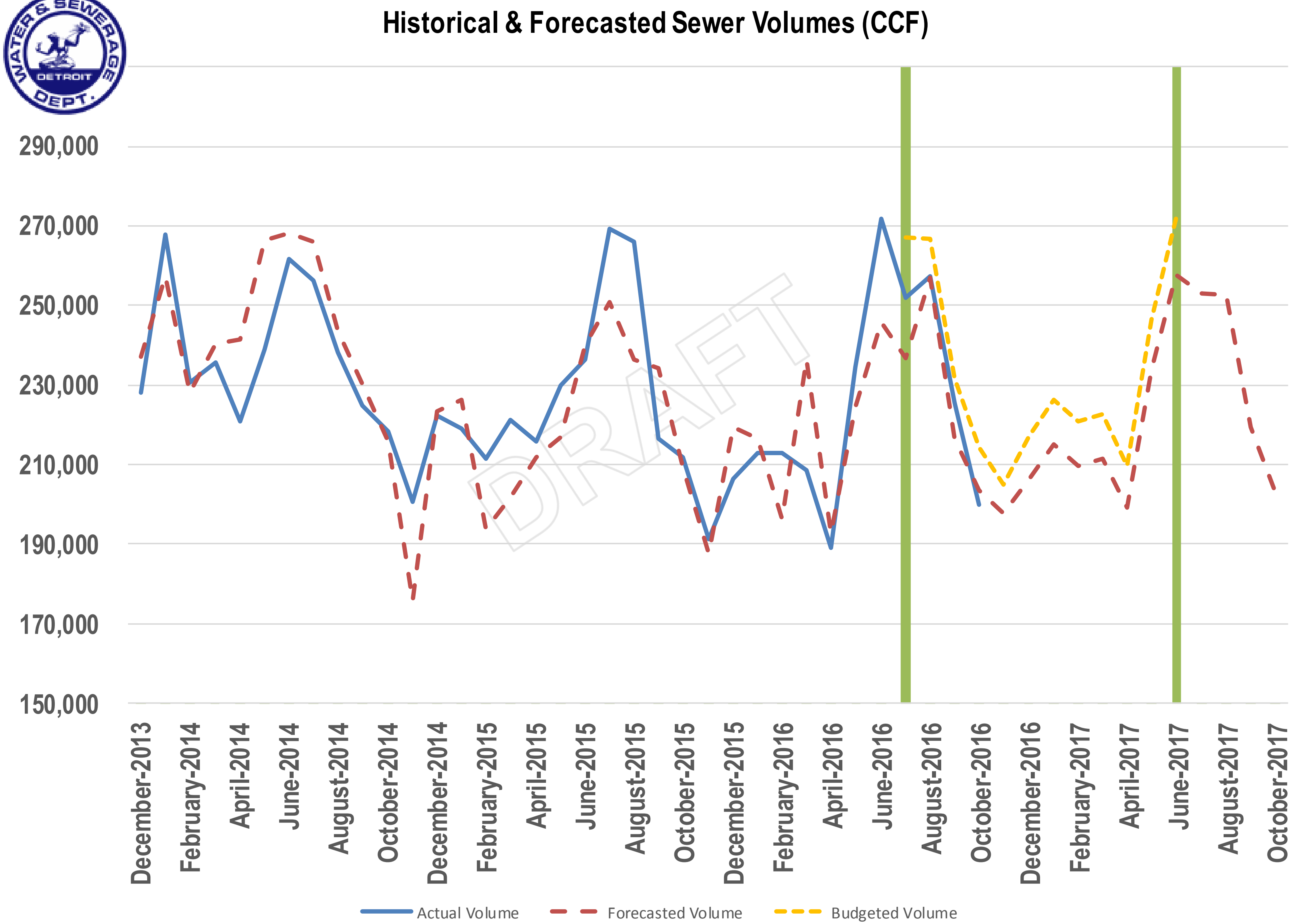
Account creation lags slightly behind budget for both Water and Sewer



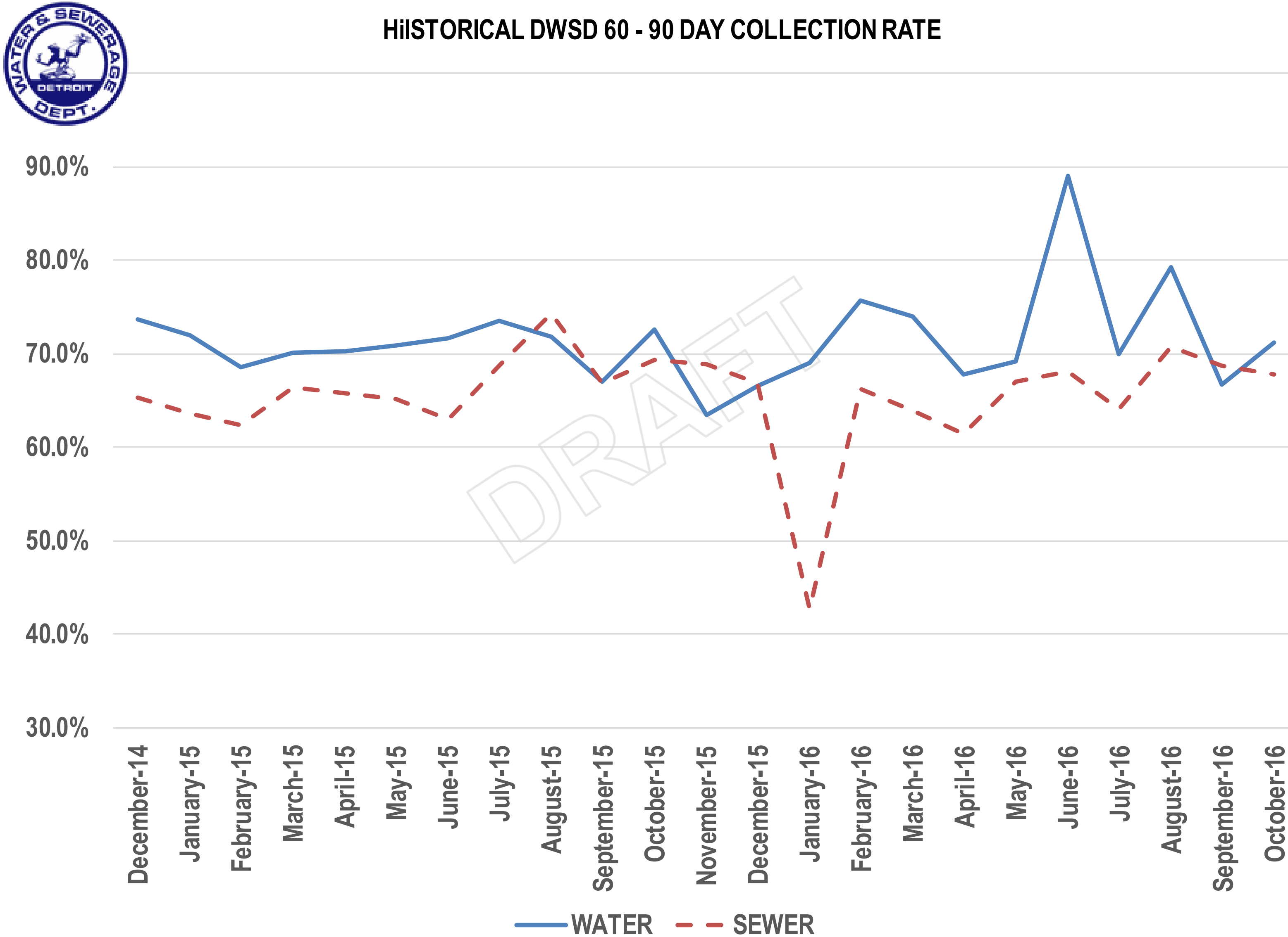
Water volumes continue to track to budget



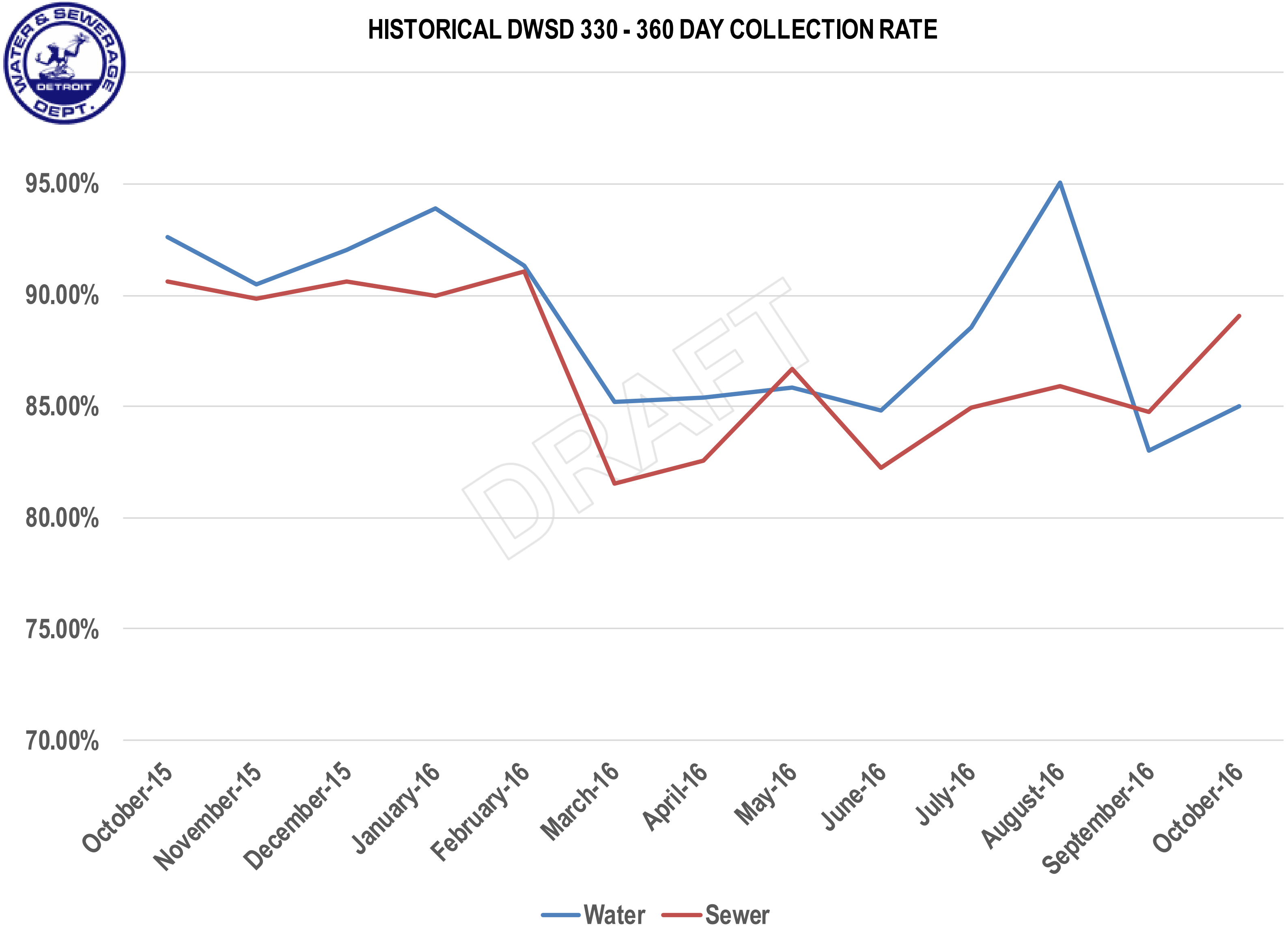
Sewer volumes are continue to project lower than budget; albeit there was a slight improvement in September versus August



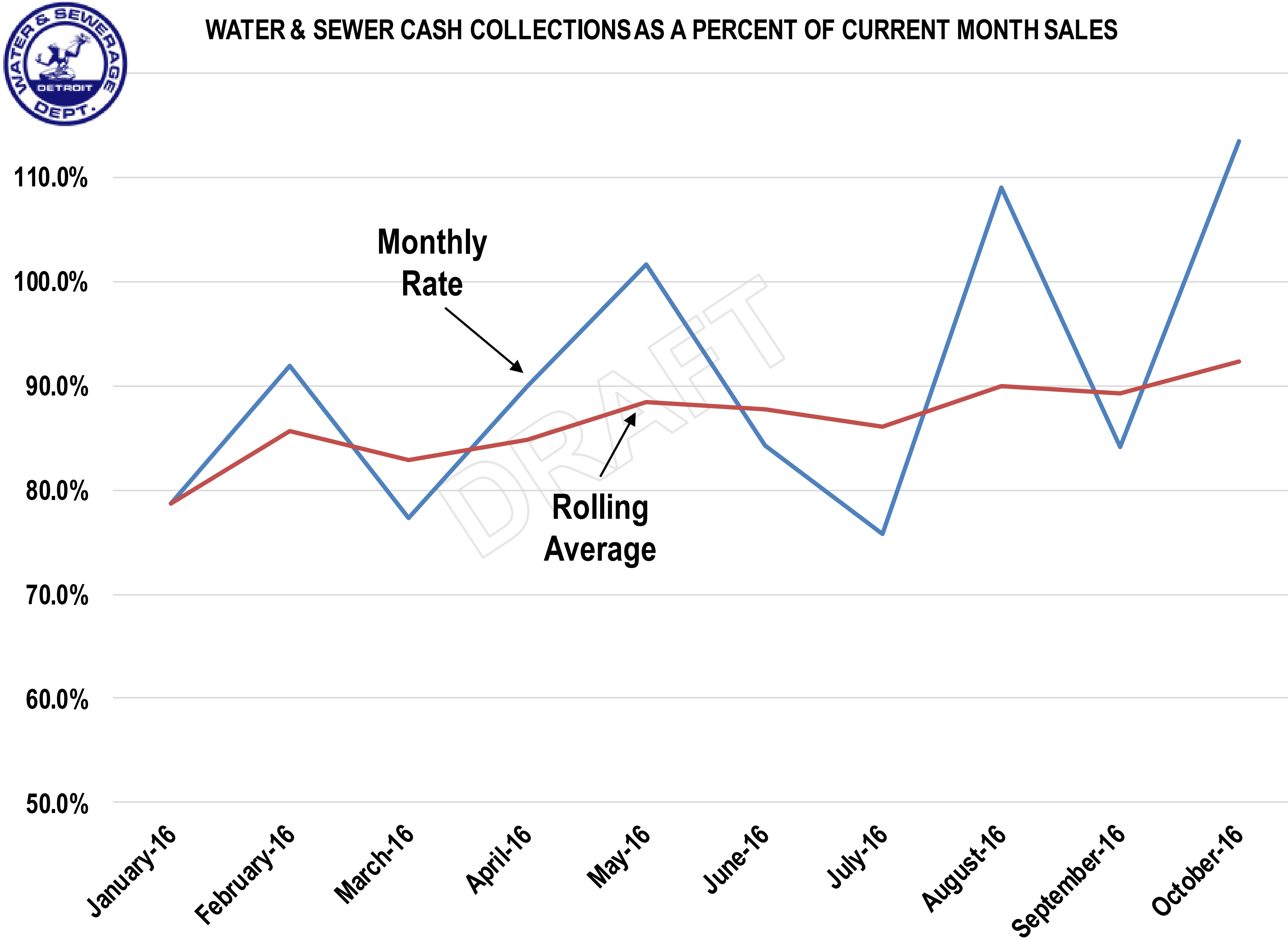
The 3-month collection rate increased slightly in October vis-à-vis September



Water and Sewer one year collection rates were ticked up in November



Cash as a percentage of has moved over 90% for the last 12 months



APPENDIX – SELECTED RECEIVABLES REPORTS

Detroit Water and Sewerage Department

Retail Delinquency Report by Sales Class

Water and Sewer Combined

60 Days Days Past Due

Sales Class	Sales Class Description	Total Number of Accounts	Total Balance	Total Number of Accounts Past Due	Total Past Due	Average Amount Past Due
1	City Residential	285,178	100,927,560.42	100,201	86,719,992.65	865.46
2	Suburban Residential	232	83,060.81	85	69,707.63	820.09
3	City Commercial	23,332	20,713,712.02	8,445	12,294,522.89	1,455.83
4	Suburban Commercial	21	8,183.23	9	5,865.56	651.73
5	City Industrial	4,073	8,222,240.52	716	3,785,741.11	5,287.35
6	Suburban Industrial	16	344,970.96	3	6,480.22	2,160.07
7	City Municipal	3,215	3,542,297.44	32	1,993,582.45	62,299.45
9	City Schools	503	7,973,110.98	68	6,220,157.14	91,472.90
11	City Housing	61	90,560.04	5	90,159.49	18,031.90
13	Firelines Industr	187	686,812.99	37	431,565.05	11,663.92
15	City Firelines Comm	1,769	2,909,463.79	254	1,227,589.41	4,833.03

Detroit Water and Sewerage Department

Aging Balances as of Dec 2, 2016

Retail Delinquency Report by Tax Type - Water

Tax Type Description	Total Credit Balance	Total Current Balance	Total 30 Days	Total 60 Days	Total 90 Days	Total 120 Days	Total 150 Days	Total 180 Days	Grand Total Balance (Less Credit Balance)
APARTMENT BUILDING	-45,348.38	459,260.16	97,502.93	83,615.41	42,223.70	59,106.03	28,436.85	182,457.45	907,254.15
CHURCHES	-28,192.45	34,502.14	12,047.04	12,457.07	8,977.83	8,065.06	11,490.94	218,541.74	277,889.37
CITY OF DET BANKRUPTCY	-93.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-93.27
COMMERCIAL	-341,964.76	1,454,656.97	745,317.07	291,309.33	91,073.14	103,875.47	59,408.18	716,066.37	3,118,892.14
DET PUB SCHOOLS- LEASED	0.00	164.54	0.00	0.00	0.00	0.00	0.00	0.00	164.54
DET PUBLIC SCHOOLS-EAA	0.00	20,115.18	3,540.67	0.00	0.00	0.00	0.00	0.00	23,655.85
DETROIT PUBLIC SCHOOLS	-299.69	103,065.52	115,439.04	108,937.22	114,354.84	103,290.09	86,699.29	653,613.98	1,285,100.29
DWSD FORECLOSURE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40.00	40.00
FEDERAL GOVERNMENT	-16,180.17	15,472.73	1,878.94	1,211.08	548.98	528.74	434.37	939.87	4,834.54
FIRELINES COMMERCIAL	-70,256.07	311,660.20	75,125.80	49,642.65	46,108.31	41,897.44	33,980.11	722,074.78	1,210,233.22
FIRELINES INDUSTRIAL	-3,720.65	72,639.79	39,905.36	21,462.09	34,299.20	20,895.48	20,064.54	551,830.02	757,375.83
HOUSING COMMISSION	0.00	53,308.81	38,296.15	11,596.31	5,596.32	10.06	0.00	130,420.73	239,228.38
INDUSTRIAL	-346,019.02	960,480.55	255,673.10	76,209.35	7,446.90	9,081.36	6,420.28	35,075.77	1,004,368.29
MEDICAL	-621.83	36,077.06	12,447.73	15,639.62	14,379.32	19,105.45	12,340.99	30,634.45	140,002.79
MUNICIPAL	-23,714.62	173,115.80	189,383.24	183,815.53	117,769.05	194,237.21	26,063.26	167,794.77	1,028,464.24
PLANNING & DEVELOPMENT	-8,319.06	4,314.00	3,007.68	3,497.89	3,239.48	3,748.89	3,059.20	105,981.81	118,715.65
RESIDENTIAL	-1,216,821.22	2,995,858.12	1,528,191.66	1,470,450.17	1,343,202.26	1,787,235.02	1,049,688.98	22,572,092.43	31,529,642.77
SCHOOLS	-232.66	19,090.45	5,694.35	1,869.17	1,496.44	967.00	992.48	33,972.94	63,850.17
STATE OF MICHIGAN	-4,289.00	23,533.49	19,318.81	35,707.90	31,008.89	34,604.78	34,131.95	254,706.23	428,723.05
STORM ONLY COMMERCIAL	-968.46	40.00	0.00	0.00	0.00	0.00	0.00	0.00	-928.46
STORM ONLY EXEMPT	-127.50	0.00	0.00	0.00	0.00	40.00	0.00	0.00	-87.50
STORM ONLY INDUSTRIAL	-49.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-49.40
STORM ONLY OTHER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
STORM ONLY RESIDENTIAL	-2,374.09	0.00	0.00	0.00	0.00	40.00	0.00	0.00	-2,334.09
UNKNOWN AT CONVERSION	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Detroit Water and Sewerage Department

Aging Balances as of Dec 2, 2016

Retail Delinquency Report by Tax Type - Sewer

Tax Type Description	Total Credit Balance	Total Current Balance	Total 30 Days	Total 60 Days	Total 90 Days	Total 120 Days	Total 150 Days	Total 180 Days	Grand Total Balance (Less Credit Balance)
APARTMENT BUILDING	-211,781.15	1,166,778.15	266,390.08	210,735.77	121,145.11	153,995.17	85,438.74	472,683.73	2,265,385.60
DETROIT PUBLIC SCHOOLS	0.00	428,320.04	472,291.57	437,935.11	454,279.86	416,392.43	479,906.81	2,575,604.64	5,264,730.46
STORM ONLY RESIDENTIAL	-137.56	162,868.56	0.00	0.00	0.00	0.00	0.00	0.00	162,731.00
SCHOOLS	-49,532.40	123,542.88	37,202.68	15,928.03	14,765.30	12,195.46	12,518.52	433,414.47	600,034.94
INDUSTRIAL	-358,764.62	2,790,219.64	935,934.41	617,515.06	535,854.61	549,134.18	519,736.57	1,488,020.71	7,077,650.56
STORM ONLY EXEMPT	0.00	1,497,257.75	0.00	0.00	0.00	0.00	0.00	0.00	1,497,257.75
FEDERAL GOVERNMENT	-6,305.48	34,031.63	10,925.17	10,420.01	5,793.19	5,470.81	4,808.63	55,793.34	120,937.30
COMMERCIAL	-308,632.12	3,915,328.16	1,821,606.23	1,195,823.65	1,004,959.69	1,074,048.02	926,633.05	4,683,707.93	14,312,696.63
WATER FOUNTAINS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CITY OF DET BANKRUPTCY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PLANNING & DEVELOPMENT	-1,370.11	26,813.05	23,550.09	23,235.95	20,636.80	24,831.39	22,355.54	748,246.20	888,200.41
FIRELINES INDUSTRIAL	-2,751.86	2,110.87	182.47	83.74	4,761.70	51.97	41.67	13,630.61	18,111.17
HOUSING COMMISSION	0.00	119,810.13	93,965.85	29,228.52	14,401.07	325.94	315.13	707,820.80	965,867.44
STATE OF MICHIGAN	0.00	165,486.21	160,333.86	197,664.38	187,711.58	173,048.74	94,187.13	897,442.50	1,875,874.40
UNKNOWN AT CONVERSION	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MEDICAL	-1,131.65	80,798.90	20,494.86	27,022.94	24,783.37	33,978.65	18,076.36	59,362.43	263,385.86
STORM ONLY INDUSTRIAL	0.00	953,650.00	0.00	0.00	0.00	0.00	0.00	0.00	953,650.00
STORM ONLY COMMERCIAL	0.00	434,970.75	0.00	0.00	0.00	0.00	0.00	0.00	435,006.61
WAYNE COUNTY	-6,275.09	128,155.02	1,470.70	52.44	28.06	0.00	0.00	0.00	123,431.13
DET PUB SCHOOLS- LEASED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
RESIDENTIAL	-403,643.66	7,097,061.78	3,693,671.47	3,175,759.29	2,731,345.25	2,750,093.24	2,216,219.63	46,991,352.51	68,251,397.39
STORM ONLY OTHER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
FIRELINES COMMERCIAL	-4,486.77	14,209.26	14,600.91	10,501.76	21,612.20	15,918.12	8,893.71	190,698.99	271,948.18
CHURCHES	-56,394.61	316,623.47	65,800.99	55,847.46	47,386.97	44,156.33	40,923.71	882,505.59	1,396,849.91

Detroit Water and Sewerage Department

Accounts under Bankruptcy by Sales Class

Water and Sewer Combined

60 Days Days Past Due

Billing Cycles:

Customer Class	Sales Class Description	Total Number of Accounts	Total Balance	Total Number of Accounts Past Due	Total Past Due	Average Amount Past Due
1	City Residential	1,075	628,891.42	668	665,366.83	996.06
2	Suburban Residential	0	0.00	0	0.00	0
3	City Commercial	18	49,517.40	9	51,583.91	5,731.55
5	City Industrial	8	802.12	3	840.61	280.20
6	Suburban Industrial	0	0.00	0	0.00	0
7	City Municipal	0	0.00	0	0.00	0
9	City Schools	1	6,093.63	1	5,712.51	5,712.51
13	Firelines Industr	0	0.00	0	0.00	0
15	City Firelines Comm	1	169.19	0	0.00	0
45	Unknow n	0	0.00	0	0.00	0
46	Unknow n	4	1,136.86	1	1,111.66	1,111.66

Detroit Water and Sewerare Department

Accounts with Active Installments by Sales Class

Water and Sewer Combined

60 Days Days Past Due

Billing Cycles:

Customer Class	Sales Class Description	Total Number of Accounts	Total Balance	Total Number of Accounts Past Due	Total Past Due	Average Amount Past Due
1	City Residential	23,763	16,174,179.05	23,418	13,112,109.74	559.92
2	Suburban Residential	6	1,982.77	6	1,689.37	281.56
3	City Commercial	465	1,301,297.89	446	997,450.30	2,236.44
5	City Industrial	25	263,913.49	25	182,519.52	7,300.78
9	City Schools	6	127,033.58	5	36,497.63	7,299.53
11	City Housing	1	251.90	1	223.93	223.93
13	Firelines Industr	2	8,743.19	2	5,871.29	2,935.65
15	City Firelines Comm	39	188,552.49	38	155,169.35	4,083.40
21	City Commercial IWC	1	421.27	0	0.00	0
46	Unknow n	26	17,419.83	26	14,198.52	546.10

Detroit Water and Sewerage Department

Retail Delinquency Report by Sales Class

Water and Sewer Combined

60 Days Days Past Due

Accounts Billed between Nov 1, 2016 and Dec 2, 2016

Accounts with a Balance >= 0

Sales Class	Sales Class Description	Total Number of Accounts	Total Balance	Total Number of Accounts Past Due	Total Past Due	Average Amount Past Due
1	City Residential	172,102	50,172,918.03	56,867	35,525,911.32	624.
2	Suburban Residential	202	64,051.16	70	50,628.69	723.
3	City Commercial	20,869	19,123,640.85	7,534	10,465,695.50	1,389.
4	Suburban Commercial	15	8,199.63	9	5,865.56	651.
5	City Industrial	3,647	8,133,372.69	612	3,543,880.76	5,790.
6	Suburban Industrial	12	347,217.30	3	6,480.22	2,160.
7	City Municipal	3,099	2,861,127.53	25	1,307,171.05	52,286.
9	City Schools	405	7,618,817.96	55	5,869,287.71	106,714.
11	City Housing	47	583.76	1	223.93	223.
13	Firelines Industr	123	609,561.56	32	360,675.66	11,271.
15	City Firelines Comm	1,485	2,866,180.27	228	1,141,571.56	5,006.
21	City Commercial IWC	5	1,305.04	0	0.00	
45	Unknow n	241	72,954.97	5	1,855.04	371.

Detroit Water and Sewerage Department

City of Detroit Accounts - Water

Aging Account Balances as of December 2, 2016 - Summary

Customer Name	Total Balance Due	Current	> 30 Days	> 60 Days	> 90 Days	> 120 Days	> 150 Days	> 180 Days
36TH DISTRICT COURT	7,563.06	2,115.41	3,099.06	2,348.59	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC	1,208.85	156.20	395.90	656.75	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT	(23,548.68)	(23,548.68)	0.00	0.00	0.00	0.00	0.00	0.00
DWSD	403,445.99	80,196.05	84,383.67	86,246.04	72,710.59	50,319.08	11,971.76	17,618.80
ELECTIONS COMMISSION	3,126.60	3,126.60	0.00	0.00	0.00	0.00	0.00	0.00
FIRE DEPARTMENT	189,458.28	5,744.49	6,329.64	171.20	0.00	90,698.60	0.00	86,514.35
GENERAL SERVICES DEPARTMENT	31,912.74	4,858.30	5,565.65	5,497.50	5,786.55	5,781.87	4,422.87	0.00
HEALTH DEPARTMENT	45,096.65	900.14	930.69	954.19	1,388.94	2,382.10	846.77	37,693.82
INSTITUTE OF ARTS	4,077.17	4,077.17	0.00	0.00	0.00	0.00	0.00	0.00
JAMES P CADARIU	211.51	102.27	106.97	2.27	0.00	0.00	0.00	0.00
MARIA LINDA ADAMS-LAWTON	1,272.85	209.69	169.74	289.59	261.39	289.57	52.87	0.00
MUNICIPAL PARKING	19,072.22	4,254.86	5,092.34	4,920.79	4,804.23	0.00	0.00	0.00
PLANNING & DEVELOPMENT DEPT-DPS	26,032.88	4,946.15	5,038.38	5,749.65	4,969.45	4,815.61	513.64	0.00
POLICE DEPARTMENT	44,655.79	8,233.45	8,548.35	9,034.19	9,768.00	9,071.80	0.00	0.00
PUBLIC LIBRARY	37,393.96	4,676.37	12,201.07	19,571.21	945.31	0.00	0.00	0.00
PUBLIC WORKS	73,709.99	6,118.75	5,836.75	5,930.75	6,184.55	18,835.60	5,250.82	25,552.77
RECREATION	62,511.71	14,641.70	19,995.05	21,473.15	6,016.78	0.00	0.00	385.03
RECREATION (2)	66,961.32	10,080.52	16,066.31	20,969.66	4,933.26	11,907.04	3,004.53	0.00
TRANSPORTATION	34,301.35	18,677.68	15,623.67	0.00	0.00	0.00	0.00	0.00

Detroit Water and Sewerage Department

City of Detroit Accounts - Sewer

Aging Account Balances as of December 2, 2016 - Summary

Customer Name	Total Balance Due	Current	> 30 Days	> 60 Days	> 90 Days	> 120 Days	> 150 Days	> 180 Days
36TH DISTRICT COURT	17,095.70	4,056.08	7,412.47	5,627.15	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC	2,611.23	372.16	830.82	1,408.25	0.00	0.00	0.00	0.00
DWSD	831,161.26	157,839.35	187,420.35	190,692.64	161,941.94	105,210.78	6,307.02	21,749.18
ELECTIONS COMMISSION	6,939.99	6,939.99	0.00	0.00	0.00	0.00	0.00	0.00
FIRE DEPARTMENT	422,804.21	17,030.56	20,761.92	578.78	0.00	200,086.85	0.00	184,346.10
GENERAL SERVICES DEPARTMENT	88,593.86	8,070.14	16,656.12	16,505.26	17,145.12	16,949.19	13,268.03	0.00
HEALTH DEPARTMENT	211,001.15	871.40	6,537.23	6,589.25	7,551.62	9,493.25	6,194.45	173,763.95
INSTITUTE OF ARTS	8,296.11	8,296.11	0.00	0.00	0.00	0.00	0.00	0.00
JAMES P CADARIU	704.85	156.48	357.44	190.93	0.00	0.00	0.00	0.00
MARIA LINDA ADAMS-LAWTON	4,144.42	348.95	668.43	933.73	871.31	922.09	399.91	0.00
MUNICIPAL PARKING	36,082.28	5,459.36	10,535.85	10,156.09	9,930.98	0.00	0.00	0.00
PLANNING & DEVELOPMENT DEPT-DPS	416,185.85	60,573.90	90,075.46	87,891.73	86,164.66	83,047.87	8,432.23	0.00
POLICE DEPARTMENT	130,647.92	18,077.31	25,067.75	28,824.38	30,370.29	28,308.19	0.00	0.00
PUBLIC LIBRARY	106,204.24	12,745.06	37,279.95	53,479.41	2,699.82	0.00	0.00	0.00
PUBLIC LIGHTING	23,641.32	23,641.32	0.00	0.00	0.00	0.00	0.00	0.00
PUBLIC WORKS	377,658.77	20,400.95	44,883.69	45,091.90	45,653.63	72,442.55	41,938.79	107,247.26
RECREATION	1,583,370.97	272,786.59	572,480.69	576,648.00	159,323.79	0.00	0.00	2,131.90
RECREATION (2)	679,217.66	1,005.00	181,642.29	198,939.11	163,440.62	134,190.64	0.00	0.00
TRANSPORTATION	93,249.74	43,488.50	49,761.24	0.00	0.00	0.00	0.00	0.00

Detroit Water and Sewerage Department

City of Detroit Accounts - Water

Aging Account Balances as of December 2, 2016 - Detail

Customer Name	Customer Number	Total Balance Due	Current	> 30 Days	> 60 Days	> 90 Days	> 120 Days	> 150 Days	> 180 Days
36TH DISTRICT COURT	100,591.300	290.75	170.55	120.20	0.00	0.00	0.00	0.00	0.00
	101,292.301	7,272.31	1,944.86	2,978.86	2,348.59	0.00	0.00	0.00	0.00
36TH DISTRICT COURT - Total		**7,563.06**	**2,115.41**	**3,099.06**	**2,348.59**	**0.00**	**0.00**	**0.00**	**0.00**
CITY OF DETROIT - CAYMC	301,068.301	1,208.85	156.20	395.90	656.75	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC - Total		**1,208.85**	**156.20**	**395.90**	**656.75**	**0.00**	**0.00**	**0.00**	**0.00**
DETROIT CITY AIRPORT	9,990,002.301	(23,548.68)	(23,548.68)	0.00	0.00	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT - Total		**(23,548.68)**	**(23,548.68)**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
DWSD	200,128.300	72,016.69	10,046.12	10,365.72	11,002.57	9,726.52	9,729.79	10,965.65	10,180.32
	200,602.300	5,051.11	268.44	277.84	291.94	261.39	259.99	289.57	3,401.94
	201,463.300	1,481.13	17.06	17.06	17.06	17.06	16.52	16.52	1,379.85
	300,808.300	1,335.54	137.40	130.35	120.95	125.65	130.80	167.21	523.18
	2,804,999.300	3,585.18	423.45	345.90	341.20	355.30	330.46	344.12	1,444.75
	8,305,411.300	3,771.64	6.82	6.82	1,083.12	1,440.32	357.11	188.69	688.76
	9,990,047.300	316,204.70	69,296.76	73,239.98	73,389.20	60,784.35	39,494.41	0.00	0.00
DWSD - Total		**403,445.99**	**80,196.05**	**84,383.67**	**86,246.04**	**72,710.59**	**50,319.08**	**11,971.76**	**17,618.80**
ELECTIONS COMMISSION	101,272.301	3,126.60	3,126.60	0.00	0.00	0.00	0.00	0.00	0.00
ELECTIONS COMMISSION - Total		**3,126.60**	**3,126.60**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
FIRE DEPARTMENT	63,003.303	177,212.95	0.00	0.00	0.00	0.00	90,698.60	0.00	86,514.35
	9,990,027.301	12,245.33	5,744.49	6,329.64	171.20	0.00	0.00	0.00	0.00
FIRE DEPARTMENT - Total		**189,458.28**	**5,744.49**	**6,329.64**	**171.20**	**0.00**	**90,698.60**	**0.00**	**86,514.35**
GENERAL SERVICES DEPARTMENT	9,990,015.301	31,912.74	4,858.30	5,565.65	5,497.50	5,786.55	5,781.87	4,422.87	0.00
GENERAL SERVICES DEPARTMENT - Total		**31,912.74**	**4,858.30**	**5,565.65**	**5,497.50**	**5,786.55**	**5,781.87**	**4,422.87**	**0.00**
HEALTH DEPARTMENT	9,990,007.301	45,096.65	900.14	930.69	954.19	1,388.94	2,382.10	846.77	37,693.82
HEALTH DEPARTMENT - Total		**45,096.65**	**900.14**	**930.69**	**954.19**	**1,388.94**	**2,382.10**	**846.77**	**37,693.82**
INSTITUTE OF ARTS	601,993.301	34.12	34.12	0.00	0.00	0.00	0.00	0.00	0.00
	9,990,013.301	4,043.05	4,043.05	0.00	0.00	0.00	0.00	0.00	0.00
INSTITUTE OF ARTS - Total		**4,077.17**	**4,077.17**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
JAMES P CADARIU	3,901,292.302	211.51	102.27	106.97	2.27	0.00	0.00	0.00	0.00
JAMES P CADARIU - Total		**211.51**	**102.27**	**106.97**	**2.27**	**0.00**	**0.00**	**0.00**	**0.00**
MARIA LINDA ADAMS-LAWTON	1,902,764.302	1,272.85	209.69	169.74	289.59	261.39	289.57	52.87	0.00
MARIA LINDA ADAMS-LAWTON - Total		**1,272.85**	**209.69**	**169.74**	**289.59**	**261.39**	**289.57**	**52.87**	**0.00**
MUNICIPAL PARKING	9,990,018.301	19,072.22	4,254.86	5,092.34	4,920.79	4,804.23	0.00	0.00	0.00
MUNICIPAL PARKING - Total		**19,072.22**	**4,254.86**	**5,092.34**	**4,920.79**	**4,804.23**	**0.00**	**0.00**	**0.00**
PLANNING & DEVELOPMENT DEPT-DPS	9,990,045.300	26,032.88	4,946.15	5,038.38	5,749.65	4,969.45	4,815.61	513.64	0.00
PLANNING & DEVELOPMENT DEPT-DPS - Total		**26,032.88**	**4,946.15**	**5,038.38**	**5,749.65**	**4,969.45**	**4,815.61**	**513.64**	**0.00**
POLICE DEPARTMENT	9,990,012.301	44,655.79	8,233.45	8,548.35	9,034.19	9,768.00	9,071.80	0.00	0.00
POLICE DEPARTMENT - Total		**44,655.79**	**8,233.45**	**8,548.35**	**9,034.19**	**9,768.00**	**9,071.80**	**0.00**	**0.00**
PUBLIC LIBRARY	9,990,005.301	37,393.96	4,676.37	12,201.07	19,571.21	945.31	0.00	0.00	0.00
PUBLIC LIBRARY - Total		**37,393.96**	**4,676.37**	**12,201.07**	**19,571.21**	**945.31**	**0.00**	**0.00**	**0.00**
PUBLIC WORKS	63,004.303	30,412.00	0.00	0.00	0.00	0.00	12,675.04	0.00	17,736.96
	9,990,008.301	43,297.99	6,118.75	5,836.75	5,930.75	6,184.55	6,160.56	5,250.82	7,815.81
PUBLIC WORKS - Total		**73,709.99**	**6,118.75**	**5,836.75**	**5,930.75**	**6,184.55**	**18,835.60**	**5,250.82**	**25,552.77**
RECREATION	301,138.300	(30.00)	0.00	0.00	0.00	0.00	0.00	0.00	(30.00)
	7,400,804.301	325.03	0.00	0.00	0.00	0.00	0.00	0.00	325.03
	8,800,027.300	60.00	0.00	0.00	0.00	0.00	0.00	0.00	60.00
	8,800,241.300	30.00	0.00	0.00	0.00	0.00	0.00	0.00	30.00
	9,990,016.301	62,126.68	14,641.70	19,995.05	21,473.15	6,016.78	0.00	0.00	0.00
RECREATION - Total		**62,511.71**	**14,641.70**	**19,995.05**	**21,473.15**	**6,016.78**	**0.00**	**0.00**	**385.03**
RECREATION (2)	63,002.301	(135.94)	0.00	0.00	0.00	0.00	(135.94)	0.00	0.00
	9,990,014.301	67,097.26	10,080.52	16,066.31	20,969.66	4,933.26	12,042.98	3,004.53	0.00

Detroit Water and Sewerage Department

City of Detroit Accounts - Sewer

Aging Account Balances as of December 2, 2016 - Detail

Customer Name	Customer Number	Total Balance Due	Current	> 30 Days	> 60 Days	> 90 Days	> 120 Days	> 150 Days	> 180 Days
36TH DISTRICT COURT	100,591.400	209.60	122.95	86.65	0.00	0.00	0.00	0.00	0.00
	101,292.401	16,886.10	3,933.13	7,325.82	5,627.15	0.00	0.00	0.00	0.00
36TH DISTRICT COURT - Total		**17,095.70**	**4,056.08**	**7,412.47**	**5,627.15**	**0.00**	**0.00**	**0.00**	**0.00**
CITY OF DETROIT - CAYMC	301,068.401	2,611.23	372.16	830.82	1,408.25	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC - Total		**2,611.23**	**372.16**	**830.82**	**1,408.25**	**0.00**	**0.00**	**0.00**	**0.00**
DWSD	200,602.400	19,696.75	479.00	2,448.79	2,480.00	2,412.38	2,345.19	2,410.46	7,120.93
	201,463.400	10,615.59	1,184.91	1,184.91	1,128.49	1,183.02	1,145.04	1,148.80	3,640.42
	300,871.400	1,487.35	169.38	169.38	169.38	169.10	155.79	155.79	498.53
	2,804,999.400	2,229.79	187.69	206.58	196.18	227.39	189.98	220.11	1,001.86
	3,300,742.400	11,518.34	1,175.96	1,175.96	1,175.96	1,175.96	1,135.75	1,135.75	4,543.00
	3,402,446.400	11,376.30	120.00	1,279.88	1,279.88	1,279.88	1,236.11	1,236.11	4,944.44
	9,990,047.400	774,237.14	154,522.41	180,954.85	184,262.75	155,494.21	99,002.92	0.00	0.00
DWSD - Total		**831,161.26**	**157,839.35**	**187,420.35**	**190,692.64**	**161,941.94**	**105,210.78**	**6,307.02**	**21,749.18**
ELECTIONS COMMISSION	101,272.401	6,939.99	6,939.99	0.00	0.00	0.00	0.00	0.00	0.00
ELECTIONS COMMISSION - Total		**6,939.99**	**6,939.99**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
FIRE DEPARTMENT	63,003.403	384,432.95	0.00	0.00	0.00	0.00	200,086.85	0.00	184,346.10
	9,990,027.401	38,371.26	17,030.56	20,761.92	578.78	0.00	0.00	0.00	0.00
FIRE DEPARTMENT - Total		**422,804.21**	**17,030.56**	**20,761.92**	**578.78**	**0.00**	**200,086.85**	**0.00**	**184,346.10**
GENERAL SERVICES DEPARTMENT	9,990,015.401	88,593.86	8,070.14	16,656.12	16,505.26	17,145.12	16,949.19	13,268.03	0.00
GENERAL SERVICES DEPARTMENT - Total		**88,593.86**	**8,070.14**	**16,656.12**	**16,505.26**	**17,145.12**	**16,949.19**	**13,268.03**	**0.00**
HEALTH DEPARTMENT	9,990,007.401	211,001.15	871.40	6,537.23	6,589.25	7,551.62	9,493.25	6,194.45	173,763.95
HEALTH DEPARTMENT - Total		**211,001.15**	**871.40**	**6,537.23**	**6,589.25**	**7,551.62**	**9,493.25**	**6,194.45**	**173,763.95**
INSTITUTE OF ARTS	601,993.401	196.18	196.18	0.00	0.00	0.00	0.00	0.00	0.00
	9,990,013.401	8,099.93	8,099.93	0.00	0.00	0.00	0.00	0.00	0.00
INSTITUTE OF ARTS - Total		**8,296.11**	**8,296.11**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
JAMES P CADARIU	3,901,292.402	704.85	156.48	357.44	190.93	0.00	0.00	0.00	0.00
JAMES P CADARIU - Total		**704.85**	**156.48**	**357.44**	**190.93**	**0.00**	**0.00**	**0.00**	**0.00**
MARIA LINDA ADAMS-LAWTON	1,902,764.402	4,144.42	348.95	668.43	933.73	871.31	922.09	399.91	0.00
MARIA LINDA ADAMS-LAWTON - Total		**4,144.42**	**348.95**	**668.43**	**933.73**	**871.31**	**922.09**	**399.91**	**0.00**
MUNICIPAL PARKING	9,990,018.401	36,082.28	5,459.36	10,535.85	10,156.09	9,930.98	0.00	0.00	0.00
MUNICIPAL PARKING - Total		**36,082.28**	**5,459.36**	**10,535.85**	**10,156.09**	**9,930.98**	**0.00**	**0.00**	**0.00**
PLANNING & DEVELOPMENT DEPT-DPS	9,990,045.400	416,185.85	60,573.90	90,075.46	87,891.73	86,164.66	83,047.87	8,432.23	0.00
PLANNING & DEVELOPMENT DEPT-DPS - Total		**416,185.85**	**60,573.90**	**90,075.46**	**87,891.73**	**86,164.66**	**83,047.87**	**8,432.23**	**0.00**
POLICE DEPARTMENT	9,990,012.401	130,647.92	18,077.31	25,067.75	28,824.38	30,370.29	28,308.19	0.00	0.00
POLICE DEPARTMENT - Total		**130,647.92**	**18,077.31**	**25,067.75**	**28,824.38**	**30,370.29**	**28,308.19**	**0.00**	**0.00**
PUBLIC LIBRARY	9,990,005.401	106,204.24	12,745.06	37,279.95	53,479.41	2,699.82	0.00	0.00	0.00
PUBLIC LIBRARY - Total		**106,204.24**	**12,745.06**	**37,279.95**	**53,479.41**	**2,699.82**	**0.00**	**0.00**	**0.00**
PUBLIC LIGHTING	9,990,006.401	23,641.32	23,641.32	0.00	0.00	0.00	0.00	0.00	0.00
PUBLIC LIGHTING - Total		**23,641.32**	**23,641.32**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
PUBLIC WORKS	63,004.403	66,602.01	0.00	0.00	0.00	0.00	27,961.95	0.00	38,640.06
	9,990,008.401	311,056.76	20,400.95	44,883.69	45,091.90	45,653.63	44,480.60	41,938.79	68,607.20
PUBLIC WORKS - Total		**377,658.77**	**20,400.95**	**44,883.69**	**45,091.90**	**45,653.63**	**72,442.55**	**41,938.79**	**107,247.26**
RECREATION	401,027.401	(593.56)	(593.56)	0.00	0.00	0.00	0.00	0.00	0.00
	600,752.401	(593.56)	(593.56)	0.00	0.00	0.00	0.00	0.00	0.00
	1,301,483.401	(576.96)	(576.96)	0.00	0.00	0.00	0.00	0.00	0.00
	1,301,484.401	(597.32)	(597.32)	0.00	0.00	0.00	0.00	0.00	0.00
	7,400,804.401	2,131.90	0.00	0.00	0.00	0.00	0.00	0.00	2,131.90
	9,990,016.401	1,583,600.47	275,147.99	572,480.69	576,648.00	159,323.79	0.00	0.00	0.00

APPENDIX – DETAILED FINANCIALS & FORECAST

DETROIT WATER & SEWER CURRENT PERIOD BUDGET VERSUS ACTUAL

10/31/2016

INCOME STATEMENT FORECAST

Water

	10/31/2016 BUDGET	10/31/2016 ACTUAL	VARIANCE	YEAR TO DATE BUDGET	YEAR TO DATE ACTUAL	VARIANCE
Sales Revenue						
Retail Domestic MCF Charges	$ 5,480,858	$ 5,372,018	$ (108,840)	$ 25,066,877	$ 25,446,298	$ 379,422
Retail Fixed Charges	2,401,074	2,397,828	(3,246)	9,604,297	9,606,448	2,151
Fee's & Penalties	408,369	402,983	(5,386)	1,633,478	1,551,333	(82,145)
Less: Bad Debet & NSFs		-	-	-	-	-
Net Sales Revenue	$ 8,290,302	$ 8,172,829	$ (117,473)	$ 36,304,651	$ 36,604,079	$ 299,428
Controllable Operations & Maintenance						
Personnel	1,086,165	1,294,505	(208,340)	4,344,662	3,923,067	421,595
Contracted Services	1,159,654	1,622,383	(462,729)	5,303,713	3,770,390	1,533,322
Utilities	6,115	137,882	(131,767)	24,459	455,852	(431,392)
Fringes, Taxes & Other Overhead	659,767	1,255,188	(595,421)	2,639,068	3,340,398	(701,330)
Total O&M Charges	$ 2,911,701	$ 4,309,958	$ (1,398,257)	$ 12,311,902	$ 11,489,707	$ 822,195
Contribution Margin	$ 5,378,601	$ 3,862,872	$ (1,515,729)	$ 23,992,749	$ 25,114,372	$ 1,121,623
Wholesale O&M Allocation						
Monthly Wholesale O&M Charges	1,319,295	1,319,295	-	5,277,181	5,277,181	-
Depreciation and Amortization	-	-	-	-	-	-
Ownership Equity	(1,180,989)	(1,180,989)	-	(4,723,956)	(4,723,956)	-
Total Wholesale Rate Charges	$ 138,306	$ 138,306	$ -	$ 553,225	$ 553,225	$ -
Gross Margin	$ 5,240,295	$ 3,724,566	$ (1,515,729)	$ 23,439,524	$ 24,561,147	$ 1,121,623
Shared Services & Other Expenses						
Retail Allocation	414,122	414,122	-	1,656,489	1,656,489	-
Other CTA Allocation	193,598	193,598	-	774,392	774,392	-
Additonal Cost of Equity	(544,011)	(544,011)	-	(2,176,044)	(2,176,044)	-
Depreciation and Amortization	-	-	-	-	6,420,740	(6,420,740)
Total Other Operating Expenses	$ 63,709	$ 63,709	$ -	$ 254,837	$ 6,675,577	$ (6,420,740)
Operating Surplus/(Deficit)	$ 5,176,585	$ 3,660,856	$ (1,515,729)	$ 23,184,687	$ 17,885,570	$ (5,299,116)
Non-Operating Expense / (Income)						
Interest Expense	2,509,082	2,509,082	-	10,036,327	10,036,327	-
Lease Payments	210,824	(1,664,176)	1,875,000	843,295	(6,656,704)	7,499,999
WRAP Deposits	50,401	50,312	89	201,603	301,872	(100,269)
ER&R	59,483	59,483	-	237,931	237,931	-
B-Note Payment	58,887	58,887	-	235,548	235,548	-
Budget Stabilization Deposits	193,919	193,919	-	775,675	1,163,513	(387,838)
Total Non-Operating Expenses	$ 3,082,595	$ 1,207,506	$ 1,875,089	$ 12,330,378	$ 5,318,486	$ 7,011,892
Surplus /(Deficit) Before Other Adj.	$ 2,093,991	$ 2,453,350	$ 359,360	$ 10,854,308	$ 12,567,084	$ 1,712,776
Other Adjustments/(Credit)						
Net Surplus /(Deficit)	$ 2,093,991	$ 2,453,350	$ 359,360	$ 10,854,308	$ 12,567,084	$ 1,712,776
SBIDA	$ 4,603,072	$ 4,962,432	$ 359,360	$ 20,890,635	$ 29,024,150	$ (4,707,964)
Memo: % of Net Sales Revenue						
Contribution Margin - Products	64.88%	47.26%	1290.28%	66.09%	68.61%	374.59%
Gross Margin - Products and Tooling	63.21%	45.57%	1290.28%	64.56%	67.10%	374.59%
Operating Surplus/(Loss)	62.44%	44.79%	1290.28%	63.86%	48.86%	-1769.74%
Surplus/(Loss) Before Other Adjustments	25.26%	30.02%	-305.91%	29.90%	34.33%	572.01%
Net Surplus/(Loss)	25.26%	30.02%	-305.91%	29.90%	34.33%	572.01%
SBIDA	55.52%	60.72%	-305.91%	57.54%	79.29%	-1572.32%

Sewer

	10/31/2016 BUDGET	10/31/2016 ACTUAL	VARIANCE	YEAR TO DATE BUDGET	YEAR TO DATE ACTUAL	VARIANCE
Sales Revenue						
Retail Domestic MCF Charges	$ 21,637,492	$ 22,771,148	$ 1,133,656	$ 92,791,829	$ 92,729,145	$ (62,684)
Retail Fixed Charges	1,055,726	972,340	(83,386)	4,222,904	3,895,415	(327,489)
Fee's & Penalties	431,269	350,090	(81,179)	1,725,074	1,228,516	(496,559)
Less: Bad Debet & NSFs		-	-	-	-	-
Net Sales Revenue	$ 23,124,486	$ 24,093,578	$ 969,092	$ 98,739,808	$ 97,853,076	$ (886,732)
Controllable Operations & Maintenance						
Personnel	1,629,248	1,488,659	140,590	6,516,992	7,399,011	(882,019)
Contracted Services	1,399,270	334,656	1,064,614	6,000,732	4,808,910	1,191,822
Utilities	111,831	228,972	(117,141)	447,324	353,249	94,075
Fringes, Taxes & Other Overhead	482,269	179,318	302,952	1,929,077	2,178,489	(249,412)
Total O&M Charges	$ 3,622,618	$ 2,231,604	$ 1,391,014	$ 14,894,125	$ 14,739,659	$ 154,466
Contribution Margin	$ 19,501,868	$ 21,861,974	$ 2,360,106	$ 83,845,683	$ 83,113,417	$ (732,266)
Wholesale O&M Allocation						
Monthly Wholesale O&M Charges	4,319,742	4,319,742	-	17,278,967	11,519,311	5,759,656
Depreciation and Amortization	-	-	-	-	-	-
Ownership Equity	(346,157)	(346,157)	-	(1,384,629)	(896,637)	(487,992)
Total Wholesale Rate Charges	$ 3,973,584	$ 3,973,584	$ -	$ 15,894,338	$ 10,622,674	$ 5,271,663
Gross Margin	$ 15,528,284	$ 17,888,390	$ 2,360,106	$ 67,951,345	$ 72,490,742	$ 4,539,398
Shared Services & Other Expenses						
Retail Allocation	850,772	850,772	-	3,403,090	3,403,090	-
Other CTA Allocation	565,727	565,727	-	2,262,907	2,262,907	-
Additonal Cost of Equity	(113,509)	(113,509)	-	(454,038)	(493,711)	39,674
Depreciation and Amortization		-	-	-	6,244,182	(6,244,182)
Total Other Operating Expenses	$ 1,302,990	$ 1,302,990	$ -	$ 5,211,959	$ 11,416,468	$ (6,204,509)
Operating Surplus/(Deficit)	$ 14,225,294	$ 16,585,400	$ 2,360,106	$ 62,739,385	$ 61,074,274	$ (1,665,111)
Non-Operating Expense / (Income)						
Interest Expense	6,081,947	6,081,947	-	24,327,787	24,327,787	-
Lease Payments	995,873	(1,295,794)	2,291,667	3,983,492	(5,183,175)	9,166,667
WRAP Deposits	110,128	109,660	468	440,514	657,960	(217,447)
ER&R	85,374	85,374	-	341,498	341,498	-
B-Note Payment	600,536	600,536	-	2,402,144	2,402,144	-
Budget Stabilization Deposits	196,011	357,978	(161,967)	784,044	2,147,867	(1,363,823)
Total Non-Operating Expenses	$ 8,069,870	$ 5,939,701	$ 2,130,168	$ 32,279,478	$ 24,694,081	$ 7,585,397
Surplus /(Deficit) Before Other Adj.	$ 6,155,425	$ 10,645,698	$ 4,490,274	$ 30,459,907	$ 36,380,193	$ 5,920,286
Other Adjustments/(Credit)						
Net Surplus /(Deficit)	$ 6,155,425	$ 10,645,698	$ 4,490,274	$ 30,459,907	$ 36,380,193	$ 5,920,286
SBIDA	$ 12,237,371	$ 16,727,645	$ 4,490,274	$ 54,787,694	$ 66,952,163	$ (323,896)
Memo: % of Net Sales Revenue						
Contribution Margin - Products	84.33%	90.74%	243.54%	84.92%	84.94%	82.58%
Gross Margin - Products and Tooling	67.15%	74.25%	243.54%	68.82%	74.08%	-511.92%
Operating Surplus/(Loss)	61.52%	68.84%	243.54%	63.54%	62.41%	187.78%
Surplus/(Loss) Before Other Adjustments	26.62%	44.18%	463.35%	30.85%	37.18%	-667.65%
Net Surplus/(Loss)	26.62%	44.18%	463.35%	30.85%	37.18%	-667.65%
SBIDA	52.92%	69.43%	463.35%	55.49%	68.42%	36.53%

DETROIT WATER & SEWER BUDGET TO FORECAST

FY2017 4+8

Water

	BUDGET	4+8 FCST	4+8 RISKS	4+8 OPPS.	4+8 RISKS ADJUSTED	4+8 VAR. F/(U)
Sales Revenue						
Retail Domestic MCF Charges	$ 71,246,992	$ 70,476,105	$ (240,000)	$ 168,000	70,404,105	(842,887)
Retail Fixed Charges	28,812,890	29,242,176	-	-	29,242,176	429,286
Fee's, Penalties, & Adjustments	4,900,433	4,718,000	-	-	4,718,000	(182,433)
Less: Bad Debet & NSFs		-	-	-	-	-
Net Sales Revenue	$ 104,960,314	$ 104,436,281	$ (240,000)	$ 168,000	$ 104,364,281	$ (596,033)
Controllable Operations & Maintenance						
Personnel	13,033,985	12,345,125	206,263	(1,375,565)	11,175,824	1,858,161
Contracted Services	15,074,618	13,820,136	80,000	(225,000)	13,675,136	1,399,482
Utilities	73,378	504,770	675,000	-	1,179,770	(1,106,392)
Fringes, Taxes & Other Overhead	7,917,204	9,103,487	-	-	9,103,487	(1,186,283)
Total O&M Charges	$ 36,099,185	$ 35,773,518	$ 961,263	$ (1,600,565)	$ 35,134,217	$ 964,968
Contribution Margin	$ 68,861,129	$ 68,662,763	$ (1,201,263)	$ 1,768,565	$ 69,230,064	$ 368,935
Wholesale O&M Allocation						
Monthly Wholesale O&M Charges	15,831,543	15,831,543	-	-	15,831,543	-
Depreciation and Amortization	-	-	-	-	-	-
Ownership Equity	(14,171,869)	(14,171,869)	-	-	(14,171,869)	-
Total Wholesale Rate Charges	$ 1,659,674	$ 1,659,674	$ -	$ -	$ 1,659,674	$ -
Gross Margin	$ 67,201,455	$ 67,003,089	$ (1,201,263)	$ 1,768,565	$ 67,570,390	$ 368,935
Shared Services & Other Expenses						
Retail Allocation	4,969,467	4,969,467	-	(2,120,000)	2,849,467	2,120,000
Other CTA Allocation	2,323,176	2,323,176	-	-	2,323,176	-
Additonal Cost of Equity	(6,528,131)	(6,528,131)	-	-	(6,528,131)	-
Depreciation and Amortization		19,262,219	-	-	19,262,219	(19,262,219)
Total Other Operating Expenses	$ 764,512	$ 20,026,731	$ -	$ (2,120,000)	$ 17,906,731	$ (17,142,219)
Operating Surplus/(Deficit)	$ 66,436,943	$ 46,976,358	$ (1,201,263)	$ 3,888,565	$ 49,663,659	$ (16,773,284)
Non-Operating Expense / (Income)						
Interest Expense	30,108,980	30,108,980	-	-	30,108,980	-
Lease Payments	2,529,884	(19,970,115)	-	-	(19,970,115)	22,499,999
WRAP Deposits	604,809	705,079	-	-	705,079	(100,269)
ER&R	713,792	713,792	-	-	713,792	-
B-Note Payment	706,644	706,644	-	-	706,644	-
Budget Stabilization Deposits	2,327,026	2,714,863	-	-	2,714,863	(387,838)
Total Non-Operating Expenses	$ 36,991,135	$ 14,979,243	$ -	$ -	$ 14,979,243	$ 22,011,892
Surplus /(Deficit) Before Other Adj.	$ 29,445,808	$ 31,997,115	$ (1,201,263)	$ 3,888,565	$ 34,684,417	$ 5,238,608
Other Adjustments/(Credit)						
Net Surplus /(Deficit)	$ 29,445,808	$ 31,997,115	$ (1,201,263)	$ 3,888,565	$ 34,684,417	$ 5,238,608
SBIDA	$ 59,554,788	$ 81,368,313	$ (1,201,263)	$ 3,888,565	$ 84,055,615	$ 24,500,827
Beginning Reserves	$ -	$ -				
Transition Cash	-	27,080,224	-	-	27,080,224	27,080,224
Capital Spending	-	(56,270,202)	-	-	(56,270,202)	(56,270,202)
New Borrowings	-	17,000,000	-	-	17,000,000	17,000,000
Actual Debt Payments	(45,195,714)	(45,164,174)	-	-	(45,164,174)	31,540
Change in Receivables Net of Write-Offs	(12,261,123)	(6,528,923)	-	-	(6,528,923)	5,732,200
Ending Reserves	$ 2,097,950	$ 17,485,238	$ (1,201,263)	$ 3,888,565	$ 20,172,539	18,074,589

Sewer

	BUDGET	4+8 FCST	4+8 RISKS	4+8 OPPS.	4+8 RISKS ADJUSTED	4+8 VAR. F/(U)
Sales Revenue						
Retail Domestic MCF Charges	$ 271,287,158	$ 267,261,850	$ (1,003,750)	$ 112,000	266,370,100	(4,917,057)
Retail Fixed Charges	12,668,712	11,722,726	-	-	11,722,726	(945,986)
Fee's, Penalties, & Adjustments	5,175,223	4,561,849	-	-	4,561,849	(613,374)
Less: Bad Debet & NSFs		-	-	-	-	-
Net Sales Revenue	$ 289,131,093	$ 283,546,426	$ (1,003,750)	$ 112,000	$ 282,654,676	$ (6,476,417)
Controllable Operations & Maintenance						
Personnel	19,550,977	20,032,099	309,395	(2,063,348)	18,278,147	1,272,831
Contracted Services	17,543,802	16,504,778	8,104,660	(963,000)	23,646,437	(6,102,635)
Utilities	1,341,971	1,248,382	-	-	1,248,382	93,589
Fringes, Taxes & Other Overhead	5,787,231	6,036,643	-	-	6,036,643	(249,412)
Total O&M Charges	$ 44,223,982	$ 43,821,902	$ 8,414,055	$ (3,026,348)	$ 49,209,609	$ (4,985,627)
Contribution Margin	$ 244,907,111	$ 239,724,524	$ (9,417,805)	$ 3,138,348	$ 233,445,067	$ (11,462,045)
Wholesale O&M Allocation						
Monthly Wholesale O&M Charges	51,836,900	46,077,244	-	-	46,077,244	5,759,656
Depreciation and Amortization	-	-	-	-	-	-
Ownership Equity	(4,153,887)	(3,586,547)	-	-	(3,586,547)	(567,340)
Total Wholesale Rate Charges	$ 47,683,013	$ 42,490,697	$ -	$ -	$ 42,490,697	$ 5,192,316
Gross Margin	$ 197,224,098	$ 197,233,826	$ (9,417,805)	$ 3,138,348	$ 190,954,369	$ (6,269,729)
Shared Services & Other Expenses						
Retail Allocation	10,209,270	10,209,270	-	(8,370,029)	1,839,241	8,370,029
Other CTA Allocation	6,788,722	6,788,722	-	-	6,788,722	-
Additonal Cost of Equity	(1,362,113)	(1,481,134)	-	-	(1,481,134)	119,021
Depreciation and Amortization		18,732,547	-	-	18,732,547	(18,732,547)
Total Other Operating Expenses	$ 15,635,878	$ 34,249,404	$ -	$ (8,370,029)	$ 25,879,376	$ (10,243,497)
Operating Surplus/(Deficit)	$ 181,588,219	$ 162,984,422	$ (9,417,805)	$ 11,508,376	$ 165,074,994	$ (16,513,226)
Non-Operating Expense / (Income)						
Interest Expense	72,983,361	72,983,361	-	-	72,983,361	-
Lease Payments	11,950,476	(15,549,524)	-	-	(15,549,524)	27,500,000
WRAP Deposits	1,321,541	1,570,332	-	-	1,570,332	(248,791)
ER&R	1,024,493	1,024,493	-	-	1,024,493	-
B-Note Payment	7,206,431	7,206,431	-	-	7,206,431	-
Budget Stabilization Deposits	2,352,133	3,715,956	-	-	3,715,956	(1,363,823)
Total Non-Operating Expenses	$ 96,838,434	$ 70,951,049	$ -	$ -	$ 70,951,049	$ 25,887,386
Surplus /(Deficit) Before Other Adj.	$ 84,749,785	$ 92,033,373	$ (9,417,805)	$ 11,508,376	$ 94,123,945	$ 9,374,160
Other Adjustments/(Credit)						
Net Surplus /(Deficit)	$ 84,749,785	$ 92,033,373	$ (9,417,805)	$ 11,508,376	$ 94,123,945	$ 9,374,160
SBIDA	$ 157,733,146	$ 183,749,282	$ (9,417,805)	$ 11,508,376	$ 185,839,853	$ 28,106,707
Beginning Reserves	$ -	$ -	-	-		
Transition Cash	-	21,058,518	-	-	21,058,518	21,058,518
Capital Spending	-	(21,402,900)	-	-	(21,402,900)	(21,402,900)
New Borrowings			-	-		
Actual Debt Payments	(121,809,319)	(99,536,730)	-	-	(99,536,730)	22,272,589
Change in Receivables Net of Write-Offs	(29,061,230)	(27,644,381)	-	-	(27,644,381)	1,416,849
Ending Reserves	$ 6,862,597	$ 56,223,789	$ (9,417,805)	$ 11,508,376	58,314,361	51,451,763

(1) Unaccounted for expenses

(2) Unaccrued Operating Pension Expense

DETROIT WATER & SEWER 5-YEAR FORECAST

FY2017 - FY2020

INCOME STATEMENT FORECAST

Water

	YTD 2017	Remaing Proj. 2017	FY Forecast 4+8	FORECAST 2018	2019	2020	2021
Sales Revenue							
Retail Domestic MCF Charges	$ 25,446,298	$ 45,029,807	$ 70,476,105	$ 70,729,378	$ 70,258,700	$ 69,791,153	$ 69,326,718
Retail Fixed Charges	9,606,448	19,635,729	29,242,176	31,151,901	32,397,978	33,693,897	35,041,652
Fee's, Penalties, & Adjustments	1,551,333	3,166,667	4,718,000	4,750,000	4,750,000	4,750,000	4,750,000
Less: Bad Debet & NSFs		-	-	-	-	-	-
Net Sales Revenue	$ 36,604,079	$ 67,832,202	$ 104,436,281	$ 106,631,280	$ 107,406,677	$ 108,235,050	$ 109,118,370
Controllable Operations & Maintenance							
Personnel	3,923,067	8,422,059	12,345,125	13,033,985	13,451,333	13,885,349	14,336,678
Contracted Services	3,770,390	10,049,745	13,820,136	15,074,618	15,074,618	15,074,618	15,074,618
Utilities	455,852	48,919	504,770	73,378	73,378	73,378	73,378
Fringes, Taxes & Other Overhead	3,340,398	5,763,089	9,103,487	7,917,204	7,917,204	7,917,204	7,917,204
Total O&M Charges	$ 11,489,707	$ 24,283,811	$ 35,773,518	$ 36,099,185	$ 36,516,533	$ 36,950,550	$ 37,401,878
Contribution Margin	$ 25,114,372	$ 43,548,391	$ 68,662,763	$ 70,532,095	$ 70,890,144	$ 71,284,500	$ 71,716,492
Wholesale O&M Allocation							
Monthly Wholesale O&M Charges	5,277,181	10,554,362	15,831,543	16,464,805	17,123,397	17,808,333	18,520,666
Depreciation and Amortization	-	-	-	-	-	-	-
Ownership Equity	(4,723,956)	(9,447,913)	(14,171,869)	(13,740,771)	(13,350,283)	(12,995,188)	(12,671,120)
Total Wholesale Rate Charges	$ 553,225	$ 1,106,449	$ 1,659,674	$ 2,724,034	$ 3,773,114	$ 4,813,145	$ 5,849,546
Gross Margin	$ 24,561,147	$ 42,441,941	$ 67,003,089	$ 67,808,060	$ 67,117,031	$ 66,471,355	$ 65,866,946
Shared Services & Other Expenses							
Retail Allocation	1,656,489	3,312,978	4,969,467	5,168,246	5,374,976	5,589,975	5,813,574
Other CTA Allocation	774,392	1,548,784	2,323,176	3,170,614	4,051,949	4,968,538	5,921,790
Additonal Cost of Equity	(2,176,044)	(4,352,087)	(6,528,131)	(6,959,229)	(7,349,717)	(7,704,812)	(8,028,880)
Depreciation and Amortization	6,420,740	12,841,479	19,262,219	19,262,219	19,262,219	19,262,219	19,262,219
Total Other Operating Expenses	$ 6,675,577	$ 13,351,154	$ 20,026,731	$ 20,641,849	$ 21,339,427	$ 22,115,920	$ 22,968,703
Operating Surplus/(Deficit)	$ 17,885,570	$ 29,090,787	$ 46,976,358	$ 47,166,211	$ 45,777,603	$ 44,355,435	$ 42,898,243
Non-Operating Expense / (Income)							
Interest Expense	10,036,327	20,072,653	30,108,980	29,436,095	28,665,729	27,954,187	27,132,760
Lease Payments	(6,656,704)	(13,313,411)	(19,970,115)	(19,970,116)	(19,970,116)	(19,970,116)	(19,970,116)
WRAP Deposits	301,872	403,206	705,079	605,235	605,235	606,711	608,812
ER&R	237,931	475,861	713,792	713,792	713,792	713,792	713,792
B-Note Payment	235,548	471,096	706,644	706,644	706,644	706,644	706,644
Budget Stabilization Deposits	1,163,513	1,551,350	2,714,863	2,327,026	-	-	-
Total Non-Operating Expenses	$ 5,318,486	$ 9,660,756	$ 14,979,243	$ 13,818,676	$ 10,721,284	$ 10,011,218	$ 9,191,892
Surplus /(Deficit) Before Other Adj.	$ 12,567,084	$ 19,430,031	$ 31,997,115	$ 33,347,535	$ 35,056,319	$ 34,344,217	$ 33,706,351
Other Adjustments/(Credit)							
Net Surplus /(Deficit)	$ 12,567,084	$ 19,430,031	$ 31,997,115	$ 33,347,535	$ 35,056,319	$ 34,344,217	$ 33,706,351
SBIDA	$ 29,024,150	$ 52,344,163	$ 81,368,313	$ 82,045,849	$ 82,984,267	$ 81,560,624	$ 80,101,330
Memo: % of Net Sales Revenue							
Contribution Margin - Products	68.61%	64.20%	65.75%	66.15%	66.00%	65.86%	65.72%
Gross Margin - Products and Tooling	67.10%	62.57%	64.16%	63.59%	62.49%	61.41%	60.36%
Operating Surplus/(Loss)	48.86%	42.89%	44.98%	44.23%	42.62%	40.98%	39.31%
Surplus/(Loss) Before Other Adjustments	34.33%	28.64%	30.64%	31.27%	32.64%	31.73%	30.89%
Net Surplus/(Loss)	34.33%	28.64%	30.64%	31.27%	32.64%	31.73%	30.89%
SBIDA	79.29%	77.17%	77.91%	76.94%	77.26%	75.36%	73.41%

Sewer

	YTD 2017	Remaing Proj. 2017	4+8	2018	2019	2020	2021
Sales Revenue							
Retail Domestic MCF Charges	$ 92,729,145	$ 174,532,706	$ 267,261,850	$ 267,763,442	$ 274,730,865	$ 281,958,817	$ 289,457,056
Retail Fixed Charges	3,895,415	7,827,311	11,722,726	11,943,586	12,421,329	12,918,182	13,434,910
Fee's, Penalties, & Adjustments	1,228,516	3,333,333	4,561,849	5,000,000	5,000,000	5,000,000	5,000,000
Less: Bad Debet & NSFs		-	-	-	-	-	-
Net Sales Revenue	$ 97,853,076	$ 185,693,350	$ 283,546,426	$ 284,707,028	$ 292,152,195	$ 299,876,999	$ 307,891,966
Controllable Operations & Maintenance							
Personnel	7,399,011	12,633,088	20,032,099	19,550,977	20,176,999	20,828,024	21,505,016
Contracted Services	4,808,910	11,695,868	16,504,778	17,543,802	17,543,802	17,543,802	17,543,802
Utilities	353,249	895,133	1,248,382	1,346,351	1,350,731	1,355,116	1,359,503
Fringes, Taxes & Other Overhead	2,178,489	3,858,154	6,036,643	5,787,231	5,787,231	5,787,231	5,787,231
Total O&M Charges	$ 14,739,659	$ 29,082,243	$ 43,821,902	$ 44,228,362	$ 44,858,763	$ 45,514,174	$ 46,195,553
Contribution Margin	$ 83,113,417	$ 156,611,107	$ 239,724,524	$ 240,478,667	$ 247,293,431	$ 254,362,826	$ 261,696,413
Wholesale O&M Allocation							
Monthly Wholesale O&M Charges	11,519,311	34,557,933	46,077,244	53,910,376	56,066,791	58,309,463	60,641,841
Depreciation and Amortization	-	-	-	-	-	-	-
Ownership Equity	(896,637)	(2,689,910)	(3,586,547)	(3,841,564)	(3,672,394)	(3,523,211)	(3,390,766)
Total Wholesale Rate Charges	$ 10,622,674	$ 31,868,023	$ 42,490,697	$ 50,068,812	$ 52,394,397	$ 54,786,252	$ 57,251,075
Gross Margin	$ 72,490,742	$ 124,743,084	$ 197,233,826	$ 190,409,854	$ 194,899,034	$ 199,576,574	$ 204,445,338
Shared Services & Other Expenses							
Retail Allocation	3,403,090	6,806,180	10,209,270	10,698,861	11,208,035	11,737,577	12,288,300
Other CTA Allocation	2,262,907	4,525,815	6,788,722	10,768,746	14,907,972	19,212,767	23,689,753
Additonal Cost of Equity	(493,711)	(987,423)	(1,481,134)	(1,674,436)	(1,843,606)	(1,992,789)	(2,125,234)
Depreciation and Amortization	6,244,182	12,488,365	18,732,547	18,732,547	18,732,547	18,732,547	18,732,547
Total Other Operating Expenses	$ 11,416,468	$ 22,832,936	$ 34,249,404	$ 38,525,718	$ 43,004,948	$ 47,690,101	$ 52,585,366
Operating Surplus/(Deficit)	$ 61,074,274	$ 101,910,148	$ 162,984,422	$ 151,884,136	$ 151,894,086	$ 151,886,473	$ 151,859,972
Non-Operating Expense / (Income)							
Interest Expense	24,327,787	48,655,574	72,983,361	74,602,880	72,812,114	70,472,908	68,978,939
Lease Payments	(5,183,175)	(10,366,349)	(15,549,524)	(15,549,525)	(15,549,525)	(15,549,525)	(15,549,525)
WRAP Deposits	657,960	912,372	1,570,332	1,398,348	1,400,007	1,408,750	1,408,841
ER&R	341,498	682,996	1,024,493	1,024,493	1,024,493	1,024,493	1,024,493
B-Note Payment	2,402,144	4,804,287	7,206,431	7,206,431	7,206,431	7,206,431	7,206,431
Budget Stabilization Deposits	2,147,867	1,568,088	3,715,956	2,352,133	-	-	-
Total Non-Operating Expenses	$ 24,694,081	$ 46,256,967	$ 70,951,049	$ 71,034,760	$ 66,893,521	$ 64,563,057	$ 63,069,180
Surplus /(Deficit) Before Other Adj.	$ 36,380,193	$ 55,653,180	$ 92,033,373	$ 80,849,376	$ 85,000,565	$ 87,323,415	$ 88,790,792
Other Adjustments/(Credit)							
Net Surplus /(Deficit)	$ 36,380,193	$ 55,653,180	$ 92,033,373	$ 80,849,376	$ 85,000,565	$ 87,323,415	$ 88,790,792
SBIDA	$ 66,952,163	$ 116,797,119	$ 183,749,282	$ 174,184,803	$ 176,545,226	$ 176,528,871	$ 176,502,278
Memo: % of Net Sales Revenue							
Contribution Margin - Products	84.94%	84.34%	84.55%	84.47%	84.65%	84.82%	85.00%
Gross Margin - Products and Tooling	74.08%	67.18%	69.56%	66.88%	66.71%	66.55%	66.40%
Operating Surplus/(Loss)	62.41%	54.88%	57.48%	53.35%	51.99%	50.65%	49.32%
Surplus/(Loss) Before Other Adjustments	37.18%	29.97%	32.46%	28.40%	29.09%	29.12%	28.84%
Net Surplus/(Loss)	37.18%	29.97%	32.46%	28.40%	29.09%	29.12%	28.84%
SBIDA	68.42%	62.90%	64.80%	61.18%	60.43%	58.87%	57.33%

DETROIT WATER & SEWER 5-YEAR FORECAST

CASHFLOW STATEMENT FORECAST

Water

	YTD 2017	FCST 2017	FY Forecast 4+8	FORECAST 2018	2019	2020	2021
Beginning Cash	$ 27,080,224	$ 25,576,978	$ 27,080,224	10,241,579	(3,418,252)	(34,947,104)	(52,351,305)
Cashflow From Operating Activities							
Net Operating Surplus / (Deficit)	$ 17,885,570	$ 29,090,787	$ 46,976,358	$ 47,166,211	$ 45,777,603	$ 44,355,435	$ 42,898,243
Transfers to GLWA	(2,154,360)	(43,324,260)	(45,478,619)	(38,163,333)	(36,675,332)	(35,488,873)	(34,341,453)
Transfers from GLWA	12,033,062	27,074,389	39,107,451	42,470,354	38,580,681	37,109,349	35,940,201
Depreciation / Amortization	6,420,740	12,841,479	19,262,219	19,262,219	19,262,219	19,262,219	19,262,219
Change In Receivables	(1,485,917)	(5,043,006)	(6,528,923)	(13,796,285)	(14,135,623)	(14,250,554)	(14,372,914)
Change in Payables	(3,402,375)	-	(3,402,375)	-	-	-	-
Net Cashflow From Operating Activites	$ 29,296,719	$ 20,639,390	$ 49,936,109	$ 56,939,166	$ 52,809,548	$ 50,987,577	$ 49,386,296
Cashflow From Investing Activites							
CAPEX	(6,144,225)	(50,125,977)	(56,270,202)	(42,531,000)	(56,093,000)	(40,063,000)	(38,240,000)
Lease Payment (Gross)	7,500,000	15,000,000	22,500,000	22,500,000	22,500,000	22,500,000	22,500,000
Extraordinary Repair & Replacement Deposits	(237,931)	(475,861)	(713,792)	(713,792)	(713,792)	(713,792)	(713,792)
Sale of Capital Assets							
Purchase of Securities							
Sale of Securities							
Net Cashflow From Investing Activities	$ 1,117,845	$ (35,601,838)	$ (34,483,994)	$ (20,744,792)	$ (34,306,792)	$ (18,276,792)	$ (16,453,792)
Cashflow From Financing Activities							
Senior Principal Payments	(24,311,906)	(10,788,277)	(35,100,183)	(34,623,804)	(36,426,413)	(34,130,589)	(34,060,549)
2nd Lien Principal Payments	(5,500,387)	(4,111,016)	(9,611,403)	(10,717,765)	(10,851,814)	(12,934,254)	(13,034,040)
Junior Lien Principal Payments	(404,584)	(48,004)	(452,589)	(873,731)	(1,441,502)	(1,736,789)	(1,724,135)
New DWSDR Borrowings	-	17,000,000	17,000,000	-	-	-	-
WRAP Payments	(301,872)	(403,206)	(705,079)	(605,235)	(605,235)	(606,711)	(608,812)
B-Note Payment	(235,548)	(471,096)	(706,644)	(706,644)	(706,644)	(706,644)	(706,644)
Budget Stablization Requirements	(1,163,513)	(1,551,350)	(2,714,863)	(2,327,026)	-	-	-
Total Wholesale Rate Charges	$ (31,917,810)	$ (372,951)	$ (32,290,760)	$ (49,854,205)	$ (50,031,608)	$ (50,114,985)	$ (50,134,180)
Total Increase / (Decrease) In Cash Balanaces	$ (1,503,246)	$ (15,335,399)	$ (16,838,645)	$ (13,659,831)	$ (31,528,852)	$ (17,404,201)	$ (17,201,677)
Ending Cash	$ 25,576,978	10,241,579	10,241,579	(3,418,252)	(34,947,104)	(52,351,305)	(69,552,982)

Sewer

	YTD 2017	FCST 2017	4+8	2018	2019	2020	2021
Beginning Cash	$ 21,058,518	$ 27,820,427	$ 21,058,518	33,022,522	83,578,756	87,410,513	90,779,386
Cashflow From Operating Activities							
Net Operating Surplus / (Deficit)	$ 61,074,274	$ 101,910,148	$ 162,984,422	$ 151,884,136	$ 151,894,086	$ 151,886,473	$ 151,859,972
Transfers to GLWA	(7,355,896)	(77,484,652)	(84,840,548)	(49,353,118)	(50,720,636)	(51,155,724)	(53,129,963)
Transfers from GLWA	14,741,327	33,167,986	47,909,313	81,159,596	49,983,520	51,376,046	51,837,103
Depreciation / Amortization	6,244,182	12,488,365	18,732,547	18,732,547	18,732,547	18,732,547	18,732,547
Change In Receivables	(7,412,769)	(20,231,612)	(27,644,381)	(29,224,011)	(30,449,992)	(31,268,801)	(32,118,368)
Change in Payables	1,779,492	-	1,779,492	-	-	-	-
Net Cashflow From Operating Activites	$ 69,070,611	$ 49,850,234	$ 118,920,845	$ 173,199,150	$ 139,439,525	$ 139,570,541	$ 137,181,291
Cashflow From Investing Activites							
CAPEX	(4,185,918)	(17,216,982)	(21,402,900)	(13,875,000)	(28,793,000)	(29,993,000)	(29,993,000)
Lease Payment (Gross)	9,166,667	18,333,333	27,500,000	27,500,000	27,500,000	27,500,000	27,500,000
Extraordinary Repair & Replacement Deposits	(341,498)	(682,996)	(1,024,493)	(1,024,493)	(1,024,493)	(1,024,493)	(1,024,493)
Sale of Capital Assets							
Purchase of Securities							
Sale of Securities							
Net Cashflow From Investing Activities	$ 4,639,251	$ 433,356	$ 5,072,607	$ 12,600,507	$ (2,317,493)	$ (3,517,493)	$ (3,517,493)
Cashflow From Financing Activities							
Senior Principal Payments	(46,495,727)	(24,317,313)	(70,813,041)	(75,401,381)	(76,274,864)	(74,908,732)	(72,082,230)
2nd Lien Principal Payments	(15,244,254)	(11,015,807)	(26,260,061)	(26,156,710)	(25,665,071)	(26,388,310)	(27,005,741)
Junior Lien Principal Payments	-	(2,463,628)	(2,463,628)	(22,728,420)	(22,743,902)	(22,771,953)	(22,812,005)
New DWSDR Borrowings							
WRAP Payments	(657,960)	(912,372)	(1,570,332)	(1,398,348)	(1,400,007)	(1,408,750)	(1,408,841)
B-Note Payment	(2,402,144)	(4,804,287)	(7,206,431)	(7,206,431)	(7,206,431)	(7,206,431)	(7,206,431)
Budget Stablization Requirements	(2,147,867)	(1,568,088)	(3,715,956)	(2,352,133)	-	-	-
Total Wholesale Rate Charges	$ (66,947,953)	$ (45,081,496)	$ (112,029,449)	$ (135,243,422)	$ (133,290,275)	$ (132,684,175)	$ (130,515,247)
Total Increase / (Decrease) In Cash Balanaces	$ 6,761,909	$ 5,202,094	$ 11,964,003	$ 50,556,235	$ 3,831,757	$ 3,368,873	$ 3,148,550
Ending Cash	$ 27,820,427	33,022,522	33,022,522	83,578,756	87,410,513	90,779,386	93,927,936

Note: Cash flow statement is pro forma; DWSD still lacks certain data to perform full reconciliation