



DWSD FINANCIAL SUMMARY FY 2016 Review

**FINANCE COMMITTEE DISCUSSION
9/20/2016**

The Bottom Line...



- ▶ **Volumes, and hence revenues, continue to be soft**
 - Water volumes down 4.0% versus budget
 - Sewer volumes down 10.9% versus budget partially offset by higher than expected fixed charges and higher drainage charges

- ▶ **Long term collection rate end at approximately 89% for the year**

- ▶ **Lower revenues were offset by lower than expected O&M costs**
 - New financial system in place; we have to pull spending data from multiple sources; likely large IBNR – on net risk to budget approximates \$4 million and \$6 million for water and sewer, respectively
 - Some legacy liability with GLWA remains unclear

- ▶ **Cash balance remains strong – current bank cash exceeds \$51 million – we anticipate more from GLWA**



Risks

- ▶ **Beginning cash balance still unknown**
 - Cash yet to be bifurcated
 - Legacy liabilities
- ▶ **Transition to new financial system continue to create risks**
 - POs continue to be manually created outside of the system
 - Expenses paid by GLWA still unknown
- ▶ **Overtime running much higher than expected**
- ▶ **Expenses related to flood claims could exceed \$1 million – cost sharing with GLWA yet to be determined**

Opportunities

- ▶ **O&M costs as a whole still appear to be under control**
- ▶ **Beginning to transition temp employees to full time to save costs**
- ▶ **Initial revenues appear to be strong**
 - Water and Sewer volumes appear to meet budgeted amounts for July and August (after adjusting for days of billing)
 - Drainage charges appear to be strong
- ▶ **\$10 million in funds being held by City of Detroit – waiting for transfer**



Preliminary

DETROIT WATER & SEWER DEPARTMENT SUMMARY FINANCIAL STATEMENTS (YTD)

	WATER			SEWER		
	Budget	Actual	F / (U)	Budget	Actual	F / (U)
Net Sales Revenue	\$ 114,252,630	\$ 107,955,579	\$ (6,297,051) ^[1]	\$ 284,233,135	\$ 278,502,413	\$ (5,730,722) ^[5]
Total O&M Charges	49,152,097	37,302,576	11,849,521 ^[2]	36,750,114	25,890,734	10,859,380 ^[6]
Contribution Margin	65,100,533	70,653,003	5,552,470	247,483,022	252,611,679	5,128,658
Total Wholesale Rate Charges	437,467	437,467	(0) ^[3]	57,271,028	57,271,028	-
Gross Margin	64,663,066	70,215,537	5,552,470	190,211,993	195,340,651	5,128,658
Total Other Operating Expenses	226,719	226,719	(0) ^[3]	27,083,811	27,083,811	-
Net Operating Income	64,436,347	69,988,817	5,552,470	163,128,182	168,256,840	5,128,658
Total Non-Operating Expenses	33,466,996	14,225,370	19,241,627 ^[4]	75,071,429	67,204,975	7,866,454 ^[7]
Fund Surplus	30,969,351	55,763,448	24,794,097	88,056,753	101,051,865	12,995,111
Interest Expense	29,844,275	29,844,275	-	70,994,461	70,994,461	-
Fund Surplus Before Interest	\$ 60,813,627	\$ 85,607,723	\$ 24,794,097	\$ 159,051,214	\$ 172,046,326	\$ 12,995,111
Actual Debt Payments	(44,892,243)	(44,892,243)	-	(120,404,712)	(118,270,221)	2,134,492
Change in Receivables	(13,333,333)	(5,082,796)	8,250,538	(35,750,000)	(22,854,095)	12,895,905
Net Surplus / Deficit	<u>\$ 2,588,050</u>	<u>\$ 35,632,684</u>	<u>\$ 33,044,634</u>	<u>\$ 2,896,502</u>	<u>\$ 30,922,010</u>	<u>\$ 28,025,508</u>
Unrestricted Lease Payment	-	20,224,000	20,224,000	-	7,600,000	7,600,000
Net Surplus / Deficit Less Lease	<u>\$ 2,588,050</u>	<u>\$ 15,408,684</u>	<u>\$ 12,820,634</u>	<u>\$ 2,896,502</u>	<u>\$ 23,322,010</u>	<u>\$ 20,425,508</u>

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

[1] Lower revenue as a result of 4.0% negative volume variation and lower than budgeted fireline revenue

[2] Positive variation driven by lower personnel costs vis-à-vis allocations and lower contract spending

[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 10.9% negative volume variation offset by higher than expected drainage charges

[6] Positive variation driven by \$1 million lower personnel costs vis-à-vis allocations and positive contract spending variation

[7] Includes value of net Sewer Lease Payment



Preliminary

DETROIT WATER & SEWER DEPARTMENT SUMMARY FINANCIAL STATEMENTS (FORECAST)

	WATER			SEWER		
	Budget	Fcst	F / (U)	Budget	Fcst	F / (U)
Net Sales Revenue	\$ 114,252,630	\$ 107,955,579	\$ (6,297,051) ^[1]	\$ 284,233,135	\$ 280,502,413	\$ (3,730,722) ^[5]
Total O&M Charges	49,152,097	38,482,576	10,669,521 ^[2]	36,750,114	27,710,734	9,039,380 ^[6]
Contribution Margin	65,100,533	69,473,003	4,372,470	247,483,022	252,791,679	5,308,658
Total Wholesale Rate Charges	437,467	437,467	-	57,271,028	57,271,028	-
Gross Margin	64,663,066	69,035,537	4,372,470	190,211,993	195,520,651	5,308,658
Total Other Operating Expenses	226,719	226,719	-	27,083,811	27,083,811	-
	64,436,347	68,808,817	4,372,470	163,128,182	168,436,840	5,308,658
Total Non-Operating Expenses	33,466,996	14,225,370	19,241,627 ^[3]	75,071,429	67,204,975	7,866,454 ^[7]
Fund Surplus	30,969,351	54,583,448	23,614,097	88,056,753	101,231,865	13,175,111
Interest Expense	29,844,275	29,844,275	-	70,994,461	70,994,461	-
Fund Surplus Before Interest	\$ 60,813,627	\$ 84,427,723	\$ 23,614,097	\$ 159,051,214	\$ 172,226,326	\$ 13,175,111
Actual Debt Payments	(44,892,243)	(44,892,243)	-	(120,404,712)	(118,270,221)	2,134,492
Change in Receivables	(16,000,000)	(5,082,796)	10,917,204 ^[4]	(39,000,000)	(22,854,095)	16,145,905 ^[8]
Net Surplus / Deficit	<u>\$ (78,617)</u>	<u>\$ 34,452,684</u>	<u>\$ 34,531,301</u>	<u>\$ (353,498)</u>	<u>\$ 31,102,010</u>	<u>\$ 31,455,508</u>
Unrestricted Lease Payment	-	20,224,000	20,224,000	-	7,600,000	7,600,000
Net Surplus / Deficit Less Lease	<u>\$ (78,617)</u>	<u>\$ 14,228,684</u>	<u>\$ 14,307,301</u>	<u>\$ (353,498)</u>	<u>\$ 23,502,010</u>	<u>\$ 23,855,508</u>

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

[1] Lower revenue as a result of 4.0% projected negative volume variation and lower than budgeted fireline revenue

[2] Positive variation driven by projected \$2 million positive personnel costs variance, \$8 million positive contractual variance, and \$2 million positive overhead variance

[3] Includes value of net Water Lease Payment

[4] Positive variance driven by higher than expected collection rate

[5] Lower revenue as a result of 10.9% projected negative volume variation offset by higher than budgeted drainage charges

[6] Positive variation driven by projected \$2 million positive personnel costs variance, \$5 million positive contractual variance, and \$2 million positive utilities variance

[7] Includes value of net Sewer Lease Payment

[8] Positive variance driven by higher than expected collection rate



DETROIT WATER & SEWER YTD CASHFLOW

CASHFLOW STATEMENT FORECAST

	Water			Sewer		
	YTD 2016	FCST 2016	FY Forecast 12+0	YTD 2016	FCST 2016	12+0
<u>Beginning Cash</u>	\$ -	\$ 27,409,858	\$ -	\$ -	\$ 22,057,066	\$ -
<u>Cashflow From Operating Activities</u>						
Net Operating Surplus / (Deficit)	\$ 69,988,817	\$ -	\$ 69,988,817	\$ 168,256,840	\$ -	\$ 168,256,840
Transfers to GLWA	(53,678,940)	-	(53,678,940)	(43,583,507)	-	(43,583,507)
Transfers from GLWA	52,892,800	-	52,892,800	39,585,700	-	39,585,700
Depreciation / Amortization	-	-	-	-	-	-
Change In Other Receivables	(5,082,796)	-	(5,082,796)	(22,854,095)	-	(22,854,095)
Change in Payables	-	-	-	-	-	-
Net Cashflow From Operating Activites	\$ 64,119,881	\$ -	\$ 64,119,881	\$ 141,404,938	\$ -	\$ 141,404,938
<u>Cashflow From Investing Activities</u>						
CAPEX	(7,436,686)	-	(7,436,686)	(4,867,137)	-	(4,867,137)
Lease Payment (Net)	19,970,112	-	19,970,112	14,253,731	-	14,253,731
Extraordinary Repair & Replacement Deposits	(713,792)	-	(713,792)	(1,024,493)	-	(1,024,493)
Sale of Capital Assets						
Purchase of Securities						
Sale of Securities						
Net Cashflow From Investing Activities	\$ 11,819,634	\$ -	\$ 11,819,634	\$ 8,362,101	\$ -	\$ 8,362,101
<u>Cashflow From Financing Activities</u>						
Senior Principal Payments	(35,100,183)	-	(35,100,183)	(69,836,313)	-	(69,836,313)
2nd Lien Principal Payments	(9,740,240)	-	(9,740,240)	(30,268,836)	-	(30,268,836)
Junior Lien Principal Payments	(51,821)	-	(51,821)	(18,165,071)	-	(18,165,071)
New DWSDR Borrowings	-	-	-			
WRAP Payments	(603,744)	-	(603,744)	(1,206,261)	-	(1,206,261)
B-Note Payment	(706,644)	-	(706,644)	(4,295,735)	-	(4,295,735)
Budget Stablization Requirements	(2,327,026)	-	(2,327,026)	(3,937,757)	-	(3,937,757)
Total Wholesale Rate Charges	\$ (48,529,657)	\$ -	\$ (48,529,657)	\$ (127,709,972)	\$ -	\$ (127,709,972)
<u>Total Increase / (Decrease) In Cash Balances</u>	\$ 27,409,858	\$ -	\$ 27,409,858	\$ 22,057,066	\$ -	\$ 22,057,066
<u>Ending Cash</u>	\$ 27,409,858	27,409,858	27,409,858	\$ 22,057,066	22,057,066	22,057,066

Note: Cash flow statement is pro forma; DWSD still lacks certain data to perform full reconciliation. Unreconciled balance as of 6/30/2016 approximates \$2 million (Actual cash approximates \$47 million versus \$49 million combined cash from cashflow statement)



DETROIT WATER & SEWER DEPARTMENT SUMMARY FINANCIAL STATEMENTS (FLASH JULY)

	WATER				SEWER		
	Budget	Actual	F / (U)		Budget	Actual	F / (U)
Net Sales Revenue	\$ 9,548,989	\$ 9,813,515	\$ 264,526 ^[1]		\$ 25,831,962	\$ 25,128,140	\$ (703,822) ^[5]
Total O&M Charges	3,178,017	2,503,019	674,998 ^[2]		3,797,707	4,056,570	(258,863) ^[6]
Contribution Margin	6,370,972	7,310,495	939,524		22,034,255	21,071,571	(962,684)
Total Wholesale Rate Charges	138,306	138,306	-		3,973,584	3,973,584	-
Gross Margin	6,232,666	7,172,189	939,524		18,060,671	17,097,986	(962,684)
Total Other Operating Expenses	63,709	63,709	-		1,302,990	1,302,990	-
	6,168,956	7,108,480	939,524		16,757,681	15,794,996	(962,684)
Total Non-Operating Expenses	3,083,620	1,208,531	1,875,089 ^[3]		8,067,203	5,937,034	2,130,168 ^[7]
Fund Surplus	3,085,336	5,899,949	2,814,612		8,690,478	9,857,962	1,167,484
Interest Expense	2,510,107	2,510,107	-		6,079,280	6,079,280	-
Fund Surplus Before Interest	\$ 5,595,443	\$ 8,410,056	\$ 2,814,612		\$ 14,769,758	\$ 15,937,242	\$ 1,167,484
Actual Debt Payments	-	-	-		-	-	-
Change in Receivables	-	(2,291,042)	(2,291,042) ^[4]		-	(3,930,648)	(3,930,648) ^[8]
Net Surplus / Deficit	<u>\$ 5,595,443</u>	<u>\$ 6,119,013</u>	<u>\$ 523,570</u>		<u>\$ 14,769,758</u>	<u>\$ 12,006,594</u>	<u>\$ (2,763,165)</u>
Unrestricted Lease Payment	-	1,685,333	1,685,333		-	633,333	633,333
Net Surplus / Deficit Less Lease	<u>\$ 5,595,443</u>	<u>\$ 4,433,680</u>	<u>\$ (1,161,763)</u>		<u>\$ 14,769,758</u>	<u>\$ 11,373,260</u>	<u>\$ (3,396,498)</u>

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

[1] Positive revenue as a result of higher than expected fixed charge sales and miscellaneous revenue offset by 0.2% negative volume variation

[2] Positive variation driven by lower than expected contract spending and lower fringes and overhead

[3] Includes value of net Water Lease Payment

[4] Negative variance driven by freezing of receivables related to WRAP program enrollees

[5] Lower revenue as a result of 5.8% projected negative volume variation offset by higher than budgeted drainage charges

[6] Negative variation driven by higher than expected personnel payments due to higher than expected overtime

[7] Includes value of net Sewer Lease Payment

[8] Negative variance driven by freezing of receivables related to WRAP program

Summary financial metrics



DETROIT WATER & SEWER DEPARTMENT SUMMARY FINANCIAL METRICS

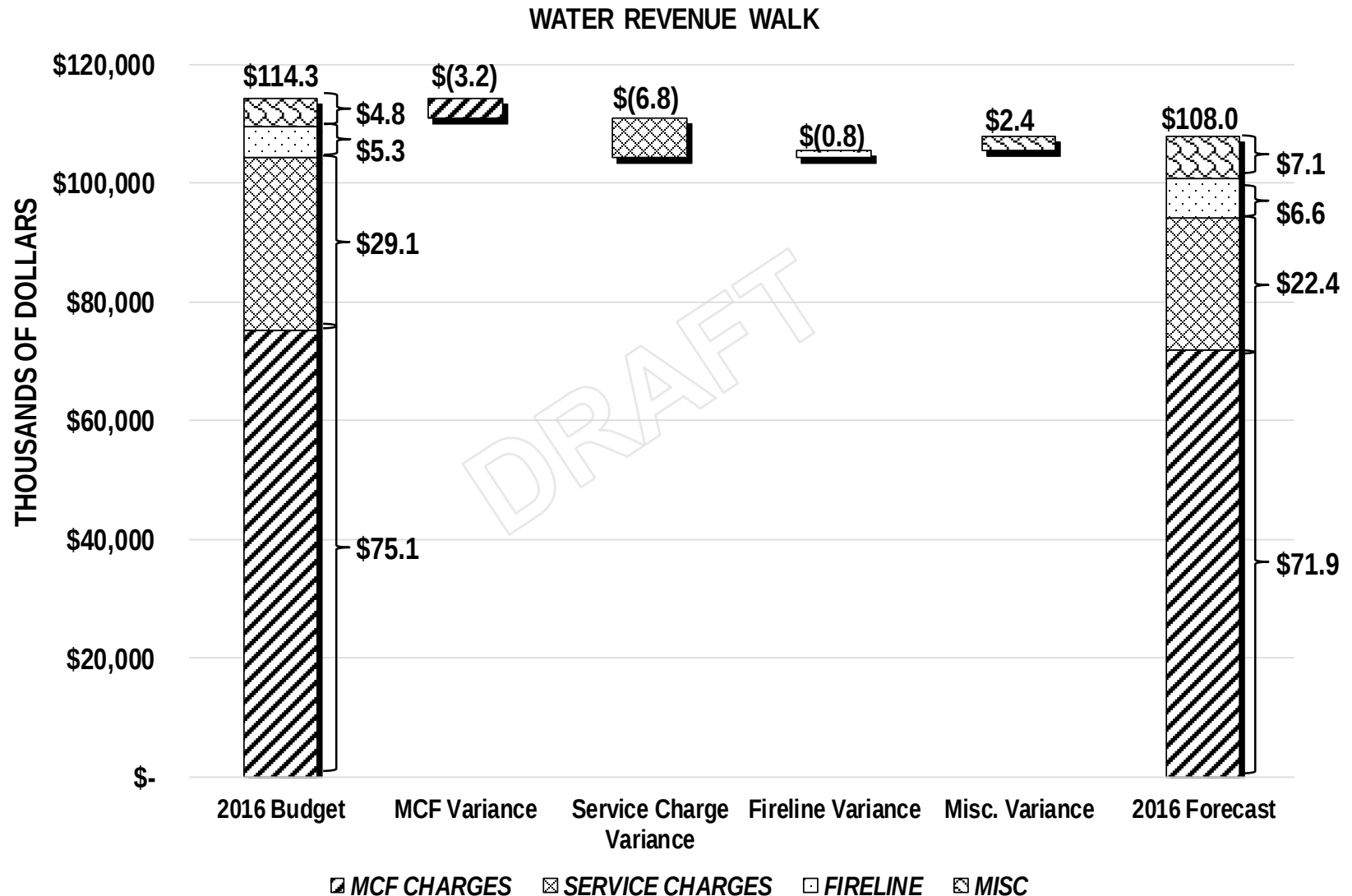
MONTHLY

		7/31/2015	8/31/2015	9/30/2015	10/31/2015	11/30/2015	12/31/2015	1/31/2016	2/29/2016	3/31/2016	4/30/2016	5/31/2016	6/30/2016
VOLUMES	Budget	321,843	315,178	270,494	266,018	239,178	259,992	257,852	256,393	262,516	243,908	286,395	320,232
	Actual	322,366	324,515	254,553	261,900	231,255	248,084	236,872	243,653	245,627	216,238	268,640	313,442
	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	73.57%	71.80%	66.96%	72.65%	63.45%	66.50%	68.96%	75.67%	73.52%	67.43%	67.55%	88.78%
	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	68.29%	74.12%	66.41%	68.87%	68.52%	66.39%	41.67%	65.92%	63.32%	60.83%	66.48%	67.65%
	Status												
WATER 330 - 360 DAY COLLECTION RATE	Budget	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
	Actual	0.00%	0.00%	0.00%	92.62%	90.48%	92.02%	93.93%	91.31%	85.21%	85.41%	85.86%	84.83%
	Status												
SEWER 330 - 360 DAY COLLECTION RATE	Budget	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
	Actual	0.00%	0.00%	0.00%	90.57%	89.79%	90.50%	89.93%	90.91%	81.43%	82.35%	86.60%	82.01%
	Status												
HEADCOUNT	Budget					415	415	415	415	415	415	415	415
	Actual					412	412	425	425	425	425	430	440
	Status												
O&M COSTS	Budget					6,895,539	7,020,783	7,035,107	7,002,159	7,049,946	6,898,322	7,262,090	7,545,112
	Actual					4,271,700	4,630,022	4,630,022	4,630,022	4,630,022	6,240,253	7,350,216	14,527,321
	Status												
WATER OUTSTANDING RECEIVABLES	Budget	188.00	188.00	188.00	188.00	188.00	188.00	188.00	188.00	188.00	188.00	188.00	188.00
	Actual	158.75	163.51	167.09	159.88	167.56	159.29	161.54	165.03	161.90	158.30	157.33	147.40
	Status												
SEWER OUTSTANDING RECEIVABLES	Budget	194.00	194.00	194.00	194.00	194.00	194.00	194.00	194.00	194.00	194.00	194.00	194.00
	Actual	185.37	192.69	193.73	166.75	177.95	175.82	180.48	182.05	179.49	190.03	185.23	174.79
	Status												

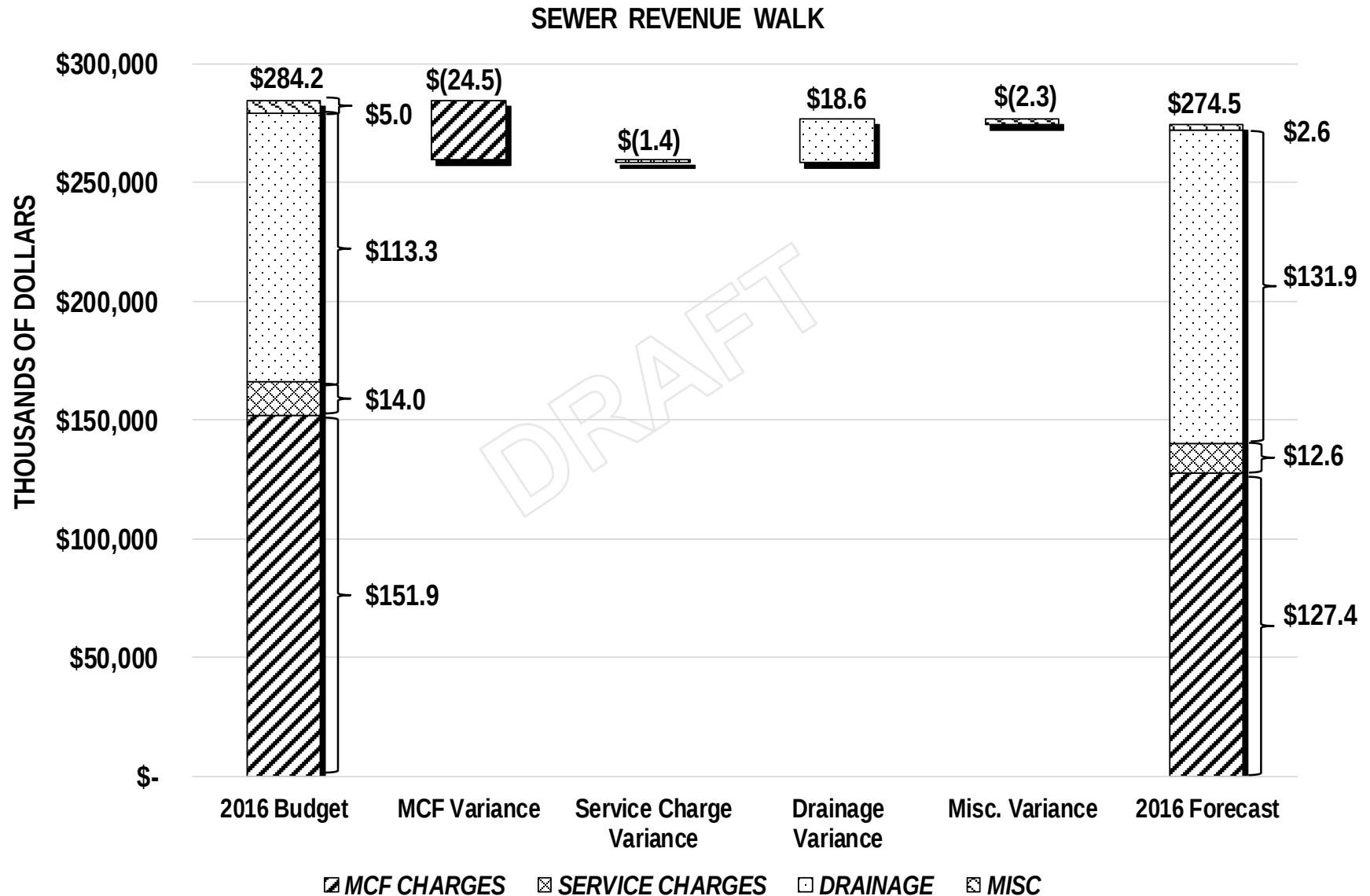
ANNUAL

	BUDGET	PROJECTED	STATUS
EQUIVALENT ACTIVE ACCOUNTS (WATER)	367,078	281,839	
EQUIVALENT ACTIVE ACCOUNTS (SEWER)	196,914	187,852	
COMMODITY VOLUME (WATER)	3,300,000	3,167,144	
COMMODITY VOLUME (SEWER)	3,025,000	2,694,091	
O&M COSTS (MILLION)	\$ 161.0	\$ 141.3	
CAPEX			

Water MCF volumes and monthly service charges deviated by 4.4% and 23.%, respectively; resulting in a \$9.8 million miss to budget



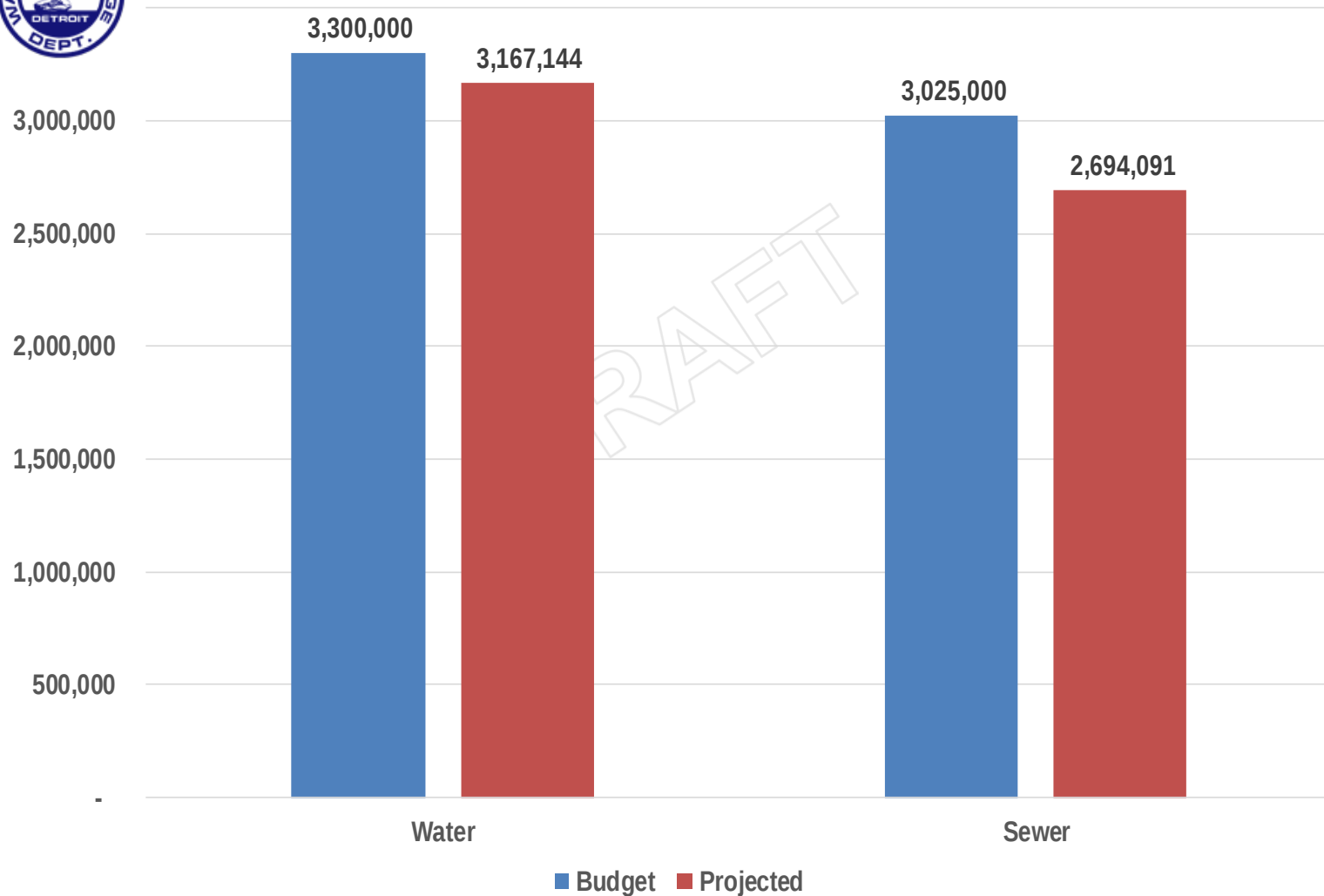
Sewer MCF volumes were 7.8% lower than plan; however, lower commodity revenue has been partially offset by higher drainage charges



Volumes underperformed budget for both water and sewer



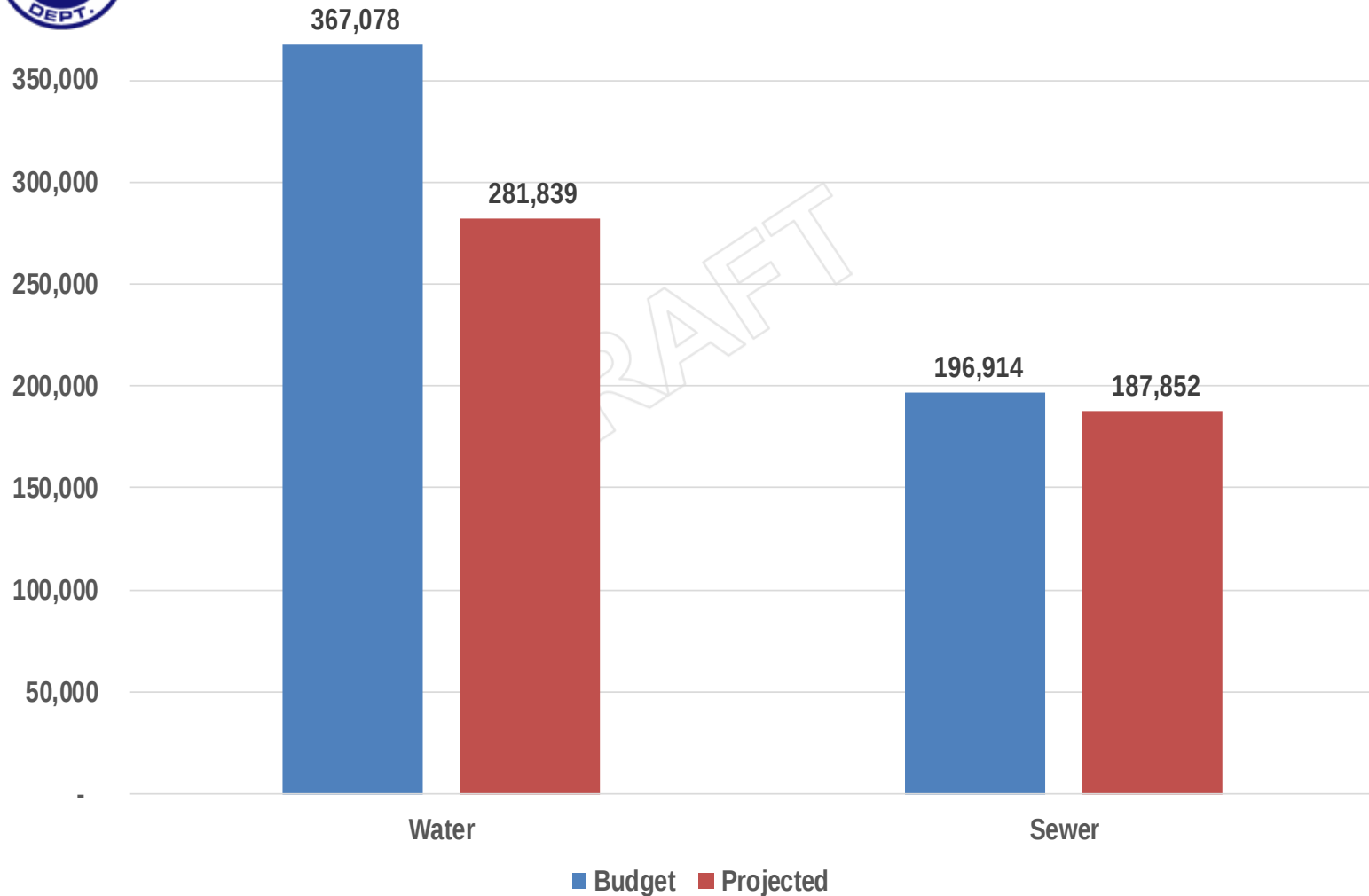
DWSD Summary Budgeted Versus Actual Commodity Volumes



Account creation also lagged budget for the year



DWSD Summary Budgeted Versus Actual Equivalent Accounts



Water volumes continue to track below budget for most of the year with large deviations from October '15 to April '16



Historical & Forecasted Water Volumes (CCF)

Beginning of Fiscal Year

End of Fiscal Year



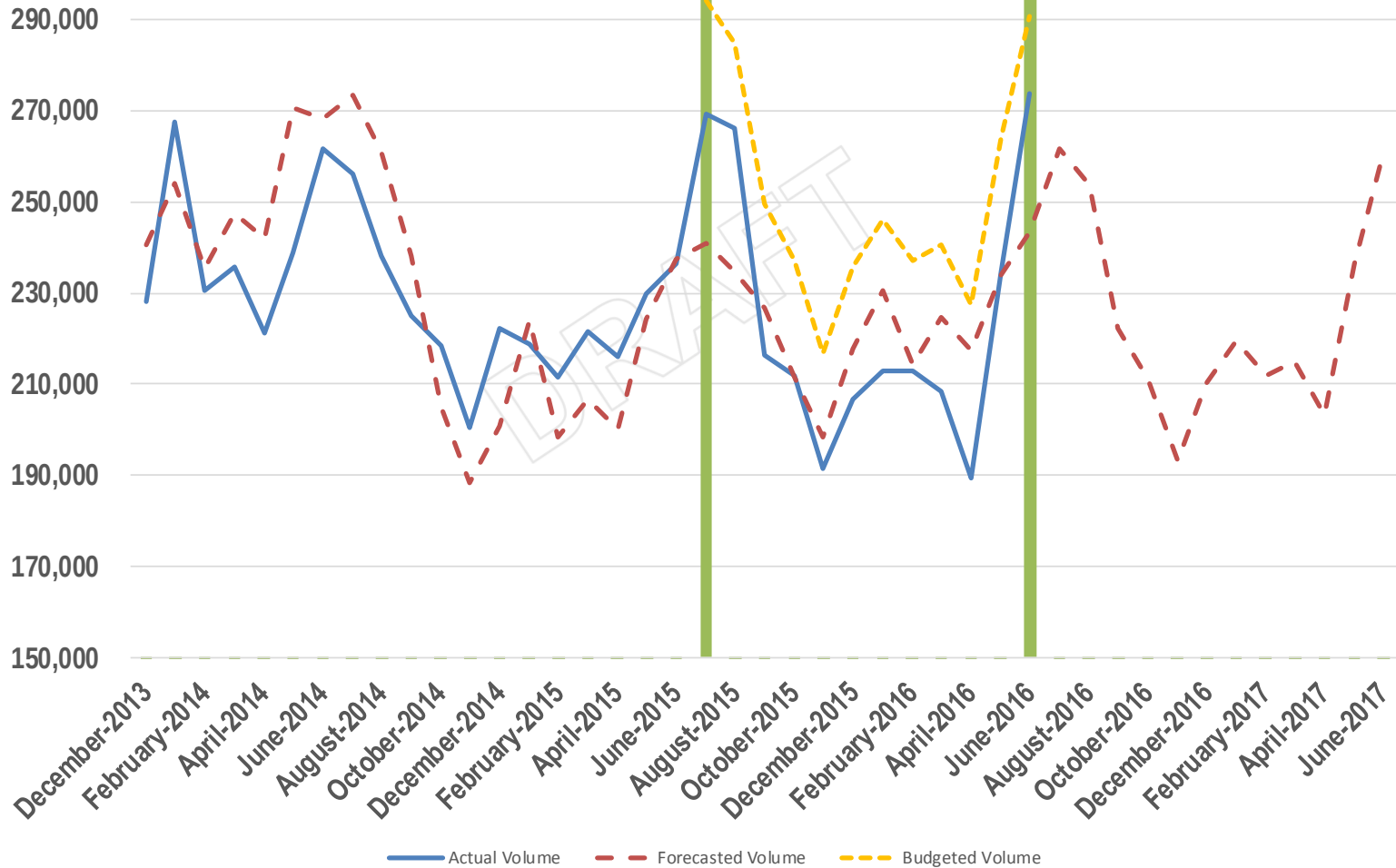
Similarly, sewer volumes were ostensibly set to high given large deviations in every month of the year



Historical & Forecasted Sewer Volumes (CCF)

Beginning of Fiscal Year

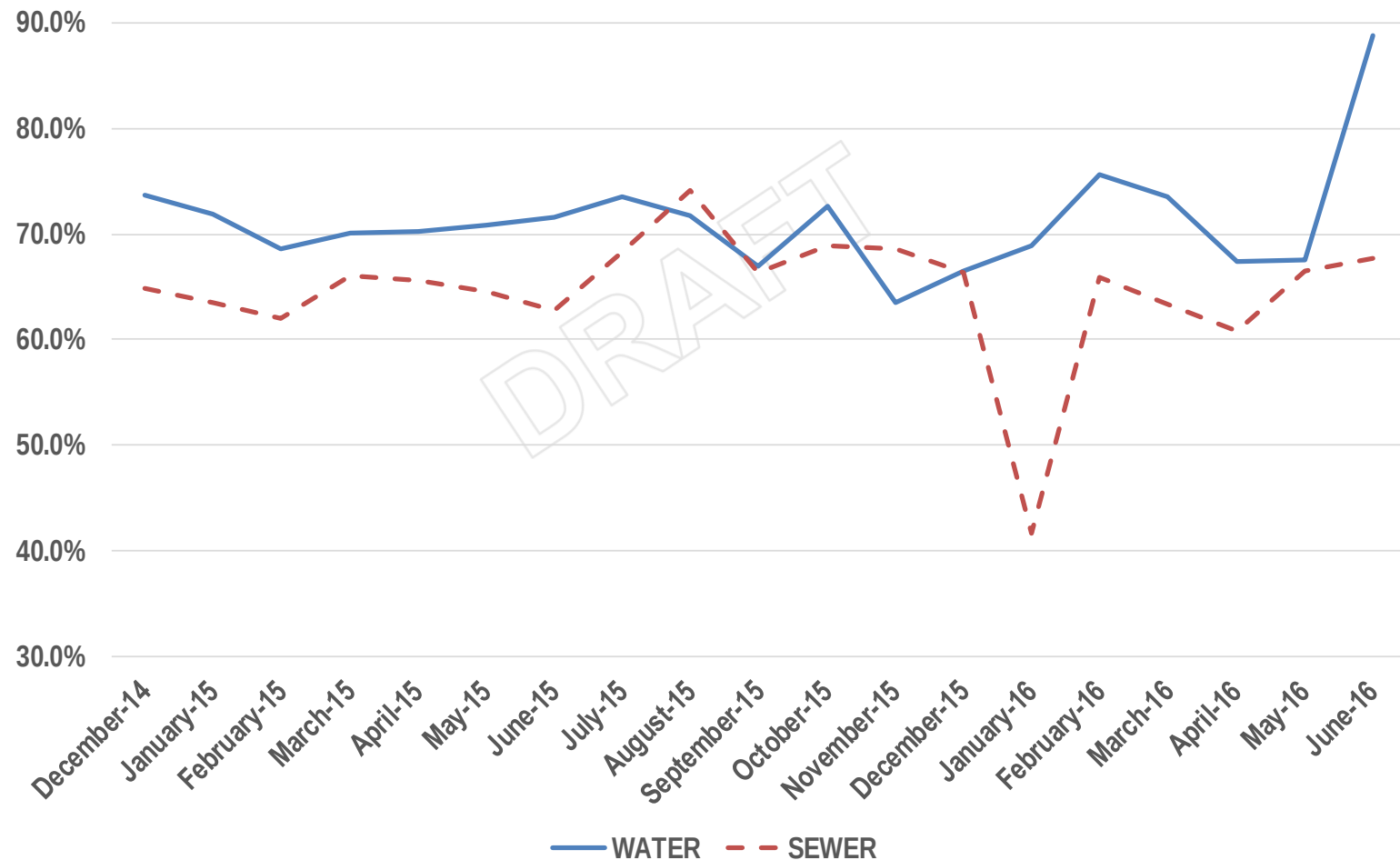
End of Fiscal Year



With few exceptions, 3-month collection rate was fairly steady in FY 2016



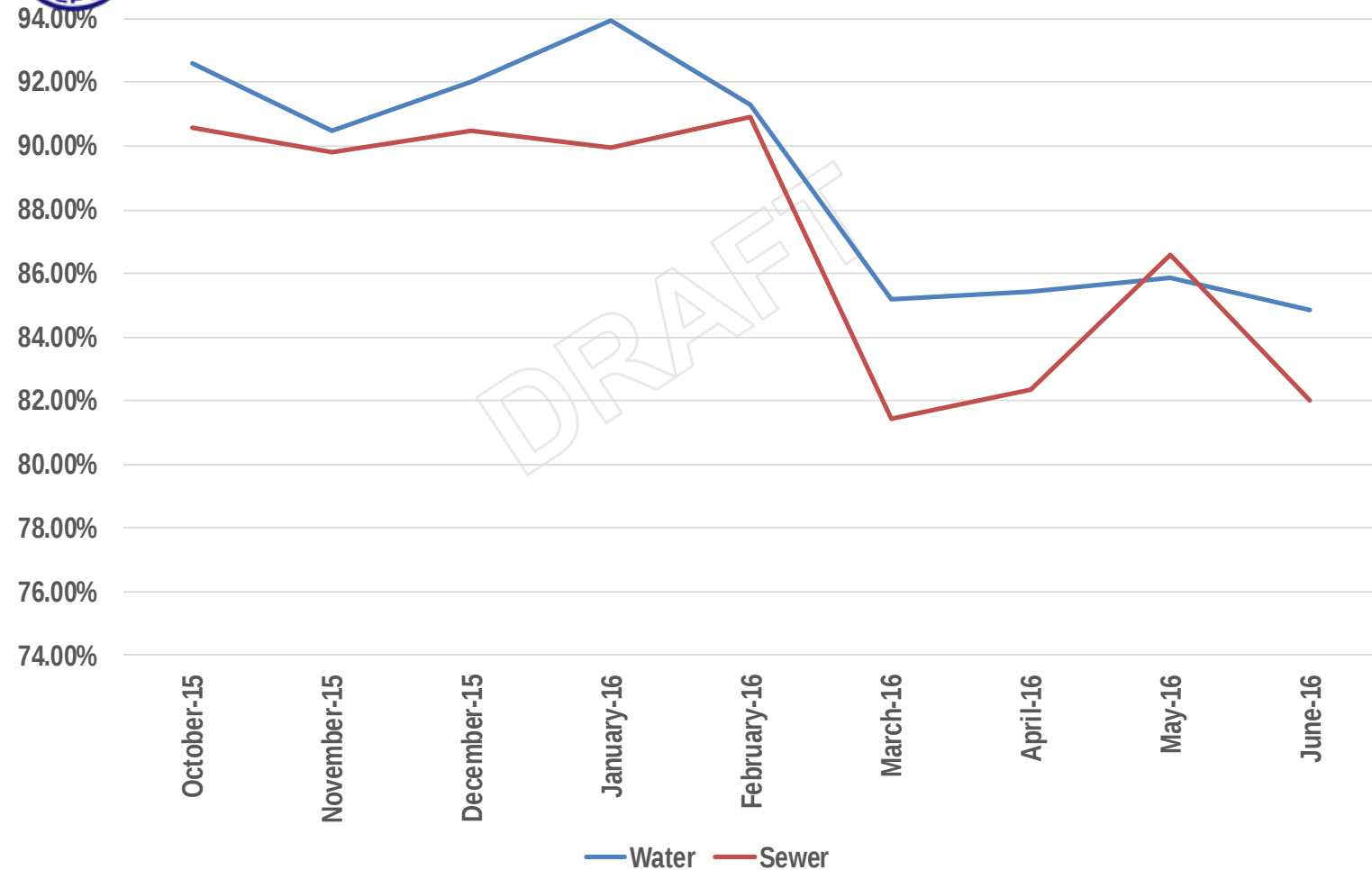
TRAILING 12 MONTH DWSD 60 - 90 DAY COLLECTION RATE



Water and Sewer experienced significant declines in the one year collection rate; this was predictable but should reverse as WRAP comes on line



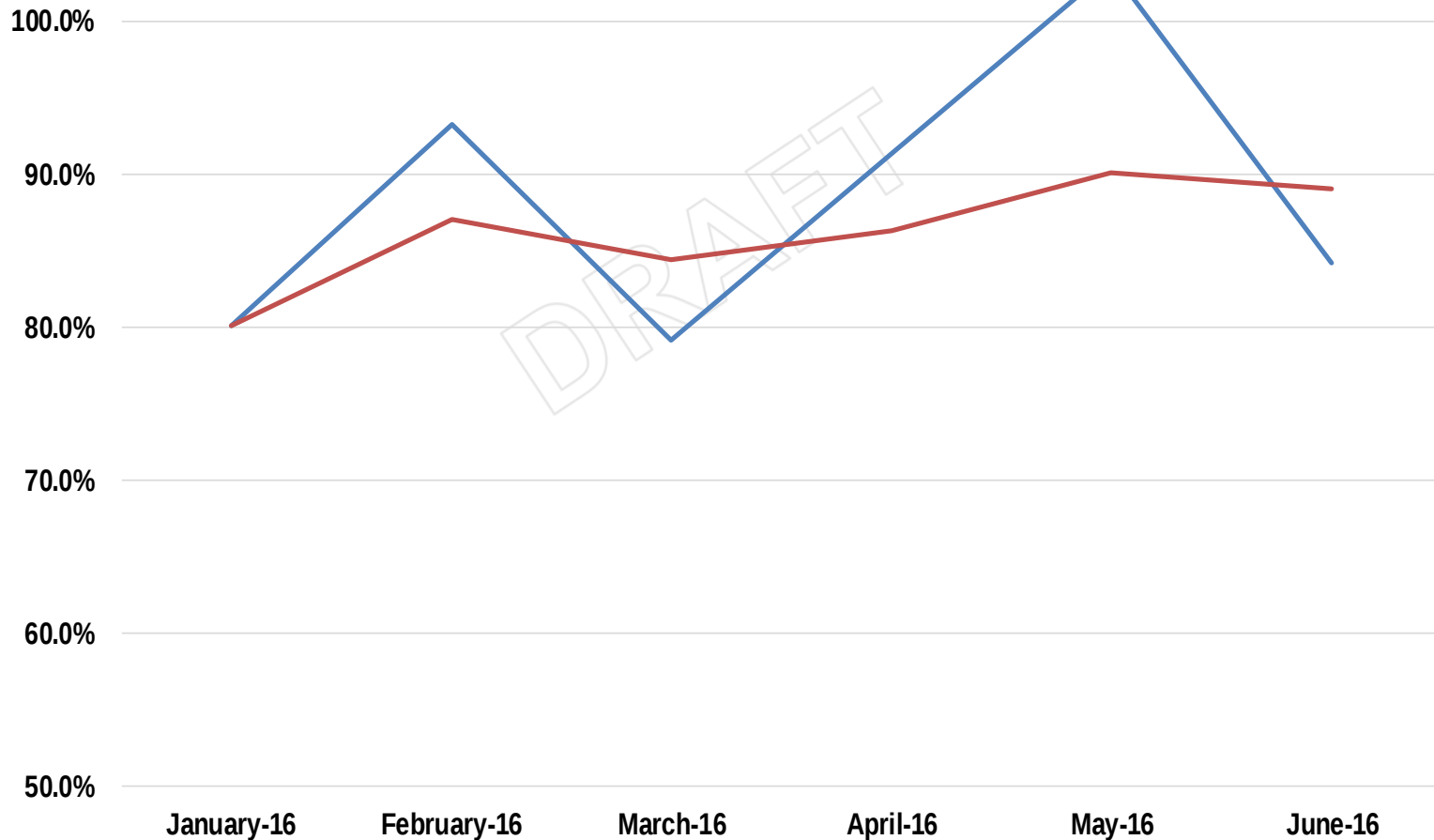
TRAILING 12 MONTH DWSD 330 - 360 DAY COLLECTION RATE



Cash as a percentage of sales tailed toward the end of the year as customers signed up for WRAP; freezing receivables



WATER & SEWER CASH COLLECTIONS AS A PERCENT OF CURRENT MONTH SALES





APPENDIX – SELECTED RECEIVABLES REPORTS

Detroit Water and Sewerage Department

Aging Balances as of Jul 6, 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	-69,309.84	484,550.45	97,048.20	57,429.70	43,301.09	54,784.46	33,366.02	580,689.61	1,281,859.69
CHURCHES	-25,358.49	37,410.51	17,253.04	8,523.80	7,830.00	8,043.70	4,837.05	206,095.80	264,635.41
CITY OF DET BANKRUPTCY	-93.27	0.00	0.00	139.75	0.00	0.00	0.00	0.00	46.48
COMMERCIAL	-318,256.50	1,794,269.75	614,015.81	626,487.70	242,399.32	97,056.37	492,177.81	1,629,695.34	5,177,845.60
DET PUB SCHOOLS- LEASED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
DET PUBLIC SCHOOLS-EAA	0.00	16,125.86	0.00	0.00	3,804.12	0.00	0.00	16,875.51	36,805.49
DETROIT PUBLIC SCHOOLS	-299.69	89,257.33	93,264.46	89,972.29	155,316.54	100,087.03	61,235.47	672,764.40	1,261,597.83
DWSD FORECLOSURE	0.00	0.00	40.00	0.00	0.00	0.00	0.00	0.00	40.00
FEDERAL GOVERNMENT	-20,255.79	18,312.99	7,327.40	1,893.71	2,168.48	183.10	57.49	1,103.23	10,790.61
FIRELINES COMMERCIAL	-56,209.70	306,508.96	71,063.49	48,881.81	38,109.37	42,189.11	39,440.99	644,820.73	1,134,804.76
FIRELINES INDUSTRIAL	-6,190.51	67,982.12	33,301.05	22,095.90	19,182.28	19,585.29	19,251.75	508,561.51	683,769.39
HOUSING COMMISSION	0.00	52,170.22	41,288.90	12,005.92	7,976.90	19.02	18.69	130,422.64	243,902.29
INDUSTRIAL	-249,523.32	1,117,875.24	152,277.12	12,307.39	16,487.45	19,162.25	20,233.55	164,859.83	1,253,679.51
MEDICAL	-337.89	46,842.26	12,947.45	14,950.38	60,405.55	7,801.45	7,575.20	107,106.99	257,291.39
MUNICIPAL	-30.00	126,838.11	95,864.45	72,381.04	49,445.60	52,037.29	18,595.32	249,045.40	664,177.21
PLANNING & DEVELOPMENT	-8,078.98	4,697.63	3,319.71	4,103.04	3,070.84	3,127.74	3,991.84	107,253.82	121,485.64
RESIDENTIAL	-1,077,336.71	3,391,573.27	1,980,046.61	1,390,985.67	1,685,437.31	1,248,575.87	988,697.95	21,704,042.52	31,311,679.71
SCHOOLS	-1,025.87	20,046.67	6,048.20	3,081.36	2,875.85	2,550.47	2,208.25	36,637.18	72,422.11
STATE OF MICHIGAN	0.00	96,092.52	67,993.01	17,769.82	22,919.59	77,356.66	3,157.72	181,488.35	466,777.67
STORM ONLY COMMERCIAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
STORM ONLY EXEMPT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
STORM ONLY INDUSTRIAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
STORM ONLY OTHER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
STORM ONLY RESIDENTIAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
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 Jul 6, 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	-220,423.08	1,271,293.46	235,334.94	145,968.49	113,152.65	144,536.73	97,096.26	1,471,150.92	3,258,110.37
DETROIT PUBLIC SCHOOLS	0.00	493,764.63	410,963.42	403,269.20	527,043.04	418,483.82	246,671.65	2,483,398.87	4,983,594.63
STORM ONLY RESIDENTIAL SCHOOLS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
INDUSTRIAL	-77,146.71	128,637.67	52,849.16	23,484.94	62,141.47	16,950.55	13,746.09	356,276.72	576,939.89
STORM ONLY EXEMPT	-287,448.98	3,291,019.74	830,318.44	629,245.70	582,697.60	775,396.82	1,218,043.75	8,596,988.67	15,636,261.74
FEDERAL GOVERNMENT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
COMMERCIAL	-1,362.55	46,600.43	20,932.05	10,391.12	6,248.05	2,884.55	2,269.98	48,859.05	136,822.68
WATER FOUNTAINS	-315,096.01	4,943,688.91	1,650,343.91	1,266,927.93	1,309,371.38	1,205,679.95	1,975,398.14	15,458,016.84	27,494,515.09
CITY OF DET BANKRUPTCY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PLANNING & DEVELOPMENT	0.00	0.00	0.00	341.17	0.00	0.00	0.00	0.00	341.17
FIRELINES INDUSTRIAL	-1,858.08	18,803.54	18,563.79	19,496.25	18,166.66	18,690.55	19,829.65	548,022.30	659,714.66
HOUSING COMMISSION	-2,751.86	409.36	36.89	34.14	31.88	36.64	31.87	16,287.35	14,116.27
STATE OF MICHIGAN	0.00	130,780.71	101,440.01	30,446.11	20,520.27	360.81	359.63	706,245.97	990,153.51
UNKNOWN AT CONVERSION	-354.79	321,767.18	260,512.36	56,127.95	146,914.92	517,046.38	4,213.54	298,848.33	1,605,075.87
MEDICAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
STORM ONLY COMMERCIAL	-1,409.00	99,359.92	21,573.94	23,921.86	45,437.40	20,350.04	19,677.94	155,533.71	384,445.81
STORM ONLY INDUSTRIAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
WAYNE COUNTY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
DET PUB SCHOOLS- LEASED	-8,773.70	134,831.52	723.07	51.13	40.39	0.00	0.00	0.00	126,872.41
RESIDENTIAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
STORM ONLY OTHER	-467,459.89	8,010,213.65	4,355,345.21	3,277,830.29	3,087,123.83	3,100,999.91	2,514,529.41	44,802,753.76	68,681,355.43
FIRELINES COMMERCIAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CHURCHES	-1,609.61	18,544.22	16,944.23	9,513.99	8,821.04	8,816.30	25,831.01	135,068.62	221,929.80
	-62,529.34	180,378.55	64,877.89	49,917.56	36,417.44	47,731.00	37,505.89	776,896.44	1,131,195.43

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
<u>1</u>	City Residential	993	590,805.32	620	601,352.86	969.92
<u>2</u>	Suburban Residential	0	0.00	0	0.00	0
<u>3</u>	City Commercial	21	47,457.83	14	47,194.66	3,371.05
<u>5</u>	City Industrial	7	1,140.06	2	1,057.50	528.75
<u>6</u>	Suburban Industrial	0	0.00	0	0.00	0
<u>7</u>	City Municipal	2	-93.27	0	0.00	0
<u>9</u>	City Schools	1	5,147.35	1	4,779.27	4,779.27
<u>11</u>	City Housing	0	0.00	0	0.00	0
<u>13</u>	Firelines Industr	0	0.00	0	0.00	0
<u>15</u>	City Firelines Comm	1	246.23	0	0.00	0
Overall - Total		1,025	644,703.52	637	654,384.29	

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	993	590,805.32	620	601,352.86	969.92
2	Suburban Residential	0	0.00	0	0.00	0
3	City Commercial	21	47,457.83	14	47,194.66	3,371.05
5	City Industrial	7	1,140.06	2	1,057.50	528.75
6	Suburban Industrial	0	0.00	0	0.00	0
7	City Municipal	2	-93.27	0	0.00	0
9	City Schools	1	5,147.35	1	4,779.27	4,779.27
11	City Housing	0	0.00	0	0.00	0
13	Firelines Industr	0	0.00	0	0.00	0
15	City Firelines Comm	1	246.23	0	0.00	0
Overall - Total		1,025	644,703.52	637	654,384.29	

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	37,928	27,487,567.72	36,870	21,986,554.81	596.33
2	Suburban Residential	18	15,318.53	18	13,622.25	756.79
3	City Commercial	1,074	3,680,847.11	1,034	3,016,588.75	2,917.40
5	City Industrial	51	346,507.97	50	280,843.47	5,616.87
9	City Schools	12	285,230.86	12	172,046.57	14,337.21
11	City Housing	2	780.97	2	670.01	335.01
13	Firelines Industr	4	31,156.27	4	23,103.66	5,775.92
15	City Firelines Comm	74	367,138.57	69	295,168.70	4,277.81
21	City Commercial IWC	1	1,194.49	1	877.35	877.35
Overall - Total		39,164	32,215,742.49	38,060	25,789,475.57	

Detroit Water and Sewerage Department

Retail Delinquency Report by Sales Class

Water and Sewer Combined

60 Days Days Past Due

Accounts Billed between Jun 1, 2016 and Jun 30, 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	165,509	57,996,366.05	61,938	41,484,111.78	669.7
2	Suburban Residential	147	18,886.94	40	11,553.06	288.8
3	City Commercial	17,502	34,781,427.58	9,053	25,432,429.68	2,809.2
4	Suburban Commercial	15	65,363.68	8	62,263.03	7,782.8
5	City Industrial	1,535	15,847,785.49	764	11,182,977.42	14,637.4
6	Suburban Industrial	12	254,128.50	2	51,295.12	25,647.5
7	City Municipal	522	8,479,381.88	48	5,498,370.56	114,549.3
9	City Schools	567	8,266,461.51	74	6,296,164.83	85,083.3
11	City Housing	515	1,017,185.03	9	689,519.95	76,613.3
13	Firelines Industr	129	840,356.74	35	585,825.92	16,737.8
15	City Firelines Comm	1,472	3,701,657.98	239	1,686,802.69	7,057.7
21	City Commercial IWC	5	1,697.16	1	877.35	877.3
Overall - Total		187,930	131,270,698.54	72,211	92,982,191.39	

Detroit Water and Sewerage Department

City of Detroit Accounts - Water

Aging Account Balances as of July 6, 2016 - Summary

Customer Name	Total Balance Due	Current	> 30 Days	> 60 Days	> 90 Days	> 120 Days	> 150 Days	> 180 Days
36TH DISTRICT COURT	2,746.53	2,476.46	159.36	110.71	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC	571.13	431.23	139.90	0.00	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT	14,154.87	4,671.40	4,857.25	4,626.22	0.00	0.00	0.00	0.00
DWSD	67,671.16	25,548.97	22,535.08	14,060.72	1,072.11	4,454.28	0.00	0.00
ELECTIONS COMMISSION	2,443.21	2,443.21	0.00	0.00	0.00	0.00	0.00	0.00
FIRE DEPARTMENT	117,759.12	5,721.26	5,115.85	5,690.94	5,396.95	5,612.25	3,707.52	86,514.35
GENERAL SERVICES DEPARTMENT	14,459.64	5,283.42	4,507.32	4,668.90	0.00	0.00	0.00	0.00
HEALTH DEPARTMENT	38,540.59	846.77	829.65	851.32	858.14	849.04	824.00	33,481.67
INSTITUTE OF ARTS	6,297.62	6,297.62	0.00	0.00	0.00	0.00	0.00	0.00
MARIA LINDA ADAMS-LAWTON	52.87	52.87	0.00	0.00	0.00	0.00	0.00	0.00
MUNICIPAL PARKING	23,991.85	5,082.24	4,699.88	4,483.68	5,036.70	4,689.35	0.00	0.00
PLANNING & DEVELOPMENT DEPT-DPS	145,811.54	5,355.90	5,223.67	5,309.92	7,248.47	23,667.39	4,396.41	94,609.78
POLICE DEPARTMENT	32,318.58	8,971.15	8,270.11	7,163.22	7,914.10	0.00	0.00	0.00
PUBLIC LIBRARY	3,179.93	3,179.93	0.00	0.00	0.00	0.00	0.00	0.00
PUBLIC LIGHTING	22,195.60	2,174.28	1,223.30	1,222.58	1,560.16	2,153.59	1,797.15	12,064.54
PUBLIC WORKS	32,424.07	5,250.82	4,731.31	4,704.98	0.00	0.00	0.00	17,736.96
RECREATION	55,751.15	14,774.80	11,686.96	11,987.56	13,242.48	3,674.32	0.00	385.03
RECREATION (2)	48,105.37	7,545.58	6,967.50	7,445.42	7,146.49	6,907.07	7,870.24	4,223.07
TRANSPORTATION	35,702.38	20,730.20	14,917.31	54.87	0.00	0.00	0.00	0.00

Detroit Water and Sewerage Department

City of Detroit Accounts - Sewer

Aging Account Balances as of July 6, 2016 - Summary

Customer Name	Total Balance Due	Current	> 30 Days	> 60 Days	> 90 Days	> 120 Days	> 150 Days	> 180 Days
36TH DISTRICT COURT	6,361.01	6,164.53	115.94	80.54	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC	1,173.28	907.98	265.30	0.00	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT	132,880.28	44,241.03	44,628.57	44,010.68	0.00	0.00	0.00	0.00
DWSD	174,730.68	57,570.10	54,515.30	53,409.11	6,517.61	2,718.56	0.00	0.00
ELECTIONS COMMISSION	5,162.51	5,162.51	0.00	0.00	0.00	0.00	0.00	0.00
FIRE DEPARTMENT	291,653.61	19,602.21	18,266.62	19,402.23	18,839.46	19,071.40	12,125.59	184,346.10
GENERAL SERVICES DEPARTMENT	44,807.68	15,849.59	14,137.43	14,493.90	326.76	0.00	0.00	0.00
HEALTH DEPARTMENT	179,958.40	6,194.45	6,228.41	6,204.49	6,219.55	6,199.47	6,144.24	142,767.79
INSTITUTE OF ARTS	19,282.03	19,282.03	0.00	0.00	0.00	0.00	0.00	0.00
MARIA LINDA ADAMS-LAWTON	399.91	399.91	0.00	0.00	0.00	0.00	0.00	0.00
MUNICIPAL PARKING	49,464.78	10,514.26	9,670.73	9,193.75	10,413.84	9,672.20	0.00	0.00
PLANNING & DEVELOPMENT DEPT-DPS	1,696,212.18	88,046.30	87,677.04	87,866.93	93,597.34	147,746.49	88,768.54	1,102,509.54
POLICE DEPARTMENT	144,686.69	27,919.80	26,287.98	23,841.83	66,637.08	0.00	0.00	0.00
PUBLIC LIBRARY	20,482.49	16,837.36	3,645.13	0.00	0.00	0.00	0.00	0.00
PUBLIC LIGHTING	348,249.39	27,275.35	26,510.77	26,692.80	27,253.87	27,811.99	27,699.63	185,004.98
PUBLIC WORKS	193,728.64	41,938.79	41,427.98	41,458.09	30,263.72	0.00	0.00	38,640.06
RECREATION	2,323,670.05	544,744.91	535,056.16	538,820.83	542,334.18	160,582.07	0.00	2,131.90
RECREATION (2)	1,147,938.02	163,970.68	156,686.05	164,110.80	163,157.75	187,458.23	189,681.82	122,872.69
TRANSPORTATION	114,735.65	63,610.94	50,787.31	337.40	0.00	0.00	0.00	0.00

Detroit Water and Sewerage Department

City of Detroit Accounts - Water

Aging Account Balances as of July 6, 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	437.40	167.33	159.36	110.71	0.00	0.00	0.00	0.00
	101,292.301	2,309.13	2,309.13	0.00	0.00	0.00	0.00	0.00	0.00
36TH DISTRICT COURT - Total		2,746.53	2,476.46	159.36	110.71	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC	301,068.301	571.13	431.23	139.90	0.00	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC - Total		571.13	431.23	139.90	0.00	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT	9,990,002.301	14,154.87	4,671.40	4,857.25	4,626.22	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT - Total		14,154.87	4,671.40	4,857.25	4,626.22	0.00	0.00	0.00	0.00
DWSD	200,128.300	21,145.97	10,965.65	9,420.25	760.07	0.00	0.00	0.00	0.00
	200,602.300	3,691.51	289.57	253.16	275.92	289.57	2,583.29	0.00	0.00
	201,463.300	1,396.37	16.52	50.66	55.21	57.49	1,216.49	0.00	0.00
	300,808.300	690.39	167.21	123.97	139.90	133.07	126.24	0.00	0.00
	2,804,999.300	1,788.87	344.12	332.74	346.39	421.50	344.12	0.00	0.00
	8,305,411.300	877.45	188.69	154.55	179.59	170.48	184.14	0.00	0.00
	9,990,047.300	38,080.60	13,577.21	12,199.75	12,303.64	0.00	0.00	0.00	0.00
DWSD - Total		67,671.16	25,548.97	22,535.08	14,060.72	1,072.11	4,454.28	0.00	0.00
ELECTIONS COMMISSION	101,272.301	2,443.21	2,443.21	0.00	0.00	0.00	0.00	0.00	0.00
ELECTIONS COMMISSION - Total		2,443.21	2,443.21	0.00	0.00	0.00	0.00	0.00	0.00
FIRE DEPARTMENT	63,003.303	86,514.35	0.00	0.00	0.00	0.00	0.00	0.00	86,514.35
	9,990,027.301	31,244.77	5,721.26	5,115.85	5,690.94	5,396.95	5,612.25	3,707.52	0.00
FIRE DEPARTMENT - Total		117,759.12	5,721.26	5,115.85	5,690.94	5,396.95	5,612.25	3,707.52	86,514.35
GENERAL SERVICES DEPARTMENT	9,990,015.301	14,459.64	5,283.42	4,507.32	4,668.90	0.00	0.00	0.00	0.00
GENERAL SERVICES DEPARTMENT - Total		14,459.64	5,283.42	4,507.32	4,668.90	0.00	0.00	0.00	0.00
HEALTH DEPARTMENT	9,990,007.301	38,540.59	846.77	829.65	851.32	858.14	849.04	824.00	33,481.67
HEALTH DEPARTMENT - Total		38,540.59	846.77	829.65	851.32	858.14	849.04	824.00	33,481.67
INSTITUTE OF ARTS	601,993.301	294.79	294.79	0.00	0.00	0.00	0.00	0.00	0.00
	9,990,013.301	6,002.83	6,002.83	0.00	0.00	0.00	0.00	0.00	0.00
INSTITUTE OF ARTS - Total		6,297.62	6,297.62	0.00	0.00	0.00	0.00	0.00	0.00
MARIA LINDA ADAMS-LAWTON	1,902,764.302	52.87	52.87	0.00	0.00	0.00	0.00	0.00	0.00
MARIA LINDA ADAMS-LAWTON - Total		52.87	52.87	0.00	0.00	0.00	0.00	0.00	0.00
MUNICIPAL PARKING	9,990,018.301	23,991.85	5,082.24	4,699.88	4,483.68	5,036.70	4,689.35	0.00	0.00
MUNICIPAL PARKING - Total		23,991.85	5,082.24	4,699.88	4,483.68	5,036.70	4,689.35	0.00	0.00
PLANNING & DEVELOPMENT DEPT-DPS	9,990,045.300	145,811.54	5,355.90	5,223.67	5,309.92	7,248.47	23,667.39	4,396.41	94,609.78
PLANNING & DEVELOPMENT DEPT-DPS - Total		145,811.54	5,355.90	5,223.67	5,309.92	7,248.47	23,667.39	4,396.41	94,609.78
POLICE DEPARTMENT	9,990,012.301	32,318.58	8,971.15	8,270.11	7,163.22	7,914.10	0.00	0.00	0.00
POLICE DEPARTMENT - Total		32,318.58	8,971.15	8,270.11	7,163.22	7,914.10	0.00	0.00	0.00
PUBLIC LIBRARY	9,990,005.301	3,179.93	3,179.93	0.00	0.00	0.00	0.00	0.00	0.00
PUBLIC LIBRARY - Total		3,179.93	3,179.93	0.00	0.00	0.00	0.00	0.00	0.00
PUBLIC LIGHTING	9,990,006.301	22,195.60	2,174.28	1,223.30	1,222.58	1,560.16	2,153.59	1,797.15	12,064.54
PUBLIC LIGHTING - Total		22,195.60	2,174.28	1,223.30	1,222.58	1,560.16	2,153.59	1,797.15	12,064.54
PUBLIC WORKS	63,004.303	17,736.96	0.00	0.00	0.00	0.00	0.00	0.00	17,736.96
	9,990,008.301	14,687.11	5,250.82	4,731.31	4,704.98	0.00	0.00	0.00	0.00
PUBLIC WORKS - Total		32,424.07	5,250.82	4,731.31	4,704.98	0.00	0.00	0.00	17,736.96
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	55,366.12	14,774.80	11,686.96	11,987.56	13,242.48	3,674.32	0.00	0.00
RECREATION - Total		55,751.15	14,774.80	11,686.96	11,987.56	13,242.48	3,674.32	0.00	385.03
RECREATION (2)	9,990,014.301	48,105.37	7,545.58	6,967.50	7,445.42	7,146.49	6,907.07	7,870.24	4,223.07
RECREATION (2) - Total		48,105.37	7,545.58	6,967.50	7,445.42	7,146.49	6,907.07	7,870.24	4,223.07

Detroit Water and Sewerage Department

City of Detroit Accounts - Sewer

Aging Account Balances as of July 6, 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	318.22	121.74	115.94	80.54	0.00	0.00	0.00	0.00
	101,292.401	6,042.79	6,042.79	0.00	0.00	0.00	0.00	0.00	0.00
36TH DISTRICT COURT - Total		6,361.01	6,164.53	115.94	80.54	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC	301,068.401	1,173.28	907.98	265.30	0.00	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC - Total		1,173.28	907.98	265.30	0.00	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT	9,990,002.401	132,880.28	44,241.03	44,628.57	44,010.68	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT - Total		132,880.28	44,241.03	44,628.57	44,010.68	0.00	0.00	0.00	0.00
DWSD	200,602.400	9,531.39	2,410.46	2,330.13	2,380.34	2,410.46	0.00	0.00	0.00
	201,463.400	4,789.22	1,148.80	1,224.62	1,234.91	1,180.89	0.00	0.00	0.00
	300,871.400	810.11	163.58	163.58	163.58	163.58	155.79	0.00	0.00
	2,804,999.400	1,221.97	220.11	195.00	225.13	390.82	190.91	0.00	0.00
	3,300,742.400	5,678.75	1,135.75	1,135.75	1,135.75	1,135.75	1,135.75	0.00	0.00
	3,402,446.400	6,180.55	1,236.11	1,236.11	1,236.11	1,236.11	1,236.11	0.00	0.00
	9,990,047.400	146,518.69	51,255.29	48,230.11	47,033.29	0.00	0.00	0.00	0.00
DWSD - Total		174,730.68	57,570.10	54,515.30	53,409.11	6,517.61	2,718.56	0.00	0.00
ELECTIONS COMMISSION	101,272.401	5,162.51	5,162.51	0.00	0.00	0.00	0.00	0.00	0.00
ELECTIONS COMMISSION - Total		5,162.51	5,162.51	0.00	0.00	0.00	0.00	0.00	0.00
FIRE DEPARTMENT	63,003.403	184,346.10	0.00	0.00	0.00	0.00	0.00	0.00	184,346.10
	9,990,027.401	107,307.51	19,602.21	18,266.62	19,402.23	18,839.46	19,071.40	12,125.59	0.00
FIRE DEPARTMENT - Total		291,653.61	19,602.21	18,266.62	19,402.23	18,839.46	19,071.40	12,125.59	184,346.10
GENERAL SERVICES DEPARTMENT	9,990,015.401	44,807.68	15,849.59	14,137.43	14,493.90	326.76	0.00	0.00	0.00
GENERAL SERVICES DEPARTMENT - Total		44,807.68	15,849.59	14,137.43	14,493.90	326.76	0.00	0.00	0.00
HEALTH DEPARTMENT	9,990,007.401	179,958.40	6,194.45	6,228.41	6,204.49	6,219.55	6,199.47	6,144.24	142,767.79
HEALTH DEPARTMENT - Total		179,958.40	6,194.45	6,228.41	6,204.49	6,219.55	6,199.47	6,144.24	142,767.79
INSTITUTE OF ARTS	601,993.401	767.40	767.40	0.00	0.00	0.00	0.00	0.00	0.00
	9,990,013.401	18,514.63	18,514.63	0.00	0.00	0.00	0.00	0.00	0.00
INSTITUTE OF ARTS - Total		19,282.03	19,282.03	0.00	0.00	0.00	0.00	0.00	0.00
MARIA LINDA ADAMS-LAWTON	1,902,764.402	399.91	399.91	0.00	0.00	0.00	0.00	0.00	0.00
MARIA LINDA ADAMS-LAWTON - Total		399.91	399.91	0.00	0.00	0.00	0.00	0.00	0.00
MUNICIPAL PARKING	9,990,018.401	49,464.78	10,514.26	9,670.73	9,193.75	10,413.84	9,672.20	0.00	0.00
MUNICIPAL PARKING - Total		49,464.78	10,514.26	9,670.73	9,193.75	10,413.84	9,672.20	0.00	0.00
PLANNING & DEVELOPMENT DEPT-DPS	9,990,045.400	1,696,212.18	88,046.30	87,677.04	87,866.93	93,597.34	147,746.49	88,768.54	1,102,509.54
PLANNING & DEVELOPMENT DEPT-DPS - Total		1,696,212.18	88,046.30	87,677.04	87,866.93	93,597.34	147,746.49	88,768.54	1,102,509.54
POLICE DEPARTMENT	9,990,012.401	144,686.69	27,919.80	26,287.98	23,841.83	66,637.08	0.00	0.00	0.00
POLICE DEPARTMENT - Total		144,686.69	27,919.80	26,287.98	23,841.83	66,637.08	0.00	0.00	0.00
PUBLIC LIBRARY	9,990,005.401	20,482.49	16,837.36	3,645.13	0.00	0.00	0.00	0.00	0.00
PUBLIC LIBRARY - Total		20,482.49	16,837.36	3,645.13	0.00	0.00	0.00	0.00	0.00
PUBLIC LIGHTING	9,990,006.401	348,249.39	27,275.35	26,510.77	26,692.80	27,253.87	27,811.99	27,699.63	185,004.98
PUBLIC LIGHTING - Total		348,249.39	27,275.35	26,510.77	26,692.80	27,253.87	27,811.99	27,699.63	185,004.98
PUBLIC WORKS	63,004.403	38,640.06	0.00	0.00	0.00	0.00	0.00	0.00	38,640.06
	9,990,008.401	155,088.58	41,938.79	41,427.98	41,458.09	30,263.72	0.00	0.00	0.00
PUBLIC WORKS - Total		193,728.64	41,938.79	41,427.98	41,458.09	30,263.72	0.00	0.00	38,640.06
RECREATION	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	2,321,538.15	544,744.91	535,056.16	538,820.83	542,334.18	160,582.07	0.00	0.00
RECREATION - Total		2,323,670.05	544,744.91	535,056.16	538,820.83	542,334.18	160,582.07	0.00	2,131.90
RECREATION (2)	9,990,014.401	1,147,938.02	163,970.68	156,686.05	164,110.80	163,157.75	187,458.23	189,681.82	122,872.69
RECREATION (2) - Total		1,147,938.02	163,970.68	156,686.05	164,110.80	163,157.75	187,458.23	189,681.82	122,872.69
TRANSPORTATION	9,990,017.401	114,735.65	63,610.94	50,787.31	337.40	0.00	0.00	0.00	0.00



APPENDIX – DETAILED FINANCIALS & FORECAST



DETROIT WATER & SEWER CURRENT PERIOD BUDGET VERSUS ACTUAL

6/30/2016

INCOME STATEMENT FORECAST

	Water						Sewer					
	6/30/2016			YEAR TO DATE			6/30/2016			YEAR TO DATE		
	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE
Sales Revenue												
Retail Domestic MCF Charges	\$ 7,288,478	\$ 7,267,779	\$ (20,699)	\$ 75,108,000	\$ 72,612,840	\$ (2,495,160)	\$ 24,078,361	\$ 22,240,812	\$ (1,837,549)	\$ 265,511,735	\$ 263,282,792	\$ (2,228,943)
Retail Fixed Charges	2,866,219	2,338,307	(527,912)	34,394,630	28,231,152	(6,163,478)	1,143,450	1,039,037	(104,413)	13,721,400	12,591,997	(1,129,403)
Fee's & Penalties	395,833	471,596	75,762	4,750,000	7,111,588	2,361,588	416,667	318,106	(98,561)	5,000,000	2,627,625	(2,372,375)
Less: Bad Debt & NSF's	-	-	-	-	-	-	-	-	-	-	-	-
Net Sales Revenue	\$ 10,550,530	\$ 10,077,681	\$ (472,849)	\$ 114,252,630	\$ 107,955,579	\$ (6,297,051)	\$ 25,638,478	\$ 23,597,954	\$ (2,040,523)	\$ 284,233,135	\$ 278,502,413	\$ (5,730,722)
Controllable Operations & Maintenance												
Personnel	1,460,296	2,647,831	(1,187,535)	17,523,547	18,981,115	(1,457,568)	1,048,857	1,765,221	(716,363)	12,586,288	13,704,858	(1,118,570)
Contracted Services	2,009,529	1,154,566	854,963	20,708,263	7,610,922	13,097,341	1,267,246	1,381,130	(113,884)	13,973,909	5,725,327	8,248,582
Utilities	6,198	103,305	(97,107)	74,378	973,327	(898,949)	235,770	26,171	209,599	2,829,236	522,487	2,306,749
Fringes, Taxes & Other Overhead	903,826	4,684,008	(3,780,182)	10,845,909	9,737,212	1,108,697	613,390	2,765,090	(2,151,700)	7,360,682	5,938,063	1,422,619
Total O&M Charges	\$ 4,379,849	\$ 8,589,710	\$ (4,209,861)	\$ 49,152,097	\$ 37,302,576	\$ 11,849,521	\$ 3,165,264	\$ 5,937,612	\$ (2,772,348)	\$ 36,750,114	\$ 25,890,734	\$ 10,859,380
Contribution Margin	\$ 6,170,682	\$ 1,487,971	\$ (4,682,710)	\$ 65,100,533	\$ 70,653,003	\$ 5,552,470	\$ 22,473,214	\$ 17,660,343	\$ (4,812,872)	\$ 247,483,022	\$ 252,611,679	\$ 5,128,658
Wholesale O&M Allocation												
Monthly Wholesale O&M Charges	1,172,629	1,279,231	(106,603)	14,071,543	14,071,543	-	5,084,667	5,546,910	(462,242)	61,016,006	61,016,006	-
Depreciation and Amortization	-	-	-	-	-	-	-	-	-	-	-	-
Ownership Equity	(1,136,173)	(1,136,173)	-	(13,634,076)	(13,634,076)	-	(312,081)	(312,081)	-	(3,744,978)	(3,744,978)	-
Total Wholesale Rate Charges	\$ 36,456	\$ 143,058	\$ (106,603)	\$ 437,467	\$ 437,467	\$ -	\$ 4,772,586	\$ 5,234,828	\$ (462,242)	\$ 57,271,028	\$ 57,271,028	\$ -
Gross Margin	\$ 6,134,226	\$ 1,344,913	\$ (4,789,313)	\$ 64,663,066	\$ 70,215,537	\$ 5,552,470	\$ 17,700,628	\$ 12,425,514	\$ (5,275,114)	\$ 190,211,993	\$ 195,340,651	\$ 5,128,658
Shared Services & Other Expenses												
Retail Allocation	414,122	414,122	-	4,969,467	4,969,467	-	2,157,755	2,157,755	-	25,893,058	25,893,058	-
Other CTA Allocation	193,598	193,598	-	2,323,176	2,323,176	-	246,815	246,815	-	2,961,775	2,961,775	-
Additional Cost of Equity	(588,827)	(588,827)	-	(7,065,924)	(7,065,924)	-	(147,585)	(147,585)	-	(1,771,022)	(1,771,022)	-
Depreciation and Amortization	-	-	-	-	-	-	-	-	-	-	-	-
Total Other Operating Expenses	\$ 18,893	\$ 18,893	\$ -	\$ 226,719	\$ 226,719	\$ -	\$ 2,256,984	\$ 2,256,984	\$ -	\$ 27,083,811	\$ 27,083,811	\$ -
Operating Surplus/(Deficit)	\$ 6,115,333	\$ 1,326,020	\$ (4,789,313)	\$ 64,436,347	\$ 69,988,817	\$ 5,552,470	\$ 15,443,644	\$ 10,168,530	\$ (5,275,114)	\$ 163,128,182	\$ 168,256,840	\$ 5,128,658
Non-Operating Expense / (Income)												
Interest Expense	2,487,023	2,487,023	-	29,844,275	29,844,275	-	5,916,205	5,916,205	-	70,994,461	70,994,461	-
Lease Payments	16,642	(1,664,176)	1,680,818	199,700	(19,970,112)	20,169,812	(670,085)	(1,295,794)	625,709	(8,041,021)	(14,253,731)	6,212,710
WRAP Deposits	18,564	50,312	(31,748)	222,765	603,744	(380,979)	100,522	109,660	(9,138)	1,206,261	1,206,261	-
ER&R	13,882	59,483	(45,600)	166,586	713,792	(547,206)	85,374	85,374	-	1,024,493	1,024,493	-
B-Note Payment	58,887	58,887	-	706,644	706,644	-	357,978	357,978	-	4,295,735	4,295,735	-
Budget Stabilization Deposits	193,919	193,919	-	2,327,026	2,327,026	-	465,958	357,978	107,980	5,591,500	3,937,757	1,653,743
Total Non-Operating Expenses	\$ 2,788,916	\$ 1,185,447	\$ 1,603,469	\$ 33,466,996	\$ 14,225,370	\$ 19,241,627	\$ 6,255,952	\$ 5,531,402	\$ 724,551	\$ 75,071,429	\$ 67,204,975	\$ 7,866,454
Surplus / (Deficit) Before Other Adj.	\$ 3,326,416	\$ 140,573	\$ (3,185,844)	\$ 30,969,351	\$ 55,763,448	\$ 24,794,097	\$ 9,187,692	\$ 4,637,129	\$ (4,550,563)	\$ 88,056,753	\$ 101,051,865	\$ 12,995,111
Other Adjustments/(Credit)												
Net Surplus / (Deficit)	\$ 3,326,416	\$ 140,573	\$ (3,185,844)	\$ 30,969,351	\$ 55,763,448	\$ 24,794,097	\$ 9,187,692	\$ 4,637,129	\$ (4,550,563)	\$ 88,056,753	\$ 101,051,865	\$ 12,995,111
SBIDA	\$ 5,813,439	\$ 2,627,596	\$ (3,185,844)	\$ 60,813,627	\$ 85,607,723	\$ 24,794,097	\$ 15,103,897	\$ 10,553,334	\$ (4,550,563)	\$ 159,051,214	\$ 172,046,326	\$ 12,995,111
Memo: % of Net Sales Revenue												
Contribution Margin - Products	58.49%	14.77%	990.32%	56.98%	65.45%	-88.18%	87.65%	74.84%	235.86%	87.07%	90.70%	-89.49%
Gross Margin - Products and Tooling	58.14%	13.35%	1012.86%	56.60%	65.04%	-88.18%	69.04%	52.66%	258.52%	66.92%	70.14%	-89.49%
Operating Surplus/(Loss)	57.96%	13.16%	1012.86%	56.40%	64.83%	-88.18%	60.24%	43.09%	258.52%	57.39%	60.41%	-89.49%
Surplus/(Loss) Before Other Adjustments	31.53%	1.39%	673.75%	27.11%	51.65%	-393.74%	35.84%	19.65%	223.01%	30.98%	36.28%	-226.76%
Net Surplus/(Loss)	31.53%	1.39%	673.75%	27.11%	51.65%	-393.74%	35.84%	19.65%	223.01%	30.98%	36.28%	-226.76%
SBIDA	55.10%	26.07%	673.75%	53.23%	79.30%	-393.74%	58.91%	44.72%	223.01%	55.96%	61.78%	-226.76%



DETROIT WATER & SEWER BUDGET TO FORECAST

FY2016 12+0

	Water						Sewer					
	BUDGET	12+0 FCST	12+0 RISKS	12+0 OPPS.	12+0 RISKS ADJUSTED	12+0 VAR. F/(U)	BUDGET	12+0 FCST	12+0 RISKS	12+0 OPPS.	12+0 RISKS ADJUSTED	12+0 VAR. F/(U)
Sales Revenue												
Retail Domestic MCF Charges	\$ 75,108,000	\$ 72,612,840			72,612,840	(2,495,160)	\$ 265,511,735	\$ 263,282,792			263,282,792	(2,228,943)
Retail Fixed Charges	34,394,630	28,231,152			28,231,152	(6,163,478)	13,721,400	12,591,997			12,591,997	(1,129,403)
Fee's, Penalties, & Adjustments	4,750,000	7,111,588			7,111,588	2,361,588	5,000,000	2,627,625		2,000,000	4,627,625	(372,375)
Less: Bad Debet & NSF's		-			-	-		-			-	-
Net Sales Revenue	\$ 114,252,630	\$ 107,955,579			\$ 107,955,579	\$ (6,297,051)	\$ 284,233,135	\$ 278,502,413			\$ 280,502,413	\$ (3,730,722)
Controllable Operations & Maintenance												
Personnel	17,523,547	18,981,115			(2,770,000)	16,211,115	12,586,288	13,704,858		(2,130,000)	11,574,858	1,011,430
Contracted Services ⁽¹⁾	20,708,263	7,610,922	3,950,000		11,560,922	9,147,341	13,973,909	5,725,327	3,950,000		9,675,327	4,298,582
Utilities	74,378	973,327			973,327	(898,949)	2,829,236	522,487			522,487	2,306,749
Fringes, Taxes & Other Overhead ⁽²⁾	10,845,909	9,737,212			9,737,212	1,108,697	7,360,682	5,938,063			5,938,063	1,422,619
Total O&M Charges	\$ 49,152,097	\$ 37,302,576	\$ 3,950,000	\$ (2,770,000)	\$ 38,482,576	\$ 10,669,521	\$ 36,750,114	\$ 25,890,734	\$ 3,950,000	\$ (2,130,000)	\$ 27,710,734	\$ 9,039,380
Contribution Margin	\$ 65,100,533	\$ 70,653,003	\$ (3,950,000)	\$ 2,770,000	\$ 69,473,003	\$ 4,372,470	\$ 247,483,022	\$ 252,611,679	\$ (3,950,000)	\$ 2,130,000	\$ 252,791,679	\$ 5,308,658
Wholesale O&M Allocation												
Monthly Wholesale O&M Charges	14,071,543	14,071,543			14,071,543	-	61,016,006	61,016,006			61,016,006	-
Depreciation and Amortization	-	-			-	-	-	-			-	-
Ownership Equity	(13,634,076)	(13,634,076)			(13,634,076)	-	(3,744,978)	(3,744,978)			(3,744,978)	-
Total Wholesale Rate Charges	\$ 437,467	\$ 437,467	\$ -	\$ -	\$ 437,467	\$ -	\$ 57,271,028	\$ 57,271,028	\$ -	\$ -	\$ 57,271,028	\$ -
Gross Margin	\$ 64,663,066	\$ 70,215,537	\$ (3,950,000)	\$ 2,770,000	\$ 69,035,537	\$ 4,372,470	\$ 190,211,993	\$ 195,340,651	\$ (3,950,000)	\$ 2,130,000	\$ 193,520,651	\$ 5,308,658
Shared Services & Other Expenses												
Retail Allocation	4,969,467	4,969,467			4,969,467	-	25,893,058	25,893,058			25,893,058	-
Other CTA Allocation	2,323,176	2,323,176			2,323,176	-	2,961,775	2,961,775			2,961,775	-
Additional Cost of Equity	(7,065,924)	(7,065,924)			(7,065,924)	-	(1,771,022)	(1,771,022)			(1,771,022)	-
Depreciation and Amortization	-	-			-	-	-	-			-	-
Total Other Operating Expenses	\$ 226,719	\$ 226,719	\$ -	\$ -	\$ 226,719	\$ -	\$ 27,083,811	\$ 27,083,811	\$ -	\$ -	\$ 27,083,811	\$ -
Operating Surplus/(Deficit)	\$ 64,436,347	\$ 69,988,817	\$ (3,950,000)	\$ 2,770,000	\$ 68,808,817	\$ 4,372,470	\$ 163,128,182	\$ 168,256,840	\$ (3,950,000)	\$ 2,130,000	\$ 166,436,840	\$ 5,308,658
Non-Operating Expense / (Income)												
Interest Expense	29,844,275	29,844,275			29,844,275	-	70,994,461	70,994,461			70,994,461	-
Lease Payments	199,700	(19,970,112)			(19,970,112)	20,169,812	(8,041,021)	(14,253,731)			(14,253,731)	6,212,710
WRAP Deposits	222,765	603,744			603,744	(380,979)	1,206,261	1,206,261			1,206,261	-
ER&R	166,586	713,792			713,792	(547,206)	1,024,493	1,024,493			1,024,493	-
B-Note Payment	706,644	706,644			706,644	-	4,295,735	4,295,735			4,295,735	-
Budget Stabilization Deposits	2,327,026	2,327,026			2,327,026	-	5,591,500	3,937,757			3,937,757	1,653,743
Total Non-Operating Expenses	\$ 33,466,996	\$ 14,225,370	\$ -	\$ -	\$ 14,225,370	\$ 19,241,627	\$ 75,071,429	\$ 67,204,975	\$ -	\$ -	\$ 67,204,975	\$ 7,866,454
Surplus /(Deficit) Before Other Adj.	\$ 30,969,351	\$ 55,763,448	\$ (3,950,000)	\$ 2,770,000	\$ 54,583,448	\$ 23,614,097	\$ 88,056,753	\$ 101,051,865	\$ (3,950,000)	\$ 2,130,000	\$ 99,231,865	\$ 13,175,111
Other Adjustments/(Credit)												
Net Surplus /(Deficit)	\$ 30,969,351	\$ 55,763,448	\$ (3,950,000)	\$ 2,770,000	\$ 54,583,448	\$ 23,614,097	\$ 88,056,753	\$ 101,051,865	\$ (3,950,000)	\$ 2,130,000	\$ 99,231,865	\$ 13,175,111
SBIDA	\$ 60,813,627	\$ 85,607,723	\$ (3,950,000)	\$ 2,770,000	\$ 84,427,723	\$ 23,614,097	\$ 159,051,214	\$ 172,046,326	\$ (3,950,000)	\$ 2,130,000	\$ 170,226,326	\$ 13,175,111
Beginning Reserves	\$ -	\$ -			-	-	\$ -	\$ -			-	-
Transition Cash	-	-			-	-	-	-			-	-
Capital Spending	-	(7,436,686)			(7,436,686)	(7,436,686)	-	(4,867,137)			(4,867,137)	(4,867,137)
New Borrowings												
Actual Debt Payments	(44,892,243)	(44,892,243)			(44,892,243)	-	(120,404,712)	(118,270,221)			(118,270,221)	2,134,492
Change in Receivables Net of Write-Offs	(16,000,000)	(5,082,796)			(5,082,796)	10,917,204	(39,000,000)	(22,854,095)			(22,854,095)	16,145,905
Ending Reserves	\$ (78,617)	\$ 28,195,998	\$ (3,950,000)	\$ 2,770,000	\$ 27,015,998	27,094,615	\$ (353,498)	\$ 26,054,873	\$ (3,950,000)	\$ 2,130,000	\$ 24,234,873	26,588,371

(1) Unaccounted for expenses

(2) Unaccrued Operating Pension Expense



DETROIT WATER & SEWER 4-YEAR FORECAST

FY2016 - FY2019

INCOME STATEMENT FORECAST

	Water						Sewer					
	YTD 2016	Remaing Proj. 2016	FY Forecast 12+0	2017	FORECAST 2018	2019	YTD 2016	Remaing Proj. 2016	12+0	2017	2018	2019
Sales Revenue												
Retail Domestic MCF Charges	\$ 72,612,840	\$ -	\$ 72,612,840	\$ 70,257,021	\$ 70,167,080	\$ 68,962,562	\$ 263,282,792	\$ -	\$ 263,282,792	\$ 264,369,348	\$ 268,690,022	\$ 277,328,069
Retail Fixed Charges	28,231,152	-	28,231,152	28,760,431	30,474,255	31,693,225	12,591,997	-	12,591,997	12,897,082	13,156,774	13,683,045
Fee's, Penalties, & Adjustments	7,111,588	-	7,111,588	4,750,000	4,750,000	4,750,000	2,627,625	-	2,627,625	5,000,000	5,000,000	5,000,000
Less: Bad Debet & NSF's	-	-	-	-	-	-	-	-	-	-	-	-
Net Sales Revenue	\$ 107,955,579	\$ -	\$ 107,955,579	\$ 103,767,452	\$ 105,391,336	\$ 105,405,788	\$ 278,502,413	\$ -	\$ 278,502,413	\$ 282,266,431	\$ 286,846,796	\$ 296,011,115
Controllable Operations & Maintenance												
Personnel	18,981,115	-	18,981,115	13,033,985	13,451,333	13,885,349	13,704,858	-	13,704,858	19,550,977	20,176,999	20,828,024
Contracted Services	7,610,922	-	7,610,922	15,074,618	15,074,618	15,074,618	5,725,327	-	5,725,327	17,543,802	17,543,802	17,543,802
Utilities	973,327	-	973,327	73,378	73,378	73,378	522,487	-	522,487	1,341,971	1,346,351	1,350,731
Fringes, Taxes & Other Overhead	9,737,212	-	9,737,212	7,917,204	7,917,204	7,917,204	5,938,063	-	5,938,063	5,787,231	5,787,231	5,787,231
Total O&M Charges	\$ 37,302,576	\$ -	\$ 37,302,576	\$ 36,099,185	\$ 36,516,533	\$ 36,950,550	\$ 25,890,734	\$ -	\$ 25,890,734	\$ 44,223,982	\$ 44,854,383	\$ 45,509,789
Contribution Margin	\$ 70,653,003	\$ -	\$ 70,653,003	\$ 67,668,267	\$ 68,874,803	\$ 68,455,238	\$ 252,611,679	\$ -	\$ 252,611,679	\$ 238,042,449	\$ 241,992,413	\$ 250,501,326
Wholesale O&M Allocation												
Monthly Wholesale O&M Charges	14,071,543	-	14,071,543	15,831,543	16,464,805	17,123,397	61,016,006	-	61,016,006	51,836,900	53,910,376	56,066,791
Depreciation and Amortization	-	-	-	-	-	-	-	-	-	-	-	-
Ownership Equity	(13,634,076)	-	(13,634,076)	(14,171,869)	(13,740,771)	(13,350,283)	(3,744,978)	-	(3,744,978)	(1,747,995)	(1,747,995)	(1,747,995)
Total Wholesale Rate Charges	\$ 437,467	\$ -	\$ 437,467	\$ 1,659,674	\$ 2,724,034	\$ 3,773,114	\$ 57,271,028	\$ -	\$ 57,271,028	\$ 50,088,905	\$ 52,162,381	\$ 54,318,796
Gross Margin	\$ 70,215,537	\$ -	\$ 70,215,537	\$ 66,008,593	\$ 66,150,768	\$ 64,682,124	\$ 195,340,651	\$ -	\$ 195,340,651	\$ 187,953,544	\$ 189,830,032	\$ 196,182,530
Shared Services & Other Expenses												
Retail Allocation	4,969,467	-	4,969,467	4,969,467	5,168,246	5,374,976	25,893,058	-	25,893,058	10,209,270	10,698,861	11,208,035
Other CTA Allocation	2,323,176	-	2,323,176	2,323,176	3,170,614	4,051,949	2,961,775	-	2,961,775	6,788,722	10,768,746	14,907,972
Additional Cost of Equity	(7,065,924)	-	(7,065,924)	(6,528,131)	(6,959,229)	(7,349,717)	(1,771,022)	-	(1,771,022)	(3,768,005)	(3,768,005)	(3,768,005)
Depreciation and Amortization	-	-	-	-	-	-	-	-	-	-	-	-
Total Other Operating Expenses	\$ 226,719	\$ -	\$ 226,719	\$ 764,512	\$ 1,379,630	\$ 2,077,208	\$ 27,083,811	\$ -	\$ 27,083,811	\$ 13,229,987	\$ 17,699,603	\$ 22,348,003
Operating Surplus/(Deficit)	\$ 69,988,817	\$ -	\$ 69,988,817	\$ 65,244,081	\$ 64,771,138	\$ 62,604,916	\$ 168,256,840	\$ -	\$ 168,256,840	\$ 174,723,557	\$ 172,130,430	\$ 173,834,528
Non-Operating Expense / (Income)												
Interest Expense	\$ 29,844,275	-	29,844,275	29,617,292	28,878,810	28,106,476	70,994,461	-	70,994,461	72,218,824	73,015,797	71,273,449
Lease Payments	(19,970,112)	-	(19,970,112)	(19,970,116)	(19,970,116)	(19,970,116)	(14,253,731)	-	(14,253,731)	(15,549,524)	(15,549,525)	(15,549,525)
WRAP Deposits	603,744	-	603,744	604,809	605,235	605,235	1,206,261	-	1,206,261	1,368,558	1,398,348	1,400,007
ER&R	713,792	-	713,792	713,792	713,792	713,792	1,024,493	-	1,024,493	1,024,493	1,024,493	1,024,493
B-Note Payment	706,644	-	706,644	706,644	706,644	706,644	4,295,735	-	4,295,735	7,206,431	7,206,431	7,206,431
Budget Stabilization Deposits	2,327,026	-	2,327,026	2,327,026	2,327,026	-	3,937,757	-	3,937,757	2,352,133	2,352,133	-
Total Non-Operating Expenses	\$ 14,225,370	\$ -	\$ 14,225,370	\$ 13,999,447	\$ 13,261,391	\$ 10,162,031	\$ 67,204,975	\$ -	\$ 67,204,975	\$ 68,620,914	\$ 69,447,677	\$ 65,354,856
Surplus /(Deficit) Before Other Adj.	\$ 55,763,448	\$ -	\$ 55,763,448	\$ 51,244,634	\$ 51,509,748	\$ 52,442,885	\$ 101,051,865	\$ -	\$ 101,051,865	\$ 106,102,643	\$ 102,682,753	\$ 108,479,672
Other Adjustments/(Credit)												
Net Surplus /(Deficit)	\$ 55,763,448	\$ -	\$ 55,763,448	\$ 51,244,634	\$ 51,509,748	\$ 52,442,885	\$ 101,051,865	\$ -	\$ 101,051,865	\$ 106,102,643	\$ 102,682,753	\$ 108,479,672
SBIDA	\$ 85,607,723	\$ -	\$ 85,607,723	\$ 80,861,925	\$ 80,388,557	\$ 80,549,361	\$ 172,046,326	\$ -	\$ 172,046,326	\$ 178,321,467	\$ 175,698,550	\$ 179,753,121
Memo: % of Net Sales Revenue												
Contribution Margin - Products	65.45%	✓ #DIV/0!	65.45%	65.21%	65.35%	64.94%	90.70%	✓ #DIV/0!	90.70%	84.33%	84.36%	84.63%
Gross Margin - Products and Tooling	65.04%	✓ #DIV/0!	65.04%	63.61%	62.77%	61.36%	70.14%	✓ #DIV/0!	70.14%	66.59%	66.18%	66.28%
Operating Surplus/(Loss)	64.83%	✓ #DIV/0!	64.83%	62.88%	61.46%	59.39%	60.41%	✓ #DIV/0!	60.41%	61.90%	60.01%	58.73%
Surplus/(Loss) Before Other Adjustments	51.65%	✓ #DIV/0!	51.65%	49.38%	48.87%	49.75%	36.28%	✓ #DIV/0!	36.28%	37.59%	35.80%	36.65%
Net Surplus/(Loss)	51.65%	✓ #DIV/0!	51.65%	49.38%	48.87%	49.75%	36.28%	✓ #DIV/0!	36.28%	37.59%	35.80%	36.65%
SBIDA	79.30%	✓ #DIV/0!	79.30%	77.93%	76.28%	76.42%	61.78%	✓ #DIV/0!	61.78%	63.17%	61.25%	60.73%



DETROIT WATER & SEWER 4-YEAR FORECAST

CASHFLOW STATEMENT FORECAST

	Water							Sewer					
	YTD 2016	FCST 2016	FY Forecast 12+0	2017	2018	2019		YTD 2016	FCST 2016	12+0	2017	2018	2019
Beginning Cash	\$ -	\$ 27,409,858	\$ -	27,409,858	4,176,322	(3,277,558)		\$ -	\$ 22,057,066	\$ -	22,057,066	19,177,004	34,271,731
Cashflow From Operating Activities													
Net Operating Surplus / (Deficit)	\$ 69,988,817	\$ -	\$ 69,988,817	\$ 65,244,081	\$ 64,771,138	\$ 62,604,916		\$ 168,256,840	\$ -	\$ 168,256,840	\$ 174,723,557	\$ 172,130,430	\$ 173,834,528
Transfers to GLWA	(53,678,940)	-	(53,678,940)	(45,069,981)	(38,441,451)	(36,837,159)		(43,583,507)	-	(43,583,507)	(58,668,677)	(53,982,785)	(56,376,225)
Transfers from GLWA	52,892,800	-	52,892,800	36,885,326	45,487,329	38,875,468		39,585,700	-	39,585,700	48,221,788	59,299,079	54,638,190
Depreciation / Amortization	-	-	-	-	-	-		-	-	-	-	-	-
Change In Receivables	(5,082,796)	-	(5,082,796)	(9,205,508)	(13,970,034)	(13,777,755)		(22,854,095)	-	(22,854,095)	(29,429,355)	(29,420,356)	(31,122,434)
Change in Payables	-	-	-	-	-	-		-	-	-	-	-	-
Net Cashflow From Operating Activities	\$ 64,119,881	\$ -	\$ 64,119,881	\$ 47,853,917	\$ 57,846,982	\$ 50,865,470		\$ 141,404,938	\$ -	\$ 141,404,938	\$ 134,847,313	\$ 148,026,368	\$ 140,974,059
Cashflow From Investing Activities													
CAPEX	(7,436,686)	-	(7,436,686)	(50,126,000)	(42,531,000)	(56,093,000)		(4,867,137)	-	(4,867,137)	(21,402,900)	(13,875,000)	(28,793,000)
Lease Payment (Net)	19,970,112	-	19,970,112	19,970,116	19,970,116	19,970,116		14,253,731	-	14,253,731	15,549,524	15,549,525	15,549,525
Extraordinary Repair & Replacement Deposits	(713,792)	-	(713,792)	(713,792)	(713,792)	(713,792)		(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	\$ 11,819,634	\$ -	\$ 11,819,634	\$ (30,869,676)	\$ (23,274,676)	\$ (36,836,676)		\$ 8,362,101	\$ -	\$ 8,362,101	\$ (6,877,869)	\$ 650,031	\$ (14,267,969)
Cashflow From Financing Activities													
Senior Principal Payments	(35,100,183)	-	(35,100,183)	(33,616,587)	(34,003,182)	(36,259,420)		(69,836,313)	-	(69,836,313)	(74,645,232)	(74,097,481)	(75,188,002)
2nd Lien Principal Payments	(9,740,240)	-	(9,740,240)	(9,368,323)	(10,785,369)	(10,919,417)		(30,268,836)	-	(30,268,836)	(25,002,634)	(26,161,465)	(25,669,922)
Junior Lien Principal Payments	(51,821)	-	(51,821)	(444,387)	(448,731)	(449,835)		(18,165,071)	-	(18,165,071)	(20,274,520)	(22,365,814)	(22,381,295)
New DWSDR Borrowings	-	-	-	6,850,000	6,850,000	5,000,000		-	-	-	-	-	-
WRAP Payments	(603,744)	-	(603,744)	(604,809)	(605,235)	(605,235)		(1,206,261)	-	(1,206,261)	(1,368,558)	(1,398,348)	(1,400,007)
B-Note Payment	(706,644)	-	(706,644)	(706,644)	(706,644)	(706,644)		(4,295,735)	-	(4,295,735)	(7,206,431)	(7,206,431)	(7,206,431)
Budget Stabilization Requirements	(2,327,026)	-	(2,327,026)	(2,327,026)	(2,327,026)	-		(3,937,757)	-	(3,937,757)	(2,352,133)	(2,352,133)	-
Total Wholesale Rate Charges	\$ (48,529,657)	\$ -	\$ (48,529,657)	\$ (40,217,777)	\$ (42,026,187)	\$ (43,940,552)		\$ (127,709,972)	\$ -	\$ (127,709,972)	\$ (130,849,507)	\$ (133,581,672)	\$ (131,845,658)
Total Increase / (Decrease) In Cash Balances	\$ 27,409,858	\$ -	\$ 27,409,858	\$ (23,233,536)	\$ (7,453,880)	\$ (29,911,758)		\$ 22,057,066	\$ -	\$ 22,057,066	\$ (2,880,062)	\$ 15,094,727	\$ (5,139,567)
Ending Cash	\$ 27,409,858	27,409,858	27,409,858	4,176,322	(3,277,558)	(33,189,316)		\$ 22,057,066	22,057,066	22,057,066	19,177,004	34,271,731	29,132,164

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