Item No. 17-0054

DWSD FINANCIAL SUMMARY
7+5 Forecast

FINANCE COMMITTEE DISCUSSION

3/10/2016

The Bottom Line…

- **Extremely soft water and sewer volumes continue – but are these collectible**
  - Water volumes now projected to underperform budget by 1.6%
  - Current sewer trend suggest 6.7% departure from budgeted volumes
  - Sewer offset by higher drainage charges, but are these collectible
  - Current phase-in plan suggest further decline in drainage revenues

- **One year collection rate for water up to 88% for the year; sewer rate currently at 87%; lower rates were expected given winter season and drainage charges**
  - Drainage collection rate on new properties fairly low
  - Limited shut-offs this past winter

- **Sewer fund remains the larger struggle – no resolution on DWSD / GLWA responsibility of liability**

- **Bank cash, net of borrowings, at the end of December approximates $58 million or 178 days**

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Financial Risk & Opportunities…

Risks

- **Weaker water revenues - $1.7 million risk / sewer volume risk offset by drainage**
- **Expenses related to flood claims now estimated at $6.5 million – cost sharing with GLWA anticipated**
- **Beginning cash balance still unknown – actually getting closer**
  - Cash yet to be bifurcated
  - Legacy liabilities
- **Credit card fees being netted against revenue**
- **Drainage launched for new customers; early returns project 20% - 30% paying**
- **Water utilities running higher than anticipated**

Opportunities

- **Headcount and salary raises unfrozen but still under control – 41 less heads than budget at end of January**
- **Implementation of OT control procedures with Field Services; high turnover and absenteeism offsetting efforts**
- **Anticipated charges to GLWA**
  - Flood chargeback
  - Field Services labor
- **Use of Bond money for reimbursement of labor and Green Infrastructure – re-classed expenses in January**
- **Mild winter should limit funds dedicated to break repair**

Risks & Opportunities by Fund

		Risks		Opportunities	
Item	**Category**	**Water**	**Sewer**	**Water**	**Sewer**
Flood Damage Claims	Contracted Services		$ 6,484,660		
Credit Card Fees	Retail Domestic MCF Charges	360,000	240,000		
Excess Overtime	Personnel	69,697	104,546		
Drainage Fees	Retail Domestic MCF Charges		843,750		
Temporary Hires	Contracted Services	80,000	120,000		
Utilities	Utilities	472,500			
GLWA Shared Service Costs	Other CTA Allocation	480,000	720,000		
Labor Reimbursement from Bond Funds	Personnel			651,699	977,549
Headcount Control	Personnel			237,600	356,400
GLWA Chargeback on Flood	Retail Allocation				4,215,029
GLWA Net Chargeback on Salaries	Retail Allocation			2,120,000	3,180,000
Field Services GLWA As Needed Services	Personnel			100,000	150,000
Delay in PMO Implementation	Contracted Services			400,000	600,000
Operating Cost Risks / Opps		$ 1,462,197	$ 8,512,956	$ 3,509,299	$ 9,478,978
Volume & Customer Fixed Fee Risks / Opps		$ 618,193	1,160,406		
Total Risks & Opportunities		**$ 2,080,391**	**$ 9,673,361**	**$ 3,509,299**	**$ 9,478,978**
Memo:					
Net Risks & Opportunities		$ -	$ -	**$ 1,428,908**	**$ (194,384)**

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DETROIT WATER & SEWER DEPARTMENT
SUMMARY FINANCIAL STATEMENTS (YTD)

Preliminary

	WATER				SEWER			
	Budget	Actual	F / (U)		Budget	Actual	F / (U)	
Net Sales Revenue	$ 61,028,553	$ 60,713,647	$ (314,906)	[1]	$ 168,058,814	$ 170,575,776	$ 2,516,962	[5]
Total O&M Charges	21,015,902	24,292,476	(3,276,574)	[2]	25,758,457	18,388,166	7,370,291	[6]
Contribution Margin	40,012,651	36,421,171	(3,591,480)		142,300,357	152,187,610	9,887,253	
Total Wholesale Rate Charges	968,143	968,143	0	[3]	27,815,091	27,640,953	174,139	[3]
Gross Margin	39,044,508	35,453,028	(3,591,480)		114,485,266	124,546,657	10,061,392	
Total Other Operating Expenses	445,965	13,287,445	(12,841,479)	[3]	9,120,929	17,906,764	(8,785,835)	[3]
Net Operating Income	38,598,542	22,165,583	(16,432,959)		105,364,337	106,639,893	1,275,557	
Total Non-Operating Expenses	18,168,375	1,873,356	16,295,020	[4]	49,145,016	27,589,751	21,555,265	[7]
Fund Surplus	20,430,167	20,292,227	(137,940)		56,219,321	79,050,143	22,830,822	
Interest Expense	14,153,785	12,131,816	(2,021,969)		35,229,557	30,196,763	(5,032,794)	
Fund Surplus Before Int. & Depr.	$ 34,583,952	$ 45,265,522	$ 10,681,570		$ 91,448,877	$ 121,735,270	$ 30,286,393	
Actual Debt Payments	(30,216,877)	(30,216,877)	-		(80,651,791)	(80,651,791)	-	
Change in Receivables	(7,152,322)	(1,485,917)	5,666,405		(16,952,384)	(7,412,769)	9,539,615	
Net Surplus / Deficit	$ (2,785,247)	$ 13,562,729	$ 16,347,975		$ (6,155,297)	$ 33,670,711	$ 39,826,008	
Unrestricted Lease Payment		13,125,000	13,125,000			16,041,667	16,041,667	
Net Surplus / Deficit Less Lease	$ (2,785,247)	$ 437,729	$ 3,222,975		$ (6,155,297)	$ 17,629,044	$ 23,784,341	

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

[1] Lower revenue as a result of higher than exected fixed charge sales offset by 1.5% negative volume variation

[2] Negatove variation driven by inventory build for restocking

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

[4] Includes value of net Water Lease Payment

[5] Positive revenue as a result of 6.2% 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 (7+5 FORECAST)

Preliminary

	WATER				SEWER			
	Budget	Fcst	F / (U)		Budget	Fcst	F / (U)	
Net Sales Revenue	$ 104,960,314	$ 103,982,121	$ (978,193)	[1]	$ 289,131,093	$ 286,886,937	$ (2,244,156)	[3]
Total O&M Charges	36,099,185	39,650,273	(3,551,088)		44,223,982	42,546,402	1,677,579	[4]
Contribution Margin	68,861,129	64,331,847	(4,529,282)		244,907,111	244,340,535	(566,576)	
Total Wholesale Rate Charges	1,659,674	1,659,674	-		47,683,013	47,384,490	298,523	
Gross Margin	67,201,455	62,672,174	(4,529,282)		197,224,098	196,956,045	(268,053)	
Total Other Operating Expenses	764,512	21,138,477	(20,373,965)		15,635,878	24,022,281	(8,386,403)	
	66,436,943	41,533,697	(24,903,246)		181,588,219	172,933,764	(8,654,456)	
Total Non-Operating Expenses	31,145,786	6,693,808	24,451,978	[2]	84,248,599	55,896,127	28,352,472	[5]
Fund Surplus	35,291,157	34,839,889	(451,268)		97,339,621	117,037,637	19,698,016	
Interest Expense	24,263,631	24,263,631	-		60,393,526	60,393,526	-	
Fund Surplus Before Int. & Depr.	$ 59,554,788	$ 81,117,484	$ 21,562,697		$ 157,733,146	$ 198,839,788	$ 41,106,641	
Actual Debt Payments	(45,195,714)	(45,032,141)	163,573		(121,809,319)	(116,753,983)	5,055,337	
Change in Receivables	(12,261,123)	(6,423,498)	5,837,625		(29,061,230)	(16,442,007)	12,619,222	
Net Surplus / Deficit	$ 2,097,950	$ 29,661,845	$ 27,563,895		$ 6,862,597	$ 65,643,798	$ 58,781,200	
Unrestricted Lease Payment		22,500,000	22,500,000			27,500,000	27,500,000	
Net Surplus / Deficit Less Lease	$ 2,097,950	$ 7,161,845	$ 5,063,895		$ 6,862,597	$ 38,143,798	$ 31,281,200	

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

[1] Lower revenue as a result of 1.6% projected negative volume variation

[2] Includes value of net Water Lease Payment

[3] Lower revenue as a result of 6.7% projected negative volume variation offset by higher than budgeted drainage charges

[4] Negative variance driven by potential sewer claim payouts

DETROIT WATER & SEWER DEPARTMENT
BALANCE SHEET

Preliminary

	WATER		SEWER		CONSOLIDTED	
CASH	$	66,840,732	$	156,478,475	$	223,319,207
INVESTMENTS		-		-		
RECEIVABLES		74,111,370		184,851,839		258,963,209
DUE FROM OTHER FUNDS		-		4,840,784		4,840,784
PREPAID ASSETS		521,932		-		521,932
INVENTORY		1,109,025		3,010,829		4,119,854
TOTAL SHORT TERM ASSETS	**$**	**142,583,060**	**$**	**349,181,927**	**$**	**491,764,987**
NET PP&E		506,215,035		446,609,008		952,824,043
OTHER LONG TERM ASSETS		538,202,101		655,679,268		1,193,881,369
TOTAL LONG TERM ASSETS	**$**	**1,044,417,136**	**$**	**1,102,288,276**	**$**	**2,146,705,412**
TOTAL ASSETS	**$**	**1,187,000,196**	**$**	**1,451,470,203**	**$**	**2,638,470,399**
ACCOUNTS PAYABLE		18,963,950		2,847,033		21,810,983
ACCRUED EXPENSES		5,633,819		8,289,037		13,922,855
SHORT TERM PORTION OF LTD						-
TOTAL SHORT TERM LIABILITIES		**24,597,769**		**11,136,069**		**35,733,838**
BONDS PAYABLE		374,802,245		301,114,226		675,916,471
OTHER LONG TERM LIABILITIES		48,877,101		33,233,518		82,110,619
TOTAL LONG TERM LIABILITIES	**$**	**423,679,346**	**$**	**334,347,744**	**$**	**758,027,090**
TOTAL LIABILITIES	**$**	**448,277,115**	**$**	**345,483,813**	**$**	**793,760,928**
BEGINNING FUND BALANCE		708,361,378		959,995,820		1,668,357,198
CHANGE IN FUND		30,361,702		145,990,570		176,352,273
ENDING FUND BALANCE		738,723,080		1,105,986,390		1,844,709,470
TOTAL LIABILITIES & FUND BALANCE	**$**	**1,187,000,195**	**$**	**1,451,470,203**	**$**	**2,638,470,398**

DETROIT WATER & SEWER YTD CASHFLOW
CASHFLOW STATEMENT FORECAST

	Water			Sewer		
	YTD 2017	FCST 2017	FY Forecast 7+5	YTD 2017	FCST 2017	7+5
Beginning Cash	$ 27,958,851	$ 90,192,601	$ 27,958,851	$ 21,425,384	$ 23,652,211	$ 21,425,384
Cashflow From Operating Activities						
Net Operating Surplus / (Deficit)	$ 22,165,583	$ 17,321,012	$ 39,486,595	$ 106,639,893	$ 65,327,849	$ 171,967,742
Transfers to GLWA	(26,205,973)	(25,653,835)	(51,859,808)	(4,897,836)	(41,833,094)	(46,730,930)
Transfers from GLWA	15,041,327	21,057,858	36,099,185	18,426,659	25,797,323	44,223,982
Depreciation / Amortization	12,841,479	9,172,485	22,013,965	12,488,365	8,920,261	21,408,625
Change In Other Receivables	(1,485,917)	(1,458,325)	(2,944,242)	(7,412,769)	(10,920,038)	(18,332,807)
Change in Payables	9,508,517	-	9,508,517	(10,969,035)	-	(10,969,035)
Net Cashflow From Operating Activites	$ 31,865,016	$ 20,439,195	$ 52,304,212	$ 114,275,277	$ 47,292,300	$ 161,567,576
Cashflow From Investing Activites						
CAPEX	(7,848,617)	(57,974,617)	(65,823,235)	(2,884,298)	(24,287,198)	(27,171,495)
Lease Payment (Net)	13,125,000	9,375,000	22,500,000	16,041,667	11,458,333	27,500,000
Extraordinary Repair & Replacement Deposits	(416,379)	(297,413)	(713,792)	(597,621)	(426,872)	(1,024,493)
Sale of Capital Assets						
Purchase of Securities						
Sale of Securities						
Net Cashflow From Investing Activities	$ 4,860,004	$ (48,897,031)	$ (44,037,027)	$ 12,559,748	$ (13,255,737)	$ (695,989)
Cashflow From Financing Activities						
Senior Principal Payments	(24,311,906)	(10,259,664)	(34,571,569)	(69,836,313)	(24,443,147)	(94,279,460)
2nd Lien Principal Payments	(5,500,387)	(4,529,368)	(10,029,755)	(30,268,836)	(9,195,417)	(39,464,253)
Junior Lien Principal Payments	(404,584)	(26,233)	(430,817)	(18,165,071)	(2,463,628)	(20,628,700)
New DWSDR Borrowings	56,700,000	17,000,000	73,700,000			
WRAP Payments	(352,184)	(261,623)	(613,807)	(767,620)	(570,232)	(1,337,853)
B-Note Payment	(412,209)	(294,435)	(706,644)	(4,021,957)	(2,872,826)	(6,894,783)
Budget Stablization Requirements	(210,000)	(156,048)	(366,048)	(1,548,400)	(1,055,833)	(2,604,233)
Total Wholesale Rate Charges	$ 25,508,730	$ 1,472,630	$ 26,981,360	$ (124,608,198)	$ (40,601,084)	$ (165,209,282)
Total Increase / (Decrease) In Cash Balanaces	$ 62,233,751	$ (26,985,205)	$ 35,248,545	$ 2,226,827	$ (6,564,521)	$ (4,337,694)
Ending Cash	**$ 90,192,601**	**63,207,396**	**63,207,396**	**$ 23,652,211**	**17,087,690**	**17,087,690**

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

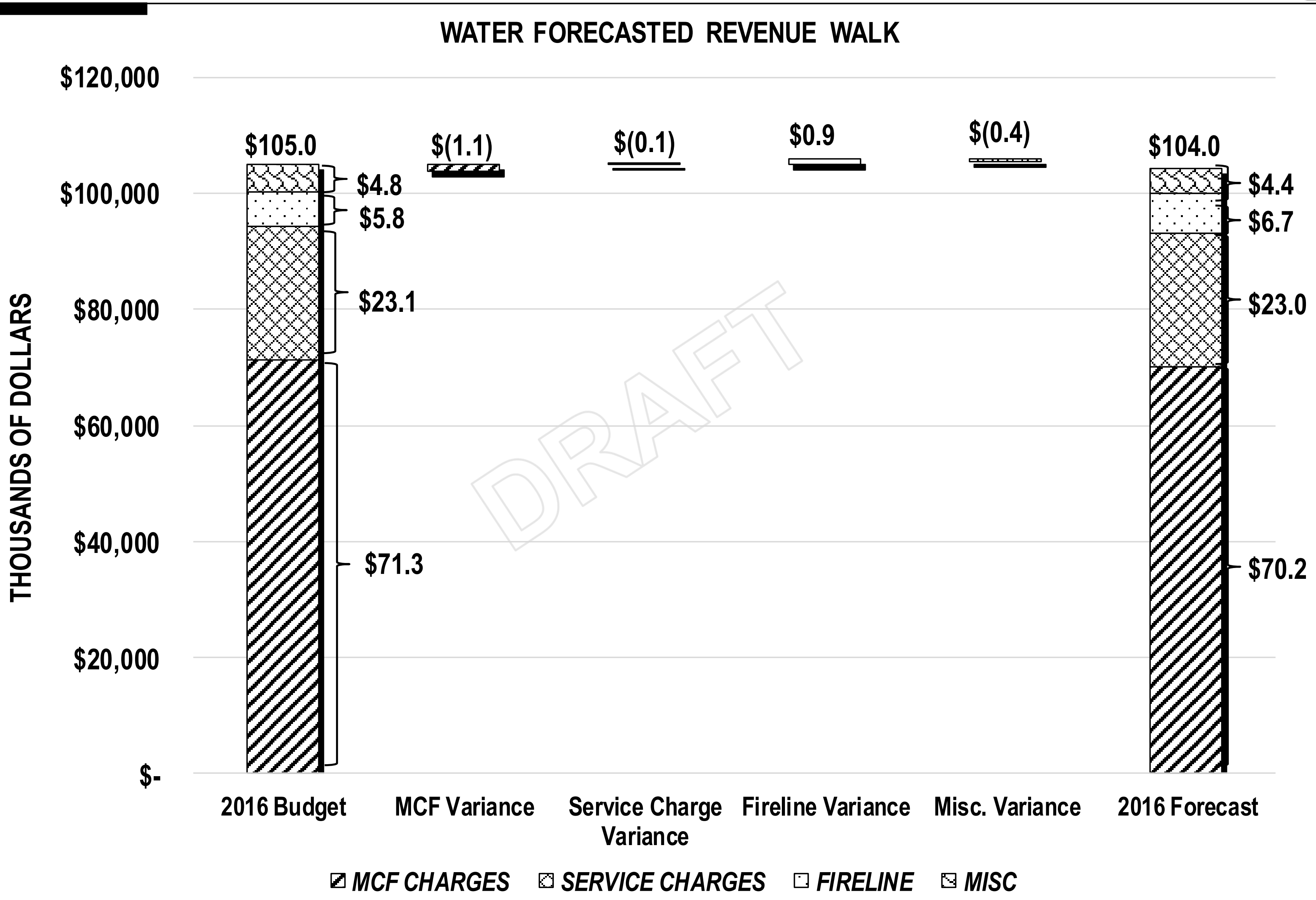
MONTHLY

		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	292,464	294,789	255,536	235,491	218,939	229,363	234,807	240,619	243,633	228,761	266,734	292,865
	Actual	286,452	294,876	260,282	224,211	213,455	233,948	222,510					
	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	175.21	173.14	177.86					
	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	32.26	33.76	38.01					
	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%	78.48%	77.85%	79.74%					
	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%	71.68%	60.78%	77.37%					
	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%	89.02%	90.74%	87.64%					
	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%	91.20%	91.75%	87.07%					
	Status												
HEADCOUNT	Budget	488	488	488	488	488	488	488	488	488	488	488	488
	Actual	450	463	463	463	455	455	447					
	Status												
O&M COSTS	Budget	7,007,648	7,027,370	6,720,408	6,550,808	6,416,199	6,505,530	6,546,395	6,614,126	6,608,338	6,487,743	6,803,699	7,034,901
	Actual	4,765,394	7,503,394	5,008,219	6,541,562	7,669,199	6,567,702	6,567,702					
	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	119.85	119.47	114.17					
	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	134.86	137.76	144.22					
	Status												

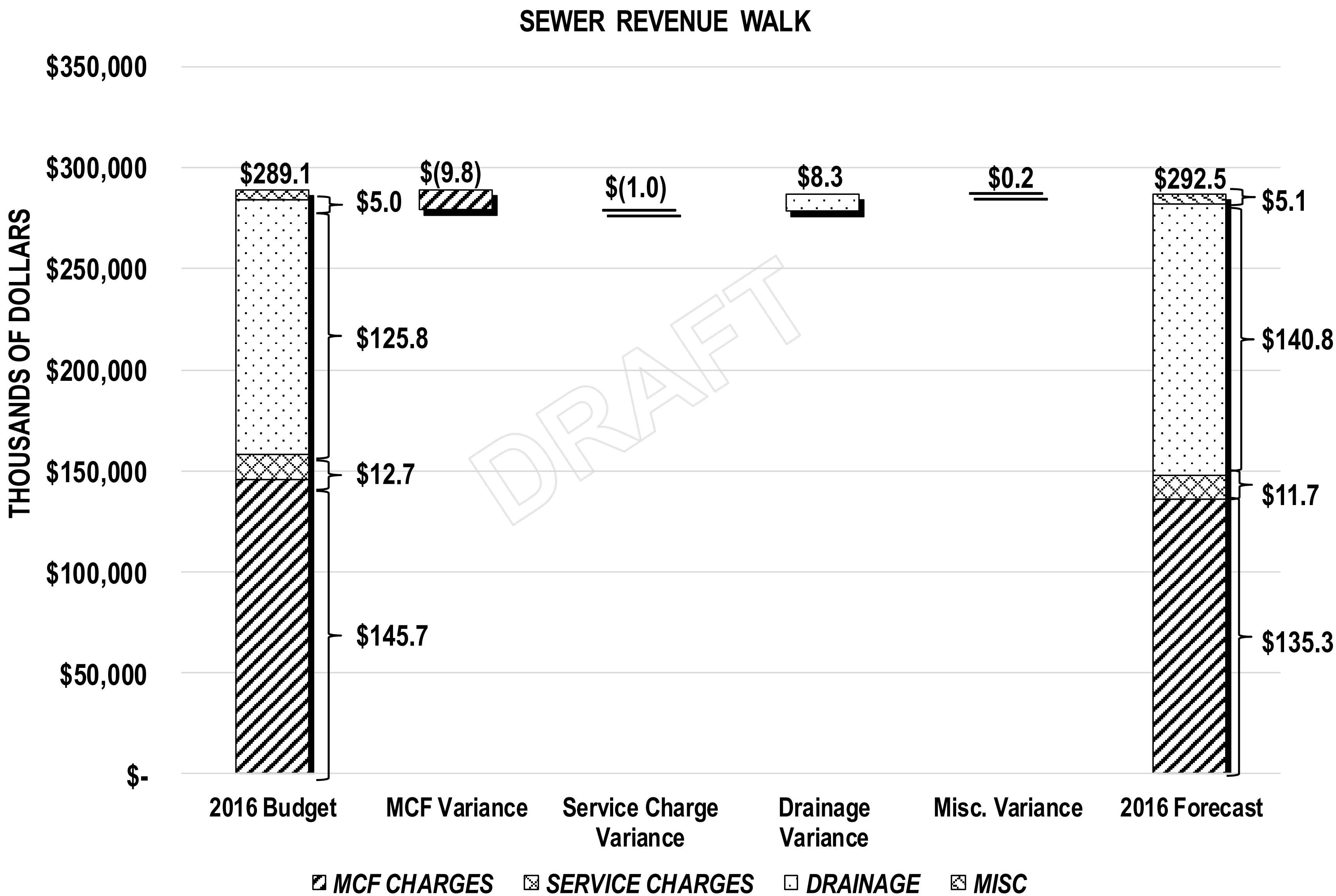
ANNUAL

	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	2,985,833	
COMMODITY VOLUME (SEWER)	2,800,000	2,612,072	
O&M COSTS (MILLION)	$ 148.0	$ 149.9	

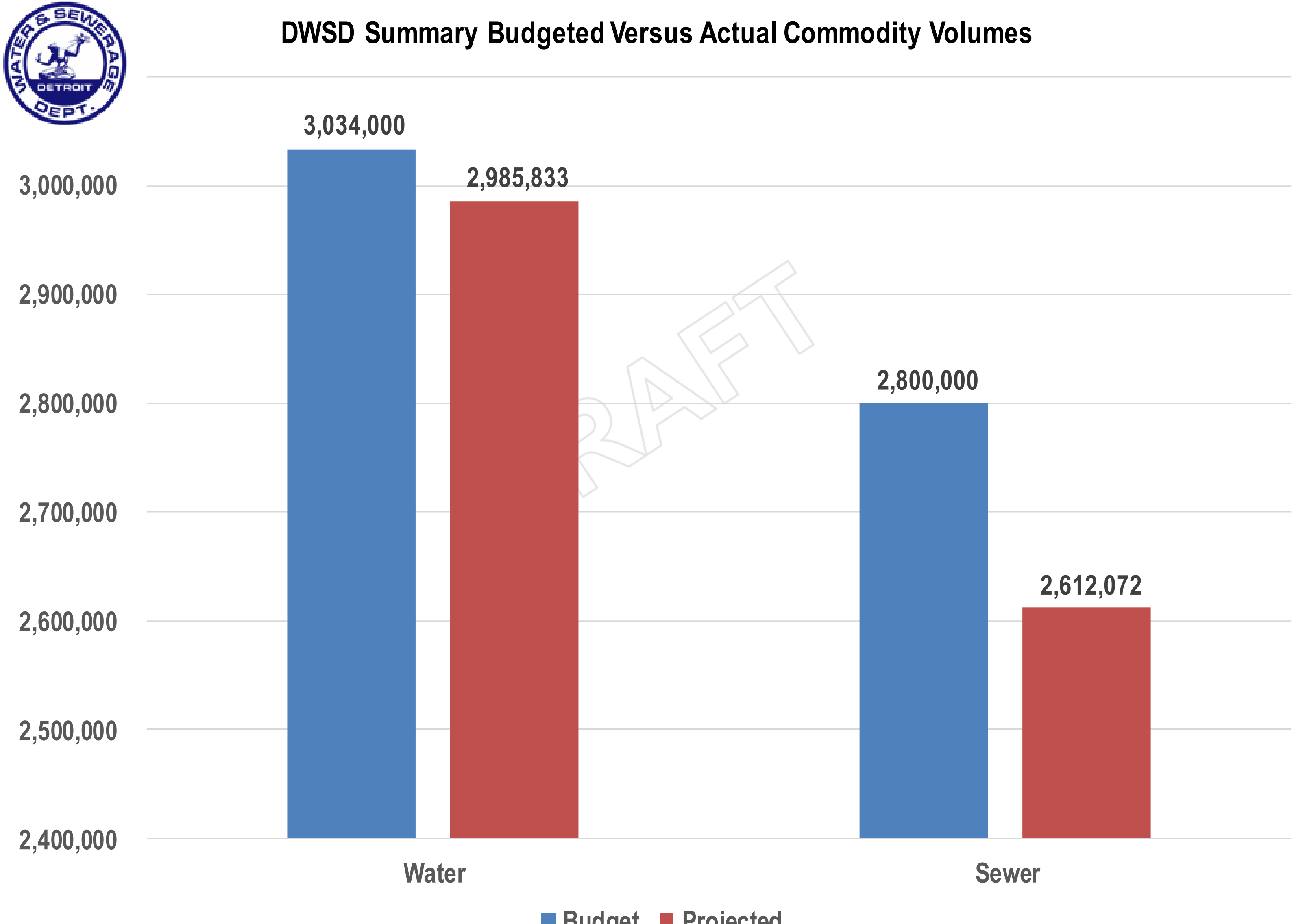
Water MCF volumes have turned lower offset in part by improvements in fire line



Sewer MCF volumes are tracking 7.1% lower than plan; however, this is offset by higher drainage charges from new customers



Forecasted water volumes outperform budget; projected sewer volumes underperform budget



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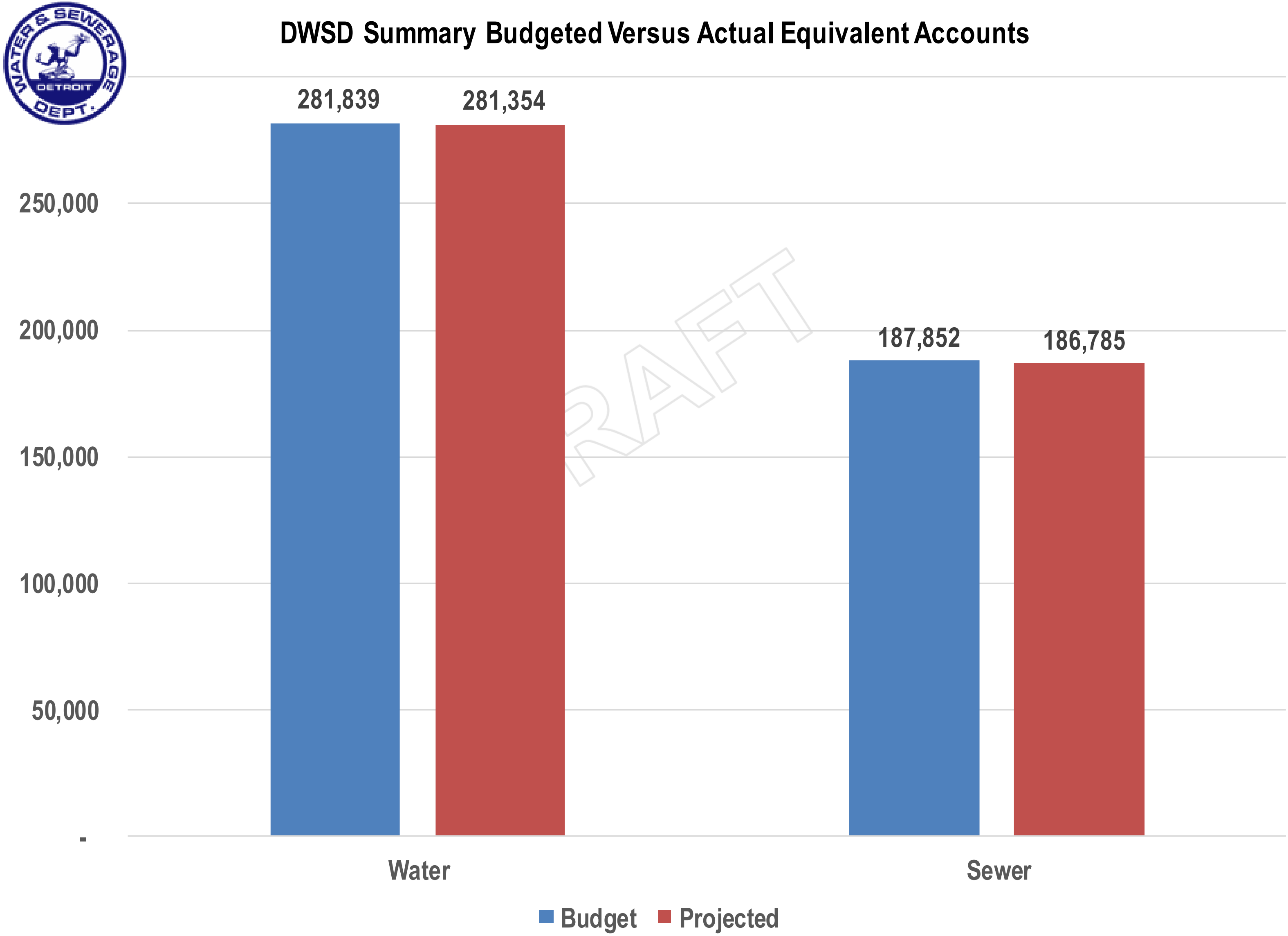
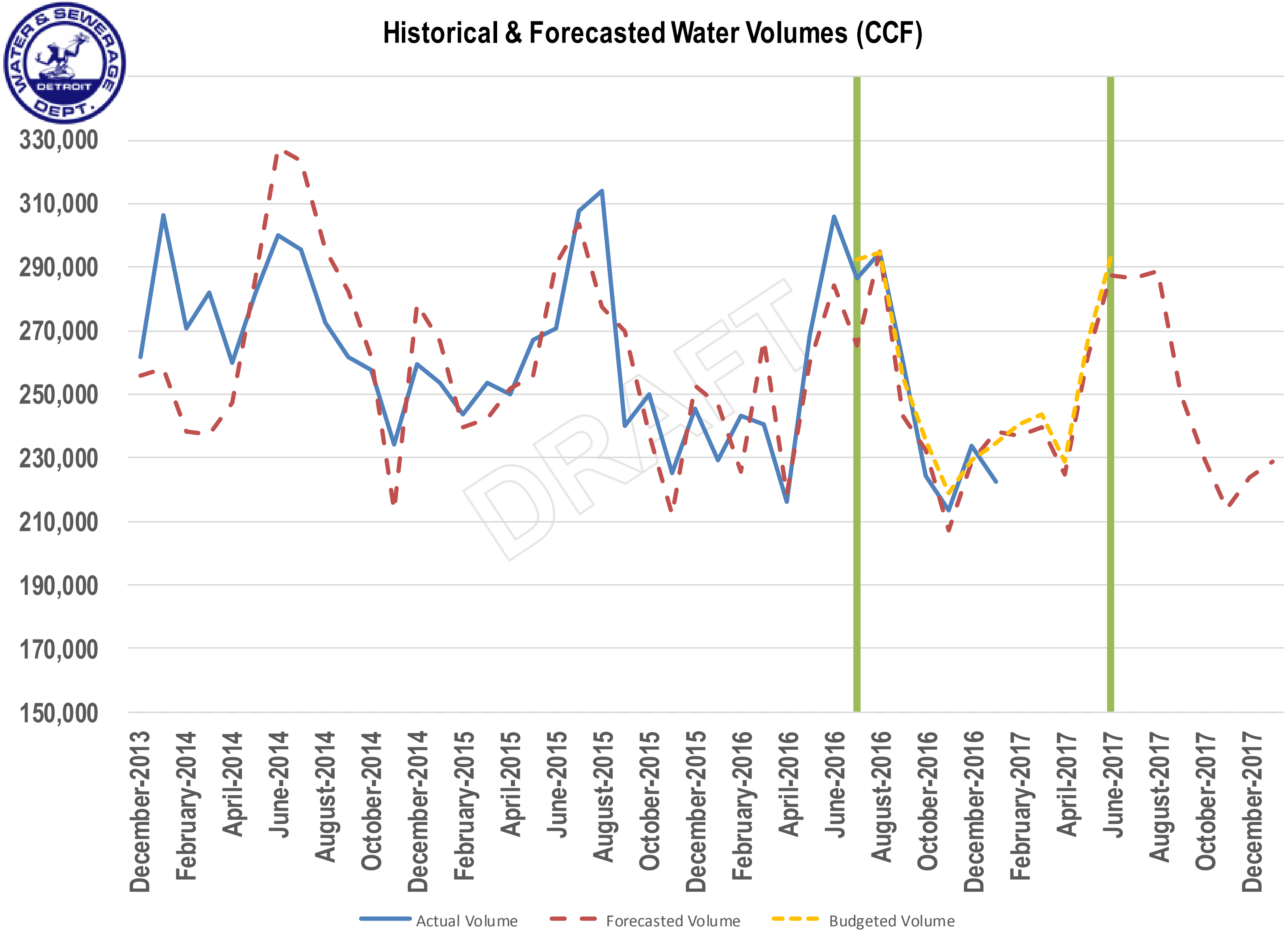
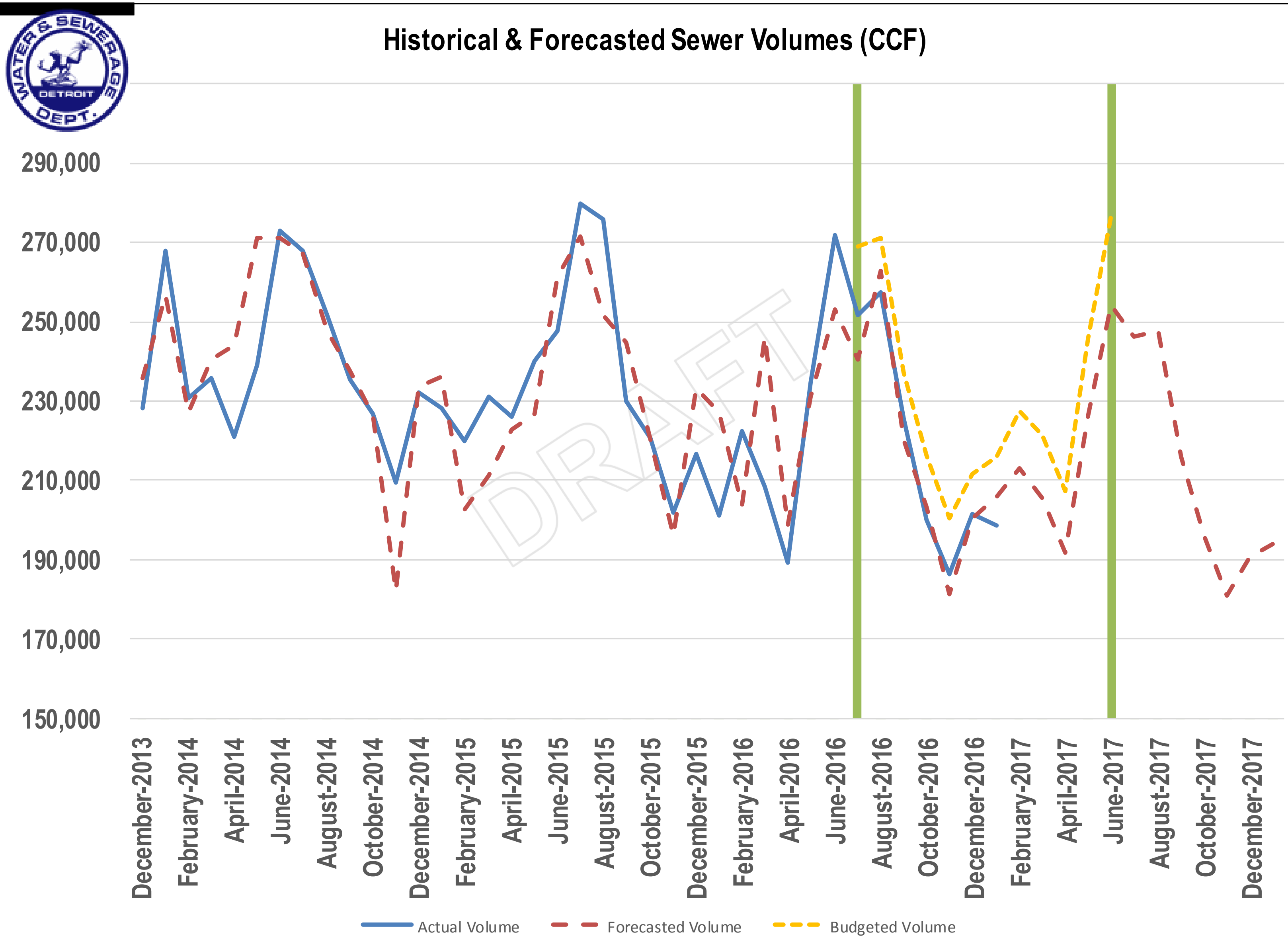
Account creation lags slightly behind budget for both Water and Sewer



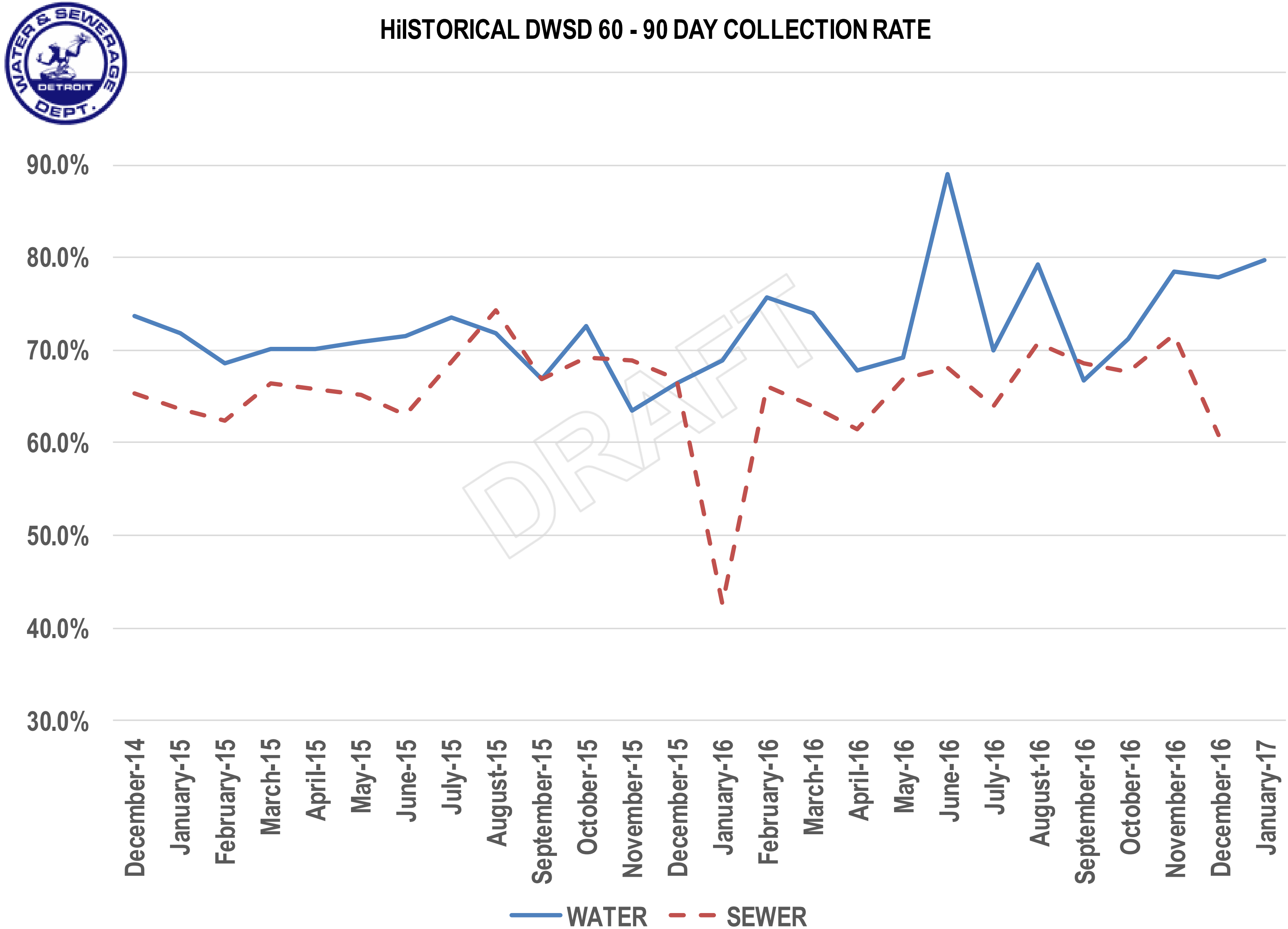
Water volumes continue to track to budget



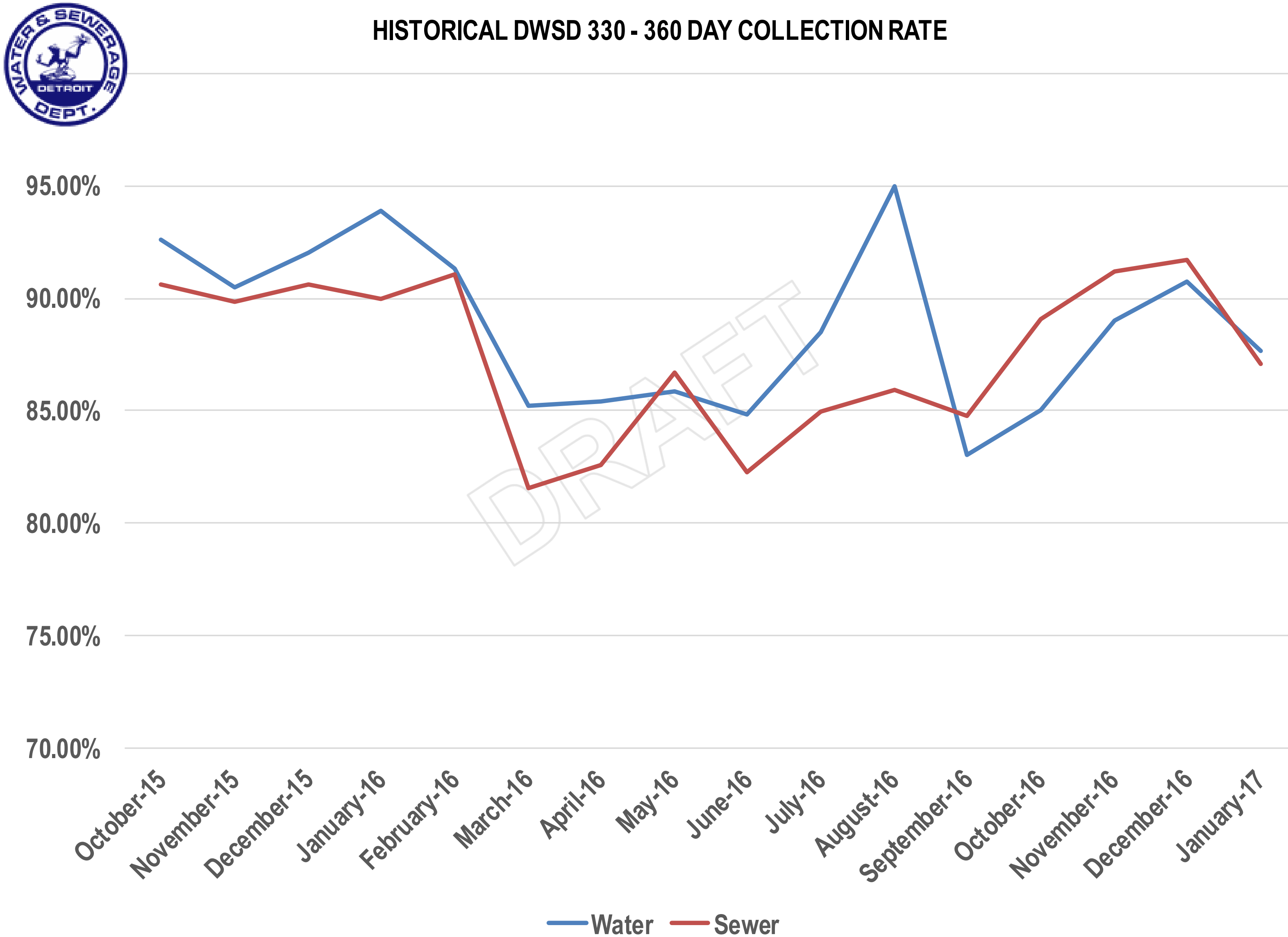
Sewer volumes are continue to project lower than budget; albeit there was a slight improvement in September versus August



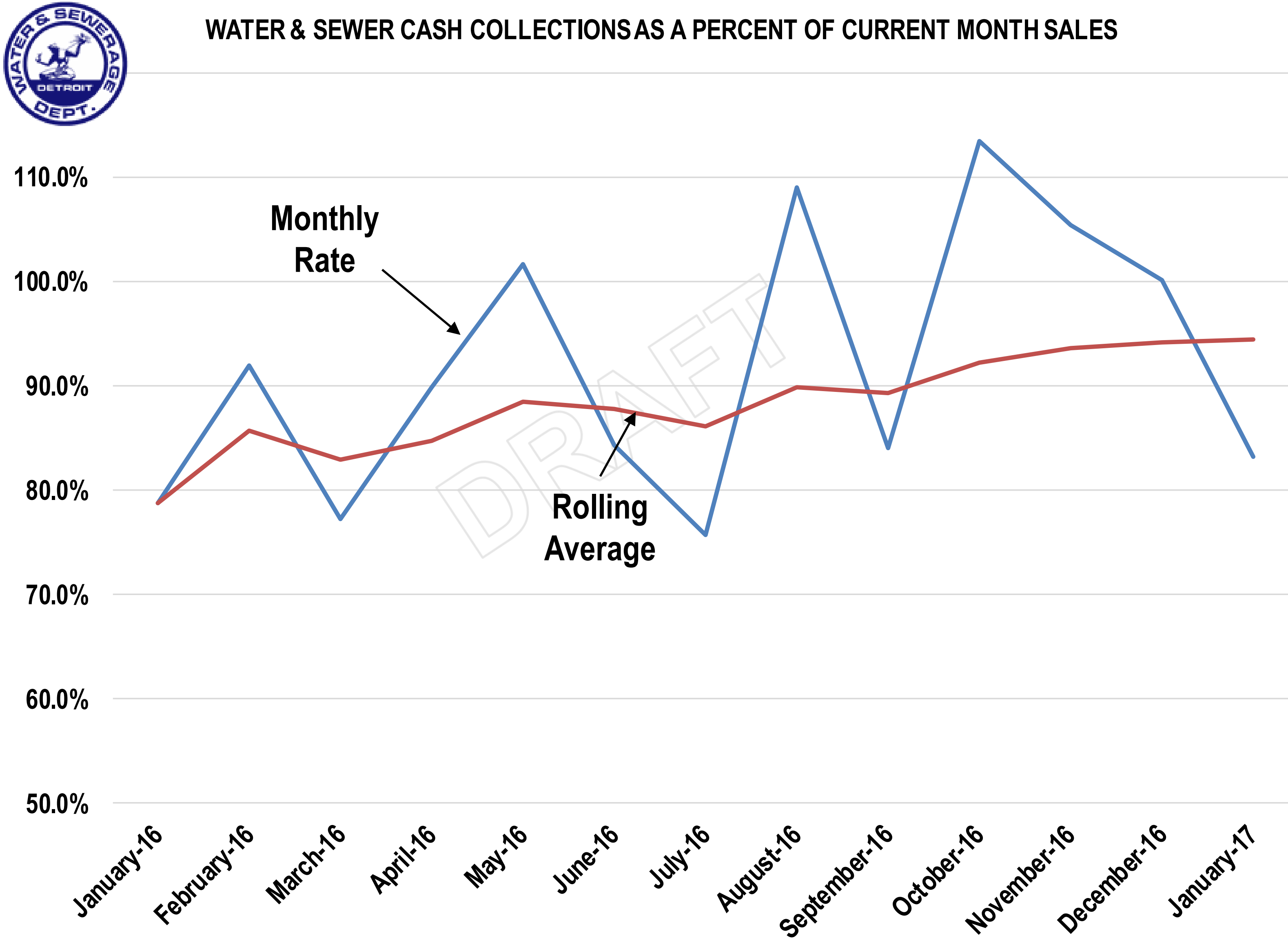
The 3-month collection rate increased slightly in October vis-à-vis September



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

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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	285,855	102,155,591.65	105,571	86,978,231.25	823.88
2	Suburban Residential	232	83,916.41	73	69,837.31	956.68
3	City Commercial	23,342	24,433,099.46	11,162	14,081,373.82	1,261.55
4	Suburban Commercial	21	8,835.24	7	6,378.68	911.24
5	City Industrial	4,061	12,076,301.91	1,965	4,859,952.90	2,473.26
6	Suburban Industrial	16	279,059.26	3	10,576.81	3,525.60
7	City Municipal	3,224	5,297,551.57	2,399	3,393,922.59	1,414.72
9	City Schools	504	3,467,867.86	72	1,919,041.76	26,653.36
11	City Housing	61	90,889.55	5	90,200.21	18,040.04
13	Firelines Industr	188	605,672.64	32	450,584.65	14,080.77
15	City Firelines Comm	1,770	1,465,470.03	197	1,144,826.72	5,811.30

Detroit Water and Sewerage Department

Aging Balances as of Feb 3, 2017

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	-77,448.43	527,083.79	85,668.30	50,910.16	60,207.97	59,205.33	29,300.87	231,462.56	966,390.55
CHURCHES	-26,759.10	38,743.49	12,895.88	5,717.03	6,884.63	9,103.85	5,978.26	221,462.53	274,026.57
CITY OF DET BANKRUPTCY	-10,401.38	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-10,401.38
COMMERCIAL	-436,791.04	1,490,744.14	1,033,015.96	330,273.24	95,044.84	83,187.86	69,205.76	788,086.95	3,451,918.08
DET PUB SCHOOLS- LEASED	0.00	164.54	164.44	0.00	0.00	0.00	0.00	0.00	328.98
DET PUBLIC SCHOOLS-EAA	-112.00	5,337.67	6,911.96	0.00	0.00	0.00	0.00	0.00	12,137.63
DETROIT PUBLIC SCHOOLS	-3,463.15	41,607.03	97,540.51	38,041.88	11,292.98	3,506.85	4,580.90	97,595.72	290,702.72
DWSD FORECLOSURE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40.00	40.00
FEDERAL GOVERNMENT	-18,356.07	14,252.36	3,299.06	4,941.71	1,222.72	755.33	414.94	939.87	7,469.92
FIRELINES COMMERCIAL	-1,508,638.74	97,901.96	44,434.17	35,047.38	35,798.94	31,222.69	34,193.19	546,992.73	-683,047.68
FIRELINES INDUSTRIAL	-244,241.70	36,829.11	22,936.68	19,453.68	28,157.90	17,686.82	26,891.25	459,268.81	366,982.55
HOUSING COMMISSION	0.00	19,917.16	41,025.18	29,451.04	9,269.41	24.34	24.34	130,406.53	230,118.00
INDUSTRIAL	-463,783.95	1,093,305.00	224,997.63	95,955.12	8,864.70	9,388.71	5,672.85	42,423.67	1,016,823.73
MEDICAL	-278.87	33,172.17	12,810.39	9,108.98	12,023.96	15,599.61	14,303.38	60,805.70	157,545.32
MUNICIPAL	-17,789.01	99,165.79	125,704.44	146,807.86	130,710.88	113,822.56	90,394.98	349,348.16	1,038,165.66
PLANNING & DEVELOPMENT	-8,664.73	4,745.19	3,083.49	2,552.28	2,786.22	3,559.48	3,030.47	108,681.19	119,959.35
RESIDENTIAL	-1,288,742.03	3,274,910.87	1,412,809.96	970,752.06	1,063,422.04	1,210,060.64	1,063,814.50	23,827,018.82	31,533,792.21
SCHOOLS	-12,850.87	16,591.62	6,252.02	3,832.43	3,332.82	1,790.48	1,390.78	34,471.19	54,810.47
STATE OF MICHIGAN	-3,660.00	39,318.78	13,544.05	13,044.23	11,786.27	27,261.22	30,962.94	316,306.19	448,563.68
STORM ONLY COMMERCIAL	-13,684.97	75.50	40.00	0.00	0.00	0.00	0.00	0.00	-13,569.47
STORM ONLY EXEMPT	-2,535.03	0.00	0.00	0.00	0.00	0.00	0.00	40.00	-2,495.03
STORM ONLY INDUSTRIAL	-5,289.37	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-5,289.37
STORM ONLY OTHER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
STORM ONLY RESIDENTIAL	-5,077.54	159.44	40.00	0.00	0.00	0.00	0.00	40.00	-4,838.10
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 Feb 3, 2017

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	-220,184.22	1,320,659.19	213,659.18	134,778.13	176,894.99	154,826.44	92,272.11	612,924.21	2,485,830.03
STORM ONLY RESIDENTIAL	-50.64	160,765.45	133,775.39	6,180.00	120,200.52	0.00	0.00	0.00	420,870.72
SCHOOLS	-38,382.72	122,163.85	34,339.93	20,644.24	21,626.10	15,204.60	14,544.33	449,612.08	639,752.41
DETROIT PUBLIC SCHOOLS	0.00	423,563.29	418,086.64	152,448.40	52,265.98	21,298.26	19,522.77	292,107.67	1,379,293.01
STORM ONLY EXEMPT	0.00	1,437,631.88	1,348,243.18	539,942.30	769,327.50	0.00	0.00	0.00	4,095,144.86
INDUSTRIAL	-240,831.10	4,399,806.58	1,985,353.40	499,699.77	625,134.40	581,290.85	500,484.84	2,354,323.60	10,705,262.34
FEDERAL GOVERNMENT	-6,169.96	33,449.00	10,095.85	13,732.05	10,432.56	9,613.45	4,830.37	59,314.72	135,298.04
COMMERCIAL	-263,852.66	4,679,934.07	2,523,773.62	901,450.15	1,132,977.19	1,030,053.37	860,824.25	6,302,513.60	17,166,895.61
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	-1,176.91	22,118.10	18,361.98	20,987.75	22,698.74	25,462.54	20,310.28	791,699.92	920,882.40
HOUSING COMMISSION	0.00	67,349.95	96,674.05	95,306.45	23,264.59	383.51	383.04	708,404.79	991,766.38
STATE OF MICHIGAN	0.00	200,737.30	147,799.21	146,989.38	144,983.88	179,954.31	187,711.58	1,144,782.25	2,152,957.91
FIRELINES INDUSTRIAL	-2,757.06	180.51	73.61	100.39	68.90	21.06	4,723.53	13,469.19	15,880.13
UNKNOWN AT CONVERSION	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MEDICAL	-948.61	82,078.05	25,616.35	16,328.31	20,302.82	26,931.03	24,734.06	108,210.31	303,252.32
STORM ONLY INDUSTRIAL	0.00	663,694.82	537,070.35	7,905.00	498,066.75	0.00	0.00	0.00	1,706,736.92
STORM ONLY COMMERCIAL	0.00	404,467.68	318,700.47	10,410.00	287,087.00	0.00	0.00	0.00	1,020,701.01
WAYNE COUNTY	-1,196.30	123,714.32	113,432.05	6,558.73	22.16	0.00	0.00	0.00	242,530.96
DET PUB SCHOOLS- LEASED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
RESIDENTIAL	-402,457.63	8,106,044.58	3,203,585.31	2,176,563.27	2,542,006.87	2,597,496.41	2,103,953.79	48,479,199.40	68,938,495.44
STORM ONLY OTHER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CHURCHES	-52,293.12	340,031.44	213,881.06	38,464.10	183,549.59	43,850.55	36,904.03	906,645.89	1,711,033.54
FIRELINES COMMERCIAL	-3,681.17	14,410.39	10,943.73	10,752.00	14,551.48	10,491.72	21,421.31	213,232.60	292,122.06

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	1,012	567,880.36	608	611,690.68	1,006.07
2	Suburban Residential	0	0.00	0	0.00	0
3	City Commercial	22	68,277.20	9	43,792.97	4,865.89
5	City Industrial	8	802.12	3	885.41	295.14
6	Suburban Industrial	0	0.00	0	0.00	0
7	City Municipal	8	-8,970.43	0	0.00	0
9	City Schools	1	6,474.75	1	6,093.63	6,093.63
13	Firelines Industr	0	0.00	0	0.00	0
15	City Firelines Comm	1	122.32	0	0.00	0
45	Unknow n	0	0.00	0	0.00	0
46	Unknow n	10	-1,430.95	0	0.00	0

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	19,157	13,349,719.80	18,872	11,266,212.58	596.98
2	Suburban Residential	5	2,451.06	5	1,877.18	375.44
3	City Commercial	361	938,470.54	351	721,019.79	2,054.19
5	City Industrial	21	245,702.36	21	218,326.68	10,396.51
9	City Schools	4	108,798.86	3	24,872.63	8,290.88
11	City Housing	1	249.55	1	223.93	223.93
13	Firelines Industr	3	10,294.84	2	6,876.80	3,438.40
15	City Firelines Comm	12	102,709.56	9	92,539.43	10,282.16
46	Unknow n	30	53,254.30	30	38,063.91	1,268.80
Overall - Total		**19,594**	**14,811,650.87**	**19,294**	**12,370,012.93**	

Detroit Water and Sewerage Department

Retail Delinquency Report by Sales Class

Water and Sewer Combined

60 Days Days Past Due

Accounts Billed between Jan 1, 2017 and Feb 3, 2017

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	172,382	51,042,735.58	61,647	35,355,072.09	573.5
2	Suburban Residential	204	67,835.04	59	53,685.94	909.9
3	City Commercial	20,849	22,713,192.00	10,251	12,206,525.06	1,190.7
4	Suburban Commercial	15	8,851.64	7	6,378.68	911.2
5	City Industrial	3,646	12,100,281.69	1,863	4,585,238.39	2,461.2
6	Suburban Industrial	13	281,030.72	3	10,576.81	3,525.6
7	City Municipal	3,096	4,541,763.94	2,389	2,631,401.00	1,101.4
9	City Schools	406	3,187,326.17	59	1,637,805.88	27,759.4
11	City Housing	47	913.27	1	223.93	223.9
13	Firelines Industr	124	527,640.99	28	375,504.69	13,410.8
15	City Firelines Comm	1,493	1,470,950.59	171	1,063,433.38	6,218.9
21	City Commercial IWC	5	761.79	0	0.00	
45	Unknown	241	220,166.97	143	72,811.46	509.1

Detroit Water and Sewerage Department

City of Detroit Accounts - Water

Aging Account Balances as of February 3, 2017 - Summary

Customer Name	Total Balance Due	Current	> 30 Days	> 60 Days	> 90 Days	> 120 Days	> 150 Days	> 180 Days
36TH DISTRICT COURT	5,975.44	1,416.15	1,549.56	1,944.86	1,064.87	0.00	0.00	0.00
CITY OF DETROIT - CAYMC	819.85	132.70	135.05	156.20	395.90	0.00	0.00	0.00
DETROIT CITY AIRPORT	(16,510.81)	0.00	0.00	(16,510.81)	0.00	0.00	0.00	0.00
DWSD	371,238.84	8,376.00	46,658.14	69,296.76	73,239.98	73,389.20	60,784.35	39,494.41
ELECTIONS COMMISSION	5,736.81	2,611.95	2,200.70	924.16	0.00	0.00	0.00	0.00
FIRE DEPARTMENT	196,017.38	6,146.34	5,685.74	5,744.49	1,227.86	0.00	0.00	177,212.95
GENERAL SERVICES DEPARTMENT	24,507.54	4,831.54	4,599.80	4,858.30	5,565.65	4,652.25	0.00	0.00
GREAT LAKES WATER AUTHORITY	106,349.14	12,214.84	10,478.19	10,475.84	10,797.79	12,515.64	11,570.94	38,295.90
HEALTH DEPARTMENT	46,676.02	721.53	857.84	900.14	930.69	954.19	1,388.94	40,922.69
INSTITUTE OF ARTS	7,819.65	3,790.47	4,029.18	0.00	0.00	0.00	0.00	0.00
JAMES P CADARIU	425.45	116.37	97.57	0.00	209.24	2.27	0.00	0.00
MARIA LINDA ADAMS-LAWTON	1,708.68	226.14	209.69	209.69	169.74	289.59	261.39	342.44
PLANNING & DEVELOPMENT DEPT-DPS	29,010.50	0.00	4,927.15	4,708.60	4,750.90	5,749.65	4,969.45	3,904.75
POLICE DEPARTMENT	37,768.10	0.00	8,046.21	8,233.45	8,548.35	9,034.19	3,905.90	0.00
PUBLIC LIBRARY	10,155.09	2,206.52	2,373.37	4,676.37	898.83	0.00	0.00	0.00
PUBLIC LIGHTING	3,332.27	1,701.36	1,630.91	0.00	0.00	0.00	0.00	0.00
PUBLIC WORKS	75,436.69	4,109.96	5,432.55	6,118.75	5,836.75	5,930.75	6,184.55	41,823.38
RECREATION	56,280.11	12,101.69	12,963.80	14,641.70	16,187.89	0.00	0.00	385.03
RECREATION (2)	38,375.96	26,789.19	751.36	514.01	993.41	1,197.86	1,329.46	6,800.67

Detroit Water and Sewerage Department

City of Detroit Accounts - Sewer

Aging Account Balances as of February 3, 2017 - Summary

Customer Name	Total Balance Due	Current	> 30 Days	> 60 Days	> 90 Days	> 120 Days	> 150 Days	> 180 Days
36TH DISTRICT COURT	11,980.60	2,517.16	2,911.51	3,933.13	2,618.80	0.00	0.00	0.00
CITY OF DETROIT - CAYMC	1,848.46	320.14	325.34	372.16	830.82	0.00	0.00	0.00
DWSD	895,997.85	18,386.77	103,373.94	154,522.41	180,954.85	184,262.75	155,494.21	99,002.92
ELECTIONS COMMISSION	12,742.48	5,800.75	4,890.40	2,051.33	0.00	0.00	0.00	0.00
FIRE DEPARTMENT	440,311.54	17,920.09	16,900.47	17,030.56	4,027.47	0.00	0.00	384,432.95
GENERAL SERVICES DEPARTMENT	54,579.19	8,387.46	7,497.91	8,070.14	16,656.12	13,967.56	0.00	0.00
GREAT LAKES WATER AUTHORITY	59,194.35	3,027.50	2,959.87	2,959.87	6,089.54	6,064.33	6,051.24	32,042.00
HEALTH DEPARTMENT	212,556.68	777.77	777.76	871.40	6,537.23	6,589.25	7,551.62	189,451.65
INSTITUTE OF ARTS	15,775.27	7,661.47	8,113.80	0.00	0.00	0.00	0.00	0.00
JAMES P CADARIU	1,038.61	187.69	146.07	0.00	513.92	190.93	0.00	0.00
MARIA LINDA ADAMS-LAWTON	4,878.74	385.37	348.95	348.95	668.43	933.73	871.31	1,322.00
MUNICIPAL PARKING	18,262.25	5,698.65	5,438.54	5,459.36	1,665.70	0.00	0.00	0.00
PLANNING & DEVELOPMENT DEPT-DPS	532,868.33	59,908.84	56,773.64	60,573.90	90,075.46	87,891.73	86,164.66	91,480.10
POLICE DEPARTMENT	143,022.37	17,816.81	18,027.66	18,077.31	25,067.75	28,824.38	30,370.29	4,838.17
PUBLIC LIBRARY	30,416.21	7,277.76	7,647.09	12,745.06	2,746.30	0.00	0.00	0.00
PUBLIC LIGHTING	69,512.63	23,057.90	22,813.41	23,641.32	0.00	0.00	0.00	0.00
PUBLIC WORKS	367,062.88	20,567.52	18,881.99	20,400.95	44,883.69	45,091.90	45,653.63	171,583.20
RECREATION	1,284,399.73	272,208.88	271,433.78	275,147.99	463,477.18	0.00	0.00	2,131.90
RECREATION (2)	733,834.78	672,320.08	29,617.38	869.57	2,795.95	3,248.53	3,539.83	21,443.44

Detroit Water and Sewerage Department

City of Detroit Accounts - Water

Aging Account Balances as of February 3, 2017 - 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	262.74	164.54	98.20	0.00	0.00	0.00	0.00	0.00
	101,292.301	5,712.70	1,251.61	1,451.36	1,944.86	1,064.87	0.00	0.00	0.00
36TH DISTRICT COURT - Total		**5,975.44**	**1,416.15**	**1,549.56**	**1,944.86**	**1,064.87**	**0.00**	**0.00**	**0.00**
CITY OF DETROIT - CAYMC	301,068.301	819.85	132.70	135.05	156.20	395.90	0.00	0.00	0.00
CITY OF DETROIT - CAYMC - Total		**819.85**	**132.70**	**135.05**	**156.20**	**395.90**	**0.00**	**0.00**	**0.00**
DETROIT CITY AIRPORT	9,990,002.301	(16,510.81)	0.00	0.00	(16,510.81)	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT - Total		**(16,510.81)**	**0.00**	**0.00**	**(16,510.81)**	**0.00**	**0.00**	**0.00**	**0.00**
DWSD	9,990,047.300	371,238.84	8,376.00	46,658.14	69,296.76	73,239.98	73,389.20	60,784.35	39,494.41
DWSD - Total		**371,238.84**	**8,376.00**	**46,658.14**	**69,296.76**	**73,239.98**	**73,389.20**	**60,784.35**	**39,494.41**
ELECTIONS COMMISSION	101,272.301	5,736.81	2,611.95	2,200.70	924.16	0.00	0.00	0.00	0.00
ELECTIONS COMMISSION - Total		**5,736.81**	**2,611.95**	**2,200.70**	**924.16**	**0.00**	**0.00**	**0.00**	**0.00**
FIRE DEPARTMENT	63,003.303	177,212.95	0.00	0.00	0.00	0.00	0.00	0.00	177,212.95
	9,990,027.301	18,804.43	6,146.34	5,685.74	5,744.49	1,227.86	0.00	0.00	0.00
FIRE DEPARTMENT - Total		**196,017.38**	**6,146.34**	**5,685.74**	**5,744.49**	**1,227.86**	**0.00**	**0.00**	**177,212.95**
GENERAL SERVICES DEPARTMENT	9,990,015.301	24,507.54	4,831.54	4,599.80	4,858.30	5,565.65	4,652.25	0.00	0.00
GENERAL SERVICES DEPARTMENT - Total		**24,507.54**	**4,831.54**	**4,599.80**	**4,858.30**	**5,565.65**	**4,652.25**	**0.00**	**0.00**
GREAT LAKES WATER AUTHORITY	200,128.300	93,384.98	11,322.17	10,046.12	10,046.12	10,365.72	11,002.57	9,726.52	30,875.76
	200,602.300	5,618.54	298.99	268.44	268.44	277.84	291.94	261.39	3,951.50
	201,463.300	1,515.25	17.06	17.06	17.06	17.06	17.06	17.06	1,412.89
	300,808.300	1,570.39	118.60	116.25	137.40	130.35	120.95	125.65	821.19
	8,305,411.300	4,259.98	458.02	30.32	6.82	6.82	1,083.12	1,440.32	1,234.56
GREAT LAKES WATER AUTHORITY - Total		**106,349.14**	**12,214.84**	**10,478.19**	**10,475.84**	**10,797.79**	**12,515.64**	**11,570.94**	**38,295.90**
HEALTH DEPARTMENT	9,990,007.301	46,676.02	721.53	857.84	900.14	930.69	954.19	1,388.94	40,922.69
HEALTH DEPARTMENT - Total		**46,676.02**	**721.53**	**857.84**	**900.14**	**930.69**	**954.19**	**1,388.94**	**40,922.69**
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	7,785.53	3,756.35	4,029.18	0.00	0.00	0.00	0.00	0.00
INSTITUTE OF ARTS - Total		**7,819.65**	**3,790.47**	**4,029.18**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
JAMES P CADARIU	3,901,292.302	425.45	116.37	97.57	0.00	209.24	2.27	0.00	0.00
JAMES P CADARIU - Total		**425.45**	**116.37**	**97.57**	**0.00**	**209.24**	**2.27**	**0.00**	**0.00**
MARIA LINDA ADAMS-LAWTON	1,902,764.302	1,708.68	226.14	209.69	209.69	169.74	289.59	261.39	342.44
MARIA LINDA ADAMS-LAWTON - Total		**1,708.68**	**226.14**	**209.69**	**209.69**	**169.74**	**289.59**	**261.39**	**342.44**
PLANNING & DEVELOPMENT DEPT-DPS	9,990,045.300	29,010.50	0.00	4,927.15	4,708.60	4,750.90	5,749.65	4,969.45	3,904.75
PLANNING & DEVELOPMENT DEPT-DPS - Total		**29,010.50**	**0.00**	**4,927.15**	**4,708.60**	**4,750.90**	**5,749.65**	**4,969.45**	**3,904.75**
POLICE DEPARTMENT	9,990,012.301	37,768.10	0.00	8,046.21	8,233.45	8,548.35	9,034.19	3,905.90	0.00
POLICE DEPARTMENT - Total		**37,768.10**	**0.00**	**8,046.21**	**8,233.45**	**8,548.35**	**9,034.19**	**3,905.90**	**0.00**
PUBLIC LIBRARY	9,990,005.301	10,155.09	2,206.52	2,373.37	4,676.37	898.83	0.00	0.00	0.00
PUBLIC LIBRARY - Total		**10,155.09**	**2,206.52**	**2,373.37**	**4,676.37**	**898.83**	**0.00**	**0.00**	**0.00**
PUBLIC LIGHTING	9,990,006.301	3,332.27	1,701.36	1,630.91	0.00	0.00	0.00	0.00	0.00
PUBLIC LIGHTING - Total		**3,332.27**	**1,701.36**	**1,630.91**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
PUBLIC WORKS	63,004.303	30,412.00	0.00	0.00	0.00	0.00	0.00	0.00	30,412.00
	9,990,008.301	45,024.69	4,109.96	5,432.55	6,118.75	5,836.75	5,930.75	6,184.55	11,411.38
PUBLIC WORKS - Total		**75,436.69**	**4,109.96**	**5,432.55**	**6,118.75**	**5,836.75**	**5,930.75**	**6,184.55**	**41,823.38**
RECREATION	301,138.300	(30.00)	0.00	0.00	0.00	0.00	0.00	0.00	(30.00)
	301,141.300	(828.10)	(828.10)	0.00	0.00	0.00	0.00	0.00	0.00
	301,143.300	(284.16)	(284.16)	0.00	0.00	0.00	0.00	0.00	0.00
	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	57,007.34	13,213.95	12,963.80	14,641.70	16,187.89	0.00	0.00	0.00
RECREATION - Total		**56,280.11**	**12,101.69**	**12,963.80**	**14,641.70**	**16,187.89**	**0.00**	**0.00**	**385.03**

Detroit Water and Sewerage Department

City of Detroit Accounts - Sewer

Aging Account Balances as of February 3, 2017 - 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	189.42	118.62	70.80	0.00	0.00	0.00	0.00	0.00
	101,292.401	11,791.18	2,398.54	2,840.71	3,933.13	2,618.80	0.00	0.00	0.00
36TH DISTRICT COURT - Total		**11,980.60**	**2,517.16**	**2,911.51**	**3,933.13**	**2,618.80**	**0.00**	**0.00**	**0.00**
CITY OF DETROIT - CAYMC	301,068.401	1,848.46	320.14	325.34	372.16	830.82	0.00	0.00	0.00
CITY OF DETROIT - CAYMC - Total		**1,848.46**	**320.14**	**325.34**	**372.16**	**830.82**	**0.00**	**0.00**	**0.00**
DWSD	9,990,047.400	895,997.85	18,386.77	103,373.94	154,522.41	180,954.85	184,262.75	155,494.21	99,002.92
DWSD - Total		**895,997.85**	**18,386.77**	**103,373.94**	**154,522.41**	**180,954.85**	**184,262.75**	**155,494.21**	**99,002.92**
ELECTIONS COMMISSION	101,272.401	12,742.48	5,800.75	4,890.40	2,051.33	0.00	0.00	0.00	0.00
ELECTIONS COMMISSION - Total		**12,742.48**	**5,800.75**	**4,890.40**	**2,051.33**	**0.00**	**0.00**	**0.00**	**0.00**
FIRE DEPARTMENT	63,003.403	384,432.95	0.00	0.00	0.00	0.00	0.00	0.00	384,432.95
	9,990,027.401	55,878.59	17,920.09	16,900.47	17,030.56	4,027.47	0.00	0.00	0.00
FIRE DEPARTMENT - Total		**440,311.54**	**17,920.09**	**16,900.47**	**17,030.56**	**4,027.47**	**0.00**	**0.00**	**384,432.95**
GENERAL SERVICES DEPARTMENT	9,990,015.401	54,579.19	8,387.46	7,497.91	8,070.14	16,656.12	13,967.56	0.00	0.00
GENERAL SERVICES DEPARTMENT - Total		**54,579.19**	**8,387.46**	**7,497.91**	**8,070.14**	**16,656.12**	**13,967.56**	**0.00**	**0.00**
GREAT LAKES WATER AUTHORITY	200,602.400	20,722.38	546.63	479.00	479.00	2,448.79	2,480.00	2,412.38	11,876.58
	201,463.400	12,985.41	1,184.91	1,184.91	1,184.91	1,184.91	1,128.49	1,183.02	5,934.26
	3,300,742.400	13,870.26	1,175.96	1,175.96	1,175.96	1,175.96	1,175.96	1,175.96	6,814.50
	3,402,446.400	11,616.30	120.00	120.00	120.00	1,279.88	1,279.88	1,279.88	7,416.66
GREAT LAKES WATER AUTHORITY - Total		**59,194.35**	**3,027.50**	**2,959.87**	**2,959.87**	**6,089.54**	**6,064.33**	**6,051.24**	**32,042.00**
HEALTH DEPARTMENT	9,990,007.401	212,556.68	777.77	777.76	871.40	6,537.23	6,589.25	7,551.62	189,451.65
HEALTH DEPARTMENT - Total		**212,556.68**	**777.77**	**777.76**	**871.40**	**6,537.23**	**6,589.25**	**7,551.62**	**189,451.65**
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	15,579.09	7,465.29	8,113.80	0.00	0.00	0.00	0.00	0.00
INSTITUTE OF ARTS - Total		**15,775.27**	**7,661.47**	**8,113.80**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
JAMES P CADARIU	3,901,292.402	1,038.61	187.69	146.07	0.00	513.92	190.93	0.00	0.00
JAMES P CADARIU - Total		**1,038.61**	**187.69**	**146.07**	**0.00**	**513.92**	**190.93**	**0.00**	**0.00**
MARIA LINDA ADAMS-LAWTON	1,902,764.402	4,878.74	385.37	348.95	348.95	668.43	933.73	871.31	1,322.00
MARIA LINDA ADAMS-LAWTON - Total		**4,878.74**	**385.37**	**348.95**	**348.95**	**668.43**	**933.73**	**871.31**	**1,322.00**
MUNICIPAL PARKING	9,990,018.401	18,262.25	5,698.65	5,438.54	5,459.36	1,665.70	0.00	0.00	0.00
MUNICIPAL PARKING - Total		**18,262.25**	**5,698.65**	**5,438.54**	**5,459.36**	**1,665.70**	**0.00**	**0.00**	**0.00**
PLANNING & DEVELOPMENT DEPT-DPS	9,990,045.400	532,868.33	59,908.84	56,773.64	60,573.90	90,075.46	87,891.73	86,164.66	91,480.10
PLANNING & DEVELOPMENT DEPT-DPS - Total		**532,868.33**	**59,908.84**	**56,773.64**	**60,573.90**	**90,075.46**	**87,891.73**	**86,164.66**	**91,480.10**
POLICE DEPARTMENT	9,990,012.401	143,022.37	17,816.81	18,027.66	18,077.31	25,067.75	28,824.38	30,370.29	4,838.17
POLICE DEPARTMENT - Total		**143,022.37**	**17,816.81**	**18,027.66**	**18,077.31**	**25,067.75**	**28,824.38**	**30,370.29**	**4,838.17**
PUBLIC LIBRARY	9,990,005.401	30,416.21	7,277.76	7,647.09	12,745.06	2,746.30	0.00	0.00	0.00
PUBLIC LIBRARY - Total		**30,416.21**	**7,277.76**	**7,647.09**	**12,745.06**	**2,746.30**	**0.00**	**0.00**	**0.00**
PUBLIC LIGHTING	9,990,006.401	69,512.63	23,057.90	22,813.41	23,641.32	0.00	0.00	0.00	0.00
PUBLIC LIGHTING - Total		**69,512.63**	**23,057.90**	**22,813.41**	**23,641.32**	**0.00**	**0.00**	**0.00**	**0.00**
PUBLIC WORKS	63,004.403	66,602.01	0.00	0.00	0.00	0.00	0.00	0.00	66,602.01
	9,990,008.401	300,460.87	20,567.52	18,881.99	20,400.95	44,883.69	45,091.90	45,653.63	104,981.19
PUBLIC WORKS - Total		**367,062.88**	**20,567.52**	**18,881.99**	**20,400.95**	**44,883.69**	**45,091.90**	**45,653.63**	**171,583.20**
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	1,282,267.83	272,208.88	271,433.78	275,147.99	463,477.18	0.00	0.00	0.00
RECREATION - Total		**1,284,399.73**	**272,208.88**	**271,433.78**	**275,147.99**	**463,477.18**	**0.00**	**0.00**	**2,131.90**
RECREATION (2)	9,990,014.401	733,834.78	672,320.08	29,617.38	869.57	2,795.95	3,248.53	3,539.83	21,443.44
RECREATION (2) - Total		**733,834.78**	**672,320.08**	**29,617.38**	**869.57**	**2,795.95**	**3,248.53**	**3,539.83**	**21,443.44**
TRANSPORTATION	9,990,017.401	87,823.61	25,520.80	31,092.14	31,210.67	0.00	0.00	0.00	0.00
TRANSPORTATION - Total		**87,823.61**	**25,520.80**	**31,092.14**	**31,210.67**	**0.00**	**0.00**	**0.00**	**0.00**

APPENDIX – DETAILED FINANCIALS & FORECAST

DRAFT

DETROIT WATER & SEWER CURRENT PERIOD BUDGET VERSUS ACTUAL

1/31/2017

INCOME STATEMENT FORECAST

	Water						Sewer					
	1/31/2017			YEAR TO DATE			1/31/2017			YEAR TO DATE		
	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE
Sales Revenue												
Retail Domestic MCF Charges	$ 5,513,947	$ 5,318,896	$ (195,051)	$ 41,362,448	$ 41,483,115	$ 120,667	$ 21,715,978	$ 22,833,998	$ 1,118,020	$ 157,649,852	$ 160,672,206	$ 3,022,354
Retail Fixed Charges	2,401,074	2,442,029	40,955	16,807,519	16,855,641	48,122	1,055,726	980,218	(75,508)	7,390,082	6,822,159	(567,923)
Fee's & Penalties	408,369	225,963	(182,406)	2,858,586	2,374,891	(483,695)	431,269	505,956	74,687	3,018,880	3,081,410	62,530
Less: Bad Debet & NSFs		-	-	-	-	-		-	-	-	-	-
Net Sales Revenue	$ 8,323,390	$ 7,986,888	$ (336,502)	$ 61,028,553	$ 60,713,647	$ (314,906)	$ 23,202,973	$ 24,320,172	$ 1,117,199	$ 168,058,814	$ 170,575,776	$ 2,516,962
Controllable Operations & Maintenance												
Personnel	1,086,165	1,424,421	(338,255)	7,603,158	9,779,255	(2,176,097)	1,629,248	2,144,678	(515,429)	11,404,737	9,407,096	1,997,641
Contracted Services	1,166,655	504,994	661,661	8,751,571	7,918,562	833,009	1,404,345	(829,299)	2,233,644	10,195,019	4,879,893	5,315,126
Utilities	6,115	15,440	(9,325)	42,804	487,088	(444,284)	111,831	-	111,831	782,816	293,250	489,566
Fringes, Taxes & Other Overhead	659,767	2,726,532	(2,066,765)	4,618,369	6,107,571	(1,489,202)	482,269	580,935	(98,666)	3,375,885	3,807,927	(432,042)
Total O&M Charges	$ 2,918,702	$ 4,671,387	$ (1,752,685)	$ 21,015,902	$ 24,292,476	$ (3,276,574)	$ 3,627,693	$ 1,896,314	$ 1,731,379	$ 25,758,457	$ 18,388,166	$ 7,370,291
Contribution Margin	$ 5,404,688	$ 3,315,500	$ (2,089,188)	$ 40,012,651	$ 36,421,171	$ (3,591,480)	$ 19,575,279	$ 22,423,858	$ 2,848,579	$ 142,300,357	$ 152,187,610	$ 9,887,253
Wholesale O&M Allocation												
Monthly Wholesale O&M Charges	1,319,295	1,319,295	-	9,235,067	9,235,067	-	4,319,742	4,319,742	-	30,238,192	30,238,192	-
Depreciation and Amortization	-	-	-	-	-	-	-	-	-	-	-	-
Ownership Equity	(1,180,989)	(1,180,989)	-	(8,266,924)	(8,266,924)	-	(346,157)	(346,157)	-	(2,423,101)	(2,597,239)	174,139
Total Wholesale Rate Charges	$ 138,306	$ 138,306	$ -	$ 968,143	$ 968,143	$ -	$ 3,973,584	$ 3,973,584	$ -	$ 27,815,091	$ 27,640,953	$ 174,139
Gross Margin	$ 5,266,382	$ 3,177,194	$ (2,089,188)	$ 39,044,508	$ 35,453,028	$ (3,591,480)	$ 15,601,695	$ 18,450,273	$ 2,848,579	$ 114,485,266	$ 124,546,657	$ 10,061,392
Shared Services & Other Expenses												
Retail Allocation	414,122	414,122	-	2,898,856	2,898,856	-	850,772	850,772	-	5,955,407	5,955,407	-
Other CTA Allocation	193,598	193,598	-	1,355,186	1,355,186	-	565,727	565,727	-	3,960,088	83,420	3,876,668
Additonal Cost of Equity	(544,011)	(544,011)	-	(3,808,076)	(3,808,076)	-	(113,509)	(113,509)	-	(794,566)	(620,428)	(174,139)
Depreciation and Amortization	-	-	-	-	12,841,479	(12,841,479)		-	-	-	12,488,365	(12,488,365)
Total Other Operating Expenses	$ 63,709	$ 63,709	$ -	$ 445,965	$ 13,287,445	$ (12,841,479)	$ 1,302,990	$ 1,302,990	$ -	$ 9,120,929	$ 17,906,764	$ (8,785,835)
Operating Surplus/(Deficit)	$ 5,202,673	$ 3,113,485	$ (2,089,188)	$ 38,598,542	$ 22,165,583	$ (16,432,959)	$ 14,298,705	$ 17,147,283	$ 2,848,579	$ 105,364,337	$ 106,639,893	$ 1,275,557
Non-Operating Expense / (Income)												
Interest Expense	2,021,969	2,021,969	-	14,153,785	12,131,816	2,021,969	5,032,794	5,032,794	-	35,229,557	30,196,763	5,032,794
Lease Payments	210,824	(1,664,176)	1,875,000	1,475,766	(11,649,232)	13,124,998	995,873	(1,363,230)	2,359,103	6,971,111	(9,542,611)	16,513,721
WRAP Deposits	50,401	50,312	89	352,805	352,184	621	110,128	109,660	468	770,899	767,620	3,278
ER&R	59,483	59,483	-	416,379	416,379	-	85,374	85,374	-	597,621	597,621	-
B-Note Payment	58,887	58,887	-	412,209	412,209	-	600,536	600,536	-	4,203,751	4,021,957	181,794
Budget Stabilization Deposits	193,919	31,210	162,709	1,357,432	210,000	1,147,432	196,011	211,167	(15,156)	1,372,077	1,548,400	(176,323)
Total Non-Operating Expenses	$ 2,595,482	$ 557,684	$ 2,037,798	$ 18,168,375	$ 1,873,356	$ 16,295,020	$ 7,020,717	$ 4,676,301	$ 2,344,416	$ 49,145,016	$ 27,589,751	$ 21,555,265
Surplus /(Deficit) Before Other Adj.	$ 2,607,191	$ 2,555,801	$ (51,390)	$ 20,430,167	$ 20,292,227	$ (137,940)	$ 7,277,988	$ 12,470,983	$ 5,192,994	$ 56,219,321	$ 79,050,143	$ 22,830,822
Other Adjustments/(Credit)												
Net Surplus /(Deficit)	$ 2,607,191	$ 2,555,801	$ (51,390)	$ 20,430,167	$ 20,292,227	$ (137,940)	$ 7,277,988	$ 12,470,983	$ 5,192,994	$ 56,219,321	$ 79,050,143	$ 22,830,822
SBIDA	$ 4,629,160	$ 4,577,770	$ (51,390)	$ 34,583,952	$ 45,265,522	$ (10,957,450)	$ 12,310,782	$ 17,503,776	$ 5,192,994	$ 91,448,877	$ 121,735,270	$ 15,375,251
Memo: % of Net Sales Revenue												
Contribution Margin - Products	64.93%	41.51%	620.85%	65.56%	59.99%	1140.49%	84.37%	92.20%	254.97%	84.67%	89.22%	392.82%
Gross Margin - Products and Tooling	63.27%	39.78%	620.85%	63.98%	58.39%	1140.49%	67.24%	75.86%	254.97%	68.12%	73.02%	399.74%
Operating Surplus/(Loss)	62.51%	38.98%	620.85%	63.25%	36.51%	5218.37%	61.62%	70.51%	254.97%	62.69%	62.52%	50.68%
Surplus/(Loss) Before Other Adjustments	31.32%	32.00%	15.27%	33.48%	33.42%	43.80%	31.37%	51.28%	464.82%	33.45%	46.34%	907.08%
Net Surplus/(Loss)	31.32%	32.00%	15.27%	33.48%	33.42%	43.80%	31.37%	51.28%	464.82%	33.45%	46.34%	907.08%
SBIDA	55.62%	57.32%	15.27%	56.67%	74.56%	3479.60%	53.06%	71.97%	464.82%	54.41%	71.37%	610.87%

DETROIT WATER & SEWER BUDGET TO FORECAST

FY2017 7+5

	Water						Sewer					
	BUDGET	7+5 FCST	7+5 RISKS	7+5 OPPS.	7+5 RISKS ADJUSTED	7+5 VAR. F/(U)	BUDGET	7+5 FCST	7+5 RISKS	7+5 OPPS.	7+5 RISKS ADJUSTED	7+5 VAR. F/(U)
Sales Revenue												
Retail Domestic MCF Charges	$ 71,246,992	$ 70,860,092	$ (360,000)	$ -	70,500,092	(746,900)	$ 271,287,158	$ 271,091,715	$ (1,083,750)	$ -	270,007,965	(1,279,193)
Retail Fixed Charges	28,812,890	29,127,972	-	-	29,127,972	315,082	12,668,712	11,714,229	-	-	11,714,229	(954,483)
Fee's, Penalties, & Adjustments	4,900,433	4,354,058	-	-	4,354,058	(546,375)	5,175,223	5,164,744	-	-	5,164,744	(10,479)
Less: Bad Debet & NSFs		-	-	-	-	-		-	-	-	-	-
Net Sales Revenue	$ 104,960,314	$ 104,342,121	$ (360,000)	$ -	$ 103,982,121	$ (978,193)	$ 289,131,093	$ 287,970,687	$ (1,083,750)	$ -	$ 286,886,937	$ (2,244,156)
Controllable Operations & Maintenance												
Personnel	13,033,985	15,947,276	69,697	(989,299)	15,027,675	(1,993,690)	19,550,977	18,659,128	104,546	(1,483,949)	17,279,725	2,271,252
Contracted Services	15,074,618	14,199,653	80,000	(400,000)	13,879,653	1,194,965	17,543,802	12,189,811	6,604,660	(600,000)	18,194,470	(650,668)
Utilities	73,378	517,662	472,500	-	990,162	(916,784)	1,341,971	852,934	-	-	852,934	489,037
Fringes, Taxes & Other Overhead	7,917,204	9,752,784	-	-	9,752,784	(1,835,580)	5,787,231	6,219,273	-	-	6,219,273	(432,042)
Total O&M Charges	$ 36,099,185	$ 40,417,375	$ 622,197	$ (1,389,299)	$ 39,650,273	$ (3,551,088)	$ 44,223,982	$ 37,921,145	$ 6,709,206	$ (2,083,949)	$ 42,546,402	$ 1,677,579
Contribution Margin	$ 68,861,129	$ 63,924,746	$ (982,197)	$ 1,389,299	$ 64,331,847	$ (4,529,282)	$ 244,907,111	$ 250,049,542	$ (7,792,956)	$ 2,083,949	$ 244,340,535	$ (566,576)
Wholesale O&M Allocation												
Monthly Wholesale O&M Charges	15,831,543	15,831,543	-	-	15,831,543	-	51,836,900	51,836,900	-	-	51,836,900	-
Depreciation and Amortization	-	-	-	-	-	-	-	-	-	-	-	-
Ownership Equity	(14,171,869)	(14,171,869)	-	-	(14,171,869)	-	(4,153,887)	(4,452,410)	-	-	(4,452,410)	298,523
Total Wholesale Rate Charges	$ 1,659,674	$ 1,659,674	$ -	$ -	$ 1,659,674	$ -	$ 47,683,013	$ 47,384,490	$ -	$ -	$ 47,384,490	$ 298,523
Gross Margin	$ 67,201,455	$ 62,265,072	$ (982,197)	$ 1,389,299	$ 62,672,174	$ (4,529,282)	$ 197,224,098	$ 202,665,052	$ (7,792,956)	$ 2,083,949	$ 196,956,045	$ (268,053)
Shared Services & Other Expenses												
Retail Allocation	4,969,467	4,969,467	-	(2,120,000)	2,849,467	2,120,000	10,209,270	10,209,270	-	(7,395,029)	2,814,241	7,395,029
Other CTA Allocation	2,323,176	2,323,176	480,000	-	2,803,176	(480,000)	6,788,722	143,005	720,000	-	863,005	5,925,717
Additonal Cost of Equity	(6,528,131)	(6,528,131)	-	-	(6,528,131)	-	(1,362,113)	(1,063,590)	-	-	(1,063,590)	(298,523)
Depreciation and Amortization		22,013,965	-	-	22,013,965	(22,013,965)		21,408,625	-	-	21,408,625	(21,408,625)
Total Other Operating Expenses	$ 764,512	$ 22,778,477	$ 480,000	$ (2,120,000)	$ 21,138,477	$ (20,373,965)	$ 15,635,878	$ 30,697,310	$ 720,000	$ (7,395,029)	$ 24,022,281	$ (8,386,403)
Operating Surplus/(Deficit)	$ 66,436,943	$ 39,486,595	$ (1,462,197)	$ 3,509,299	$ 41,533,697	$ (24,903,246)	$ 181,588,219	$ 171,967,742	$ (8,512,956)	$ 9,478,978	$ 172,933,764	$ (8,654,456)
Non-Operating Expense / (Income)												
Interest Expense	24,263,631	24,263,631	-	-	24,263,631	-	60,393,526	60,393,526	-	-	60,393,526	-
Lease Payments	2,529,884	(19,970,114)	-	-	(19,970,114)	22,499,998	11,950,476	(16,358,761)	-	-	(16,358,761)	28,309,237
WRAP Deposits	604,809	613,807	-	-	613,807	(8,997)	1,321,541	1,337,853	-	-	1,337,853	(16,312)
ER&R	713,792	713,792	-	-	713,792	-	1,024,493	1,024,493	-	-	1,024,493	-
B-Note Payment	706,644	706,644	-	-	706,644	-	7,206,431	6,894,783	-	-	6,894,783	311,648
Budget Stabilization Deposits	2,327,026	366,048	-	-	366,048	1,960,978	2,352,133	2,604,233	-	-	2,604,233	(252,101)
Total Non-Operating Expenses	$ 31,145,786	$ 6,693,808	$ -	$ -	$ 6,693,808	$ 24,451,978	$ 84,248,599	$ 55,896,127	$ -	$ -	$ 55,896,127	$ 28,352,472
Surplus /(Deficit) Before Other Adj.	$ 35,291,157	$ 32,792,787	$ (1,462,197)	$ 3,509,299	$ 34,839,889	$ (451,268)	$ 97,339,621	$ 116,071,615	$ (8,512,956)	$ 9,478,978	$ 117,037,637	$ 19,698,016
Other Adjustments/(Credit)												
Net Surplus /(Deficit)	$ 35,291,157	$ 32,792,787	$ (1,462,197)	$ 3,509,299	$ 34,839,889	$ (451,268)	$ 97,339,621	$ 116,071,615	$ (8,512,956)	$ 9,478,978	$ 117,037,637	$ 19,698,016
SBIDA	$ 59,554,788	$ 79,070,383	$ (1,462,197)	$ 3,509,299	$ 81,117,484	$ 21,562,697	$ 157,733,146	$ 197,873,766	$ (8,512,956)	$ 9,478,978	$ 198,839,788	$ 41,106,641
Beginning Reserves	$ -	$ -					$ -	$ -	-	-		
Transition Cash	-	27,958,851	-	-	27,958,851	27,958,851	-	21,425,384	-	-	21,425,384	21,425,384
Capital Spending	-	(65,823,235)	-	-	(65,823,235)	(65,823,235)	-	(21,402,900)	-	-	(21,402,900)	(21,402,900)
New Borrowings	-	73,700,000	-	-	73,700,000	73,700,000			-	-		
Actual Debt Payments	(45,195,714)	(45,032,141)	-	-	(45,032,141)	163,573	(121,809,319)	(116,753,983)	-	-	(116,753,983)	5,055,337
Change in Receivables Net of Write-Offs	(12,261,123)	(2,944,242)	-	-	(2,944,242)	9,316,882	(29,061,230)	(18,332,807)	-	-	(18,332,807)	10,728,423
Ending Reserves	$ 2,097,950	$ 66,929,616	$ (1,462,197)	$ 3,509,299	$ 68,976,718	66,878,768	$ 6,862,597	$ 62,809,460	$ (8,512,956)	$ 9,478,978	$ 63,775,482	56,912,884

(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 7+5	FORECAST 2018	2019	2020	2021
Sales Revenue							
Retail Domestic MCF Charges	$ 41,483,115	$ 29,376,977	$ 70,860,092	$ 69,549,965	$ 68,855,398	$ 70,894,478	$ 72,993,944
Retail Fixed Charges	16,855,641	12,272,330	29,127,972	29,453,593	29,453,593	30,631,737	31,857,006
Fee's, Penalties, & Adjustments	2,374,891	1,979,167	4,354,058	4,750,000	4,750,000	4,750,000	4,750,000
Less: Bad Debet & NSFs		-	-	-	-	-	-
Net Sales Revenue	$ 60,713,647	$ 43,628,474	$ 104,342,121	$ 103,753,557	$ 103,058,991	$ 106,276,215	$ 109,600,950
Controllable Operations & Maintenance							
Personnel	9,779,255	6,168,021	15,947,276	17,381,456	17,727,920	17,992,039	18,230,807
Contracted Services	7,918,562	6,281,091	14,199,653	11,954,108	11,954,108	11,954,108	11,954,108
Utilities	487,088	30,574	517,662	73,378	73,378	73,378	73,378
Fringes, Taxes & Other Overhead	6,107,571	3,645,213	9,752,784	8,748,351	8,748,351	8,748,351	8,748,351
Total O&M Charges	$ 24,292,476	$ 16,124,899	$ 40,417,375	$ 38,157,293	$ 38,503,758	$ 38,767,876	$ 39,006,644
Contribution Margin	$ 36,421,171	$ 27,503,575	$ 63,924,746	$ 65,596,265	$ 64,555,233	$ 67,508,339	$ 70,594,305
Wholesale O&M Allocation							
Monthly Wholesale O&M Charges	9,235,067	6,596,476	15,831,543	16,594,391	17,258,166	17,948,493	18,666,433
Depreciation and Amortization	-	-	-	-	-	-	-
Ownership Equity	(8,266,924)	(5,904,946)	(14,171,869)	(13,776,940)	(13,387,402)	(13,033,070)	(12,709,616)
Total Wholesale Rate Charges	$ 968,143	$ 691,531	$ 1,659,674	$ 2,817,451	$ 3,870,764	$ 4,915,423	$ 5,956,817
Gross Margin	$ 35,453,028	$ 26,812,044	$ 62,265,072	$ 62,778,814	$ 60,684,469	$ 62,592,916	$ 64,637,488
Shared Services & Other Expenses							
Retail Allocation	2,898,856	2,070,611	4,969,467	5,168,246	5,374,976	5,589,975	5,813,574
Other CTA Allocation	1,355,186	967,990	2,323,176	3,170,614	4,051,949	4,968,538	5,921,790
Additonal Cost of Equity	(3,808,076)	(2,720,054)	(6,528,131)	(6,923,060)	(7,312,598)	(7,666,930)	(7,990,384)
Depreciation and Amortization	12,841,479	9,172,485	22,013,965	22,013,965	22,013,965	22,013,965	22,013,965
Total Other Operating Expenses	$ 13,287,445	$ 9,491,032	$ 22,778,477	$ 23,429,764	$ 24,128,291	$ 24,905,547	$ 25,758,944
Operating Surplus/(Deficit)	$ 22,165,583	$ 17,321,012	$ 39,486,595	$ 39,349,050	$ 36,556,178	$ 37,687,369	$ 38,878,544
Non-Operating Expense / (Income)							
Interest Expense	12,131,816	12,131,816	24,263,631	28,515,478	27,848,457	27,102,640	26,241,136
Lease Payments	(11,649,232)	(8,320,882)	(19,970,114)	(19,970,116)	(19,970,116)	(19,970,116)	(19,970,116)
WRAP Deposits	352,184	261,623	613,807	1,022,268	1,422,268	1,447,158	1,447,158
ER&R	416,379	297,413	713,792	52,200	10,394	-	-
B-Note Payment	412,209	294,435	706,644	706,644	706,644	706,644	706,644
Budget Stabilization Deposits	210,000	156,048	366,048	(2,080,686)	-	-	-
Total Non-Operating Expenses	$ 1,873,356	$ 4,820,453	$ 6,693,808	$ 8,245,788	$ 10,017,646	$ 9,286,327	$ 8,424,822
Surplus /(Deficit) Before Other Adj.	$ 20,292,227	$ 12,500,559	$ 32,792,787	$ 31,103,262	$ 26,538,531	$ 28,401,042	$ 30,453,722
Other Adjustments/(Credit)							
Net Surplus /(Deficit)	$ 20,292,227	$ 12,500,559	$ 32,792,787	$ 31,103,262	$ 26,538,531	$ 28,401,042	$ 30,453,722
SBIDA	$ 45,265,522	$ 33,804,860	$ 79,070,383	$ 81,632,704	$ 76,400,952	$ 77,517,647	$ 78,708,822
Memo: % of Net Sales Revenue							
Contribution Margin - Products	59.99%	63.04%	61.26%	63.22%	62.64%	63.52%	64.41%
Gross Margin - Products and Tooling	58.39%	61.46%	59.67%	60.51%	58.88%	58.90%	58.98%
Operating Surplus/(Loss)	36.51%	39.70%	37.84%	37.93%	35.47%	35.46%	35.47%
Surplus/(Loss) Before Other Adjustments	33.42%	28.65%	31.43%	29.98%	25.75%	26.72%	27.79%
Net Surplus/(Loss)	33.42%	28.65%	31.43%	29.98%	25.75%	26.72%	27.79%
SBIDA	74.56%	77.48%	75.78%	78.68%	74.13%	72.94%	71.81%

Sewer

	YTD 2017	Remaing Proj. 2017	7+5	2018	2019	2020	2021
Sales Revenue							
Retail Domestic MCF Charges	$ 160,672,206	$ 110,419,508	$ 271,091,715	$ 259,320,397	$ 256,391,534	$ 261,407,222	$ 266,590,110
Retail Fixed Charges	6,822,159	4,892,070	11,714,229	11,740,967	11,740,967	12,210,605	12,699,030
Fee's, Penalties, & Adjustments	3,081,410	2,083,333	5,164,744	5,000,000	5,000,000	5,000,000	5,000,000
Less: Bad Debet & NSFs		-	-	-	-	-	-
Net Sales Revenue	$ 170,575,776	$ 117,394,911	$ 287,970,687	$ 276,061,363	$ 273,132,501	$ 278,617,827	$ 284,289,139
Controllable Operations & Maintenance							
Personnel	9,407,096	9,252,032	18,659,128	26,072,183	26,591,881	26,988,058	27,346,211
Contracted Services	4,879,893	7,309,918	12,189,811	27,069,139	27,069,139	27,069,139	27,069,139
Utilities	293,250	559,683	852,934	1,346,351	1,350,731	1,355,116	1,359,503
Fringes, Taxes & Other Overhead	3,807,927	2,411,346	6,219,273	5,787,231	5,787,231	5,787,231	5,787,231
Total O&M Charges	$ 18,388,166	$ 19,532,979	$ 37,921,145	$ 60,274,905	$ 60,798,982	$ 61,199,544	$ 61,562,084
Contribution Margin	$ 152,187,610	$ 97,861,932	$ 250,049,542	$ 215,786,459	$ 212,333,519	$ 217,418,283	$ 222,727,055
Wholesale O&M Allocation							
Monthly Wholesale O&M Charges	30,238,192	21,598,708	51,836,900	53,728,046	55,877,168	58,112,255	60,436,745
Depreciation and Amortization	-	-	-	-	-	-	-
Ownership Equity	(2,597,239)	(1,855,171)	(4,452,410)	(4,346,228)	(4,132,895)	(3,946,628)	(3,782,701)
Total Wholesale Rate Charges	$ 27,640,953	$ 19,743,538	$ 47,384,490	$ 49,381,818	$ 51,744,273	$ 54,165,627	$ 56,654,044
Gross Margin	$ 124,546,657	$ 78,118,395	$ 202,665,052	$ 166,404,640	$ 160,589,247	$ 163,252,656	$ 166,073,011
Shared Services & Other Expenses							
Retail Allocation	5,955,407	4,253,862	10,209,270	10,454,065	10,953,448	11,472,806	12,012,939
Other CTA Allocation	83,420	59,585	143,005	1,976,149	5,715,762	9,604,960	13,649,725
Additonal Cost of Equity	(620,428)	(443,163)	(1,063,590)	(1,169,772)	(1,383,105)	(1,569,372)	(1,733,299)
Depreciation and Amortization	12,488,365	8,920,261	21,408,625	21,408,625	21,408,625	21,408,625	21,408,625
Total Other Operating Expenses	$ 17,906,764	$ 12,790,546	$ 30,697,310	$ 32,669,067	$ 36,694,731	$ 40,917,019	$ 45,337,990
Operating Surplus/(Deficit)	$ 106,639,893	$ 65,327,849	$ 171,967,742	$ 133,735,573	$ 123,894,516	$ 122,335,637	$ 120,735,021
Non-Operating Expense / (Income)							
Interest Expense	30,196,763	30,196,763	60,393,526	68,526,607	66,466,048	65,151,796	63,599,811
Lease Payments	(9,542,611)	(6,816,150)	(16,358,761)	(16,358,761)	(16,358,761)	(16,358,761)	(16,358,761)
WRAP Deposits	767,620	570,232	1,337,853	2,007,887	2,609,557	2,618,359	2,618,452
ER&R	597,621	426,872	1,024,493	414,100	15,722	-	-
B-Note Payment	4,021,957	2,872,826	6,894,783	6,894,783	6,894,783	6,894,783	6,894,783
Budget Stabilization Deposits	1,548,400	1,055,833	2,604,233	(2,298,935)	-	-	-
Total Non-Operating Expenses	$ 27,589,751	$ 28,306,377	$ 55,896,127	$ 59,185,681	$ 59,627,350	$ 58,306,177	$ 56,754,284
Surplus /(Deficit) Before Other Adj.	$ 79,050,143	$ 37,021,472	$ 116,071,615	$ 74,549,892	$ 64,267,166	$ 64,029,460	$ 63,980,737
Other Adjustments/(Credit)							
Net Surplus /(Deficit)	$ 79,050,143	$ 37,021,472	$ 116,071,615	$ 74,549,892	$ 64,267,166	$ 64,029,460	$ 63,980,737
SBIDA	$ 121,735,270	$ 76,138,496	$ 197,873,766	$ 164,485,125	$ 152,141,840	$ 150,589,881	$ 148,989,173
Memo: % of Net Sales Revenue							
Contribution Margin - Products	89.22%	83.36%	86.83%	78.17%	77.74%	78.03%	78.35%
Gross Margin - Products and Tooling	73.02%	66.54%	70.38%	60.28%	58.80%	58.59%	58.42%
Operating Surplus/(Loss)	62.52%	55.65%	59.72%	48.44%	45.36%	43.91%	42.47%
Surplus/(Loss) Before Other Adjustments	46.34%	31.54%	40.31%	27.00%	23.53%	22.98%	22.51%
Net Surplus/(Loss)	46.34%	31.54%	40.31%	27.00%	23.53%	22.98%	22.51%
SBIDA	71.37%	64.86%	68.71%	59.58%	55.70%	54.05%	52.41%

DETROIT WATER & SEWER 5-YEAR FORECAST

CASHFLOW STATEMENT FORECAST

Water

	YTD 2017	FCST 2017	FY Forecast 7+5	FORECAST 2018	2019	2020	2021
Beginning Cash	$ 27,958,851	$ 90,192,601	$ 27,958,851	63,525,943	56,407,133	24,990,087	3,197,397
Cashflow From Operating Activities							
Net Operating Surplus / (Deficit)	$ 22,165,583	$ 17,321,012	$ 39,486,595	$ 39,349,050	$ 36,556,178	$ 37,687,369	$ 38,878,544
Transfers to GLWA	(24,730,205)	(24,281,170)	(49,011,375)	(40,333,248)	(34,274,067)	(33,204,021)	(31,880,310)
Transfers from GLWA	15,041,327	21,057,858	36,099,185	51,069,483	40,679,712	34,538,185	33,442,790
Depreciation / Amortization	12,841,479	9,172,485	22,013,965	22,013,965	22,013,965	22,013,965	22,013,965
Change In Receivables	(1,485,917)	(1,458,325)	(2,944,242)	(10,789,190)	(11,388,517)	(12,259,047)	(12,643,423)
Change in Payables	9,508,517	-	9,508,517	-	-	-	-
Net Cashflow From Operating Activites	$ 33,340,784	$ 21,811,860	$ 55,152,645	$ 61,310,060	$ 53,587,271	$ 48,776,450	$ 49,811,566
Cashflow From Investing Activites							
CAPEX	(7,848,617)	(57,974,617)	(65,823,235)	(42,531,000)	(56,093,000)	(40,063,000)	(38,240,000)
Lease Payment (Gross)	13,125,000	9,375,000	22,500,000	22,500,000	22,500,000	22,500,000	22,500,000
Extraordinary Repair & Replacement Deposits	(416,379)	(297,413)	(713,792)	(52,200)	(10,394)	-	-
Sale of Capital Assets							
Purchase of Securities							
Sale of Securities							
Net Cashflow From Investing Activities	$ 4,860,004	$ (48,897,031)	$ (44,037,027)	$ (20,083,200)	$ (33,603,394)	$ (17,563,000)	$ (15,740,000)
Cashflow From Financing Activities							
Senior Principal Payments	(24,311,906)	(10,259,664)	(34,571,569)	(34,745,361)	(33,245,604)	(30,019,558)	(31,849,034)
2nd Lien Principal Payments	(5,500,387)	(4,529,368)	(10,029,755)	(9,883,467)	(11,285,521)	(15,796,608)	(16,349,065)
Junior Lien Principal Payments	(404,584)	(26,233)	(430,817)	(1,538,731)	(2,211,002)	(2,506,289)	(2,493,635)
New DWSDR Borrowings	56,700,000	17,000,000	73,700,000	-	-	-	-
Lease Payment (Retail Portion)	(1,475,768)	(1,054,118)	(2,529,886)	(2,529,884)	(2,529,884)	(2,529,884)	(2,529,884)
WRAP Payments	(352,184)	(261,623)	(613,807)	(1,022,268)	(1,422,268)	(1,447,158)	(1,447,158)
B-Note Payment	(412,209)	(294,435)	(706,644)	(706,644)	(706,644)	(706,644)	(706,644)
Budget Stablization Requirements	(210,000)	(156,048)	(366,048)	2,080,686	-	-	-
Total Wholesale Rate Charges	$ 24,032,962	$ 418,512	$ 24,451,474	$ (48,345,670)	$ (51,400,922)	$ (53,006,141)	$ (55,375,420)
Total Increase / (Decrease) In Cash Balanaces	$ 62,233,751	$ (26,666,659)	$ 35,567,092	$ (7,118,810)	$ (31,417,045)	$ (21,792,691)	$ (21,303,855)
Ending Cash	$ 90,192,601	63,525,943	63,525,943	56,407,133	24,990,087	3,197,397	(18,106,458)

Sewer

	YTD 2017	FCST 2017	7+5	2018	2019	2020	2021
Beginning Cash	$ 21,425,384	$ 23,652,211	$ 21,425,384	22,856,285	65,465,425	64,187,314	50,445,070
Cashflow From Operating Activities							
Net Operating Surplus / (Deficit)	$ 106,639,893	$ 65,327,849	$ 171,967,742	$ 133,735,573	$ 123,894,516	$ 122,335,637	$ 120,735,021
Transfers to GLWA	(36,017,210)	(37,190,911)	(73,208,121)	(60,289,794)	(49,549,737)	(46,110,913)	(45,314,525)
Transfers from GLWA	18,426,659	25,797,323	44,223,982	89,259,044	60,813,872	49,950,300	46,473,453
Depreciation / Amortization	12,488,365	8,920,261	21,408,625	21,408,625	21,408,625	21,408,625	21,408,625
Change In Receivables	(7,412,769)	(10,920,038)	(18,332,807)	(22,268,946)	(21,184,309)	(23,186,962)	(23,671,106)
Change in Payables	(10,969,035)	-	(10,969,035)	-	-	-	-
Net Cashflow From Operating Activites	$ 83,155,903	$ 51,934,483	$ 135,090,386	$ 161,844,502	$ 135,382,967	$ 124,396,687	$ 119,631,468
Cashflow From Investing Activites							
CAPEX	(2,884,298)	(18,518,602)	(21,402,900)	(13,875,000)	(28,793,000)	(29,993,000)	(29,993,000)
Lease Payment (Gross)	16,041,667	11,458,333	27,500,000	27,500,000	27,500,000	27,500,000	27,500,000
Extraordinary Repair & Replacement Deposits	(597,621)	(426,872)	(1,024,493)	(414,100)	(15,722)	-	-
Sale of Capital Assets							
Purchase of Securities							
Sale of Securities							
Net Cashflow From Investing Activities	$ 12,559,748	$ (7,487,141)	$ 5,072,607	$ 13,210,900	$ (1,308,722)	$ (2,493,000)	$ (2,493,000)
Cashflow From Financing Activities							
Senior Principal Payments	(46,495,727)	(24,443,147)	(70,938,874)	(69,288,660)	(69,653,155)	(69,240,100)	(67,702,268)
2nd Lien Principal Payments	(15,244,254)	(9,195,417)	(24,439,671)	(24,259,720)	(23,886,304)	(24,558,028)	(25,132,659)
Junior Lien Principal Payments	(18,911,809)	(2,463,628)	(21,375,437)	(21,152,908)	(21,167,316)	(21,193,423)	(21,230,698)
New DWSDR Borrowings							
Lease Payment (Retail Portion)	(6,499,056)	(4,642,183)	(11,141,239)	(11,141,239)	(11,141,239)	(11,141,239)	(11,141,239)
WRAP Payments	(767,620)	(570,232)	(1,337,853)	(2,007,887)	(2,609,557)	(2,618,359)	(2,618,452)
B-Note Payment	(4,021,957)	(2,872,826)	(6,894,783)	(6,894,783)	(6,894,783)	(6,894,783)	(6,894,783)
Budget Stablization Requirements	(1,548,400)	(1,055,833)	(2,604,233)	2,298,935	-	-	-
Total Wholesale Rate Charges	$ (93,488,824)	$ (45,243,267)	$ (138,732,091)	$ (132,446,263)	$ (135,352,355)	$ (135,645,931)	$ (134,720,099)
Total Increase / (Decrease) In Cash Balanaces	$ 2,226,827	$ (795,925)	$ 1,430,901	$ 42,609,140	$ (1,278,110)	$ (13,742,245)	$ (17,581,631)
Ending Cash	$ 23,652,211	22,856,285	22,856,285	65,465,425	64,187,314	50,445,070	32,863,438

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