Item No. 17-0072

DWSD FINANCIAL SUMMARY
8+4 Forecast

FINANCE COMMITTEE DISCUSSION

4/10/2016

The Bottom Line…

- **Extremely soft water and sewer volumes continue – collectability remains a concern**
  - Water volumes now projected to underperform budget by 2.0% (1.6% in the prior month)
  - Current sewer trend suggest 7.0% departure from budgeted volumes (6.7% in the prior month)
  - Sewer offset by higher drainage charges, however, collections still appear soft
  - Current phase-in plan suggest further decline in drainage revenues

- **One year collection rate for water steady at 88% for the year; sewer rate currently at 91%; going forward we expect a lower sewer collection rate drainage charge collectability**
  - 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 despite fact that claims are almost all settled**

- **Bank cash, net of borrowings, at the end of December approximates $62 million or 195 days**

Financial Risk & Opportunities…

Risks

- Weaker water revenues - $11.8 million water / 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 / steam utilities running higher than anticipated

Opportunities

- Headcount and salary raises unfrozen but still under control – 40 less heads than budget at end of February
- 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 – contracts spending currently less than anticipated

Risks & Opportunities by Fund

	Risks		Opportunities	
Item	**Water**	**Sewer**	**Water**	**Sewer**
Flood Damage Claims		$ 6,484,660		
Credit Card Fees	120,000	80,000		
Excess Overtime	69,697	104,546		
Drainage Fees		843,750		
Temporary Hires	80,000	120,000		
Utilities	270,000			
GLWA Shared Service Costs	480,000	720,000		
Labor Reimbursement from Bond Funds			651,699	977,549
Headcount Control			190,080	285,120
GLWA Chargeback on Flood				4,215,029
GLWA Net Chargeback on Salaries			2,120,000	3,180,000
Field Services GLWA As Needed Services			100,000	150,000
Delay in PMO Implementation			400,000	600,000
Operating Cost Risks / Opps	$ 1,019,697	$ 8,352,956	$ 3,461,779	$ 9,407,698
Volume & Customer Fixed Fee Risks / Opps	$ 1,006,806	(309,353)		
Total Risks & Opportunities	**$ 2,026,504**	**$ 8,043,602**	**$ 3,461,779**	**$ 9,407,698**
Memo:				
Net Risks & Opportunities	$ -	$ -	**$ 1,435,275**	**$ 1,364,095**

DETROIT WATER & SEWER DEPARTMENT
SUMMARY FINANCIAL STATEMENTS (YTD)

Preliminary

	WATER				SEWER			
	Budget	Actual	F / (U)		Budget	Actual	F / (U)	
Net Sales Revenue	$ 69,282,059	$ 68,347,281	$ (934,777)	[1]	$ 191,127,734	$ 194,589,574	$ 3,461,840	[5]
Total O&M Charges	23,919,817	29,208,318	(5,288,500)	[2]	29,377,482	19,920,607	9,456,875	[6]
Contribution Margin	45,362,241	39,138,963	(6,223,278)		161,750,252	174,668,967	12,918,715	
Total Wholesale Rate Charges	1,106,449	1,106,449	-	[3]	31,788,676	31,589,660	199,016	[3]
Gross Margin	44,255,792	38,032,514	(6,223,278)		129,961,576	143,079,307	13,117,731	
Total Other Operating Expenses	509,675	13,351,154	(12,841,479)	[3]	10,423,919	18,680,821	(8,256,902)	[3]
Net Operating Income	43,746,117	24,681,360	(19,064,757)		119,537,657	124,398,486	4,860,829	
Total Non-Operating Expenses	23,694,979	7,392,598	16,302,381	[4]	39,921,527	8,949,363	30,972,164	[7]
Fund Surplus	20,051,138	17,288,762	(2,762,376)		79,616,131	115,449,123	35,832,992	
Interest Expense	19,106,876	19,106,876	-		24,018,145	12,009,072	(12,009,072)	
Fund Surplus Before Int. & Depr.	$ 39,158,014	$ 49,237,117	$ 10,079,104		$ 103,634,275	$ 139,946,560	$ 36,312,285	
Actual Debt Payments	(31,316,877)	(31,316,877)	-		(103,151,791)	(103,151,791)	-	
Change in Receivables	(8,174,082)	4,054,197	12,228,279		(19,374,153)	(16,278,085)	3,096,068	
Net Surplus / Deficit	$ (332,945)	$ 21,974,438	$ 22,307,383		$ (18,891,669)	$ 20,516,684	$ 39,408,352	
Unrestricted Lease Payment		13,125,000	13,125,000			16,041,667	16,041,667	
Net Surplus / Deficit Less Lease	$ (332,945)	$ 8,849,438	$ 9,182,383		$ (18,891,669)	$ 4,475,017	$ 23,366,686	

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 2.5% negative volume variation

[2] Negative variation driven by inventory build for restocking and misallocation of labor costs

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

[4] Includes value of net Water Lease Payment

[5] Positive revenue as a result of 7.1% negative volume variation offset by higher than expected drainage charges

[6] Positive variation driven by misallocation of labor costs and lower than anticipated contract costs

[7] Includes value of net Sewer Lease Payment

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

Preliminary

	WATER				SEWER			
	Budget	Fcst	F / (U)		Budget	Fcst	F / (U)	
Net Sales Revenue	$ 104,960,314	$ 103,833,508	$ (1,126,806)	[1]	$ 289,131,093	$ 288,516,696	$ (614,397)	[4]
Total O&M Charges	36,099,185	41,223,362	(5,124,177)	[2]	44,223,982	37,180,507	7,043,474	[5]
Contribution Margin	68,861,129	62,610,146	(6,250,983)		244,907,111	251,336,189	6,429,078	
Total Wholesale Rate Charges	1,659,674	1,659,674	(0)		47,683,013	47,384,490	298,523	
Gross Margin	67,201,455	60,950,472	(6,250,983)		197,224,098	203,951,699	6,727,601	
Total Other Operating Expenses	764,512	21,138,477	(20,373,965)		15,635,878	28,237,310	(12,601,432)	
	66,436,943	39,811,995	(26,624,948)		181,588,219	175,714,389	(5,873,831)	
Total Non-Operating Expenses	35,542,469	11,096,945	24,445,524	[3]	59,882,290	31,455,199	28,427,091	[6]
Fund Surplus	30,894,474	28,715,050	(2,179,424)		121,705,929	144,259,190	22,553,261	
Interest Expense	28,660,314	28,660,314	-		36,027,217	36,027,217	-	
Fund Surplus Before Int. & Depr.	$ 59,554,788	$ 79,389,328	$ 19,834,540		$ 157,733,146	$ 201,695,032	$ 43,961,886	
Actual Debt Payments	(45,195,714)	(44,927,464)	268,250		(121,809,319)	(105,858,823)	15,950,496	
Change in Receivables	(12,261,123)	(5,503,884)	6,757,240		(29,061,230)	(14,991,897)	14,069,332	
Net Surplus / Deficit	$ 2,097,950	$ 28,957,980	$ 26,860,030		$ 6,862,597	$ 80,844,312	$ 73,981,714	
Unrestricted Lease Payment		22,500,000	22,500,000			27,500,000	27,500,000	
Net Surplus / Deficit Less Lease	$ 2,097,950	$ 6,457,980	$ 4,360,030		$ 6,862,597	$ 53,344,312	$ 46,481,714	

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

[1] Lower revenue as a result of 2.0% projected negative volume variation

[2] Negative variance driven by inventory build and misallocated labor costs offset by lower than expected contract spending

[3] Includes value of net Water Lease Payment

[4] Lower revenue as a result of 7.0% projected negative volume variation offset by higher than budgeted drainage charges

DETROIT WATER & SEWER DEPARTMENT
BALANCE SHEET

Preliminary

	WATER	SEWER	CONSOLIDTED
CASH	$ 59,127,955	$ 156,970,608	$ 216,098,564
INVESTMENTS	-	-	
RECEIVABLES	72,248,990	219,199,330	291,448,320
DUE FROM OTHER FUNDS	7,575,639	-	7,575,639
PREPAID ASSETS	521,932	-	521,932
INVENTORY	1,109,025	3,010,829	4,119,854
TOTAL SHORT TERM ASSETS	**$ 140,583,542**	**$ 379,180,767**	**$ 519,764,309**
NET PP&E	506,110,922	446,853,615	952,964,537
OTHER LONG TERM ASSETS	537,550,192	654,882,490	1,192,432,682
TOTAL LONG TERM ASSETS	**$ 1,043,661,114**	**$ 1,101,736,105**	**$ 2,145,397,219**
TOTAL ASSETS	**$ 1,184,244,656**	**$ 1,480,916,872**	**$ 2,665,161,528**
ACCOUNTS PAYABLE	11,306,380	7,327,147	18,633,528
ACCRUED EXPENSES	7,394,621	10,420,323	17,814,944
SHORT TERM PORTION OF LTD			-
TOTAL SHORT TERM LIABILITIES	**18,701,001**	**17,747,470**	**36,448,471**
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	**$ 442,380,347**	**$ 352,095,214**	**$ 794,475,561**
BEGINNING FUND BALANCE	707,796,393	959,799,290	1,667,595,682
CHANGE IN FUND	34,067,916	169,022,369	203,090,284
ENDING FUND BALANCE	741,864,309	1,128,821,658	1,870,685,967
TOTAL LIABILITIES & FUND BALANCE	**$ 1,184,244,656**	**$ 1,480,916,872**	**$ 2,665,161,528**

DETROIT WATER & SEWER YTD CASHFLOW
CASHFLOW STATEMENT FORECAST

	Water			Sewer		
	YTD 2017	FCST 2017	FY Forecast 8+4	YTD 2017	FCST 2017	8+4
Beginning Cash	$ 25,903,416	$ 85,475,845	$ 25,903,416	$ 21,324,408	$ 34,195,154	$ 21,324,408
Cashflow From Operating Activities						
Net Operating Surplus / (Deficit)	$ 24,681,360	$ 12,688,553	$ 37,369,913	$ 124,398,486	$ 50,261,161	$ 174,659,647
Transfers to GLWA	(37,869,348)	(20,096,089)	(57,965,437)	(14,413,020)	(59,842,242)	(74,255,262)
Transfers from GLWA	24,066,123	12,033,062	36,099,185	29,482,654	14,741,327	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 Retail Receivables	4,054,197	(538,710)	3,515,487	(16,278,085)	(9,469,928)	(25,748,014)
Change in Inventory & Prepaids	2,784,019	-	2,784,019	(3,010,829)	-	(3,010,829)
Change in Other Long Term Assets	3,822,390	-	3,822,390	2,548,527	-	2,548,527
Change in Payables (Short & Long Term)	(5,582,483)	-	(5,582,483)	(2,472,066)	-	(2,472,066)
Other Adjustments	2,089,725	-	2,089,725	(3,299,270)	-	(3,299,270)
Net Cashflow From Operating Activites	$ 30,887,463	$ 13,259,301	$ 44,146,764	$ 129,444,762	$ 4,610,578	$ 134,055,340
Cashflow From Investing Activites						
CAPEX	(10,099,028)	(60,225,028)	(70,324,057)	(8,790,997)	(30,193,897)	(38,984,894)
Lease Payment (Net)	15,000,000	7,500,000	22,500,000	18,333,333	9,166,667	27,500,000
Extraordinary Repair & Replacement Deposits	(475,861)	(237,931)	(713,792)	(682,996)	(341,498)	(1,024,493)
Sale of Capital Assets						
Purchase of Securities						
Sale of Securities						
Net Cashflow From Investing Activities	$ 4,425,110	$ (52,962,959)	$ (48,537,849)	$ 8,859,341	$ (21,368,728)	$ (12,509,387)
Cashflow From Financing Activities						
Senior Principal Payments	(20,011,906)	(13,610,588)	(33,622,493)	(69,836,313)	(243,404)	(70,079,717)
2nd Lien Principal Payments	(9,800,387)	-	(9,800,387)	(30,268,836)	-	(30,268,836)
Junior Lien Principal Payments	(1,504,584)	-	(1,504,584)	(18,165,071)	(2,463,628)	(20,628,700)
New DWSDR Borrowings	56,700,000	17,000,000	73,700,000			
WRAP Payments	(402,496)	(209,298)	(611,794)	(877,280)	(456,186)	(1,333,466)
B-Note Payment	(471,096)	(235,548)	(706,644)	(4,596,522)	(2,298,261)	(6,894,783)
Budget Stablization Requirements	(249,676)	(124,838)	(374,514)	(1,689,333)	(844,667)	(2,534,000)
Total Wholesale Rate Charges	$ 24,259,855	$ 2,819,728	$ 27,079,583	$ (125,433,356)	$ (6,306,146)	$ (131,739,502)
Total Increase / (Decrease) In Cash Balanaces	$ 59,572,429	$ (36,883,930)	$ 22,688,499	$ 12,870,746	$ (23,064,295)	$ (10,193,549)
Ending Cash	**$ 85,475,845**	**48,591,915**	**48,591,915**	**$ 34,195,154**	**11,130,859**	**11,130,859**

Summary financial metrics

DETROIT WATER & SEWER DEPARTMENT
SUMMARY FINANCIAL METRICS

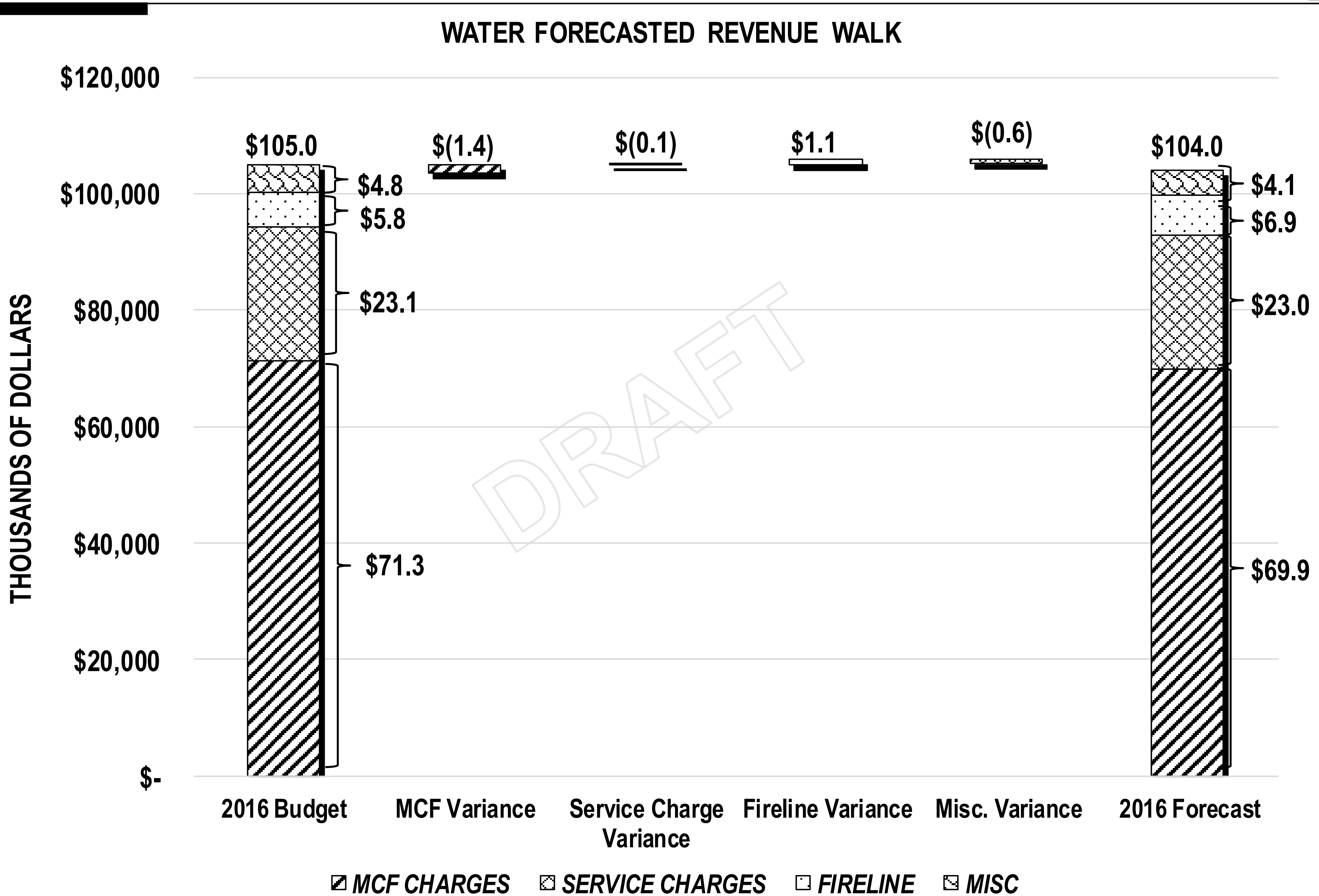
MONTHLY

		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	293,333	295,664	256,295	236,190	219,589	230,044	235,505	226,599	250,079	229,440	267,526	293,735
	Actual	286,452	294,876	260,282	224,211	213,455	233,948	222,510	208,478				
	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	178.00	195.99				
	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	39.01				
	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%	76.58%				
	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%	63.04%				
	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%	87.71%				
	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%	90.87%				
	Status												
HEADCOUNT	Budget	488	488	488	488	488	488	488	488	488	488	488	488
	Actual	450	463	463	463	455	455	447	448				
	Status												
O&M COSTS	Budget	7,017,051	7,036,854	6,728,671	6,558,375	6,423,221	6,512,921	6,553,946	6,466,262	6,674,088	6,495,040	6,812,286	7,044,454
	Actual	4,765,394	7,503,394	5,008,219	6,541,562	7,669,199	4,798,510	4,798,510	4,798,510				
	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	113.54				
	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	147.70				
	Status												

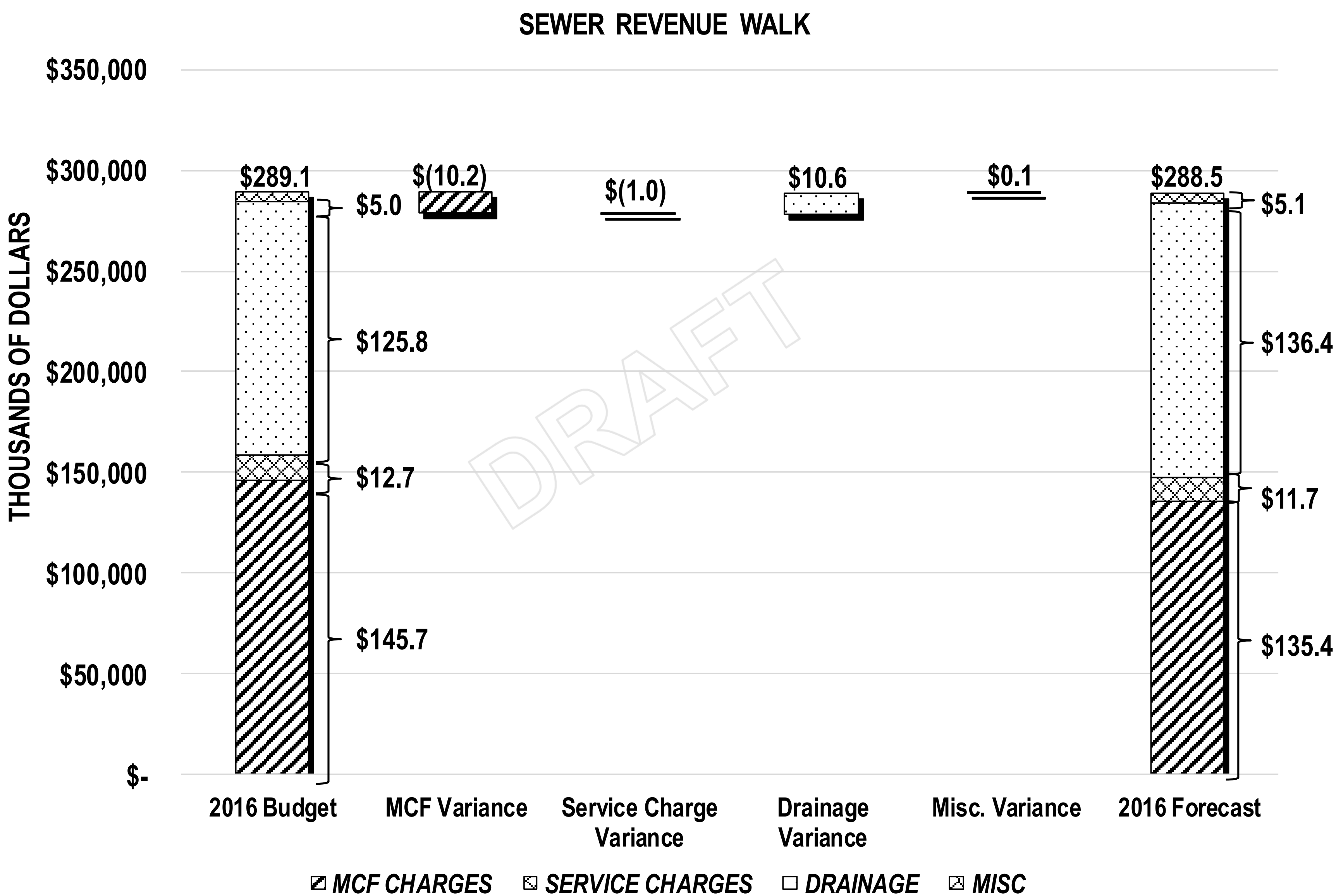
ANNUAL

	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	2,974,225	
COMMODITY VOLUME (SEWER)	2,800,000	2,602,706	
O&M COSTS (MILLION)	$ 148.0	$ 146.1	

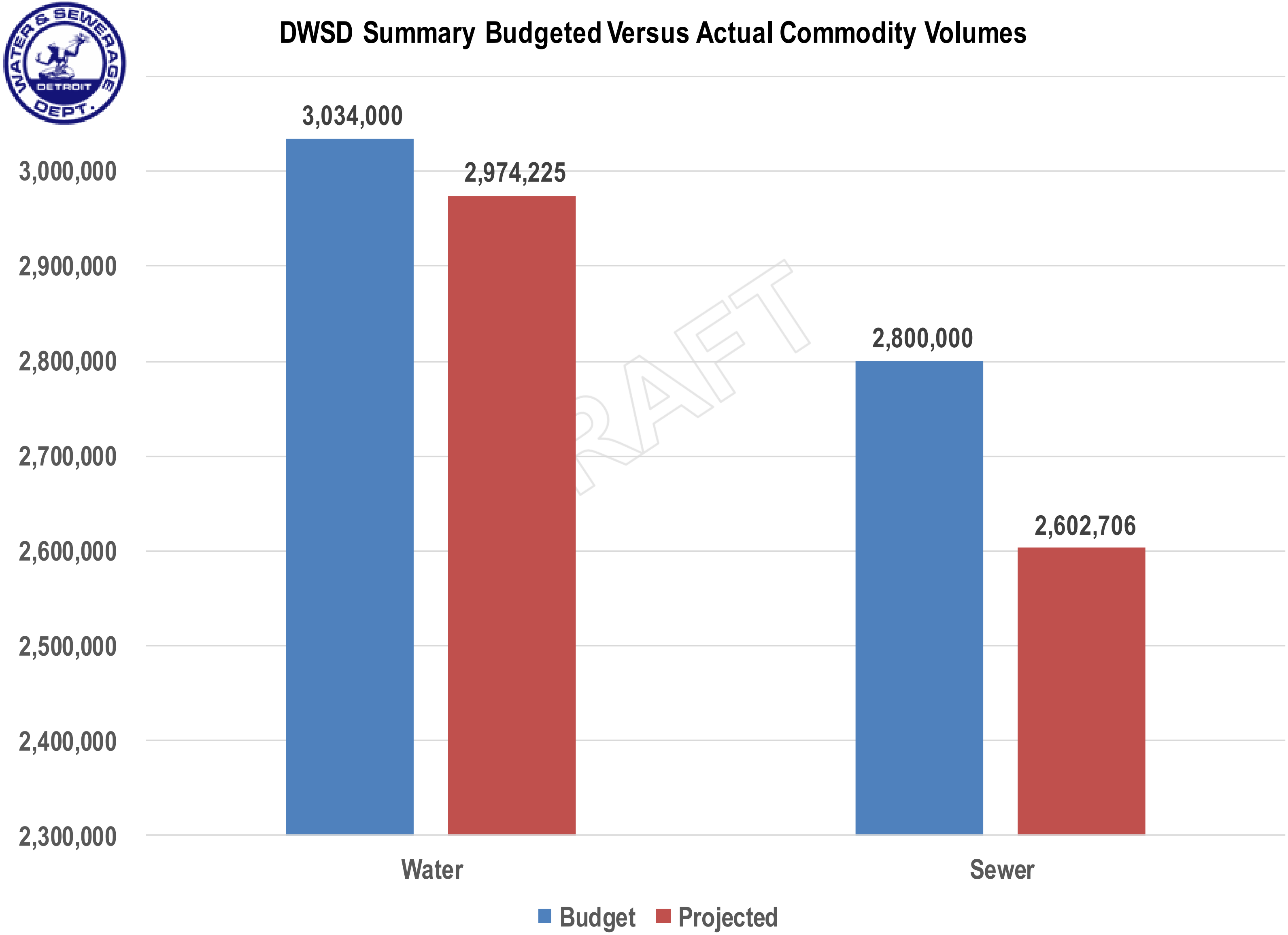
Water MCF volumes have turned lower offset in part by improvements in fire line



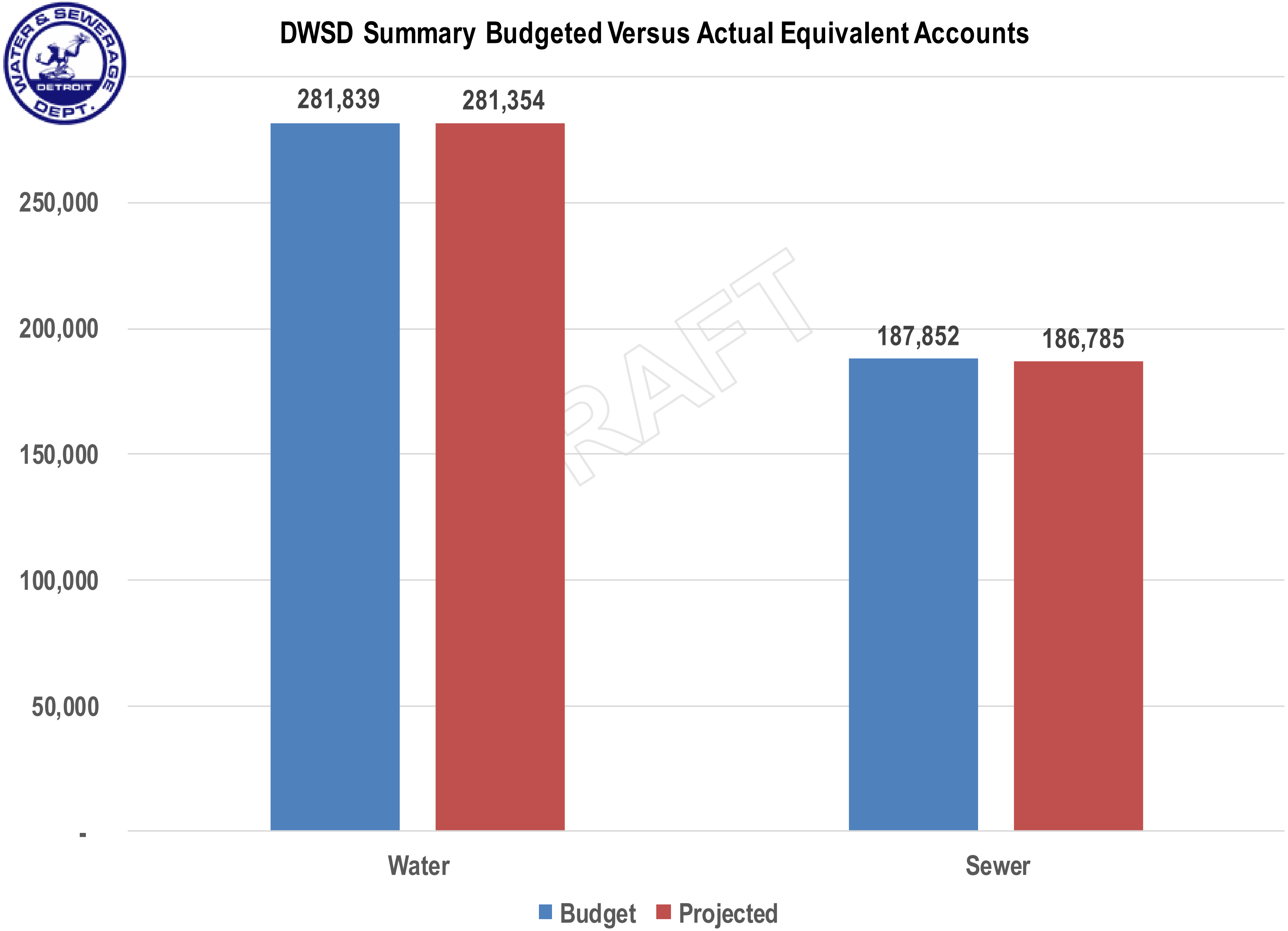
Sewer MCF volumes are tracking 7.0% lower than plan; however, this is offset by higher drainage charges from new customers



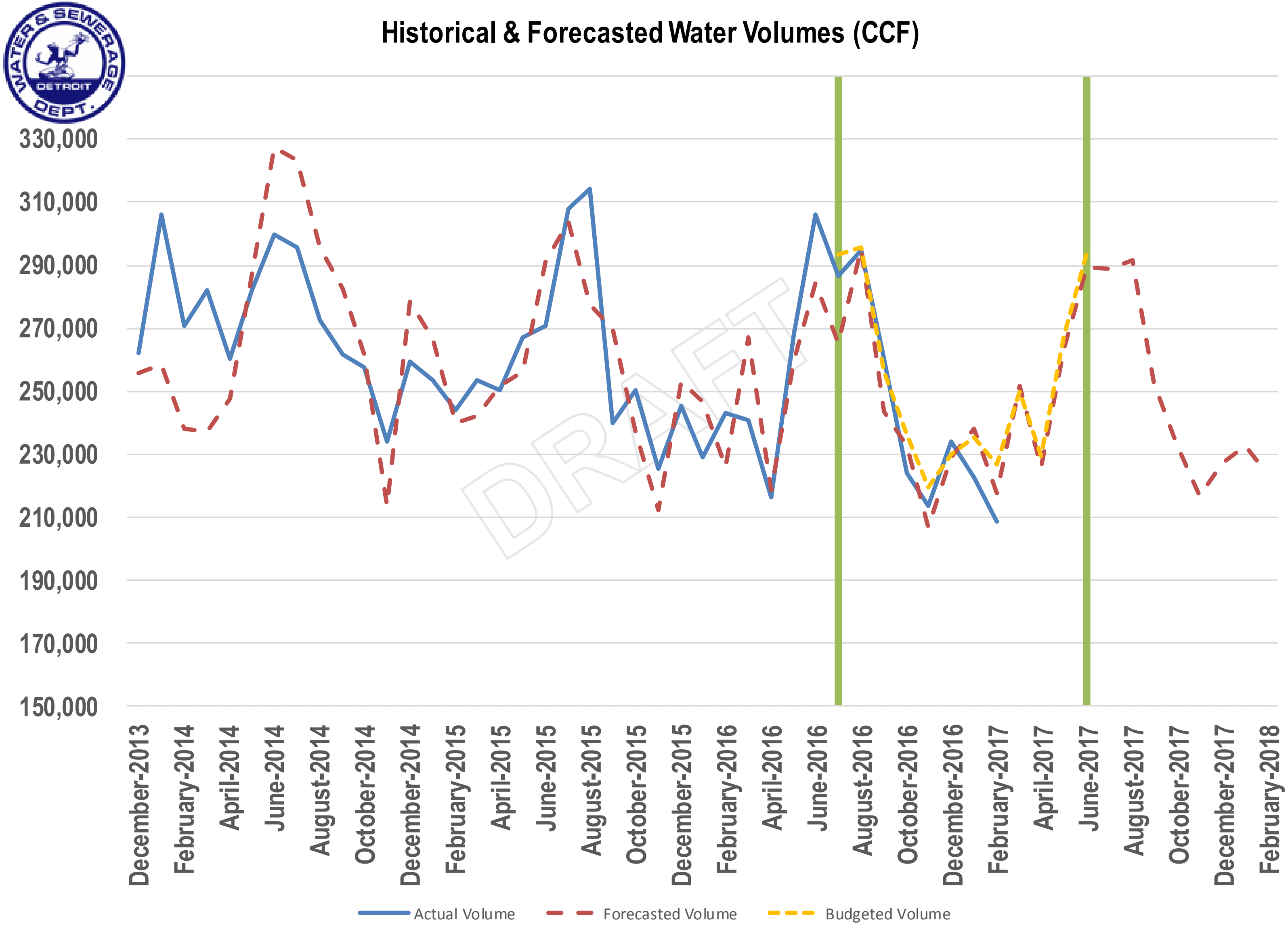
Forecasted water volumes outperform budget; projected sewer volumes underperform budget



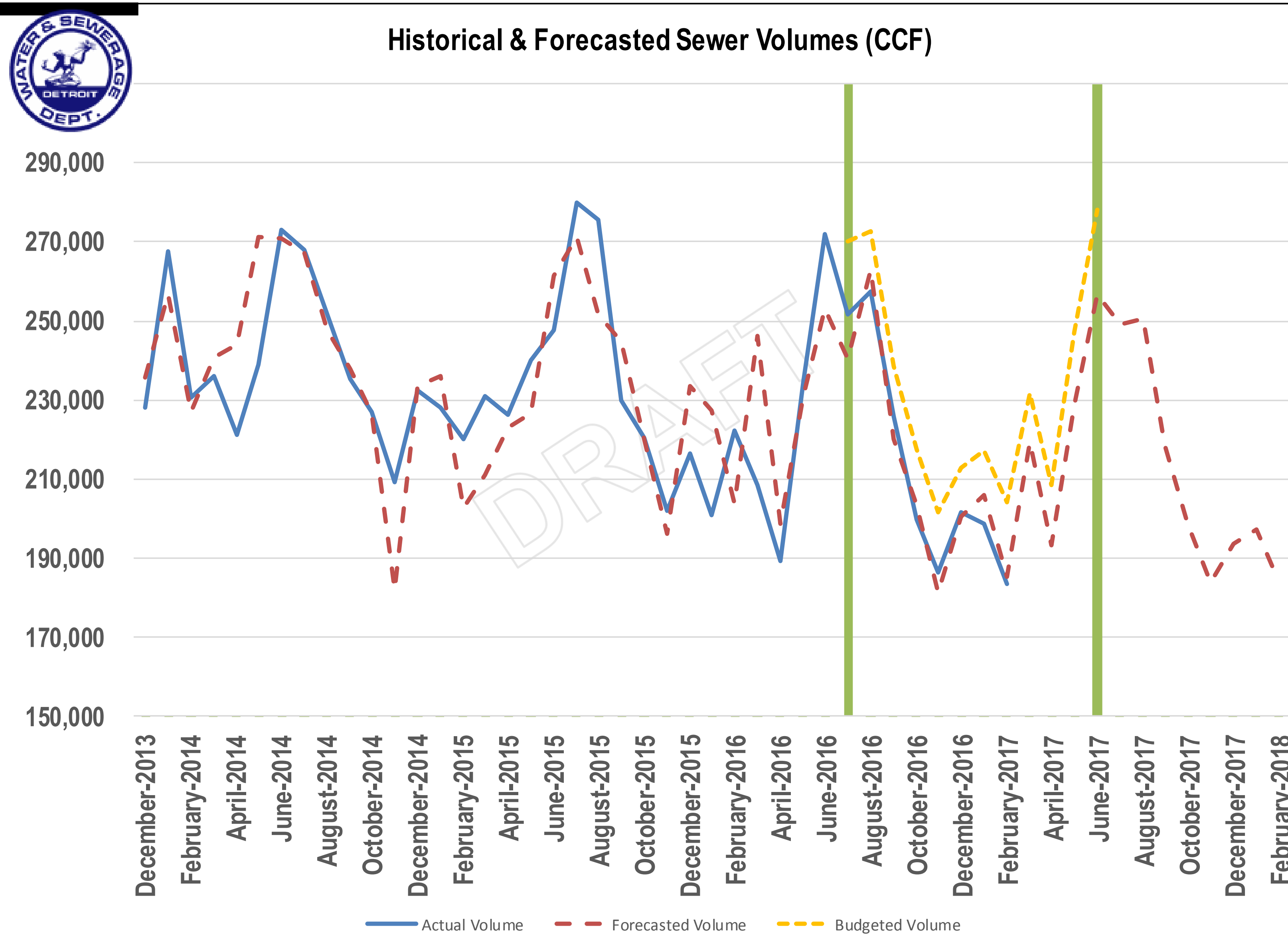
Account creation lags slightly behind budget for both Water and Sewer



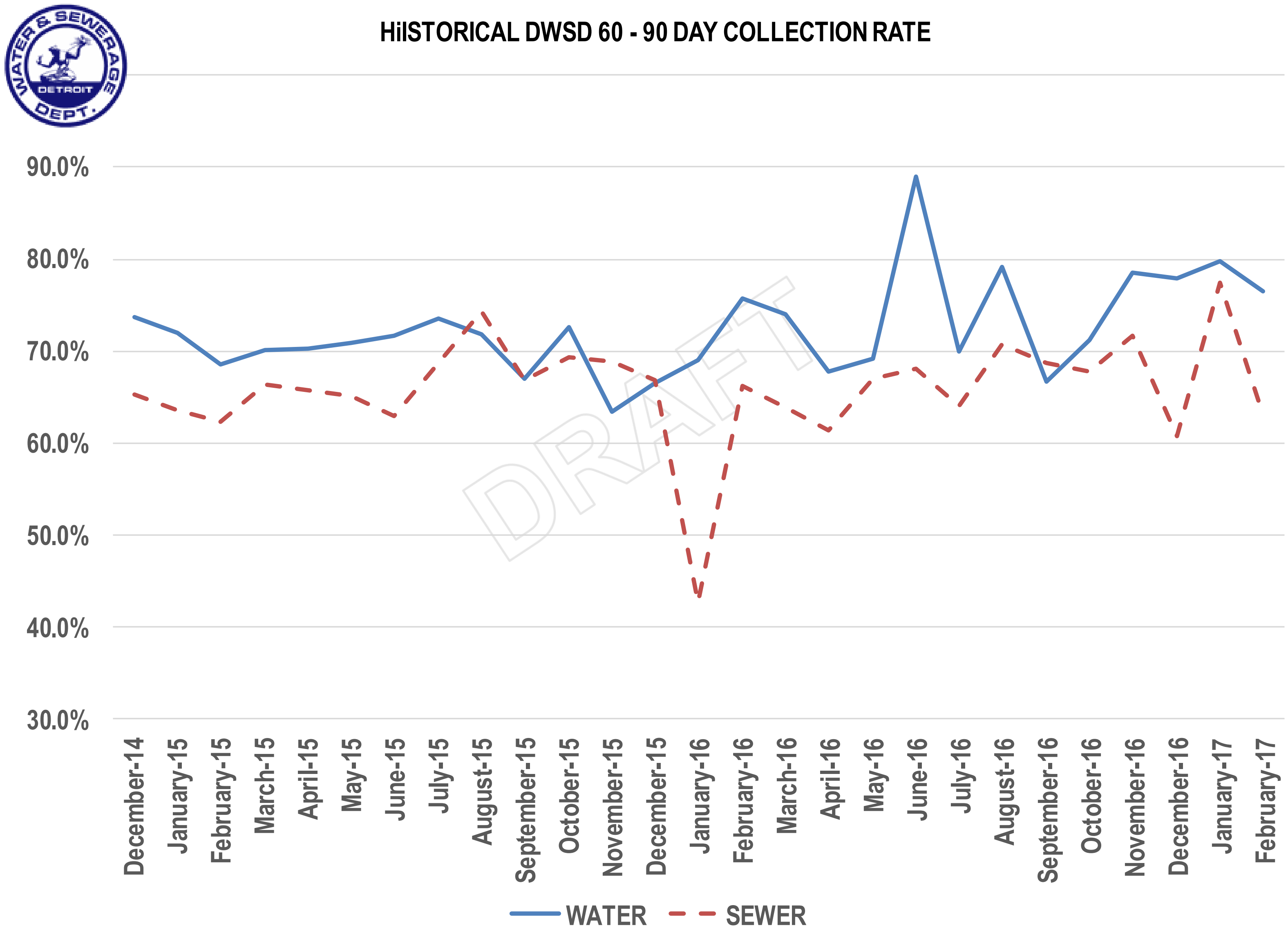
Water volumes continue to track to budget



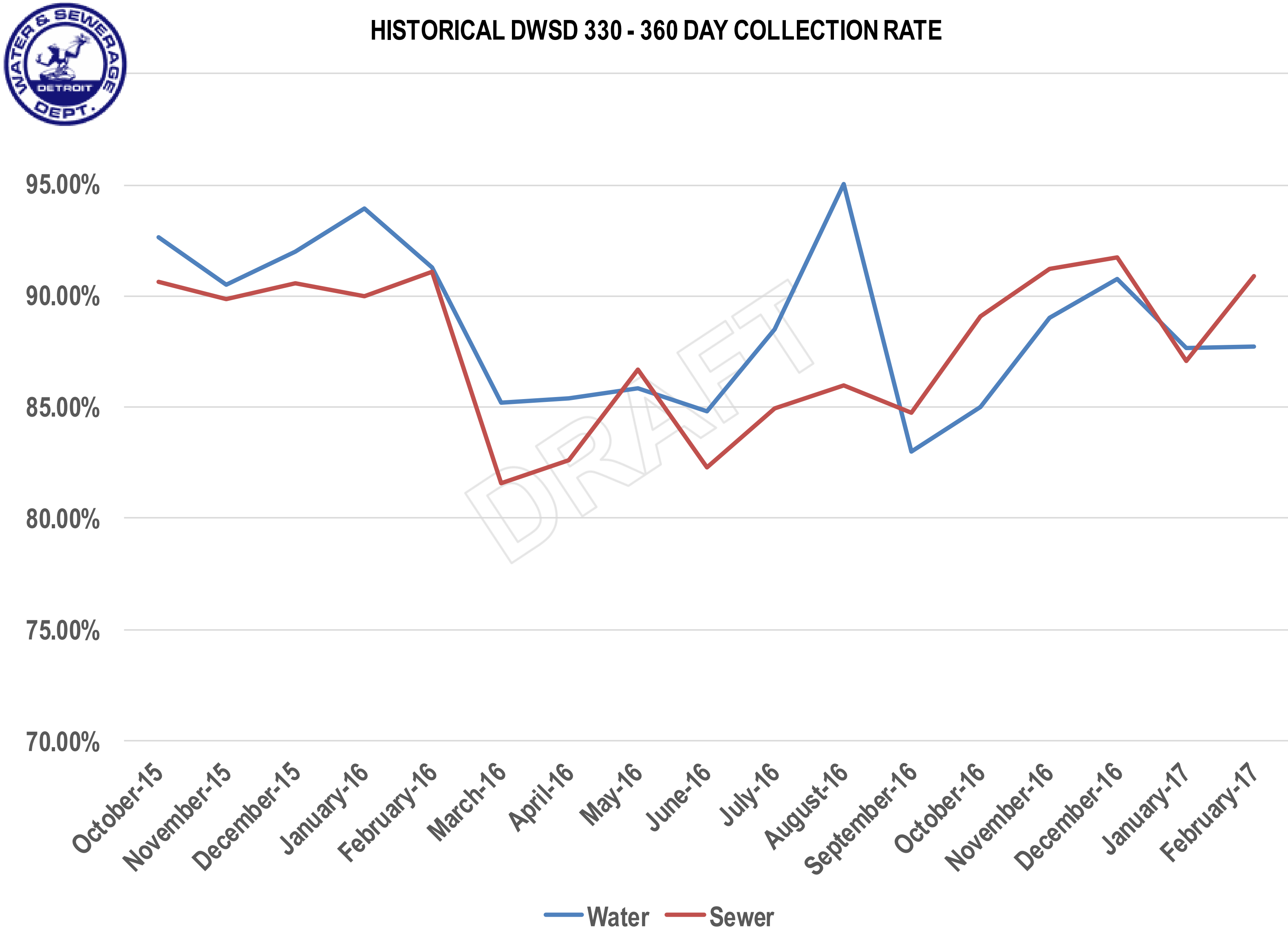
Sewer volumes are continue to project lower than budget; albeit there was a slight improvement in September versus August



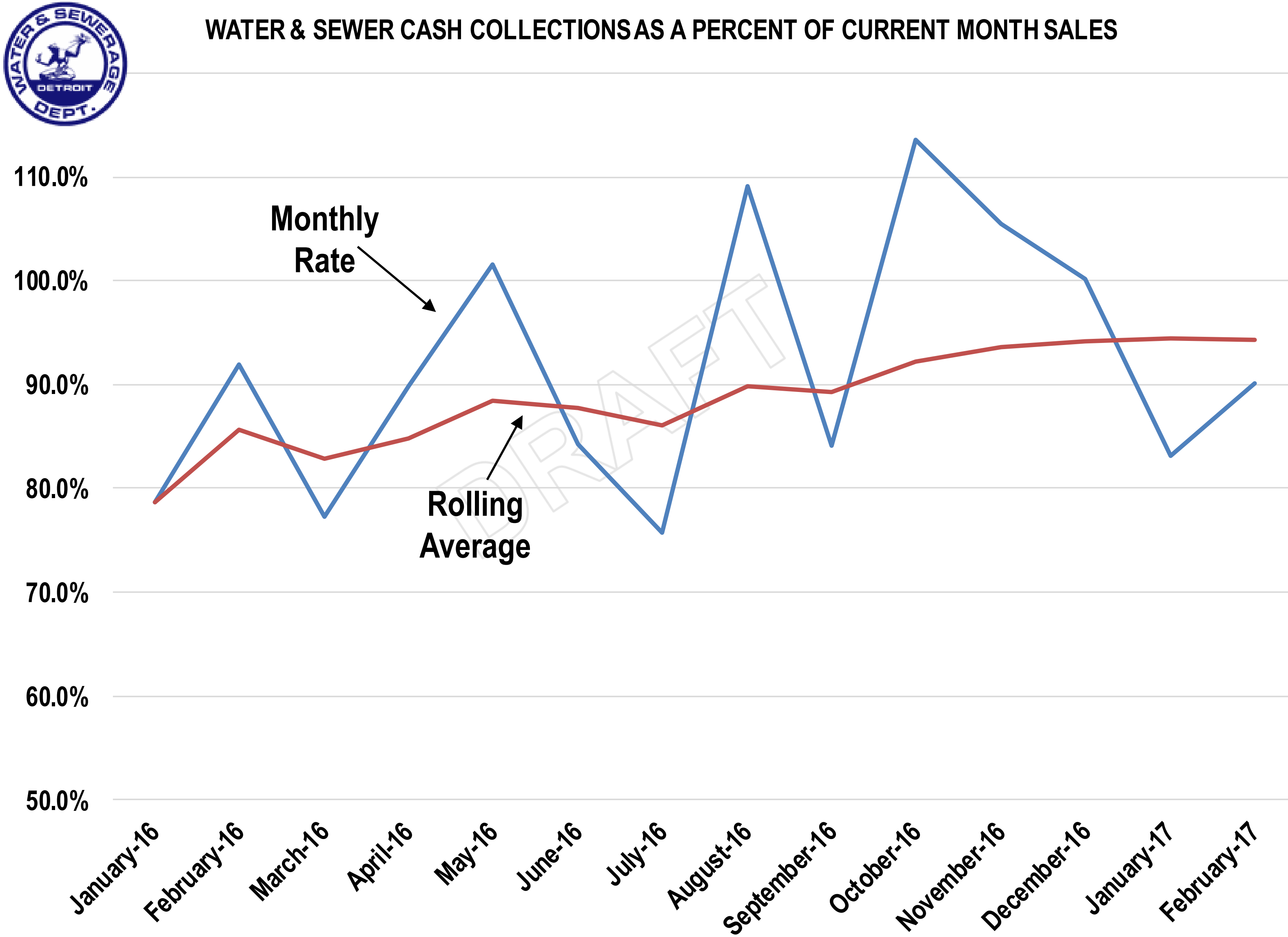
The 3-month collection rate increased slightly in October vis-à-vis September



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



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



APPENDIX – SELECTED RECEIVABLES REPORTS

Detroit Water and Sewerage Department

Retail Delinquency Report by Sales Class

Water and Sewer Combined

60 Days Days Past Due

Sales Class	Sales Class Description	Total Number of Accounts	Total Balance	Total Number of Accounts Past Due	Total Past Due	Average Amount Past Due
1	City Residential	284,903	105,092,198.23	101,658	85,357,057.35	839.65
2	Suburban Residential	235	82,752.13	82	70,506.53	859.84
3	City Commercial	23,182	25,293,534.26	10,965	17,403,756.72	1,587.21
4	Suburban Commercial	21	11,052.36	8	8,692.87	1,086.61
5	City Industrial	4,244	13,659,800.38	1,972	9,023,157.52	4,575.64
6	Suburban Industrial	16	245,572.66	2	4,991.83	2,495.92
7	City Municipal	3,220	6,134,835.04	2,333	4,805,155.36	2,059.65
9	City Schools	487	2,928,464.95	55	1,174,623.11	21,356.78
11	City Housing	61	90,085.83	5	90,060.21	18,012.04
13	Firelines Industr	218	933,683.25	36	547,457.27	15,207.15
15	City Firelines Comm	1,767	1,919,018.89	216	1,253,600.04	5,803.70

Detroit Water and Sewerage Department

Aging Balances as of Apr 5, 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	-39,852.12	520,124.48	80,253.08	59,658.85	39,618.77	37,550.03	47,966.69	266,083.67	1,011,403.45
CHURCHES	-24,639.20	37,682.16	13,142.29	8,607.83	6,560.99	5,388.62	6,157.08	225,457.57	278,357.34
CITY OF DET BANKRUPTCY	-13,527.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-13,527.98
COMMERCIAL	-420,644.48	878,218.61	206,865.78	127,777.46	519,874.88	63,364.94	62,246.64	836,512.34	2,274,216.17
DET PUB SCHOOLS- LEASED	0.00	164.54	164.54	0.00	0.00	0.00	0.00	0.00	329.08
DET PUBLIC SCHOOLS-EAA	-112.00	18,046.74	6,325.49	0.00	0.00	0.00	0.00	0.00	24,260.23
DETROIT PUBLIC SCHOOLS	-2,424.39	107,741.07	11,058.63	4,186.55	3,825.11	4,200.65	5,801.00	102,988.76	237,377.38
DWSD FORECLOSURE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40.00	40.00
FEDERAL GOVERNMENT	-15,096.86	12,611.30	5,037.97	3,240.84	736.92	574.37	0.00	939.87	8,044.41
FIRELINES COMMERCIAL	-1,023,902.75	118,439.56	48,944.82	39,659.89	32,765.60	30,889.56	31,678.27	570,525.20	-150,999.85
FIRELINES INDUSTRIAL	-170,875.52	37,666.06	28,218.62	21,663.97	17,686.90	18,212.94	27,288.11	485,480.95	465,342.03
HOUSING COMMISSION	0.00	48,584.58	42,141.26	10,032.75	33,596.16	2,738.00	0.00	130,443.08	267,535.83
INDUSTRIAL	-351,845.93	971,939.54	220,414.98	150,323.72	18,226.92	6,366.99	6,024.99	47,999.03	1,069,450.24
MEDICAL	-292.19	29,480.65	11,375.33	11,137.57	10,989.42	7,846.56	11,822.73	86,542.91	168,902.98
MUNICIPAL	-375,676.64	2,581,748.93	293,969.70	31,148.84	78,136.17	100,572.80	89,566.28	419,575.19	3,219,041.27
PLANNING & DEVELOPMENT	-9,337.55	3,722.49	3,837.52	2,678.54	2,543.63	2,493.74	2,532.12	111,603.20	120,073.69
RESIDENTIAL	-1,370,635.67	2,850,013.20	1,425,219.32	1,094,502.43	863,573.02	774,314.62	806,171.65	24,401,908.96	30,845,067.53
SCHOOLS	-10,782.21	18,830.85	3,530.40	1,987.81	1,586.04	1,414.70	1,569.80	36,851.69	54,989.08
STATE OF MICHIGAN	-3,001.49	19,650.20	39,479.24	30,373.58	12,747.19	7,784.91	9,181.37	350,416.43	466,631.43
STORM ONLY COMMERCIAL	-24,468.58	40.00	46.13	31.50	0.00	0.00	0.00	0.00	-24,350.95
STORM ONLY EXEMPT	-8,016.08	66.00	0.00	0.00	0.00	0.00	0.00	40.00	-7,910.08
STORM ONLY INDUSTRIAL	-12,009.97	0.00	442.00	0.00	0.00	0.00	0.00	0.00	-11,567.97
STORM ONLY OTHER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
STORM ONLY RESIDENTIAL	-11,176.78	0.00	42.00	82.00	0.00	40.00	0.00	40.00	-10,972.78
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 Apr 5, 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	-218,830.19	1,268,926.81	206,542.53	160,245.86	108,688.08	103,767.61	150,159.34	716,230.15	2,495,730.19
DETROIT PUBLIC SCHOOLS	0.00	447,270.78	429,330.21	23,370.12	22,599.69	23,396.12	26,943.88	331,856.93	1,304,767.73
STORM ONLY RESIDENTIAL	-2,696.37	9,211.42	276,119.34	130,935.08	6,549.58	119,057.38	108,962.73	0.00	648,139.16
SCHOOLS	-27,233.04	121,005.58	22,145.30	13,248.76	11,691.36	11,457.12	14,994.32	470,848.23	638,157.63
INDUSTRIAL	-201,421.33	2,531,905.53	687,890.04	2,088,769.50	1,693,834.83	440,297.23	580,306.60	3,251,357.14	11,072,939.54
STORM ONLY EXEMPT	0.00	618,009.38	1,976,098.22	1,188,317.48	404,976.62	1,112,682.82	718,018.16	0.00	6,018,102.68
FEDERAL GOVERNMENT	-6,026.88	29,497.73	17,650.39	10,281.64	5,870.86	5,087.03	1,914.12	63,139.84	127,414.73
COMMERCIAL	-234,456.35	3,717,088.90	1,480,242.65	1,666,709.88	1,903,628.31	756,832.02	948,510.35	7,709,383.03	17,947,938.79
WATER FOUNTAINS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CITY OF DET BANKRUPTCY	-6,939.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-6,939.99
PLANNING & DEVELOPMENT	-976.16	26,243.82	22,821.12	17,583.64	15,419.63	21,805.41	21,683.06	815,354.19	939,934.71
FIRELINES INDUSTRIAL	-2,751.86	4,053.03	85.30	49.93	67.88	99.35	68.38	17,489.54	19,161.55
HOUSING COMMISSION	0.00	114,556.05	103,189.57	50,738.15	77,834.86	4,834.68	326.32	709,142.80	1,060,622.43
STATE OF MICHIGAN	0.00	158,561.42	206,351.78	185,523.51	124,090.79	36,524.20	39,872.86	1,165,429.87	1,916,354.43
UNKNOWN AT CONVERSION	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MEDICAL	-758.02	67,500.00	22,233.90	28,517.71	21,343.09	13,927.78	20,302.82	159,640.38	332,707.66
STORM ONLY INDUSTRIAL	-107.33	674,503.68	1,103,537.95	504,349.35	8,577.76	467,680.69	443,310.04	0.00	3,201,852.14
STORM ONLY COMMERCIAL	-989.87	43,661.71	639,444.97	295,908.40	10,424.71	273,527.83	256,623.14	0.00	1,518,600.89
WAYNE COUNTY	0.00	58,632.59	7,273.28	73.25	21.12	0.00	0.00	0.00	66,000.24
DET PUB SCHOOLS- LEASED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
RESIDENTIAL	-383,162.70	8,257,696.84	3,492,521.22	2,623,934.23	1,867,313.94	1,689,228.22	1,888,757.27	48,919,373.31	68,355,662.33
STORM ONLY OTHER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
FIRELINES COMMERCIAL	-2,879.77	33,680.30	11,179.53	13,317.01	10,389.70	10,199.62	14,025.47	233,767.23	323,679.09
CHURCHES	-50,363.83	183,056.14	366,264.15	202,994.23	42,267.12	179,695.79	180,917.10	955,893.38	2,060,724.08

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	1,077	661,596.36	663	701,726.96	1,058.41
2	Suburban Residential	0	0.00	0	0.00	0
3	City Commercial	23	69,302.49	12	71,723.45	5,976.95
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	6,855.87	1	6,474.75	6,474.75
13	Firelines Industr	0	0.00	0	0.00	0
15	City Firelines Comm	1	461.56	1	122.32	122.32
45	Unknow n	0	0.00	0	0.00	0
46	Unknow n	11	-11,497.54	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	18,863	12,868,030.49	18,502	10,096,122.07	545.68
2	Suburban Residential	5	2,043.81	5	1,619.71	323.94
3	City Commercial	348	835,856.25	341	673,565.35	1,975.26
5	City Industrial	30	274,427.61	30	244,808.55	8,160.29
9	City Schools	2	82,444.86	1	1,497.31	1,497.31
11	City Housing	1	109.55	1	83.93	83.93
13	Firelines Industr	2	5,332.71	2	3,362.36	1,681.18
15	City Firelines Comm	18	152,234.50	15	129,288.06	8,619.20
46	Unknow n	37	55,762.34	37	35,555.55	960.96
47	Unknow n	48	96,518.78	46	73,502.15	1,597.87

Detroit Water and Sewerage Department

Retail Delinquency Report by Sales Class

Water and Sewer Combined

60 Days Days Past Due

Accounts Billed between Mar 1, 2017 and Apr 5, 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	171,099	53,965,434.95	57,962	33,811,875.69	583.3
2	Suburban Residential	205	66,583.42	69	54,384.72	788.1
3	City Commercial	20,565	23,233,356.78	9,974	15,056,301.56	1,509.5
4	Suburban Commercial	15	11,068.76	8	8,692.87	1,086.6
5	City Industrial	3,684	11,940,609.89	1,752	7,275,626.84	4,152.7
6	Suburban Industrial	13	246,845.28	2	4,991.83	2,495.9
7	City Municipal	3,092	5,938,070.77	2,322	4,213,077.12	1,814.4
9	City Schools	393	2,759,910.47	43	1,097,873.11	25,531.9
11	City Housing	47	109.55	1	83.93	83.9
13	Firelines Industr	162	590,999.89	28	362,283.50	12,938.7
15	City Firelines Comm	1,489	1,930,289.15	189	1,173,092.25	6,206.8
21	City Commercial IWC	5	706.89	0	0.00	
45	Unknow n	243	115,611.42	13	53,599.22	4,123.0

Detroit Water and Sewerage Department

City of Detroit Accounts - Water

Aging Account Balances as of April 5, 2017 - Summary

Customer Name	Total Balance Due	Current	> 30 Days	> 60 Days	> 90 Days	> 120 Days	> 150 Days	> 180 Days
36TH DISTRICT COURT	(151.04)	(151.04)	0.00	0.00	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC	137.40	137.40	0.00	0.00	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT	3,968.86	3,968.86	0.00	0.00	0.00	0.00	0.00	0.00
DWSD	393,033.15	6,602.78	15,191.53	8,376.00	46,658.14	69,296.76	73,239.98	173,667.96
ELECTIONS COMMISSION	40.56	40.56	0.00	0.00	0.00	0.00	0.00	0.00
FIRE DEPARTMENT	182,261.84	5,048.89	0.00	0.00	0.00	0.00	0.00	177,212.95
GENERAL SERVICES DEPARTMENT	28,180.29	4,714.95	4,639.75	4,831.54	4,599.80	4,858.30	4,535.95	0.00
GREAT LAKES WATER AUTHORITY	2,725,183.23	2,493,475.35	231,707.88	0.00	0.00	0.00	0.00	0.00
HEALTH DEPARTMENT	48,452.80	886.04	890.74	721.53	857.84	900.14	930.69	43,265.82
INSTITUTE OF ARTS	5,419.02	5,419.02	0.00	0.00	0.00	0.00	0.00	0.00
JAMES P CADARIU	632.34	97.57	109.32	116.37	97.57	0.00	102.27	109.24
MARIA LINDA ADAMS-LAWTON	2,113.96	200.29	204.99	226.14	209.69	209.69	169.74	893.42
MUNICIPAL PARKING	8,526.17	4,257.21	4,268.96	0.00	0.00	0.00	0.00	0.00
PLANNING & DEVELOPMENT DEPT-DPS	39,578.74	5,502.44	5,065.80	0.00	4,927.15	4,708.60	4,750.90	14,623.85
POLICE DEPARTMENT	10,994.58	7,583.77	3,410.81	0.00	0.00	0.00	0.00	0.00
PUBLIC LIBRARY	9,914.98	2,194.77	2,161.87	2,206.52	2,373.37	978.45	0.00	0.00
PUBLIC LIGHTING	1,217.26	1,217.26	0.00	0.00	0.00	0.00	0.00	0.00
PUBLIC WORKS	(321,580.53)	(368,664.53)	16,199.07	4,109.96	5,432.55	6,118.75	5,836.75	9,386.92
RECREATION	13,290.87	14,018.10	0.00	(1,112.26)	0.00	0.00	0.00	385.03

Detroit Water and Sewerage Department

City of Detroit Accounts - Sewer

Aging Account Balances as of April 5, 2017 - Summary

Customer Name	Total Balance Due	Current	> 30 Days	> 60 Days	> 90 Days	> 120 Days	> 150 Days	> 180 Days
36TH DISTRICT COURT	186.33	118.62	67.71	0.00	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC	790.93	330.54	361.76	98.63	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT	409,006.01	85,623.00	323,383.01	0.00	0.00	0.00	0.00	0.00
DWSD	928,089.58	12,688.24	19,403.49	18,386.77	103,373.94	154,522.41	180,954.85	438,759.88
ELECTIONS COMMISSION	19,375.18	6,445.80	5,988.02	5,800.75	1,140.61	0.00	0.00	0.00
FIRE DEPARTMENT	428,980.23	16,705.74	16,591.25	11,250.29	0.00	0.00	0.00	384,432.95
GENERAL SERVICES DEPARTMENT	53,364.26	8,000.32	7,833.86	8,387.46	7,497.91	8,070.14	13,574.57	0.00
GREAT LAKES WATER AUTHORITY	3,447,231.66	3,322,293.26	111,068.14	1,175.96	1,175.96	1,175.96	1,175.96	9,166.42
HEALTH DEPARTMENT	214,247.47	840.19	850.60	777.77	777.76	871.40	6,537.23	203,592.52
INSTITUTE OF ARTS	11,266.45	11,266.45	0.00	0.00	0.00	0.00	0.00	0.00
JAMES P CADARIU	1,356.76	146.07	172.08	187.69	146.07	0.00	156.48	548.37
MARIA LINDA ADAMS-LAWTON	5,545.43	328.14	338.55	385.37	348.95	348.95	668.43	3,127.04
MUNICIPAL PARKING	19,695.78	5,734.56	5,760.58	5,698.65	2,501.99	0.00	0.00	0.00
PLANNING & DEVELOPMENT DEPT-DPS	660,149.02	65,659.12	61,621.57	59,908.84	56,773.64	60,573.90	90,075.46	265,536.49
POLICE DEPARTMENT	123,164.55	20,966.53	21,844.66	17,816.81	18,027.66	18,077.31	25,067.75	1,363.83
PUBLIC LIBRARY	32,254.67	7,484.23	7,178.91	7,277.76	7,647.09	2,666.68	0.00	0.00
PUBLIC LIGHTING	64,161.87	21,986.28	22,183.96	19,991.63	0.00	0.00	0.00	0.00
PUBLIC WORKS	255,347.02	10,833.99	69,174.00	20,567.52	18,881.99	20,400.95	44,883.69	70,604.88
RECREATION	1,063,900.99	289,502.45	274,032.65	272,208.88	226,025.11	0.00	0.00	2,131.90

Detroit Water and Sewerage Department

City of Detroit Accounts - Water

Aging Account Balances as of April 5, 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	101,292.301	(151.04)	(151.04)	0.00	0.00	0.00	0.00	0.00	0.00
36TH DISTRICT COURT - Total		**(151.04)**	**(151.04)**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
CITY OF DETROIT - CAYMC	301,068.301	137.40	137.40	0.00	0.00	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC - Total		**137.40**	**137.40**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
DETROIT CITY AIRPORT	9,990,002.301	3,968.86	3,968.86	0.00	0.00	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT - Total		**3,968.86**	**3,968.86**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
DWSD	9,990,047.300	393,033.15	6,602.78	15,191.53	8,376.00	46,658.14	69,296.76	73,239.98	173,667.96
DWSD - Total		**393,033.15**	**6,602.78**	**15,191.53**	**8,376.00**	**46,658.14**	**69,296.76**	**73,239.98**	**173,667.96**
ELECTIONS COMMISSION	101,272.301	40.56	40.56	0.00	0.00	0.00	0.00	0.00	0.00
ELECTIONS COMMISSION - Total		**40.56**	**40.56**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
FIRE DEPARTMENT	63,003.303	177,212.95	0.00	0.00	0.00	0.00	0.00	0.00	177,212.95
	9,990,027.301	5,048.89	5,048.89	0.00	0.00	0.00	0.00	0.00	0.00
FIRE DEPARTMENT - Total		**182,261.84**	**5,048.89**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**177,212.95**
GENERAL SERVICES DEPARTMENT	9,990,015.301	28,180.29	4,714.95	4,639.75	4,831.54	4,599.80	4,858.30	4,535.95	0.00
GENERAL SERVICES DEPARTMENT - Total		**28,180.29**	**4,714.95**	**4,639.75**	**4,831.54**	**4,599.80**	**4,858.30**	**4,535.95**	**0.00**
GREAT LAKES WATER AUTHORITY	401,299.300	2,089,225.74	2,089,225.74	0.00	0.00	0.00	0.00	0.00	0.00
	9,990,046.300	635,957.49	404,249.61	231,707.88	0.00	0.00	0.00	0.00	0.00
GREAT LAKES WATER AUTHORITY - Total		**2,725,183.23**	**2,493,475.35**	**231,707.88**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
HEALTH DEPARTMENT	9,990,007.301	48,452.80	886.04	890.74	721.53	857.84	900.14	930.69	43,265.82
HEALTH DEPARTMENT - Total		**48,452.80**	**886.04**	**890.74**	**721.53**	**857.84**	**900.14**	**930.69**	**43,265.82**
INSTITUTE OF ARTS	601,993.301	34.12	34.12	0.00	0.00	0.00	0.00	0.00	0.00
	9,990,013.301	5,384.90	5,384.90	0.00	0.00	0.00	0.00	0.00	0.00
INSTITUTE OF ARTS - Total		**5,419.02**	**5,419.02**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
JAMES P CADARIU	3,901,292.302	632.34	97.57	109.32	116.37	97.57	0.00	102.27	109.24
JAMES P CADARIU - Total		**632.34**	**97.57**	**109.32**	**116.37**	**97.57**	**0.00**	**102.27**	**109.24**
MARIA LINDA ADAMS-LAWTON	1,902,764.302	2,113.96	200.29	204.99	226.14	209.69	209.69	169.74	893.42
MARIA LINDA ADAMS-LAWTON - Total		**2,113.96**	**200.29**	**204.99**	**226.14**	**209.69**	**209.69**	**169.74**	**893.42**
MUNICIPAL PARKING	9,990,018.301	8,526.17	4,257.21	4,268.96	0.00	0.00	0.00	0.00	0.00
MUNICIPAL PARKING - Total		**8,526.17**	**4,257.21**	**4,268.96**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
PLANNING & DEVELOPMENT DEPT-DPS	9,990,045.300	39,578.74	5,502.44	5,065.80	0.00	4,927.15	4,708.60	4,750.90	14,623.85
PLANNING & DEVELOPMENT DEPT-DPS - Total		**39,578.74**	**5,502.44**	**5,065.80**	**0.00**	**4,927.15**	**4,708.60**	**4,750.90**	**14,623.85**
POLICE DEPARTMENT	9,990,012.301	10,994.58	7,583.77	3,410.81	0.00	0.00	0.00	0.00	0.00
POLICE DEPARTMENT - Total		**10,994.58**	**7,583.77**	**3,410.81**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
PUBLIC LIBRARY	9,990,005.301	9,914.98	2,194.77	2,161.87	2,206.52	2,373.37	978.45	0.00	0.00
PUBLIC LIBRARY - Total		**9,914.98**	**2,194.77**	**2,161.87**	**2,206.52**	**2,373.37**	**978.45**	**0.00**	**0.00**
PUBLIC LIGHTING	9,990,006.301	1,217.26	1,217.26	0.00	0.00	0.00	0.00	0.00	0.00
PUBLIC LIGHTING - Total		**1,217.26**	**1,217.26**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
PUBLIC WORKS	63,004.303	(374,247.40)	(374,247.40)	0.00	0.00	0.00	0.00	0.00	0.00
	9,990,008.301	52,666.87	5,582.87	16,199.07	4,109.96	5,432.55	6,118.75	5,836.75	9,386.92
PUBLIC WORKS - Total		**(321,580.53)**	**(368,664.53)**	**16,199.07**	**4,109.96**	**5,432.55**	**6,118.75**	**5,836.75**	**9,386.92**
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)	0.00	0.00	(828.10)	0.00	0.00	0.00	0.00
	301,143.300	(284.16)	0.00	0.00	(284.16)	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	14,018.10	14,018.10	0.00	0.00	0.00	0.00	0.00	0.00
RECREATION - Total		**13,290.87**	**14,018.10**	**0.00**	**(1,112.26)**	**0.00**	**0.00**	**0.00**	**385.03**
RECREATION (2)	63,002.301	(135.94)	0.00	0.00	0.00	0.00	0.00	0.00	(135.94)
	9,990,014.301	11,100.12	11,100.12	0.00	0.00	0.00	0.00	0.00	0.00

Detroit Water and Sewerage Department

City of Detroit Accounts - Sewer

Aging Account Balances as of April 5, 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	186.33	118.62	67.71	0.00	0.00	0.00	0.00	0.00
36TH DISTRICT COURT - Total		**186.33**	**118.62**	**67.71**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
CITY OF DETROIT - CAYMC	301,068.401	790.93	330.54	361.76	98.63	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC - Total		**790.93**	**330.54**	**361.76**	**98.63**	**0.00**	**0.00**	**0.00**	**0.00**
DETROIT CITY AIRPORT	9,990,002.401	409,006.01	85,623.00	323,383.01	0.00	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT - Total		**409,006.01**	**85,623.00**	**323,383.01**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
DWSD	9,990,047.400	928,089.58	12,688.24	19,403.49	18,386.77	103,373.94	154,522.41	180,954.85	438,759.88
DWSD - Total		**928,089.58**	**12,688.24**	**19,403.49**	**18,386.77**	**103,373.94**	**154,522.41**	**180,954.85**	**438,759.88**
ELECTIONS COMMISSION	101,272.401	19,375.18	6,445.80	5,988.02	5,800.75	1,140.61	0.00	0.00	0.00
ELECTIONS COMMISSION - Total		**19,375.18**	**6,445.80**	**5,988.02**	**5,800.75**	**1,140.61**	**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	44,547.28	16,705.74	16,591.25	11,250.29	0.00	0.00	0.00	0.00
FIRE DEPARTMENT - Total		**428,980.23**	**16,705.74**	**16,591.25**	**11,250.29**	**0.00**	**0.00**	**0.00**	**384,432.95**
GENERAL SERVICES DEPARTMENT	9,990,015.401	53,364.26	8,000.32	7,833.86	8,387.46	7,497.91	8,070.14	13,574.57	0.00
GENERAL SERVICES DEPARTMENT - Total		**53,364.26**	**8,000.32**	**7,833.86**	**8,387.46**	**7,497.91**	**8,070.14**	**13,574.57**	**0.00**
GREAT LAKES WATER AUTHORITY	401,299.400	3,133,838.60	3,133,838.60	0.00	0.00	0.00	0.00	0.00	0.00
	3,300,742.400	16,222.18	1,175.96	1,175.96	1,175.96	1,175.96	1,175.96	1,175.96	9,166.42
	9,990,046.400	297,170.88	187,278.70	109,892.18	0.00	0.00	0.00	0.00	0.00
GREAT LAKES WATER AUTHORITY - Total		**3,447,231.66**	**3,322,293.26**	**111,068.14**	**1,175.96**	**1,175.96**	**1,175.96**	**1,175.96**	**9,166.42**
HEALTH DEPARTMENT	9,990,007.401	214,247.47	840.19	850.60	777.77	777.76	871.40	6,537.23	203,592.52
HEALTH DEPARTMENT - Total		**214,247.47**	**840.19**	**850.60**	**777.77**	**777.76**	**871.40**	**6,537.23**	**203,592.52**
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	11,070.27	11,070.27	0.00	0.00	0.00	0.00	0.00	0.00
INSTITUTE OF ARTS - Total		**11,266.45**	**11,266.45**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
JAMES P CADARIU	3,901,292.402	1,356.76	146.07	172.08	187.69	146.07	0.00	156.48	548.37
JAMES P CADARIU - Total		**1,356.76**	**146.07**	**172.08**	**187.69**	**146.07**	**0.00**	**156.48**	**548.37**
MARIA LINDA ADAMS-LAWTON	1,902,764.402	5,545.43	328.14	338.55	385.37	348.95	348.95	668.43	3,127.04
MARIA LINDA ADAMS-LAWTON - Total		**5,545.43**	**328.14**	**338.55**	**385.37**	**348.95**	**348.95**	**668.43**	**3,127.04**
MUNICIPAL PARKING	9,990,018.401	19,695.78	5,734.56	5,760.58	5,698.65	2,501.99	0.00	0.00	0.00
MUNICIPAL PARKING - Total		**19,695.78**	**5,734.56**	**5,760.58**	**5,698.65**	**2,501.99**	**0.00**	**0.00**	**0.00**
PLANNING & DEVELOPMENT DEPT-DPS	9,990,045.400	660,149.02	65,659.12	61,621.57	59,908.84	56,773.64	60,573.90	90,075.46	265,536.49
PLANNING & DEVELOPMENT DEPT-DPS - Total		**660,149.02**	**65,659.12**	**61,621.57**	**59,908.84**	**56,773.64**	**60,573.90**	**90,075.46**	**265,536.49**
POLICE DEPARTMENT	3,300,487.401	682.50	682.50	0.00	0.00	0.00	0.00	0.00	0.00
	9,990,012.401	122,482.05	20,284.03	21,844.66	17,816.81	18,027.66	18,077.31	25,067.75	1,363.83
POLICE DEPARTMENT - Total		**123,164.55**	**20,966.53**	**21,844.66**	**17,816.81**	**18,027.66**	**18,077.31**	**25,067.75**	**1,363.83**
PUBLIC LIBRARY	9,990,005.401	32,254.67	7,484.23	7,178.91	7,277.76	7,647.09	2,666.68	0.00	0.00
PUBLIC LIBRARY - Total		**32,254.67**	**7,484.23**	**7,178.91**	**7,277.76**	**7,647.09**	**2,666.68**	**0.00**	**0.00**
PUBLIC LIGHTING	9,990,006.401	64,161.87	21,986.28	22,183.96	19,991.63	0.00	0.00	0.00	0.00
PUBLIC LIGHTING - Total		**64,161.87**	**21,986.28**	**22,183.96**	**19,991.63**	**0.00**	**0.00**	**0.00**	**0.00**
PUBLIC WORKS	9,990,008.401	255,347.02	10,833.99	69,174.00	20,567.52	18,881.99	20,400.95	44,883.69	70,604.88
PUBLIC WORKS - Total		**255,347.02**	**10,833.99**	**69,174.00**	**20,567.52**	**18,881.99**	**20,400.95**	**44,883.69**	**70,604.88**
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	1,061,769.09	289,502.45	274,032.65	272,208.88	226,025.11	0.00	0.00	0.00
RECREATION - Total		**1,063,900.99**	**289,502.45**	**274,032.65**	**272,208.88**	**226,025.11**	**0.00**	**0.00**	**2,131.90**
RECREATION (2)	9,990,014.401	690,476.78	71,845.54	70,426.15	548,205.09	0.00	0.00	0.00	0.00
RECREATION (2) - Total		**690,476.78**	**71,845.54**	**70,426.15**	**548,205.09**	**0.00**	**0.00**	**0.00**	**0.00**
TRANSPORTATION	9,990,017.401	135,983.30	23,616.87	24,542.82	25,520.80	31,092.14	31,210.67	0.00	0.00
TRANSPORTATION - Total		**135,983.30**	**23,616.87**	**24,542.82**	**25,520.80**	**31,092.14**	**31,210.67**	**0.00**	**0.00**

APPENDIX – DETAILED FINANCIALS & FORECAST

DETROIT WATER & SEWER CURRENT PERIOD BUDGET VERSUS ACTUAL

2/28/2017

INCOME STATEMENT FORECAST

	Water						Sewer					
	2/28/2017			YEAR TO DATE			2/28/2017			YEAR TO DATE		
	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE
Sales Revenue												
Retail Domestic MCF Charges	$ 5,321,198	$ 5,036,696	$ (284,502)	$ 46,806,510	$ 46,519,811	$ (286,699)	$ 21,107,466	$ 22,748,602	$ 1,641,136	$ 179,231,777	$ 183,420,808	$ 4,189,031
Retail Fixed Charges	2,401,074	2,411,986	10,911	19,208,593	19,267,627	59,033	1,055,726	982,545	(73,181)	8,445,808	7,804,704	(641,104)
Fee's & Penalties	408,369	184,953	(223,417)	3,266,955	2,559,844	(707,111)	431,269	282,651	(148,617)	3,450,148	3,364,062	(86,087)
Less: Bad Debet & NSFs		-	-	-	-	-		-	-	-	-	-
Net Sales Revenue	$ 8,130,642	$ 7,633,635	$ (497,007)	$ 69,282,059	$ 68,347,281	$ (934,777)	$ 22,594,460	$ 24,013,798	$ 1,419,338	$ 191,127,734	$ 194,589,574	$ 3,461,840
Controllable Operations & Maintenance												
Personnel	1,086,165	1,021,883	64,282	8,689,323	12,333,963	(3,644,640)	1,629,248	1,537,402	91,846	13,033,985	9,411,673	3,622,312
Contracted Services	1,125,873	725,858	400,015	9,903,439	9,232,244	671,196	1,364,993	424,301	940,693	11,590,695	5,784,771	5,805,924
Utilities	6,115	193,445	(187,330)	48,919	730,562	(681,643)	111,831	293,352	(181,521)	894,647	630,378	264,270
Fringes, Taxes & Other Overhead	659,767	493,599	166,168	5,278,136	6,911,550	(1,633,413)	482,269	108,670	373,599	3,858,154	4,093,785	(235,631)
Total O&M Charges	$ 2,877,920	$ 2,434,785	$ 443,135	$ 23,919,817	$ 29,208,318	$ (5,288,500)	$ 3,588,342	$ 2,363,725	$ 1,224,617	$ 29,377,482	$ 19,920,607	$ 9,456,875
Contribution Margin	$ 5,252,722	$ 5,198,849	$ (53,873)	$ 45,362,241	$ 39,138,963	$ (6,223,278)	$ 19,006,118	$ 21,650,073	$ 2,643,955	$ 161,750,252	$ 174,668,967	$ 12,918,715
Wholesale O&M Allocation												
Monthly Wholesale O&M Charges	1,319,295	1,319,295	-	10,554,362	10,554,362	-	4,319,742	4,319,742	-	34,557,933	34,557,933	-
Depreciation and Amortization	-	-	-	-	-	-	-	-	-	-	-	-
Ownership Equity	(1,180,989)	(1,180,989)	-	(9,447,913)	(9,447,913)	-	(346,157)	(346,157)	-	(2,769,258)	(2,968,273)	199,016
Total Wholesale Rate Charges	$ 138,306	$ 138,306	$ -	$ 1,106,449	$ 1,106,449	$ -	$ 3,973,584	$ 3,973,584	$ -	$ 31,788,676	$ 31,589,660	$ 199,016
Gross Margin	$ 5,114,416	$ 5,060,543	$ (53,873)	$ 44,255,792	$ 38,032,514	$ (6,223,278)	$ 15,032,534	$ 17,676,489	$ 2,643,955	$ 129,961,576	$ 143,079,307	$ 13,117,731
Shared Services & Other Expenses												
Retail Allocation	414,122	414,122	-	3,312,978	3,312,978	-	850,772	850,772	-	6,806,180	6,806,180	-
Other CTA Allocation	193,598	193,598	-	1,548,784	1,548,784	-	565,727	565,727	-	4,525,815	95,337	4,430,478
Additonal Cost of Equity	(544,011)	(544,011)	-	(4,352,087)	(4,352,087)	-	(113,509)	(113,509)	-	(908,076)	(709,060)	(199,016)
Depreciation and Amortization	-	-	-	-	12,841,479	(12,841,479)		-	-	-	12,488,365	(12,488,365)
Total Other Operating Expenses	$ 63,709	$ 63,709	$ -	$ 509,675	$ 13,351,154	$ (12,841,479)	$ 1,302,990	$ 1,302,990	$ -	$ 10,423,919	$ 18,680,821	$ (8,256,902)
Operating Surplus/(Deficit)	$ 5,050,707	$ 4,996,834	$ (53,873)	$ 43,746,117	$ 24,681,360	$ (19,064,757)	$ 13,729,544	$ 16,373,499	$ 2,643,955	$ 119,537,657	$ 124,398,486	$ 4,860,829
Non-Operating Expense / (Income)												
Interest Expense	2,388,359	2,388,359	-	19,106,876	19,106,876	-	3,002,268	3,002,268	-	24,018,145	12,009,072	12,009,072
Lease Payments	210,824	(1,664,176)	1,875,000	1,686,589	(13,313,408)	14,999,997	995,873	(1,363,230)	2,359,103	7,966,984	(10,905,841)	18,872,824
WRAP Deposits	50,401	50,312	89	403,206	402,496	710	110,128	109,660	468	881,027	877,280	3,747
ER&R	59,483	59,483	-	475,861	475,861	-	85,374	85,374	-	682,996	682,996	-
B-Note Payment	58,887	58,887	-	471,096	471,096	-	600,536	600,536	-	4,804,287	4,596,522	207,765
Budget Stabilization Deposits	193,919	31,210	162,709	1,551,350	249,676	1,301,674	196,011	211,167	(15,156)	1,568,088	1,689,333	(121,245)
Total Non-Operating Expenses	$ 2,961,872	$ 924,074	$ 2,037,798	$ 23,694,979	$ 7,392,598	$ 16,302,381	$ 4,990,191	$ 2,645,775	$ 2,344,416	$ 39,921,527	$ 8,949,363	$ 30,972,164
Surplus /(Deficit) Before Other Adj.	$ 2,088,834	$ 4,072,760	$ 1,983,925	$ 20,051,138	$ 17,288,762	$ (2,762,376)	$ 8,739,353	$ 13,727,724	$ 4,988,371	$ 79,616,131	$ 115,449,123	$ 35,832,992
Other Adjustments/(Credit)												
Net Surplus /(Deficit)	$ 2,088,834	$ 4,072,760	$ 1,983,925	$ 20,051,138	$ 17,288,762	$ (2,762,376)	$ 8,739,353	$ 13,727,724	$ 4,988,371	$ 79,616,131	$ 115,449,123	$ 35,832,992
SBIDA	$ 4,477,194	$ 6,461,119	$ 1,983,925	$ 39,158,014	$ 49,237,117	$ (15,603,855)	$ 11,741,621	$ 16,729,992	$ 4,988,371	$ 103,634,275	$ 139,946,560	$ 35,353,700
Memo: % of Net Sales Revenue												
Contribution Margin - Products	64.60%	68.10%	10.84%	65.47%	57.26%	665.75%	84.12%	90.16%	186.28%	84.63%	89.76%	373.17%
Gross Margin - Products and Tooling	62.90%	66.29%	10.84%	63.88%	55.65%	665.75%	66.53%	73.61%	186.28%	68.00%	73.53%	378.92%
Operating Surplus/(Loss)	62.12%	65.46%	10.84%	63.14%	36.11%	2039.50%	60.77%	68.18%	186.28%	62.54%	63.93%	140.41%
Surplus/(Loss) Before Other Adjustments	25.69%	53.35%	-399.17%	28.94%	25.30%	295.51%	38.68%	57.17%	351.46%	41.66%	59.33%	1035.09%
Net Surplus/(Loss)	25.69%	53.35%	-399.17%	28.94%	25.30%	295.51%	38.68%	57.17%	351.46%	41.66%	59.33%	1035.09%
SBIDA	55.07%	84.64%	-399.17%	56.52%	72.04%	1669.26%	51.97%	69.67%	351.46%	54.22%	71.92%	1021.24%

DETROIT WATER & SEWER BUDGET TO FORECAST

FY2017 8+4

	Water						Sewer					
	BUDGET	8+4 FCST	8+4 RISKS	8+4 OPPS.	8+4 RISKS ADJUSTED	8+4 VAR. F/(U)	BUDGET	8+4 FCST	8+4 RISKS	8+4 OPPS.	8+4 RISKS ADJUSTED	8+4 VAR. F/(U)
Sales Revenue												
Retail Domestic MCF Charges	$ 71,246,992	$ 70,724,840	$ (120,000)	$ -	70,604,840	(642,152)	$ 271,287,158	$ 272,691,358	$ (923,750)	$ -	271,767,608	480,450
Retail Fixed Charges	28,812,890	29,085,491	-	-	29,085,491	272,601	12,668,712	11,718,360	-	-	11,718,360	(950,353)
Fee's, Penalties, & Adjustments	4,900,433	4,143,177	-	-	4,143,177	(757,255)	5,175,223	5,030,728	-	-	5,030,728	(144,494)
Less: Bad Debet & NSFs		-	-	-	-	-		-	-	-	-	-
Net Sales Revenue	$ 104,960,314	$ 103,953,508	$ (120,000)	$ -	$ 103,833,508	$ (1,126,806)	$ 289,131,093	$ 289,440,446	$ (923,750)	$ -	$ 288,516,696	$ (614,397)
Controllable Operations & Maintenance												
Personnel	13,033,985	17,256,927	69,697	(941,779)	16,384,845	(3,350,861)	19,550,977	16,796,119	104,546	(1,412,669)	15,487,996	4,062,981
Contracted Services	15,074,618	14,257,116	80,000	(400,000)	13,937,116	1,137,502	17,543,802	11,632,705	6,604,660	(4,815,029)	13,422,336	4,121,466
Utilities	73,378	755,021	270,000	-	1,025,021	(951,643)	1,341,971	906,704	-	-	906,704	435,267
Fringes, Taxes & Other Overhead	7,917,204	9,876,379	-	-	9,876,379	(1,959,175)	5,787,231	7,363,471	-	-	7,363,471	(1,576,240)
Total O&M Charges	$ 36,099,185	$ 42,145,444	$ 419,697	$ (1,341,779)	$ 41,223,362	$ (5,124,177)	$ 44,223,982	$ 36,698,999	$ 6,709,206	$ (6,227,698)	$ 37,180,507	$ 7,043,474
Contribution Margin	$ 68,861,129	$ 61,808,064	$ (539,697)	$ 1,341,779	$ 62,610,146	$ (6,250,983)	$ 244,907,111	$ 252,741,447	$ (7,632,956)	$ 6,227,698	$ 251,336,189	$ 6,429,078
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	$ 60,148,390	$ (539,697)	$ 1,341,779	$ 60,950,472	$ (6,250,983)	$ 197,224,098	$ 205,356,957	$ (7,632,956)	$ 6,227,698	$ 203,951,699	$ 6,727,601
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	-	(3,180,000)	7,029,270	3,180,000
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	$ (3,180,000)	$ 28,237,310	$ (12,601,432)
Operating Surplus/(Deficit)	$ 66,436,943	$ 37,369,913	$ (1,019,697)	$ 3,461,779	$ 39,811,995	$ (26,624,948)	$ 181,588,219	$ 174,659,647	$ (8,352,956)	$ 9,407,698	$ 175,714,389	$ (5,873,831)
Non-Operating Expense / (Income)												
Interest Expense	28,660,314	28,660,314	-	-	28,660,314	-	36,027,217	36,027,217	-	-	36,027,217	-
Lease Payments	2,529,884	(19,970,113)	-	-	(19,970,113)	22,499,997	11,950,476	(16,358,761)	-	-	(16,358,761)	28,309,237
WRAP Deposits	604,809	611,794	-	-	611,794	(6,985)	1,321,541	1,333,466	-	-	1,333,466	(11,926)
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	374,514	-	-	374,514	1,952,511	2,352,133	2,534,000	-	-	2,534,000	(181,867)
Total Non-Operating Expenses	$ 35,542,469	$ 11,096,945	$ -	$ -	$ 11,096,945	$ 24,445,524	$ 59,882,290	$ 31,455,199	$ -	$ -	$ 31,455,199	$ 28,427,091
Surplus /(Deficit) Before Other Adj.	$ 30,894,474	$ 26,272,968	$ (1,019,697)	$ 3,461,779	$ 28,715,050	$ (2,179,424)	$ 121,705,929	$ 143,204,448	$ (8,352,956)	$ 9,407,698	$ 144,259,190	$ 22,553,261
Other Adjustments/(Credit)												
Net Surplus /(Deficit)	$ 30,894,474	$ 26,272,968	$ (1,019,697)	$ 3,461,779	$ 28,715,050	$ (2,179,424)	$ 121,705,929	$ 143,204,448	$ (8,352,956)	$ 9,407,698	$ 144,259,190	$ 22,553,261
SBIDA	$ 59,554,788	$ 76,947,246	$ (1,019,697)	$ 3,461,779	$ 79,389,328	$ 19,834,540	$ 157,733,146	$ 200,640,290	$ (8,352,956)	$ 9,407,698	$ 201,695,032	$ 43,961,886
Beginning Reserves	$ -	$ -					$ -	$ -	-	-		
Transition Cash	-	25,903,416	-	-	25,903,416	25,903,416	-	21,324,408	-	-	21,324,408	21,324,408
Capital Spending	-	(70,324,057)	-	-	(70,324,057)	(70,324,057)	-	(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)	(44,927,464)	-	-	(44,927,464)	268,250	(121,809,319)	(105,858,823)	-	-	(105,858,823)	15,950,496
Change in Receivables Net of Write-Offs	(12,261,123)	3,515,487	-	-	3,515,487	15,776,611	(29,061,230)	(25,748,014)	-	-	(25,748,014)	3,313,216
Ending Reserves	$ 2,097,950	$ 64,814,629	$ (1,019,697)	$ 3,461,779	$ 67,256,711	65,158,761	$ 6,862,597	$ 68,954,962	$ (8,352,956)	$ 9,407,698	$ 70,009,703	63,147,106

(1) Unaccounted for expenses

(2) Unaccrued Operating Pension Expense

DETROIT WATER & SEWER 5-YEAR FORECAST

FY2017 - FY2020

INCOME STATEMENT FORECAST

	Water							Sewer						
	YTD	Remaing Proj.	FY Forecast		FORECAST			YTD	Remaing Proj.					
	2017	2017	8+4	2018	2019	2020	2021	2017	2017	8+4	2018	2019	2020	2021
Sales Revenue														
Retail Domestic MCF Charges	$ 46,519,811	$ 24,205,029	$ 70,724,840	$ 70,403,002	$ 70,752,499	$ 73,947,880	$ 77,287,574	$ 183,420,808	$ 89,270,550	$ 272,691,358	$ 260,646,756	$ 258,963,800	$ 265,289,197	$ 271,794,713
Retail Fixed Charges	19,267,627	9,817,864	29,085,491	29,453,593	29,453,593	30,631,737	31,857,006	7,804,704	3,913,656	11,718,360	11,740,967	11,740,967	12,210,605	12,699,030
Fee's, Penalties, & Adjustments	2,559,844	1,583,333	4,143,177	4,750,000	4,750,000	4,750,000	4,750,000	3,364,062	1,666,667	5,030,728	5,000,000	5,000,000	5,000,000	5,000,000
Less: Bad Debet & NSFs		-	-	-	-	-	-		-	-	-	-	-	-
Net Sales Revenue	$ 68,347,281	$ 35,606,226	$ 103,953,508	$ 104,606,595	$ 104,956,092	$ 109,329,617	$ 113,894,580	$ 194,589,574	$ 94,850,872	$ 289,440,446	$ 277,387,723	$ 275,704,767	$ 282,499,803	$ 289,493,743
Controllable Operations & Maintenance														
Personnel	12,333,963	4,922,964	17,256,927	17,214,618	17,558,433	17,823,018	18,055,716	9,411,673	7,384,446	16,796,119	25,821,927	26,337,650	26,734,527	27,083,574
Contracted Services	9,232,244	5,024,873	14,257,116	10,414,108	10,414,108	10,414,108	10,414,108	5,784,771	5,847,934	11,632,705	23,009,139	23,009,139	23,009,139	23,009,139
Utilities	730,562	24,459	755,021	2,499,260	2,549,245	2,600,230	2,652,235	630,378	276,326	906,704	3,748,890	3,823,868	3,900,345	3,978,352
Fringes, Taxes & Other Overhead	6,911,550	2,964,830	9,876,379	8,894,339	8,894,339	8,894,339	8,894,339	4,093,785	3,269,686	7,363,471	9,809,058	9,809,058	9,809,058	9,809,058
Total O&M Charges	$ 29,208,318	$ 12,937,126	$ 42,145,444	$ 39,022,325	$ 39,416,125	$ 39,731,695	$ 40,016,398	$ 19,920,607	$ 16,778,392	$ 36,698,999	$ 62,389,014	$ 62,979,715	$ 63,453,070	$ 63,880,123
Contribution Margin	$ 39,138,963	$ 22,669,101	$ 61,808,064	$ 65,584,271	$ 65,539,967	$ 69,597,922	$ 73,878,182	$ 174,668,967	$ 78,072,480	$ 252,741,447	$ 214,998,709	$ 212,725,052	$ 219,046,733	$ 225,613,620
Wholesale O&M Allocation														
Monthly Wholesale O&M Charges	10,554,362	5,277,181	15,831,543	14,522,110	15,102,995	15,707,115	16,335,399	34,557,933	17,278,967	51,836,900	50,784,496	52,815,876	54,928,511	57,125,651
Depreciation and Amortization	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ownership Equity	(9,447,913)	(4,723,956)	(14,171,869)	(13,525,417)	(13,097,870)	(12,711,507)	(12,360,906)	(2,968,273)	(1,484,137)	(4,452,410)	(4,297,158)	(4,083,454)	(3,897,099)	(3,733,278)
Total Wholesale Rate Charges	$ 1,106,449	$ 553,225	$ 1,659,674	$ 996,694	$ 2,005,125	$ 2,995,608	$ 3,974,493	$ 31,589,660	$ 15,794,830	$ 47,384,490	$ 46,487,338	$ 48,732,422	$ 51,031,412	$ 53,392,373
Gross Margin	$ 38,032,514	$ 22,115,876	$ 60,148,390	$ 64,587,577	$ 63,534,842	$ 66,602,314	$ 69,903,689	$ 143,079,307	$ 62,277,650	$ 205,356,957	$ 168,511,371	$ 163,992,630	$ 168,015,321	$ 172,221,247
Shared Services & Other Expenses														
Retail Allocation	3,312,978	1,656,489	4,969,467	5,168,246	5,374,976	5,589,975	5,813,574	6,806,180	3,403,090	10,209,270	10,454,065	10,953,448	11,472,806	12,012,939
Other CTA Allocation	1,548,784	774,392	2,323,176	2,535,035	3,390,948	4,281,096	5,206,851	95,337	47,668	143,005	1,919,903	5,544,775	9,314,642	13,235,304
Additonal Cost of Equity	(4,352,087)	(2,176,044)	(6,528,131)	(7,174,583)	(7,602,130)	(7,988,493)	(8,339,094)	(709,060)	(354,530)	(1,063,590)	(1,218,842)	(1,432,546)	(1,618,901)	(1,782,722)
Depreciation and Amortization	12,841,479	9,172,485	22,013,965	22,013,965	22,013,965	22,013,965	22,013,965	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	$ 13,351,154	$ 9,427,323	$ 22,778,477	$ 22,542,662	$ 23,177,758	$ 23,896,542	$ 24,695,295	$ 18,680,821	$ 12,016,489	$ 30,697,310	$ 32,563,751	$ 36,474,302	$ 40,577,172	$ 44,874,146
Operating Surplus/(Deficit)	$ 24,681,360	$ 12,688,553	$ 37,369,913	$ 42,044,915	$ 40,357,084	$ 42,705,772	$ 45,208,394	$ 124,398,486	$ 50,261,161	$ 174,659,647	$ 135,947,619	$ 127,518,328	$ 127,438,149	$ 127,347,101
Non-Operating Expense / (Income)														
Interest Expense	19,106,876	9,553,438	28,660,314	27,905,663	27,238,333	26,481,722	25,630,479	12,009,072	24,018,145	36,027,217	68,526,937	66,467,316	65,155,538	63,599,811
Lease Payments	(13,313,408)	(6,656,705)	(19,970,113)	(19,970,116)	(19,970,116)	(19,970,116)	(19,970,116)	(10,905,841)	(5,452,920)	(16,358,761)	(16,358,761)	(16,358,761)	(16,358,761)	(16,358,761)
WRAP Deposits	402,496	209,298	611,794	1,026,533	1,426,533	1,451,594	1,451,594	877,280	456,186	1,333,466	2,014,519	2,616,197	2,625,040	2,625,133
ER&R	475,861	237,931	713,792	52,200	11,814	-	-	682,996	341,498	1,024,493	414,100	17,721	-	-
B-Note Payment	471,096	235,548	706,644	706,644	706,644	706,644	706,644	4,596,522	2,298,261	6,894,783	4,082,500	4,082,500	4,082,500	4,082,500
Budget Stabilization Deposits	249,676	124,838	374,514	(2,080,686)	-	-	-	1,689,333	844,667	2,534,000	(2,298,935)	-	-	-
Total Non-Operating Expenses	$ 7,392,598	$ 3,704,347	$ 11,096,945	$ 7,640,238	$ 9,413,208	$ 8,669,845	$ 7,818,601	$ 8,949,363	$ 22,505,836	$ 31,455,199	$ 56,380,360	$ 56,824,973	$ 55,504,317	$ 53,948,683
Surplus /(Deficit) Before Other Adj.	$ 17,288,762	$ 8,984,206	$ 26,272,968	$ 34,404,676	$ 30,943,877	$ 34,035,927	$ 37,389,793	$ 115,449,123	$ 27,755,325	$ 143,204,448	$ 79,567,259	$ 70,693,355	$ 71,933,832	$ 73,398,419
Other Adjustments/(Credit)														
Net Surplus /(Deficit)	$ 17,288,762	$ 8,984,206	$ 26,272,968	$ 34,404,676	$ 30,943,877	$ 34,035,927	$ 37,389,793	$ 115,449,123	$ 27,755,325	$ 143,204,448	$ 79,567,259	$ 70,693,355	$ 71,933,832	$ 73,398,419
SBIDA	$ 49,237,117	$ 27,710,129	$ 76,947,246	$ 84,324,304	$ 80,196,174	$ 82,531,614	$ 85,034,236	$ 139,946,560	$ 60,693,730	$ 200,640,290	$ 169,502,822	$ 158,569,296	$ 158,497,995	$ 158,406,855
Memo: % of Net Sales Revenue														
Contribution Margin - Products	57.26%	63.67%	59.46%	62.70%	62.45%	63.66%	64.87%	89.76%	82.31%	87.32%	77.51%	77.16%	77.54%	77.93%
Gross Margin - Products and Tooling	55.65%	62.11%	57.86%	61.74%	60.53%	60.92%	61.38%	73.53%	65.66%	70.95%	60.75%	59.48%	59.47%	59.49%
Operating Surplus/(Loss)	36.11%	35.64%	35.95%	40.19%	38.45%	39.06%	39.69%	63.93%	52.99%	60.34%	49.01%	46.25%	45.11%	43.99%
Surplus/(Loss) Before Other Adjustments	25.30%	25.23%	25.27%	32.89%	29.48%	31.13%	32.83%	59.33%	29.26%	49.48%	28.68%	25.64%	25.46%	25.35%
Net Surplus/(Loss)	25.30%	25.23%	25.27%	32.89%	29.48%	31.13%	32.83%	59.33%	29.26%	49.48%	28.68%	25.64%	25.46%	25.35%
SBIDA	72.04%	77.82%	74.02%	80.61%	76.41%	75.49%	74.66%	71.92%	63.99%	69.32%	61.11%	57.51%	56.11%	54.72%

DETROIT WATER & SEWER 5-YEAR FORECAST

CASHFLOW STATEMENT FORECAST

Water

	YTD	FCST	FY Forecast	FORECAST			
	2017	2017	8+4	2018	2019	2020	2021
Beginning Cash	$ 25,903,416	$ 85,475,845	$ 25,903,416	48,846,752	47,897,280	19,720,382	1,983,134
Cashflow From Operating Activities							
Net Operating Surplus / (Deficit)	$ 24,681,360	$ 12,688,553	$ 37,369,913	$ 42,044,915	$ 40,357,084	$ 42,705,772	$ 45,208,394
Transfers to GLWA	(36,182,756)	(18,997,957)	(55,180,713)	(44,438,426)	(39,241,878)	(39,297,015)	(39,181,324)
Transfers from GLWA	24,066,123	12,033,062	36,099,185	58,103,853	44,832,227	39,557,448	39,581,717
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 Retail Receivables	4,054,197	(538,710)	3,515,487	(10,848,698)	(11,738,036)	(12,754,501)	(13,288,238)
Change in Inventory & Prepaids	2,784,019	-	2,784,019	-	-	-	-
Change in Other Long Term Assets	3,822,390	-	3,822,390	-	-	-	-
Change in Payables (Short & Long Term)	(5,582,483)	-	(5,582,483)	-	-	-	-
Other Adjustments	2,089,725	-	2,089,725	-	-	-	-
Net Cashflow From Operating Activites	$ 32,574,055	$ 14,357,433	$ 46,931,488	$ 66,875,608	$ 56,223,362	$ 52,225,668	$ 54,334,514
Cashflow From Investing Activites							
CAPEX	(10,099,028)	(60,225,028)	(70,324,057)	(42,531,000)	(56,093,000)	(40,063,000)	(38,240,000)
Lease Payment (Gross)	15,000,000	7,500,000	22,500,000	22,500,000	22,500,000	22,500,000	22,500,000
Extraordinary Repair & Replacement Deposits	(475,861)	(237,931)	(713,792)	(52,200)	(11,814)	-	-
Sale of Capital Assets							
Purchase of Securities							
Sale of Securities							
Net Cashflow From Investing Activities	$ 4,425,110	$ (52,962,959)	$ (48,537,849)	$ (20,083,200)	$ (33,604,814)	$ (17,563,000)	$ (15,740,000)
Cashflow From Financing Activities							
Senior Principal Payments	(20,011,906)	(13,610,588)	(33,622,493)	(34,137,306)	(32,635,863)	(29,408,896)	(31,238,372)
2nd Lien Principal Payments	(9,800,387)	-	(9,800,387)	(9,883,467)	(11,285,521)	(15,796,608)	(16,349,065)
Junior Lien Principal Payments	(1,504,584)	-	(1,504,584)	(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)	(1,686,592)	(843,295)	(2,529,887)	(2,529,884)	(2,529,884)	(2,529,884)	(2,529,884)
WRAP Payments	(402,496)	(209,298)	(611,794)	(1,026,533)	(1,426,533)	(1,451,594)	(1,451,594)
B-Note Payment	(471,096)	(235,548)	(706,644)	(706,644)	(706,644)	(706,644)	(706,644)
Budget Stablization Requirements	(249,676)	(124,838)	(374,514)	2,080,686	-	-	-
Total Wholesale Rate Charges	$ 22,573,263	$ 1,976,434	$ 24,549,697	$ (47,741,880)	$ (50,795,446)	$ (52,399,915)	$ (54,769,194)
Total Increase / (Decrease) In Cash Balanaces	$ 59,572,429	$ (36,629,092)	$ 22,943,336	$ (949,472)	$ (28,176,898)	$ (17,737,248)	$ (16,174,680)
Ending Cash	$ 85,475,845	48,846,752	48,846,752	47,897,280	19,720,382	1,983,134	(14,191,546)

Sewer

	YTD	FCST					
	2017	2017	8+4	2018	2019	2020	2021
Beginning Cash	$ 21,324,408	$ 34,195,154	$ 21,324,408	28,712,853	76,346,324	79,775,461	71,888,605
Cashflow From Operating Activities							
Net Operating Surplus / (Deficit)	$ 124,398,486	$ 50,261,161	$ 174,659,647	$ 135,947,619	$ 127,518,328	$ 127,438,149	$ 127,347,101
Transfers to GLWA	(22,103,957)	(56,128,496)	(78,232,453)	(67,111,151)	(57,585,859)	(55,736,602)	(56,406,266)
Transfers from GLWA	29,482,654	14,741,327	44,223,982	96,397,485	67,701,852	58,059,214	56,163,655
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 Retail Receivables	(16,278,085)	(9,469,928)	(25,748,014)	(22,584,149)	(21,599,534)	(23,722,913)	(24,315,086)
Change in Inventory & Prepaids	(3,010,829)	-	(3,010,829)	-	-	-	-
Change in Other Long Term Assets	2,548,527	-	2,548,527	-	-	-	-
Change in Payables (Short & Long Term)	(2,472,066)	-	(2,472,066)	-	-	-	-
Other Adjustments	(3,299,270)	-	(3,299,270)	-	-	-	-
Net Cashflow From Operating Activites	$ 121,753,825	$ 8,324,325	$ 130,078,149	$ 164,058,430	$ 137,443,412	$ 127,446,474	$ 124,198,029
Cashflow From Investing Activites							
CAPEX	(8,790,997)	(12,611,903)	(21,402,900)	(13,875,000)	(28,793,000)	(29,993,000)	(29,993,000)
Lease Payment (Gross)	18,333,333	9,166,667	27,500,000	27,500,000	27,500,000	27,500,000	27,500,000
Extraordinary Repair & Replacement Deposits	(682,996)	(341,498)	(1,024,493)	(414,100)	(17,721)	-	-
Sale of Capital Assets							
Purchase of Securities							
Sale of Securities							
Net Cashflow From Investing Activities	$ 8,859,341	$ (3,786,734)	$ 5,072,607	$ 13,210,900	$ (1,310,721)	$ (2,493,000)	$ (2,493,000)
Cashflow From Financing Activities							
Senior Principal Payments	(68,995,727)	(243,404)	(69,239,131)	(69,283,908)	(69,809,998)	(69,240,100)	(67,702,268)
2nd Lien Principal Payments	(15,244,254)	-	(15,244,254)	(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)	(7,427,493)	(3,713,746)	(11,141,239)	(11,141,239)	(11,141,239)	(11,141,239)	(11,141,239)
WRAP Payments	(877,280)	(456,186)	(1,333,466)	(2,014,519)	(2,616,197)	(2,625,040)	(2,625,133)
B-Note Payment	(4,596,522)	(2,298,261)	(6,894,783)	(4,082,500)	(4,082,500)	(4,082,500)	(4,082,500)
Budget Stablization Requirements	(1,689,333)	(844,667)	(2,534,000)	2,298,935	-	-	-
Total Wholesale Rate Charges	$ (117,742,419)	$ (10,019,892)	$ (127,762,312)	$ (129,635,858)	$ (132,703,554)	$ (132,840,329)	$ (131,914,498)
Total Increase / (Decrease) In Cash Balanaces	$ 12,870,746	$ (5,482,302)	$ 7,388,445	$ 47,633,471	$ 3,429,137	$ (7,886,856)	$ (10,209,468)
Ending Cash	$ 34,195,154	28,712,853	28,712,853	76,346,324	79,775,461	71,888,605	61,679,137