DWSD FINANCIAL SUMMARY
9+3 Forecast

FINANCE COMMITTEE DISCUSSION

5/2/2016

The Bottom Line…

- Same old song: 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 – collection rat eon new billings roughly 40% (in-line with expecations)
  - Current phase-in plan suggest further decline in drainage revenues
- One year collection rate for water steady at 88% for the year; sewer rate dropped precipitously to 84%; this was not completely unexpected
  - One year customers during April would have missed May cut-off for tax roll and may be waiting to pay bill given lack of winter shut-offs
  - Consistent with last April (81.5%) and May (82.6%)
- Sewer fund remains the larger struggle – DWSD and GLWA moving toward agreement on flood claims, DWSD continues to finance in the short term
- Bank cash, net of borrowings, at the end of March approximates $77 million or 223 days

Financial Risk & Opportunities…

Risks

- Weaker commodity volumes revenues – risk has grown to more than $12 million
- Still estimating flood claims at $6.5 million – cost sharing with GLWA anticipated ($2 million spent to date)
- Beginning cash balance still unknown – actually getting closer
  - Cash yet to be bifurcated
  - Legacy liabilities
- Credit card fees being netted against revenue – this has been rolled into O&M in next year's budget
- Drainage launched for new customers; early returns project 40% paying
- Water / steam utilities running higher than anticipated

Opportunities

- Headcount and salary raises unfrozen but still under control – 18 less heads than budget at end of March
- 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

Item	Risks: Water	Risks: Sewer	Opportunities: Water	Opportunities: Sewer
Flood Damage Claims		$ 4,853,758	$ 1,630,902	
Credit Card Fees	90,000	60,000		
Excess Overtime	119,849	179,773		
Drainage Fees		843,750		
Temporary Hires	80,000	120,000		
Utilities	202,500			
GLWA Shared Service Costs	480,000	720,000		
Labor Reimbursement from Bond Funds			409,833	212,976
Headcount Control			142,560	213,840
GLWA Chargeback on Flood				3,154,942
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	$ 972,349	$ 6,777,281	$ 4,803,295	$ 7,511,758
Volume & Customer Fixed Fee Risks / Opps	$ 1,297,791	-		$ 2,121,521
Total Risks & Opportunities	**$ 2,270,140**	**$ 6,777,281**	**$ 4,803,295**	**$ 9,633,279**

Memo:

Net Risks & Opportunities	$ -	$ -	**$ 2,533,155**	**$ 2,855,999**

DETROIT WATER & SEWER DEPARTMENT
SUMMARY FINANCIAL STATEMENTS (YTD)

Preliminary

	WATER				SEWER			
	Budget	Actual	F / (U)		Budget	Actual	F / (U)	
Net Sales Revenue	$ 77,806,496	$ 76,676,388	$ (1,130,108)	[1]	$ 214,733,700	$ 219,987,512	$ 5,253,812	[5]
Total O&M Charges	26,881,058	27,834,521	(953,464)	[2]	33,031,236	29,519,227	3,512,010	[6]
Contribution Margin	50,925,439	48,841,867	(2,083,572)		181,702,464	190,468,286	8,765,822	
Total Wholesale Rate Charges	1,244,755	1,244,755	-	[3]	35,762,260	35,851,526	(89,266)	[3]
Gross Margin	49,680,683	47,597,112	(2,083,572)		145,940,204	154,616,760	8,676,556	
Total Other Operating Expenses	573,384	18,927,792	(18,354,408)	[3]	11,726,909	27,580,457	(15,853,549)	[3]
Net Operating Income	49,107,299	28,669,320	(20,437,980)		134,213,295	127,036,303	(7,176,993)	
Total Non-Operating Expenses	26,694,855	8,354,676	18,340,179	[4]	71,116,067	50,623,252	20,492,815	[7]
Fund Surplus	22,412,444	20,314,644	(2,097,800)		63,097,228	76,413,050	13,315,822	
Interest Expense	21,533,239	21,533,239	-		53,224,762	53,224,762	-	
Fund Surplus Before Int. & Depr.	$ 43,945,683	$ 60,202,290	$ 16,256,607		$ 116,321,990	$ 145,580,627	$ 29,258,637	
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	$ 4,454,724	$ 32,939,611	$ 28,484,887		$ (6,203,953)	$ 26,150,751	$ 32,354,704	
Unrestricted Lease Payment		16,875,000	16,875,000			20,625,000	20,625,000	
Net Surplus / Deficit Less Lease	$ 4,454,724	$ 16,064,611	$ 11,609,887		$ (6,203,953)	$ 5,525,751	$ 11,729,704	

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 2.7% 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

Preliminary

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

	WATER				SEWER			
	Budget	Fcst	F / (U)		Budget	Fcst	F / (U)	
Net Sales Revenue	$ 104,960,314	$ 103,572,523	$ (1,387,791)	[1]	$ 289,131,093	$ 290,348,864	$ 1,217,771	[4]
Total O&M Charges	36,099,185	35,256,415	842,770	[2]	44,223,982	42,924,793	1,299,188	[5]
Contribution Margin	68,861,129	68,316,108	(545,021)		244,907,111	247,424,071	2,516,959	
Total Wholesale Rate Charges	1,659,674	1,659,674	(0)		47,683,013	47,802,034	(119,021)	
Gross Margin	67,201,455	66,656,434	(545,021)		197,224,098	199,622,036	2,397,938	
Total Other Operating Expenses	764,512	23,597,056	(22,832,544)		15,635,878	34,313,943	(18,678,065)	
	66,436,943	43,059,378	(23,377,565)		181,588,219	165,308,093	(16,280,126)	
Total Non-Operating Expenses	35,593,140	11,145,604	24,447,536	[3]	94,821,423	67,510,829	27,310,594	[6]
Fund Surplus	30,843,803	31,913,774	1,069,971		86,766,797	97,797,264	11,030,467	
Interest Expense	28,710,985	28,710,985	-		70,966,350	70,966,350	-	
Fund Surplus Before Int. & Depr.	$ 59,554,788	$ 85,097,303	$ 25,542,515		$ 157,733,146	$ 190,020,700	$ 32,287,553	
Actual Debt Payments	(45,195,714)	(44,927,464)	268,250		(121,809,319)	(105,318,234)	16,491,085	
Change in Receivables	(12,261,123)	(4,342,052)	7,919,071		(29,061,230)	(12,114,694)	16,946,536	
Net Surplus / Deficit	$ 2,097,950	$ 35,827,787	$ 33,729,837		$ 6,862,597	$ 72,587,772	$ 65,725,174	
Unrestricted Lease Payment		22,500,000	22,500,000			27,500,000	27,500,000	
Net Surplus / Deficit Less Lease	$ 2,097,950	$ 13,327,787	$ 11,229,837		$ 6,862,597	$ 45,087,772	$ 38,225,174	

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

[1] Lower revenue as a result of 2.4% projected negative volume variation

[2] Positive variance driven by lower than forecasted PMO contract spending offset by inventory build

[3] Includes value of net Water Lease Payment

[4] Lower revenue as a result of 7.2% projected negative volume variation offset by higher than budgeted drainage charges

DETROIT WATER & SEWER DEPARTMENT
BALANCE SHEET

Preliminary

	WATER	SEWER	CONSOLIDTED
CASH	$ 76,811,317	$ 166,687,871	$ 243,499,188
INVESTMENTS	-	-	
RECEIVABLES	71,073,889	219,388,106	290,461,995
DUE FROM OTHER FUNDS	602,855	1,591,024	2,193,880
PREPAID ASSETS	521,932	-	521,932
INVENTORY	1,109,025	3,010,829	4,119,854
TOTAL SHORT TERM ASSETS	**$ 150,119,019**	**$ 390,677,830**	**$ 540,796,849**
NET PP&E	503,223,502	448,559,416	951,782,918
OTHER LONG TERM ASSETS	536,898,283	654,083,884	1,190,982,167
TOTAL LONG TERM ASSETS	**$ 1,040,121,785**	**$ 1,102,643,300**	**$ 2,142,765,085**
TOTAL ASSETS	**$ 1,190,240,804**	**$ 1,493,321,130**	**$ 2,683,561,934**
ACCOUNTS PAYABLE	10,812,126	1,206,291	12,018,417
ACCRUED EXPENSES	6,754,732	11,370,839	18,125,571
SHORT TERM PORTION OF LTD			-
TOTAL SHORT TERM LIABILITIES	**17,566,858**	**12,577,130**	**30,143,988**
BONDS PAYABLE	374,802,245	293,536,416	668,338,661
OTHER LONG TERM LIABILITIES	48,877,101	33,233,518	82,110,619
TOTAL LONG TERM LIABILITIES	**$ 423,679,346**	**$ 326,769,934**	**$ 750,449,280**
TOTAL LIABILITIES	**$ 441,246,204**	**$ 339,347,064**	**$ 780,593,268**
BEGINNING FUND BALANCE	708,002,897	965,079,589	1,673,082,486
CHANGE IN FUND	40,991,702	188,894,478	229,886,180
ENDING FUND BALANCE	748,994,599	1,153,974,066	1,902,968,665
TOTAL LIABILITIES & FUND BALANCE	**$ 1,190,240,803**	**$ 1,493,321,130**	**$ 2,683,561,933**

DETROIT WATER & SEWER YTD CASHFLOW
CASHFLOW STATEMENT FORECAST

	Water			Sewer		
	YTD 2017	FCST 2017	FY Forecast 9+3	YTD 2017	FCST 2017	9+3
Beginning Cash	$ 25,903,416	$ 97,075,775	$ 25,903,416	$ 21,324,408	$ 22,231,041	$ 21,324,408
Cashflow From Operating Activities						
Net Operating Surplus / (Deficit)	$ 28,669,320	$ 10,559,112	$ 39,228,432	$ 127,036,303	$ 37,537,313	$ 164,573,615
Transfers to GLWA	(45,796,548)	(12,978,039)	(58,774,588)	(28,889,404)	(43,642,840)	(72,532,244)
Transfers from GLWA	27,074,389	12,033,062	39,107,451	33,167,986	14,741,327	47,909,313
Depreciation / Amortization	18,354,408	6,118,136	24,472,544	15,942,814	5,314,271	21,257,086
Change In Retail Receivables	4,054,197	623,122	4,677,319	(16,278,085)	(6,592,725)	(22,870,810)
Change in Inventory & Prepaids	2,784,019	-	2,784,019	(3,010,829)	-	(3,010,829)
Change in Other Long Term Assets	3,822,470	-	3,822,470	2,548,640	-	2,548,640
Change in Payables (Short & Long Term)	118,202	-	118,202	(9,233,430)	-	(9,233,430)
Other Adjustments	2,089,725	-	2,089,725	(3,299,270)	-	(3,299,270)
Net Cashflow From Operating Activites	$ 41,170,182	$ 16,355,392	$ 57,525,575	$ 117,984,725	$ 7,357,347	$ 125,342,072
Cashflow From Investing Activites						
CAPEX	(10,456,926)	(60,582,926)	(71,039,852)	(10,372,238)	(31,775,138)	(42,147,376)
Lease Payment (Net)	16,875,000	5,625,000	22,500,000	20,625,000	6,875,000	27,500,000
Extraordinary Repair & Replacement Deposits	(535,344)	(178,448)	(713,792)	(768,370)	(256,123)	(1,024,493)
Sale of Capital Assets						
Purchase of Securities						
Sale of Securities						
Net Cashflow From Investing Activities	$ 5,882,730	$ (55,136,374)	$ (49,253,644)	$ 9,484,392	$ (25,156,261)	$ (15,671,869)
Cashflow From Financing Activities						
Senior Principal Payments	(20,011,906)	(13,610,588)	(33,622,493)	(69,836,313)	(228,307)	(70,064,620)
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)	(1,938,137)	(20,103,208)
New DWSDR Borrowings	56,700,000	17,000,000	73,700,000			
WRAP Payments	(452,808)	(156,974)	(609,782)	(986,941)	(342,139)	(1,329,080)
B-Note Payment	(529,983)	(176,661)	(706,644)	(5,404,823)	(1,801,608)	(7,206,431)
Budget Stablization Requirements	(280,886)	(93,629)	(374,514)	(1,900,500)	(633,500)	(2,534,000)
Total Wholesale Rate Charges	$ 24,119,446	$ 2,962,149	$ 27,081,596	$ (126,562,484)	$ (4,943,690)	$ (131,506,174)
Total Increase / (Decrease) In Cash Balanaces	$ 71,172,359	$ (35,818,833)	$ 35,353,526	$ 906,633	$ (22,742,605)	$ (21,835,972)
Ending Cash	**$ 97,075,775**	**61,256,942**	**61,256,942**	**$ 22,231,041**	**(511,564)**	**(511,564)**

Summary financial metrics

DETROIT WATER & SEWER DEPARTMENT
SUMMARY FINANCIAL METRICS

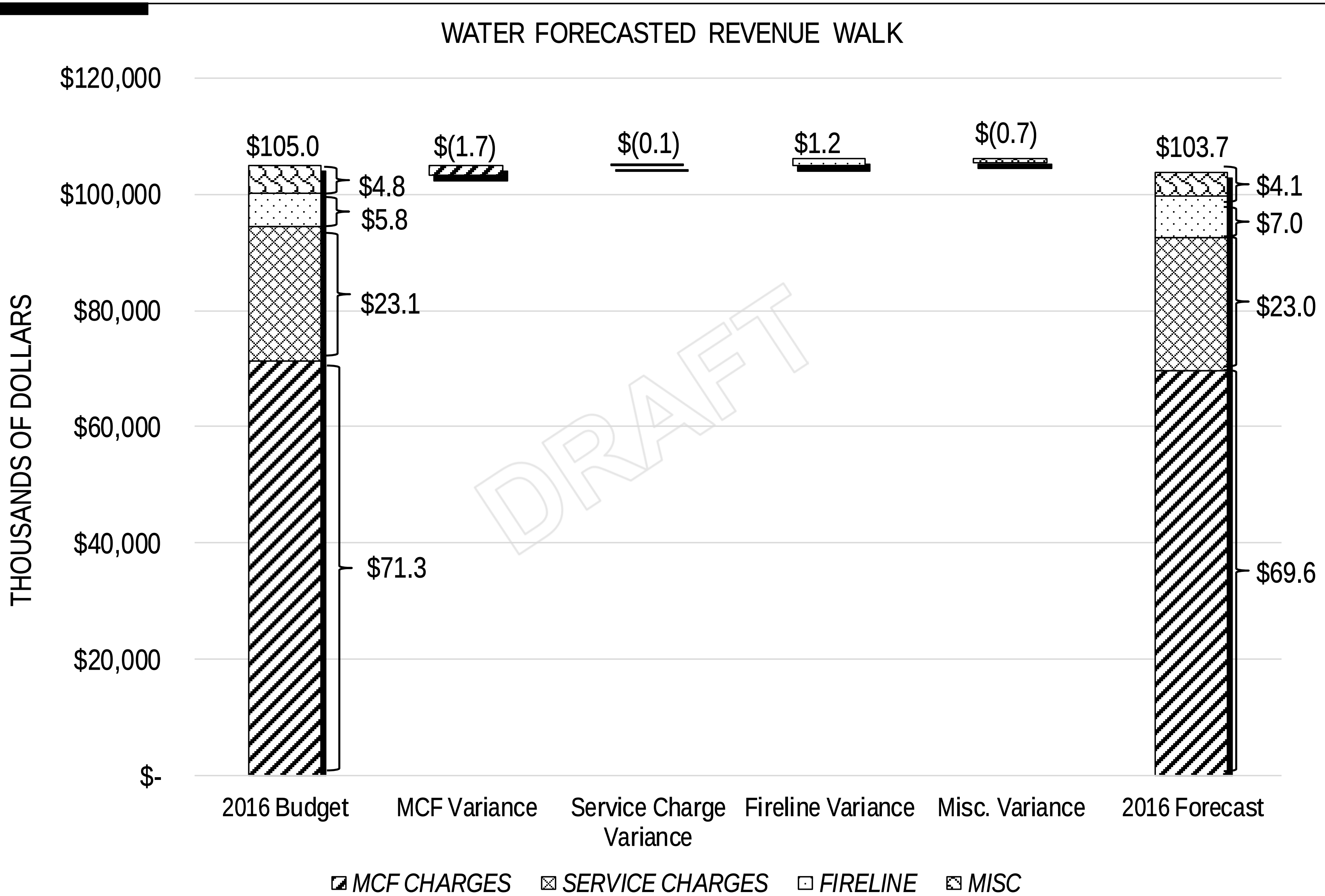
MONTHLY

		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	293,826	296,161	256,726	236,587	219,958	230,431	235,900	226,980	240,020	235,207	267,976	294,228
	Actual	286,452	294,876	260,282	224,211	213,455	233,948	222,510	208,478	233,005			
	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	222.97			
	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	46.05			
	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%	87.85%			
	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%	57.18%			
	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%	87.46%			
	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%	83.77%			
	Status												
HEADCOUNT	Budget	488	488	488	488	488	488	488	488	488	488	488	488
	Actual	450	463	463	463	455	455	447	448	470			
	Status												
O&M COSTS	Budget	7,018,809	7,038,625	6,730,200	6,559,791	6,424,539	6,514,297	6,555,357	6,467,465	6,603,210	6,550,789	6,813,888	7,046,196
	Actual	4,765,394	7,503,394	5,008,219	6,541,562	7,669,199	5,709,147	6,567,702	4,798,510	8,224,823			
	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	119.21			
	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	154.70			
	Status												

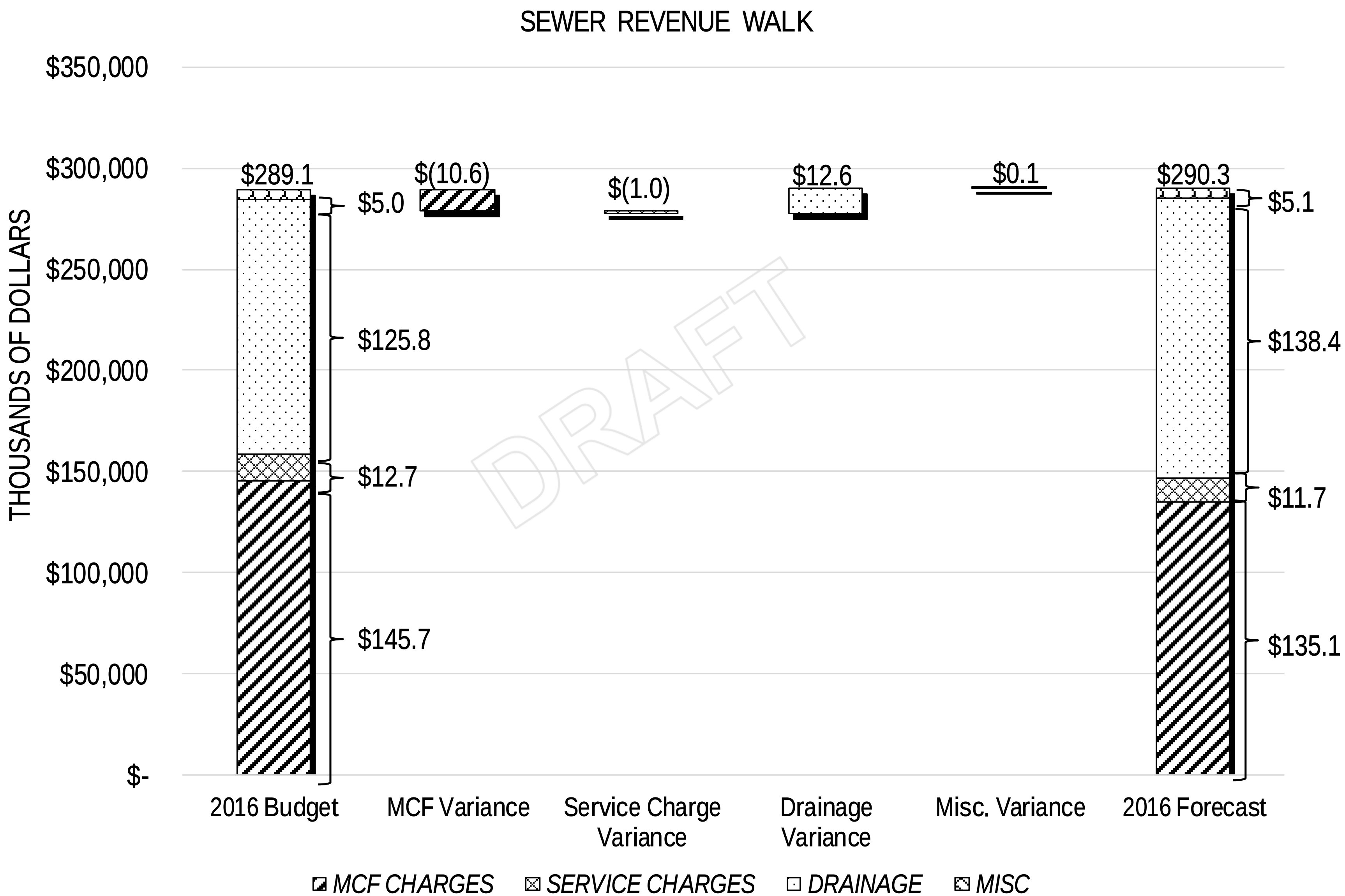
ANNUAL

	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	2,961,704	
COMMODITY VOLUME (SEWER)	2,800,000	2,597,460	
O&M COSTS (MILLION)	$ 148.0	$ 145.8	

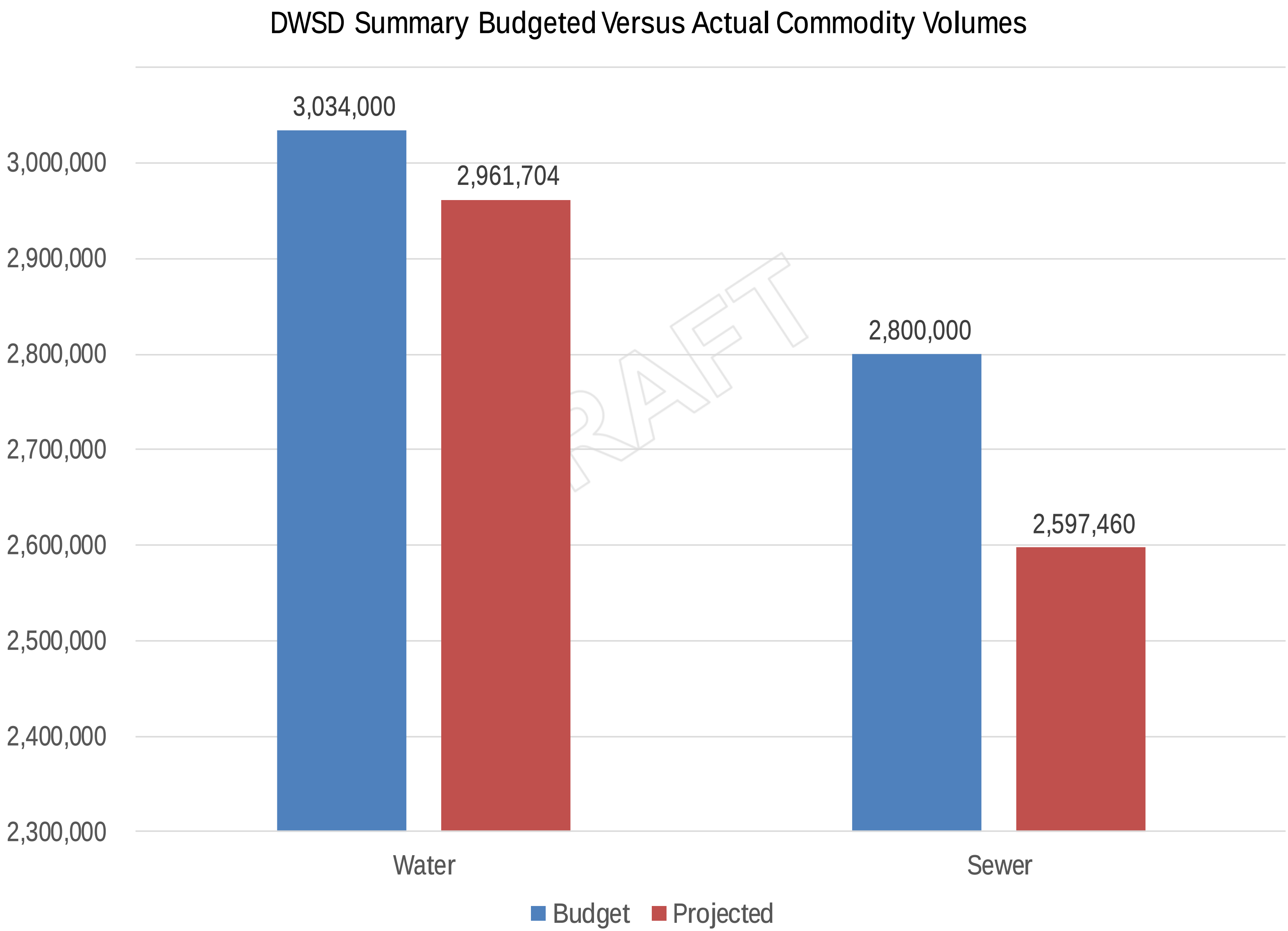
Water MCF volumes continue lower offset in part by improvements in fire line



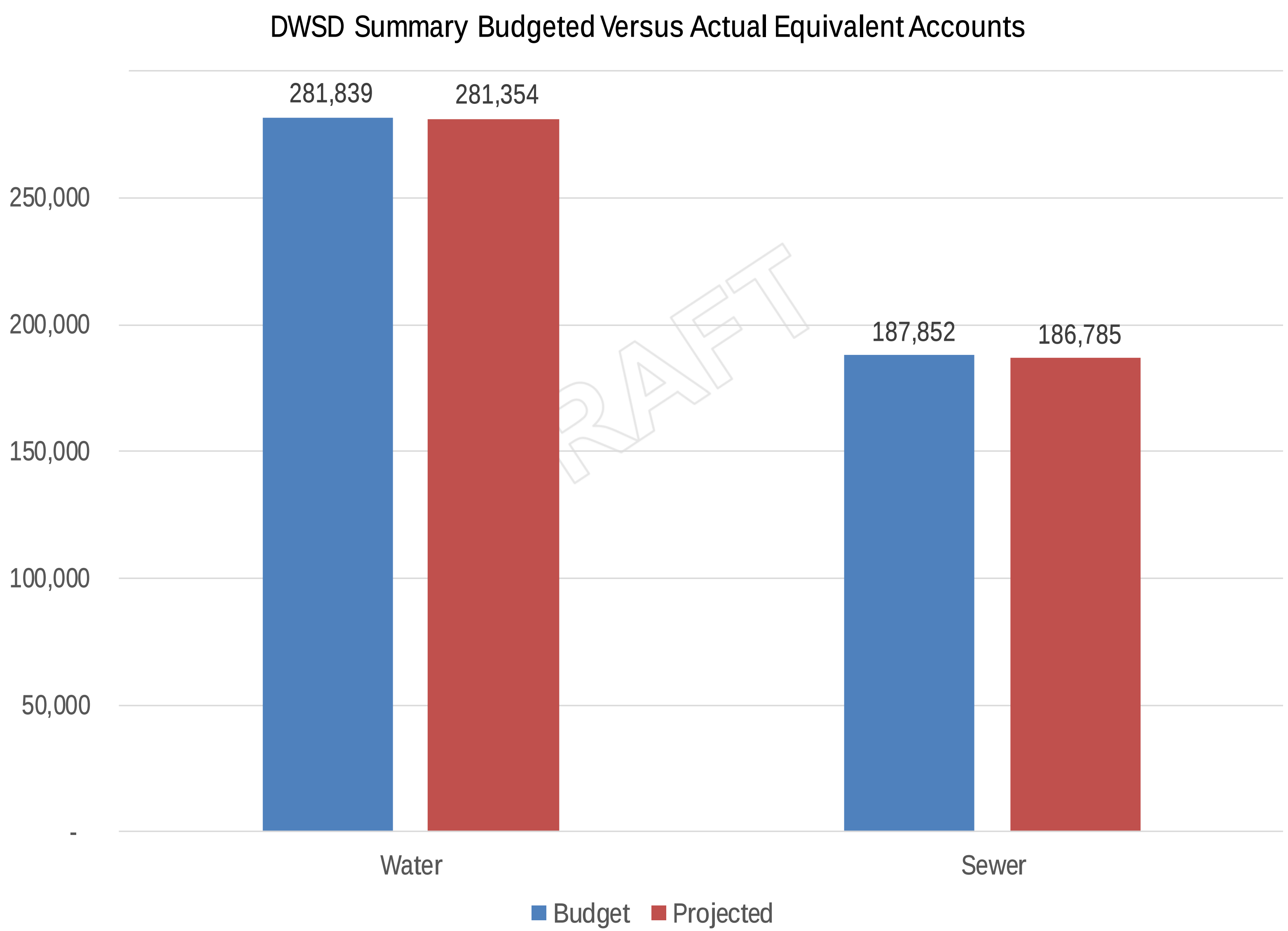
Sewer MCF volumes are tracking 7.2% lower than plan; however, this is offset by higher drainage charges from new customers



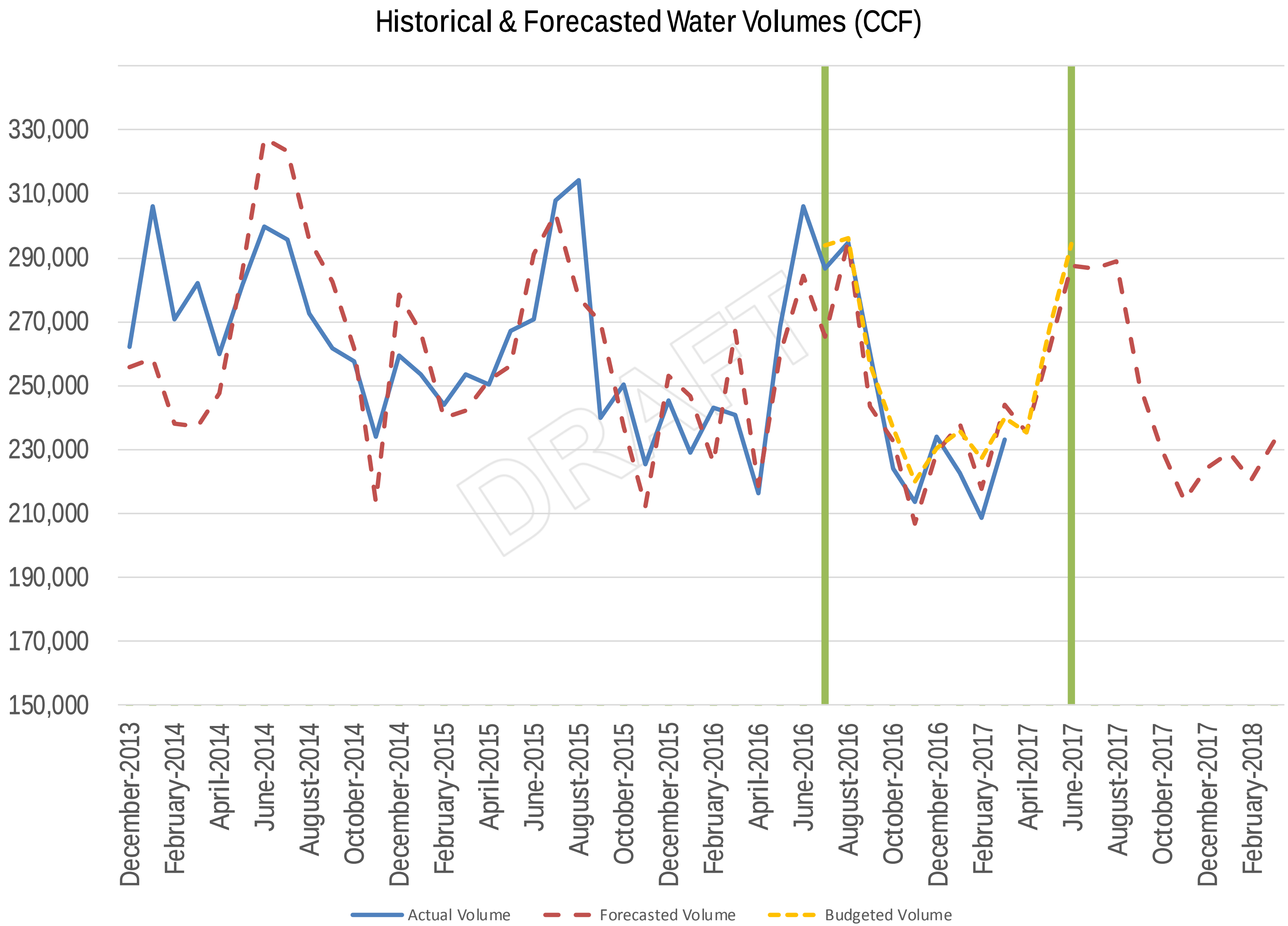
Forecasted water and sewer volumes underperform budget



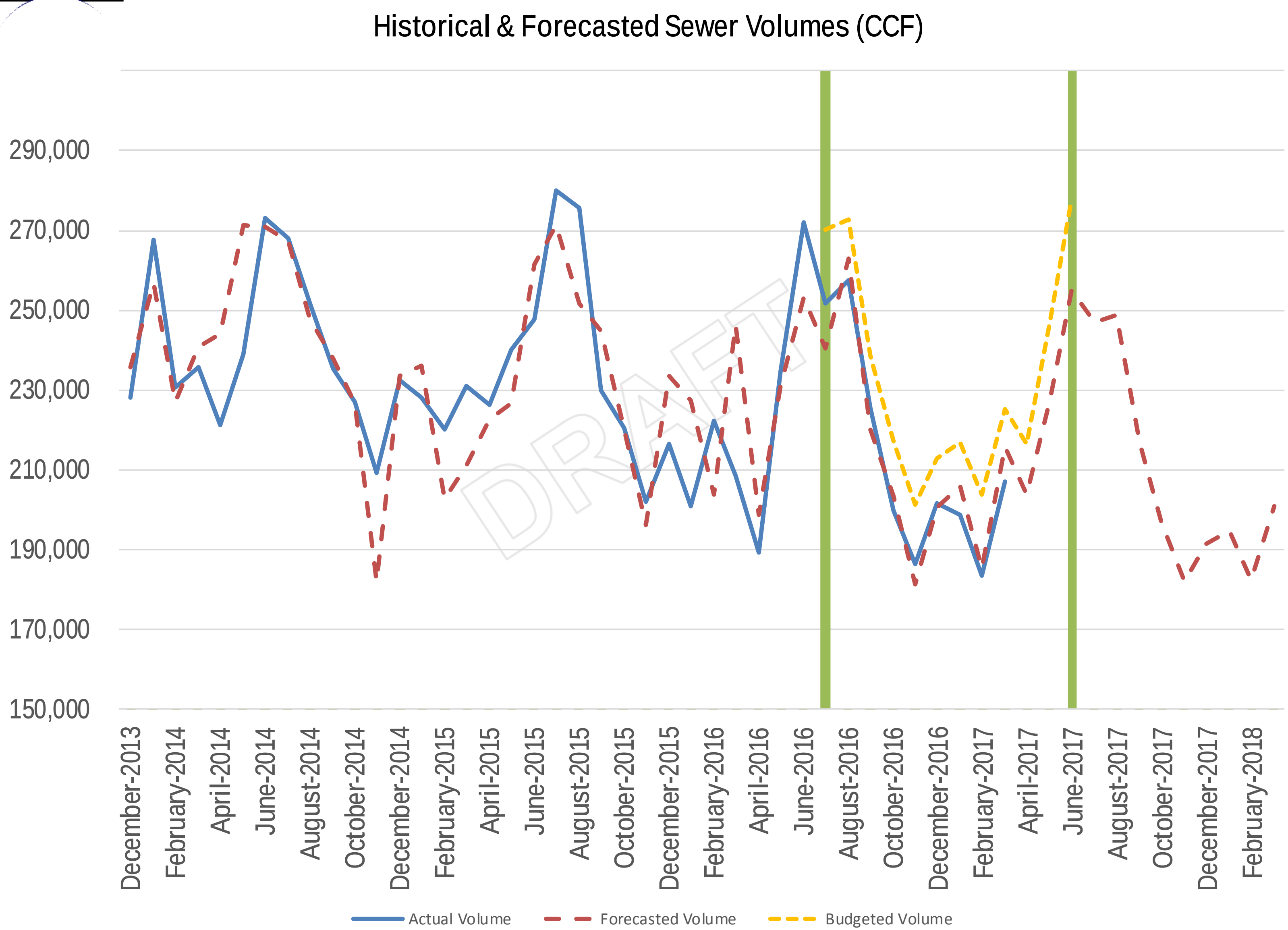
Account creation lags slightly behind budget for both Water and Sewer



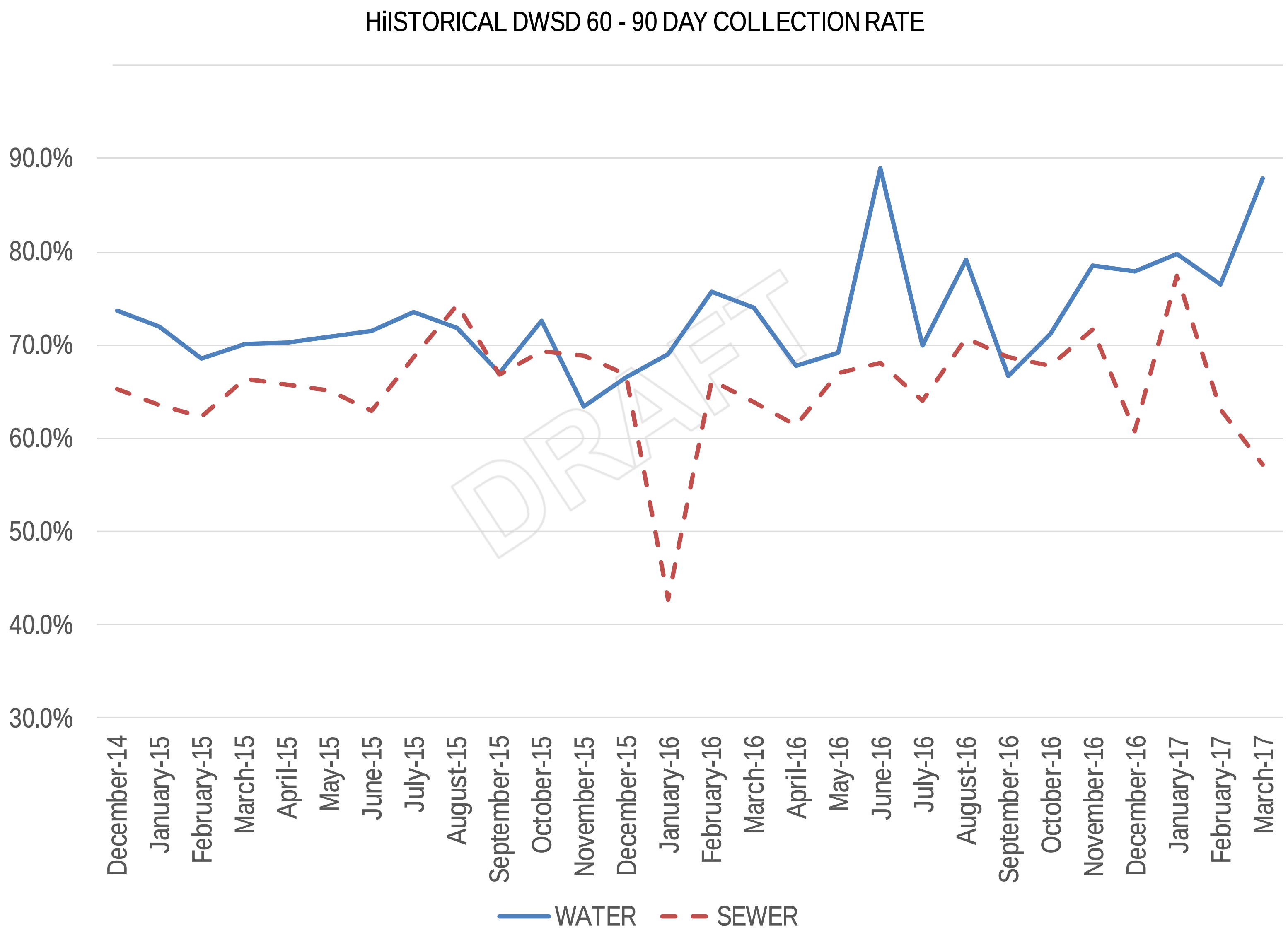
Our model continues to track water volumes well; actual volumes close forecasted and budgeted amounts



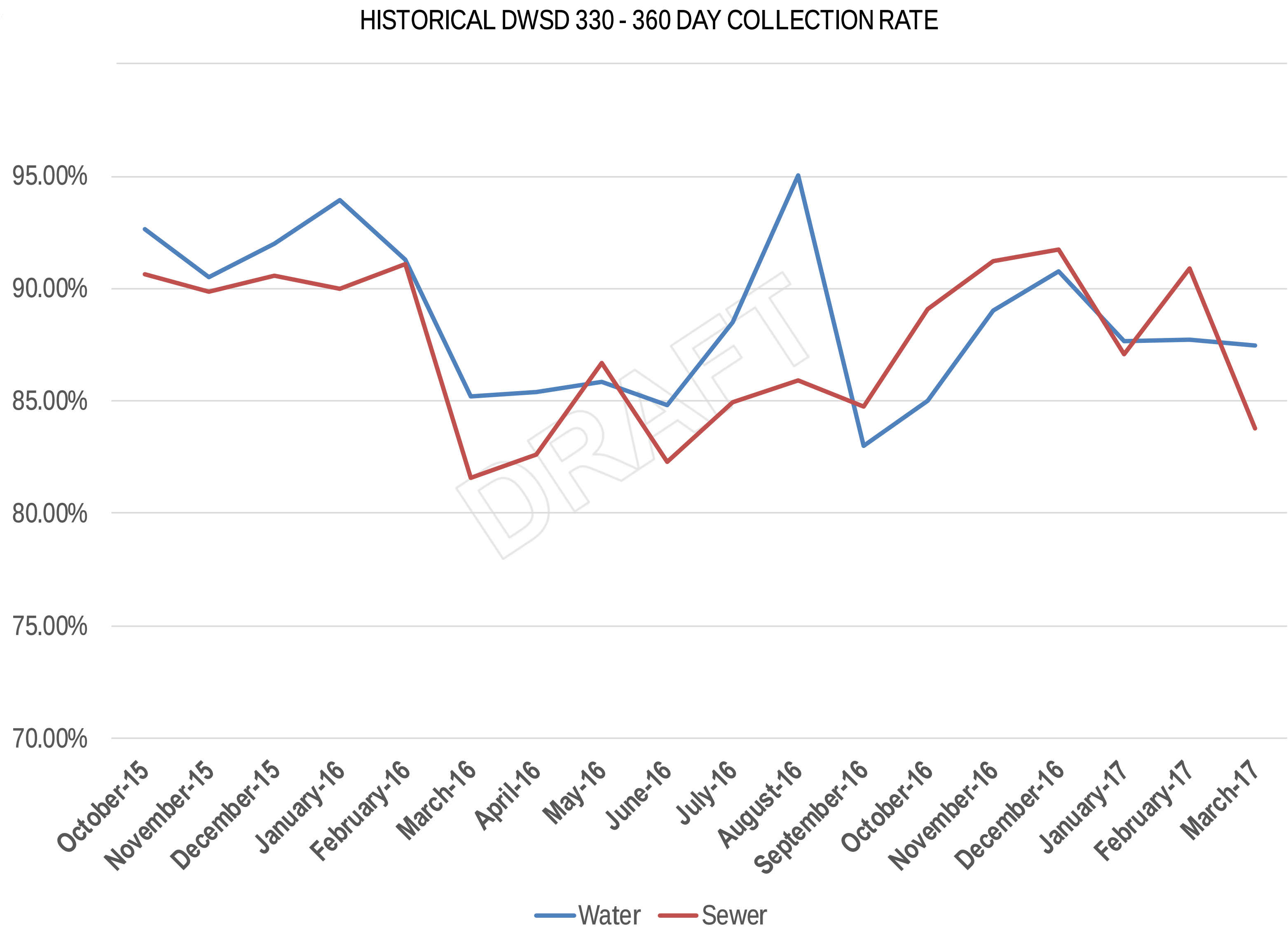
Sewer volumes are continue to project lower than budget; losses appear to be gaining momentum



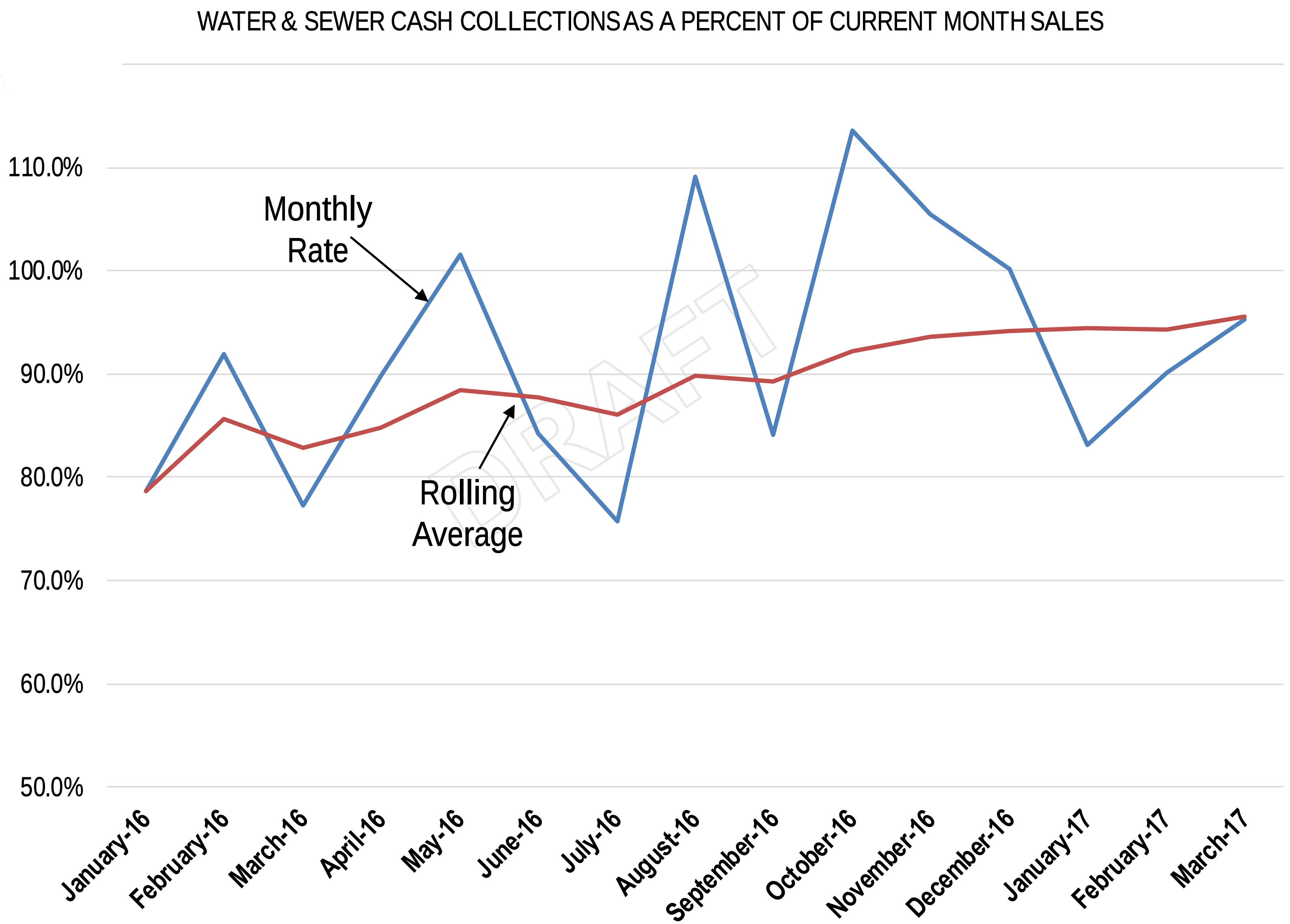
The 3-month collection rate increased significantly for water but dipped by an almost equal amount for sewer; this could be a bill allocation issue



Water one year collection rate is steady in March; Sewer ticked down predictably



Cash as a percentage remains over 90%; the rolling average approximates 94%



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

3/31/2017

INCOME STATEMENT FORECAST

	Water					
	3/31/2017			YEAR TO DATE		
	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE
Sales Revenue						
Retail Domestic MCF Charges	$ 5,636,354	$ 5,607,758	$ (28,597)	$ 52,521,504	$ 52,127,568	$ (393,936)
Retail Fixed Charges	2,401,074	2,414,021	12,947	21,609,667	21,681,648	71,981
Fee's & Penalties	408,369	307,328	(101,041)	3,675,324	2,867,172	(808,153)
Less: Bad Debet & NSFs		-	-	-	-	-
Net Sales Revenue	$ 8,445,798	$ 8,329,107	$ (116,691)	$ 77,806,496	$ 76,676,388	$ (1,130,108)
Controllable Operations & Maintenance						
Personnel	1,086,165	(1,941,595)	3,027,760	9,775,489	7,479,976	2,295,512
Contracted Services	1,192,554	3,348,148	(2,155,594)	11,112,632	12,580,392	(1,467,760)
Utilities	6,115	(38,166)	44,281	55,033	692,396	(637,363)
Fringes, Taxes & Other Overhead	659,767	170,207	489,560	5,937,903	7,081,757	(1,143,854)
Total O&M Charges	$ 2,944,601	$ 1,538,595	$ 1,406,006	$ 26,881,058	$ 27,834,521	$ (953,464)
Contribution Margin	$ 5,501,196	$ 6,790,511	$ 1,289,315	$ 50,925,439	$ 48,841,867	$ (2,083,572)
Wholesale O&M Allocation						
Monthly Wholesale O&M Charges	1,319,295	1,319,295	-	11,873,657	11,873,657	-
Depreciation and Amortization	-	-	-	-	-	-
Ownership Equity	(1,180,989)	(1,180,989)	-	(10,628,902)	(10,628,902)	-
Total Wholesale Rate Charges	$ 138,306	$ 138,306	$ -	$ 1,244,755	$ 1,244,755	$ -
Gross Margin	$ 5,362,890	$ 6,652,205	$ 1,289,315	$ 49,680,683	$ 47,597,112	$ (2,083,572)
Shared Services & Other Expenses						
Retail Allocation	414,122	414,122	-	3,727,100	3,727,100	-
Other CTA Allocation	193,598	193,598	-	1,742,382	1,742,382	-
Additonal Cost of Equity	(544,011)	(544,011)	-	(4,896,098)	(4,896,098)	-
Depreciation and Amortization	-	5,512,928	(5,512,928)	-	18,354,408	(18,354,408)
Total Other Operating Expenses	$ 63,709	$ 5,576,638	$ (5,512,928)	$ 573,384	$ 18,927,792	$ (18,354,408)
Operating Surplus/(Deficit)	$ 5,299,181	$ 1,075,568	$ (4,223,613)	$ 49,107,299	$ 28,669,320	$ (20,437,980)
Non-Operating Expense / (Income)						
Interest Expense	2,392,582	2,392,582	-	21,533,239	21,533,239	-
Lease Payments	210,824	(1,664,176)	1,875,000	1,897,413	(14,977,584)	16,874,997
WRAP Deposits	50,401	50,312	89	453,607	452,808	799
ER&R	59,483	59,483	-	535,344	535,344	-
B-Note Payment	58,887	58,887	-	529,983	529,983	-
Budget Stabilization Deposits	193,919	31,210	162,709	1,745,269	280,886	1,464,383
Total Non-Operating Expenses	$ 2,966,095	$ 928,297	$ 2,037,798	$ 26,694,855	$ 8,354,676	$ 18,340,179
Surplus /(Deficit) Before Other Adj.	$ 2,333,086	$ 147,271	$ (2,185,815)	$ 22,412,444	$ 20,314,644	$ (2,097,800)
Other Adjustments/(Credit)						
Net Surplus /(Deficit)	$ 2,333,086	$ 147,271	$ (2,185,815)	$ 22,412,444	$ 20,314,644	$ (2,097,800)
SBIDA	$ 4,725,668	$ 8,052,781	$ 3,327,113	$ 43,945,683	$ 60,202,290	$ (20,452,208)
Memo: % of Net Sales Revenue						
Contribution Margin - Products	65.14%	81.53%	-1104.90%	65.45%	63.70%	184.37%
Gross Margin - Products and Tooling	63.50%	79.87%	-1104.90%	63.85%	62.08%	184.37%
Operating Surplus/(Loss)	62.74%	12.91%	3619.49%	63.11%	37.39%	1808.50%
Surplus/(Loss) Before Other Adjustments	27.62%	1.77%	1873.17%	28.81%	26.49%	185.63%
Net Surplus/(Loss)	27.62%	1.77%	1873.17%	28.81%	26.49%	185.63%
SBIDA	55.95%	96.68%	-2851.22%	56.48%	78.51%	1809.76%

	Sewer					
	3/31/2017			YEAR TO DATE		
	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE
Sales Revenue						
Retail Domestic MCF Charges	$ 22,194,026	$ 23,930,470	$ 1,736,445	$ 201,350,749	$ 207,351,279	$ 6,000,530
Retail Fixed Charges	1,055,726	984,008	(71,718)	9,501,534	8,788,712	(712,822)
Fee's & Penalties	431,269	483,460	52,191	3,881,417	3,847,522	(33,895)
Less: Bad Debet & NSFs		-	-	-	-	-
Net Sales Revenue	$ 23,681,020	$ 25,397,938	$ 1,716,918	$ 214,733,700	$ 219,987,512	$ 5,253,812
Controllable Operations & Maintenance						
Personnel	1,629,248	4,514,169	(2,884,921)	14,663,233	16,838,234	(2,175,001)
Contracted Services	1,435,260	2,074,860	(639,600)	13,021,102	7,859,631	5,161,471
Utilities	111,831	(217,788)	329,618	1,006,478	412,590	593,888
Fringes, Taxes & Other Overhead	482,269	314,986	167,283	4,340,424	4,408,771	(68,348)
Total O&M Charges	$ 3,658,608	$ 6,686,228	$ (3,027,620)	$ 33,031,236	$ 29,519,227	$ 3,512,010
Contribution Margin	$ 20,022,412	$ 18,711,711	$ (1,310,701)	$ 181,702,464	$ 190,468,286	$ 8,765,822
Wholesale O&M Allocation						
Monthly Wholesale O&M Charges	4,319,742	4,319,742	-	38,877,675	38,877,675	-
Depreciation and Amortization	-	-	-	-	-	-
Ownership Equity	(346,157)	(346,157)	-	(3,115,415)	(3,026,149)	(89,266)
Total Wholesale Rate Charges	$ 3,973,584	$ 3,973,584	$ -	$ 35,762,260	$ 35,851,526	$ (89,266)
Gross Margin	$ 16,048,828	$ 14,738,126	$ (1,310,701)	$ 145,940,204	$ 154,616,760	$ 8,676,556
Shared Services & Other Expenses						
Retail Allocation	850,772	850,772	-	7,656,952	7,656,952	-
Other CTA Allocation	565,727	565,727	-	5,091,541	5,091,541	-
Additonal Cost of Equity	(113,509)	(113,509)	-	(1,021,585)	(1,110,851)	89,266
Depreciation and Amortization		3,454,450	(3,454,450)	-	15,942,814	(15,942,814)
Total Other Operating Expenses	$ 1,302,990	$ 4,757,440	$ (3,454,450)	$ 11,726,909	$ 27,580,457	$ (15,853,549)
Operating Surplus/(Deficit)	$ 14,745,838	$ 9,980,687	$ (4,765,151)	$ 134,213,295	$ 127,036,303	$ (7,176,993)
Non-Operating Expense / (Income)						
Interest Expense	5,913,862	5,913,862	-	53,224,762	53,224,762	-
Lease Payments	995,873	(1,295,794)	2,291,667	8,962,857	(11,662,144)	20,625,000
WRAP Deposits	110,128	109,660	468	991,156	986,941	4,215
ER&R	85,374	85,374	-	768,370	768,370	-
B-Note Payment	600,536	600,536	-	5,404,823	5,404,823	-
Budget Stabilization Deposits	196,011	211,167	(15,156)	1,764,100	1,900,500	(136,400)
Total Non-Operating Expenses	$ 7,901,785	$ 5,624,806	$ 2,276,979	$ 71,116,067	$ 50,623,252	$ 20,492,815
Surplus /(Deficit) Before Other Adj.	$ 6,844,052	$ 4,355,881	$ (2,488,172)	$ 63,097,228	$ 76,413,050	$ 13,315,822
Other Adjustments/(Credit)						
Net Surplus /(Deficit)	$ 6,844,052	$ 4,355,881	$ (2,488,172)	$ 63,097,228	$ 76,413,050	$ 13,315,822
SBIDA	$ 12,757,915	$ 13,724,193	$ (5,942,621)	$ 116,321,990	$ 145,580,627	$ (2,626,992)
Memo: % of Net Sales Revenue						
Contribution Margin - Products	84.55%	73.67%	-76.34%	84.62%	86.58%	166.85%
Gross Margin - Products and Tooling	67.77%	58.03%	-76.34%	67.96%	70.28%	165.15%
Operating Surplus/(Loss)	62.27%	39.30%	-277.54%	62.50%	57.75%	-136.61%
Surplus/(Loss) Before Other Adjustments	28.90%	17.15%	-144.92%	29.38%	34.74%	253.45%
Net Surplus/(Loss)	28.90%	17.15%	-144.92%	29.38%	34.74%	253.45%
SBIDA	53.87%	54.04%	-346.12%	54.17%	66.18%	-50.00%

DETROIT WATER & SEWER BUDGET TO FORECAST

FY2017 9+3

	Water						Sewer					
	BUDGET	9+3 FCST	9+3 RISKS	9+3 OPPS.	9+3 RISKS ADJUSTED	9+3 VAR. F/(U)	BUDGET	9+3 FCST	9+3 RISKS	9+3 OPPS.	9+3 RISKS ADJUSTED	9+3 VAR. F/(U)
Sales Revenue												
Retail Domestic MCF Charges	$ 71,246,992	$ 70,562,805	$ (90,000)	$ -	70,472,805	(774,187)	$ 271,287,158	$ 274,431,138	$ (903,750)	$ -	273,527,388	2,240,231
Retail Fixed Charges	28,812,890	29,045,046	-	-	29,045,046	232,156	12,668,712	11,723,954	-	-	11,723,954	(944,759)
Fee's, Penalties, & Adjustments	4,900,433	4,054,672	-	-	4,054,672	(845,761)	5,175,223	5,097,522	-	-	5,097,522	(77,701)
Less: Bad Debet & NSFs		-	-	-	-	-		-	-	-	-	-
Net Sales Revenue	$ 104,960,314	$ 103,662,523	$ (90,000)	$ -	$ 103,572,523	$ (1,387,791)	$ 289,131,093	$ 291,252,614	$ (903,750)	$ -	$ 290,348,864	$ 1,217,771
Controllable Operations & Maintenance												
Personnel	13,033,985	11,172,200	119,849	(652,393)	10,639,655	2,394,330	19,550,977	22,376,569	179,773	(576,816)	21,979,526	(2,428,549)
Contracted Services	15,074,618	16,349,046	80,000	(2,030,902)	14,398,144	676,474	17,543,802	12,245,581	4,973,758	(3,754,942)	13,464,397	4,079,405
Utilities	73,378	710,740	202,500	-	913,240	(839,863)	1,341,971	619,834	-	-	619,834	722,136
Fringes, Taxes & Other Overhead	7,917,204	9,305,375	-	-	9,305,375	(1,388,171)	5,787,231	6,861,036	-	-	6,861,036	(1,073,805)
Total O&M Charges	$ 36,099,185	$ 37,537,361	$ 402,349	$ (2,683,295)	$ 35,256,415	$ 842,770	$ 44,223,982	$ 42,103,021	$ 5,153,531	$ (4,331,758)	$ 42,924,793	$ 1,299,188
Contribution Margin	$ 68,861,129	$ 66,125,161	$ (492,349)	$ 2,683,295	$ 68,316,108	$ (545,021)	$ 244,907,111	$ 249,149,593	$ (6,057,281)	$ 4,331,758	$ 247,424,071	$ 2,516,959
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)	(4,034,866)	-	-	(4,034,866)	(119,021)
Total Wholesale Rate Charges	$ 1,659,674	$ 1,659,674	$ -	$ -	$ 1,659,674	$ -	$ 47,683,013	$ 47,802,034	$ -	$ -	$ 47,802,034	$ (119,021)
Gross Margin	$ 67,201,455	$ 64,465,488	$ (492,349)	$ 2,683,295	$ 66,656,434	$ (545,021)	$ 197,224,098	$ 201,347,558	$ (6,057,281)	$ 4,331,758	$ 199,622,036	$ 2,397,938
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	6,788,722	720,000	-	7,508,722	(720,000)
Additonal Cost of Equity	(6,528,131)	(6,528,131)	-	-	(6,528,131)	-	(1,362,113)	(1,481,134)	-	-	(1,481,134)	119,021
Depreciation and Amortization		24,472,544	-	-	24,472,544	(24,472,544)		21,257,086	-	-	21,257,086	(21,257,086)
Total Other Operating Expenses	$ 764,512	$ 25,237,056	$ 480,000	$ (2,120,000)	$ 23,597,056	$ (22,832,544)	$ 15,635,878	$ 36,773,943	$ 720,000	$ (3,180,000)	$ 34,313,943	$ (18,678,065)
Operating Surplus/(Deficit)	$ 66,436,943	$ 39,228,432	$ (972,349)	$ 4,803,295	$ 43,059,378	$ (23,377,565)	$ 181,588,219	$ 164,573,615	$ (6,777,281)	$ 7,511,758	$ 165,308,093	$ (16,280,126)
Non-Operating Expense / (Income)												
Interest Expense	28,710,985	28,710,985	-	-	28,710,985	-	70,966,350	70,966,350	-	-	70,966,350	-
Lease Payments	2,529,884	(19,970,113)	-	-	(19,970,113)	22,499,997	11,950,476	(15,549,525)	-	-	(15,549,525)	27,500,000
WRAP Deposits	604,809	609,782	-	-	609,782	(4,973)	1,321,541	1,329,080	-	-	1,329,080	(7,539)
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	7,206,431	-	-	7,206,431	-
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	$ 35,593,140	$ 11,145,604	$ -	$ -	$ 11,145,604	$ 24,447,536	$ 94,821,423	$ 67,510,829	$ -	$ -	$ 67,510,829	$ 27,310,594
Surplus /(Deficit) Before Other Adj.	$ 30,843,803	$ 28,082,827	$ (972,349)	$ 4,803,295	$ 31,913,774	$ 1,069,971	$ 86,766,797	$ 97,062,786	$ (6,777,281)	$ 7,511,758	$ 97,797,264	$ 11,030,467
Other Adjustments/(Credit)												
Net Surplus /(Deficit)	$ 30,843,803	$ 28,082,827	$ (972,349)	$ 4,803,295	$ 31,913,774	$ 1,069,971	$ 86,766,797	$ 97,062,786	$ (6,777,281)	$ 7,511,758	$ 97,797,264	$ 11,030,467
SBIDA	$ 59,554,788	$ 81,266,356	$ (972,349)	$ 4,803,295	$ 85,097,303	$ 25,542,515	$ 157,733,146	$ 189,286,222	$ (6,777,281)	$ 7,511,758	$ 190,020,700	$ 32,287,553
Beginning Reserves	$ -	$ -					$ -	$ -	-	-		
Transition Cash	-	25,903,416	-	-	25,903,416	25,903,416	-	21,324,408	-	-	21,324,408	21,324,408
Capital Spending	-	(71,039,852)	-	-	(71,039,852)	(71,039,852)	-	(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)	(105,318,234)	-	-	(105,318,234)	16,491,085
Change in Receivables Net of Write-Offs	(12,261,123)	4,677,319	-	-	4,677,319	16,938,442	(29,061,230)	(22,870,810)	-	-	(22,870,810)	6,190,419
Ending Reserves	$ 2,097,950	$ 69,579,775	$ (972,349)	$ 4,803,295	$ 73,410,721	71,312,771	$ 6,862,597	$ 61,018,686	$ (6,777,281)	$ 7,511,758	$ 61,753,163	54,890,566

(1) Unaccounted for expenses
(2) Unaccrued Operating Pension Expense

DETROIT WATER & SEWER 5-YEAR FORECAST

FY2017 - FY2020

INCOME STATEMENT FORECAST

	Water							Sewer						
	YTD 2017	Remaing Proj. 2017	FY Forecast 9+3	FORECAST 2018	2019	2020	2021	YTD 2017	Remaing Proj. 2017	9+3	2018	2019	2020	2021
Sales Revenue														
Retail Domestic MCF Charges	$ 52,127,568	$ 18,435,237	$ 70,562,805	$ 69,291,846	$ 68,676,986	$ 70,790,286	$ 72,968,616	$ 207,351,279	$ 67,079,860	$ 274,431,138	$ 258,633,649	$ 256,457,848	$ 259,205,423	$ 261,972,197
Retail Fixed Charges	21,681,648	7,363,398	29,045,046	29,453,593	29,453,593	30,631,737	31,857,006	8,788,712	2,935,242	11,723,954	11,740,967	11,740,967	12,210,605	12,699,030
Fee's, Penalties, & Adjustments	2,867,172	1,187,500	4,054,672	4,750,000	4,750,000	4,750,000	4,750,000	3,847,522	1,250,000	5,097,522	5,000,000	5,000,000	5,000,000	5,000,000
Less: Bad Debet & NSFs		-	-	-	-	-	-		-	-	-	-	-	-
Net Sales Revenue	$ 76,676,388	$ 26,986,135	$ 103,662,523	$ 103,495,438	$ 102,880,579	$ 106,172,023	$ 109,575,622	$ 219,987,512	$ 71,265,101	$ 291,252,614	$ 275,374,616	$ 273,198,815	$ 276,416,028	$ 279,671,226
Controllable Operations & Maintenance														
Personnel	7,479,976	3,692,223	11,172,200	17,214,558	17,558,372	17,822,956	18,058,677	16,838,234	5,538,335	22,376,569	25,821,837	26,337,558	26,734,434	27,088,016
Contracted Services	12,580,392	3,768,655	16,349,046	10,414,108	10,414,108	10,414,108	10,414,108	7,859,631	4,385,951	12,245,581	23,009,139	23,009,139	23,009,139	23,009,139
Utilities	692,396	18,344	710,740	2,499,260	2,549,245	2,600,230	2,652,235	412,590	207,244	619,834	3,748,890	3,823,868	3,900,345	3,978,352
Fringes, Taxes & Other Overhead	7,081,757	2,223,618	9,305,375	8,894,339	8,894,339	8,894,339	8,894,339	4,408,771	2,452,265	6,861,036	9,809,058	9,809,058	9,809,058	9,809,058
Total O&M Charges	$ 27,834,521	$ 9,702,840	$ 37,537,361	$ 39,022,265	$ 39,416,064	$ 39,731,633	$ 40,019,359	$ 29,519,227	$ 12,583,794	$ 42,103,021	$ 62,388,924	$ 62,979,623	$ 63,452,977	$ 63,884,565
Contribution Margin	$ 48,841,867	$ 17,283,295	$ 66,125,161	$ 64,473,173	$ 63,464,515	$ 66,440,389	$ 69,556,263	$ 190,468,286	$ 58,681,307	$ 249,149,593	$ 212,985,692	$ 210,219,192	$ 212,963,052	$ 215,786,661
Wholesale O&M Allocation														
Monthly Wholesale O&M Charges	11,873,657	3,957,886	15,831,543	14,522,110	15,102,995	15,707,115	16,335,399	38,877,675	12,959,225	51,836,900	50,784,496	52,815,876	54,928,511	57,125,651
Depreciation and Amortization	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ownership Equity	(10,628,902)	(3,542,967)	(14,171,869)	(13,525,417)	(13,097,870)	(12,711,507)	(12,360,906)	(3,026,149)	(1,008,716)	(4,034,866)	(4,314,060)	(4,098,713)	(3,910,995)	(3,746,029)
Total Wholesale Rate Charges	$ 1,244,755	$ 414,918	$ 1,659,674	$ 996,694	$ 2,005,125	$ 2,995,608	$ 3,974,493	$ 35,851,526	$ 11,950,509	$ 47,802,034	$ 46,470,436	$ 48,717,162	$ 51,017,515	$ 53,379,622
Gross Margin	$ 47,597,112	$ 16,868,376	$ 64,465,488	$ 63,476,480	$ 61,459,390	$ 63,444,781	$ 65,581,769	$ 154,616,760	$ 46,730,798	$ 201,347,558	$ 166,515,255	$ 161,502,029	$ 161,945,536	$ 162,407,039
Shared Services & Other Expenses														
Retail Allocation	3,727,100	1,242,367	4,969,467	5,168,246	5,374,976	5,589,975	5,813,574	7,656,952	2,552,317	10,209,270	10,454,065	10,953,448	11,472,806	12,012,939
Other CTA Allocation	1,742,382	580,794	2,323,176	2,535,035	3,390,948	4,281,096	5,206,851	5,091,541	1,697,180	6,788,722	1,664,501	5,279,157	9,038,399	12,948,011
Additonal Cost of Equity	(4,896,098)	(1,632,033)	(6,528,131)	(7,174,583)	(7,602,130)	(7,988,493)	(8,339,094)	(1,110,851)	(370,284)	(1,481,134)	(1,201,940)	(1,417,287)	(1,605,005)	(1,769,971)
Depreciation and Amortization	18,354,408	6,118,136	24,472,544	24,472,544	24,472,544	24,472,544	24,472,544	15,942,814	5,314,271	21,257,086	21,257,086	21,257,086	21,257,086	21,257,086
Total Other Operating Expenses	$ 18,927,792	$ 6,309,264	$ 25,237,056	$ 25,001,242	$ 25,636,337	$ 26,355,121	$ 27,153,874	$ 27,580,457	$ 9,193,486	$ 36,773,943	$ 32,173,712	$ 36,072,404	$ 40,163,287	$ 44,448,064
Operating Surplus/(Deficit)	$ 28,669,320	$ 10,559,112	$ 39,228,432	$ 38,475,238	$ 35,823,053	$ 37,089,660	$ 38,427,895	$ 127,036,303	$ 37,537,313	$ 164,573,615	$ 134,341,543	$ 125,429,625	$ 121,782,249	$ 117,958,974
Non-Operating Expense / (Income)														
Interest Expense	21,533,239	7,177,746	28,710,985	27,904,182	27,238,099	26,481,558	25,620,384	53,224,762	17,741,587	70,966,350	68,483,447	66,424,798	65,120,746	63,584,126
Lease Payments	(14,977,584)	(4,992,529)	(19,970,113)	(19,970,116)	(19,970,116)	(19,970,116)	(19,970,116)	(11,662,144)	(3,887,381)	(15,549,525)	(16,358,761)	(16,358,761)	(16,358,761)	(16,358,761)
WRAP Deposits	452,808	156,974	609,782	1,020,977	1,420,977	1,445,816	1,445,816	986,941	342,139	1,329,080	2,004,453	2,606,119	2,614,900	2,614,992
ER&R	535,344	178,448	713,792	52,200	11,814	-	-	768,370	256,123	1,024,493	414,100	17,721	-	-
B-Note Payment	529,983	176,661	706,644	706,644	706,644	706,644	706,644	5,404,823	1,801,608	7,206,431	4,082,500	4,082,500	4,082,500	4,082,500
Budget Stabilization Deposits	280,886	93,629	374,514	(2,080,686)	-	-	-	1,900,500	633,500	2,534,000	(2,298,935)	-	-	-
Total Non-Operating Expenses	$ 8,354,676	$ 2,790,928	$ 11,145,604	$ 7,633,202	$ 9,407,418	$ 8,663,903	$ 7,802,729	$ 50,623,252	$ 16,887,577	$ 67,510,829	$ 56,326,804	$ 56,772,378	$ 55,459,384	$ 53,922,857
Surplus /(Deficit) Before Other Adj.	$ 20,314,644	$ 7,768,184	$ 28,082,827	$ 30,842,036	$ 26,415,635	$ 28,425,757	$ 30,625,166	$ 76,413,050	$ 20,649,736	$ 97,062,786	$ 78,014,740	$ 68,657,247	$ 66,322,865	$ 64,036,117
Other Adjustments/(Credit)														
Net Surplus /(Deficit)	$ 20,314,644	$ 7,768,184	$ 28,082,827	$ 30,842,036	$ 26,415,635	$ 28,425,757	$ 30,625,166	$ 76,413,050	$ 20,649,736	$ 97,062,786	$ 78,014,740	$ 68,657,247	$ 66,322,865	$ 64,036,117
SBIDA	$ 60,202,290	$ 21,064,066	$ 81,266,356	$ 83,218,762	$ 78,126,277	$ 79,379,859	$ 80,718,094	$ 145,580,627	$ 43,705,595	$ 189,286,222	$ 167,755,272	$ 156,339,132	$ 152,700,697	$ 148,877,329
Memo: % of Net Sales Revenue														
Contribution Margin - Products	63.70%	64.05%	63.79%	62.30%	61.69%	62.58%	63.48%	86.58%	82.34%	85.54%	77.34%	76.95%	77.04%	77.16%
Gross Margin - Products and Tooling	62.08%	62.51%	62.19%	61.33%	59.74%	59.76%	59.85%	70.28%	65.57%	69.13%	60.47%	59.12%	58.59%	58.07%
Operating Surplus/(Loss)	37.39%	39.13%	37.84%	37.18%	34.82%	34.93%	35.07%	57.75%	52.67%	56.51%	48.79%	45.91%	44.06%	42.18%
Surplus/(Loss) Before Other Adjustments	26.49%	28.79%	27.09%	29.80%	25.68%	26.77%	27.95%	34.74%	28.98%	33.33%	28.33%	25.13%	23.99%	22.90%
Net Surplus/(Loss)	26.49%	28.79%	27.09%	29.80%	25.68%	26.77%	27.95%	34.74%	28.98%	33.33%	28.33%	25.13%	23.99%	22.90%
SBIDA	78.51%	78.06%	78.40%	80.41%	75.94%	74.77%	73.66%	66.18%	61.33%	64.99%	60.92%	57.23%	55.24%	53.23%

DETROIT WATER & SEWER 5-YEAR FORECAST

CASHFLOW STATEMENT FORECAST

Water

	YTD 2017	FCST 2017	FY Forecast 9+3	FORECAST 2018	2019	2020	2021
Beginning Cash	$ 25,903,416	$ 97,075,775	$ 25,903,416	61,448,070	58,363,192	29,481,544	10,033,449
Cashflow From Operating Activities							
Net Operating Surplus / (Deficit)	$ 28,669,320	$ 10,559,112	$ 39,228,432	$ 38,475,238	$ 35,823,053	$ 37,089,660	$ 38,427,895
Transfers to GLWA	(43,899,132)	(12,154,440)	(56,053,573)	(43,733,617)	(37,530,969)	(36,641,814)	(35,565,270)
Transfers from GLWA	27,074,389	12,033,062	39,107,451	55,968,387	44,127,416	37,846,538	36,929,540
Depreciation / Amortization	18,354,408	6,118,136	24,472,544	24,472,544	24,472,544	24,472,544	24,472,544
Change In Retail Receivables	4,054,197	623,122	4,677,319	(10,447,907)	(11,378,987)	(12,257,886)	(12,651,681)
Change in Inventory & Prepaids	2,784,019	-	2,784,019	-	-	-	-
Change in Other Long Term Assets	3,822,470	-	3,822,470	-	-	-	-
Change in Payables (Short & Long Term)	118,202	-	118,202	-	-	-	-
Other Adjustments	2,089,725	-	2,089,725	-	-	-	-
Net Cashflow From Operating Activites	$ 43,067,598	$ 17,178,991	$ 60,246,590	$ 64,734,646	$ 55,513,056	$ 50,509,042	$ 51,613,028
Cashflow From Investing Activites							
CAPEX	(10,456,926)	(60,582,926)	(71,039,852)	(42,531,000)	(56,093,000)	(40,063,000)	(38,240,000)
Lease Payment (Gross)	16,875,000	5,625,000	22,500,000	22,500,000	22,500,000	22,500,000	22,500,000
Extraordinary Repair & Replacement Deposits	(535,344)	(178,448)	(713,792)	(52,200)	(11,814)	-	-
Sale of Capital Assets							
Purchase of Securities							
Sale of Securities							
Net Cashflow From Investing Activities	$ 5,882,730	$ (55,136,374)	$ (49,253,644)	$ (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)	(16,288,496)
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)	(1,897,416)	(632,471)	(2,529,887)	(2,529,884)	(2,529,884)	(2,529,884)	(2,529,884)
WRAP Payments	(452,808)	(156,974)	(609,782)	(1,020,977)	(1,420,977)	(1,445,816)	(1,445,816)
B-Note Payment	(529,983)	(176,661)	(706,644)	(706,644)	(706,644)	(706,644)	(706,644)
Budget Stablization Requirements	(280,886)	(93,629)	(374,514)	2,080,686	-	-	-
Total Wholesale Rate Charges	$ 22,222,030	$ 2,329,678	$ 24,551,709	$ (47,736,324)	$ (50,789,891)	$ (52,394,137)	$ (54,702,847)
Total Increase / (Decrease) In Cash Balanaces	$ 71,172,359	$ (35,627,705)	$ 35,544,654	$ (3,084,878)	$ (28,881,648)	$ (19,448,095)	$ (18,829,819)
Ending Cash	$ 97,075,775	61,448,070	61,448,070	58,363,192	29,481,544	10,033,449	(8,796,370)

Sewer

	YTD 2017	FCST 2017	9+3	2018	2019	2020	2021
Beginning Cash	$ 21,324,408	$ 22,231,041	$ 21,324,408	20,232,912	61,648,797	63,506,232	53,845,641
Cashflow From Operating Activities							
Net Operating Surplus / (Deficit)	$ 127,036,303	$ 37,537,313	$ 164,573,615	$ 134,341,543	$ 125,429,625	$ 121,782,249	$ 117,958,974
Transfers to GLWA	(35,044,978)	(40,655,221)	(75,700,199)	(65,539,360)	(55,812,032)	(51,038,277)	(48,303,559)
Transfers from GLWA	33,167,986	14,741,327	47,909,313	90,179,810	66,130,059	56,285,386	51,469,866
Depreciation / Amortization	15,942,814	5,314,271	21,257,086	21,257,086	21,257,086	21,257,086	21,257,086
Change In Retail Receivables	(16,278,085)	(6,592,725)	(22,870,810)	(22,450,322)	(21,179,285)	(22,641,758)	(22,908,394)
Change in Inventory & Prepaids	(3,010,829)	-	(3,010,829)	-	-	-	-
Change in Other Long Term Assets	2,548,640	-	2,548,640	-	-	-	-
Change in Payables (Short & Long Term)	(9,233,430)	-	(9,233,430)	-	-	-	-
Other Adjustments	(3,299,270)	-	(3,299,270)	-	-	-	-
Net Cashflow From Operating Activites	$ 111,829,152	$ 10,344,965	$ 122,174,117	$ 157,788,757	$ 135,825,452	$ 125,644,686	$ 119,473,973
Cashflow From Investing Activites							
CAPEX	(10,372,238)	(11,030,662)	(21,402,900)	(13,875,000)	(28,793,000)	(29,993,000)	(29,993,000)
Lease Payment (Gross)	20,625,000	6,875,000	27,500,000	27,500,000	27,500,000	27,500,000	27,500,000
Extraordinary Repair & Replacement Deposits	(768,370)	(256,123)	(1,024,493)	(414,100)	(17,721)	-	-
Sale of Capital Assets							
Purchase of Securities							
Sale of Securities							
Net Cashflow From Investing Activities	$ 9,484,392	$ (4,411,785)	$ 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)	(228,307)	(69,224,034)	(69,257,571)	(69,789,501)	(69,237,872)	(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)	(1,938,137)	(20,849,946)	(21,137,224)	(21,151,632)	(21,177,738)	(21,215,014)
New DWSDR Borrowings	-	-	-	-	-	-	-
Lease Payment (Retail Portion)	(8,962,856)	(2,987,619)	(11,950,475)	(11,141,239)	(11,141,239)	(11,141,239)	(11,141,239)
WRAP Payments	(986,941)	(342,139)	(1,329,080)	(2,004,453)	(2,606,119)	(2,614,900)	(2,614,992)
B-Note Payment	(5,404,823)	(1,801,608)	(7,206,431)	(4,082,500)	(4,082,500)	(4,082,500)	(4,082,500)
Budget Stablization Requirements	(1,900,500)	(633,500)	(2,534,000)	2,298,935	-	-	-
Total Wholesale Rate Charges	$ (120,406,911)	$ (7,931,309)	$ (128,338,220)	$ (129,583,772)	$ (132,657,296)	$ (132,812,277)	$ (131,888,672)
Total Increase / (Decrease) In Cash Balanaces	$ 906,633	$ (1,998,129)	$ (1,091,496)	$ 41,415,885	$ 1,857,435	$ (9,660,591)	$ (14,907,700)
Ending Cash	$ 22,231,041	20,232,912	20,232,912	61,648,797	63,506,232	53,845,641	38,937,942