



DWSD FINANCIAL SUMMARY

FINANCE COMMITTEE DISCUSSION

8/9/2016

The Bottom Line...



- ▶ **Volumes, and hence revenues, continue to be soft**
 - Water volumes down 4.7% YTD versus budget
 - Sewer volumes down 12.0% YTD versus budget partially offset by higher than expected fixed charges and higher drainage charges
 - Both Water and Sewer volumes appear to be down 1.9% and 6.4%, respectively, in May

- ▶ **Long term collection rate below 90% target; this is likely temporary**
 - Collection rate typically dips in non-shutoff months and months immediately following
 - Name to accounts implemented
 - Delinquency management program in full swing; cash collections as a percentage of sales improving

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

- ▶ **Cash balance remains strong – current bank cash exceeds \$47 million – we anticipate more from GLWA**



DETROIT WATER & SEWER DEPARTMENT SUMMARY FINANCIAL STATEMENTS (YTD)

	WATER			SEWER		
	Budget	Actual	F / (U)	Budget	Actual	F / (U)
Net Sales Revenue	\$ 104,113,197	\$ 96,685,093	\$ (7,428,104) ^[1]	\$ 259,341,667	\$ 251,723,398	\$ (7,618,269) ^[5]
Total O&M Charges	44,885,593	28,140,185	16,745,408 ^[2]	33,624,165	19,094,100	14,530,065 ^[6]
Contribution Margin	59,227,604	68,544,908	9,317,304	225,717,502	232,629,298	6,911,796
Total Wholesale Rate Charges	401,011	401,011	(0) ^[3]	54,260,184	54,260,184	-
Gross Margin	58,826,593	68,143,897	9,317,304	171,457,318	178,369,114	6,911,796
Total Other Operating Expenses	207,826	207,826	0 ^[3]	23,065,085	23,065,085	-
Net Operating Income	58,618,767	67,936,071	9,317,304	148,392,233	155,304,029	6,911,796
Total Non-Operating Expenses	30,967,409	13,329,251	17,638,158 ^[4]	68,610,107	60,539,527	8,070,580 ^[7]
Fund Surplus	27,651,358	54,606,820	26,955,462	79,782,125	94,764,502	14,982,376
Interest Expense	27,646,582	27,646,582	-	62,104,227	62,104,227	-
Fund Surplus Before Interest	\$ 55,297,940	\$ 82,253,401	\$ 26,955,462	\$ 141,886,352	\$ 156,868,729	\$ 14,982,376
Actual Debt Payments	(44,892,243)	(44,892,243)	-	(120,404,712)	(118,270,221)	2,134,492
Change in Receivables	(13,333,333)	(3,309,665)	10,023,669	(35,750,000)	(23,560,865)	12,189,135
Net Surplus / Deficit	<u>\$ (2,927,637)</u>	<u>\$ 34,051,493</u>	<u>\$ 36,979,130</u>	<u>\$ (14,268,360)</u>	<u>\$ 15,037,643</u>	<u>\$ 29,306,003</u>
Unrestricted Lease Payment	-	16,853,333	16,853,333	-	6,333,333	6,333,333
Net Surplus / Deficit Less Lease	<u>\$ (2,927,637)</u>	<u>\$ 17,198,160</u>	<u>\$ 20,125,797</u>	<u>\$ (14,268,360)</u>	<u>\$ 8,704,310</u>	<u>\$ 22,972,670</u>

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

[1] Lower revenue as a result of 4.8% negative volume variation and lower than budgeted fireline revenue

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

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

[4] Includes value of net Water Lease Payment

[5] Lower revenue as a result of 12.0% negative volume variation offset by higher than expected drainage charges

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

[7] Includes value of net Sewer Lease Payment



DETROIT WATER & SEWER DEPARTMENT SUMMARY FINANCIAL STATEMENTS (FORECAST)

	WATER			SEWER		
	Budget	Fcst	F / (U)	Budget	Fcst	F / (U)
Net Sales Revenue	\$ 114,252,630	\$ 105,729,280	\$ (8,523,350) ^[1]	\$ 284,233,135	\$ 277,541,977	\$ (6,691,158) ^[5]
Total O&M Charges	49,152,097	37,104,746	12,047,351 ^[2]	36,750,114	26,234,705	10,515,408 ^[6]
Contribution Margin	65,100,533	68,624,534	3,524,001	247,483,022	251,307,272	3,824,250
Total Wholesale Rate Charges	437,467	437,467	-	59,192,928	59,192,928	-
Gross Margin	64,663,066	68,187,067	3,524,001	188,290,093	192,114,344	3,824,250
Total Other Operating Expenses	226,719	226,719	-	25,161,911	25,161,911	-
	64,436,347	67,960,348	3,524,001	163,128,182	166,952,432	3,824,250
Total Non-Operating Expenses	33,782,628	14,541,001	19,241,627 ^[3]	74,847,390	66,043,120	8,804,269 ^[7]
Fund Surplus	30,653,719	53,419,347	22,765,628	88,280,793	100,909,312	12,628,520
Interest Expense	30,159,907	30,159,907	-	67,750,066	67,750,066	-
Fund Surplus Before Interest	\$ 60,813,627	\$ 83,579,254	\$ 22,765,628	\$ 156,030,858	\$ 168,659,378	\$ 12,628,520
Actual Debt Payments	(44,892,243)	(44,892,243)	-	(120,404,712)	(118,270,221)	2,134,492
Change in Receivables	(16,000,000)	(3,454,352)	12,545,648 ^[4]	(39,000,000)	(25,343,727)	13,656,273 ^[8]
Net Surplus / Deficit	\$ (78,617)	\$ 35,232,660	\$ 35,311,276	\$ (3,373,854)	\$ 25,045,430	\$ 28,419,284
Unrestricted Lease Payment	-	20,224,000	20,224,000	-	7,600,000	7,600,000
Net Surplus / Deficit Less Lease	\$ (78,617)	\$ 15,008,660	\$ 15,087,276	\$ (3,373,854)	\$ 17,445,430	\$ 20,819,284

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

[1] Lower revenue as a result of 5.1% projected negative volume variation and lower than budgeted fireline revenue

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

[3] Includes value of net Water Lease Payment

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

[5] Lower revenue as a result of 12.0% projected negative volume variation offset by higher than budgeted drainage charges

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

[7] Includes value of net Sewer Lease Payment

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



DETROIT WATER & SEWER YTD CASHFLOW CASHFLOW STATEMENT FORECAST

	Water			Sewer		
	YTD 2016	FCST 2016	FY Forecast 11+1	YTD 2016	FCST 2016	11+1
Beginning Cash	\$ -	\$ 27,475,371	\$ -	\$ -	\$ 20,034,851	\$ -
Cashflow From Operating Activities						
Net Operating Surplus / (Deficit)	\$ 67,936,071	\$ 5,467,177	\$ 73,403,248	\$ 155,304,029	\$ 14,330,004	\$ 169,634,032
Transfers to GLWA	(43,083,903)	(10,905,772)	(53,989,674)	(20,817,131)	(13,937,973)	(34,755,104)
Transfers from GLWA	37,963,929	3,723,644	41,687,573	25,814,339	2,784,100	28,598,438
Depreciation / Amortization	-	-	-	-	-	-
Change In Receivables	(4,765,814)	2,220,052	(2,545,762)	(23,560,865)	(1,782,862)	(25,343,727)
Change in Payables	-	-	-	-	-	-
Net Cashflow From Operating Activities	\$ 58,050,283	\$ 505,101	\$ 58,555,385	\$ 136,740,371	\$ 1,393,268	\$ 138,133,640
Cashflow From Investing Activities						
CAPEX	-	(22,536,000)	(22,536,000)	-	(13,383,000)	(13,383,000)
Lease Payment (Net)	18,305,936	1,664,176	19,970,112	14,253,731	1,295,794	15,549,525
Extraordinary Repair & Replacement Deposits	(654,309)	(59,483)	(713,792)	(939,119)	(85,374)	(1,024,493)
Sale of Capital Assets	-	-	-	-	-	-
Purchase of Securities	-	-	-	-	-	-
Sale of Securities	-	-	-	-	-	-
Net Cashflow From Investing Activities	\$ 17,651,627	\$ (20,931,306)	\$ (3,279,680)	\$ 13,314,612	\$ (12,172,581)	\$ 1,142,031
Cashflow From Financing Activities						
Senior Principal Payments	(35,100,183)	-	(35,100,183)	(69,836,313)	-	(69,836,313)
2nd Lien Principal Payments	(9,740,240)	-	(9,740,240)	(30,268,836)	-	(30,268,836)
Junior Lien Principal Payments	(51,821)	-	(51,821)	(18,165,071)	-	(18,165,071)
New DWSDR Borrowings	-	-	-	-	-	-
WRAP Payments	(553,432)	(50,312)	(603,744)	(1,206,261)	(109,660)	(1,315,921)
B-Note Payment	(647,757)	(58,887)	(706,644)	(6,605,895)	(600,536)	(7,206,431)
Budget Stabilization Requirements	(2,133,107)	(193,919)	(2,327,026)	(3,937,757)	(357,978)	(4,295,735)
Total Wholesale Rate Charges	\$ (48,226,540)	\$ (303,118)	\$ (48,529,657)	\$ (130,020,133)	\$ (1,068,174)	\$ (131,088,306)
Total Increase / (Decrease) In Cash Balances	\$ 27,475,371	\$ (20,729,323)	\$ 6,746,048	\$ 20,034,851	\$ (11,847,486)	\$ 8,187,365
Ending Cash	\$ 27,475,371	6,746,048	6,746,048	\$ 20,034,851	8,187,365	8,187,365

Note: Cash flow statement is pro forma; DWSD still lacks certain data to perform full reconciliation. Unreconciled balance as of 4/30/2016 approximates \$4 million (Actual cash approximates \$49 million versus \$45 million combined cash from cashflow statement)



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

	WATER			SEWER		
	Budget	Actual	F / (U)	Budget	Actual	F / (U)
Net Sales Revenue	\$ 10,550,530	\$ 10,077,681	\$ (472,849) ^[1]	\$ 25,638,478	\$ 23,597,954	\$ (2,040,523) ^[5]
Total O&M Charges	4,379,849	8,589,710	(4,209,861) ^[2]	3,165,264	5,937,612	(2,772,348) ^[6]
Contribution Margin	6,170,682	1,487,971	(4,682,710)	22,473,214	17,660,343	(4,812,872)
Total Wholesale Rate Charges	36,456	143,058	(106,603)	4,772,586	5,234,828	(462,242)
Gross Margin	6,134,226	1,344,913	(4,789,313)	17,700,628	12,425,514	(5,275,114)
Total Other Operating Expenses	18,893	18,893	-	2,256,984	2,256,984	-
	6,115,333	1,326,020	(4,789,313)	15,443,644	10,168,530	(5,275,114)
Total Non-Operating Expenses	2,788,916	1,185,447	1,603,469 ^[3]	6,255,952	5,531,402	724,551 ^[7]
Fund Surplus	3,326,416	140,573	(3,185,844)	9,187,692	4,637,129	(4,550,563)
Interest Expense	2,487,023	2,487,023	-	5,916,205	5,916,205	-
Fund Surplus Before Interest	\$ 5,813,439	\$ 2,627,596	\$ (3,185,844)	\$ 15,103,897	\$ 10,553,334	\$ (4,550,563)
Actual Debt Payments	-	-	-	-	-	-
Change in Receivables	-	388,439	388,439 ^[4]	-	3,930,027	3,930,027 ^[8]
Net Surplus / Deficit	\$ 5,813,439	\$ 3,016,034	\$ (2,797,405)	\$ 15,103,897	\$ 14,483,360	\$ (620,536)
Unrestricted Lease Payment	-	1,685,333	1,685,333	-	633,333	633,333
Net Surplus / Deficit Less Lease	\$ 5,813,439	\$ 1,330,701	\$ (4,482,738)	\$ 15,103,897	\$ 13,850,027	\$ (1,253,870)

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

[1] Lower revenue as a result of 2.1% projected negative volume variation offset by lower than budgeted fireline revenue

[2] Negative variation driven by projected personnel payments due to \$0.9 payment to GLWA employees for sick payouts

[3] Includes value of net Water Lease Payment

[4] Negative variance driven by increase in \$0.4 in commercial receivables and \$0.7 in payments due to United Way

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

[6] Positive variation driven by lower than expected contract and overhead costs offset by higher personnel payments due to \$0.8 payment to GLWA employees for sick payouts

[7] Includes value of net Sewer Lease Payment

[8] Positive variance driven by \$1.3 million decrease in Residential receivables

Summary financial metrics



DETROIT WATER & SEWER DEPARTMENT SUMMARY FINANCIAL METRICS

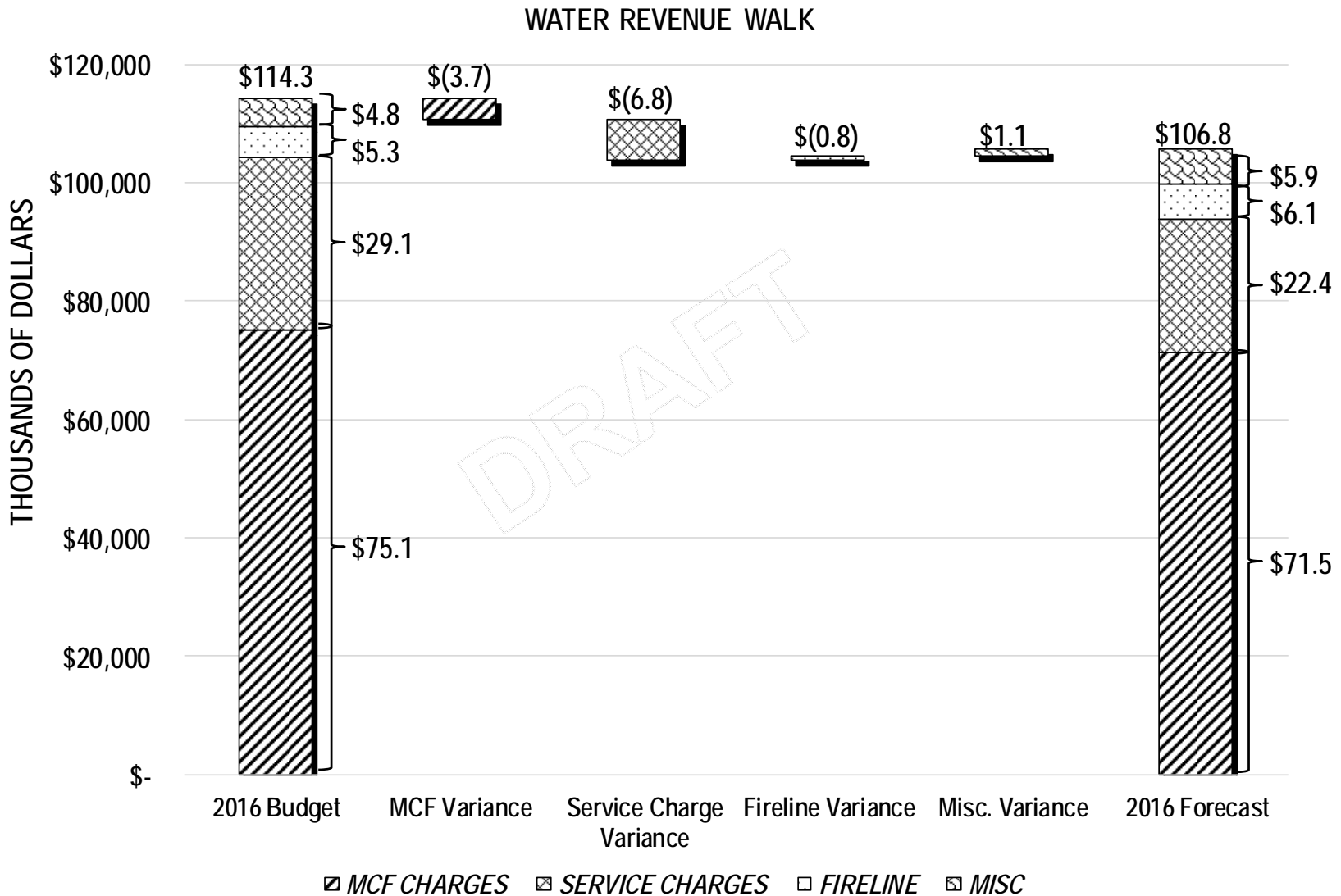
MONTHLY

		7/31/2015	8/31/2015	9/30/2015	10/31/2015	11/30/2015	12/31/2015	1/31/2016	2/29/2016	3/31/2016	4/30/2016	5/31/2016	6/30/2016
VOLUMES	Budget	323,794	317,089	272,134	267,630	240,628	261,568	259,415	257,947	264,107	245,387	288,131	
	Actual	322,366	324,515	254,553	261,900	231,255	248,084	236,872	243,653	245,627	216,238	268,640	
	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	72.46%	68.58%	64.28%	71.39%	61.28%	61.75%	65.22%	73.99%	72.76%	67.79%	64.18%	88.61%
	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	67.83%	67.34%	65.39%	68.43%	67.69%	64.92%	40.61%	65.22%	62.63%	60.52%	64.30%	67.18%
	Status												
WATER 330 - 360 DAY COLLECTION RATE	Budget	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
	Actual	0.00%	0.00%	0.00%	92.36%	90.12%	91.80%	93.79%	90.91%	84.49%	84.80%	84.24%	83.60%
	Status												
SEWER 330 - 360 DAY COLLECTION RATE	Budget	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
	Actual	0.00%	0.00%	0.00%	90.46%	90.13%	90.32%	89.88%	90.67%	81.17%	82.10%	83.10%	81.46%
	Status												
HEADCOUNT	Budget					415	415	415	415	415	415		
	Actual					412	412	425	425	425	425		
	Status												
O&M COSTS	Budget					6,895,539	7,034,060	7,048,454	7,015,321	7,063,392	6,910,871	7,276,783	
	Actual					4,271,700	4,630,022	4,630,022	4,630,022	4,630,022	6,240,253	7,350,216	
	Status												
WATER OUTSTANDING RECEIVABLES	Budget	188.00	188.00	188.00	188.00	188.00	188.00	188.00	188.00	188.00	188.00	188.00	
	Actual	167.26	172.39	176.21	169.94	179.46	171.01	173.43	176.75	174.12	169.80	168.39	
	Status												
SEWER OUTSTANDING RECEIVABLES	Budget	194.00	194.00	194.00	194.00	194.00	194.00	194.00	194.00	194.00	194.00	194.00	
	Actual	191.90	199.21	200.29	172.77	184.45	182.96	187.79	189.46	187.36	198.36	193.34	
	Status												

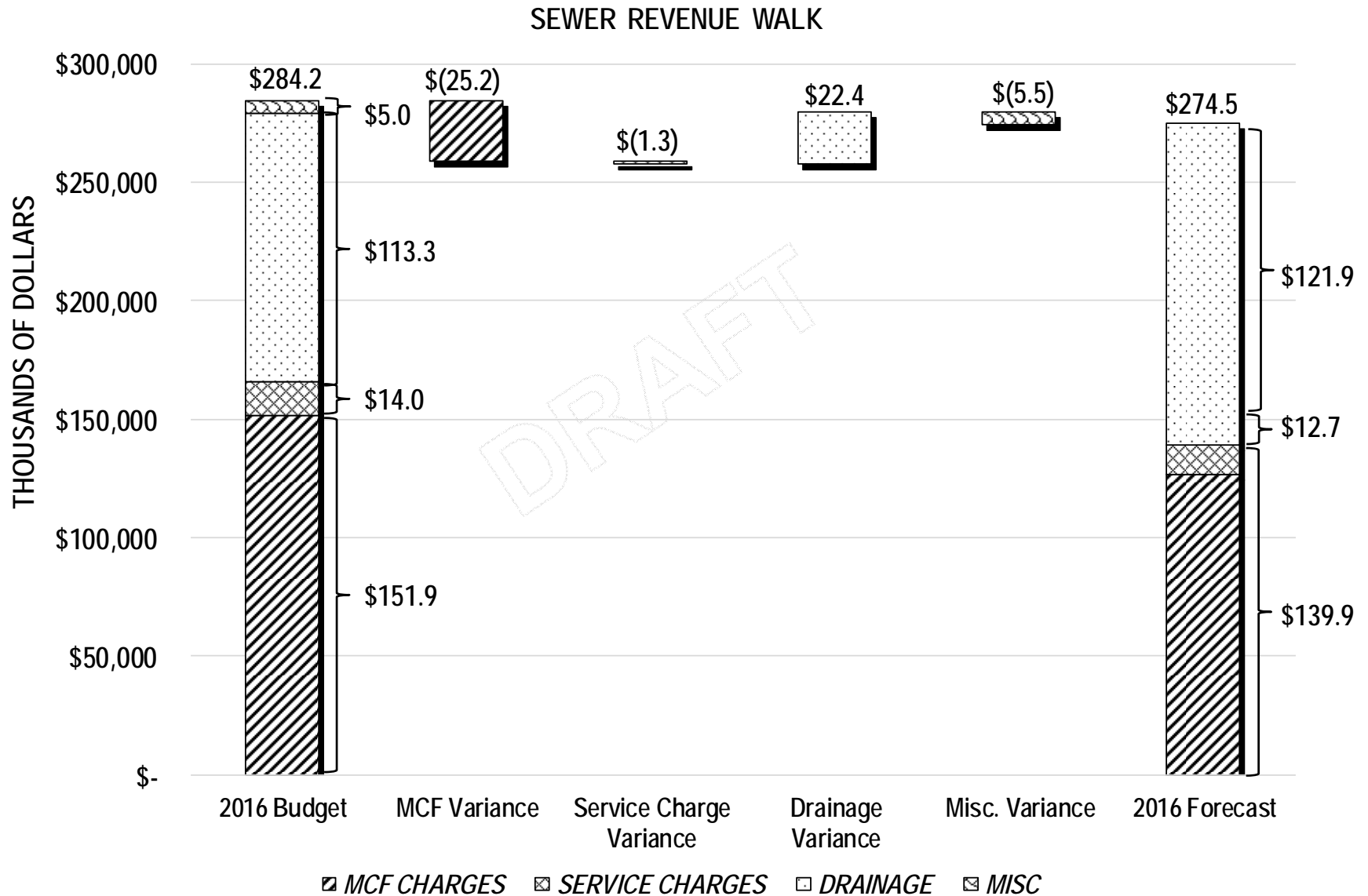
ANNUAL

	BUDGET	PROJECTED	STATUS
EQUIVALENT ACTIVE ACCOUNTS (WATER)	367,078	281,839	
EQUIVALENT ACTIVE ACCOUNTS (SEWER)	196,914	187,852	
COMMODITY VOLUME (WATER)	3,300,000	3,131,426	
COMMODITY VOLUME (SEWER)	3,025,000	2,661,908	
O&M COSTS (MILLION)	\$ 161.0	\$ 138.4	

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



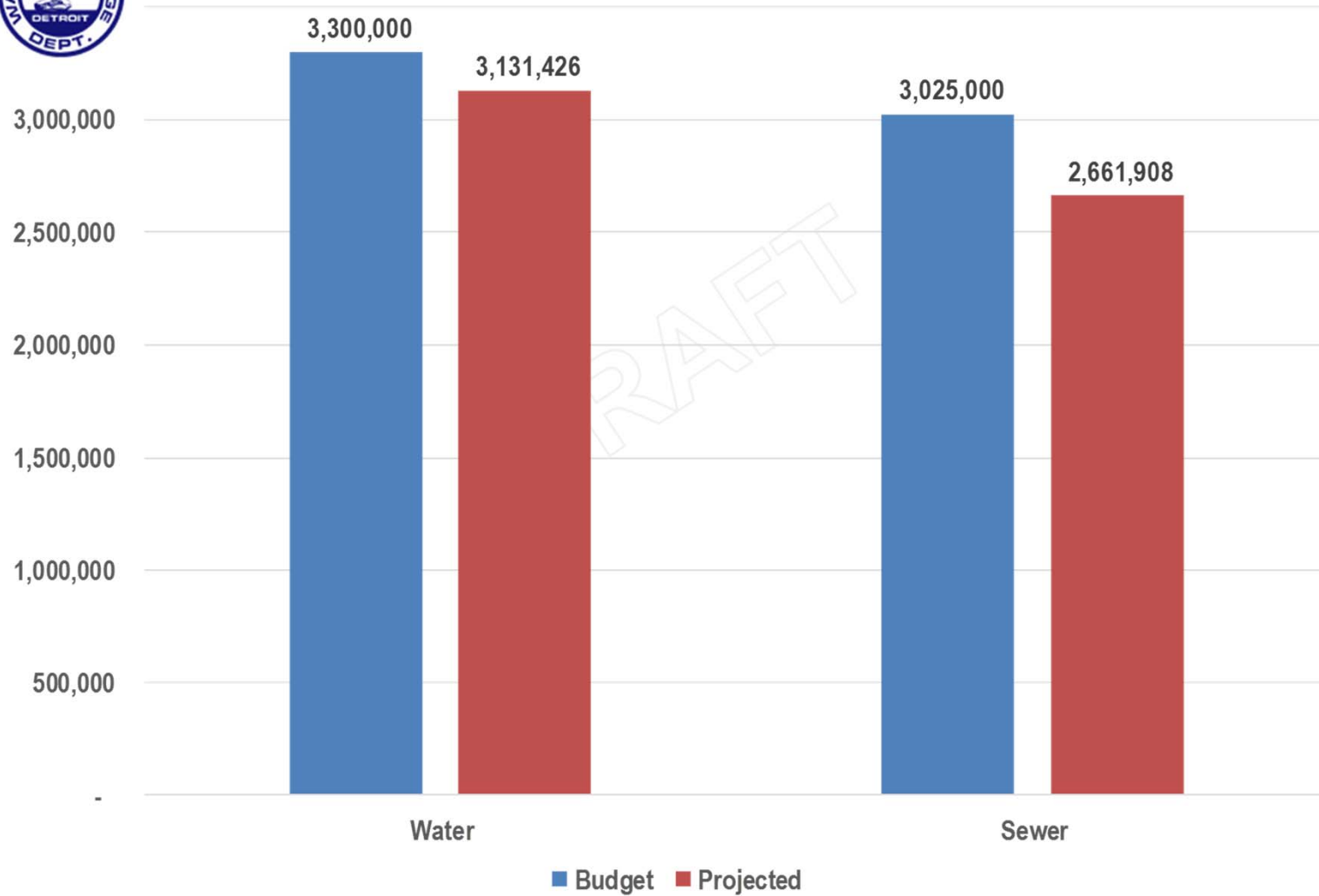
Sewer MCF volumes are 7.8% lower than plan; however, lower commodity revenue has been partially offset by higher drainage charges



Projected volumes continue to underperform budget



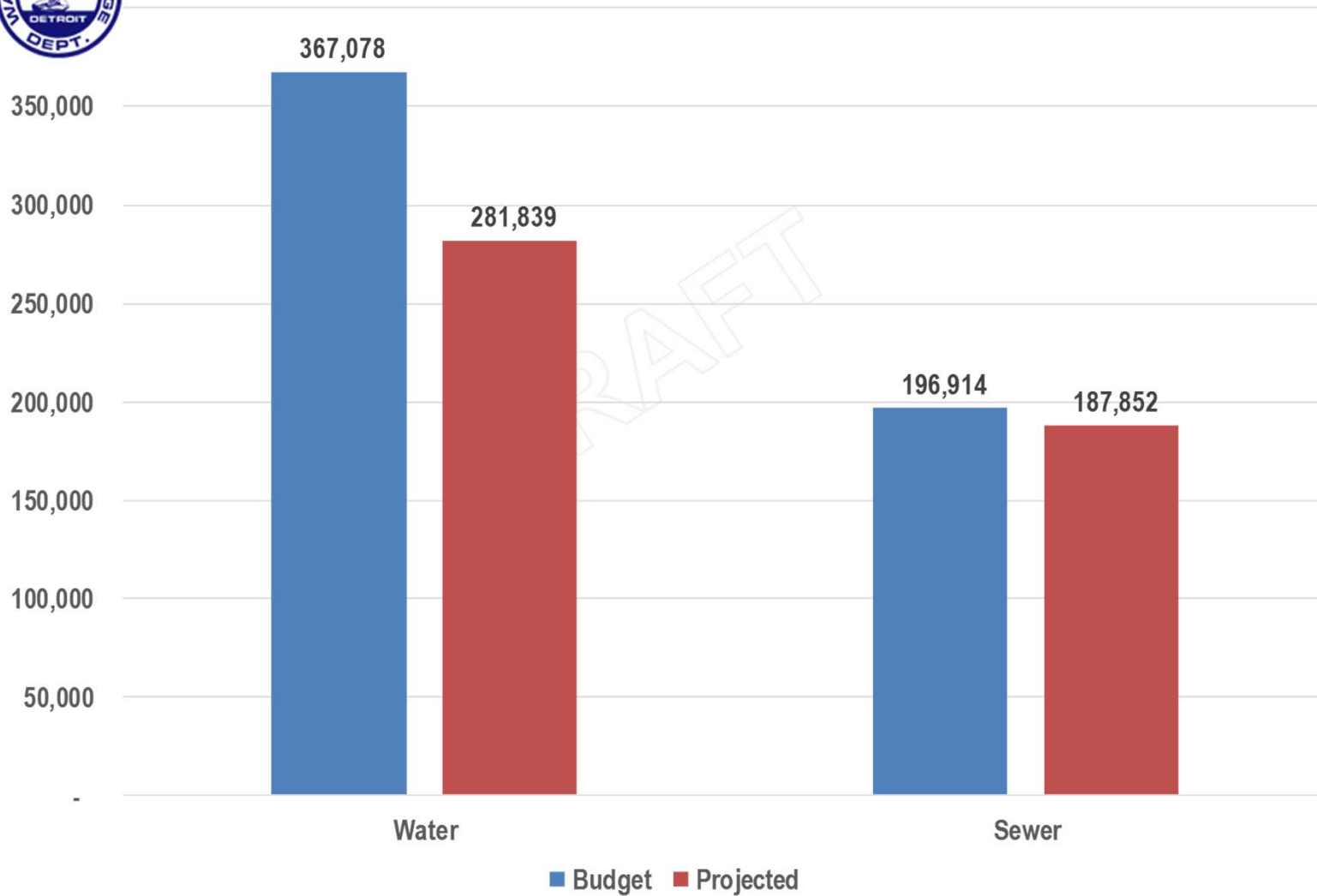
DWSD Summary Budgeted Versus Actual Commodity Volumes



Account creation also lagging budget



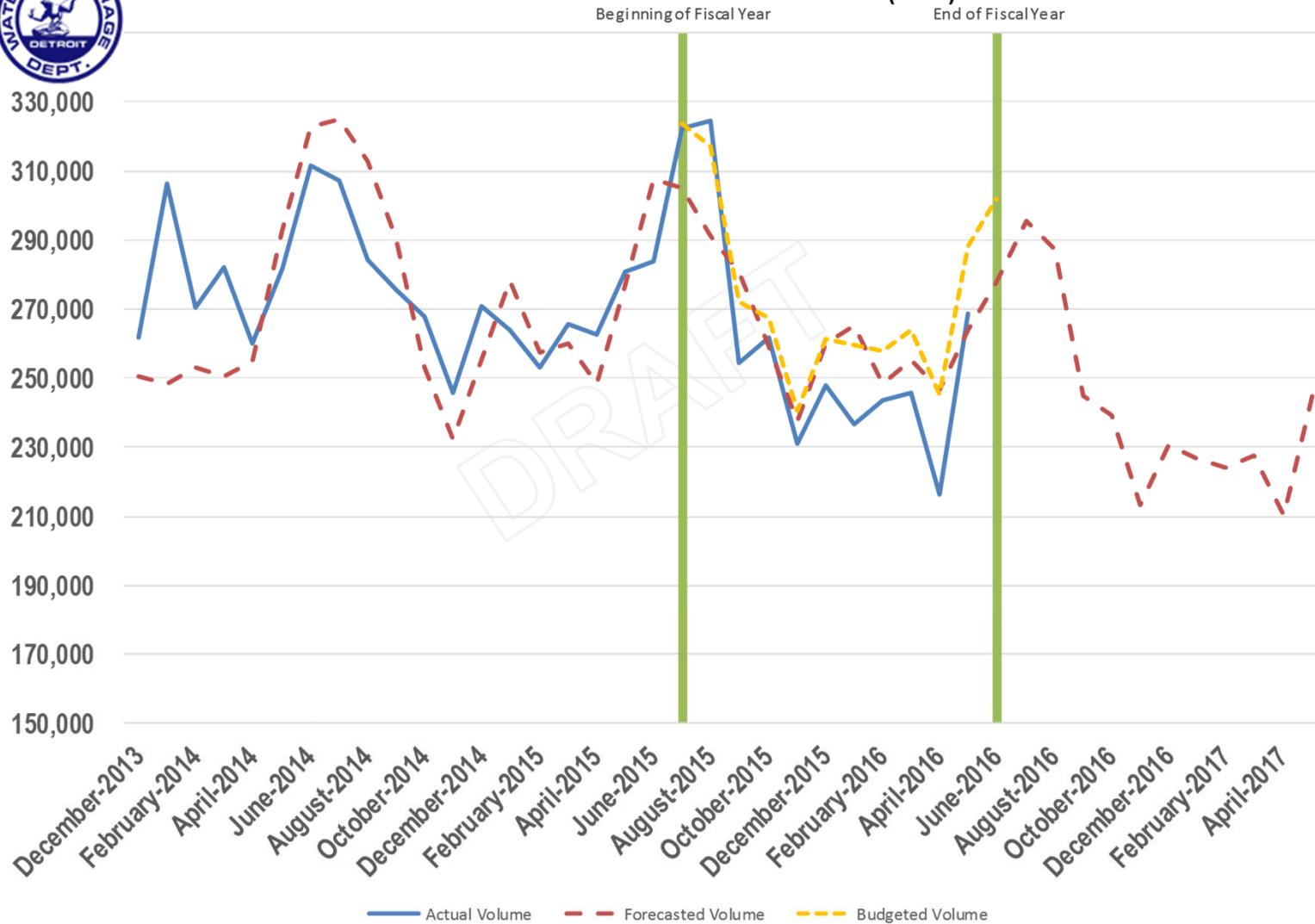
DWSD Summary Budgeted Versus Actual Equivalent Accounts



Water volumes continue to track below budget; large deviation from expected volumes in April



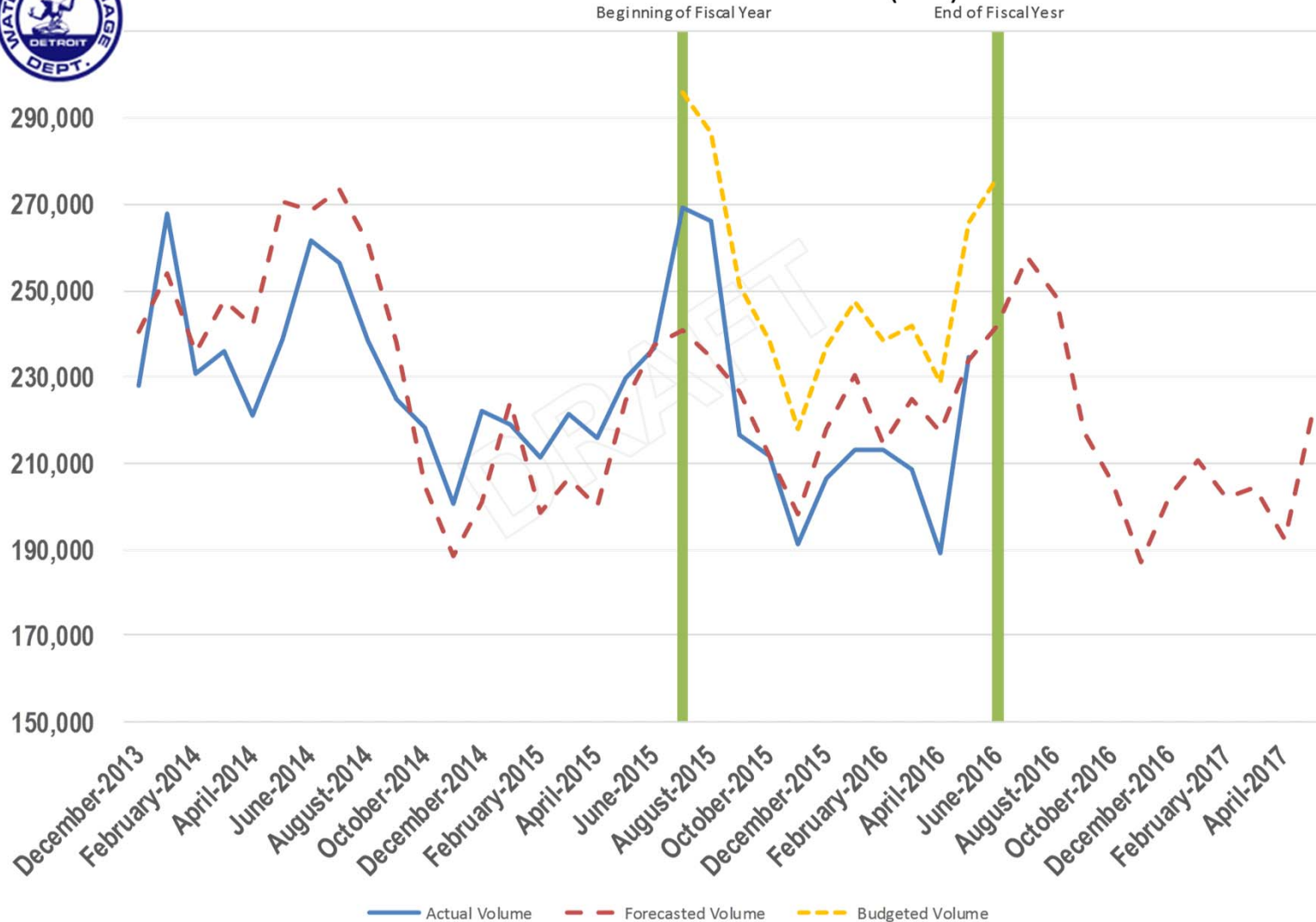
Historical & Forecasted Water Volumes (CCF)



Similarly, sewer volumes remain below budgeted levels and also experienced a large deviation from expectations in April



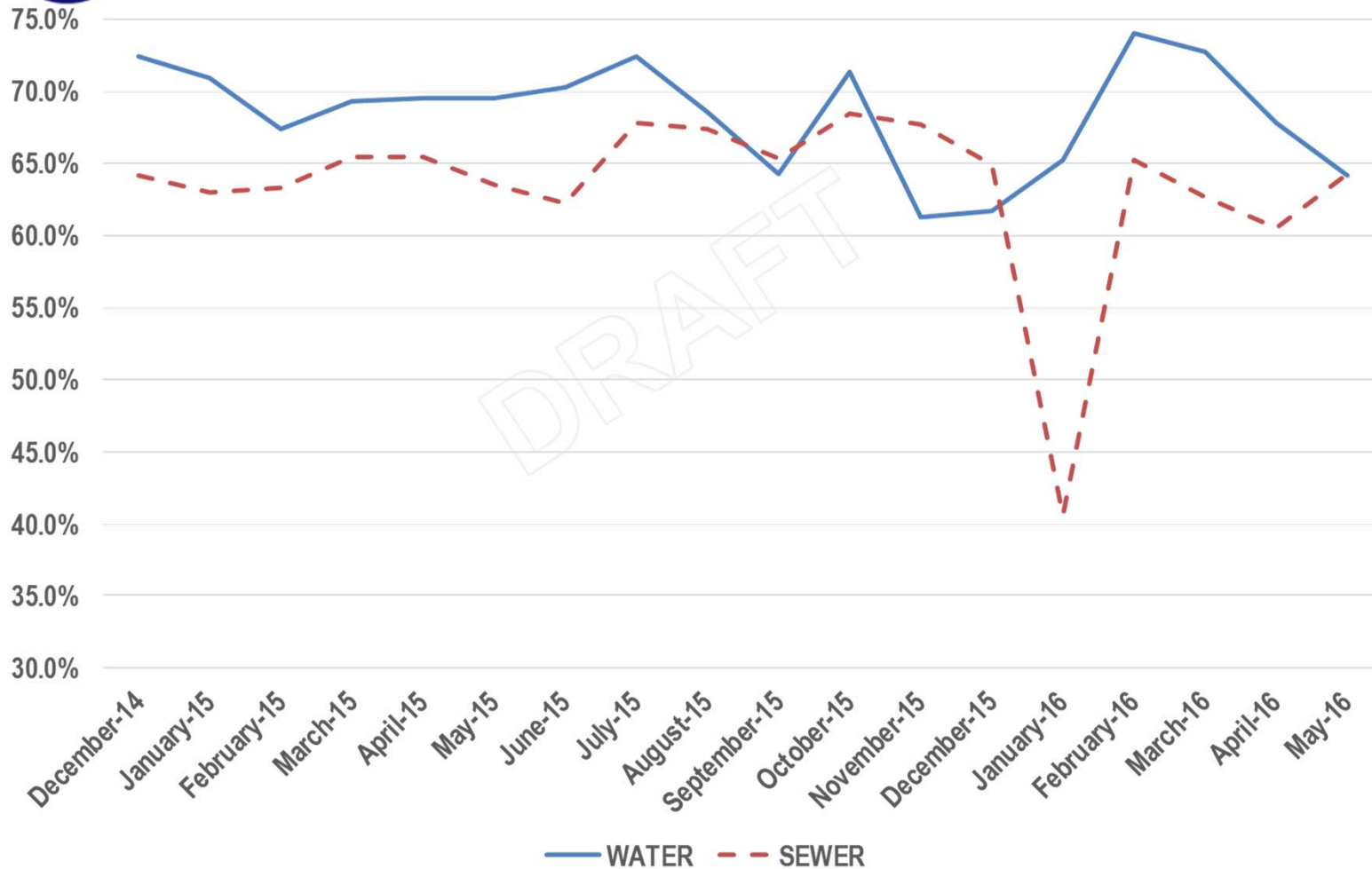
Historical & Forecasted Sewer Volumes (CCF)



With few exceptions, 3-month collection rate is fairly steady; in fact increase in water collection rate may signal attitudes may be starting to change



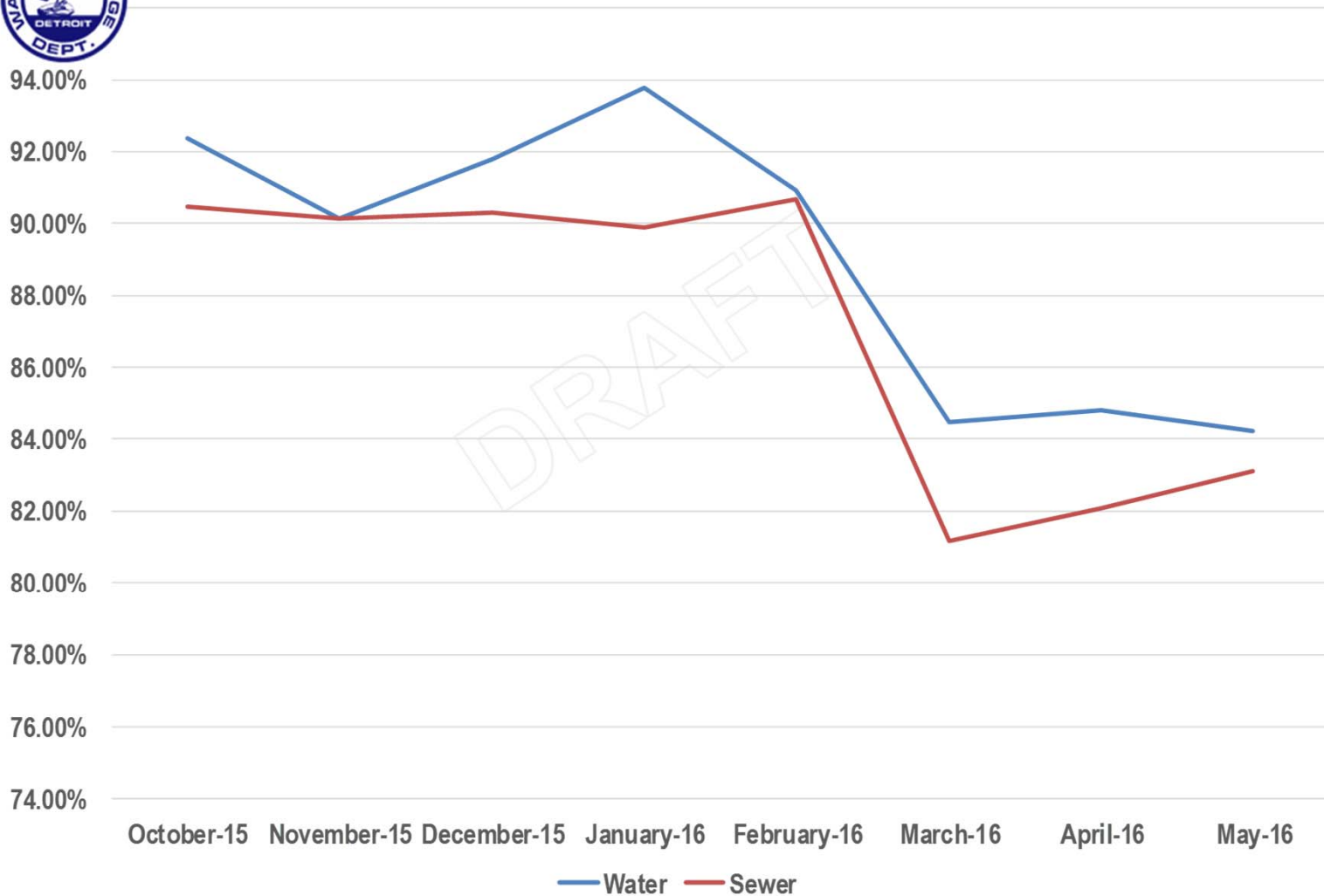
TRAILING 12 MONTH DWSD 60 - 90 DAY COLLECTION RATE



Water and Sewer both experienced significant declines in the one year collection rate in February & March; this was predictable



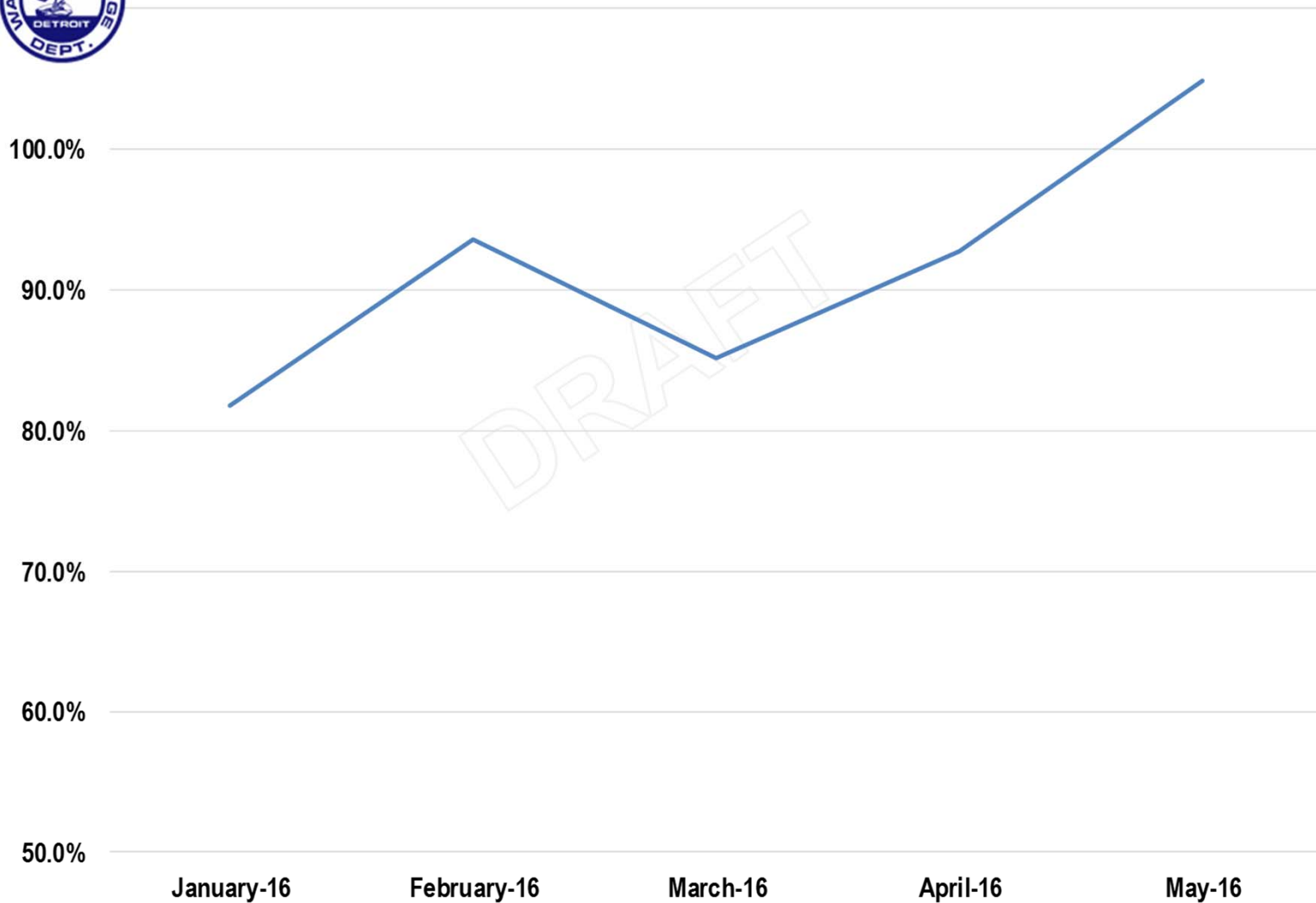
TRAILING 12 MONTH DWSD 330 - 360 DAY COLLECTION RATE



Despite softer long term collection rates, cash collection as a percentage of sales portend collection improvement



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



Financial Risk & Opportunities...



Risks

- ▶ **Beginning cash balance still unknown**
 - Cash yet to be bifurcated
 - Legacy liabilities
- ▶ **Transition to new financial system creating risks**
 - Many POs had to be manually created outside of the system
 - Tracking and recording expenses has been burdensome
 - Expenses paid by GLWA still unknown
- ▶ **Collection blitz likely to tax service centers**
- ▶ **Continued volume drop vis-à-vis budget**

Opportunities

- ▶ **O&M costs as a whole appear to be under control**
- ▶ **Beginning to transition temp employees to full time to save costs**
- ▶ **Approximately \$5.0 million in salaries payable recoverable from GLWA**
- ▶ **Despite dip from prior months, February and March collection rates appear to be higher in 2016 vis-à-vis prior years**
- ▶ **Universal cash deposits protecting against non-payment**
- ▶ **Major capital expenditures likely rolling to FY 2017**



DRAFT

APPENDIX – SELECTED RECEIVABLES REPORTS

Detroit Water and Sewerage Department

Aging Balances as of Jul 6, 2016

Retail Delinquency Report by Tax Type - Water

Tax Type Description	Total Credit Balance	Total Current Balance	Total 30 Days	Total 60 Days	Total 90 Days	Total 120 Days	Total 150 Days	Total 180 Days	Grand Total Balance (Less Credit Balance)
APARTMENT BUILDING	-69,309.84	484,550.45	97,048.20	57,429.70	43,301.09	54,784.46	33,366.02	580,689.61	1,281,859.69
CHURCHES	-25,358.49	37,410.51	17,253.04	8,523.80	7,830.00	8,043.70	4,837.05	206,095.80	264,635.41
CITY OF DET BANKRUPTCY	-93.27	0.00	0.00	139.75	0.00	0.00	0.00	0.00	46.48
COMMERCIAL	-318,256.50	1,794,269.75	614,015.81	626,487.70	242,399.32	97,056.37	492,177.81	1,629,695.34	5,177,845.60
DET PUB SCHOOLS- LEASED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
DET PUBLIC SCHOOLS-FAA	0.00	16,125.86	0.00	0.00	3,804.12	0.00	0.00	16,875.51	36,805.49
DETROIT PUBLIC SCHOOLS	-299.69	89,257.33	93,264.46	89,972.29	155,316.54	100,087.03	61,235.47	672,764.40	1,261,597.83
DWSD FORECLOSURE	0.00	0.00	40.00	0.00	0.00	0.00	0.00	0.00	40.00
FEDERAL GOVERNMENT	-20,255.79	18,312.99	7,327.40	1,893.71	2,168.48	183.10	57.49	1,103.23	10,790.61
FIRELINES COMMERCIAL	-56,209.70	306,508.96	71,063.49	48,881.81	38,109.37	42,189.11	39,440.99	644,820.73	1,134,804.76
FIRELINES INDUSTRIAL	-6,190.51	67,982.12	33,301.05	22,095.90	19,182.28	19,585.29	19,251.75	508,561.51	683,769.39
HOUSING COMMISSION	0.00	52,170.22	41,288.90	12,005.92	7,976.90	19.02	18.69	130,422.64	243,902.29
INDUSTRIAL	-249,523.32	1,117,875.24	152,277.12	12,307.39	16,487.45	19,162.25	20,233.55	164,859.83	1,253,679.51
MEDICAL	-337.89	46,842.26	12,947.45	14,950.38	60,405.55	7,801.45	7,575.20	107,106.99	257,291.39
MUNICIPAL	-30.00	126,838.11	95,864.45	72,381.04	49,445.60	52,037.29	18,595.32	249,045.40	664,177.21
PLANNING & DEVELOPMENT	-8,078.98	4,697.63	3,319.71	4,103.04	3,070.84	3,127.74	3,991.84	107,253.82	121,485.64
RESIDENTIAL	-1,077,336.71	3,391,573.27	1,980,046.61	1,390,985.67	1,685,437.31	1,248,575.87	988,697.95	21,704,042.52	31,311,679.71
SCHOOLS	-1,025.87	20,046.67	6,048.20	3,081.36	2,875.85	2,550.47	2,208.25	36,637.18	72,422.11
STATE OF MICHIGAN	0.00	96,092.52	67,993.01	17,769.82	22,919.59	77,356.66	3,157.72	181,488.35	466,777.67
STORM ONLY COMMERCIAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
STORM ONLY EXEMPT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
STORM ONLY INDUSTRIAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
STORM ONLY OTHER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
STORM ONLY RESIDENTIAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
UNKNOWN AT CONVERSION	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Detroit Water and Sewerage Department

Aging Balances as of Jul 6, 2016

Retail Delinquency Report by Tax Type - Sewer

Tax Type Description	Total Credit Balance	Total Current Balance	Total 30 Days	Total 60 Days	Total 90 Days	Total 120 Days	Total 150 Days	Total 180 Days	Grand Total Balance (Less Credit Balance)
APARTMENT BUILDING	-220,423.08	1,271,293.46	235,334.94	145,968.49	113,152.65	144,536.73	97,096.26	1,471,150.92	3,258,110.37
DETROIT PUBLIC SCHOOLS	0.00	493,764.63	410,963.42	403,269.20	527,043.04	418,483.82	246,671.65	2,483,398.87	4,983,594.63
STORM ONLY RESIDENTIAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SCHOOLS	-77,146.71	128,637.67	52,849.16	23,484.94	62,141.47	16,950.55	13,746.09	356,276.72	576,939.89
INDUSTRIAL	-287,448.98	3,291,019.74	830,318.44	629,245.70	582,697.60	775,396.82	1,218,043.75	8,596,988.67	15,636,261.74
STORM ONLY EXEMPT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
FEDERAL GOVERNMENT	-1,362.55	46,600.43	20,932.05	10,391.12	6,248.05	2,884.55	2,269.98	48,859.05	136,822.68
COMMERCIAL	-315,096.01	4,943,688.91	1,650,343.91	1,266,927.93	1,309,371.38	1,205,679.95	1,975,398.14	15,458,016.84	27,494,515.09
WATER FOUNTAINS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CITY OF DET BANKRUPTCY	0.00	0.00	0.00	341.17	0.00	0.00	0.00	0.00	341.17
PLANNING & DEVELOPMENT	-1,858.08	18,803.54	18,563.79	19,496.25	18,166.66	18,690.55	19,829.65	548,022.30	659,714.66
FIRELINES INDUSTRIAL	-2,751.86	409.36	36.89	34.14	31.88	36.64	31.87	16,287.35	14,116.27
HOUSING COMMISSION	0.00	130,780.71	101,440.01	30,446.11	20,520.27	360.81	359.63	706,245.97	990,153.51
STATE OF MICHIGAN	-354.79	321,767.18	260,512.36	56,127.95	146,914.92	517,046.38	4,213.54	298,848.33	1,605,075.87
UNKNOWN AT CONVERSION	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MEDICAL	-1,409.00	99,359.92	21,573.94	23,921.86	45,437.40	20,350.04	19,677.94	155,533.71	384,445.81
STORM ONLY COMMERCIAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
STORM ONLY INDUSTRIAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
WAYNE COUNTY	-8,773.70	134,831.52	723.07	51.13	40.39	0.00	0.00	0.00	126,872.41
DET PUB.SCHOOLS- LEASED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
RESIDENTIAL	-467,459.89	8,010,213.65	4,355,345.21	3,277,830.29	3,087,123.83	3,100,999.91	2,514,529.41	44,802,753.76	68,681,355.43
STORM ONLY OTHER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
FIRELINES COMMERCIAL	-1,609.61	18,544.22	16,944.23	9,513.99	8,821.04	8,816.30	25,831.01	135,068.62	221,929.80
CHURCHES	-62,529.34	180,378.55	64,877.89	49,917.56	36,417.44	47,731.00	37,505.89	776,896.44	1,131,195.43

Detroit Water and Sewerage Department
Accounts under Bankruptcy by Sales Class

Water and Sewer Combined

60 Days Days Past Due

Billing Cycles:

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

Detroit Water and Sewerage Department
Accounts under Bankruptcy by Sales Class

Water and Sewer Combined

60 Days Days Past Due

Billing Cycles:

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

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

Detroit Water and Sewerage Department

Retail Delinquency Report by Sales Class

Water and Sewer Combined

60 Days Days Past Due

Accounts Billed between Jun 1, 2016 and Jun 30, 2016

Accounts with a Balance >= 0

Sales Class	Sales Class Description	Total Number of Accounts	Total Balance	Total Number of Accounts Past Due	Total Past Due	Average Amount Past Due
<u>1</u>	City Residential	165,509	57,996,366.05	61,938	41,484,111.78	669.7
<u>2</u>	Suburban Residential	147	18,886.94	40	11,553.06	288.1
<u>3</u>	City Commercial	17,502	34,781,427.58	9,053	25,432,429.68	2,809.7
<u>4</u>	Suburban Commercial	15	65,363.68	8	62,263.03	7,782.4
<u>5</u>	City Industrial	1,535	15,847,785.49	764	11,182,977.42	14,637.4
<u>6</u>	Suburban Industrial	12	254,128.50	2	51,295.12	25,647.4
<u>7</u>	City Municipal	522	8,479,381.88	48	5,498,370.56	114,549.7
<u>9</u>	City Schools	567	8,266,461.51	74	6,296,164.83	85,083.7
<u>11</u>	City Housing	515	1,017,185.03	9	689,519.95	76,613.7
<u>13</u>	Firelines Industr	129	840,356.74	35	585,825.92	16,737.4
<u>15</u>	City Firelines Comm	1,472	3,701,657.98	239	1,686,802.69	7,057.7
<u>21</u>	City Commercial IWC	5	1,697.16	1	877.35	877.7
Overall - Total		187,930	131,270,698.54	72,211	92,982,191.39	

Detroit Water and Sewerage Department

City of Detroit Accounts - Water

Aging Account Balances as of July 6, 2016 - Summary

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

Detroit Water and Sewerage Department

City of Detroit Accounts - Sewer

Aging Account Balances as of July 6, 2016 - Summary

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

Detroit Water and Sewerage Department

City of Detroit Accounts - Water

Aging Account Balances as of July 6, 2016 - Detail

Customer Name	Customer Number	Total Balance Due	Current	> 30 Days	> 60 Days	> 90 Days	> 120 Days	> 150 Days	> 180 Days
36TH DISTRICT COURT	100,591.300	437.40	167.33	159.36	110.71	0.00	0.00	0.00	0.00
	101,292.301	2,309.13	2,309.13	0.00	0.00	0.00	0.00	0.00	0.00
36TH DISTRICT COURT - Total		2,746.53	2,476.46	159.36	110.71	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC	301,068.301	571.13	431.23	139.90	0.00	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC - Total		571.13	431.23	139.90	0.00	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT	9,990,002.301	14,154.87	4,671.40	4,857.25	4,626.22	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT - Total		14,154.87	4,671.40	4,857.25	4,626.22	0.00	0.00	0.00	0.00
DWSD	200,128.300	21,145.97	10,965.65	9,420.25	760.07	0.00	0.00	0.00	0.00
	200,602.300	3,691.51	289.57	253.16	275.92	289.57	2,583.29	0.00	0.00
	201,463.300	1,396.37	16.52	50.66	55.21	57.49	1,216.49	0.00	0.00
	300,808.300	690.39	167.21	123.97	139.90	133.07	126.24	0.00	0.00
	2,804,999.300	1,788.87	344.12	332.74	346.39	421.50	344.12	0.00	0.00
	8,305,411.300	877.45	188.69	154.55	179.59	170.48	184.14	0.00	0.00
	9,990,047.300	38,080.60	13,577.21	12,199.75	12,303.64	0.00	0.00	0.00	0.00
DWSD - Total		67,671.16	25,548.97	22,535.08	14,060.72	1,072.11	4,454.28	0.00	0.00
ELECTIONS COMMISSION	101,272.301	2,443.21	2,443.21	0.00	0.00	0.00	0.00	0.00	0.00
ELECTIONS COMMISSION - Total		2,443.21	2,443.21	0.00	0.00	0.00	0.00	0.00	0.00
FIRE DEPARTMENT	63,003.303	86,514.35	0.00	0.00	0.00	0.00	0.00	0.00	86,514.35
	9,990,027.301	31,244.77	5,721.26	5,115.85	5,690.94	5,396.95	5,612.25	3,707.52	0.00
FIRE DEPARTMENT - Total		117,759.12	5,721.26	5,115.85	5,690.94	5,396.95	5,612.25	3,707.52	86,514.35
GENERAL SERVICES DEPARTMENT	9,990,015.301	14,459.64	5,283.42	4,507.32	4,668.90	0.00	0.00	0.00	0.00
GENERAL SERVICES DEPARTMENT - Total		14,459.64	5,283.42	4,507.32	4,668.90	0.00	0.00	0.00	0.00
HEALTH DEPARTMENT	9,990,007.301	38,540.59	846.77	829.65	851.32	858.14	849.04	824.00	33,481.67
HEALTH DEPARTMENT - Total		38,540.59	846.77	829.65	851.32	858.14	849.04	824.00	33,481.67
INSTITUTE OF ARTS	601,993.301	294.79	294.79	0.00	0.00	0.00	0.00	0.00	0.00
	9,990,013.301	6,002.83	6,002.83	0.00	0.00	0.00	0.00	0.00	0.00
INSTITUTE OF ARTS - Total		6,297.62	6,297.62	0.00	0.00	0.00	0.00	0.00	0.00
MARIA LINDA ADAMS-LAWTON	1,902,764.302	52.87	52.87	0.00	0.00	0.00	0.00	0.00	0.00
MARIA LINDA ADAMS-LAWTON - Total		52.87	52.87	0.00	0.00	0.00	0.00	0.00	0.00
MUNICIPAL PARKING	9,990,018.301	23,991.85	5,082.24	4,699.88	4,483.68	5,036.70	4,689.35	0.00	0.00
MUNICIPAL PARKING - Total		23,991.85	5,082.24	4,699.88	4,483.68	5,036.70	4,689.35	0.00	0.00
PLANNING & DEVELOPMENT DEPT-DPS	9,990,045.300	145,811.54	5,355.90	5,223.67	5,309.92	7,248.47	23,667.39	4,396.41	94,609.78
PLANNING & DEVELOPMENT DEPT-DPS - Total		145,811.54	5,355.90	5,223.67	5,309.92	7,248.47	23,667.39	4,396.41	94,609.78
POLICE DEPARTMENT	9,990,012.301	32,318.58	8,971.15	8,270.11	7,163.22	7,914.10	0.00	0.00	0.00
POLICE DEPARTMENT - Total		32,318.58	8,971.15	8,270.11	7,163.22	7,914.10	0.00	0.00	0.00
PUBLIC LIBRARY	9,990,005.301	3,179.93	3,179.93	0.00	0.00	0.00	0.00	0.00	0.00
PUBLIC LIBRARY - Total		3,179.93	3,179.93	0.00	0.00	0.00	0.00	0.00	0.00
PUBLIC LIGHTING	9,990,006.301	22,195.60	2,174.28	1,223.30	1,222.58	1,560.16	2,153.59	1,797.15	12,064.54
PUBLIC LIGHTING - Total		22,195.60	2,174.28	1,223.30	1,222.58	1,560.16	2,153.59	1,797.15	12,064.54
PUBLIC WORKS	63,004.303	17,736.96	0.00	0.00	0.00	0.00	0.00	0.00	17,736.96
	9,990,008.301	14,687.11	5,250.82	4,731.31	4,704.98	0.00	0.00	0.00	0.00
PUBLIC WORKS - Total		32,424.07	5,250.82	4,731.31	4,704.98	0.00	0.00	0.00	17,736.96
RECREATION	301,138.300	(30.00)	0.00	0.00	0.00	0.00	0.00	0.00	(30.00)
	7,400,804.301	325.03	0.00	0.00	0.00	0.00	0.00	0.00	325.03
	8,800,027.300	60.00	0.00	0.00	0.00	0.00	0.00	0.00	60.00
	8,800,241.300	30.00	0.00	0.00	0.00	0.00	0.00	0.00	30.00
	9,990,016.301	55,366.12	14,774.80	11,686.96	11,987.56	13,242.48	3,674.32	0.00	0.00
RECREATION - Total		55,751.15	14,774.80	11,686.96	11,987.56	13,242.48	3,674.32	0.00	385.03
RECREATION (2)	9,990,014.301	48,105.37	7,545.58	6,967.50	7,445.42	7,146.49	6,907.07	7,870.24	4,223.07
RECREATION (2) - Total		48,105.37	7,545.58	6,967.50	7,445.42	7,146.49	6,907.07	7,870.24	4,223.07

Detroit Water and Sewerage Department

City of Detroit Accounts - Sewer

Aging Account Balances as of July 6, 2016 - Detail

Customer Name	Customer Number	Total Balance Due	Current	> 30 Days	> 60 Days	> 90 Days	> 120 Days	> 150 Days	> 180 Days
36TH DISTRICT COURT	100,591.400	318.22	121.74	115.94	80.54	0.00	0.00	0.00	0.00
	101,292.401	6,042.79	6,042.79	0.00	0.00	0.00	0.00	0.00	0.00
36TH DISTRICT COURT - Total		6,361.01	6,164.53	115.94	80.54	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC	301,068.401	1,173.28	907.98	265.30	0.00	0.00	0.00	0.00	0.00
CITY OF DETROIT - CAYMC - Total		1,173.28	907.98	265.30	0.00	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT	9,990,002.401	132,880.28	44,241.03	44,628.57	44,010.68	0.00	0.00	0.00	0.00
DETROIT CITY AIRPORT - Total		132,880.28	44,241.03	44,628.57	44,010.68	0.00	0.00	0.00	0.00
DWSD	200,602.400	9,531.39	2,410.46	2,330.13	2,380.34	2,410.46	0.00	0.00	0.00
	201,463.400	4,789.22	1,148.80	1,224.62	1,234.91	1,180.89	0.00	0.00	0.00
	300,871.400	810.11	163.58	163.58	163.58	163.58	155.79	0.00	0.00
	2,804,999.400	1,221.97	220.11	195.00	225.13	390.82	190.91	0.00	0.00
	3,300,742.400	5,678.75	1,135.75	1,135.75	1,135.75	1,135.75	1,135.75	0.00	0.00
	3,402,446.400	6,180.55	1,236.11	1,236.11	1,236.11	1,236.11	1,236.11	0.00	0.00
	9,990,047.400	146,518.69	51,255.29	48,230.11	47,033.29	0.00	0.00	0.00	0.00
DWSD - Total		174,730.68	57,570.10	54,515.30	53,409.11	6,517.61	2,718.56	0.00	0.00
ELECTIONS COMMISSION	101,272.401	5,162.51	5,162.51	0.00	0.00	0.00	0.00	0.00	0.00
ELECTIONS COMMISSION - Total		5,162.51	5,162.51	0.00	0.00	0.00	0.00	0.00	0.00
FIRE DEPARTMENT	63,003.403	184,346.10	0.00	0.00	0.00	0.00	0.00	0.00	184,346.10
	9,990,027.401	107,307.51	19,602.21	18,266.62	19,402.23	18,839.46	19,071.40	12,125.59	0.00
FIRE DEPARTMENT - Total		291,653.61	19,602.21	18,266.62	19,402.23	18,839.46	19,071.40	12,125.59	184,346.10
GENERAL SERVICES DEPARTMENT	9,990,015.401	44,807.68	15,849.59	14,137.43	14,493.90	326.76	0.00	0.00	0.00
GENERAL SERVICES DEPARTMENT - Total		44,807.68	15,849.59	14,137.43	14,493.90	326.76	0.00	0.00	0.00
HEALTH DEPARTMENT	9,990,007.401	179,958.40	6,194.45	6,228.41	6,204.49	6,219.55	6,199.47	6,144.24	142,767.79
HEALTH DEPARTMENT - Total		179,958.40	6,194.45	6,228.41	6,204.49	6,219.55	6,199.47	6,144.24	142,767.79
INSTITUTE OF ARTS	601,993.401	767.40	767.40	0.00	0.00	0.00	0.00	0.00	0.00
	9,990,013.401	18,514.63	18,514.63	0.00	0.00	0.00	0.00	0.00	0.00
INSTITUTE OF ARTS - Total		19,282.03	19,282.03	0.00	0.00	0.00	0.00	0.00	0.00
MARIA LINDA ADAMS-LAWTON	1,902,764.402	399.91	399.91	0.00	0.00	0.00	0.00	0.00	0.00
MARIA LINDA ADAMS-LAWTON - Total		399.91	399.91	0.00	0.00	0.00	0.00	0.00	0.00
MUNICIPAL PARKING	9,990,018.401	49,464.78	10,514.26	9,670.73	9,193.75	10,413.84	9,672.20	0.00	0.00
MUNICIPAL PARKING - Total		49,464.78	10,514.26	9,670.73	9,193.75	10,413.84	9,672.20	0.00	0.00
PLANNING & DEVELOPMENT DEPT-DPS	9,990,045.400	1,696,212.18	88,046.30	87,677.04	87,866.93	93,597.34	147,746.49	88,768.54	1,102,509.54
PLANNING & DEVELOPMENT DEPT-DPS - Total		1,696,212.18	88,046.30	87,677.04	87,866.93	93,597.34	147,746.49	88,768.54	1,102,509.54
POLICE DEPARTMENT	9,990,012.401	144,686.69	27,919.80	26,287.98	23,841.83	66,637.08	0.00	0.00	0.00
POLICE DEPARTMENT - Total		144,686.69	27,919.80	26,287.98	23,841.83	66,637.08	0.00	0.00	0.00
PUBLIC LIBRARY	9,990,005.401	20,482.49	16,837.36	3,645.13	0.00	0.00	0.00	0.00	0.00
PUBLIC LIBRARY - Total		20,482.49	16,837.36	3,645.13	0.00	0.00	0.00	0.00	0.00
PUBLIC LIGHTING	9,990,006.401	348,249.39	27,275.35	26,510.77	26,692.80	27,253.87	27,811.99	27,699.63	185,004.98
PUBLIC LIGHTING - Total		348,249.39	27,275.35	26,510.77	26,692.80	27,253.87	27,811.99	27,699.63	185,004.98
PUBLIC WORKS	63,004.403	38,640.06	0.00	0.00	0.00	0.00	0.00	0.00	38,640.06
	9,990,008.401	155,088.58	41,938.79	41,427.98	41,458.09	30,263.72	0.00	0.00	0.00
PUBLIC WORKS - Total		193,728.64	41,938.79	41,427.98	41,458.09	30,263.72	0.00	0.00	38,640.06
RECREATION	7,400,804.401	2,131.90	0.00	0.00	0.00	0.00	0.00	0.00	2,131.90
	9,990,016.401	2,321,538.15	544,744.91	535,056.16	538,820.83	542,334.18	160,582.07	0.00	0.00
RECREATION - Total		2,323,670.05	544,744.91	535,056.16	538,820.83	542,334.18	160,582.07	0.00	2,131.90
RECREATION (2)	9,990,014.401	1,147,938.02	163,970.68	156,686.05	164,110.80	163,157.75	187,458.23	189,681.82	122,872.69
RECREATION (2) - Total		1,147,938.02	163,970.68	156,686.05	164,110.80	163,157.75	187,458.23	189,681.82	122,872.69
TRANSPORTATION	9,990,017.401	114,735.65	63,610.94	50,787.31	337.40	0.00	0.00	0.00	0.00



DRAFT

APPENDIX – DETAILED FINANCIALS & FORECAST



DETROIT WATER & SEWER CURRENT PERIOD BUDGET VERSUS ACTUAL

5/31/2016

INCOME STATEMENT FORECAST

	Water						Sewer					
	5/31/2016			YEAR TO DATE			5/31/2016			YEAR TO DATE		
	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE
Sales Revenue												
Retail Domestic MCF Charges	\$ 6,557,866	\$ 7,267,779	\$ 709,912	\$ 68,230,620	\$ 65,345,061	\$ (2,885,559)	\$ 22,807,409	\$ 22,240,812	\$ (566,597)	\$ 242,180,384	\$ 241,041,980	\$ (1,138,404)
Retail Fixed Charges	2,866,219	2,338,307	(527,912)	31,528,411	25,892,845	(5,635,566)	1,143,450	1,039,037	(104,413)	12,577,950	11,552,960	(1,024,990)
Fee's & Penalties	395,833	363,249	(32,585)	4,354,167	5,447,188	1,093,021	416,667	-	(416,667)	4,583,333	(871,541)	(5,454,874)
Less: Bad Debt & NSF's	-	-	-	-	-	-	-	-	-	-	-	-
Net Sales Revenue	\$ 9,819,919	\$ 9,969,334	\$ 149,415	\$ 104,113,197	\$ 96,685,093	\$ (7,428,104)	\$ 24,367,526	\$ 23,279,848	\$ (1,087,677)	\$ 259,341,667	\$ 251,723,398	\$ (7,618,269)
Controllable Operations & Maintenance												
Personnel	1,460,296	2,268,419	(808,124)	16,063,251	16,333,284	(270,032)	1,048,857	2,525,617	(1,476,760)	11,537,430	11,939,637	(402,207)
Contracted Services	1,808,090	87,181	1,720,909	18,812,079	5,883,675	12,928,403	1,200,356	123,202	1,077,154	12,745,977	3,485,175	9,260,803
Utilities	6,198	180,557	(174,359)	68,180	870,022	(801,842)	235,770	17,595	218,174	2,593,466	496,316	2,097,150
Fringes, Taxes & Other Overhead	903,826	1,936,495	(1,032,669)	9,942,083	5,053,204	4,888,879	613,390	211,149	402,241	6,747,292	3,172,973	3,574,319
Total O&M Charges	\$ 4,178,409	\$ 4,472,652	\$ (294,243)	\$ 44,885,593	\$ 28,140,185	\$ 16,745,408	\$ 3,098,373	\$ 2,877,564	\$ 220,810	\$ 33,624,165	\$ 19,094,100	\$ 14,530,065
Contribution Margin	\$ 5,641,509	\$ 5,496,682	\$ (144,828)	\$ 59,227,604	\$ 68,544,908	\$ 9,317,304	\$ 21,269,152	\$ 20,402,285	\$ (866,868)	\$ 225,717,502	\$ 232,629,298	\$ 6,911,796
Wholesale O&M Allocation												
Monthly Wholesale O&M Charges	1,172,629	1,172,629	-	12,898,915	12,898,915	-	5,084,667	5,084,667	-	55,931,339	55,931,339	-
Depreciation and Amortization	-	-	-	-	-	-	-	-	-	-	-	-
Ownership Equity	(1,136,173)	(1,136,173)	-	(12,497,903)	(12,497,903)	-	(151,923)	(151,923)	-	(1,671,155)	(1,671,155)	-
Total Wholesale Rate Charges	\$ 36,456	\$ 36,456	\$ -	\$ 401,011	\$ 401,011	\$ -	\$ 4,932,744	\$ 4,932,744	\$ -	\$ 54,260,184	\$ 54,260,184	\$ -
Gross Margin	\$ 5,605,054	\$ 5,460,226	\$ (144,828)	\$ 58,826,593	\$ 68,143,897	\$ 9,317,304	\$ 16,336,408	\$ 15,469,541	\$ (866,868)	\$ 171,457,318	\$ 178,369,114	\$ 6,911,796
Shared Services & Other Expenses												
Retail Allocation	414,122	414,122	-	4,555,345	4,555,345	-	2,157,755	2,157,755	-	23,735,303	23,735,303	-
Other CTA Allocation	193,598	193,598	-	2,129,578	2,129,578	-	246,815	246,815	-	2,714,961	2,714,961	-
Additional Cost of Equity	(588,827)	(588,827)	-	(6,477,097)	(6,477,097)	-	(307,744)	(307,744)	-	(3,385,179)	(3,385,179)	-
Depreciation and Amortization	-	-	-	-	-	-	-	-	-	-	-	-
Total Other Operating Expenses	\$ 18,893	\$ 18,893	\$ -	\$ 207,826	\$ 207,826	\$ -	\$ 2,096,826	\$ 2,096,826	\$ -	\$ 23,065,085	\$ 23,065,085	\$ -
Operating Surplus/(Deficit)	\$ 5,586,161	\$ 5,441,333	\$ (144,828)	\$ 58,618,767	\$ 67,936,071	\$ 9,317,304	\$ 14,239,582	\$ 13,372,715	\$ (866,868)	\$ 148,392,233	\$ 155,304,029	\$ 6,911,796
Non-Operating Expense / (Income)												
Interest Expense	2,513,326	2,513,326	-	27,646,582	27,646,582	-	5,645,839	5,645,839	-	62,104,227	62,104,227	-
Lease Payments	16,642	(1,664,176)	1,680,818	183,058	(18,305,936)	18,488,994	(670,085)	(1,295,794)	625,709	(7,370,936)	(14,253,731)	6,882,795
WRAP Deposits	18,564	50,312	(31,748)	204,201	553,432	(349,231)	109,660	109,660	-	1,206,261	1,206,261	-
ER&R	13,882	59,483	(45,600)	152,704	654,309	(501,605)	85,374	85,374	-	939,119	939,119	-
B-Note Payment	58,887	58,887	-	647,757	647,757	-	600,536	600,536	-	6,605,895	6,605,895	-
Budget Stabilization Deposits	193,919	193,919	-	2,133,107	2,133,107	-	465,958	357,978	107,980	5,125,542	3,937,757	1,187,785
Total Non-Operating Expenses	\$ 2,815,219	\$ 1,211,750	\$ 1,603,469	\$ 30,967,409	\$ 13,329,251	\$ 17,638,158	\$ 6,237,282	\$ 5,503,593	\$ 733,689	\$ 68,610,107	\$ 60,539,527	\$ 8,070,580
Surplus / (Deficit) Before Other Adj.	\$ 2,770,942	\$ 4,229,583	\$ 1,458,642	\$ 27,651,358	\$ 54,606,820	\$ 26,955,462	\$ 8,002,300	\$ 7,869,121	\$ (133,179)	\$ 79,782,125	\$ 94,764,502	\$ 14,982,376
Other Adjustments / (Credit)												
Net Surplus / (Deficit)	\$ 2,770,942	\$ 4,229,583	\$ 1,458,642	\$ 27,651,358	\$ 54,606,820	\$ 26,955,462	\$ 8,002,300	\$ 7,869,121	\$ (133,179)	\$ 79,782,125	\$ 94,764,502	\$ 14,982,376
SBIDA	\$ 5,284,267	\$ 6,742,909	\$ 1,458,642	\$ 55,297,940	\$ 82,253,401	\$ 26,955,462	\$ 13,648,139	\$ 13,514,960	\$ (133,179)	\$ 141,886,352	\$ 156,868,729	\$ 14,982,376
Memo: % of Net Sales Revenue												
Contribution Margin - Products	57.45%	55.14%	-96.93%	56.89%	70.90%	-125.43%	87.28%	87.64%	79.70%	87.03%	92.41%	-90.73%
Gross Margin - Products and Tooling	57.08%	54.77%	-96.93%	56.50%	70.48%	-125.43%	67.04%	66.45%	79.70%	66.11%	70.86%	-90.73%
Operating Surplus/(Loss)	56.89%	54.58%	-96.93%	56.30%	70.27%	-125.43%	58.44%	57.44%	79.70%	57.22%	61.70%	-90.73%
Surplus/(Loss) Before Other Adjustments	28.22%	42.43%	976.23%	26.56%	56.48%	-362.88%	32.84%	33.80%	12.24%	30.76%	37.65%	-196.66%
Net Surplus/(Loss)	28.22%	42.43%	976.23%	26.56%	56.48%	-362.88%	32.84%	33.80%	12.24%	30.76%	37.65%	-196.66%
SBIDA	53.81%	67.64%	976.23%	53.11%	85.07%	-362.88%	56.01%	58.05%	12.24%	54.71%	62.32%	-196.66%



DETROIT WATER & SEWER BUDGET TO FORECAST
FY2016 11+1

	Water					Sewer						
	BUDGET	11+1 FCST	11+1 RISKS	11+1 OPPS.	11+1 RISKS ADJUSTED	11+1 VAR. F/(U)	BUDGET	11+1 FCST	11+1 RISKS	11+1 OPPS.	11+1 RISKS ADJUSTED	11+1 VAR. F/(U)
Sales Revenue												
Retail Domestic MCF Changes	\$ 75,108,000	\$ 71,666,047			71,666,047	(3,441,953)	\$ 265,511,735	\$ 263,402,586			263,402,586	(2,109,149)
Retail Fixed Charges	34,394,630	28,220,212			28,220,212	(6,174,419)	13,721,400	12,594,265			12,594,265	(1,127,135)
Fees, Penalties, & Adjustments	4,750,000	5,843,021			5,843,021	1,093,021	5,000,000	(454,874)		2,000,000	1,545,126	(3,454,874)
Less: Bad Debt & NSF's		-			-	-		-		-	-	-
Net Sales Revenue	\$ 114,252,630	\$ 105,729,280			\$ 105,729,280	\$ (8,523,350)	\$ 284,233,135	\$ 275,541,977			\$ 277,541,977	\$ (6,691,158)
Controllable Operations & Maintenance												
Personnel	17,523,547	17,913,383		(2,770,000)	15,143,383	2,380,164	12,586,288	12,993,037		(2,130,000)	10,863,037	1,723,251
Contracted Services (1)	20,708,263	7,159,354	3,950,000		11,109,354	9,598,908	13,973,909	4,296,878	3,950,000		8,246,878	5,727,030
Utilities	74,378	876,137			876,137	(801,759)	2,829,236	607,948			607,948	2,221,287
Fringes, Taxes & Other Overhead (2)	10,845,909	5,712,971	4,262,900		9,975,871	870,038	7,360,682	3,655,242	2,861,600		6,516,842	843,840
Total O&M Charges	\$ 49,152,097	\$ 31,661,846	\$ 8,212,900	\$ (2,770,000)	\$ 37,104,746	\$ 12,047,351	\$ 36,750,114	\$ 21,553,105	\$ (6,811,600)	\$ (2,130,000)	\$ 26,234,705	\$ 10,515,408
Contribution Margin	\$ 65,100,533	\$ 74,067,434	\$ (8,212,900)	\$ 2,770,000	\$ 68,624,534	\$ 3,524,001	\$ 247,483,022	\$ 253,988,872	\$ (6,811,600)	\$ 2,130,000	\$ 251,307,272	\$ 3,824,250
Wholesale O&M Allocation												
Monthly Wholesale O&M Charges	14,071,543	14,071,543			14,071,543	-	61,016,006	61,016,006			61,016,006	-
Depreciation and Amortization	-	-			-	-	-	-			-	-
Ownership Equity	(13,634,076)	(13,634,076)			(13,634,076)	-	(1,823,078)	(1,823,078)			(1,823,078)	-
Total Wholesale Rate Charges	\$ 437,467	\$ 437,467	\$ -	\$ -	\$ 437,467	\$ -	\$ 59,192,928	\$ 59,192,928	\$ -	\$ -	\$ 59,192,928	\$ -
Gross Margin	\$ 64,663,066	\$ 73,629,967	\$ (8,212,900)	\$ 2,770,000	\$ 68,187,067	\$ 3,524,001	\$ 188,290,093	\$ 194,795,944	\$ (6,811,600)	\$ 2,130,000	\$ 190,114,344	\$ 3,824,250
Shared Services & Other Expenses												
Retail Allocation	4,969,467	4,969,467			4,969,467	-	25,893,058	25,893,058			25,893,058	-
Other CTA Allocation	2,323,176	2,323,176			2,323,176	-	2,961,775	2,961,775			2,961,775	-
Additional Cost of Equity	(7,065,924)	(7,065,924)			(7,065,924)	-	(3,692,922)	(3,692,922)			(3,692,922)	-
Depreciation and Amortization	-	-			-	-	-	-			-	-
Total Other Operating Expenses	\$ 226,719	\$ 226,719	\$ -	\$ -	\$ 226,719	\$ -	\$ 25,161,911	\$ 25,161,911	\$ -	\$ -	\$ 25,161,911	\$ -
Operating Surplus/(Deficit)	\$ 64,436,347	\$ 73,403,248	\$ (8,212,900)	\$ 2,770,000	\$ 67,960,348	\$ 3,524,001	\$ 163,128,182	\$ 169,634,032	\$ (6,811,600)	\$ 2,130,000	\$ 164,952,432	\$ 3,824,250
Non-Operating Expense / (Income)												
Interest Expense	30,159,907	30,159,907			30,159,907	-	67,750,066	67,750,066			67,750,066	-
Lease Payments	199,700	(19,970,112)			(19,970,112)	20,169,812	(8,041,021)	(15,549,525)			(15,549,525)	7,508,504
WRAP Deposits	222,765	603,744			603,744	(380,979)	1,315,921	1,315,921			1,315,921	-
IR&R	166,586	713,792			713,792	(547,206)	1,024,493	1,024,493			1,024,493	-
B-Note Payment	706,644	706,644			706,644	-	7,206,431	7,206,431			7,206,431	-
Budget Stabilization Deposits	2,327,026	2,327,026			2,327,026	-	5,591,500	4,295,735			4,295,735	1,295,765
Total Non-Operating Expenses	\$ 33,782,628	\$ 14,541,001	\$ -	\$ -	\$ 14,541,001	\$ 19,241,627	\$ 74,847,390	\$ 66,043,120	\$ -	\$ -	\$ 66,043,120	\$ 8,804,269
Surplus / (Deficit) Before Other Adj.	\$ 30,653,719	\$ 58,862,247	\$ (8,212,900)	\$ 2,770,000	\$ 53,419,347	\$ 22,765,628	\$ 88,280,793	\$ 103,590,912	\$ (6,811,600)	\$ 2,130,000	\$ 98,909,312	\$ 12,628,520
Other Adjustments/(Credit)												
Net Surplus / (Deficit)	\$ 30,653,719	\$ 58,862,247	\$ (8,212,900)	\$ 2,770,000	\$ 53,419,347	\$ 22,765,628	\$ 88,280,793	\$ 103,590,912	\$ (6,811,600)	\$ 2,130,000	\$ 98,909,312	\$ 12,628,520
SBIDA	\$ 60,813,627	\$ 89,022,154	\$ (8,212,900)	\$ 2,770,000	\$ 83,579,254	\$ 22,765,628	\$ 156,030,858	\$ 171,340,978	\$ (6,811,600)	\$ 2,130,000	\$ 166,659,378	\$ 12,628,520
Beginning Reserves	\$ -	\$ -			\$ -	\$ -	\$ -	\$ -			\$ -	\$ -
Transition Cash	-	-			-	-	-	-			-	-
Capital Spending	-	(22,536,000)			(22,536,000)	(22,536,000)	-	(13,383,000)			(13,383,000)	(13,383,000)
New Borrowings	-	-			-	-	-	-			-	-
Actual Debt Payments	(44,892,243)	(44,892,243)			(44,892,243)	-	(120,404,712)	(118,270,221)			(118,270,221)	2,134,492
Change in Receivables Net of Write-Offs	(16,000,000)	(2,545,762)			(2,545,762)	13,454,238	(39,000,000)	(25,343,727)			(25,343,727)	13,656,273
Ending Reserves	\$ (78,617)	\$ 19,048,149	\$ (8,212,900)	\$ 2,770,000	\$ 13,605,249	\$ 13,683,866	\$ (3,373,854)	\$ 14,344,030	\$ (6,811,600)	\$ 2,130,000	\$ 9,662,430	\$ 15,036,284

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



DETROIT WATER & SEWER 4-YEAR FORECAST
 FY2016 - FY2019
INCOME STATEMENT FORECAST

	Water						Sewer					
	YTD 2016	Remaing Proj. 2016	FY Forecast 11+1	2017	2018	2019	YTD 2016	Remaing Proj. 2016	11+1	2017	2018	2019
Sales Revenue												
Retail Domestic MCF Charges	\$ 65,345,061	\$ 6,320,987	\$ 71,666,047	\$ 68,089,680	\$ 66,160,291	\$ 63,212,152	\$ 241,041,980	\$ 22,360,606	\$ 263,402,586	\$ 258,396,484	\$ 255,066,677	\$ 255,756,166
Retail Fixed Charges	25,892,845	2,327,366	28,220,212	28,812,890	30,474,255	31,693,225	11,552,960	1,041,306	12,594,265	12,933,574	13,156,774	13,683,045
Fees, Penalties, & Adjustments	5,447,188	395,833	5,843,021	4,750,000	4,750,000	4,750,000	(871,541)	416,667	(454,874)	5,000,000	5,000,000	5,000,000
Less: Bad Debet & NSF's	-	-	-	-	-	-	-	-	-	-	-	-
Net Sales Revenue	\$ 96,685,093	\$ 9,044,186	\$ 105,729,280	\$ 101,652,570	\$ 101,384,546	\$ 99,655,377	\$ 251,723,398	\$ 23,818,578	\$ 275,541,977	\$ 276,330,059	\$ 273,223,452	\$ 274,439,211
Controllable Operations & Maintenance												
Personnel	16,333,284	1,580,099	17,913,383	13,033,985	13,451,333	13,885,349	11,939,637	1,053,400	12,993,037	19,550,977	20,176,999	20,828,024
Contracted Services	5,883,675	1,275,679	7,159,354	15,074,618	15,074,618	15,074,618	3,485,175	811,704	4,296,878	17,543,802	17,543,802	17,543,802
Utilities	870,022	6,115	876,137	73,378	73,378	73,378	496,316	111,632	607,948	1,341,971	1,346,351	1,350,731
Fringes, Taxes & Other Overhead	5,053,204	659,767	5,712,971	7,917,204	7,917,204	7,917,204	3,172,973	482,269	3,655,242	5,787,231	5,787,231	5,787,231
Total O&M Charges	\$ 28,140,185	\$ 3,521,660	\$ 31,661,846	\$ 36,099,185	\$ 36,516,533	\$ 36,950,550	\$ 19,094,100	\$ 2,459,005	\$ 21,553,105	\$ 44,223,982	\$ 44,854,383	\$ 45,509,789
Contribution Margin	\$ 68,544,908	\$ 5,522,526	\$ 74,067,434	\$ 65,553,385	\$ 64,868,013	\$ 62,704,828	\$ 232,629,298	\$ 21,359,574	\$ 253,988,872	\$ 232,106,077	\$ 228,369,068	\$ 228,929,422
Wholesale O&M Allocation												
Monthly Wholesale O&M Charges	12,898,915	1,172,629	14,071,543	15,831,543	16,464,805	17,123,397	55,931,339	5,084,667	61,016,006	51,836,900	53,910,376	56,066,791
Depreciation and Amortization	-	-	-	-	-	-	-	-	-	-	-	-
Ownership Equity	(12,497,903)	(1,136,173)	(13,634,076)	(14,171,869)	(13,740,771)	(13,350,283)	(1,671,155)	(151,923)	(1,823,078)	(1,747,995)	(1,747,995)	(1,747,995)
Total Wholesale Rate Charges	\$ 401,011	\$ 36,456	\$ 437,467	\$ 1,659,674	\$ 2,724,034	\$ 3,773,114	\$ 54,260,184	\$ 4,932,744	\$ 59,192,928	\$ 50,088,905	\$ 52,162,381	\$ 54,318,796
Gross Margin	\$ 68,143,897	\$ 5,486,071	\$ 73,629,967	\$ 63,893,711	\$ 62,143,979	\$ 58,931,714	\$ 178,369,114	\$ 16,426,830	\$ 194,795,944	\$ 182,017,173	\$ 176,206,688	\$ 174,610,627
Shared Services & Other Expenses												
Retail Allocation	4,555,345	414,122	4,969,467	4,969,467	5,168,246	5,374,976	23,735,303.28	2,157,755	25,893,058	10,209,270	10,698,861	11,208,035
Other CTA Allocation	2,129,578	193,598	2,323,176	2,323,176	3,170,614	4,051,949	2,714,961	246,815	2,961,775	6,788,722	10,768,746	14,907,972
Additional Cost of Equity	(6,477,097)	(588,827)	(7,065,924)	(6,528,131)	(6,959,229)	(7,349,717)	(3,385,179)	(307,744)	(3,692,922)	(3,768,005)	(3,768,005)	(3,768,005)
Depreciation and Amortization	-	-	-	-	-	-	-	-	-	-	-	-
Total Other Operating Expenses	\$ 207,826	\$ 18,893	\$ 226,719	\$ 764,512	\$ 1,379,630	\$ 2,077,208	\$ 23,065,085	\$ 2,096,826	\$ 25,161,911	\$ 13,229,987	\$ 17,699,603	\$ 22,348,003
Operating Surplus/(Deficit)	\$ 67,936,071	\$ 5,467,177	\$ 73,403,248	\$ 63,129,199	\$ 60,764,349	\$ 56,854,506	\$ 155,304,029	\$ 14,330,004	\$ 169,634,032	\$ 168,787,185	\$ 158,507,085	\$ 152,262,624
Non-Operating Expense / (Income)												
Interest Expense	\$ 27,646,582	2,513,326	30,159,907	29,565,133	28,813,156	28,075,571	62,104,227	5,645,839	67,750,066	72,727,165	73,000,125	71,257,687
Lease Payments	(18,305,936)	(1,664,176)	(19,970,112)	(19,970,116)	(19,970,116)	(19,970,116)	(14,253,731)	(1,295,794)	(15,549,525)	(15,549,524)	(15,549,525)	(15,549,525)
WRAP Deposits	553,432	50,312	603,744	604,809	605,235	605,235	1,206,261	109,660	1,315,921	1,368,558	1,398,348	1,400,007
IR&R	654,309	59,483	713,792	713,792	713,792	713,792	939,119	85,374	1,024,493	1,024,493	1,024,493	1,024,493
B-Note Payment	647,757	58,887	706,644	706,644	706,644	706,644	6,605,895	600,536	7,206,431	7,206,431	7,206,431	7,206,431
Budget Stabilization Deposits	2,133,107	193,919	2,327,026	2,327,026	2,327,026	2,327,026	3,937,757	3,937,978	4,295,735	2,352,133	2,352,133	-
Total Non-Operating Expenses	\$ 13,329,251	\$ 1,211,750	\$ 14,541,001	\$ 13,947,288	\$ 13,195,737	\$ 10,131,126	\$ 60,539,527	\$ 5,503,593	\$ 66,043,120	\$ 69,129,255	\$ 69,432,005	\$ 65,339,094
Surplus /(Deficit) Before Other Adj.	\$ 54,606,820	\$ 4,255,428	\$ 58,862,247	\$ 49,181,910	\$ 47,568,612	\$ 46,723,380	\$ 94,764,502	\$ 8,826,410	\$ 103,590,912	\$ 99,657,930	\$ 89,075,080	\$ 86,923,530
Other Adjustments/(Credit)												
Net Surplus /(Deficit)	\$ 54,606,820	\$ 4,255,428	\$ 58,862,247	\$ 49,181,910	\$ 47,568,612	\$ 46,723,380	\$ 94,764,502	\$ 8,826,410	\$ 103,590,912	\$ 99,657,930	\$ 89,075,080	\$ 86,923,530
SBIDA	\$ 82,253,401	\$ 6,768,753	\$ 89,022,154	\$ 78,747,044	\$ 76,381,768	\$ 74,798,950	\$ 156,868,729	\$ 14,472,249	\$ 171,340,978	\$ 172,385,096	\$ 162,075,205	\$ 158,181,217
Memor % of Net Sales Revenue												
Contribution Margin - Products	70.90%	61.06%	70.05%	64.49%	63.98%	62.92%	92.41%	89.68%	92.18%	84.00%	83.58%	83.42%
Gross Margin - Products and Tooling	70.48%	60.66%	69.64%	62.85%	61.30%	59.14%	70.86%	68.97%	70.70%	65.87%	64.49%	63.62%
Operating Surplus/(Loss)	70.27%	60.45%	69.43%	61.70%	59.93%	57.05%	61.70%	60.16%	61.56%	61.08%	58.01%	55.48%
Surplus/(Loss) Before Other Adjustments	56.48%	47.05%	55.67%	48.38%	46.92%	46.88%	37.65%	37.06%	37.60%	36.06%	32.60%	31.67%
Net Surplus/(Loss)	56.48%	47.05%	55.67%	48.38%	46.92%	46.88%	37.65%	37.06%	37.60%	36.06%	32.60%	31.67%
SBIDA	85.07%	74.84%	84.20%	77.47%	75.34%	75.06%	62.32%	60.76%	62.18%	62.38%	59.32%	57.64%



DETROIT WATER & SEWER 4-YEAR FORECAST
CASHFLOW STATEMENT FORECAST

	Water						Sewer					
	YTD	FCST	FY Forecast	FORECAST			YTD	FCST	11+1	2017	2018	2019
	2016	2016	11+1	2017	2018	2019	2016	2016	11+1	2017	2018	2019
Beginning Cash	\$ -	\$ 27,475,371	\$ -	6,746,048	(4,971,527)	(18,843,273)	\$ -	\$ 20,034,851	\$ -	8,187,365	7,466,161	17,572,069
Cashflow From Operating Activities												
Net Operating Surplus / (Deficit)	\$ 67,936,071	\$ 5,467,177	\$ 73,403,248	\$ 63,129,199	\$ 60,764,349	\$ 56,854,506	\$ 155,304,029	\$ 14,330,004	\$ 169,634,032	\$ 168,787,185	\$ 158,507,085	\$ 152,262,624
Transfers to GLWA	(43,083,903)	(10,905,772)	(53,989,674)	(38,652,115)	(35,250,356)	(34,478,780)	(20,817,131)	(13,937,973)	(34,755,104)	(53,679,858)	(42,977,848)	(38,306,062)
Transfers from GLWA	37,963,929	3,723,644	41,687,573	48,401,287	39,069,462	35,684,373	25,814,339	2,784,100	28,598,438	50,380,647	54,310,260	43,633,254
Depreciation / Amortization	-	-	-	-	-	-	-	-	-	-	-	-
Change In Receivables	(4,765,814)	2,220,052	(2,545,762)	(11,802,223)	(13,221,943)	(12,814,396)	(23,560,865)	(1,782,862)	(25,343,727)	(28,021,649)	(26,817,612)	(27,636,452)
Change in Payables	-	-	-	-	-	-	-	-	-	-	-	-
Net Cashflow From Operating Activities	\$ 58,050,283	\$ 505,101	\$ 58,555,385	\$ 61,076,148	\$ 51,361,512	\$ 45,245,702	\$ 136,740,371	\$ 1,393,268	\$ 138,133,640	\$ 137,466,326	\$ 143,021,885	\$ 129,953,363
Cashflow From Investing Activities												
CAPEX	-	(22,536,000)	(22,536,000)	(50,126,000)	(42,531,000)	(56,093,000)	-	(13,383,000)	(13,383,000)	(21,402,900)	(13,875,000)	(28,793,000)
Lease Payment (Net)	18,305,936	1,664,176	19,970,112	19,970,116	19,970,116	19,970,116	14,253,731	1,295,794	15,549,525	15,549,524	15,549,525	15,549,525
Extraordinary Repair & Replacement Deposits	(654,309)	(59,483)	(713,792)	(713,792)	(713,792)	(713,792)	(939,119)	(85,374)	(1,024,493)	(1,024,493)	(1,024,493)	(1,024,493)
Sale of Capital Assets	-	-	-	-	-	-	-	-	-	-	-	-
Purchase of Securities	-	-	-	-	-	-	-	-	-	-	-	-
Sale of Securities	-	-	-	-	-	-	-	-	-	-	-	-
Net Cashflow From Investing Activities	\$ 17,651,627	\$ (20,931,306)	\$ (3,279,680)	\$ (30,869,676)	\$ (23,274,676)	\$ (36,836,676)	\$ 13,314,612	\$ (12,172,581)	\$ 1,142,031	\$ (6,877,869)	\$ 650,031	\$ (14,267,969)
Cashflow From Financing Activities												
Senior Principal Payments	(35,100,183)	-	(35,100,183)	(33,965,122)	(34,003,182)	(33,898,351)	(69,836,313)	-	(69,836,313)	(74,645,232)	(74,097,481)	(75,188,002)
2nd Lien Principal Payments	(9,740,240)	-	(9,740,240)	(10,717,861)	(10,717,765)	(10,851,814)	(30,268,836)	-	(30,268,836)	(25,462,788)	(26,145,801)	(25,654,163)
Junior Lien Principal Payments	(51,821)	-	(51,821)	(452,585)	(448,731)	(449,835)	(18,165,071)	-	(18,165,071)	(20,274,520)	(22,365,814)	(22,381,295)
New DWSDR Borrowings	-	-	-	6,850,000	6,850,000	5,000,000	-	-	-	-	-	-
WRAP Payments	(553,432)	(50,312)	(603,744)	(604,809)	(605,235)	(605,235)	(1,206,261)	(109,660)	(1,315,921)	(1,368,558)	(1,398,348)	(1,400,007)
B-Note Payment	(647,757)	(58,887)	(706,644)	(706,644)	(706,644)	(706,644)	(6,605,895)	(600,536)	(7,206,431)	(7,206,431)	(7,206,431)	(7,206,431)
Budget Stabilization Requirements	(2,133,107)	(193,919)	(2,327,026)	(2,327,026)	(2,327,026)	-	(3,937,757)	(357,978)	(4,295,735)	(2,352,133)	(2,352,133)	-
Total Wholesale Rate Charges	\$ (48,226,540)	\$ (303,118)	\$ (48,529,657)	\$ (41,924,046)	\$ (41,958,583)	\$ (41,511,879)	\$ (130,020,133)	\$ (1,068,174)	\$ (131,088,306)	\$ (131,309,660)	\$ (133,566,008)	\$ (131,829,898)
Total Increase / (Decrease) in Cash Balances	\$ 27,475,371	\$ (20,729,323)	\$ 6,746,048	\$ (11,717,574)	\$ (13,871,747)	\$ (33,102,853)	\$ 20,034,851	\$ (11,847,486)	\$ 8,187,365	\$ (721,204)	\$ 10,105,908	\$ (16,144,503)
Ending Cash	\$ 27,475,371	6,746,048	6,746,048	(4,971,527)	(18,843,273)	(51,946,127)	\$ 20,034,851	8,187,365	8,187,365	7,466,161	17,572,069	1,427,566

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