

Financial Services Audit Committee Communication

Date: February 9, 2018

- To: Great Lakes Water Authority Audit Committee
- From: Jon Wheatley, Public Finance Manager
- Re: Monthly Revenue & Collections Report for December 2017

The Monthly Revenue & Collections Report includes the following.

- 1. FY 2018 Retail and Wholesale Sewer Revenue
- 2. FY 2018 Retail and Wholesale Water Revenue
- 3. City of Highland Park Billings and Collections
- 4. City of Flint Billings and Collections
- 5. Water & Sewer System Wholesale Accounts Receivable Aging Report

Note: Wholesale customer revenues are billed by the Great Lakes Water Authority (GLWA). Pursuant to the terms of the lease agreement between the City of Detroit and the Great Lakes Water Authority, the Detroit Water & Sewerage Department (DWSD) serves as GLWA's agent for billing activities for the City of Detroit retail customer class. All revenues collected by both GLWA and DWSD are deposited in a trust account in accordance with the GLWA Master Bond Ordinance.

1. FY 2018 Retail and Wholesale Sewer Revenue Report

Table 1 summarizes the unaudited FY 2018 billed revenues through December 31, 2017 and do not reflect collections of those revenues. It should also be noted that the revenues are shown in the month that the billed flow was accrued and not the following month when the bills are usually sent out to customers.

Table 1 – Combined DWSD and GLWA Wholesale FY 2018 Sewer Revenue

		RETAIL S	SEWER CUSTO	MERS				
[FY 2018 -	Budget	FY 2018	- Actual	Varia	ance		
Month	Volume	Revenue	Volume	Revenue	Volume	Revenue		
Monar	Mcf			\$	Mcf	\$		
July	260,000	24,615,100	244,512	24,624,820	(15,488)	9,720		
August	260,600	24,754,400	239,911	24,348,011	(20,689)	(406,389		
September	222,800	22,752,800	228,122	23,517,204	5,322	764,404		
October	205,500	22,717,800	224,159	23,573,505	18,659	855,70		
November	189,900	21,987,300	188,312	22,084,385	(1,588)	97,08		
December	204,400	22,774,800	-	-	-	-		
January	195,300	22,296,100	-	-	-	-		
February	198,300	23,060,600	-	-	-	-		
March	203,000	23,026,900	-	-	-	-		
April	189,300	22,215,900	_	_	_	_		
•			-	-	_	-		
May	219,400	23,798,700	-	-	-	-		
June	251,500	24,635,500	-	-	-	-		
Total	2,600,000	278,635,900	1,125,016	118,147,925	(13,784)	1,320,52		
Subtotals ytd	1,138,800	116,827,400	1, 125, 016	118,147,925	(13,784)	1,320,52		
Achievement of	^f Budget		98.79%	101.13%				
		WHOLESAL	E SEWER CUS	TOMERS				
	FY 2018 -	Budget	FY 2018	- Actual	Varia	Variance		
Maria	Maharan	D	Maharan	D	Malanaa	D		
<u>Month</u>	Volume Mcf	<u>Revenue</u> \$	Volume Mcf	<u>Revenue</u> \$	Volume Mcf	<u>Revenue</u> \$		
July	N/A	22,619,300	N/A	22,619,300	N/A	-		
August	N/A	22,619,300	N/A	22,619,300	N/A	-		
September	N/A	22,619,300	N/A	22,619,300	N/A	-		
October	N/A	22,619,300	N/A	22,619,300	N/A	-		
November	N/A	22,619,300	N/A	22,619,300	N/A	-		
December	N/A	22,619,300	N/A	22,619,300	N/A			
				22,019,300		-		
January	N/A	22,619,300		-	N/A	-		
February	N/A	22,619,300	N/A	-	N/A	-		
March	N/A	22,619,300	N/A	-	N/A	-		
April	N/A	22,619,300	N/A	-	N/A	-		
May	N/A	22,619,300	N/A	-	N/A	-		
June	N/A	22,619,300	N/A	-	N/A	-		
oune								
Total		271,431,600		135,715,800				
Subtotals ytd		135,715,800		135,715,800				
Achievement of	Budget			100.00%				
		TOTAL	- ALL CUSTOM	IERS				
	FY 2018 -	Budget	FY 2018	- Actual	Variance			
Month	Volume	Revenue	Volume	Revenue	Volume	Revenue		
	Mcf	\$	Mcf	\$	Mcf	\$		
July	260,000	47,234,400	244,512	47,244,120	(15,488)	9,72		
		47,373,700						
August	260,600	, ,	239,911	46,967,311	(20,689)	(406,38		
September	222,800	45,372,100	228,122	46,136,504	5,322	764,40		
October	205,500	45,337,100	224,159	46,192,805	18,659	855,70		
November	189,900	44,606,600	188,312	44,703,685	(1,588)	97,08		
December	204,400	45,394,100	-	22,619,300	-	-		
January	195,300	44,915,400	-	-	-	-		
February	198,300	45,679,900	-	_	-	-		
March		, ,	-	-	-	-		
	203,000	45,646,200	-	-	-	-		
April	189,300	44,835,200	-	-	-	-		
May	219,400	46,418,000	-	-	-	-		
June	251,500	47,254,800	-	-	-	-		
Total	2,600,000	550,067,500	1,125,016	253,863,725	(13,784)	1,320,52		
Subtotals ytd	1,343,200	275,318,000	1,125,016	253,863,725	(218,184)	(21,454,27		
		_10,010,000		-	(210,104)	(21, 101,27		
Achievement of	Duuyel		98.79%	92.21%				

DWSD Retail Billings: Due to the earlier than normal date of this month's Audit Committee meeting, updated DWSD billed usage and billed revenue information for December 2017 were not available. The December 2017 numbers will be included in next report provided at the March 2018 Audit Committee meeting.

GLWA Wholesale Customer Billings: Table 1 shows the FY 2018 sewer billed revenue. As a result of the sewer rate simplification which provides a more stable revenue stream, the wholesale sewer customers are billed a fixed monthly fee. The results of this effort can be seen as the billed revenue is at 100.0% of budget through December 2017.

Total System Billings: Table 1 shows the FY 2018 combined DWSD and GLWA Wholesale sewer billed usage and billed revenue. Based on the combined billings available at the time of this report, the GLWA Sewer System had billed revenues of 92.21% of budget without the December 2017 DWSD billings.

2. FY 2018 Retail and Wholesale Water Revenue Report

Table 2 summarizes the unaudited FY 2018 wholesale customer water revenues billed by GLWA and the retail water revenues billed by DWSD. Please note these are billed revenues and do not reflect collections of those revenues. It should also be noted that the revenues are shown in the month that the billed flow was accrued and not the following month when the bills are usually sent out.

Table 2 – Combined DWSD and GLWA Wholesale FY 2018 Water Revenue Report

RETAIL WATER CUSTOMERS												
	FY 2	018 - Budget		FY	2018 - Actual		Variance					
Γ			Unit			Unit						
Month	Volume	Revenue	Revenue	Volume	Revenue	Revenue	Volume	Revenue				
	Mcf	\$	\$/Mcf	Mcf	\$	\$/Mcf	Mcf	\$				
July	295,700	9,332,300	31.56	274,267	8,813,936	32.14	(21,433)	(518,364)				
August	303,100	9,517,000	31.40	269,802	8,631,595	31.99	(33,298)	(885,405)				
September	248,900	8,393,900	33.72	259,341	8,463,041	32.63	10,441	69,141				
October	236,100	7,947,500	33.66	247,700	8,187,943	33.06	11,600	240,443				
November	218,400	7,585,100	34.73	208,783	7,276,521	34.85	(9,617)	(308,579)				
December	238,500	8,008,200	33.58	-	-	-	-	-				
January	224,700	7,673,100	34.15	-	-	-	-	-				
February	224,700	7,813,100	34.77	-	-	-	-	-				
March	235,700	7,944,800	33.71	-	-	-	-	-				
April	217,700	7,529,200	34.59	-	-	-	-	-				
May	256,700	8,946,300	34.85	-	-	-	-	-				
June	284,800	9,089,900	31.92	-	-	-	-	-				
Total	2,985,000	99,780,400	33.43	1,259,893	41,373,035	32.84	(42,307)	(1,402,765)				
Subtotals ytd	1,302,200	42,775,800	32.85	1,259,893	41,373,035	32.84	(42,307)	(1,402,765)				
Achievement of	Budget			0.00%	96.72%							

WHOLESALE WATER CUSTOMERS* FY 2018 - Budget FY 2018 - Actual Variance Unit Unit Volume Month Volume Revenue Revenue Revenue Volume Revenue Revenue Mcf \$ \$/Mcf Mcf \$ \$/Mcf Mcf \$ 1,113,441 July 1,712,100 31,705,800 18 52 1,721,500 32,819,241 19.06 9,400 August 1,615,000 30,914,600 19.14 1,573,478 31,520,853 20.03 (41,522) 606,253 September 1,421,715 1,066,822 1,420,900 28,619,700 20.14 29,686,522 20.88 815 October 1,064,900 25,002,100 23.48 1,158,883 26,949,856 23.26 93,983 1,947,756 November 892,000 23,038,000 25.83 958,686 25,146,717 26.23 66,686 2,108,717 December 946,600 23,392,700 24.71 1,024,164 24,434,241 23.86 77,564 1,041,541 January 972,400 23,676,000 24.35 893,000 February 23,017,200 25.78 --March 988,100 23,781,500 24.07 ---April 997,900 23,859,300 23.91 ---May 1,155,100 25,576,800 22.14 1,472,900 28,727,800 19.50 June --Total 14,130,900 311,311,500 22.03 7,858,426 170,557,429 21.70 206,926 7,884,529 7,651,500 Subtotals ytd 21.26 7,858,426 206,926 7,884,529 162,672,900 170,557,429 21.70 Achievement of Budget 102.70% 104.85%

* Includes Revenues and Usage from the City of Flint.

TOTAL - ALL CUSTOMERS												
	FY 2	2018 - Budget		FΥ	2018 - Actual		Variance					
			Unit			Unit						
Month	Volume	Revenue	Revenue	<u>Volume</u>	Revenue	Revenue	Volume	Revenue				
	Mcf	\$	\$/Mcf	Mcf	\$	\$/Mcf	Mcf	\$				
July	2,007,800	41,038,100	20.44	1,995,768	41,633,177	20.86	(12,032)	595,077				
August	1,918,100	40,431,600	21.08	1,843,280	40,152,447	21.78	(74,820)	(279, 153)				
September	1,669,800	37,013,600	22.17	1,681,056	38,149,562	22.69	11,256	1,135,962				
October	1,301,000	32,949,600	25.33	1,406,583	35,137,799	24.98	105,583	2,188,199				
November	1,110,400	30,623,100	27.58	1,167,469	32,423,237	27.77	57,069	1,800,137				
December	1,185,100	31,400,900	26.50	1,024,164	24,434,241	23.86	(160,936)	(6,966,659)				
January	1,197,100	31,349,100	26.19	-	-	-	-	-				
February	1,117,700	30,830,300	27.58	-	-	-	-	-				
March	1,223,800	31,726,300	25.92	-	-	-	-	-				
April	1,215,600	31,388,500	25.82	-	-	-	-	-				
May	1,411,800	34,523,100	24.45	-	-	-	-	-				
June	1,757,700	37,817,700	21.52	-		-	-	-				
Total	17,115,900	411,091,900	24.02	9,118,320	211,930,464	23.24	(73,880)	(1,526,436)				
Subtotals ytd	9,192,200	213,456,900	23.22	9,118,320	211,930,464	23.24	(73,880)	(1,526,436)				
Achievement of	f Budget			99.20%	99.28%							

* Figures are stated as "Service Months"; i.e. July figures represent bills issued in August, etc.

DWSD Retail Billings: Due to the earlier than normal date of this month's Audit Committee meeting, updated DWSD billed usage and billed revenue information for December 2017 were not available. The December 2017 numbers will be included in next report provided at the March 2018 Audit Committee meeting.

GLWA Wholesale Customer Billings: Table 2 shows the FY 2018 water billed usage and billed revenues. Starting FY 2016, wholesale water charges were re-structured to create a more stable revenue stream by using a historical rolling average to project customer volumes and allocating 60% of the customer revenue requirement to the monthly fixed charge. As of December 2017, the billed usage was at 102.7% of budget and billed revenue at 104.9% of budget. As noted in **Table 2**, revenues and usage from the City of Flint *are* included as they were assumed in the FY 2018 Budget.

Total System Billings: Table 2 shows the FY 2018 combined DWSD and GLWA Wholesale water billed usage and billed revenue. Based on the combined Retail and Wholesale Water billings, the GLWA Water System had billed usage of 99.2% of budget and billed revenues of 99.28% of budget without the December 2017 DWSD billings.

3. City of Highland Park Billings and Collections

As of January 31, 2018, Highland Park had a delinquent balance of \$36.9 million, including \$29.7 million for wastewater treatment services, almost \$1.6 million for industrial waste control services, and almost \$5.6 million for water supply services. **Table 3** provides a summary of the billing and collection history for Highland Park from June 30, 2012 to January 31, 2018 in the table below. Please note the numbers below reflect the month the invoice was sent and not the month the service was provided.

Payment in the amount of \$1,216,572.12 was received on January 22, 2018 and posted to the Sewer account.

	Water	Sewer	IWC	Cumulative Total
June 30, 2012 Balance	\$-	\$ 10,207,956	\$ 852,987	\$ 11,060,943
FY 2013 Billings	485,887	4,987,635	154,444	5,627,966
FY 2013 Payments	(65,652)	(2,206,211)	-	(2,271,863)
June 30, 2013 Balance	\$ 420,235	\$ 12,989,380	\$ 1,007,431	\$ 14,417,046
FY 2014 Billings	1,004,357	6,980,442	161,951	8,146,750
FY 2014 Payments	-	(1,612,633)	-	(1,612,633)
June 30, 2014 Balance	\$ 1,424,592	\$ 18,357,189	\$ 1,169,382	\$ 20,951,163
FY 2015 Billings	1,008,032	5,553,123	165,739	6,726,894
FY 2015 Payments	-	(1,444,623)	-	(1,444,623)
June 30, 2015 Balance	\$ 2,432,625	\$ 22,465,689	\$ 1,335,121	\$ 26,233,435
FY 2016 Billings	1,157,178	5,612,167	106,431	6,875,776
FY 2016 Payments	-	(2,022,335)		(2,022,335)
June 30, 2016 Balance	\$ 3,589,803	\$ 26,055,521	\$ 1,441,551	\$ 31,086,875
FY 2017 Billings	1,245,267	5,802,000	101,999	7,149,265
FY 2017 Payments		(2,309,186)		(2,309,186)
June 30, 2017 Balance	\$ 4,835,070	\$ 29,548,335	\$ 1,543,550	\$ 35,926,954
FY 2018 Billings (7 Months)	763,082	3,306,100	47,662	4,116,844
FY 2018 Payments (7 Months)		(3,111,091)		(3,111,091)
Balance as of January 31, 2018	\$ 5,598,152	<u>\$ 29,743,343</u>	\$ 1,591,212	\$ 36,932,707

Table 3 - City of Highland Park Billings and Collections

4. City of Flint Billings and Collections

On October 16, 2015, the City of Flint ("City") re-joined the regional water system pursuant to a shortterm agreement which was extended several times through November 30, 2017. That agreement provided for a prepayment fund. In total, GLWA has received over \$28.4 million to the prepayment fund, and **as of January 31, 2017, all prepayment funds have been used and the balance in the fund is \$0, as shown in Table 4.**

Beginning December 1, 2017, GLWA is now providing water service to Flint in accordance with a new 30year water service agreement. The terms of this agreement provides for the funding of a \$3,750,000 Security Deposit account by the City of Flint, which was received by GLWA on January 11, 2018. The Security Deposit Account may only be drawn down if Flint fails to make full and timely payments. The agreement also provides for a monthly credit to Flint for its previous month's debt service payment to KWA and a pass-through charge to Flint for monthly service provided by GCDC. All monthly payments by Flint will be deposited with the Trustee, US Bank GLWA, KWA and GCDC per the provisions of the Baseline Trust.

	Usage	Con	nmodity			KWA Debt	G	CDC Pass				Prepayment		Prepayment	
Invoice Month	Mcf	C	Charge	Fixed Charge	Service Credit		Through Charge		Total Invoice			Fund Deposits	s Fund Balance		
October 2015 Prepayment Deposit	-	\$	-	\$ -	\$	-	\$	-	\$	-	\$	10,000,000.00	\$	10,000,000.00	
November 2015	26,875.0	\$	8.93	\$ 341,729.00	\$	-	\$	-	\$	581,722.75	\$	-	\$	9,418,277.25	
December 2015	47,576.9	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,086,961.72	\$	-	\$	8,331,315.53	
January 2016	48,067.4	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,091,341.88	\$	-	\$	7,239,973.65	
February 2016	52,606.4	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,131,875.15	\$	-	\$	6,108,098.50	
March 2016	51,787.4	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,124,561.84	\$	-	\$	4,983,536.66	
April 2016	51,490.5	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,121,910.52	\$	-	\$	3,861,626.14	
May 2016	48,496.8	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,095,176.07	\$	-	\$	2,766,450.07	
June 2016	51,410.7	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,121,197.82	\$	-	\$	1,645,252.25	
July 2016 Prepayment Deposit	-	\$	-	\$-	\$	-	\$	-	\$	-	\$	5,900,000.00	\$	7,545,252.25	
July 2016	53 <i>,</i> 884.4	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,143,287.33	\$	-	\$	6,401,964.92	
August 2016	56,368.7	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,165,472.22	\$	-	\$	5,236,492.69	
September 2016	57,283.3	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,173,640.05	\$	-	\$	4,062,852.65	
October 2016 Prepayment Deposit	-	\$	-	\$-	\$	-	\$	-	\$	-	\$	3,900,000.00	\$	7,962,852.65	
October 2016	49,587.3	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,104,914.86	\$	-	\$	6,857,937.79	
November 2016	52,665.3	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,132,401.31	\$	-	\$	5,725,536.48	
December 2016	43,857.1	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,053,743.99	\$	-	\$	4,671,792.49	
January 2017	47,101.3	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,082,714.34	\$	-	\$	3,589,078.15	
February 2017 Prepayment Deposit	-	\$	-	\$-	\$	-	\$	-	\$	-	\$	2,465,700.00	\$	6,054,778.15	
February 2017	52,183.1	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,128,095.44	\$	-	\$	4,926,682.71	
March 2017	45,690.3	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,070,114.11	\$	-	\$	3,856,568.60	
April 2017	48,707.3	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,097,056.28	\$	-	\$	2,759,512.32	
May 2017	45,658.1	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,069,826.48	\$	-	\$	1,689,685.84	
June 2017	47,915.0	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,089,980.86	\$	-	\$	599,704.98	
June 2017 Prepayment Deposit	-	\$	-	\$-	\$	-	\$	-	\$	-	\$	1,802,750.00	\$	2,402,454.98	
July 2017 Prepayment Deposit	-	\$	-	\$-	\$	-	\$	-	\$	-	\$	1,203,045.02	\$	3,605,500.00	
July 2017 Prepayment Deposit	-	\$	-	\$-	\$	-	\$	-	\$	-	\$	599,704.98	\$	4,205,204.98	
July 2017	47,734.7	\$	8.93	\$ 662,100.00	\$	-	\$	-	\$	1,088,370.42	\$	-	\$	3,116,834.56	
August 2017	49,522.0	\$	9.35	\$ 693,200.00	\$	-	\$	-	\$	1,156,230.33	\$	-	\$	1,960,604.23	
September 2017	46,114.6	\$	9.35	\$ 693,200.00	\$	-	\$	-	\$	1,124,371.23	\$	-	\$	836,233.00	
October 2017 Prepayment	-	\$	-	\$ -	\$	-	\$	-	\$	-	\$	1,453,500.00	۰ \$	2,289,733.00	
October 2017	43,357.0	\$	9.35	\$ 693,200.00	\$	-	\$	-	\$	1,098,588.04	\$		\$	1,191,144.96	
October 2017 Prepayment	-	\$	-	\$ -	\$	-	\$	-	\$	-	\$	1,100,000.00	۰ \$	2,291,144.96	
November 2017	42,691.8	\$	9.35	, \$ 693,200.00	\$	-	\$	-	\$	1,092,368.52	\$	-	\$	1,198,776.44	
December 2017	40,582.5	Ś	9.35	\$ 693,200.00	Ś	-	Ś	-	Ś	1,072,646.09	Ś	-	Ś	126,130.35	
January 2018	43,366.5	\$	7.39	\$ 545,500.00	\$	(444,006.00)	\$	67,917.40	\$	489,890.02	\$	-	\$		
Total									Ś	28,298,569.65	Ś	28,424,700.00			

Table 4 - City of Flint Billings and Collections

5. Water & Sewer System Wholesale Accounts Receivable Aging Report

Table 5 is a summary of the total, current and non-current receivables by category as of January 31, 2018. **Table 6** is the same summary *without* the past due balances for the City of Highland Park. The detailed accounts receivable aging is attached to this report. This report reflects the wholesale receivables only and do not include DWSD. (Note: percentages vary from 100% due to rounding.)

Table 5 - Wholesale Accounts Receivable Aging Report

	Total	Current	46-74 Days	75-104 Days	>105 Days
Water	\$ 36,991,252.51	\$31,191,788.90	\$ 517,579.36	\$115,445.26	\$ 5,166,438.99
Sewer	50,835,543.78	21,562,399.50	470,200.00	470,200.00	28,332,744.28
IWC	2,778,496.01	772,145.78	281,323.10	64,848.56	1,660,178.57
Pollutant Surcharge	795,279.08	521,124.06	 46,420.94	133,250.76	94,483.32
Total	\$ 91,400,571.38	\$54,047,458.24	\$ 1,315,523.40	\$783,744.58	\$35,253,845.16
	<u>100.00%</u>	<u>59.13%</u>	<u>1.44%</u>	<u>0.86%</u>	<u>38.57%</u>

	Total		Current		4	46-74 Days	75-1	04 Days	>105 Days		
Water	\$	31,393,099.90	\$ 30	,984,199.69	\$	408,900.21	\$	-	\$	-	
Sewer		21,092,199.50	21	,092,199.50		-		-		-	
IWC		1,187,284.00		765,485.98		267,946.70	58	3,109.24		95,742.08	
Pollutant Surcharge		795,279.08		521,124.06		46,420.94	133	3,250.76		94,483.32	
Total	\$	54,467,862.48	\$53	,363,009.23	\$	723,267.85	\$19 [·]	1,360.00	\$	190,225.40	
		<u>100.00%</u>		<u>97.97%</u>		<u>1.33%</u>		<u>0.35%</u>		<u>0.35%</u>	