

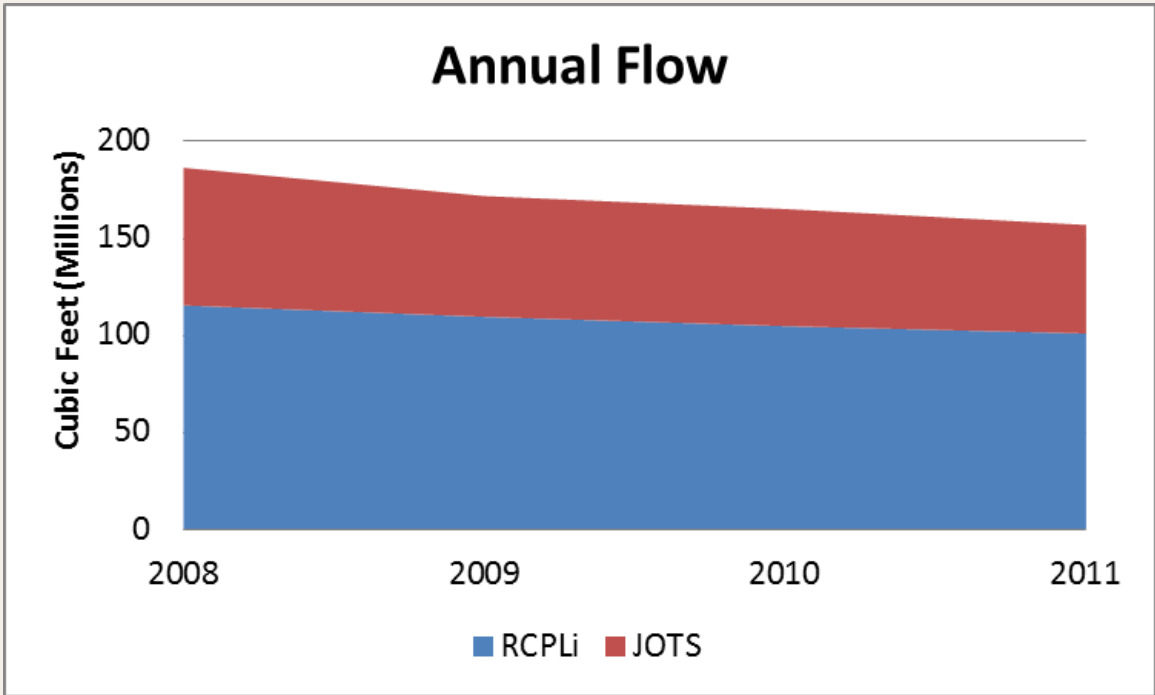


City of Willmar, Minnesota

# Wastewater Utility Rate Study Supplementary Material

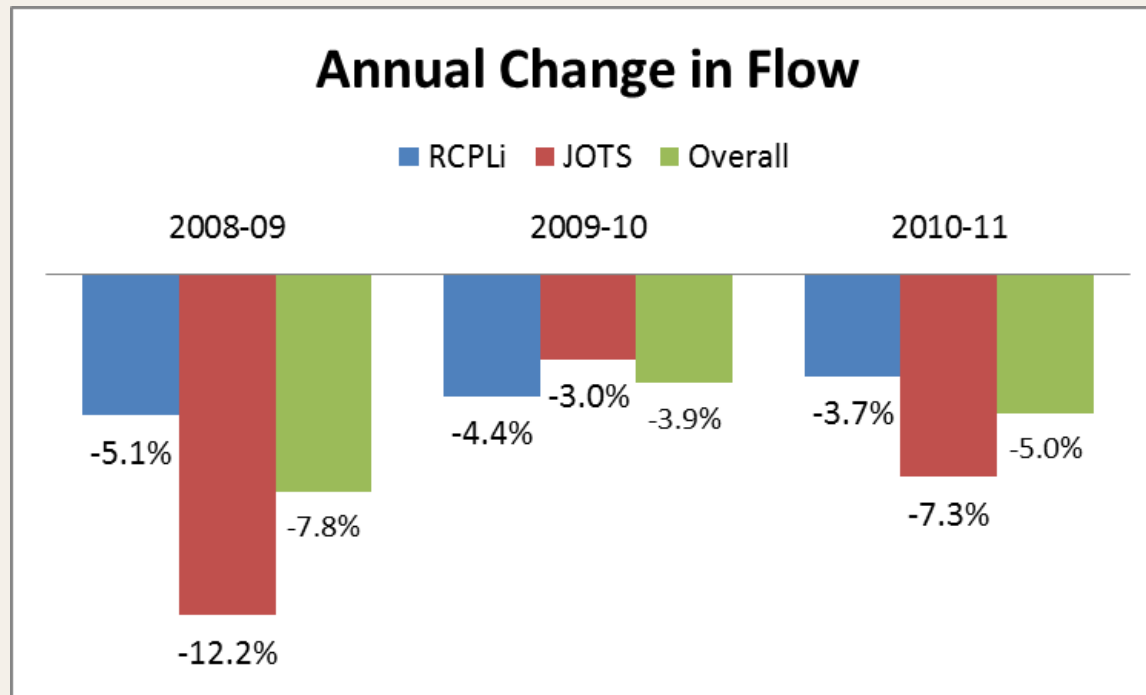
November 2012

# Usage Trends



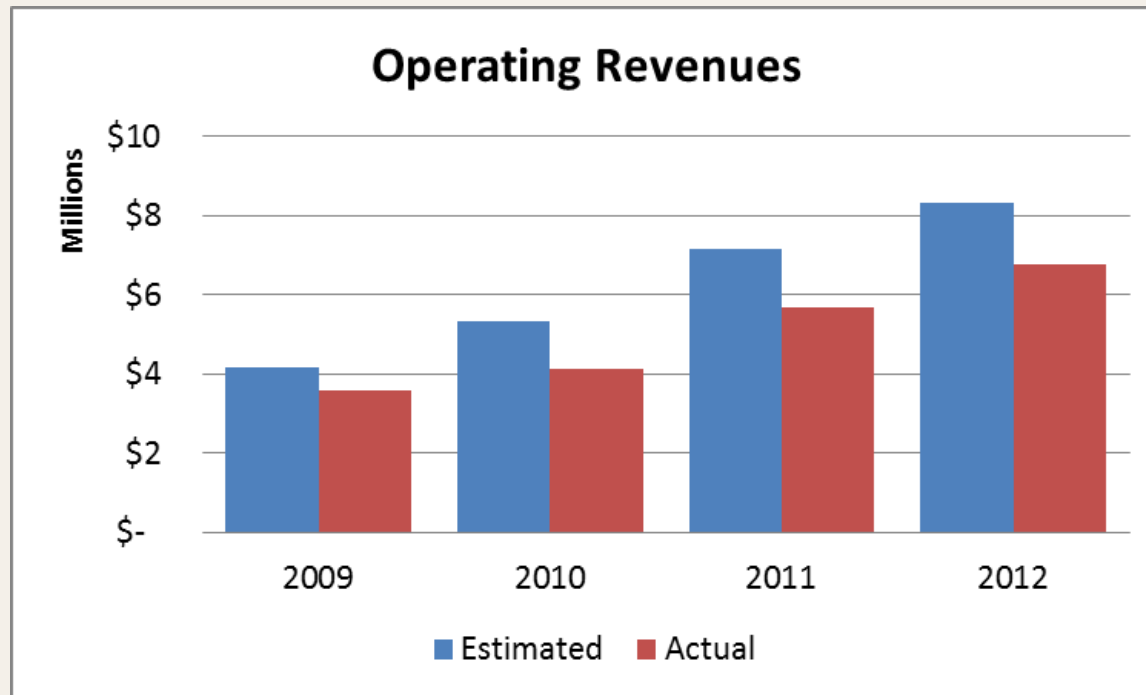
Consumption (cu ft)	2008	2009	2010	2011
RCPLi	115,495,455	109,624,400	104,809,100	100,959,400
JOTS	70,965,107	62,281,700	60,382,400	55,993,300
Overall	186,460,830	171,906,100	165,191,500	156,952,700

# Usage Trends (cont.)



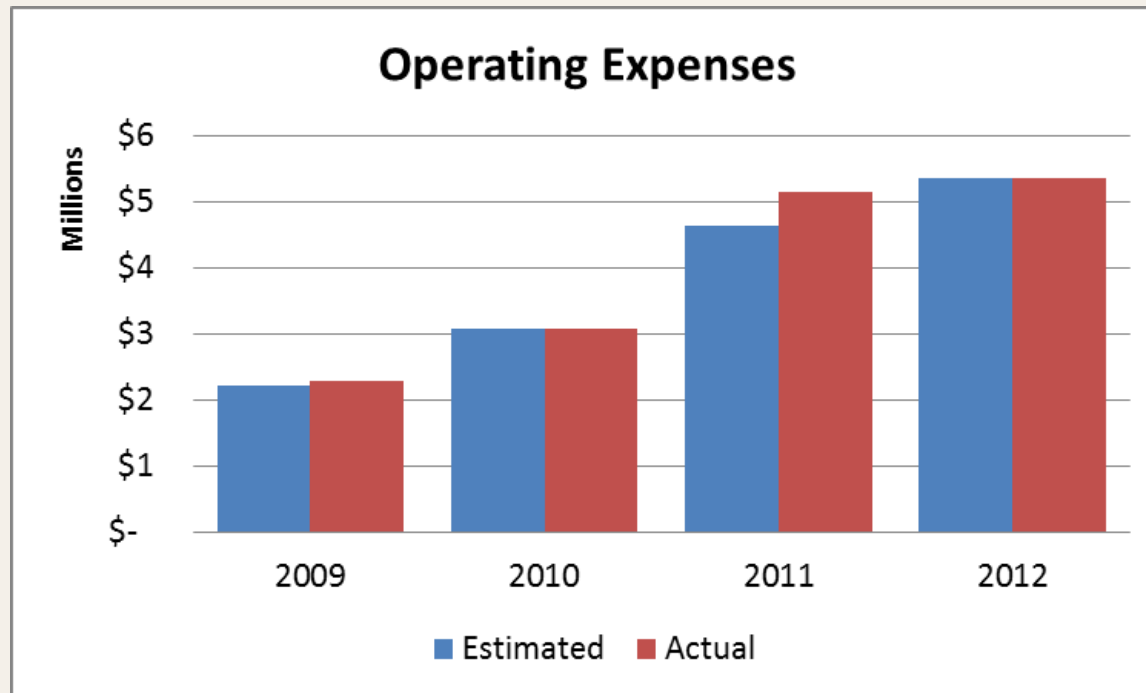
Annual Change	2008-09	2009-10	2010-11
RCPLi	-5.1%	-4.4%	-3.7%
JOTS	-12.2%	-3.0%	-7.3%
Overall	-7.8%	-3.9%	-5.0%

# Projections vs. Actual – Revenues



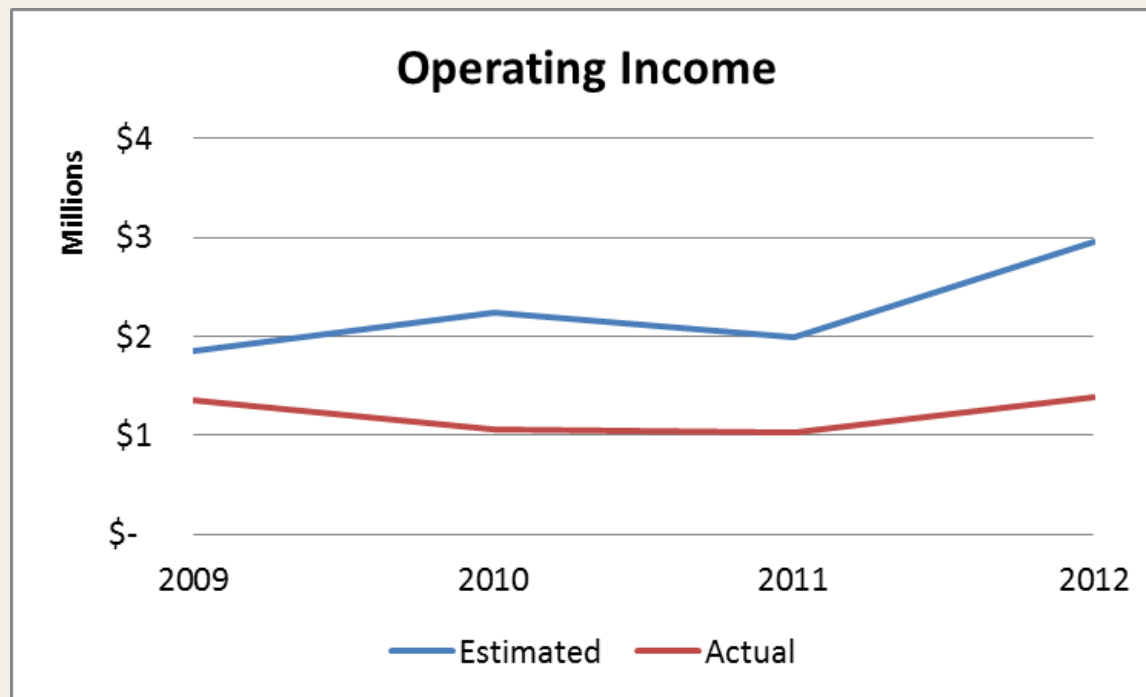
Operating Revenues	2009	2010	2011	2012
Estimated	\$ 4,155,561	\$ 5,322,435	\$ 7,156,962	\$ 8,327,592
Actual	\$ 3,576,202	\$ 4,139,101	\$ 5,670,166	\$ 6,751,345
Difference	\$ (579,359)	\$ (1,183,334)	\$ (1,486,796)	\$ (1,576,247)

# Projections vs. Actual – Expenses



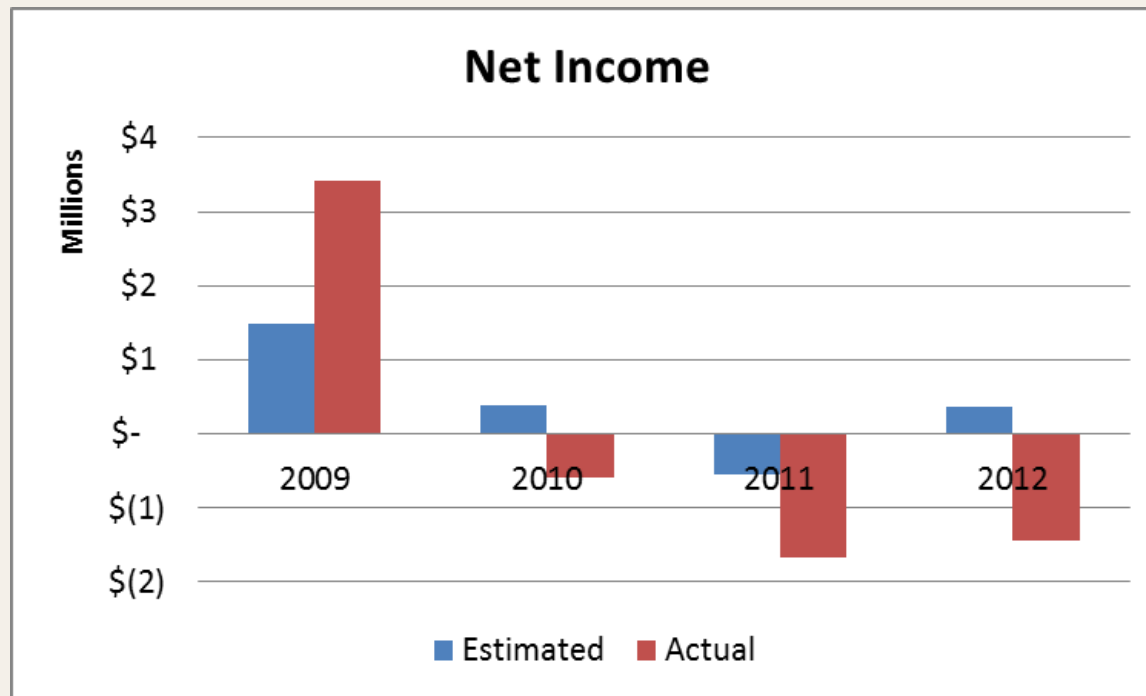
Operating Expenses	2009	2010	2011	2012
Estimated	\$ (2,217,567)	\$ (3,078,312)	\$ (4,636,283)	\$ (5,369,693)
Actual	\$ (2,300,039)	\$ (3,087,997)	\$ (5,165,979)	\$ (5,371,190)
Difference	\$ (82,472)	\$ (9,685)	\$ (529,696)	\$ (1,497)

# Projections vs. Actual – Operating Income



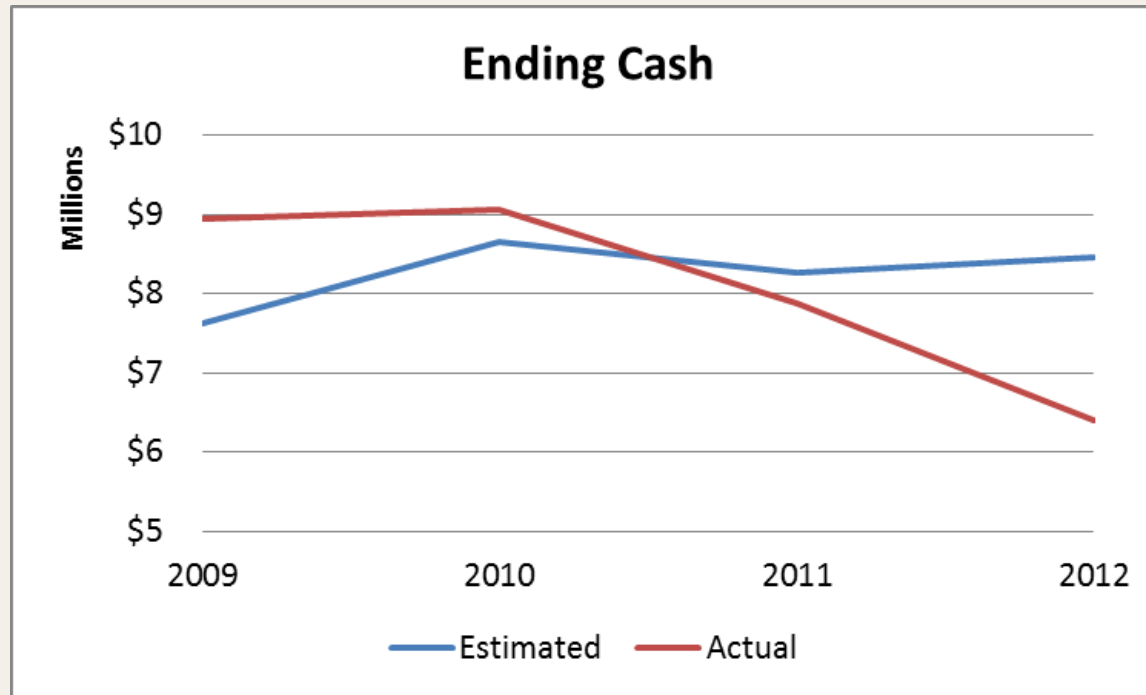
Operating Income	2009	2010	2011	2012
Estimated	\$ 1,855,522	\$ 2,234,438	\$ 1,990,983	\$ 2,956,402
Actual	\$ 1,358,635	\$ 1,060,789	\$ 1,033,883	\$ 1,381,652
Difference	\$ (496,887)	\$ (1,173,649)	\$ (957,100)	\$ (1,574,750)

# Projections vs. Actual – Net Income



Net Income	2009	2010	2011	2012
Estimated	\$ 1,480,093	\$ 376,341	\$ (542,576)	\$ 369,048
Actual	\$ 3,416,252	\$ (588,126)	\$ (1,666,528)	\$ (1,435,893)
Difference	\$ 1,936,159	\$ (964,467)	\$ (1,123,952)	\$ (1,804,941)

# Projections vs. Actual – Ending Cash



Ending Cash	2009	2010	2011	2012
Estimated	\$ 7,636,020	\$ 8,652,159	\$ 8,272,405	\$ 8,465,332
Actual	\$ 8,954,947	\$ 9,070,148	\$ 7,886,546	\$ 6,410,390
Difference	\$ 1,318,927	\$ 417,989	\$ (385,859)	\$ (2,054,942)