

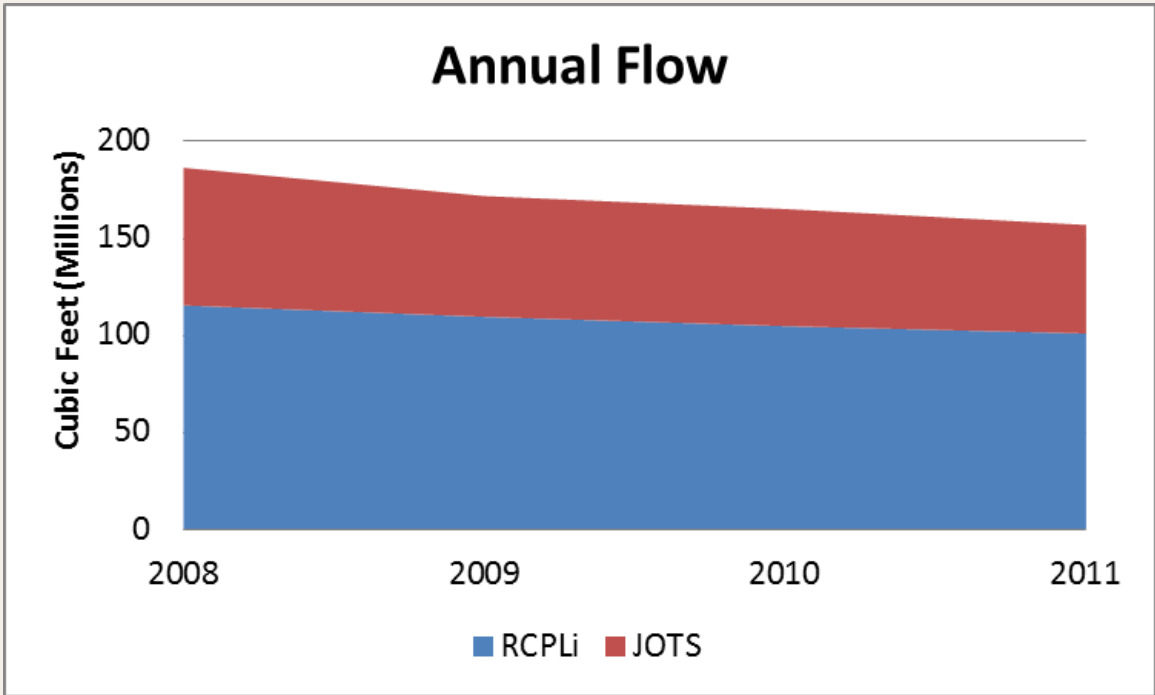


City of Willmar, Minnesota

Wastewater Utility Rate Study Supplementary Material

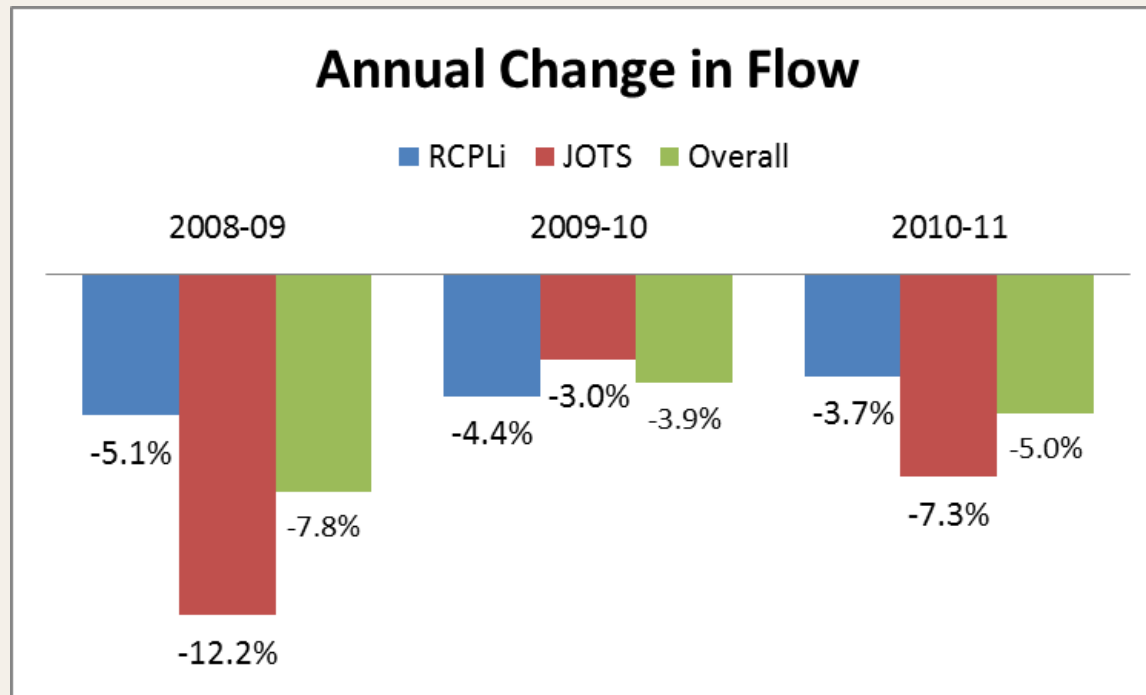
November 2012

Usage Trends



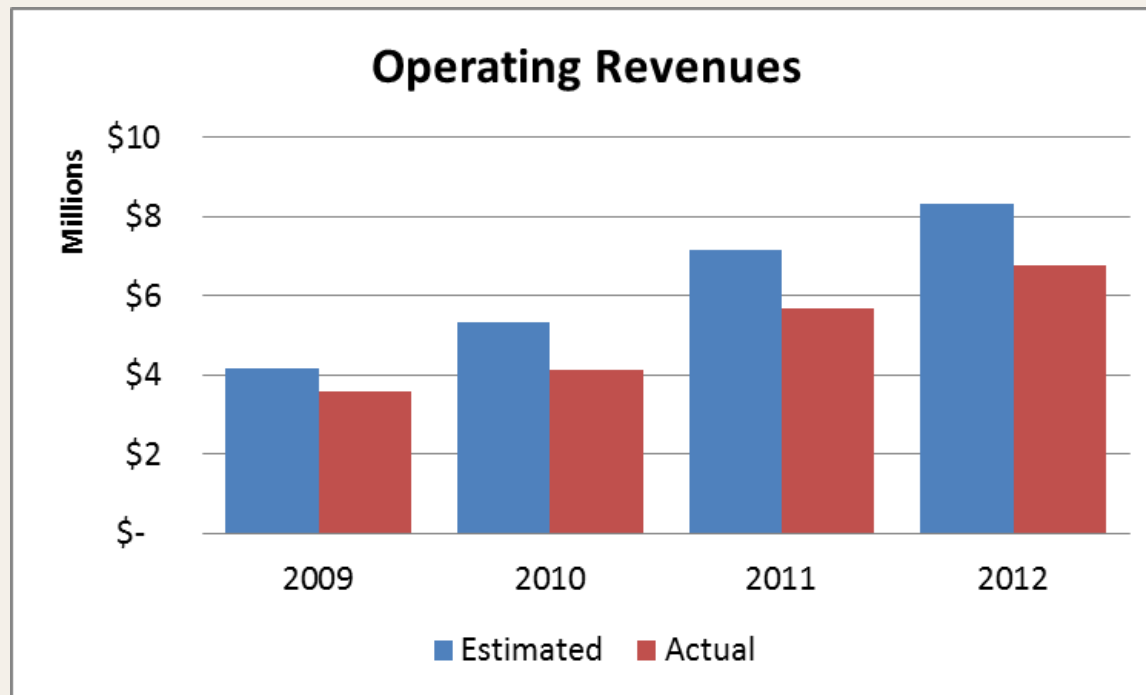
Consumption (cu ft)	2008	2009	2010	2011
RCPLi	115,495,455	109,624,400	104,809,100	100,959,400
JOTS	70,965,107	62,281,700	60,382,400	55,993,300
Overall	186,460,830	171,906,100	165,191,500	156,952,700

Usage Trends (cont.)



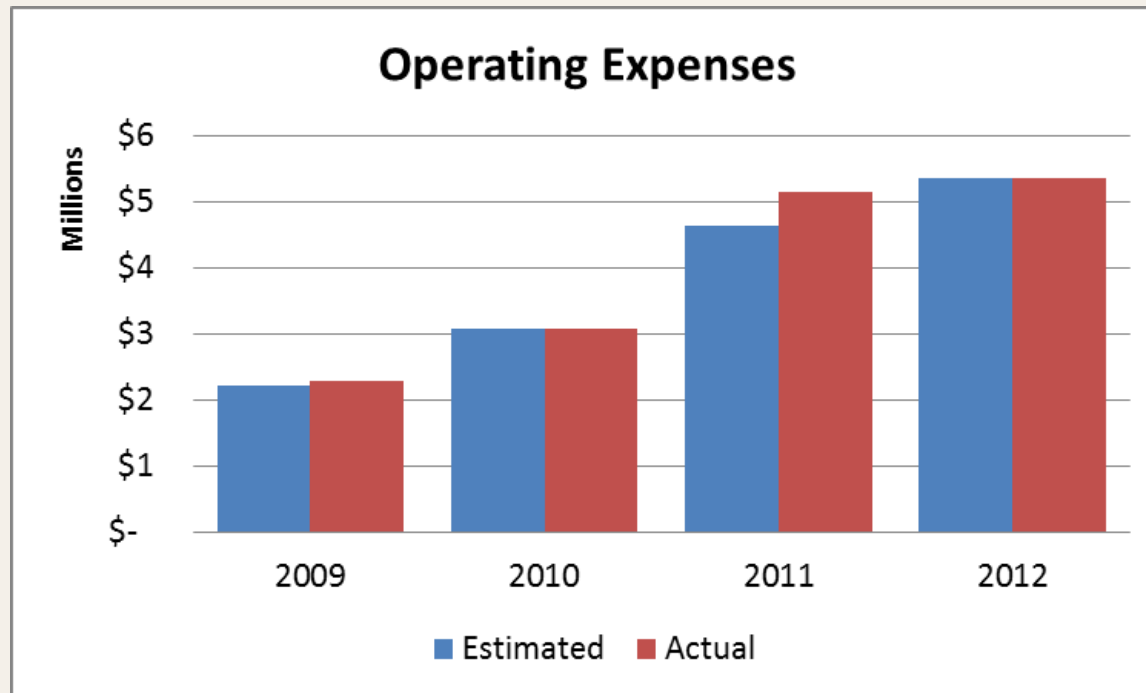
Annual Change	2008-09	2009-10	2010-11
RCPLi	-5.1%	-4.4%	-3.7%
JOTS	-12.2%	-3.0%	-7.3%
Overall	-7.8%	-3.9%	-5.0%

Projections vs. Actual – Revenues



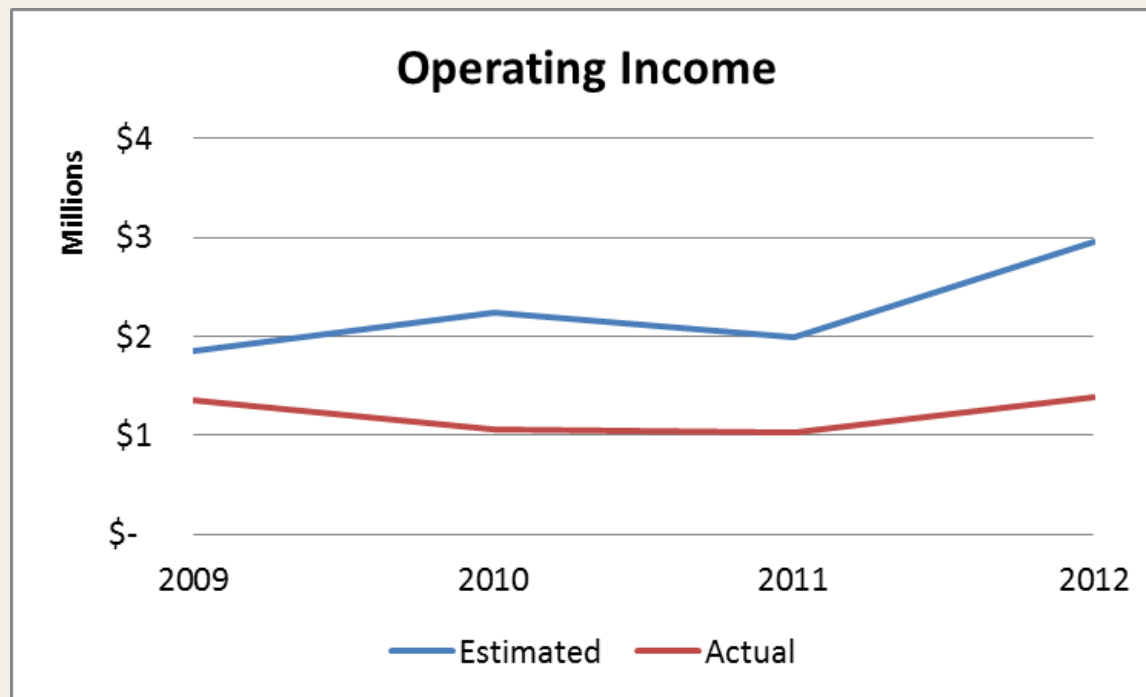
Operating Revenues	2009	2010	2011	2012
Estimated	\$ 4,155,561	\$ 5,322,435	\$ 7,156,962	\$ 8,327,592
Actual	\$ 3,576,202	\$ 4,139,101	\$ 5,670,166	\$ 6,751,345
Difference	\$ (579,359)	\$ (1,183,334)	\$ (1,486,796)	\$ (1,576,247)

Projections vs. Actual – Expenses



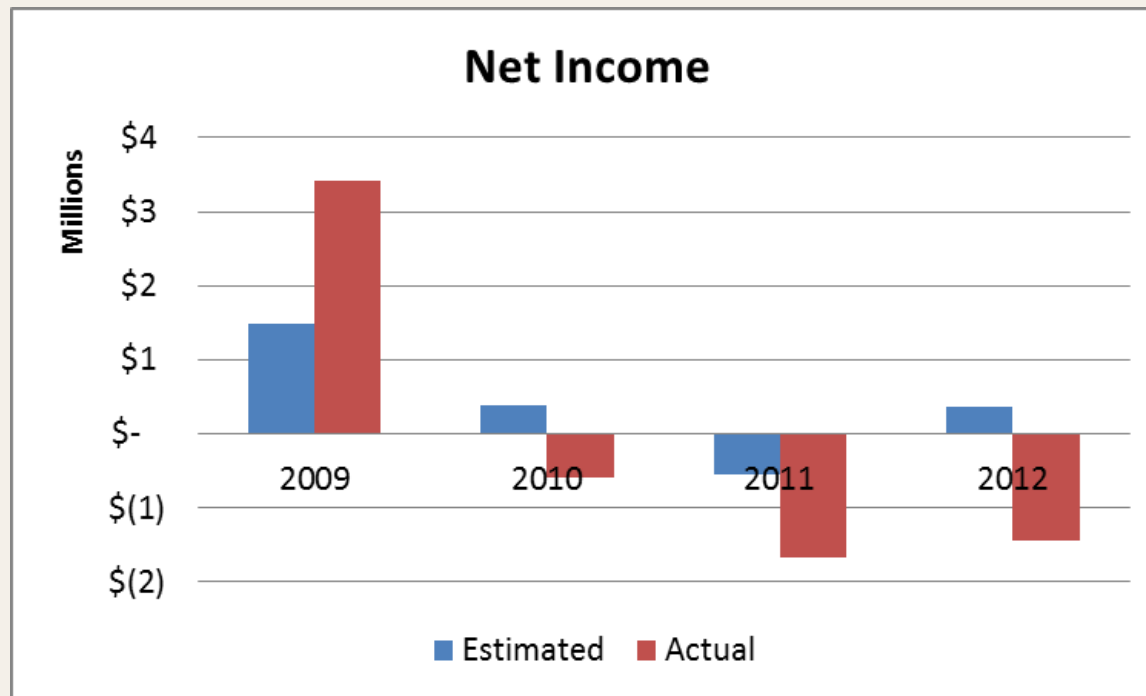
Operating Expenses	2009	2010	2011	2012
Estimated	\$ (2,217,567)	\$ (3,078,312)	\$ (4,636,283)	\$ (5,369,693)
Actual	\$ (2,300,039)	\$ (3,087,997)	\$ (5,165,979)	\$ (5,371,190)
Difference	\$ (82,472)	\$ (9,685)	\$ (529,696)	\$ (1,497)

Projections vs. Actual – Operating Income



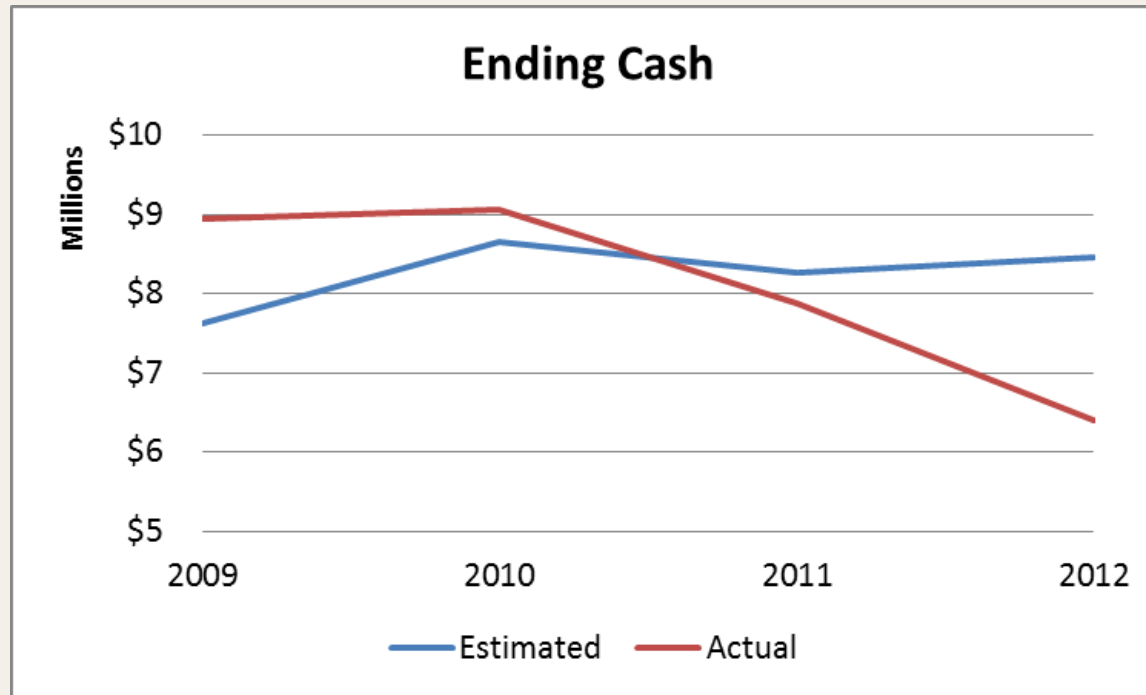
Operating Income	2009	2010	2011	2012
Estimated	\$ 1,855,522	\$ 2,234,438	\$ 1,990,983	\$ 2,956,402
Actual	\$ 1,358,635	\$ 1,060,789	\$ 1,033,883	\$ 1,381,652
Difference	\$ (496,887)	\$ (1,173,649)	\$ (957,100)	\$ (1,574,750)

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)