

Appendix G - September 12, 2011 Financial Analysis

July 31, 2011 Effective Charge Date

SWCC	Number of Accounts	Monthly Charge Amount	Monthly Charge Per Account	Annual Charge Amount
Single Det Small	7992	\$ 45,314.00	\$ 5.67	\$ 543,768.00
Single Det Medium	33039	\$ 312,218.00	\$ 9.45	\$ 3,746,616.00
Single Det Large	2139	\$ 26,566.00	\$ 12.42	\$ 318,792.00
Multi Res Duplex	1543	\$ 11,665.00	\$ 7.56	\$ 139,980.00
Multi Res Triplex	508	\$ 5,760.00	\$ 11.34	\$ 69,120.00
Multi Res Four-plex	107	\$ 1,617.00	\$ 15.11	\$ 19,404.00
Multi Res Five-plex	55	\$ 1,039.00	\$ 18.89	\$ 12,468.00
Semi Detached/Townhouse	10974	\$ 74,074.00	\$ 6.75	\$ 888,888.00
Condominium	9817	\$ 37,108.00	\$ 3.78	\$ 445,296.00
Multi Res >5	580	\$ 34,303.00	\$ 59.14	\$ 411,636.00
Non Res Largest	37	\$ 71,158.00	\$ 1,923.19	\$ 853,896.00
Non Res Large	125	\$ 111,982.00	\$ 895.86	\$ 1,343,784.00
Non Res Medium High	298	\$ 110,149.00	\$ 369.63	\$ 1,321,788.00
Non Res Medium Low	1007	\$ 127,516.00	\$ 126.63	\$ 1,530,192.00
Non Res Small	229	\$ 11,067.00	\$ 48.33	\$ 132,804.00
Non Res Smallest	867	\$ 15,684.00	\$ 18.09	\$ 188,208.00
TOTALS----->	69317	\$ 997,220.00		\$ 11,966,640.00

Non-Res Credit and Residential Rebate Projections (50%, 27/18 w Individual Weighting + 5% BMP)									
2011	# of Accounts	2012 (2011 + 5%)	# of Accounts	2013 (2011+10%)	# of Accounts	2014 (2011 + 15%)	# of Accounts	2015 (2011 +20%)	# of Accounts
\$ 343,857.13	3220	\$ 343,857.13	3220	\$ 343,857.13	3220	\$ 343,857.13	3220	\$ 343,857.13	3220
X	X	X	X	X	X	X	X	X	X
\$ 20,655.28	10	\$ 21,688.04	11	\$ 22,720.80	11	\$ 23,753.57	12	\$ 24,786.33	12
\$ 26,822.05	27	\$ 28,163.15	28	\$ 29,504.25	30	\$ 30,845.36	31	\$ 32,186.46	32
\$ 25,770.60	56	\$ 27,059.13	59	\$ 28,347.66	62	\$ 29,636.19	64	\$ 30,924.72	67
\$ 12,240.06	88	\$ 12,852.06	92	\$ 13,464.06	97	\$ 14,076.06	101	\$ 14,688.07	106
\$ 577.06	10	\$ 605.91	11	\$ 634.77	11	\$ 663.62	12	\$ 692.47	12
\$ 231.19	12	\$ 242.75	13	\$ 254.31	13	\$ 265.87	14	\$ 277.43	14
\$ 430,153.36	3423	\$ 434,468.17	3433	\$ 438,782.99	3443	\$ 443,097.80	3453	\$ 447,412.61	3464

Credit / Rebate Budget from SAP	\$ 614,000.00	\$ 599,000.00	\$ 617,000.00	\$ 636,000.00	\$ 655,000.00
Contingency (25%)	\$ 107,538.34	\$ 108,617.04	\$ 109,695.75	\$ 110,774.45	\$ 111,853.15
5% BMP Credit	\$ 80,124.39	\$ 80,124.39	\$ 80,124.39	\$ 80,124.39	\$ 80,124.39
Net Revenue / (Expense)	\$ (3,816.09)	\$ (24,209.61)	\$ (11,603.12)	\$ 2,003.36	\$ 15,609.85
Cumulative Surplus / (Deficit)	\$ (3,816.09)	\$ (28,025.70)	\$ (39,628.82)	\$ (37,625.46)	\$ (22,015.61)

ASSUMPTIONS:

- Projections are based on future retrofits, not new development
- Assumed 20% uptake over 5 years in non-res/multi-res categories
- Credit payments based on 45% infrastructure and 5% non-structural BMP
- 25% contingency based on missing 25% of identified eligible properties via AMANDA
- Projection calculations based on same distribution of SWM controls in each rate category
- Residential rebate calculations based on rainbarrel data, and potential infiltration galleries
- Residential rebate calculations based on rebate equivalent to 1 year of SWM rate for 3,220 dwelling units per year

Cumulative Rainbarrel Uptake - Region

	Cambridge	Kitchener	Waterloo	Townships	Total
2001	2338	1964	1002	749	6053
2002	1891	2095	1453	534	5973
2003	1482	1979	1097	413	4971
2004	1176	1603	894	385	4058
2005	1138	1593	863	384	3978
2006	901	1139	726	240	3006
2007	888	1146	745	198	2977
2008	883	1116	701	283	2983
2009	913	1242	719	246	3120
2010	920	1114	690	261	2985
2011	814	1112	568	254	2748
Total Units	13344	16103	9458	3947	42852

From 2009 Rainbarrel Survey data:
 80% detached and semi-detached
 11% apartment
 9% townhouse/rowhouse
 own 83%, rent 17%
 95% that have at least 1 rainbarrel own their home

Weighted Average
 Annual Residential SWM Rate \$ 106.77