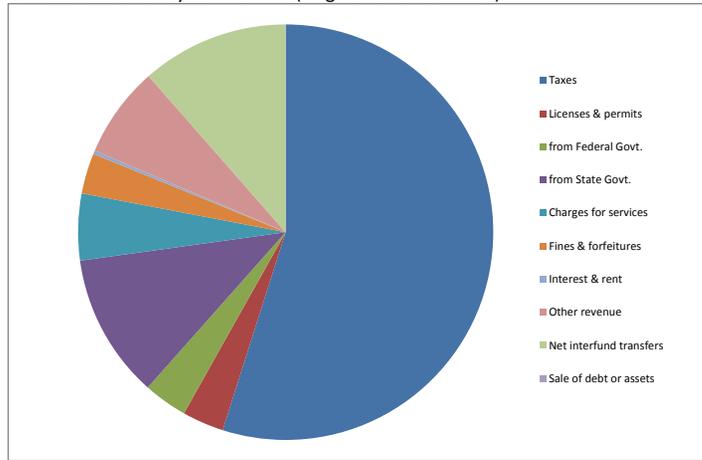


CITIZENS' GUIDE TO LOCAL UNIT FINANCES - City of Southfield

REVENUES - ALL

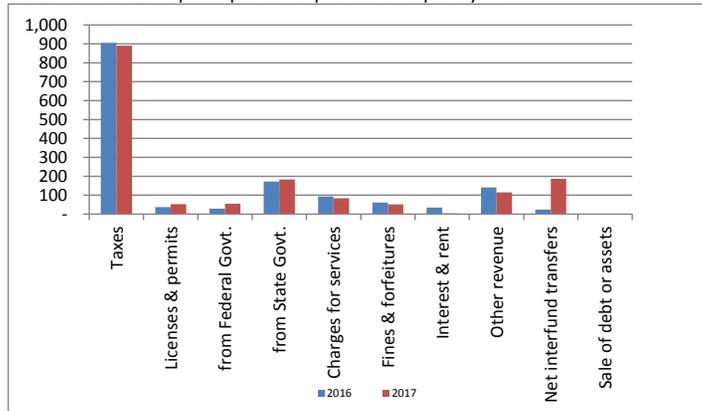
1. Where our money comes from (all governmental funds)



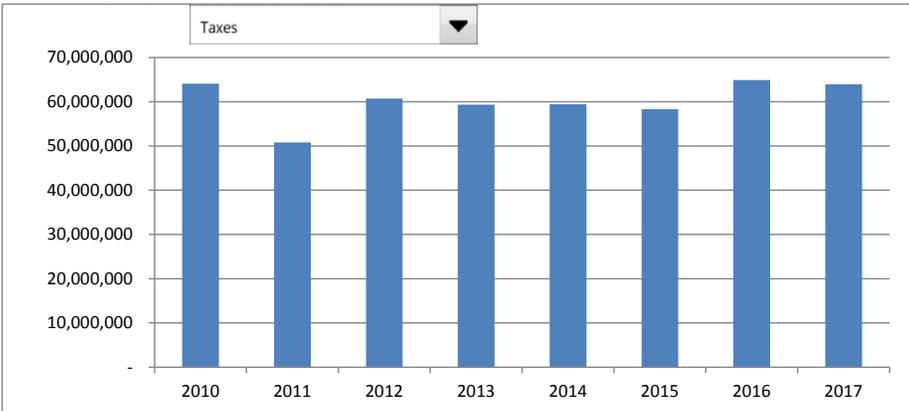
2. Compared to the prior year

	2016	2017	% change	% total - all
Taxes	\$ 64,893,949	63,910,955	-2%	55%
Licenses & permits	\$ 2,695,547	3,769,054	40%	3%
from Federal Govt.	\$ 2,033,805	3,970,295	95%	3%
from State Govt.	\$ 12,378,566	13,092,069	6%	11%
Charges for services	\$ 6,672,822	6,040,334	-9%	5%
Fines & forfeitures	\$ 4,369,379	3,673,702	-16%	3%
Interest & rent	\$ 2,493,770	305,145	-88%	0%
Other revenue	\$ 10,121,197	8,275,328	-18%	7%
Net interfund transfers	\$ 1,682,689	13,353,325	694%	11%
Sale of debt or assets	\$ -	-	n/a	0%
	\$ 107,341,724	\$ 116,390,207	8%	100%

3. Revenue sources per capita - compared to the prior year



4. Historical trends of individual sources



Commentary: This page represents data related to the City's combined governmental funds revenue sources for the periods presented. Pursuant to governmental accounting rules, these funds use the current financial resources measurement focus and the modified accrual basis of accounting. As such, revenue is not simply recognized when earned, but also when available for use (typically if collected within 60 days of year-end of the year in which it is earned). If it is not collected within that period, it is deferred and recognized as revenue in the subsequent period, which can cause trend data to be skewed.

Property tax revenue continues to be the largest source of revenue for the City, comprising 55% of annual recurring revenues for all governmental funds in 2017 followed by 11% for State Grant revenue, with the remaining 34% being spread over various other recurring elements shown above. The fiscal year ended June 30, 2010 is the first year (in recent history) that the City began to see declines in property tax revenue (a drop of 3% in that year), which continued into the fiscal year ended June 30, 2011, where a significant drop in property tax revenue of 21% was experienced from June 30, 2010 property tax revenue. However, in May 2011, the City received the public support in obtaining a millage increase through a special election. As a result, the City's revenue levels climbed back up in 2012 with property tax revenue in particular returning to where they were in 2008 and 2009 before the market decline. Property tax revenues declined modestly from fiscal year ended June 30, 2012 (essentially due to commercial valuation appeals) to fiscal year ended June 30, 2015, however, property tax revenues increased 11% in fiscal year ended June 30, 2016, largely due to an increase in taxable values. As shown above, property tax revenues decreased slightly (approximately 2%) in fiscal year ended June 30, 2017, mostly due to commercial valuation appeals.

The significant decrease in interest and rent from 2016 to 2017 was the result of declining market performance and ultimately lower returns on the City's investments.

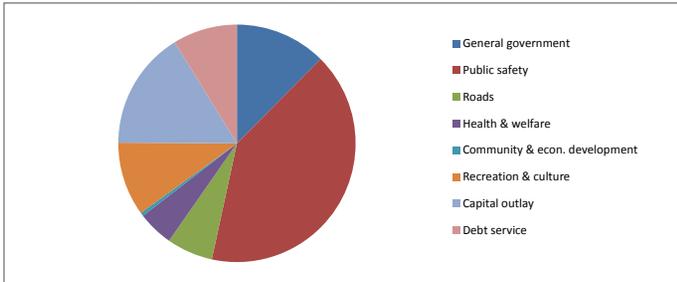
The significant increase in revenue from Federal Government from 2016 to 2017 was the result of a reimbursement received from the Federal Government of approximately \$1.5 million for a Federal-aid road project completed during fiscal year ended June 30, 2017.

Overall, recurring revenue sources within the governmental funds were up by approximately \$9 million or 8% in 2017.

CITIZENS' GUIDE TO LOCAL UNIT FINANCES - City of Southfield

EXPENDITURES

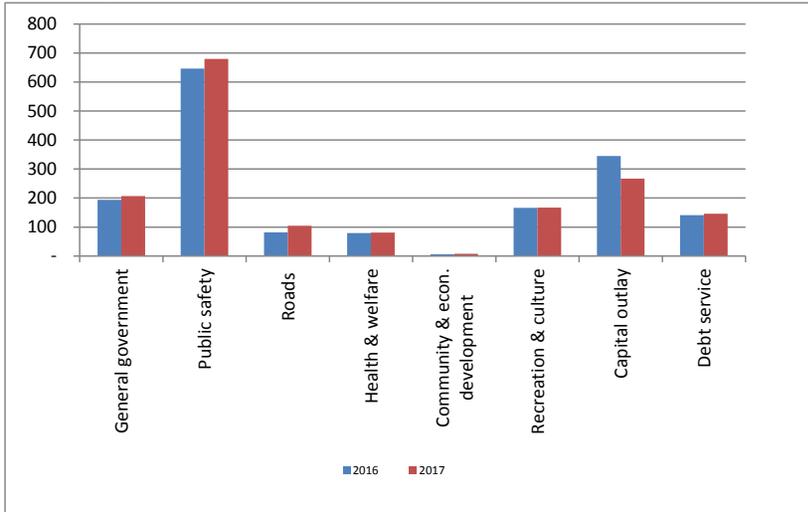
1. Where we spend our money (all governmental funds)



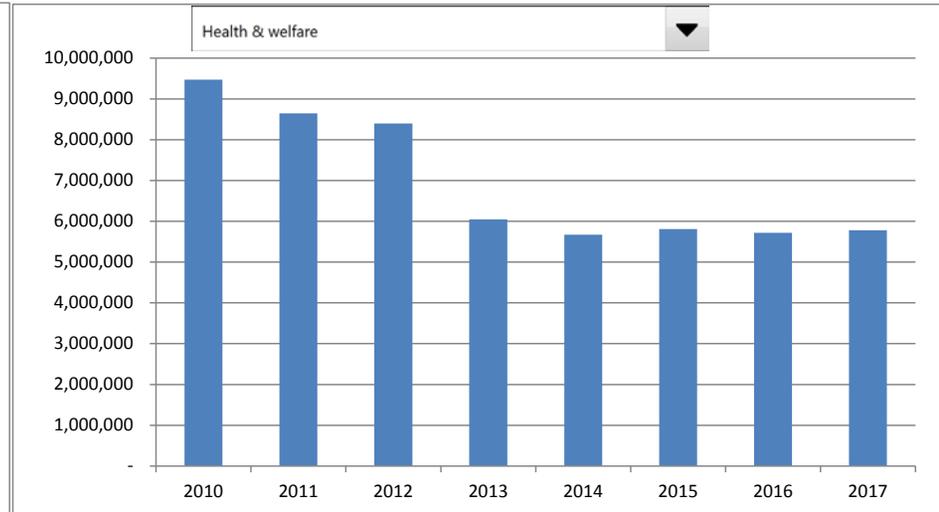
2. Compared to the prior year

	2016	2017	% change	% total
General government	\$ 13,902,767	14,815,203	7%	12%
Public safety	\$ 46,348,737	48,745,629	5%	41%
Roads	\$ 5,871,047	7,489,049	28%	6%
Health & welfare	\$ 5,717,848	5,782,879	1%	5%
Community & econ. development	\$ 435,655	571,835	31%	0%
Recreation & culture	\$ 11,911,344	11,963,738	0%	10%
Capital outlay	\$ 24,746,624	19,172,508	-23%	16%
Debt service	\$ 10,112,074	10,479,628	4%	9%
total expenditures	\$ 119,046,096	\$ 119,020,469	0%	100%

3. Spending per capita - compared to the prior year



4. Historical trends of individual departments:



Commentary: This page represents data related to the City's combined governmental funds expenditures for the periods presented. Pursuant to governmental accounting rules, these funds use the current financial resources measurement focus and the modified accrual basis of accounting. As such, expenditures are generally recorded when a liability is incurred, as under accrual accounting, however debt service expenditures, expenditures relating to compensated absences, and claims and judgments against the City are recorded only when payment is due.

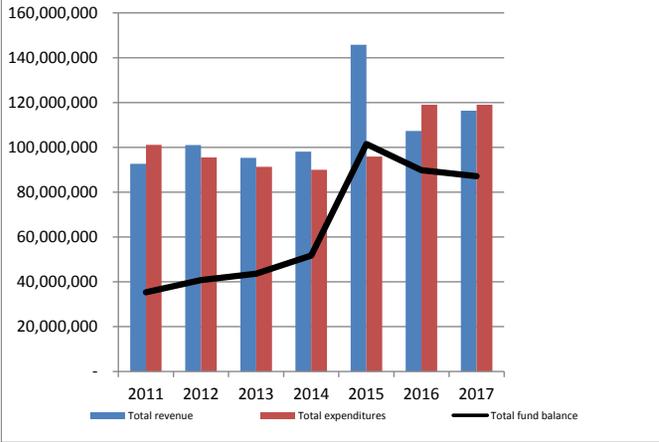
As noted above, public safety continues to represent the most significant portion of the City's governmental expenditures, comprising approximately 41% of the overall budget, followed by capital outlay, general government and recreation & culture, which comprise approximately 16%, 12% and 10%, respectively, of the annual budget.

For the fiscal years spanning 2011-2014, governmental expenditures were on a steady (modest) downward trend, attributable to the City's five year plan which involved a hiring freeze that was implemented in 2007-2010 and remained in effect for a few years subsequent to that. The downward trend during fiscal years 2011-2014 was attributed to several factors, most notably, the decreases were realized by reducing major and local streets capital road projects during fiscal years 2011 through 2014 with the rest being spread out over various other general governmental expenditures. Due to the significant revenue decline in 2011, the City was also required to further decrease expenditures, from 2010 and prior periods. Despite passage of the Police & Fire millage in May of 2011; continuing tax base declines required that the City maintain its cost containment focus, as noted above, and into the 2014 fiscal year specifically, while striving to restore fund balance reserves. As revenues began to rebound, the City was able to realign City expenditures, including filling certain key positions which had been vacant for several years.

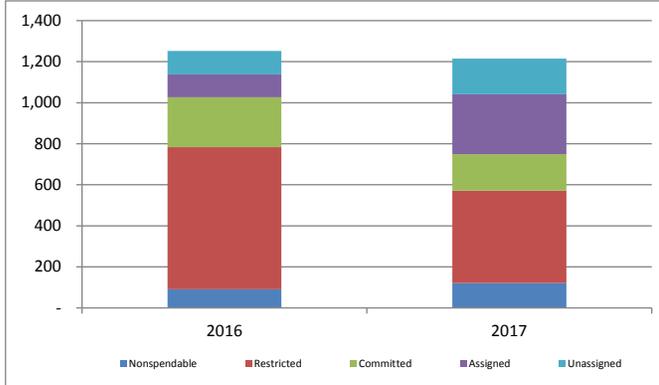
As noted above, the City has reported relatively stable overall governmental expenditures in 2017 as compared to 2016. The stability of governmental expenditures can be attributed to a decrease in capital outlay in 2017 of approximately \$5.57 million, offset by a combined increase of approximately \$5.55 million in expenditures in all other categories. During November 2014, the City received the public support in obtaining a millage increase to pay for road construction bonds. The bonds are paying for the cost of acquiring and constructing street improvements throughout the City, consisting of paving, repaving, reconstructing and improving streets, including curb, gutter and drainage improvements and all necessary appurtenances and attachments. A substantial portion of these projects, along with the additional debt service payments occurred in fiscal year 2016. Outside of capital outlay, the City's other governmental expenditures remained relatively stable over this period.

CITIZENS' GUIDE TO LOCAL UNIT FINANCES - City of Southfield

1. How have we managed our governmental fund resources (fund balance)?



3. Fund balance per capita - compared to the prior year

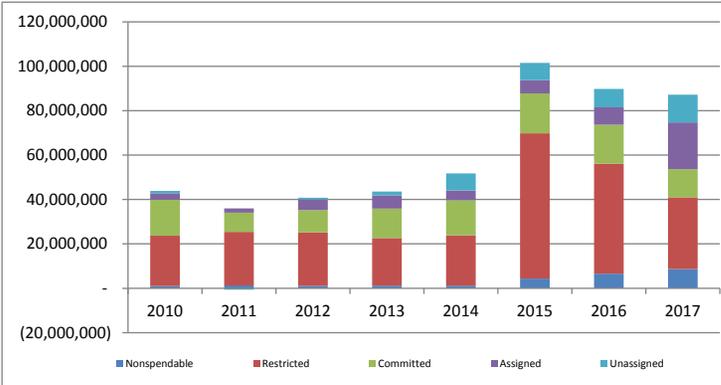


2. Compared to the prior year

	2016	2017	% change	% total
Revenue (less proceeds from sale of debt)	107,341,724	116,390,207	8%	
Expenditures	119,046,096	119,020,469	0%	
Surplus	(11,704,372)	(2,630,262)	-78%	
Fund balance, by component:				
Nonspendable	6,548,956	8,701,234	33%	10%
Restricted	49,633,982	32,286,208	-35%	37%
Committed	17,495,208	12,710,426	-27%	15%
Assigned	7,908,958	21,013,753	166%	24%
Unassigned	8,210,574	12,455,795	52%	14%
total fund balance	89,797,678	87,167,416	-3%	100%

FINANCIAL POSITION

4. Historical trends of individual components



Commentary: This page represents trends and composition of fund balance at the City over the periods presented. Beginning with the fiscal year ended June 30, 2011, the City implemented GASB Statement No. 54, *Fund Balance Reporting and Governmental Fund Type Definitions*. In accordance with this new reporting standard, the classifications of fund balance were changed to the new (GASB 54) definitions: Non-spendable, Restricted, Committed, Assigned and Unassigned.

Non-spendable components of fund balance are not in a spendable form (i.e. prepaids). Restricted fund balance are amounts constrained to specific purposes by their providers (typically a third party), through constitutional provisions, or by enabling legislation. Committed amounts are constrained to specific purposes by formal action of the City Council. Assigned fund balance are also constrained to specific purposes by the City Council based on intent but do not require formal action. Unassigned is a residual category for anything that doesn't fall into one of the other four categories, and thus are available for any purpose. At the City of Southfield, commitments primarily relate to contingencies for potential tax refunds and economic development, while assignments are mostly for capital projects. For the most recent year presented (the year ended June 30, 2017), of the total fund balance maintained in the governmental funds, 10% was non-spendable, 37% was restricted, 39% in aggregate was committed or assigned, while the unassigned portion represented about 14%. The majority of amounts restricted in 2016 relate to unspent bond proceeds to provide funds for the acquisition and construction of major capital facilities and infrastructure (namely roads and related repairs), which were largely spent in fiscal 2017, causing the decrease in fund balance.

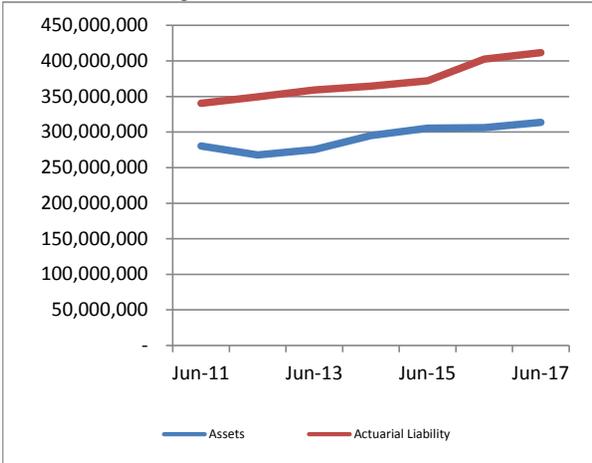
The significant increase in assigned fund balance in 2017 is the result of a transfer of \$12.5 million from the Local Improvement Revolving Fund (LIRF) to the general fund during fiscal year 2017, which was reported as assigned fund balance. LIRF is an Internal Service Fund, which is not included in total fund balance; therefore, in fiscal year 2016, the \$12.5 million was not reported in fund balance.

In conjunction with the City's long-range financial plan (including the previous hiring freeze), the City has worked hard to build and maintain fund balance over the periods presented. During fiscal year 2017, the City continued with its long-range financial plan by increasing unassigned fund balance by nearly 52%. A millage was approved by the voters in May of 2011 providing 4.06 mills, or approximately \$8.9 million, to avoid Police Officer and Firefighter layoffs. Despite the successful millage, given the on-going constraints on taxable value in the City, coupled with the limitations resulting from Proposal A of 1994, it will take the City some time to restore General Fund unassigned fund balance to desired levels. As of June 30, 2017 General Fund Unassigned fund balance was \$12.5 million, or 10.5 % of expenditures.

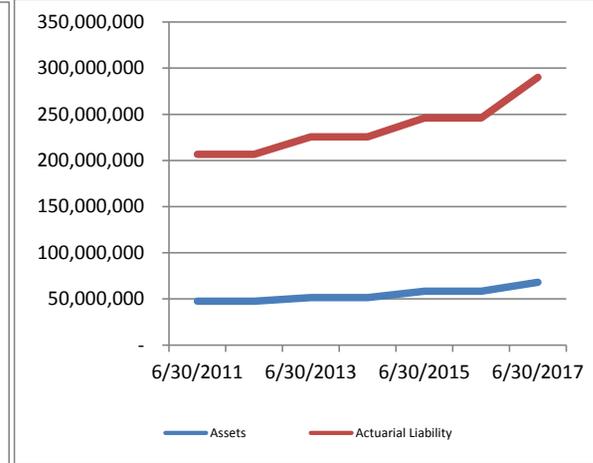
CITIZENS' GUIDE TO LOCAL UNIT FINANCES - City of Southfield

OTHER LONG TERM OBLIGATIONS

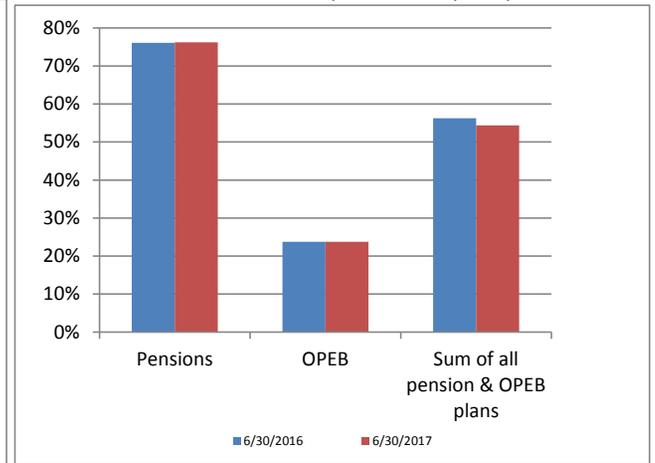
1. Pension funding status



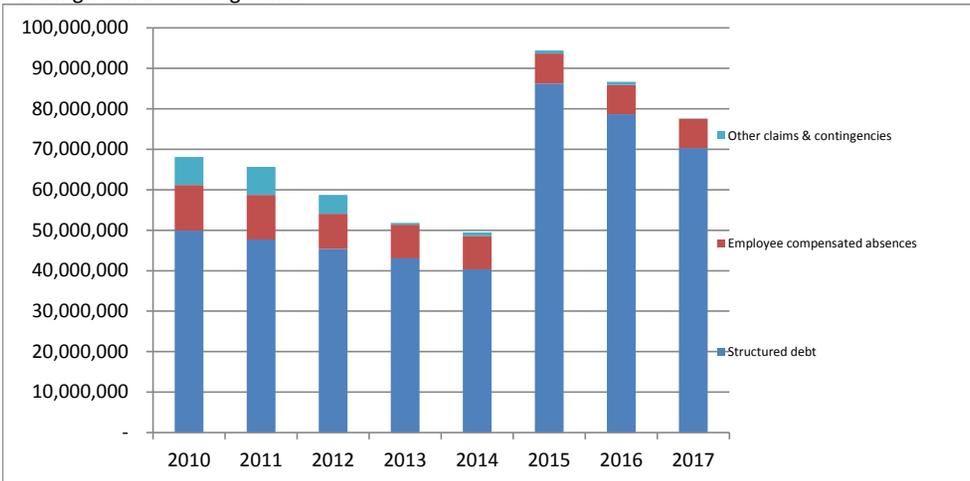
2. Retiree Health care funding status



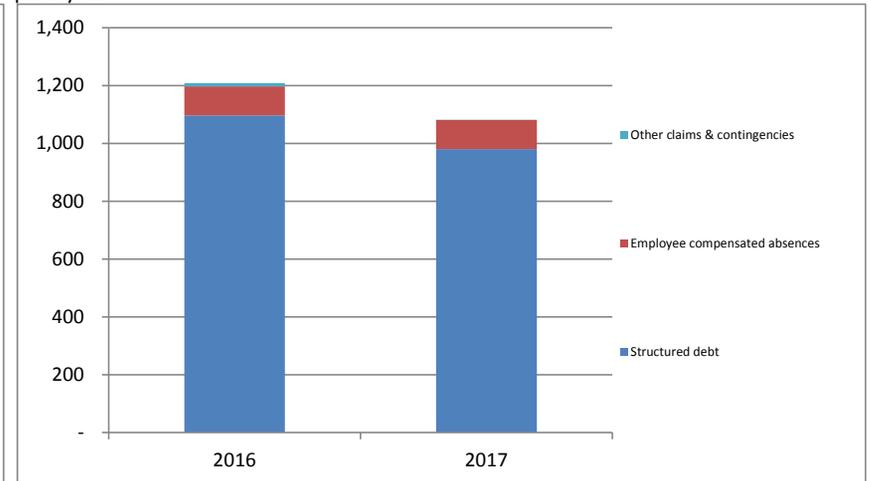
3. Percent funded - compared to the prior year



4. Long Term Debt obligations:



5. Debt & other long term obligations per capita (excluding legacy costs) - compared to the prior year



Commentary: This page presents the City's governmental funds long-term obligations, including legacy costs related to the funding of retiree pension and healthcare costs. The funding status of the pension and retiree healthcare systems combine both the police & fire and general employee retirement systems, which are otherwise maintained separately.

As the City continues to fund the pension plans on an actuarial basis, the combined system has a solid funding status as actuarial assets (for the most recent year presented) represents approximately 76% of the related actuarial accrued liability, which is consistent with the prior year due to the growth in both the plan's assets and actuarial accrued liability.

Although the City has begun putting money into a separate trust for retiree healthcare as well, similar to other communities, it has been to a much lesser extent than the pension plans. On a combined basis, the retiree healthcare system has actuarial assets (for the most recent year presented) which represent approximately 24% of the related actuarial accrued liability. The City has maintained a funding level at/around this amount for several years.

Other long-term obligations of the City's governmental funds include debt, employee compensated absences, and claims and contingencies related to tax appeals. The significant increase in other long-term obligations beginning in 2015 is the result of the voter approved bonds issued for road projects.