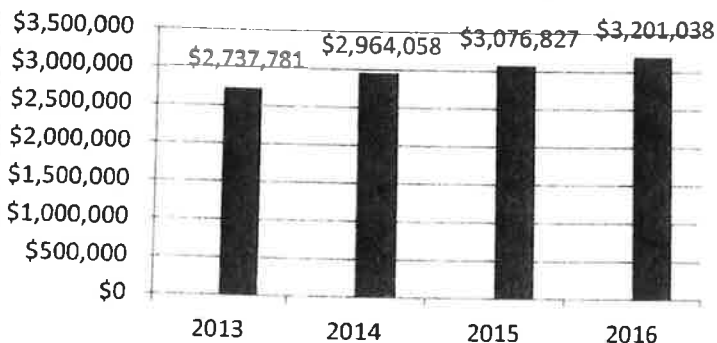


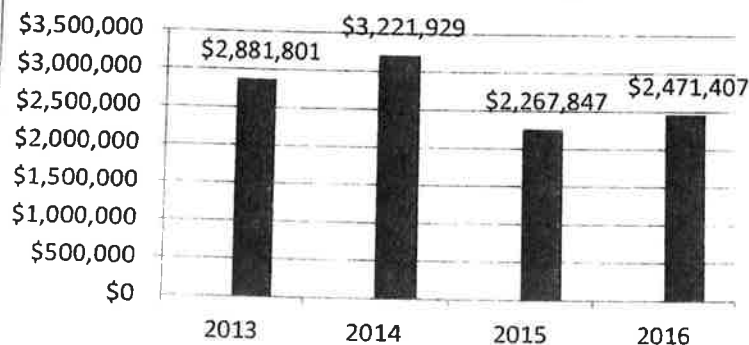
Date: September 14, 2016
To: Commission & Directors
From: Abigail Berg
Subject: Port financial highlights, YTD July 2016

Port Revenue Trend, July YTD



YTD Operating Revenues are up \$124,211 (or 4%) compared to 2015, and are 59% of budget (when we're at 58% of budget in the year). This is a gain over June's YTD operating revenues which were below (49%) when we were at 50% of budget in the year.

Port Expense Trend, July YTD



YTD 2016 Operating expenses are \$203,560 more than 2015, though 58% through the year, expenses are 55% of budget (without depreciation). In addition, the operating expenses variance from 2015 improved from June to July by \$22,604.

We have a net loss from operations of \$(163,446) after depreciation, however the overall net income is \$327,753 after non-operating revenues and expenses are included. This is \$96,324 more than 2015 YTD and we ended 2015 with an overall increase of \$369,655.

YTD, the Port expended \$274,356 in WIP costs, which do not show on the Statement of Revenue and Expense, and reduce the amount of the overall increase in cash to \$53,397.

YTD, the Port has paid \$395,000 of the \$625,000 total principle debt service for 2016. During the same period, \$275,985 of the \$398,280 total interest debt service has been paid for 2016. The Bond *principal* payments are not reflected in the year to date non-operating results but do result in a reduction in cash.

Cash and investment balances at July 31, 2016 were \$2,693,785, of which \$927,850 were reserves.

Port of Port Townsend
Consolidated Statement of Revenue & Expense
For the Period Ended July 31, 2016

	Actual thru July 31, 2015	Actual thru July 31, 2016	Year to year variance	Annual Budget	% Budget Received or Spent 58% thru year	Budget Remaining	Remarks
Revenues							
PTBH - Permanent Moorage	565,036	587,060	22,025	1,032,000	56.89%	444,940	
PTBH - Liveaboard Fee	8,880	11,060	2,180	18,000	61.44%	6,940	
Work Float/Lift Pier Usage	1,042	9,226	8,184	18,000	51.25%	8,775	
PTBH - Monthly Guest	96,041	109,571	13,530	159,500	68.70%	49,929	
PTBH - Nightly Guest	110,911	144,851	33,940	231,600	62.54%	86,749	
PTBH - Electric	51,041	54,267	3,225	80,000	67.83%	25,733	
PTBH - Miscellaneous Revenue	6,100	16,479	10,379	10,000	164.79%	(6,479)	
PTBH - Showers	11,758	11,537	(221)	20,000	57.68%	8,463	
PTBH - Laundry	2,439	2,909	470	6,000	48.48%	3,091	
Total Moorage Revenue	853,247	946,959	93,712	1,575,100	60.12%	628,141	
Yard - Liveaboard Fee	105	420	315	500	84.00%	80	
Yard - Miscellaneous Revenue	3,156	2,902	(254)	15,000	19.35%	12,098	
Yard - Environmental Clean-up	13,264	5,614	(7,649)	0	#DIV/0!	(5,614)	
Yard - 70/75 Ton Hoist Revenue	179,133	178,110	(1,023)	270,639	65.81%	92,529	
Yard - 300 Ton Hoist Revenue	81,238	97,096	15,858	186,735	52.00%	89,639	
Yard - Washdown Revenue	44,706	46,837	2,131	75,000	62.45%	28,163	
Yard - Bilge Water Revenue	5,982	2,735	(3,247)	12,000	22.79%	9,265	
Yard - Work Yard Revenue	330,633	290,515	(40,118)	600,000	48.42%	309,485	
Yard - Ship Yard Revenue	217,765	237,382	19,617	360,080	65.92%	122,698	
Yard - L/T Storage	36,620	34,875	(1,745)	70,322	49.59%	35,447	
Yard - Electric	11,393	14,731	3,338	25,000	58.92%	10,269	
Yard - Blocking Rent	8,406	11,883	3,477	16,000	74.27%	4,117	
Yard - Tarp Pool Fee	265	0	(265)	0	#DIV/0!	0	
Marine Trades 3% Revenue	71,799	56,148	(15,651)	81,800	68.64%	25,652	
Total Work Yard Revenue	1,004,466	979,248	(25,217)	1,713,076	57.16%	733,828	
PTBH Prop - Lease Revenue	297,280	293,876	(3,404)	509,600	57.67%	215,724	
PTBH Prop - Storage Unit Revenue	2,982	2,883	(98)	5,000	57.67%	2,117	
PTBH Prop - Fuel Dock Lease	12,421	11,678	(742)	20,400	57.25%	8,722	
PTBH Prop - Utilities	12,566	12,275	(291)	22,200	55.29%	9,925	
Total PTBH Property Revenue	325,248	320,713	(4,535)	557,200	57.56%	236,487	

Port of Port Townsend
Consolidated Statement of Revenue & Expense
For the Period Ended July 31, 2016

	Actual thru July 31, 2015	Actual thru July 31, 2016	Year to year variance	Annual Budget	% Budget Received or Spent 58% thru year	Budget Remaining	Remarks
Quilcene - Permanent Moorage	17,730	17,100	(631)	33,150	51.58%	16,050	
Quilcene - Nightly Moorage	3,579	2,529	(1,050)	2,600	97.27%	71	
Quilcene - Nightly R.V.	674	330	(345)	1,200	27.47%	870	
Quilcene - Electric	669	671	3	2,000	33.56%	1,329	
Quilcene - Showers	1,110	1,098	(12)	2,500	43.93%	1,402	
Quilcene - Fuel Sales	11,576	7,965	(3,611)	28,000	28.45%	20,035	
Quilcene - Lease Revenue	33,187	33,801	614	59,160	57.13%	25,359	
Quilcene - Rental Property Revenue	3,500	3,500	0	6,000	58.33%	2,500	
Quilcene - Water	3,908	4,234	326	7,000	60.49%	2,766	
Quilcene - Miscellaneous Revenue	0	0	0	200	0.00%	200	
Total Quilcene Revenue	75,934	71,228	(4,705)	141,810	50.23%	70,582	
Ramp Fees	28,473	30,743	2,270	53,899	57.04%	23,156	
Dinghy Float Revenue	825	775	(50)	1,350	57.41%	575	
Total Ramp Revenue	29,298	31,518	2,220	55,249	57.05%	23,731	
Pt Hudson - Building Lease Revenue	218,513	219,107	594	400,000	54.78%	180,893	
Pt Hudson - Property Utilities	0	6,678	6,678	0	#DIV/0!	(6,678)	change in acctg
Pt Hudson - Permanent Moorage	70,565	72,287	1,722	124,277	58.17%	51,990	
Pt Hudson - Liveaboard Fee	2,240	1,750	(490)	4,300	40.70%	2,550	
Pt Hudson - Monthly Guest	48,486	53,573	5,086	70,000	76.53%	16,427	
Pt Hudson - Nightly Guest	124,037	132,315	8,279	235,350	56.22%	103,035	
Pt Hudson - Wharf Usage	3,052	3,903	851	10,000	39.03%	6,098	
Pt Hudson - Monthly R.V.	17,463	19,575	2,113	27,100	72.23%	7,525	
Pt Hudson - Nightly R.V.	169,600	187,412	17,812	290,126	64.60%	102,714	
Pt Hudson - Kayak Racks	5,070	6,214	1,144	6,000	103.57%	(214)	
Pt Hudson - Reservation Fee	21,371	19,880	(1,491)	26,000	76.46%	6,120	
Pt Hudson - Showers	4,550	5,363	813	8,000	67.04%	2,637	
Pt Hudson - Laundry	4,186	5,180	994	7,500	69.07%	2,320	
Pt Hudson - Passenger Fee	1,409	1,392	(16)	4,000	34.81%	2,608	
Pt Hudson - Electric	15,724	16,459	734	22,000	74.81%	5,541	

Port of Port Townsend
Consolidated Statement of Revenue & Expense
For the Period Ended July 31, 2016

	Actual thru July 31, 2015	Actual thru July 31, 2016	Year to year variance	Annual Budget	% Budget Received or Spent 58% thru year #DIV/0!	Remaining Budget	Remarks
Pt Hudson - Other Utilities	0	14,346	14,346	0		(14,346)	change in acctg
Pt Hudson - Miscellaneous Revenue	2,656	2,834	179	2,500	113.37%	(334)	
Pt Hudson - Event Facility Revenue	4,061	3,787	(274)	5,000	75.74%	1,213	
Total Pt Hudson	712,983	772,055	59,072	1,242,153	62.15%	470,098	
JCIA - Miscellaneous Revenue	0	1,677	1,677	100	1676.53%	(1,577)	
JCIA - Lease Revenue	60,482	61,393	911	105,264	58.32%	43,871	
JCIA - Hangar Revenue	12,807	13,905	1,098	22,404	62.06%	8,499	
JCIA - Vehicle Parking Revenue	180	360	180	750	48.00%	390	
JCIA - Aircraft Parking	258	410	152	1,000	41.00%	590	
JCIA - Fuel Lease Revenue	1,924	1,572	(353)	3,500	44.90%	1,928	
Total JCIA Revenue	75,651	79,316	3,665	133,018	59.63%	53,702	
Total Operating Revenue	3,076,827	3,201,038	124,211	5,417,606	59.09%	2,216,568	
Operating Expenses							
Salaries & Wages	971,016	1,043,037	72,021	1,877,504	55.55%	834,467	cash outs not reflected
Payroll Taxes	97,831	115,825	17,994	221,100	52.39%	105,275	
Employee Benefits	360,168	355,105	(5,063)	670,101	52.99%	314,996	
Uniform Expense	3,792	3,692	(100)	9,908	37.26%	6,216	
Contract Services	130,555	143,832	13,277	201,310	71.45%	57,478	8.5% demolition costs
Legal & Auditing	18,129	62,658	44,529	81,600	76.79%	18,942	85-90% lawsuit related
Operating Supplies	100,465	83,702	(16,763)	154,854	54.05%	71,152	
Cost of Fuel Sold - Quilcene	10,799	7,466	(3,333)	20,000	37.33%	12,534	
Moorage Credit System - PTBH	30,542	34,288	3,746	40,000	85.72%	5,712	expected to vary
Travel	11,481	8,511	(2,969)	17,100	49.77%	8,589	
Training	6,822	4,811	(2,010)	8,000	60.14%	3,189	
Insurance	109,495	114,161	4,666	189,175	60.35%	75,015	
Claims & Damages	0	1,502	1,502	7,000	21.46%	5,498	
Advertising	15,644	30,678	15,035	48,050	63.85%	17,372	payment timing
Promotion	5,094	3,315	(1,780)	5,000	66.29%	1,685	
Membership & Dues	12,240	11,267	(973)	14,670	76.80%	3,403	WPPA dues pd in Jan.
Community Relations	792	0	(792)	4,000	0.00%	4,000	

Port of Port Townsend
Consolidated Statement of Revenue & Expense
For the Period Ended July 31, 2016

	Actual thru July 31, 2015	Actual thru July 31, 2016	Year to year variance	Annual Budget	% Budget Received or Spent 58% thru year	Budget Remaining	Remarks
Bank Charges	30,899	33,928	3,029	53,320	63.63%	19,392	
Utilities	224,188	278,859	54,671	531,180	52.50%	252,321	
Excise Tax	12,486	13,343	858	23,125	57.70%	9,782	
Bad Debt	(572)	0	572	19,200	0.00%	19,200	
Miscellaneous Expense	0	950	950	4,200	22.62%	3,250	
Repair & Maintenance	90,981	95,477	4,495	245,520	38.89%	150,043	see Expenses graph notes
Economic Development	25,000	25,000	0	25,000	100.00%	0	payment timing
Operating Expenses w/o Depr	2,267,847	2,471,407	203,560	4,470,917	55.28%	1,999,511	
Income from Operations w/o Depr	808,980	729,632	(79,349)	946,689	77.07%	217,057	
Depreciation Expense	(883,508)	(893,077)	(9,569)	(1,548,147)	-57.69%	(655,070)	
Income (Loss) from Oper w/Depr	(74,528)	(163,446)	(88,918)	(601,458)	27.17%	872,127	
Non-Operating Revenue							
Grant - FAA	18,364	0	(18,364)	0	#DIV/0!	0	
Grant - Jefferson County	0	5,277	5,277	0	#DIV/0!	(5,277)	
Grants - WA State	0	83,111	83,111	223,740	37.15%	140,629	RCO Boat Ramp grant
ARRA Bond Interest Subsidy Pmt	0	16,283	16,283	0	#DIV/0!	(16,283)	
Investment Interest	2,511	3,823	1,312	4,200	91.02%	377	
Operating Tax Levy	538,631	545,035	6,404	948,000	57.49%	402,965	
State Forest Revenues	38,188	25,232	(12,955)	25,000	100.93%	(232)	expected to vary
State Timber Excise Tax	42,016	20,299	(21,717)	39,000	52.05%	18,701	expected to vary
Leasehold Excise Tax	3,892	3,659	(233)	7,000	52.27%	3,341	
Insurance Recovery	0	0	0	0	#DIV/0!	0	
Finance Charges	8,339	12,063	3,724	14,000	86.16%	1,937	expected to vary
Gain (Loss) on Asset Disposition	0	200	200	0	#DIV/0!	(200)	
Other Non-Operating Revenues	1	76	75	0	#DIV/0!	0	
Cash Over/(Short)	(92)	(35)	57	0	#DIV/0!	35	
Total Non-Operating Revenue	651,850	715,025	63,175	1,260,940	56.71%	545,991	

Port of Port Townsend
Consolidated Statement of Revenue & Expense
For the Period Ended July 31, 2016

	Actual thru July 31, 2015	Actual thru July 31, 2016	Year to year variance	Annual Budget	% Budget Received or Spent 58% thru year	Budget Remaining	Remarks
Non-Operating Expenses							
Interest Exp - Local Fund	0	0	0	0	#DIV/0!	0	
Interest Exp - CERB Loan	5,500	3,207	(2,293)	5,500	58.31%	2,293	
Interest Exp - 2005 Rev Ref Bond	23,964	0	(23,964)	0	#DIV/0!	0	
Interest Exp - 2005 LTGO Bond	92,937	0	(92,937)	0	#DIV/0!	0	
Interest Exp - 2006 LTGO Ref Bond	16,385	12,198	(4,187)	17,532	69.58%	5,334	
Interest Exp - 2010 LTGO Bond	127,612	127,260	(352)	226,836	56.10%	99,576	
Interest Exp - 2013 Revenue Bond	11,836	10,357	(1,480)	17,754	58.33%	7,398	
Interest Exp - 2015 LTGO Ref Bond	0	64,936	64,936	130,651	49.70%	65,715	
Bond Management Fees	260	0	(260)	1,200	0.00%	1,200	
Bond Issue Costs	67,338	0	(67,338)	0	#DIV/0!	0	
Investment Fees	60	167	107	1,000	16.73%	833	
Election Expense	0	0	0	0	#DIV/0!	0	
Other Non-Operating expense	0	5,701	5,701	0	#DIV/0!	(5,701)	Tetra Tech - Quilcene WW
Total Non-Operating Expenses	345,893	223,826	(127,767)	400,473	55.89%	182,347	
Net Non-Operating Income(Expense)	305,957	491,198	190,942	860,467	57.09%	363,644	
Net Income(Loss)	231,429	327,753	102,025	259,009	126.54%	1,235,771	