

Port of Port Townsend
2023 Summary of Fund Resources & Uses with Comparison to Prior Year and Budget

| | YTD Feb. 2022 | YTD Feb. 2023 | Variance to prior year | notes | YTD Budget 2023 | Variance to Budget YTD |
|---|------------------|------------------|---------------------------|----------|--------------------|---------------------------|
| OPERATING REVENUES | | | | | | |
| Boat Haven Moorage | 301,590 | 326,017 | 24,426 | | 325,525 | 492 |
| Yard Operations | 373,849 | 437,367 | 63,518 | | 431,335 | 6,032 |
| Boat Haven Properties | 140,847 | 151,564 | 10,717 | | 152,220 | (656) |
| Pt. Hudson Marina, RV & Prop | 214,426 | 143,155 | (71,271) | | 142,363 | 792 |
| Quilcene | 19,437 | 28,284 | 8,846 | | 26,381 | 1,903 |
| Ramps | 3,175 | 2,050 | (1,125) | | 2,810 | (760) |
| JCIA | 29,125 | 32,215 | 3,090 | | 29,684 | 2,531 |
| (Incr.)/Decr. In Accounts Receivable | 215,038 | 148,561 | (66,477) | | - | 148,561 |
| Total Operating Revenues | 1,297,488 | 1,269,211 | (28,276) | a | 1,110,318 | 158,893 |
| OPERATING EXPENDITURES | | | | | | |
| Salaries & Wages | 421,993 | 430,344 | 8,351 | | 446,689 | (16,345) |
| Payroll Taxes | 43,031 | 47,686 | 4,656 | | 46,363 | 1,323 |
| Employee Benefits | 128,325 | 137,715 | 9,390 | | 132,266 | 5,449 |
| Uniform Expense | 1,797 | 2,627 | 830 | | 2,697 | (70) |
| Contract Services | 40,032 | 65,663 | 25,631 | | 52,715 | 12,948 |
| Legal & Auditing | 7,816 | 1,060 | (6,756) | | 3,732 | (2,672) |
| Insurance | 1,545 | - | (1,545) | | - | - |
| Facilities & Operations | 116,482 | 113,187 | (3,295) | | 93,117 | 20,071 |
| Utilities | 66,229 | 77,257 | 11,027 | | 84,629 | (7,372) |
| Marketing | 11,198 | 17,089 | 5,891 | | 12,521 | 4,568 |
| Economic Development | 7,500 | 7,725 | 225 | | 7,725 | - |
| Travel & Training | 3,547 | 817 | (2,730) | | 1,533 | (716) |
| Community Relations | - | 5,149 | 5,149 | | 5,000 | 149 |
| Total Operating Expenditures | 849,495 | 906,319 | 56,824 | b | 888,987 | 17,333 |
| Net Operating Income (Expense) | 447,993 | 362,892 | (85,101) | | 221,331 | 141,561 |
| Other Increases in Fund Resources | | | | | | |
| Deposits & Retainage Collected | 15,680 | 23,895 | 8,215 | | 23,350 | 545 |
| Taxes Collected | 114,523 | 117,067 | 2,544 | | 110,976 | 6,091 |
| Capital Contributions/Grants | - | 2,465,306 | 2,465,306 | | 27,000 | 2,438,306 |
| Debt Proceeds - Line of Credit | - | - | - | | - | - |
| Interest | 870 | 57,182 | 56,312 | | 422 | 56,760 |
| Property & other taxes | 273,402 | 329,413 | 56,010 | | 233,059 | 96,354 |
| Misc Other Incr. in Fund Resources | 5,860 | 13,260 | 7,401 | | 4,690 | 8,570 |
| Total Other Incr. in Fund Resources | 410,335 | 3,006,123 | 2,595,788 | c | 399,497 | 2,606,626 |
| Other Decr. In Fund Resources | | | | | | |
| Deposits & Retainage Paid | 177 | 17,355 | 17,178 | | - | 17,355 |
| Taxes Remitted | 151,060 | 161,715 | 10,655 | | 154,110 | 7,605 |
| Debt Principal & Interest | - | - | - | | - | - |
| Debt Mgmt, Issuance & Misc Exp | 43 | 370 | 327 | | 80 | 290 |
| Election Expense | - | - | - | | - | - |
| Total Other Decr. In Fund Resources | 151,281 | 179,441 | 28,160 | d | 154,190 | 25,251 |
| Net Incr./ (Decr.) in Fund Resources | 259,054 | 2,826,683 | 2,567,629 | | 245,307 | 2,581,376 |
| Net Income (Expense) | 707,047 | 3,189,575 | 2,482,528 | e | 466,638 | 2,722,936 |

The accompanying information memo is an integral part of this statement.

Summary of Fund Resources Uses, February 2023

Port of Port Townsend
Notes to 2023 Summary of Fund Resources & Uses report
As of February 28, 2023

- (a) Overall, Operating Revenues are less than YTD February 2022 by \$28,276. This variance is partly due to the change in Accounts Receivable balances, and partly due to the dip in Point Hudson revenues as a result of the Jetty project. The variance to budget is largely due to the change in Accounts Receivable balances, which is not budgeted. When removing the change in Accounts Receivable balances, the variance to budget is about \$10,332, or 14%. The Yard starts the new year as the leader in revenues, primarily due to the removal of the discounted rate in the 75T Yard, and Boat Haven Moorage is the next highest when compared to 2022 with an increase of \$24,426. This is likely due to the Point Hudson permanent moorage customers docking at Boat Haven during the Jetty construction. Point Hudson is performing the worst, when compared to 2022, due to Jetty construction, and is almost exactly on budget because this dip was expected.
- (b) Overall, Operating Expenses increased by 7%, or \$56,824, when compared to 2022. When measuring performance against budget, Operating Expenses YTD are more by 2%, or \$17,333.
- (c) Total Other Increases in Fund Resources increased by a whopping 633%, or \$2,595,789, when compared to 2022. 94% of this increase is due to the two (2) Dept. of Commerce grant reimbursements that were received in January, when they were expected in December, for the Jetty, that totaled \$2,435,000. Another variance of note, though not as significant, is the increase in Interest income. The interest rates were slowing increasing last year during budget and should have been budgeted at higher amounts. As such, we'll continue to see large variances year to year, and when compared to budget for this line item.
- (d) Other Decreases in Fund Resources are more when compared to 2022 by 19%, or \$28,160 and more than budget by 16%, or \$25,251.
- (e) Overall, the difference in 2023 Net Income (Expense) when compared to 2022 is a \$2,482,528, or a whopping 351%, increase. As previously mentioned in item (c), this variance is due to the two (2) Dept. of Commerce grant reimbursements received in January but were expected in December in the amount of \$2,435,000. If we remove this timing difference in 2023 for those two (2) Dept. of Commerce grant reimbursements, this is the result:

| | YTD Feb. 2022 | YTD Feb. 2023 | variance | YTD Budget 2023 | variance |
|----------------------------------|-------------------|-------------------|------------------|--------------------|-------------------|
| Net Income (Expense) | 707,047 | 3,189,575 | 2,482,528 | 466,638 | 2,722,936 |
| Less: Commerce Grants (2) | - | (2,435,000) | (2,435,000) | - | (2,435,000) |
| Net Income (Expense) | \$ 707,047 | \$ 754,575 | \$ 47,528 | \$ 466,638 | \$ 287,936 |

This shows the actual year-to-year variance is an increase in Net Income (Expense) of \$47,528, and a more significant increase of \$287,936, when compared to YTD budget.