

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

	YTD Mar. 2022	YTD Mar. 2023	Variance to prior year	notes	YTD Budget 2023	Variance to Budget YTD
<b>OPERATING REVENUES</b>						
Boat Haven Moorage	451,142	493,397	42,254		485,883	7,514
Yard Operations	617,955	704,971	87,016		687,302	17,669
Boat Haven Properties	211,330	245,195	33,864		228,934	16,261
Pt. Hudson Marina, RV & Prop	335,413	270,086	(65,326)		271,164	(1,078)
Quilcene	31,735	44,475	12,740		40,183	4,292
Ramps	4,540	4,310	(230)		4,460	(150)
JCIA	43,679	47,974	4,295		44,603	3,371
(Incr.)/Decr. In Accounts Receivable	112,929	123,197	10,268		-	123,197
<b>Total Operating Revenues</b>	<b>1,808,724</b>	<b>1,933,605</b>	<b>124,881</b>	<b>a</b>	<b>1,762,529</b>	<b>171,076</b>
<b>OPERATING EXPENDITURES</b>						
Salaries & Wages	653,049	661,819	8,769		684,452	(22,633)
Payroll Taxes	68,253	74,995	6,742		70,269	4,726
Employee Benefits	206,356	209,247	2,891		199,168	10,079
Uniform Expense	6,818	3,383	(3,435)		3,916	(533)
Contract Services	60,885	99,483	38,598		78,931	20,552
Legal & Auditing	10,566	3,716	(6,850)		4,298	(582)
Insurance	1,545	923	(622)		-	923
Facilities & Operations	195,295	191,083	(4,212)		143,484	47,600
Utilities	163,552	143,383	(20,170)		146,032	(2,649)
Marketing	17,149	28,083	10,934		17,726	10,357
Economic Development	7,500	7,725	225		16,250	(8,525)
Travel & Training	3,987	1,306	(2,681)		3,207	(1,901)
Community Relations	259	10,149	9,890		10,000	149
<b>Total Operating Expenditures</b>	<b>1,395,215</b>	<b>1,435,295</b>	<b>40,080</b>	<b>b</b>	<b>1,377,733</b>	<b>57,562</b>
<b>Net Operating Income (Expense)</b>	<b>413,509</b>	<b>498,310</b>	<b>84,801</b>		<b>384,796</b>	<b>113,514</b>
<b>Other Increases in Fund Resources</b>						
Deposits & Retainage Collected	19,054	34,505	15,451		29,660	4,845
Taxes Collected	176,086	186,343	10,257		167,790	18,553
Capital Contributions/Grants	-	2,721,613	2,721,613		548,283	2,173,330
Debt Proceeds - Line of Credit	-	-	-		-	-
Interest	1,953	91,772	89,819		633	91,139
Property & other taxes	533,481	596,742	63,262		506,843	89,899
Misc Other Incr. in Fund Resources	7,718	19,278	11,560		6,335	12,943
<b>Total Other Incr. in Fund Resources</b>	<b>738,292</b>	<b>3,650,253</b>	<b>2,911,961</b>	<b>c</b>	<b>1,259,544</b>	<b>2,390,709</b>
<b>Other Decr. In Fund Resources</b>						
Deposits & Retainage Paid	2,318	22,619	20,301		-	22,619
Taxes Remitted	156,776	167,215	10,439		158,846	8,369
Debt Principal & Interest	-	440,215	440,215		-	440,215
Debt Mgmt, Issuance & Misc Exp	98	49,577	49,479		370	49,207
Election Expense	17,561	-	(17,561)		-	-
<b>Total Other Decr. In Fund Resources</b>	<b>176,752</b>	<b>679,626</b>	<b>502,874</b>	<b>d</b>	<b>159,216</b>	<b>520,410</b>
<b>Net Incr./(Decr.) in Fund Resources</b>	<b>561,540</b>	<b>2,970,627</b>	<b>2,409,087</b>		<b>1,100,328</b>	<b>1,870,299</b>
<b>Net Income (Expense)</b>	<b>975,049</b>	<b>3,468,937</b>	<b>2,493,888</b>	<b>e</b>	<b>1,485,124</b>	<b>1,983,813</b>

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

Summary of Fund Resources Uses, March 2023

Port of Port Townsend  
Notes to 2023 Summary of Fund Resources & Uses report  
As of March 31, 2023

- (a) Overall, Operating Revenues are more than YTD March 2022 by \$124,881. This variance mostly due to the increases in the Yard, BH Moorage, and BH Properties, which was tempered by the dip in Point Hudson revenues as a result of the Jetty project. When comparing YTD to budget, the variance is largely due to the change in Accounts Receivable balances, adding \$123,197 to the revenues, and this line item is not budgeted. When removing the change in Accounts Receivable balances, the variance to budget is \$47,879, or 3%. 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 \$42,254. 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 3%, or \$40,080, when compared to 2022. When measuring performance against budget, Operating Expenses YTD are more by 4%, or \$57,562.
- (c) Total Other Increases in Fund Resources increased by a whopping 394%, or \$2,911,961, when compared to 2022. 84% 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. These 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 285%, or \$502,874. 88% of this increase is directly related to the redemption of 2021 LOC for \$440,215. A similar large variance is evident when comparing to budget.
- (e) Overall, the difference in 2023 Net Income (Expense) when compared to 2022 is a \$2,493,888, or a 256% 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. In addition, the payment of the 2021 LOC wasn't budgeted because we did not know how the cashflow would occur, just that it would be used as a bridge to grant funding. If we remove this timing difference in 2023 for those two (2) Dept. of Commerce grant reimbursements, this is the result:

	YTD Mar. 2022	YTD Mar. 2023	Variance	YTD Budget 2023	Variance
<b>Net Income (Expense)</b>	<b>975,049</b>	<b>3,468,937</b>	<b>2,493,888</b>	<b>1,485,124</b>	<b>1,983,813</b>
<b>Less: Commerce Grants (2)</b>	<b>-</b>	<b>(2,435,000)</b>	<b>(2,435,000)</b>	<b>-</b>	<b>(2,435,000)</b>
<b>Net Income (Expense)</b>	<b>975,049</b>	<b>1,033,937</b>	<b>58,888</b>	<b>1,485,124</b>	<b>(451,187)</b>

This shows the actual year-to-year variance as an increase in Net Income (Expense) of \$58,888, and a more significant decrease of \$451,187 when compared to YTD budget. The decrease is directly related to the debt service payment on the 2021 LOC made in March for \$440,215.