

Port of Port Townsend
2021 Summary of Fund Resources & Uses with Comparison to Prior 2 Years and Budget

	YTD Oct. 2019	YTD Oct. 2020	YTD Oct. 2021	Variance to prior year - 2020 v 2021	notes	YTD Budget 2021	Variance to Budget YTD
REVENUES							
Boat Haven Moorage	1,617,170	1,597,483	1,627,864	30,381	a	1,571,044	56,820
Yard Operations	1,613,512	1,659,911	2,019,107	359,196	b	1,572,074	447,033
Boat Haven Properties	589,488	589,598	677,139	87,541		627,960	49,179
Pt. Hudson Marina, RV & Prop	1,291,652	1,181,934	1,483,776	301,841	c	1,192,483	291,293
Quilcene	141,838	142,451	149,245	6,794		137,367	11,878
Ramps	49,196	50,623	50,912	288		48,279	2,633
Jeff. County Int'l Airport	125,464	122,961	138,836	15,874		130,160	8,676
(Increase)/Decrease in Accts. Receivable	149,552	(64,480)	(14,289)	50,191	a	-	(14,289)
Total Revenues	5,577,872	5,280,482	6,132,589	852,107	d	5,279,367	853,222
EXPENSES							
Salaries & Wages	1,696,128	1,848,651	1,952,173	103,522		1,973,628	(21,455)
Payroll Taxes	187,264	196,329	198,250	1,920		211,547	(13,297)
Employee Benefits	578,634	686,631	679,449	(7,181)		744,581	(65,132)
Uniform Expense	6,032	5,123	4,787	(336)		7,522	(2,735)
Contract Services	204,360	189,461	217,751	28,290		247,002	(29,251)
Consulting Services	49,769	18,000	-	(18,000)		-	-
Legal & Auditing	85,293	24,203	60,825	36,622	e	61,083	(258)
Insurance	276,150	309,220	365,552	56,332	f	316,857	48,695
Facilities & Operations	374,860	411,002	579,919	168,917	g	396,070	183,849
Utilities	439,456	430,194	463,802	33,607		461,658	2,144
Marketing	49,763	38,197	45,690	7,493		46,128	(438)
Economic Development	-	-	15,000	15,000		-	15,000
Travel & Training	22,930	10,803	4,158	(6,646)		15,916	(11,758)
Cost of Goods - Fuel	12,424	2,035	-	(2,035)		-	-
Community Relations	35	6,896	3,997	(2,899)		4,069	(72)
Total Expenses	3,983,098	4,176,746	4,591,353	414,607	h	4,486,061	105,291
Net Operating Income (Loss)	1,594,774	1,103,737	1,541,237	437,500	i	793,306	747,931
Other Increases in Fund Resources							
Deposits & Retainage Collected	87,116	78,773	101,261	22,488		58,616	42,645
Taxes Collected	493,890	504,978	569,809	64,831		509,725	60,084
Capital Contributions/Grants	335,481	2,130,397	277,343	(1,853,054)		655	276,688
Debt Proceeds - Line of Credit	-	1,650,000	-	(1,650,000)		-	-
Interest	40,218	25,559	52,165	26,606		43,200	8,965
Property & other taxes	686,536	1,775,182	2,452,414	677,232		2,495,358	(42,944)
Misc Other Incr. in Fund Resources	251,791	123,858	52,550	(71,307)		14,740	37,810
Total Other Incr. in Fund Resources	1,895,032	6,288,747	3,505,543	(2,783,204)	j	3,122,294	383,249
Other Decr. In Fund Resources							
Deposits & Retainage Paid	287,391	40,937	20,818	(20,119)		9,544	11,274
Taxes Remitted	579,245	554,874	658,573	103,700		592,118	66,455
Debt Principal & Interest	600,294	2,007,337	852,009	(1,155,328)		600,444	251,565
Debt Mgmt, Issuance & Misc Exp	450	10,917	60,260	49,343		1,150	59,110
Election Expense	-	15,674	-	(15,674)		-	-
Total Other Decr. In Fund Resources	1,467,380	2,629,738	1,591,661	(1,038,078)	k	1,203,256	388,405
Net Other Incr./Decr. Fund Resources	427,652	3,659,009	1,913,882	(1,745,127)		1,919,038	(5,156)
Net Income/(Expense)	2,022,426	4,762,745	3,455,119	(1,307,627)	l	2,712,344	742,775

Notes:

- (a) The "Reduction for Bad Debt Write-off" was removed as a line item since the impact of such write-offs are reflected in the "(Increase)/Decrease in Accts. Receivable" line item just above the total Operating Revenue totals. These numbers are calculated by taking the beginning of the year accounts receivable balance and reducing it by the month end accounts receivable balance for the month reported. When bad debt is written off, it reduces the accounts receivable balance once approved by the Commission and is therefore already adjusted for.
- (b) Yard Revenues continue to reign strong over YTD 2020 as well as budget. Most of this increase is from the 70/75 Ton Yard Revenue. Year to year comparison is up 46%, or \$252,616 and compared to budget is up 59%, or \$297,830.
- (c) Point Hudson has made a strong rebound from last year after the beginning of the pandemic. Most of the increase is Nightly RV and Nightly Moorage revenues which represents 44%, or \$653,260, of the YTD Point Hudson revenues. Compared to budget, Point Hudson YTD revenues are 24% higher, or \$291,293.
- (d) Overall, Operating Revenues increased by 16%, or \$852,107, when compared to 2020 and were 16%, or \$853,222, higher than budgeted for YTD this month.
- (e) The increase in Legal & Auditing Expense this year when compared to both 2020 and the budget is in part due to the final billing of the 2018 & 2019 Financial Statement and Accountability audits for approximately \$14,000 and partly due to increased Legal in 2021 due to a now resolved litigation issue.
- (f) Insurance is more than both the prior year and budget by \$56,332 and \$48,695, respectively.
- (g) 2021 costs are higher for Facilities & Operations when compared to 2020 by \$168,917. Comparison to budget is approximately \$184,000. The highest variances year to year from highest to lowest are Repair/Maintenance costs for \$59,595, Bank Charges for \$26,862, Environmental Materials/Supplies for \$18,341, Membership/Dues for \$18,008, and Operating Supplies and Equipment Rental coming in at \$15,712 and \$15,281, respectively.
- (h) Overall, Operating Expenses increased by \$414,607, or 10%, when compared to 2020 and are more than budget by \$105,291 which is 2%. As already mentioned, these year to year increases are due to increases in spending for Repair/Maintenance, Insurance, Legal & Auditing, Contract Services, Bank Charges, Operating Supplies & Equipment Rental. It should be kept in mind that although this appears to be a significant increase in expenses, they are more closely aligned when compared to the budget.
- (i) Net Operating Income is more than YTD in 2020 by \$437,500, or 40%, and more than budget by \$747,31, or 94%. Actual YTD Operating Revenues have clearly out-paced budget as actual YTD Operating Expenses are very close to budget.
- (j) The year to year variance of \$2,783,204 for Total Other Increases in Fund Resources is directly related to the Line of Credit (2020 LTGO) draw in 2020 for \$1,650,000, the 2021 increased taxes collected, and decreases in grant project funds, and the increase in the IDD levy. Property and other related taxes, and revenues that tend to vary, such as collections of deposits, and are hard to budget.
- (k) The year to year variance for Total Other Decreases in Fund Resources is \$1,038,078 and is related to the 2020 payoff of the 2020 LTGO Bond Line of Credit in the amount of \$1,400,000. The budget to actual variance is due to the pay off of the 2020 LOC for \$250,000 in January of 2021 and the cost of the Ecology Recycling feasibility grant.
- (l) Overall, the YTD decrease of \$1,307,627 when comparing 2020 to 2021 for Net Income/(Expense) is directly related to the \$1,400,000 principal payment on the 2020 Line of Credit made in October 2020. For the YTD actual compared to budget, we are \$742,775 ahead of budget. This increase is due to the strong rebound the Port had to Operating Revenues after the pandemic hit in 2020.