

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

	YTD Nov. 2019	YTD Nov. 2020	YTD Nov. 2021	Variance to prior year - 2020 v 2021	notes	YTD Budget 2021	Variance to Budget YTD
REVENUES							
Boat Haven Moorage	1,762,135	1,739,439	1,773,849	34,410		1,713,684	60,165
Yard Operations	1,744,342	1,806,370	2,195,618	389,247	a	1,719,849	475,769
Boat Haven Properties	643,376	654,148	749,449	95,302		689,492	59,957
Pt. Hudson Marina, RV & Prop	1,393,542	1,284,732	1,591,463	306,731	b	1,286,083	305,380
Quilcene	154,864	154,694	160,911	6,217		148,419	12,492
Ramps	49,436	51,828	52,047	218		49,879	2,168
Jeff. County Int'l Airport	138,174	135,542	153,078	17,536		142,970	10,108
(Increase)/Decrease in Accts. Receivable	154,465	(90,563)	(55,854)	34,709	c	-	(55,854)
Total Revenues	6,040,334	5,736,191	6,620,561	884,370	d	5,750,376	870,185
EXPENSES							
Salaries & Wages	1,884,292	2,036,452	2,142,113	105,661		2,159,042	(16,929)
Payroll Taxes	206,432	214,419	216,773	2,355		232,035	(15,262)
Employee Benefits	647,259	753,175	745,268	(7,907)		817,178	(71,910)
Uniform Expense	7,281	6,331	6,110	(221)		8,229	(2,119)
Contract Services	232,614	231,405	256,278	24,873		275,086	(18,808)
Consulting Services	49,769	23,500	-	(23,500)		-	-
Legal & Auditing	91,319	38,538	72,178	33,640	e	64,416	7,762
Insurance	276,190	313,259	365,552	52,293	f	316,857	48,695
Facilities & Operations	406,925	450,393	612,694	162,301	g	426,180	186,514
Utilities	507,520	475,621	516,127	40,506		512,545	3,582
Marketing	56,142	39,660	46,878	7,218		49,677	(2,799)
Economic Development	-	-	15,000	15,000		-	15,000
Travel & Training	25,774	11,188	8,994	(2,193)		20,576	(11,582)
Cost of Goods - Fuel	15,024	2,035	-	(2,035)		-	-
Community Relations	35	6,896	3,997	(2,899)		6,965	(2,968)
Total Expenses	4,406,576	4,602,871	5,007,962	405,091	h	4,888,785	119,177
Net Operating Income (Loss)	1,633,757	1,133,320	1,612,600	479,279	i	861,591	751,008
Other Increases in Fund Resources							
Deposits & Retainage Collected	97,076	92,930	104,995	12,064		62,747	42,248
Taxes Collected	540,627	553,940	623,011	69,070		558,624	64,387
Capital Contributions/Grants	335,481	2,130,397	571,576	(1,558,821)		655	570,921
Debt Proceeds - Line of Credit	-	1,650,000	-	(1,650,000)		-	-
Interest	61,796	25,772	52,416	26,645		44,600	7,816
Property & other taxes	1,082,660	1,954,767	2,741,783	787,016		2,718,564	23,219
Misc Other Incr. in Fund Resources	254,246	125,241	55,514	(69,727)		16,645	38,869
Total Other Incr. in Fund Resources	2,371,886	6,533,048	4,149,295	(2,383,753)	j	3,401,835	747,460
Other Decr. In Fund Resources							
Deposits & Retainage Paid	303,840	56,804	22,229	(34,575)		10,044	12,185
Taxes Remitted	587,525	563,333	668,035	104,702		598,818	69,217
Debt Principal & Interest	600,294	2,007,337	852,009	(1,155,328)		600,444	251,565
Debt Mgmt, Issuance & Misc Exp	1,450	10,927	60,280	49,352		1,190	59,090
Election Expense	-	15,674	-	(15,674)		-	-
Total Other Decr. In Fund Resources	1,493,109	2,654,075	1,602,552	(1,051,523)	k	1,210,496	392,056
Net Other Incr./Decr. Fund Resources	878,777	3,878,973	2,546,743	(1,332,230)		2,191,339	355,404
Net Income/(Expense)	2,512,535	5,012,293	4,159,342	(852,951)	l	3,052,930	1,106,412

Notes:

(a) *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 43%, or \$261,526 and compared to budget is up 58%, or \$320,800.*

(b) *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 42%, or \$673,933, of the YTD Point Hudson revenues. Compared to budget, Point Hudson YTD revenues are 24% higher, or \$305,380.*

(c) *The "(Increase)/Decrease in Accts. Receivable" line item just above the total Operating Revenue totals is an adjustment to cash revenues. 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.*

(d) *Overall, Operating Revenues increased by 15%, or \$884,370, when compared to 2020 and were 15%, or \$870,185, 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 \$52,293 and \$48,695, respectively.*

(g) *2021 costs are higher for Facilities & Operations when compared to 2020 by \$162,301. Comparison to budget is approximately \$186,514. The highest variances year to year from highest to lowest are Repair/Maintenance costs for \$46,789, Environmental Materials/Supplies for \$22,396, Equipment Rental for \$21,616, and Membership/Dues and Bank Charges coming in at \$18,861 and \$18,198, respectively. It should be noted, however, that as of November, the Port has not received the credit card or Molo charges for September or October; these were received in December and total approximately \$29,000. We are working with Molo to ensure we receive more timely invoicing.*

(h) *Overall, Operating Expenses increased by \$405,091 or 9%, when compared to 2020 and are more than budget by \$119,177 which is 3%. 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 year to year, they are more closely aligned when compared to the budget.*

(i) *Net Operating Income is more than YTD in 2020 by \$479,279, or 42%, and more than budget by \$751,008, or 87%. 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 \$2,383,753 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 \$1,051,523 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 of almost \$50,000.*

(l) *Overall, the YTD decrease of \$852,951 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 \$1,106,412 ahead of budget. This increase is due to the strong rebound the Port had to Operating Revenues after the pandemic hit in 2020.*