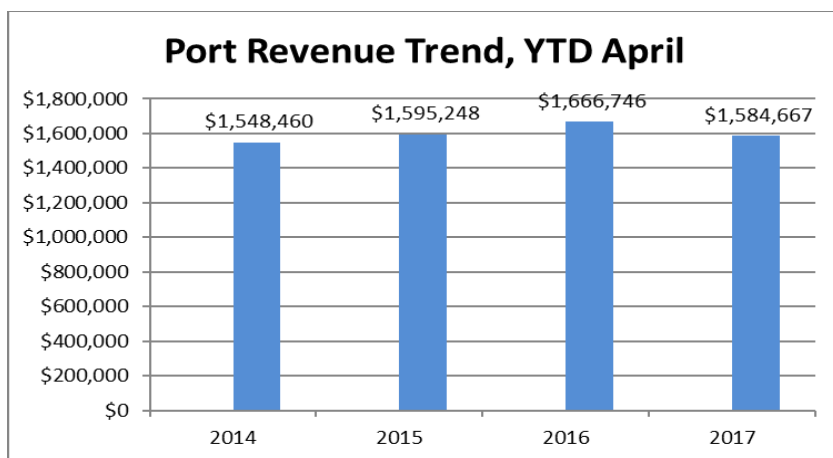
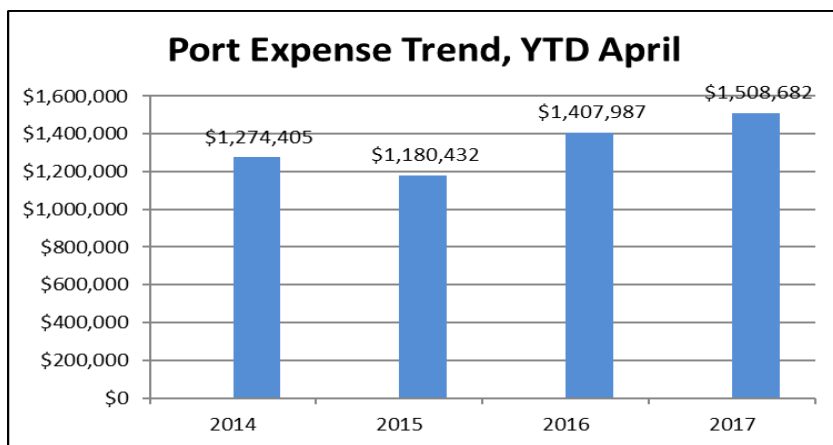


DATE: June 7, 2017
TO: Commissioners and Directors
FROM: Abigail Berg, Director of Finance & Administration
CC: na
SUBJECT: Port Operating Results as of April 30, 2017



YTD Operating Revenues are \$82,079 less than the previous year, and short of budgeted amounts by 6.8%, although the new rates did not go into effect until April 1 (for Marinas & RV Parks) and May 1 (Yard). Utilities are the only revenue line item above budget at 36.3%.



Through April 2017 Operating Expenses are at 30.5% of total budget. Compared to the previous year, total Operating Expenses are up by \$100,695. Cost of Goods – Fuel is the only expense ahead of budget, but only by 2% or \$234. The remaining Operating Expense line items are below budget.

Before depreciation, Net Operating Income is \$75,986 and after depreciation, there is a loss of \$455,588. When including Non-Operating Revenues and Expenses, there is a Net Loss of \$220,791. This exceeds the previous year by \$285,140. The YTD loss increased by \$18,573 in April when compared to March.

In March, the Port expended \$13,447 in WIP (capital project "Work in Progress") which was primarily for the sales tax owed on the Commercial Basin Breakwater Repair project.

There were no bond payments, principal or interest, obligated or paid this month. However, the following Debt Service payments will be due in the next three months:

- May 1st - \$209,372 principle and interest for 2013 Jr. Lien Revenue Bond
- June 1st - \$108,819 interest for 2010 LTGO Bond
- July 1st - \$431,351 principle and interest for both the 2006 LTGO and 2015 LTGO Bonds
- July 31st - \$52,750 principle and interest on CERB loan (*final payment*)

Together these debt service payments total \$802,291. No further debt service will be due until November (\$209,372) and December (\$368,819).

End of month, the cash and investment balances were \$3,011,409, up \$424,684 from March. Of that cash and investment balance \$792,234 are reserves leaving a \$2,219,175 in unreserved cash and investment balances.

Port of Port Townsend
Summary of Operating & Non-Operating Revenues & Expenses
2017 Activity with Comparison to Prior Year and Budget

	Actual thru April 30, 2016	Actual thru April 30, 2017	Variance year to year	2017 Budget	% Actual to Budget at 33% of year
REVENUES					
Marinas and RV Parks	682,892	661,533	(21,358)	2,660,000	24.9%
Yard Operations	525,497	442,635	(82,862)	1,764,924	25.1%
Property Leases & Use	359,609	371,290	11,681	1,215,000	30.6%
Fuel Sales & Leases	8,518	10,528	2,010	50,000	21.1%
Ramp Use	15,200	15,201	1	55,000	27.6%
Utilities	75,030	83,480	8,450	230,076	36.3%
Total Operating Revenues	1,666,746	1,584,667	(82,079)	5,975,000	26.5%
OPERATING EXPENSES					
Personnel	893,850	989,036	95,186	3,006,270	32.9%
Outside Services	100,703	117,113	16,410	443,310	26.4%
Facilities & Operations	213,054	225,529	12,475	805,809	28.0%
Utilities	158,312	156,703	(1,608)	554,180	28.3%
Marketing	19,465	10,229	(9,237)	54,450	18.8%
Economic Development	12,500	-	(12,500)	40,000	0.0%
Travel & Training	7,275	5,527	(1,748)	30,000	18.4%
Cost of Goods - Fuel	2,828	4,234	1,406	12,000	35.3%
Community Relations	-	310	310	4,000	7.8%
Total Operating Expenses	1,407,987	1,508,682	100,695	4,950,019	30.5%
Income from Operations w/o Depr	258,759	75,986	(182,774)	1,024,981	7.4%
Depreciation Expense	509,718	531,574	21,855	1,585,632	33.5%
Income (Loss) from Operations w/Depr	(250,959)	(455,588)	(204,629)	(560,651)	81.3%
Non-Operating Revenue					
Capital Contributions/Grants	83,111	8,482	(74,629)	168,750	5.0%
Interest	1,842	5,657	3,815	38,000	14.9%
Property & other taxes	347,082	331,672	(15,410)	1,020,000	32.5%
Miscellaneous Non-Operating Revenue	7,703	16,727	9,024	16,200	103.3%
Total Non-Operating Revenues	439,738	362,539	(77,199)	1,242,950	29.2%
Non-Operating Expenses					
Bond Interest	124,348	118,191	(6,157)	369,339	32.0%
Bond Mgmt, Issuance, Investment	83	9,551	9,468	154,940	6.2%
Election Expense	-	-	-	17,340	0.0%
Total Non-Operating Expenses	124,430	127,742	3,312	541,619	23.6%
Net Non-Operating Income(Expense)	315,307	234,797	(80,511)	701,332	33.5%
Net Income (Loss)	64,349	(220,791)	(285,140)	140,680	-156.9%