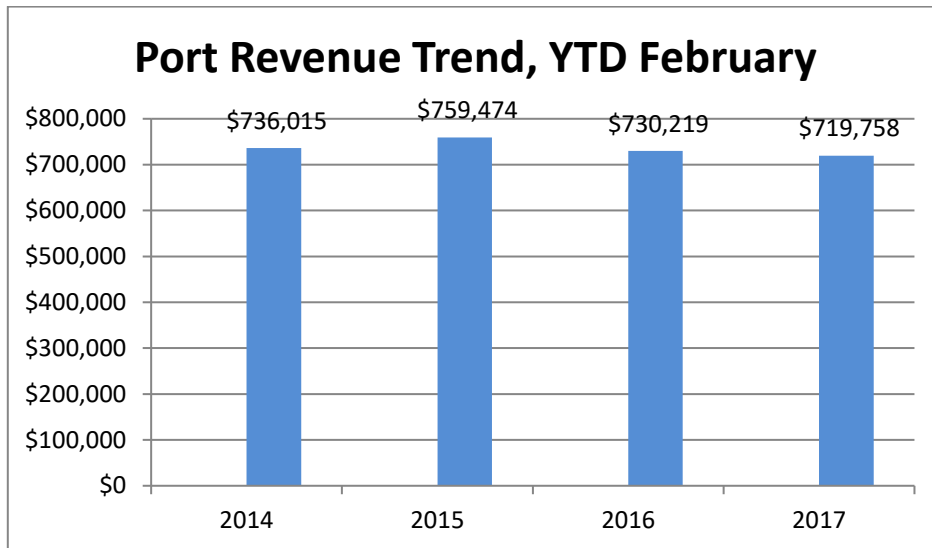
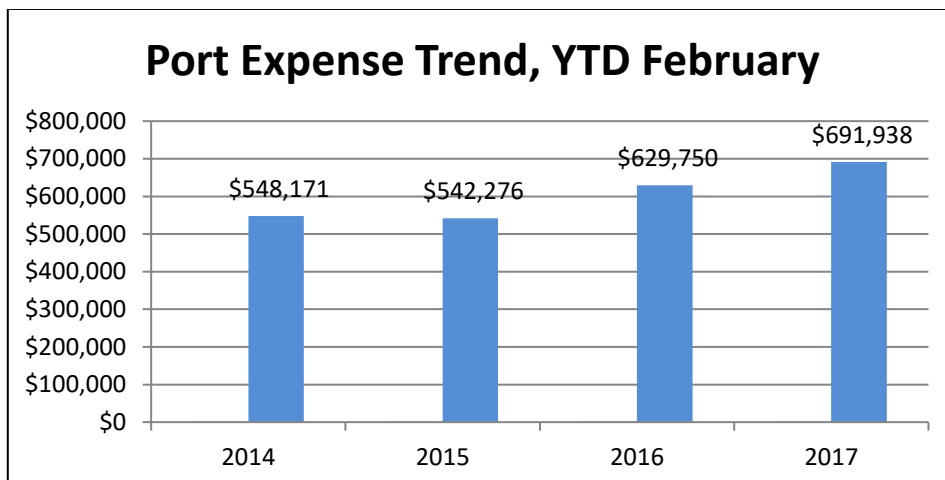


MEMORANDUM

Date: March 17, 2017
To: Commissioners and Directors
From: Abigail Berg
Subject: Port of Port Townsend financial highlights, February 2017



YTD Operating Revenues are \$10,460 less than the previous year, and is short of budgeted amounts by 4.7%. Marinas and RV Parks, Yard operations and Ramps are all below budget and less than the previous year. Property Leases & Use, Fuel Sales & Leases and Utilities are all more than the previous year and Utilities is the only revenue ahead of budget at 18.7%.



Total YTD Operating Expenses are at 14%, when we're at 16.7% of budget. When compared to the previous year, total Operating Expense are more by \$62,188, though all Operating Expense line items are below budget. As planned and budgeted, Personnel, Outside Services and Travel/Training are more than the previous year.

Before depreciation, Net Operating Income is \$27,820 and after depreciation, there's a loss of \$236,504. When including Non-Operating Revenues and Expenses, there's a Net Loss of \$89,343. This is greater than the previous year by \$64,380.

In February, the Port expended \$85,672 in WIP (capital project "Work in Progress") which was primarily for the Commercial Basin Breakwater Repair. This project was completed and capitalized in February and will be reduced from the Boat Haven Reserves by the total project cost in March.

There were no bond payments, principal or interest, obligated or paid in February.

End of month, the cash and investment balances were \$2,486,537, of which \$997,850 are reserves leaving a \$1,488,687 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 Feb. 28, 2016	Actual thru Feb. 28, 2017	Variance year to year	2017 Budget	% Actual to Budget at 16.7% of year
REVENUES					
Marinas and RV Parks	315,596	304,898	(10,698)	2,660,000	11.5%
Yard Operations	190,303	177,799	(12,504)	1,764,954	10.1%
Property Leases & Use	179,346	183,123	3,776	1,215,000	15.1%
Fuel Sales & Leases	4,042	4,685	642	50,000	9.4%
Ramp Use	8,455	6,515	(1,940)	55,000	11.8%
Utilities	32,476	42,739	10,263	228,599	18.7%
Total Operating Revenues	730,219	719,758	(10,460)	5,973,553	12.0%
OPERATING EXPENSES					
Personnel	434,821	474,910	40,090	3,006,270	15.8%
Outside Services	26,785	59,713	32,928	443,310	13.5%
Facilities & Operations	91,026	87,978	(3,048)	805,809	10.9%
Marketing	16,069	4,166	(11,903)	54,450	7.7%
Economic Development	-	-	-	40,000	0.0%
Travel & Training	2,477	3,934	1,457	30,000	13.1%
Cost of Goods - Fuel	1,637	1,805	168	12,000	15.0%
Community Relations	-	210	210	4,000	5.3%
Total Operating Expenses	629,750	691,938	62,188	4,950,019	14.0%
Income from Operations w/o Depr	100,469	27,820	(72,649)	1,023,534	2.7%
Depreciation Expense	252,053	264,324	12,271	1,585,632	16.7%
Income (Loss) from Operations w/Depr	(151,584)	(236,504)	(84,920)	(562,098)	42.1%
Non-Operating Revenue					
Capital Contributions/Grants	-	4,767	4,767	168,750	2.8%
Interest	874	18,940	18,066	38,000	49.8%
Property & other taxes	182,987	171,201	(11,786)	1,020,000	16.8%
Miscellaneous Non-Operating Revenue	4,705	11,858	7,154	16,200	73.2%
Total Non-Operating Revenues	188,565	206,765	18,200	1,242,950	16.6%
Non-Operating Expenses					
Bond Interest	61,909	59,444	(2,465)	369,339	16.1%
Bond Mgmt, Issuance, Investment	36	160	125	154,940	0.1%
Election Expense	-	-	-	17,340	0.0%
Total Non-Operating Expenses	61,945	59,604	(2,340)	541,619	11.0%
Net Non-Operating Income(Expense)	126,621	147,161	20,540	701,332	21.0%
Net Income (Loss)	(24,963)	(89,343)	(64,380)	139,233	-64.2%