

OPERATIONS & OCCUPANCY REPORT

October 23, 2017

<u>MOORAGE & RV'S</u>	<u>JUN</u>	<u>JUL</u>	<u>AUG</u>	<u>SEP</u>
POINT HUDSON RV PARK	79%	95%	84%	89%
POINT HUDSON MOORAGE – DAILY / BUS	50%	65%	66%	69%
POINT HUDSON MOORAGE – LIMITED ACCESS	70%	73%	72%	69%
POINT HUDSON MOORAGE – KAYAK	73%	75%	75%	55%
BOAT HAVEN MOORAGE – PERM SLIPS	94%	98%	96%	95%
BOAT HAVEN – LINEAL	69%	71%	66%	72%
BOAT HAVEN – CONSTRAINED ACCESS	30%	33%	37%	39%
BOAT HAVEN – LIMITED ACCESS	93%	96%	100%	97%
BOAT HAVEN – COMMERCIAL	43%	48%	55%	55%
QUILCENE	36%	53%	55%	48%

RV's. Occupancy for the Point Hudson RV Park has been strong. Eleven-point decline in August due partly to one site that had little activity during that month (only 6 days) which brought the number down. Occupancy bounced back in September.

Derelict Vessels. We have not taken any additional derelict vessels into the yard. A couple of vessels in Port Hadlock were dealt with and resulted in no derelict vessels.

Quilcene. In August, we gained slightly over July's occupancy and still had a stronger than normal showing for occupancy for the 52 slips in the marina. In September, we saw a slight decline that will likely continue into the winter months. I would like to recognize how great it has been to have the Customer Service team actively engaged with the customers and assets at the Quilcene location.

Boat Haven. August was the best month yet this year at \$169K for the month. Monthly and nightly moorage combined for \$65K in revenue - a really strong result. These numbers demonstrate the strategy to aggressively supplement perm with guest moorage is a sound approach.

BOAT YARD

2017	70T/75T Combined	663 / TBD	(2016: 764 Total)
2017	300T	119 / TBD	(2016: 148 Total)

We are reaching out to our customers and determine scope of work and preschedule them for Q4 and into 2018. The goal for the 75T and 300T yard would be to book as much as possible starting with past and current customers. We better understand what and how we can generate potential boat yard customers for the fall and at trade shows.

I am confident that our current staff will build more business and customer loyalty. I am also appreciative of how they responded to adversity and continued to serve both current customers and attract new business to the Port. Lastly, the lack of derelict vessels is a significant improvement over past years and directly leads to a reduction in operational expenses and bad debt.

Sincerely,

Greg Englin
Director, Operations & Business Development