5 Year Trend of Marinas \& RV Parks Revenue

## Monthly as of March 31, 2018

|  | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | Tot |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 131,442 | 130,010 | 137,478 | 152,463 | 192,635 | 197,895 | 237,634 | 238,748 | 220,935 | 161,991 | 134,187 | 127,526 | 2,062,944 |
| 2015 | 147,223 | 147,807 | 157,043 | 167,880 | 208,212 | 216,181 | 255,773 | 247,654 | 229,114 | 179,008 | 153,353 | 141,406 | 2,250,653 |
| 2016 | 157,265 | 158,331 | 163,963 | 203,332 | 220,872 | 244,026 | 277,638 | 273,082 | 261,784 | 183,088 | 181,166 | 150,375 | 2,474,924 |
| 2017 | 152,782 | 152,116 | 171,046 | 185,589 | 227,879 | 252,290 | 300,140 | 298,660 | 260,479 | 202,271 | 171,786 | 174,849 | 2,549,888 |
| 2018 | 186,647 | 182,326 | 198,837 |  |  |  |  |  |  | - |  |  | 567,810 |



5 Year Trend of Yard Operations Revenue

## Monthly as of March 31, 2018

|  | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | Tota |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 132,619 | 126,635 | 143,522 | 168,012 | 171,379 | 133,169 | 156,301 | 113,562 | 128,294 | 113,904 | 111,279 | 88,565 | 1,587,241 |
| 15 | 127,251 | 117,863 | 152,896 | 143,637 | 165,218 | 159,055 | 127,153 | 113,746 | 146,730 | 111,944 | 106,145 | 101,239 | 1,572,877 |
| 2016 | 90,417 | 99,886 | 145,797 | 189,397 | 153,684 | 168,270 | 117,066 | 119,277 | 162,539 | 140,141 | 87,340 | 105,067 | 1,578,880 |
| 2017 | 78,933 | 98,866 | 138,350 | 126,487 | 153,294 | 141,390 | 130,648 | 121,164 | 126,737 | 137,261 | 79,024 | 89,555 | 1,421,708 |
| 2018 | 89,837 | 110,536 | 141,804 |  |  |  |  |  |  |  |  |  | 342,177 |



5 Year Trend of Property Lease \& Use Revenue

## Monthly as of March 31, 2018

|  | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 85,890 | 86,326 | 86,320 | 86,669 | 86,472 | 86,789 | 86,766 | 87,365 | 87,686 | 87,270 | 86,928 | 87,055 | 1,041,536 |
| 2015 | 87,810 | 88,194 | 88,643 | 89,442 | 91,186 | 88,736 | 99,242 | 89,007 | 89,305 | 90,179 | 90,171 | 69,730 | 1,061,642 |
| 2016 | 89,711 | 89,635 | 90,229 | 90,033 | 92,443 | 91,418 | 91,229 | 90,283 | 91,269 | 90,832 | 92,128 | 108,091 | 1,107,302 |
| 2017 | 91,556 | 91,567 | 90,785 | 97,382 | 95,026 | 94,826 | 94,386 | 100,135 | 118,635 | 93,935 | 92,896 | 93,218 | 1,154,349 |
| 2018 | 88,048 | 91,706 | 90,256 | - | - | - |  | - |  | - | - | - | 270,010 |



Notes:

1. The spike in September 2017 is related to use of Port property for the Wooden Boat Festival.
2. The December decrease in 2015 is related to the bankruptcy of Goldstar Marine.
3. The December increase in 2016 is related to the signing of the US Coast Guard lease renewal (three months were accrued in Dec.)

5 Year Trend of Facilities \& Operations Expenses

## Monthly as of March 31, 2018

|  | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 29,839 | 56,517 | 65,559 | 64,363 | 82,858 | 48,211 | 62,921 | 113,527 | 122,041 | 55,721 | 84,978 | 59,474 | 846,009 |
| 2015 | 36,245 | 41,069 | 47,666 | 72,576 | 81,413 | 43,890 | 63,676 | 75,664 | 70,823 | 51,195 | 44,727 | 68,942 | 697,886 |
| 2016 | 43,158 | 47,960 | 61,900 | 60,036 | 57,397 | 64,456 | 53,711 | 63,541 | 49,065 | 61,925 | 39,658 | 54,646 | 657,453 |
| 2017 | 36,397 | 51,607 | 64,959 | 72,566 | 29,450 | 61,584 | 53,492 | 60,565 | 69,786 | 37,229 | 49,229 | 158,891 | 745,755 |
| 2018 | 41,842 | 59,782 | 54,138 |  | - |  | - | - | - | - | - | - | 155,762 |



## Notes:

1. December 2017 has a sharp increase in this expense line item as the result of the Bad Debt written-off by the Commission in December in the amount of $\$ 97,075$. Without this write off, the total line item would be $\$ 648,680$ for 2017. The 2017 Bad Debt write-off relates to Revenues recognized in previous years that was identified as uncollectible. The breakdown by year is as follows:

| 2014 | 2015 |  | 2016 |  | 2017 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 16,568 | \$ 67,315 | \$ | 6,083 | \$ | 7,109 | \$ 97,075 |

2. Spike in August 2014 was the settlement payment to Caicos Construction.
3. Spike in September 2014 was an adjustment for expenses erroneously charged to the Point Hudson Breakwater project. These were minor repairs to the breakwater as the result of an accident (paid to Orion Marine Group).
