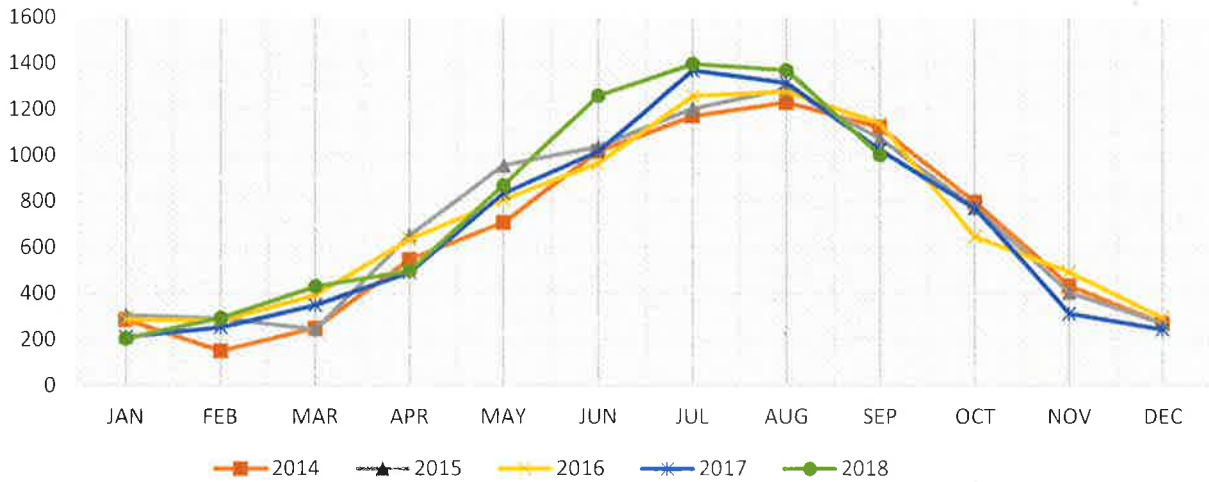


Port of Port Townsend

Five Year Comparisons

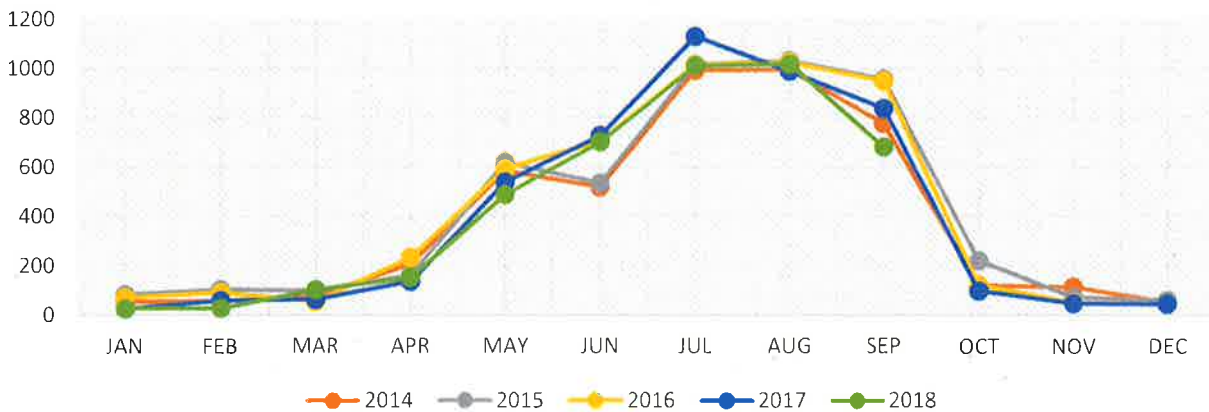
Point Hudson RV Nightly



POINT HUDSON RV PARK - Nightly Count

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOT
2014	285	150	249	546	706	1015	1169	1228	1120	796	432	269	7965
2015	304	291	244	652	955	1036	1202	1287	1072	771	403	269	8486
2016	286	281	392	634	806	963	1256	1276	1137	645	492	293	8461
2017	211	253	349	491	833	1015	1368	1314	1022	770	312	243	8181
2018	204	294	430	498	868	1258	1396	1369	1001				7318

Point Hudson Moorage Nightly

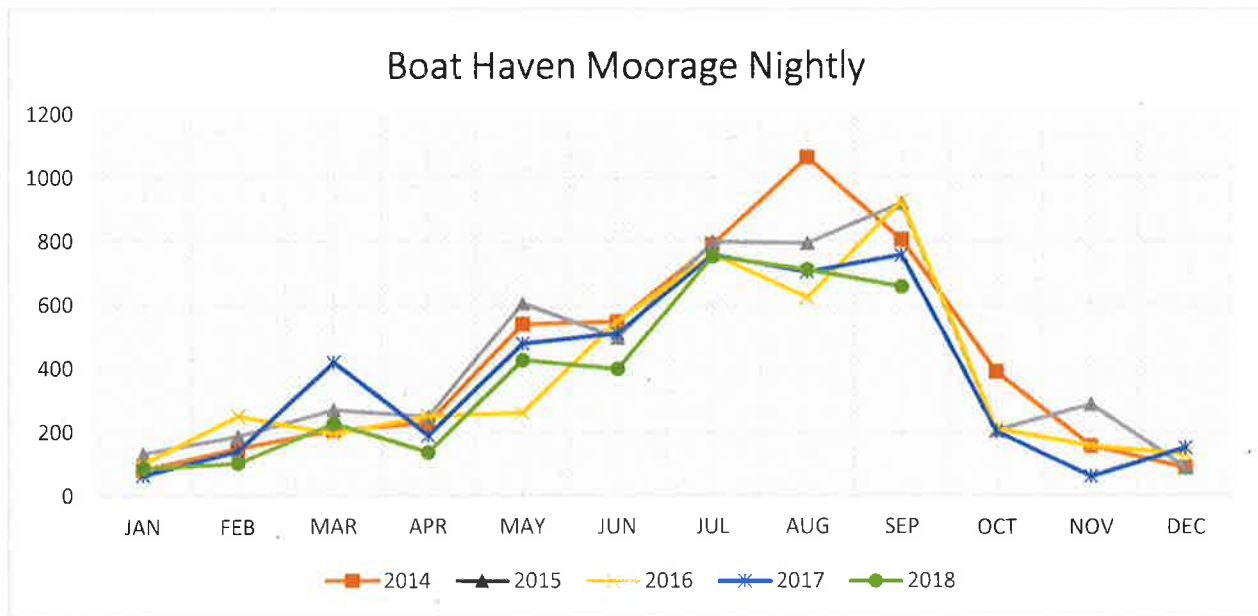


POINT HUDSON MARINA - Nightly Count

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOT
2014	53	57	77	209	585	520	993	996	778	120	114	52	4554
2015	83	104	101	163	619	537	1018	1033	958	221	73	60	4970
2016	70	92	56	235	594	706	1015	1026	950	122	51	44	4961
2017	25	60	65	138	540	729	1131	990	839	99	48	45	4709
2018	27	28	104	154	489	703	1013	1019	683				4220

Port of Port Townsend

Five Year Comparisons



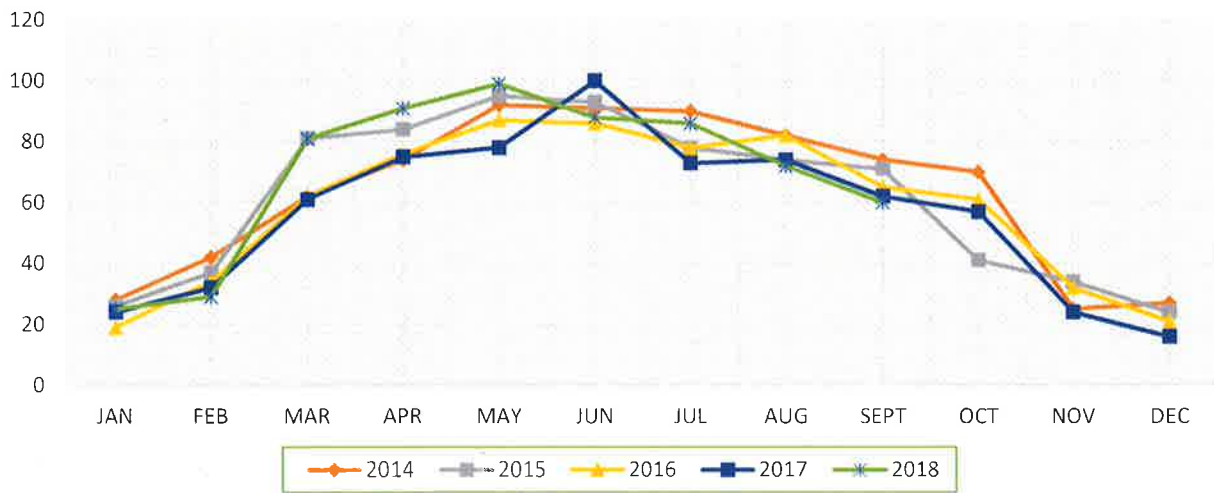
BOAT HAVEN MARINA - Nightly Count

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOT
2014	81	149	207	229	539	547	790	1064	805	389	156	87	5043
2015	132	188	271	249	605	497	799	795	920	206	287	87	5036
2016	100	251	196	251	261	548	759	623	927	211	156	129	4412
2017	64	141	420	190	479	511	757	704	757	202	61	150	4436
2018	86	103	228	137	427	399	753	711	658				3502

Port of Port Townsend

Five Year Comparisons

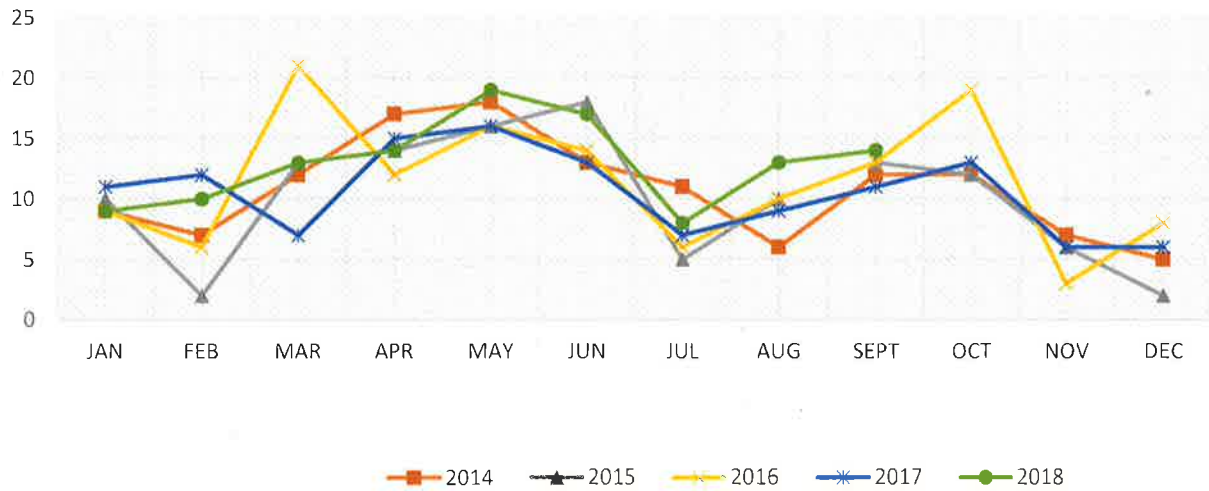
Workyard 75T Haul Outs



WORKYARD - 75T Haul Outs

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	TOT
2014	28	42	62	74	92	91	90	82	74	70	25	27	757
2015	26	37	81	84	95	93	78	74	71	41	34	24	738
2016	19	34	62	76	87	86	78	82	65	61	32	21	703
2017	24	32	61	75	78	100	73	74	62	57	24	16	676
2018	25	29	81	91	99	88	86	72	60				631

Shipyard 300T Haul Outs



SHIPYARD - 300T - Haul Outs

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	TOT
2014	9	7	12	17	18	13	11	6	12	12	7	5	129
2015	10	2	13	14	16	18	5	10	13	12	6	2	121
2016	9	6	21	12	16	14	6	10	13	19	3	8	137
2017	11	12	7	15	16	13	7	9	11	13	6	6	126
2018	9	10	13	14	19	17	8	13	14				117

OPERATIONS & OCCUPANCY REPORT

MOORAGE & RV'S	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	Total Units	Units	
PTBH - SLIPS	94%	281	284	284	286	288	289	293	294	292				299	SLIPS
PTBH - LINEAL	78%	2097	1828	1962	2077	2231	2243	2312	2468	2506				2,688	FT
PTBH - CONSTRAINED	14%	96	109	123	136	109	188	266	310	280				683	FT
PTBH - LIMITED	87%	26	25	29	28	28	27	26	28	25				30	SLIPS
PTBH - COM. RAFTING	94%	432	419	419	414	492	455	331	280	366				460	FT
PH - SLIPS 1-12	65%	546	580	496	526	364	496	564	588	644				840	FT
PH - SLIPS 13-32	87%	17	19	18	18	9	13	17	17	13				20	SLIPS
PH - LINEAL	84%	716	706	710	721	716	733	724	769	741				848	FT
PH - LIMITED	55%	637	736	818	906	982	1011	1018	997	927				1,169	FT
PH - KAYAK	48%	19	21	23	26	31	33	34	31	25				40	SLIPS
PH - RV	61%	28	33	32	33	36	42	45	45	42				46	SITES
QUIL - SLIPS	25%	8	7	8	9	30	23	28	31	24				32	SLIPS
QUIL - LINEAL	54%	113	120	113	122	193	149	139	174	128				210	FT
QUIL - LIMITED	0%	0	0	0	2	57	29	97	115	35				190	FT
WORKYARD	37%	44	36	61	74	74	71	62	61	55				120	SLIPS
SHIPYARD	56%	12	17	18	18	16	10	4	6	11				22	SLIPS
LONGTERM	90%	32	31	31	30	27	28	30	30	33				35	SLIPS

*Percentages reflect monthly averages. Averages are calculated from a combination of lineal feet or slips/spaces occupied compared to the overall capacity of feet/space.

September Monthly Counts

	BOAT HAVEN	QUILCENE	YARD
Permanent/Business	Permanent	Permanent	One way Lifts
Limited Access	Monthly Moorage	Nightly	Re-blocks
Winter RV Monthlies	Credit System	Annual Ramp	Work Yard OPP
Monthly Moorage	Annual Ramp	Daily Ramp	Ship Yard OPP
Reservation Fees	Daily Ramp	Comping	(OPP - Vessels off port property)
	314	65	3
	65	48	9
	48	1	20.7
	1	126	4.4
	11	318	11

Port of Port Townsend Monthly Counts - 2018

POINT HUDSON

	LIMITED	RV MONTHLY	BUSINESS/ PERMANENT	MOORAGE MONTHLY	RES. FEES
JAN	24	22	11	29	235
FEB	27	21	10	32	202
MAR	31	17	10	30	260
APRIL	35	13	11	27	317
MAY	40	9	11	2	466
JUNE	40	0	11	1	572
JULY	40	0	11	1	740
AUG	40	0	11	1	514
SEPT	38	0	11	1	318
OCT					
NOV					
DEC					

BOAT HAVEN

	PERMANENT	MOORAGE MONTHLY	CREDIT SYSTEM	A - RAMP	D - RAMP
JAN	311	44	8	44	23
FEB	308	41	7	21	21
MAR	307	46	15	29	89
APRIL	316	44	15	16	32
MAY	312	60	36	32	142
JUNE	311	74	38	36	58
JULY	311	86	46	41	352
AUG	312	81	53	9	104
SEPT	314	65	48	1	126
OCT					
NOV					
DEC					

QUILCENE

	BUSINESS/ PERMANENT	MOORAGE NIGHTLY	A - RAMP	DAILY RAMP
JAN	8	0	1	5
FEB	11	6	1	4
MAR	11	0	1	5
APRIL	13	17	6	23
MAY	37	11	14	218
JUNE	28	37	6	90
JULY	36	42	5	56
AUG	40	47	1	126
SEPT	28	16	0	46
OCT				
NOV				
DEC				

2017

POINT HUDSON

	LIMITED	RV MONTHLY	BUSINESS/ PERMANENT	MOORAGE MONTHLY	RES. FEES
JAN	28	9	10	27	197
FEB	26	9	10	28	219
MAR	27	8	10	28	288
APRIL	38	8	10	19	284
MAY	40	3	11	1	515
JUNE	40	2	11	1	568
JULY	42	0	11	1	686
AUG	41	0	11	1	556
SEPT	36	0	11	1	328
OCT	28	6	11	26	253
NOV	26	13	11	30	157
DEC	24	17	11	28	86

BOAT HAVEN

	PERMANENT	MOORAGE MONTHLY	CREDIT SYSTEM	A - RAMP	D - RAMP
JAN	298	33	15	31	7
FEB	309	37	11	37	20
MAR	307	41	20	55	100
APRIL	306	38	17	22	62
MAY	312	47	31	41	202
JUNE	309	67	30	41	97
JULY	305	80	40	45	357
AUG	309	78	41	8	123
SEPT	309	73	35	3	137
OCT	308	55	11	1	28
NOV	309	47	7	1	26
DEC	312	41	8	26	15

QUILCENE

	BUSINESS/ PERMANENT	MOORAGE NIGHTLY	A - RAMP	DAILY RAMP
JAN	6	1	2	2
FEB	6	1	1	1
MAR	8	4	5	1
APRIL	10	12	3	0
MAY	26	54	9	126
JUNE	29	52	10	94
JULY	32	49	7	100
AUG	34	41	3	90
SEPT	32	18	0	145
OCT	19	4	0	6
NOV	11	1	0	2
DEC	10	0	0	1