

PORT OF EVERETT

We Provide Value: We Create Economic Opportunities

2017 3rd Qtr Financial Report

John Carter

Chief Finance Officer

November 7, 2017



Financial Report at September, 2017

Presentation Outline

- Operating Revenues
- Operating Expenses
- Operating Income
- Non-Operating Income
- Treasury Activity

Port of Everett Nine Months Ending Sept 2017

KEY FINANCIAL METRICS

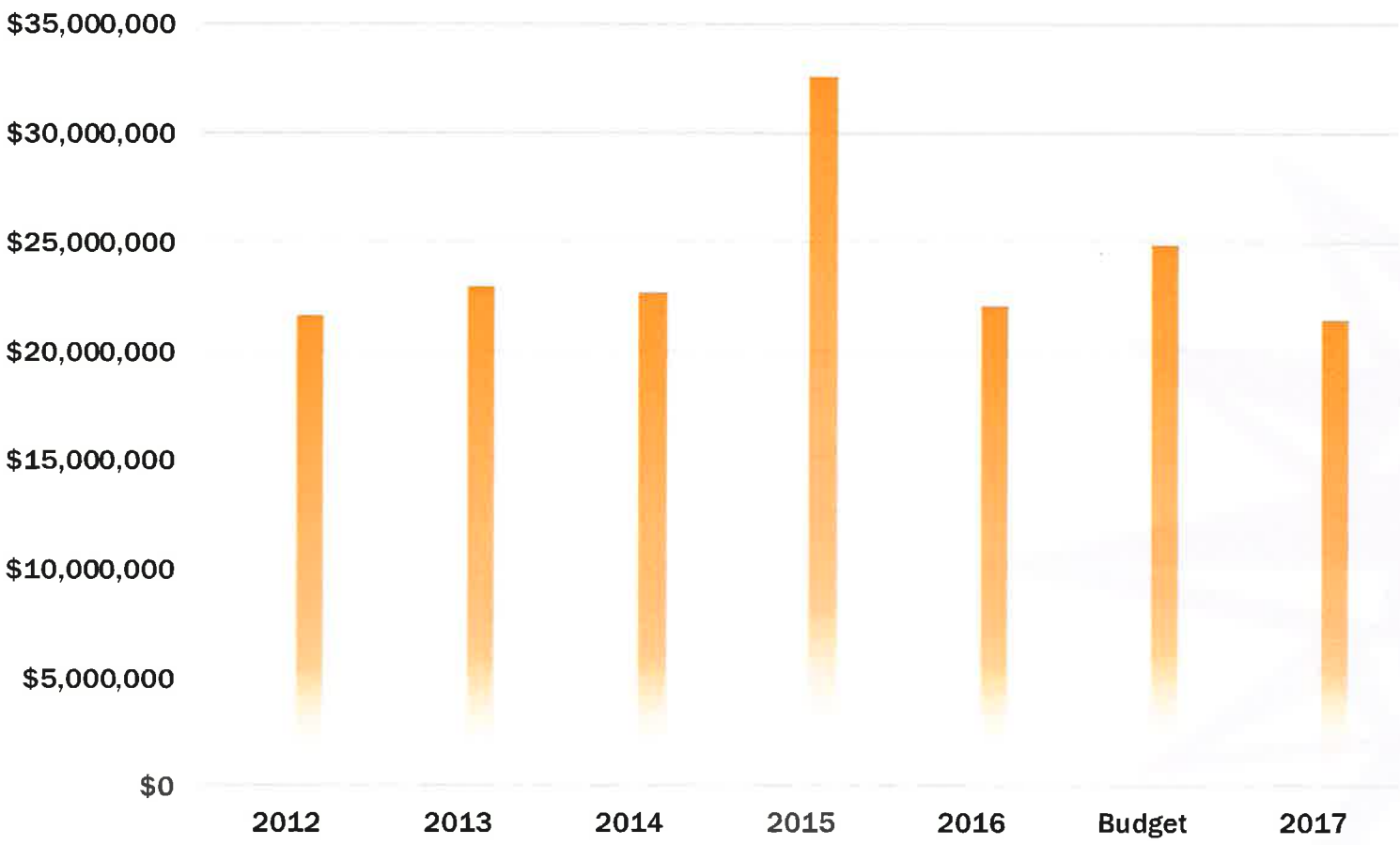
2017

Operating Revenue	Operating Expenses	Income Before Depreciation	Non-Op Income	Total Income
\$21,499,275	\$17,855,605	\$3,643,670	\$2,353,331	(\$711,938)
-3%	-5%	-28%	127%	N/A
Budget \$24,876,668	Budget \$18,834,680	Budget \$6,041,988	Budget \$1,433,885	Budget \$187,385

All Metrics

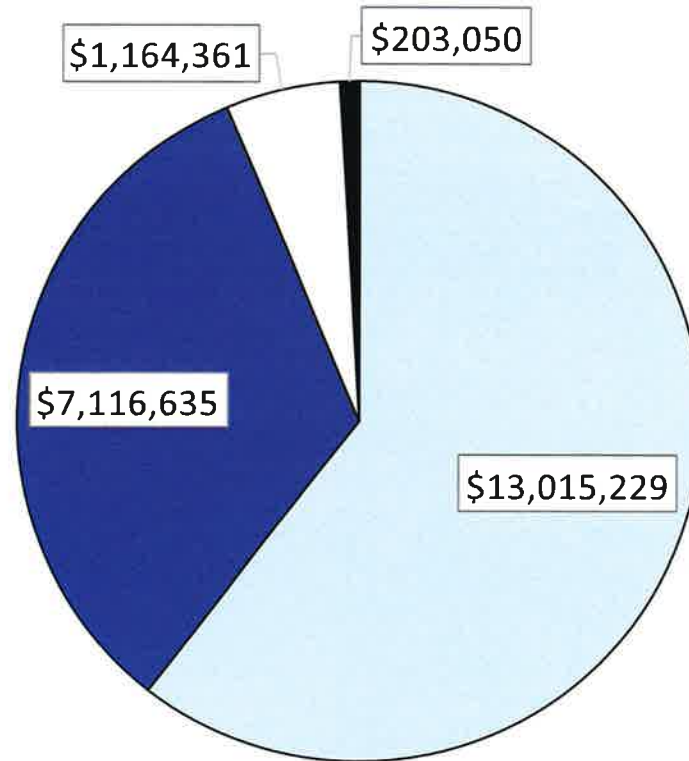
YTD through Sept 2017	2017	LAST YEAR (2016)	% Variance	5 YEAR TREND
Operating Revenue	\$21,499,275	\$22,116,884	↓ -3%	
Operating Expenses	\$17,855,605	\$17,039,362	↓ -5%	
Income Bef Depr.	\$3,643,670	\$5,077,522	↓ -28%	
Depreciation	\$6,708,939	\$6,371,730	↓ -5%	
Operating Income	-\$3,065,269	-\$1,294,208	N/A	
Non-Op Revenues	\$3,550,980	\$2,866,280	↑ 24%	
Non-Op Expenses	\$1,197,649	\$1,828,632	↑ 35%	
Non-Op Income	\$2,353,331	\$1,037,648	↑ 127%	
Total Income	-\$711,938	-\$256,560	N/A	
Marine Terminal Rev	\$13,015,229	\$14,124,725	↓ -8%	
Marina Revenue	\$7,116,635	\$6,834,667	↑ 4%	
Properties Revenue	\$1,164,361	\$970,855	↑ 20%	
#of staff (net of seasonals)	102	102	⇒ 0%	
Cash and Investments	\$31,484,881	\$42,843,216	↓ -27%	
Total Debt	\$68,841,152	\$68,645,592	⇒ 0%	
Employee cost % of Rev	41.2%	38.8%	↓ -6%	
Admin. Cost as % of Rev	12.6%	12.2%	↓ -3%	

Operating Revenues- YTD



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Operating Revenues by Business Line

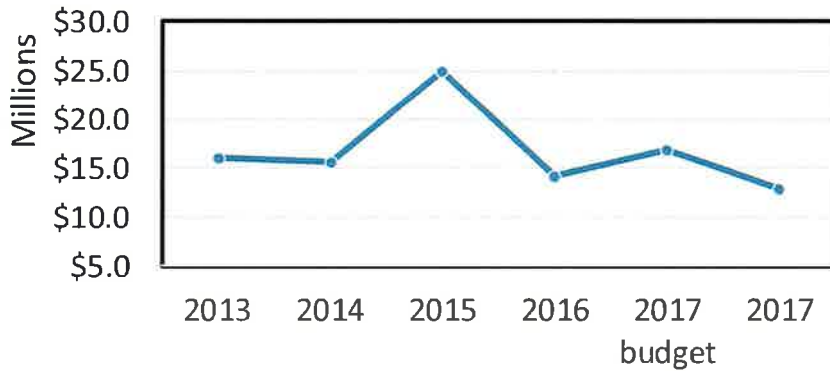


□ Marine Term. ■ Marina □ Properties ■ Boat launch

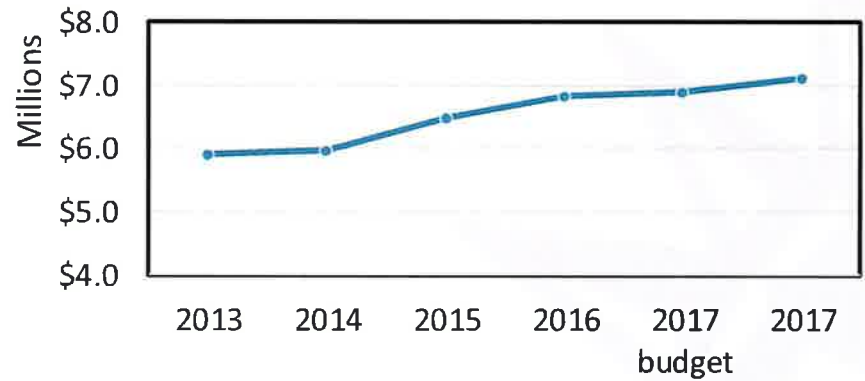
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Divisional Operating Revenues- YTD

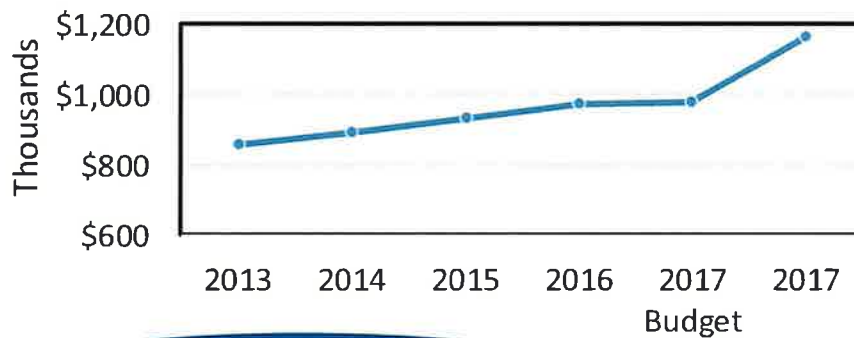
Marine Terminals



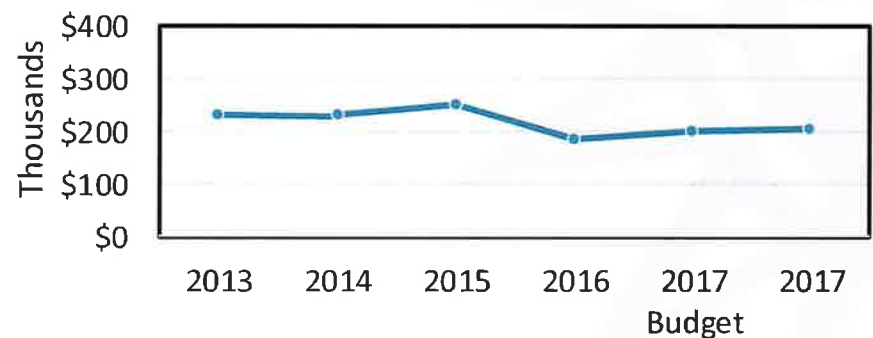
Marina



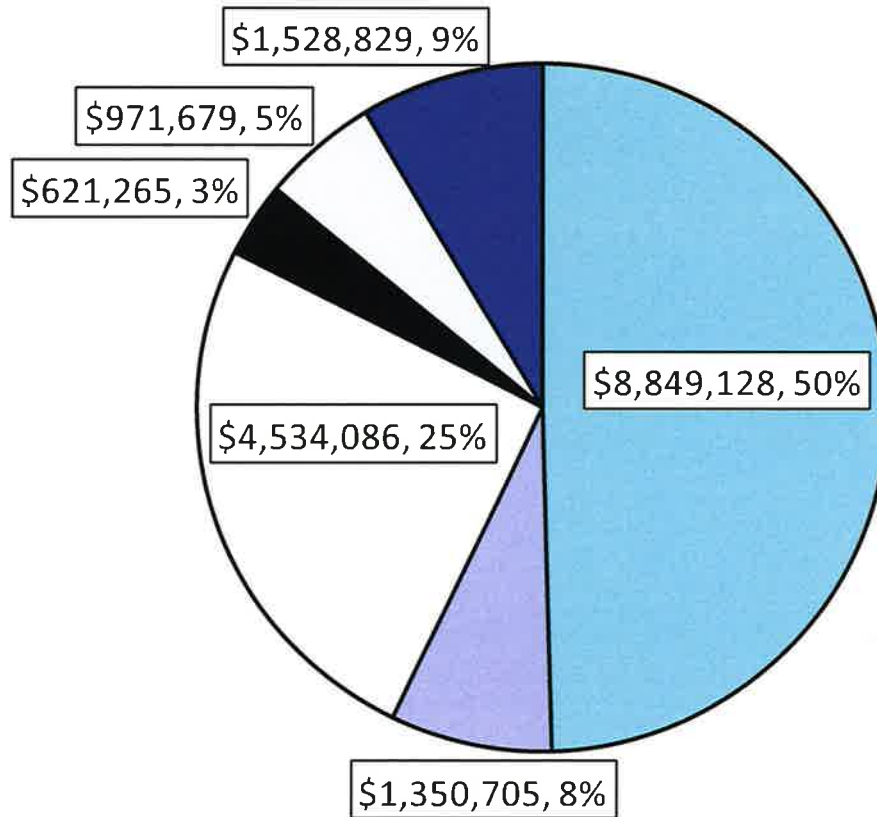
Property Management



Boat Launch, Other

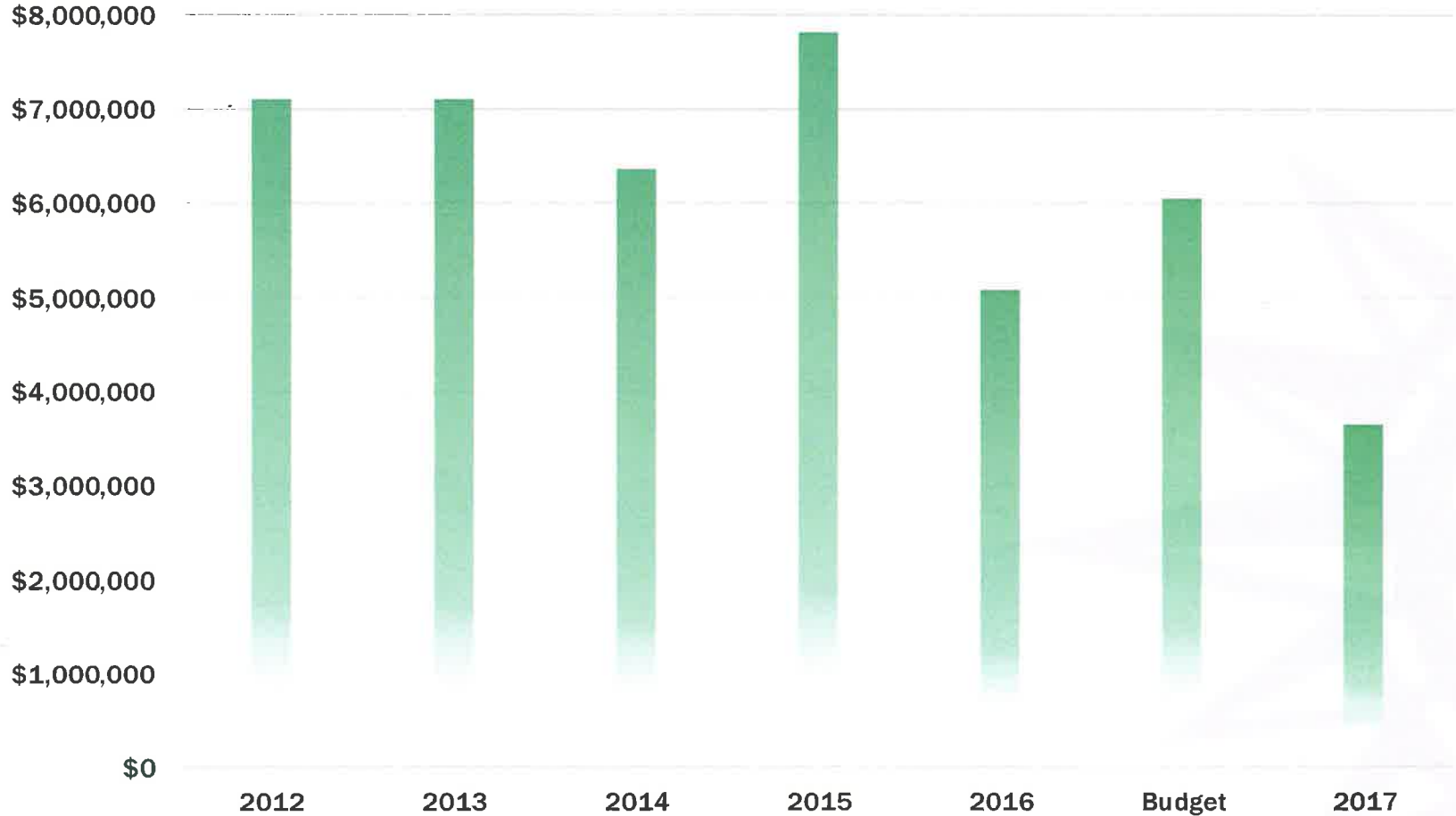


Operating Expenses- YTD



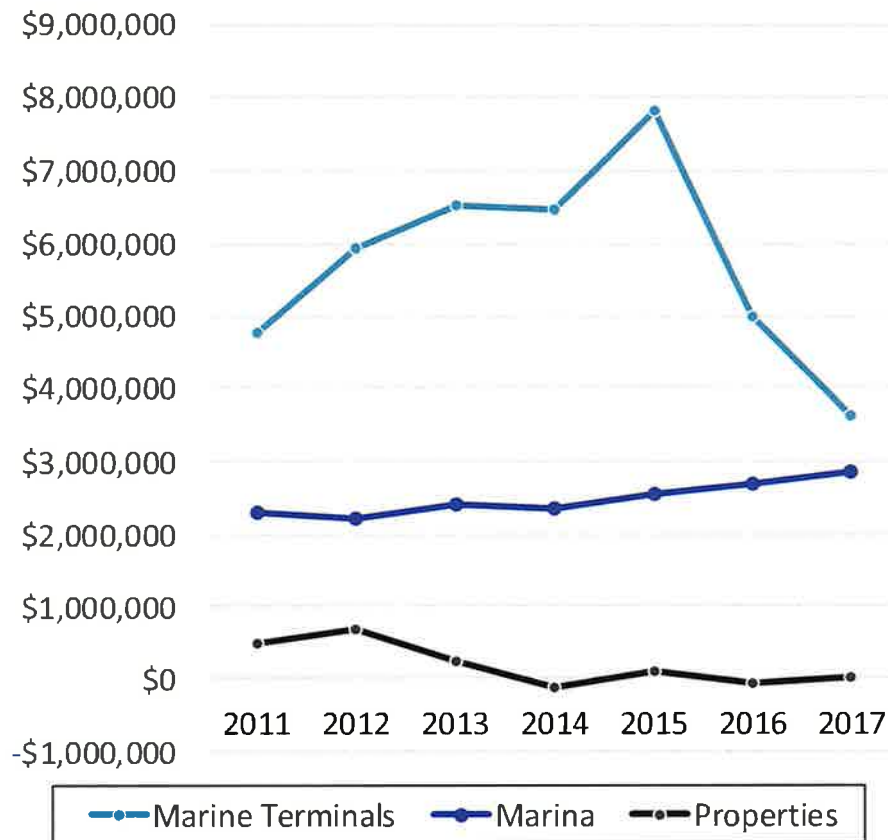
■ Salary and benefits ■ PMA Labor ■ Outside Services ■ Supplies ■ General and Admin ■ All other

YTD OPERATING INCOME



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Operating Income Before Administration and Depreciation - YTD



Operating Margin	2017	2016
Marine Terminals	27.9%	35.7%
Marina	34.7%	34.5%
Properties	0.8%	-8.2%
Total Port (incl. admin)	16.9%	23.0%

Non-Operating Income/Expense through Sept 30

Non-Operating Revenues	2017	2016	Non-Operating Expenses	2017	2016
Interest Income	\$ 431,030	\$ 264,768	Interest Expense	\$ 554,015	\$ 1,102,022
Property tax	\$2,617,325	\$2,540,013	Public Access	\$ 422,290	\$ 280,811
Other	\$ 502,625	\$ 61,499	Other	\$ 25,495	\$ 254,695
Total	\$3,550,980	\$2,866,280	Public Access Depr.	\$ 195,850	\$ 191,104
			Total	\$ 1,197,649	\$ 1,828,632

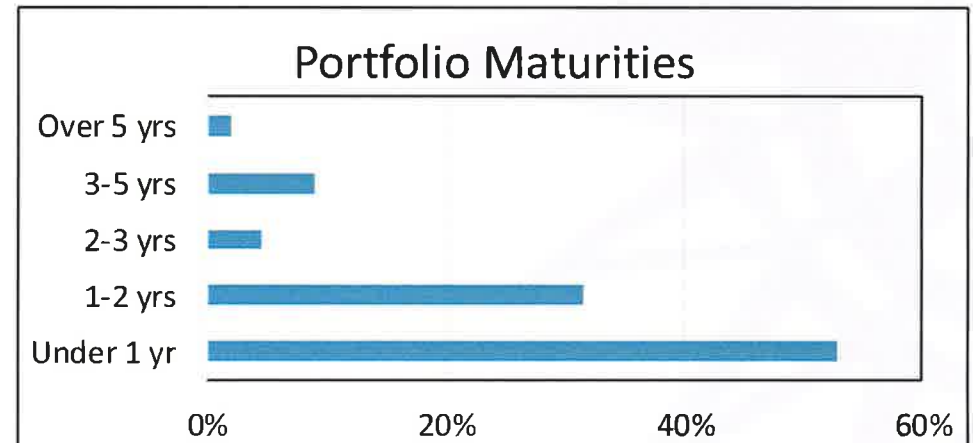
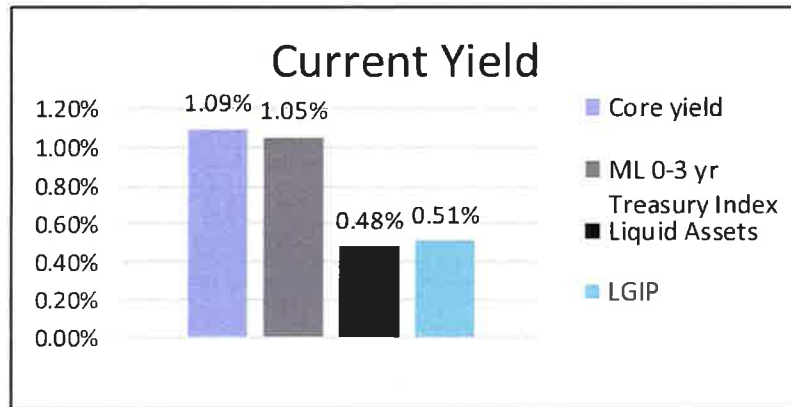
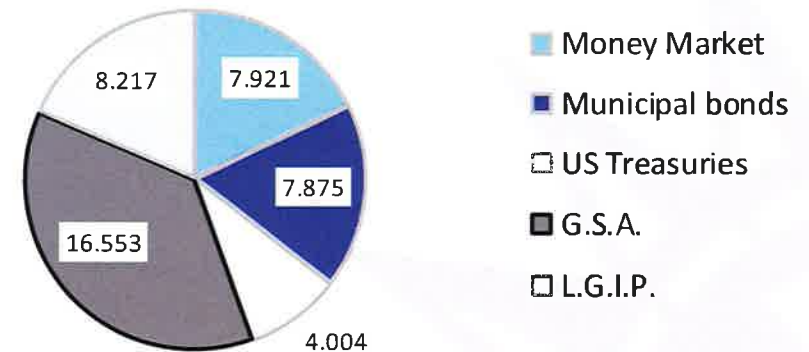
Treasury Report (as of Sept 30)

Treasury Activity (as of Sept 30, 2016)

Total Portfolio (in millions)	\$44.57
Liquid Investments	\$16.18
Fixed Income	\$28.39
Modified Duration	1.75
Benchmark Duration	2.25
Current Book Yield	0.87%
Estimated Annual income	\$429,170

Make up of Investment Portfolio

(in millions)



Treasury Report (as of Sept 30th)

Total Portfolio (in millions)	\$31.48
Liquid investments	\$3.56
Fixed income	\$27.92
Modified duration	0.89
Benchmark duration	1.96
Current book yield	1.16%
Estimated annual income	\$429,170

