

PORT OF EVERETT

We Provide Value: We Create Economic Opportunities

2016 3rd Qtr Financial Report

John Carter

Chief Finance Officer

November 1, 2016



Financial Report at September, 2016

Presentation Outline

- Operating Revenues
- Operating Expenses
- Operating Income
- Non-Operating Income
- Treasury activity

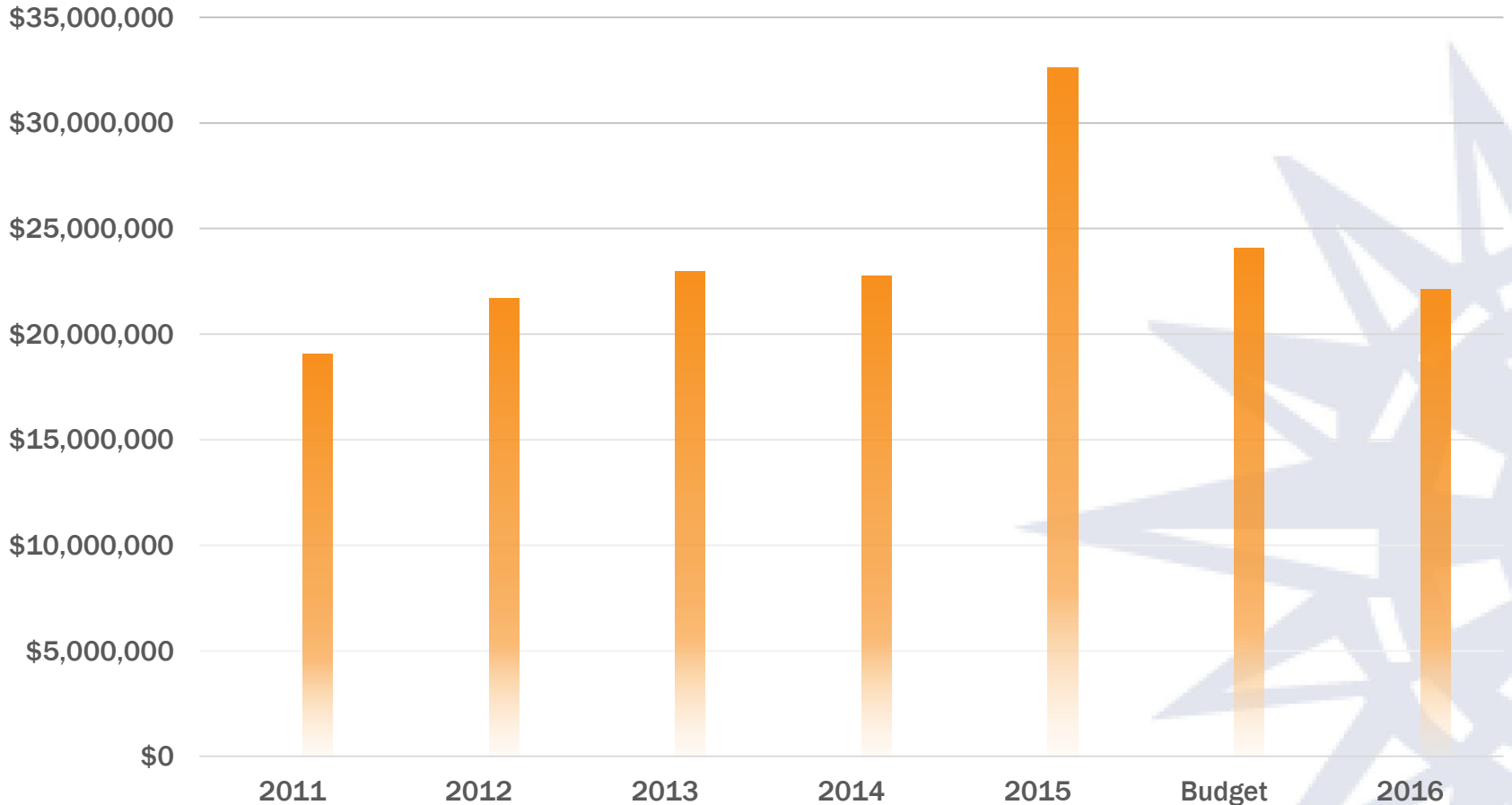
Key Metrics

Port of Everett nine months ending Sept 2016			KEY FINANCIAL METRICS	
Operating Revenue	Operating Expenses	Operating Income	Non-Op Income	Total Income
\$22,116,884	\$17,028,426	\$5,088,458	\$962,444	\$(320,828)
-32%	31%	-35%	36%	-111%
Budget	Budget	Budget	Budget	Budget
\$24,087,762	\$19,153,927	\$4,933,835	\$755,117	\$(769,916)

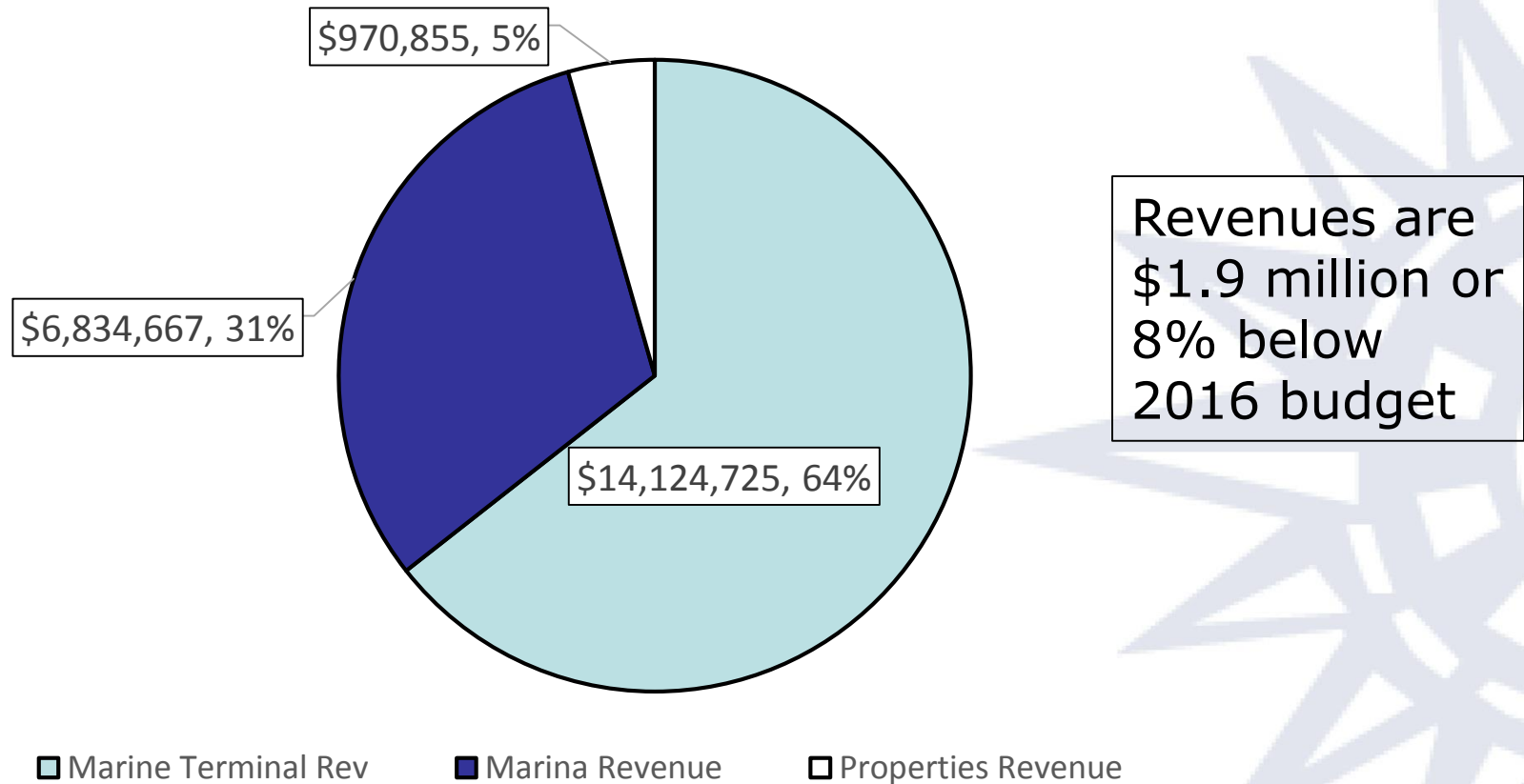
All Metrics

YTD through Sept 2016	2016	LAST YEAR (2015)		% Variance
Operating Revenue	\$22,116,884	\$32,618,851	↓	-32%
Operating Expenses	\$17,028,426	\$24,791,963	↑	31%
Income Bef Depr.	\$5,088,458	\$7,826,888	↓	-35%
Depreciation	\$6,371,730	\$5,586,018	↓	-13%
Operating Income	-\$1,283,272	\$2,240,870	↓	-157%
Non-Op Revenues	\$2,791,077	\$2,709,355	↑	3%
Non-Op Expenses	\$1,828,633	\$2,003,775	↑	9%
Non-Op Income	\$962,444	\$705,580	↑	36%
Total Income	-\$320,828	\$2,946,451	↓	-111%
Marine Terminal Rev	\$14,124,725	\$24,937,284	↓	-43%
Marina Revenue	\$6,834,667	\$6,498,543	↑	5%
Properties Revenue	\$970,855	\$933,678	↑	4%
# of staff (net of seasona	102	100	↓	-2%
Cash and Investments	\$44,556,382	\$36,364,124	↑	23%
Total Debt	\$68,645,591	\$51,170,200	↓	-34%
Employee cost % of Rev	38.8%	25.6%	↓	-52%
Admin. Cost as % of Rev	13.4%	10.0%	↓	-34%

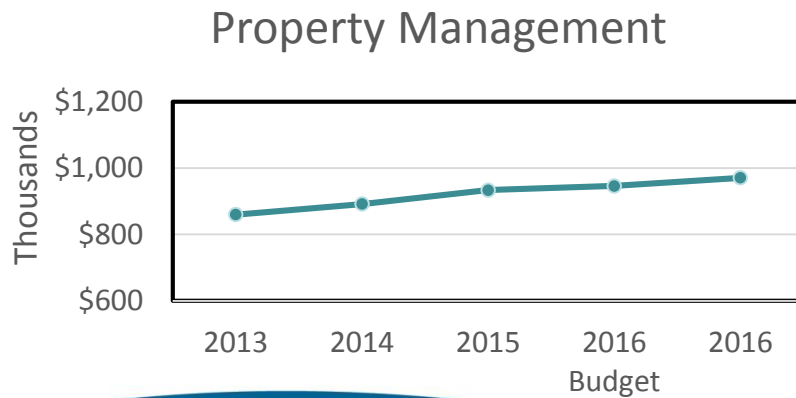
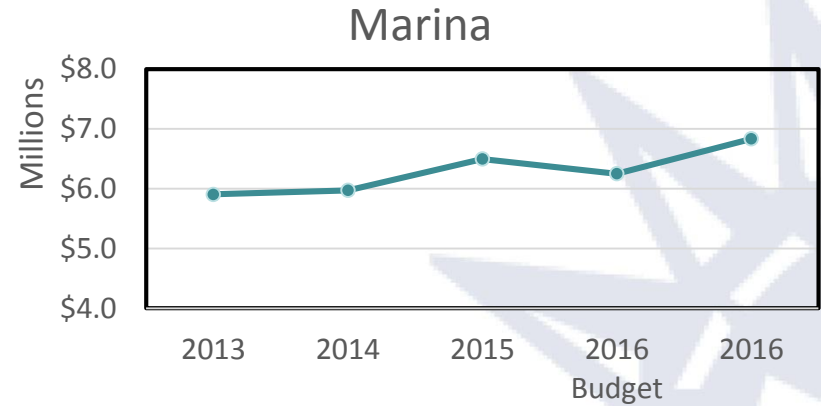
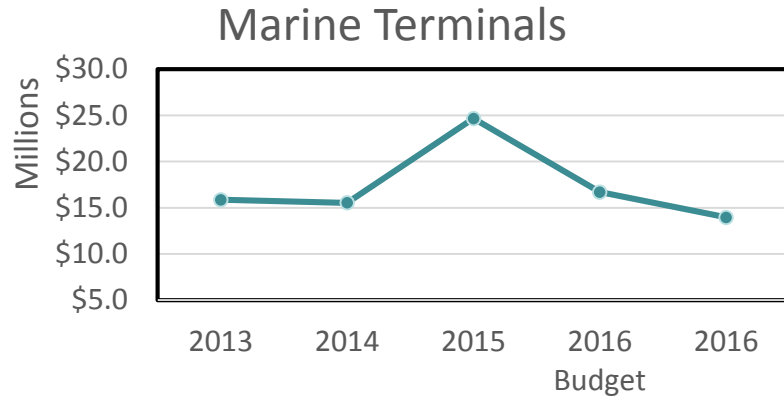
Operating Revenues- YTD



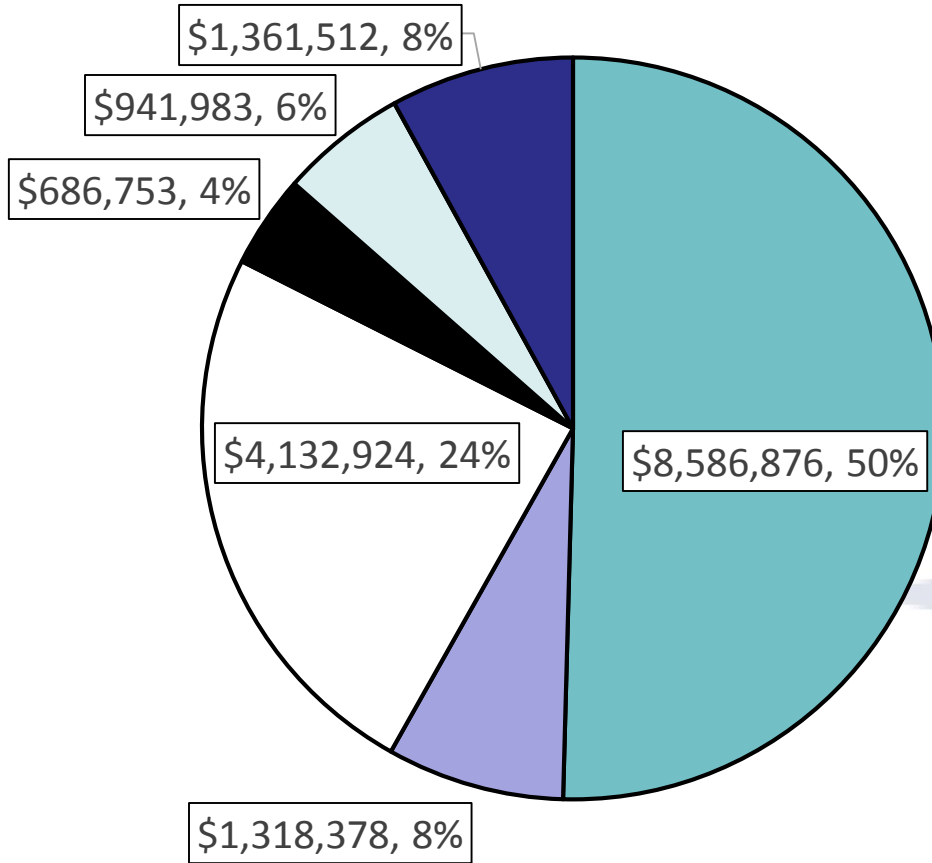
Operating Revenues by Business Line



Divisional Operating Revenues- YTD

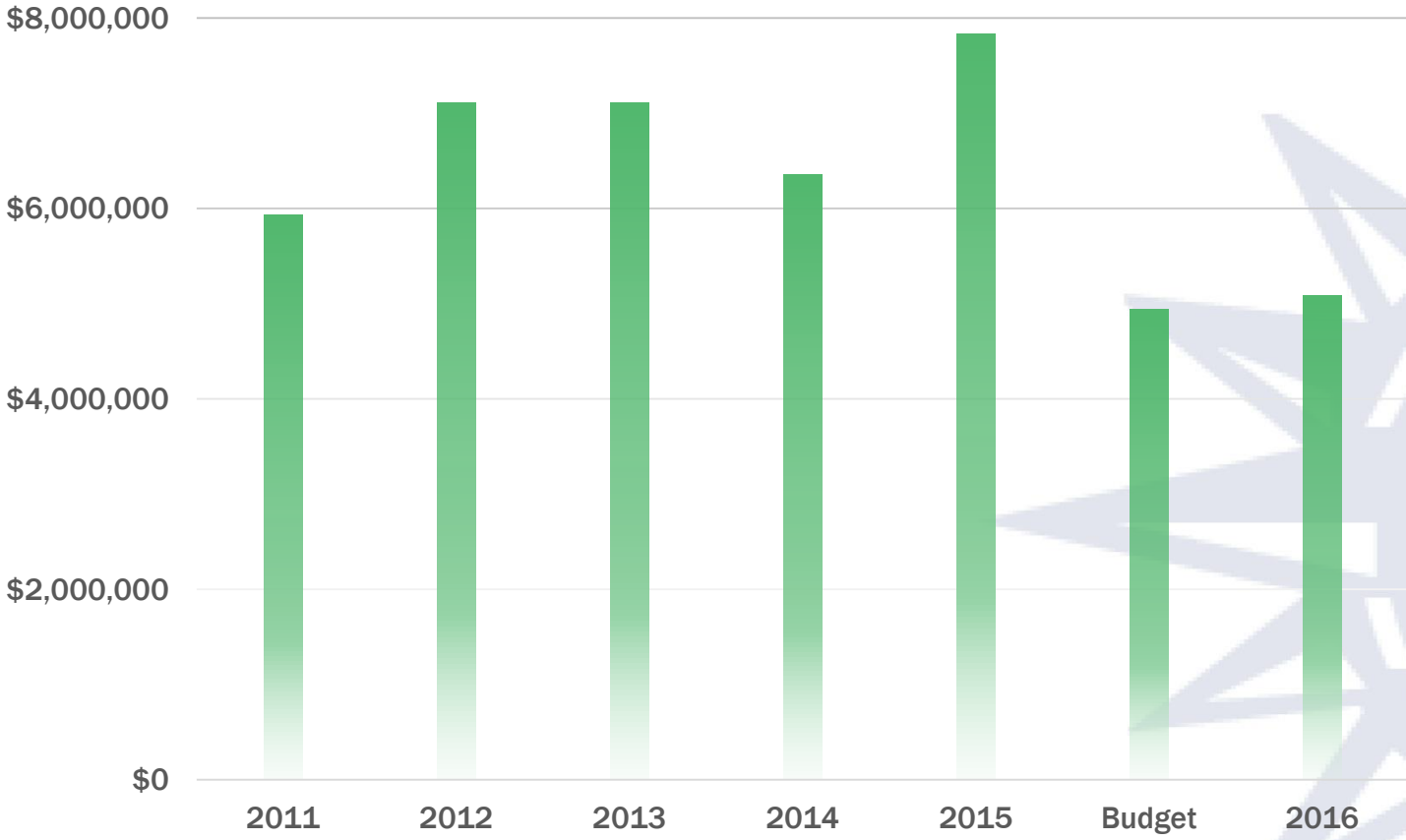


Operating Expenses- YTD

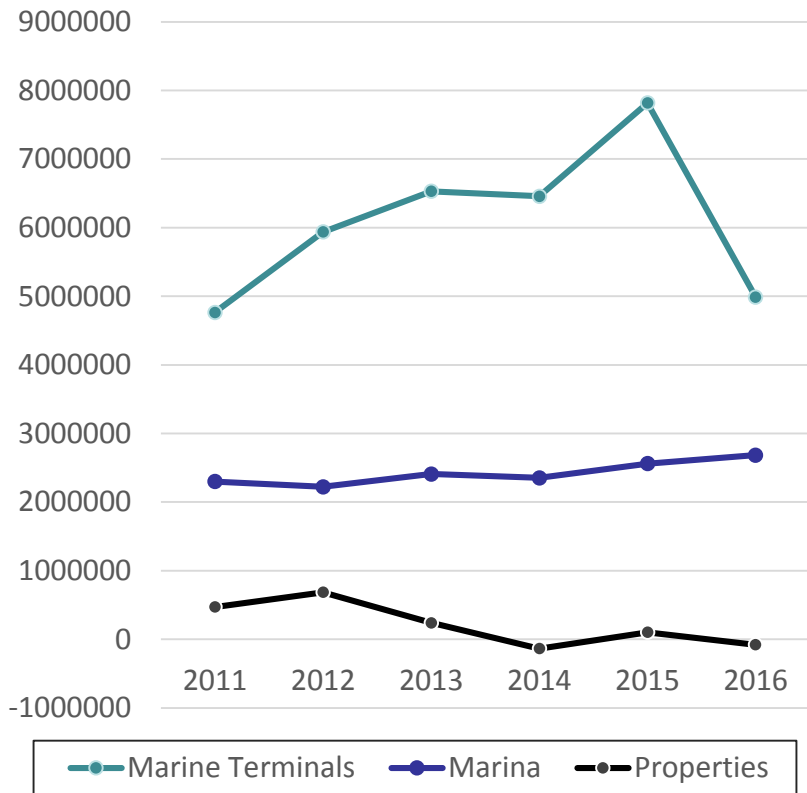


■ Salary and benefits ■ PMA Labor ■ Outside Services ■ Supplies ■ General and Admin ■ All other

Operating Income YTD



Operating Income Before Administration and Depreciation - YTD



Operating Margin	2016	2015
Marine Terminals	35.8%	30.7%
Marina	39.2%	38.9%
Properties	-18.1%	0.4%
Total Port (incl. admin)	23.0%	24.0%

Non-Operating Income/Expense through Sept 30

Non-Operating Revenues	2016	2015
Interest Income	\$ 259,648	\$ 234,337
Property tax	\$2,469,930	\$2,430,289
Other	\$ 61,499	\$ 44,729
Total	\$2,791,077	\$2,709,355

Non-Operating Expenses	2016	2015
Interest Expense	\$ 1,102,022	\$ 1,046,014
Public Access	\$ 280,811	\$ 626,490
Other	\$ 254,695	\$ 159,066
Public Access Depr.	\$ 191,104	\$ 172,205
Total	\$ 1,828,633	\$ 2,003,775

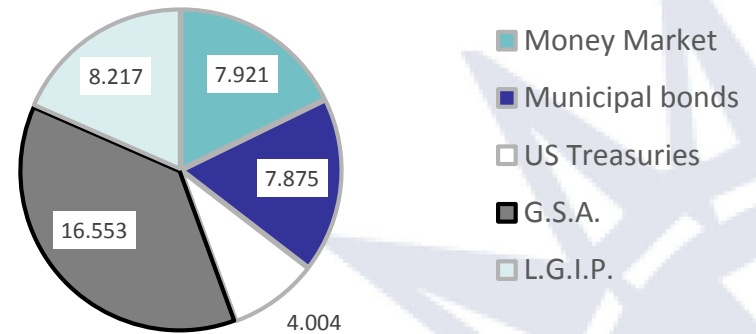
Treasury Report (as of Sept 30)

Treasury Activity (as of Sept 30, 2016)

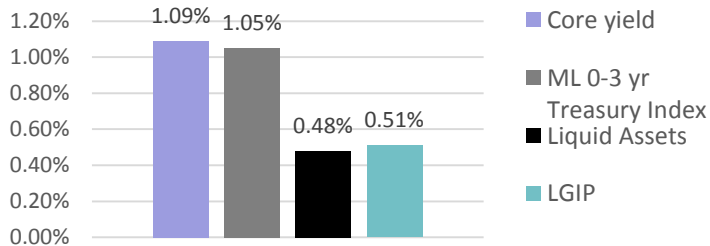
Total Portfolio (in millions)	\$44.57
Liquid investments	\$16.18
Fixed income	\$28.39
Modified duration	1.75
Benchmark duration	2.25
Current book yield	0.87%
Estimated annual income	\$429,170

Make up of Investment Portfolio

(in millions)



Current Yield



Portfolio Maturities

