



**THE NORTHWEST
SEAPORT ALLIANCE**
Gateway to Solutions

Date of Meeting: August 1, 2017
Item No.: 4A

2017 Financial Update and 2017 Budget Process Overview

August 1st, 2017

Net Income Summary YTD June 30th, 2017

| (Dollars in Thousands) | | CURRENT YEAR TO DATE | | | | PRIOR YEAR | | |
|--------------------------------|------------------|----------------------|-----------------|--|------------|------------------|-------------------|-------------|
| DESCRIPTION | BUDGET | ACTUAL | VARIANCE | | % | ACTUAL | VARIANCE | |
| | | | FAV/(UNFAV) | | | | FAV/(UNFAV) | % |
| Revenue | \$ 93,595 | \$ 95,170 | \$ 1,575 | | 2% | \$ 95,546 | \$ (376) | 0% |
| Operating Expense | 48,956 | 40,827 | 8,129 | | 17% | 37,956 | (2,871) | -8% |
| Operating Income | 44,639 | 54,343 | 9,704 | | 22% | 57,590 | (3,247) | -6% |
| Interest Income (Expense) | | | | | | | | |
| Interest Income | 264 | 324 | 60 | | 23% | 396 | (72) | -18% |
| Net Interest Income | 264 | 324 | 60 | | 23% | 396 | (72) | -18% |
| Non-Operating Income/(Expense) | (3) | (101) | (98) | | -3267% | (6) | (95) | -1583% |
| Grant Income | 100 | - | (100) | | -100% | - | - | 0% |
| Net Income | \$ 45,000 | \$ 54,566 | \$ 9,566 | | 21% | \$ 57,980 | \$ (3,414) | -6% |

* Excludes depreciation of existing assets that remain on the books of the homeports

Volumes June YTD 2017

| (in thousands) | International Containers | | | | Domestic Containers | Total Containers |
|----------------|--------------------------|-----------|------------|-------------|---------------------|------------------|
| | Imports | Exports | | | | |
| Year | Full TEUs | Full TEUs | Empty TEUs | Total Intl. | TEUs | TEUs |
| 2017 | 694 | 477 | 307 | 1,478 | 348 | 1,826 |
| 2016 | 649 | 469 | 220 | 1,338 | 375 | 1,713 |

| Break Bulk Tonnage | Metric Tons | Intermodal Lifts (S. Harbor Only) | |
|--------------------|-------------|-----------------------------------|-----|
| 2017 | 93 | 2017 | 264 |
| 2016 | 94 | 2016 | 268 |

| Auto Volume | Units |
|-------------|-------|
| 2017 | 74 |
| 2016 | 90 |



2017 Key Measures Status

| Metric | June YTD | Full Year Budget | Status |
|---------------------------------------|----------|------------------|----------|
| Full Year Revenue (\$M) | \$ 95.2 | \$ 189.4 | On Track |
| Full Year Operating Income (\$M) | \$ 54.3 | \$ 93.4 | Ahead |
| Capital Spending (\$M) | \$ 29.2 | \$ 87.8 | Behind |
| Cash Distribution to Home Ports (\$M) | \$ 47.5 | \$ 93.4 | Ahead |
| TEU's (1000's) | 1,826 | 3,471 | On Track |

* Excludes depreciation of existing assets that remain on the books of the homeports



2018 Budget Schedule

- **NWSA Budget Study Session** **October 24, 2017**
- **POT Budget Study Session** **October 27, 2017**

- **NWSA Budget Adoption** **November 7, 2017**
- **POS Public Hearing** **November 14, 2017**
 - ILA/Service Directives between POS and the NWSA
 - First Reading & Public Hearing of 2017 Budget

- **POT Budget Adoption** **November 14, 2017**
- **POS Budget Adoption** **November 28, 2017**

