



Item No. 9B
Date of Meeting: May 4, 2021

Q1 2021 Financial Review & 2022 Budget Schedule

May 4th, 2021

Agenda

- **2021 Q1 Budget and Year to Date (YTD) summary**
 - Versus budget
 - Versus prior year
- **Q1 Scorecard**
- **2022 Budget Schedule**



2021 Budget and Q1 YTD vs Budget

\$ Million	2021 Budget	Q1 '21 YTD Actual	Q1 '21 YTD Budget	Q1 Better / (Worse)
Operating Revenue	\$ 192.0	\$ 43.8	\$ 46.0	\$ (2.2)
Distributable Income (Net Income)	\$ 84.5	\$ 22.7	\$ 18.3	\$ 4.4
Distributable Cash (calculated)	\$ 115.5	\$ 36.5	\$ 22.3	\$ 14.2
Capital Project Spending	\$ 134.6	\$ 13.4	\$ 27.6	\$ (14.1)

2021 Budget and Q1 YTD vs Prior Year

\$ Million	2021 Budget		Q1 '21 YTD Actual	Q1 '20 YTD Actual	Q1 Better / (Worse)
Operating Revenue	\$ 192.0		\$ 43.8	\$ 45.7	\$ (1.8)
Distributable Income (Net Income)	\$ 84.5		\$ 22.7	\$ 21.4	\$ 1.2
Distributable Cash (calculated)	\$ 115.5		\$ 36.5	\$ 24.9	\$ 11.6
Capital Project Spending	\$ 134.6		\$ 13.4	\$ 36.8	\$ (23.4)



NW Seaport Alliance Scorecard 2021



CARGO VOLUME

	2020 Total	2021 YTD Actuals	2021 Budget
<u>Containers (TEUs)</u>			
International	2.6M	389k	2.9M
Domestic	685k	87k	698k
Break Bulk (Metric Tons)	292k	73k	203k
Autos (Units) <small>NWSA/POT</small>	156	24k	141k



JOB CREATION

	2020 Total	2021 YTD Actuals
ILWU Hours	3.8M	930k



MARKET SHARE

	2020	2021 YTD Feb
Trans-Pacific Trade	7.3%	6.8%
West Coast Ports	12.0%	11.3%



FINANCIAL RETURNS

<i>\$ in millions</i>	2020 Total	2021 YTD Actuals	2021 Total Budget
Distributable Cash	\$115.2	\$36.5	\$114.7
Return on Revenue	42%	43%	41%



ENVIRONMENTAL STEWARDSHIP

	2020 Results	2021 Actuals	2021 Target
Water Quality (Acres of Improve Source Control)	79 Acres	73 acres	100 acres
Air Quality (Diesel Particulate Matter - reduced)	0.23 Tons (DPM)	0.25 Tons	1.7 Tons
Greenhouse Gas Emissions - (reduced)	0	0	250 Tons



OPERATIONS

	2020 Results	2021 Q1 Actuals	2021 Target
Avg Crane Production <small>Net moves per hour (mph)</small>	29.3	28.7	32
Truck Turn Time <small>Avg total experience in minutes</small>	66.4	71.2	< 60

Color Code:

Green: Ahead of Target Yellow: On Target
Red: Behind Target

*Score Card to be provided quarterly

CIP Capital Cash

Project Name	Total YTD Spending
T5 Berth Construction	25,100,616.09
T46 Dock Rehabilitation	1,616,030.51
Wapato Creek Bridge & Culvert Removal	603,559.47
T18 Stormwater Upgrade	516,154.68
WUT Utility Vault Upgrades	330,438.81
T5 Stormwater Treatment System	327,849.40
Blair Dock Fender Replacement	305,103.13
T-46 Stormwater Improvements Basin 2	259,651.32
Husky Tenant Improvements	133,553.70
T5 Reefer Infrastructure North	125,611.63
T5 S. Reefer Plug Restoration	86,480.62
WUT Fender System Replacement	70,152.86
T5 Marine Building North	69,740.13
T5 Hydrant Replacement	52,481.58
EB1 Yard Reconfiguration	50,649.02
Terminal 3/4 Shorepower	41,349.60
Clean Drayage Int'l Truck Que	39,697.19
T30 Central Substation Replacement	22,753.38
Bldg 900, 700 & Guard Shack Roof Replacement	16,453.56
TOTE Admin Bldg Bird System	15,752.98
WUT Crane Power Relocation	15,047.00
T5 RPM Power Supply	12,012.56
WUT Admin & Marine Bldg Roofs	11,245.10
Lot F Security Fencing	10,504.64
GCP Project Oversight	9,255.50
Parcel 1A Inbound Canopy Roof	9,046.40
T5 Clean Truck Gate Equipment	1,741.76
T5 Gate Complex Pavement Restoration	1,463.10
T5 Stormwater System - Grant Funded	1,304.23
T5 Intermodal yard Improvements	1,295.56
PCB Mnt Bldg Insulation & Fans	180.00
SH CBP Lease Tenant Imp	-

Headcount Report

NWSA

	Apr-20	Apr-21	Lower / (Higher) than Prior Year)
Actual HC	50	52	-2
Year End Budget Headcount	56	54	2
Lower/(higher) Year End Budget	6	2	

POT

	Apr-20	Apr-21	Lower / (Higher) than Prior Year)
Actual HC	210	200	10
Year End Budget Headcount	221	215	6
Lower/(higher) Year End Budget	11	15	

2022 Budget Schedule

- **2022-2026 Capital Investment Plan Study Session – Tuesday, August 4th**
 - Review proposed new CIP projects
 - Discuss prioritization of projects
- **2022-2026 Budget Study Session – Thursday, October 28th**
- **2022-2026 Budget Adoption – Monday, November 8th**

