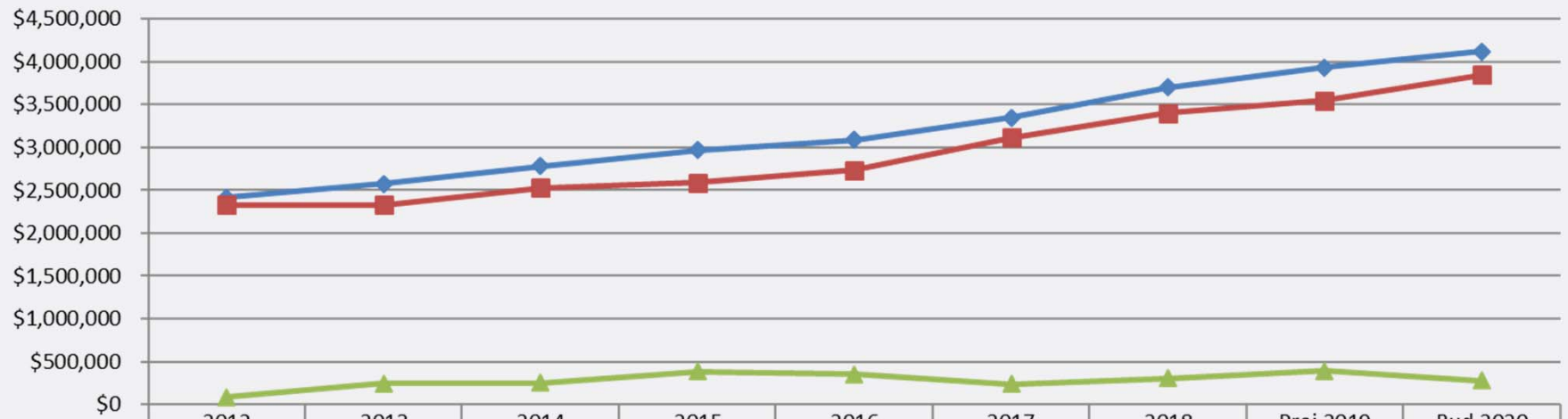




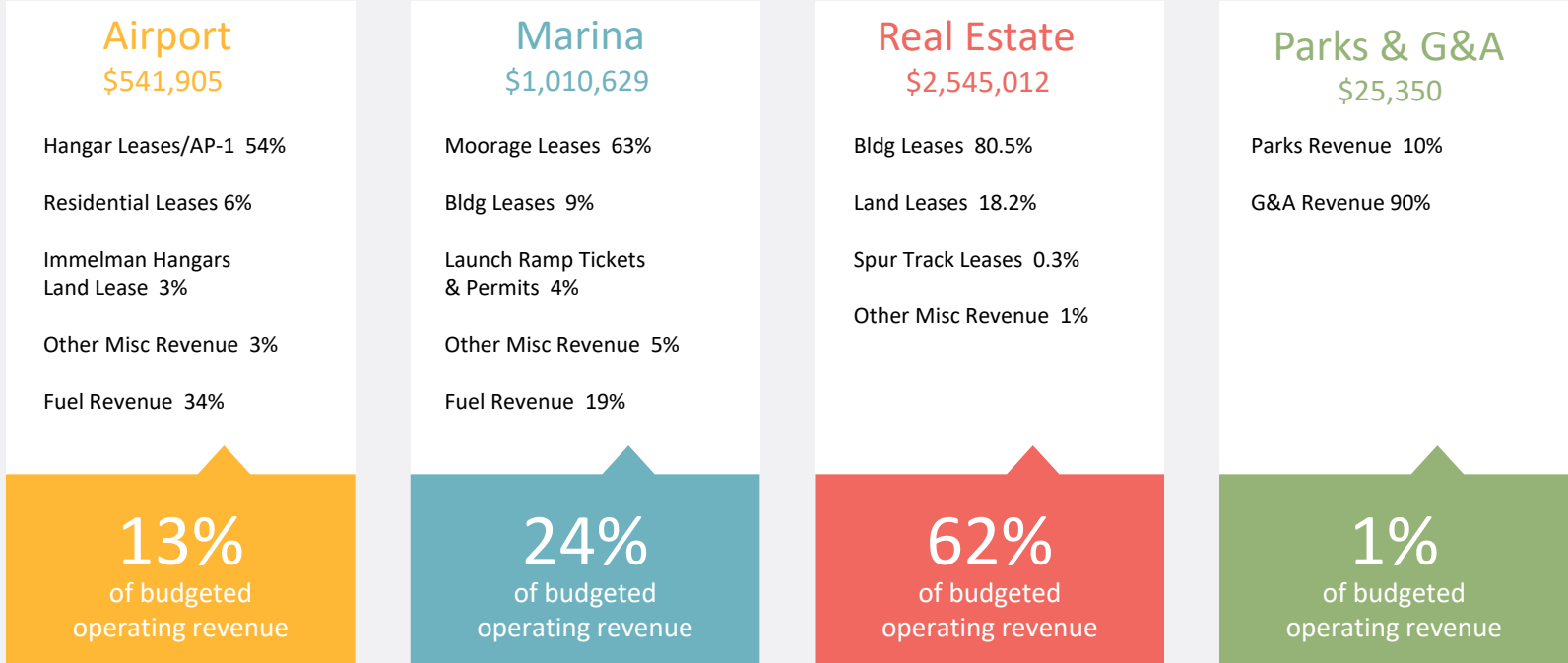
2020 Budget Report

Operating Net Income Trend



	2012	2013	2014	2015	2016	2017	2018	Proj 2019	Bud 2020
◆ Revenue	\$2,414,902	\$2,572,978	\$2,779,774	\$2,969,717	\$3,089,038	\$3,345,915	\$3,702,706	\$3,933,785	\$4,122,897
■ Expenditures	\$2,328,561	\$2,325,972	\$2,531,361	\$2,585,657	\$2,737,478	\$3,111,060	\$3,401,556	\$3,544,425	\$3,845,294
▲ Net Income	\$86,341	\$247,006	\$248,413	\$384,060	\$351,560	\$234,855	\$301,150	\$389,360	\$277,603

Port Operating Revenues

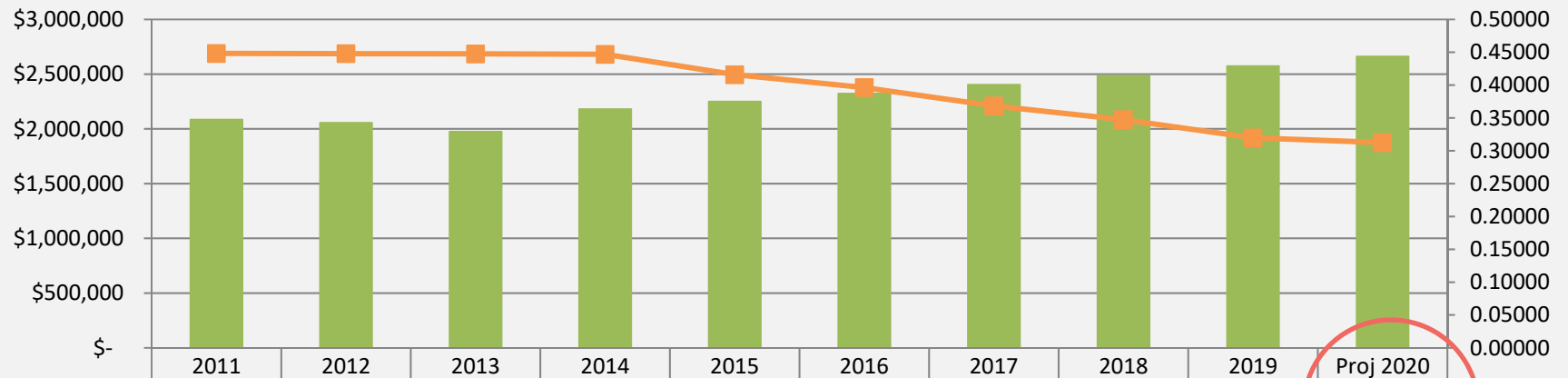




Non-Operating Revenues

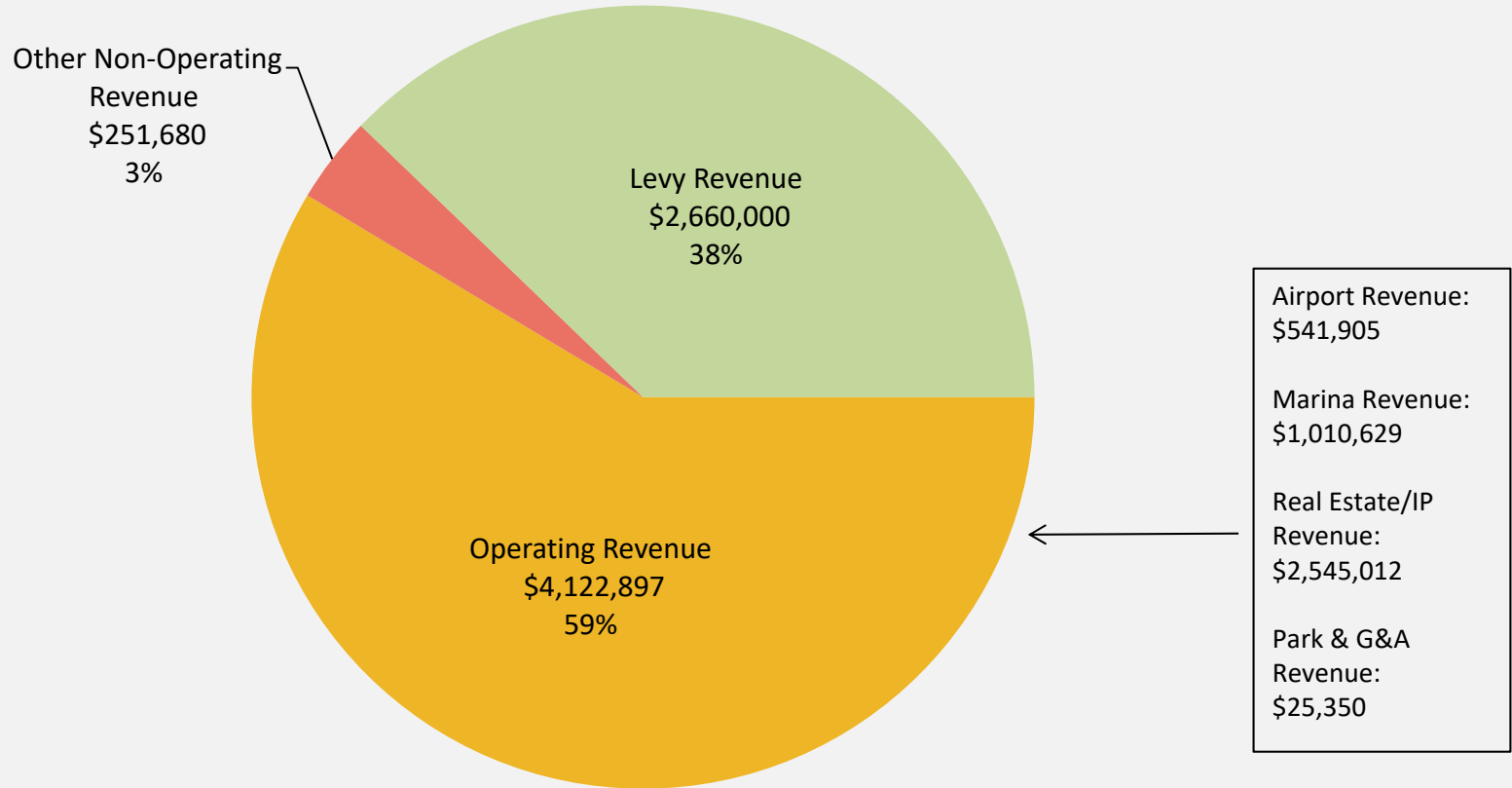
- Levy Revenue:
 - General Tax Levy \$1,211,122
 - Debt Service Tax Levy \$1,448,878
- Lands Sales Revenue: \$141,780
- Investment Income: \$88,700
- Misc Tax Revenue: \$20,000

Levy Amount and Levy Rate Trend



■ Tax Revenue Levied	\$2,084,697	\$2,054,330	\$1,973,667	\$2,180,310	\$2,248,796	\$2,321,504	\$2,402,536	\$2,485,847	\$2,572,758	\$2,660,000
— Levy Rate	0.44828	0.44794	0.44763	0.44691	0.41594	0.39631	0.36833	0.34741	0.31961	0.31254

2020 Total Budgeted Revenues
\$7,034,576



Port Operating Expenditures



10%

of budgeted expenses
\$373,762

- Payroll 28.3%
- Insurance 10.2%
- M&R 6%
- Utilities 4.6%
- Other Misc Expenses 6.5%
- Fuel Expense 44.4%



15%

of budgeted expenses
\$557,840

- Payroll 34%
- Insurance 12%
- M&R 8%
- Utilities 7%
- Other Misc Expenses 7%
- Fuel Expense 32%



20%

of budgeted expenses
\$775,126

- Payroll 49%
- M&R 18%
- Insurance 16%
- Utilities 6%
- Other Misc Expenses 7%
- Outside Services 4%



55%

of budgeted expenses
\$2,138,566

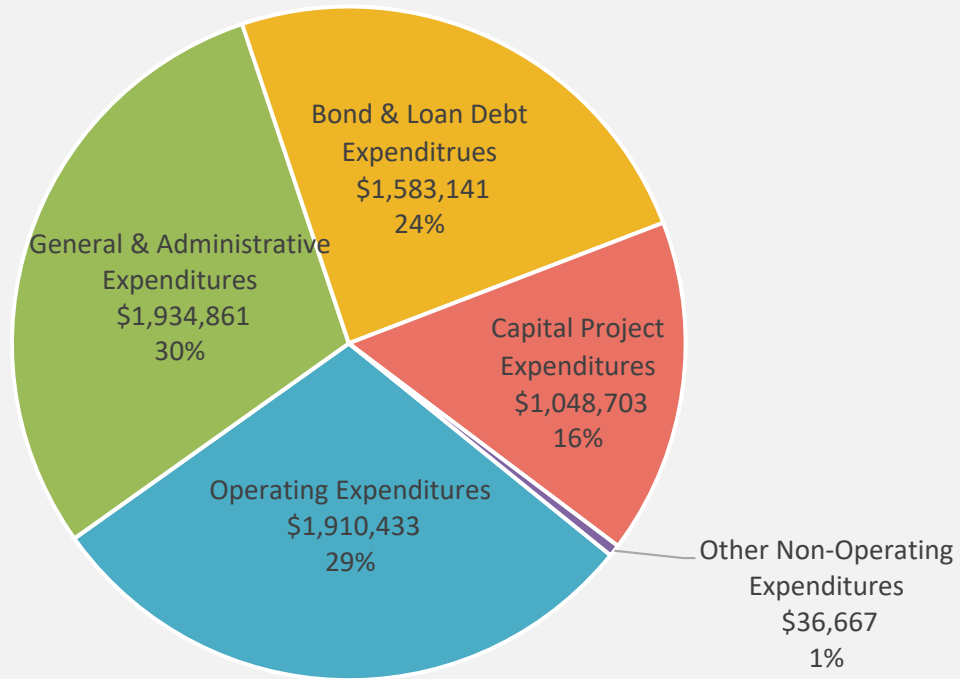
- G&A 90%
- Parks 10%



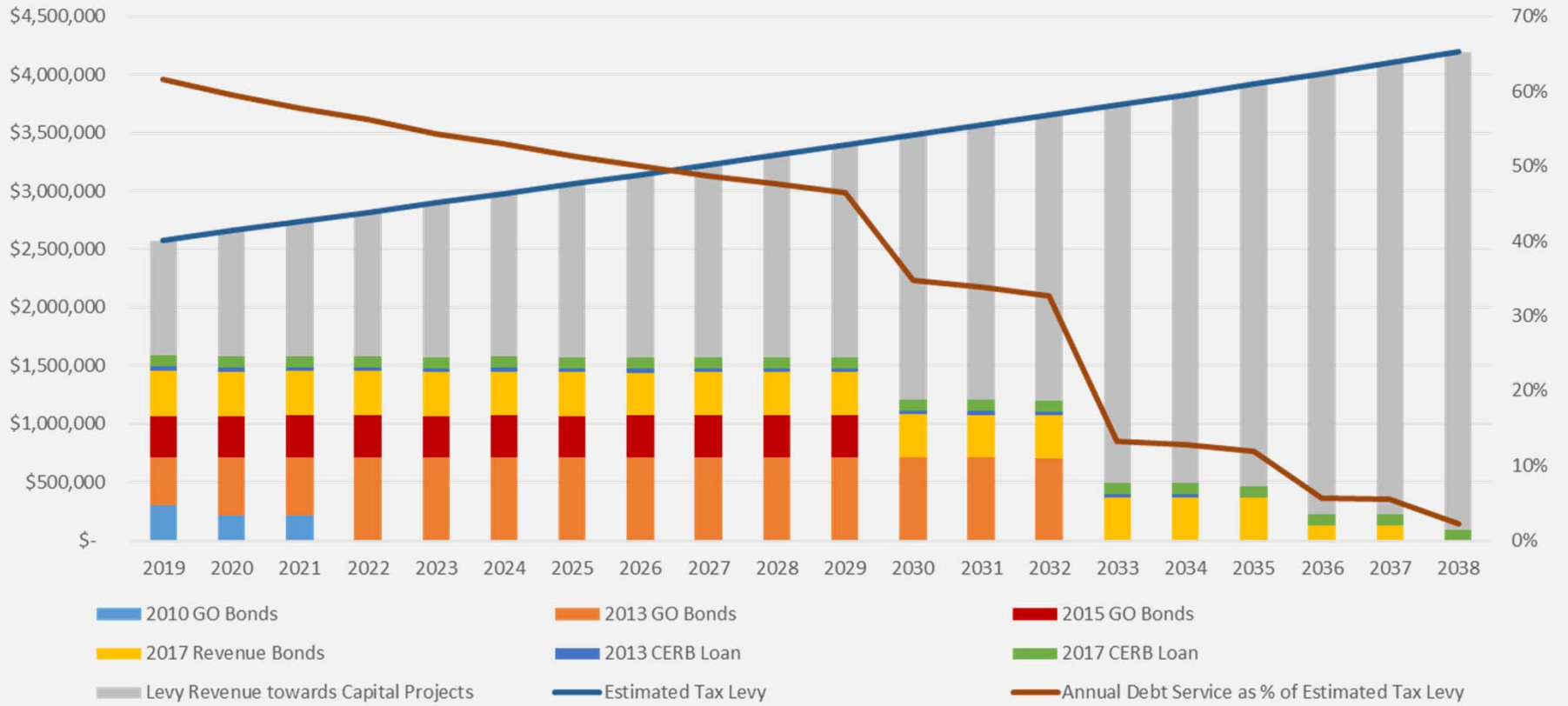
Non-Operating Expenses

- Bond Expense:
 - 2010 Bond Debt \$214,175
 - 2013 Bond Debt \$498,591
 - 2015 Bond Debt \$353,513
 - 2017 Bond Debt \$382,600
- CERB Loan: \$131,863
- Capital Improvement Projects: \$1,048,703

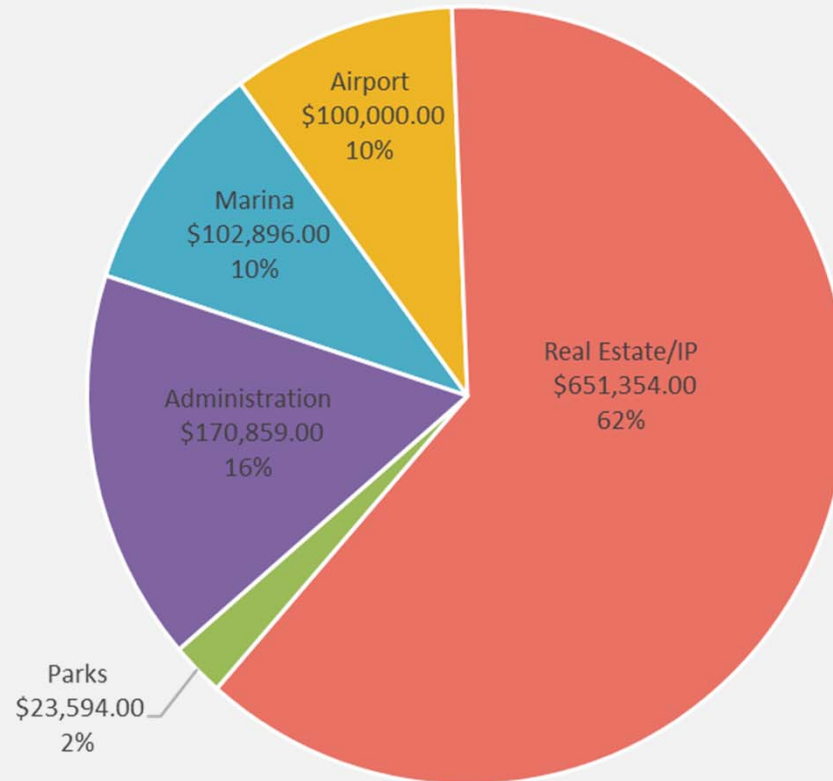
2020 Total Budgeted Expenditures
\$6,513,804



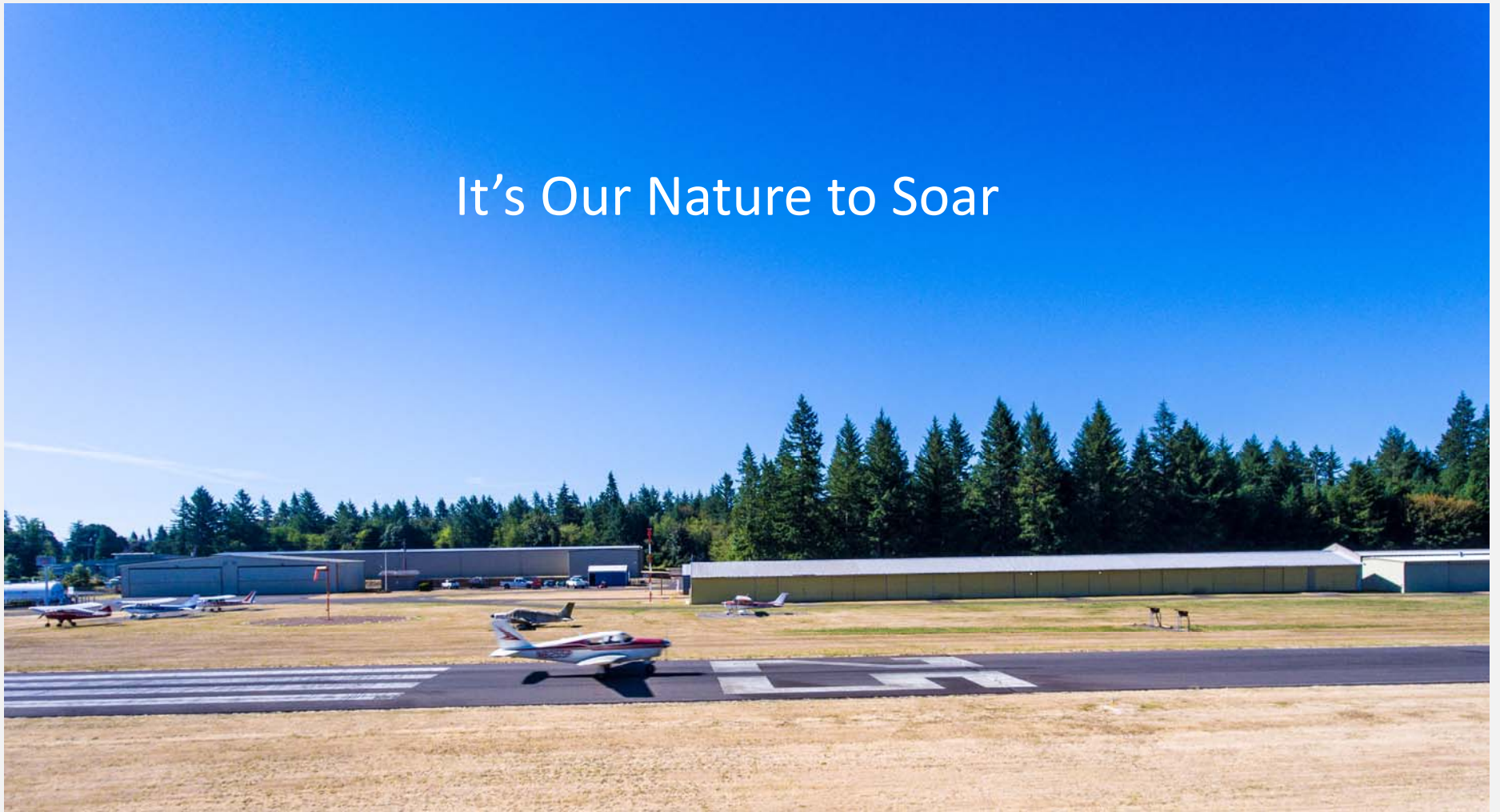
Debt Profile and Estimated Tax Levy



Allocation of Capital Projects to Operations



It's Our Nature to Soar





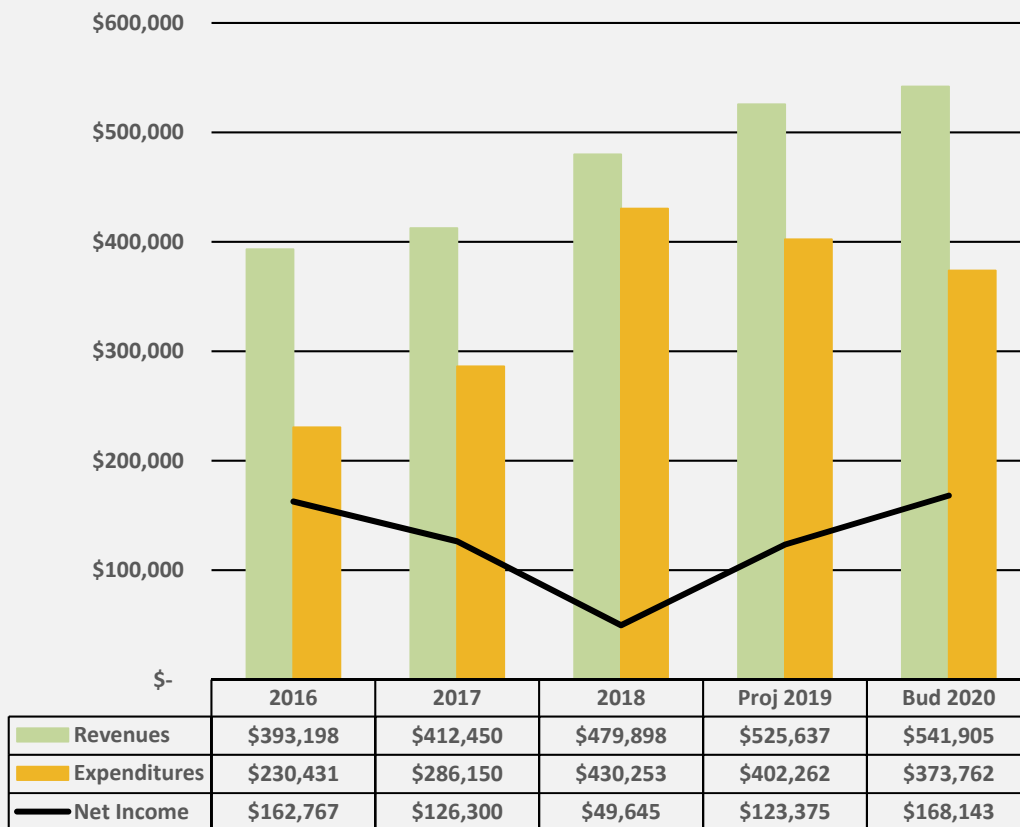
Airport Operations

Hangar Rates: 4% increase

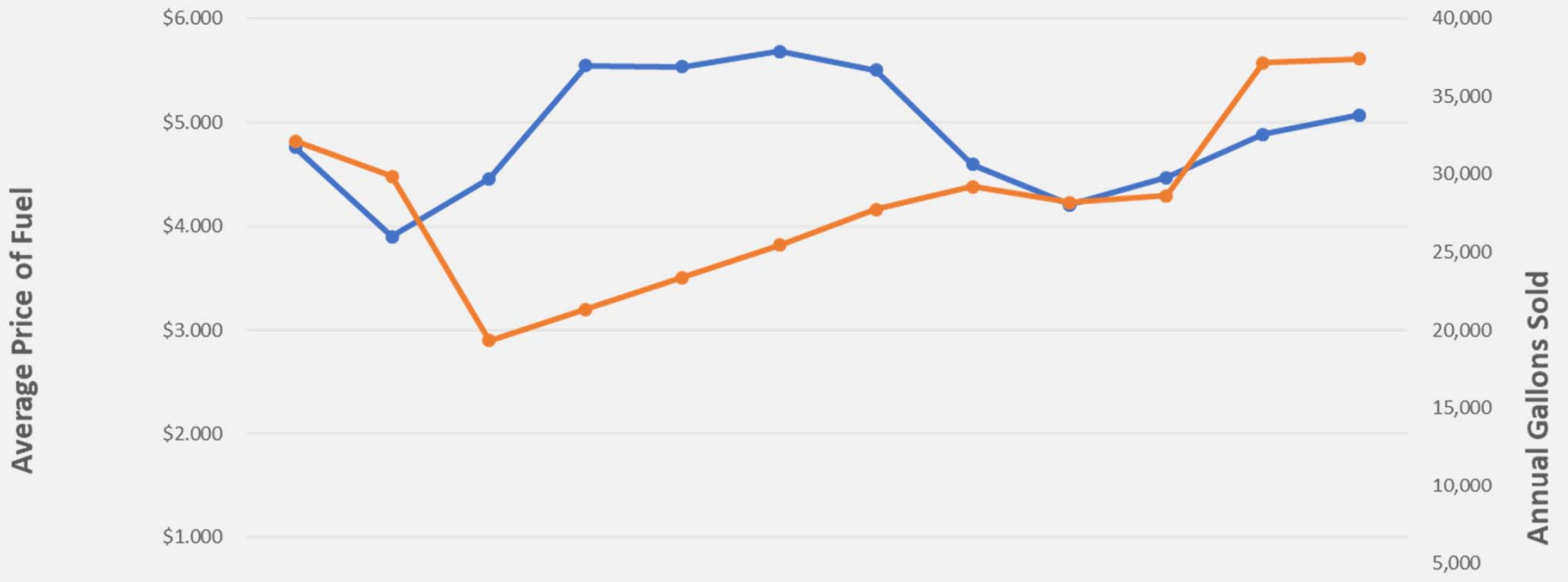
Electrical Rates: \$17/mo (was \$13)

- ✈ Fuel Sold Increasing while prices increasing
- ✈ Student Pilot Training increasing nationwide
- ✈ Flight Planning Center – Coming 2020

Airport 5 Year Revenue & Expenditures Trend



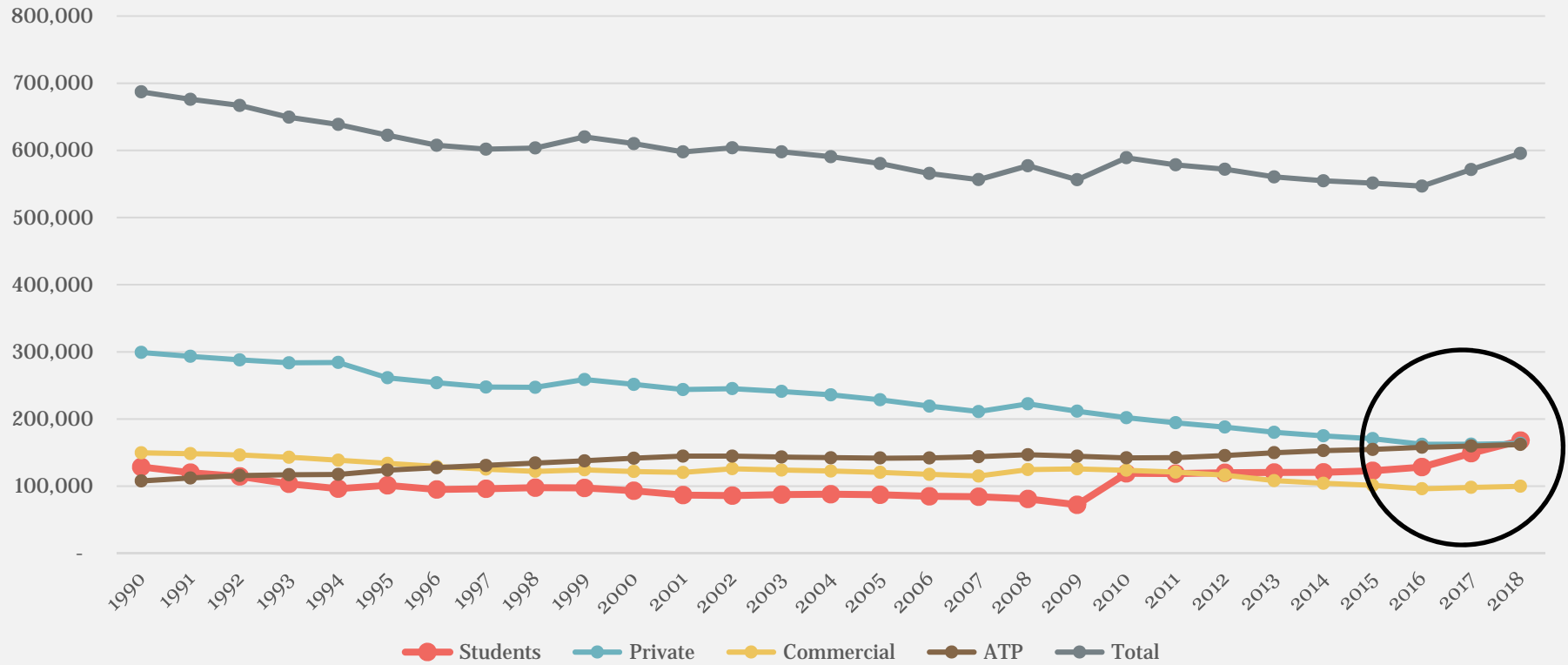
Fuel Pricing and Annual Gallons of Fuel Sold Trend



	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019 Proj
● Avg Fuel Price	\$4.755	\$3.899	\$4.456	\$5.543	\$5.532	\$5.684	\$5.500	\$4.592	\$4.203	\$4.469	\$4.884	\$5.070
● Annual Gallons Sold	32,133	29,869	19,328	21,331	23,355	25,452	27,757	29,202	28,188	28,614	37,131	37,420

Active FAA Certificated Pilot Trend

Source: GAMA 2018 Annual Report



10-YEAR AIRPORT CAPITAL PROJECTS

Total Cost \$2,582,129

2010

- Liehr Property Purchase

2011

- Fuel Tank System Upgrade

2012

- Taxiway Paving
- Tree Clearing SW corner of airport

2013

- Energy Efficient Lighting

2014

- C Row & AP-1 Demo & Construction
- Paving Entry and Taxiways

2015

- Repaint Fuel Tank

2016

- A Row 20 Amp Circuit Install

2017

- Runway & Beacon Light Upgrade
- A Row Sheet Rock

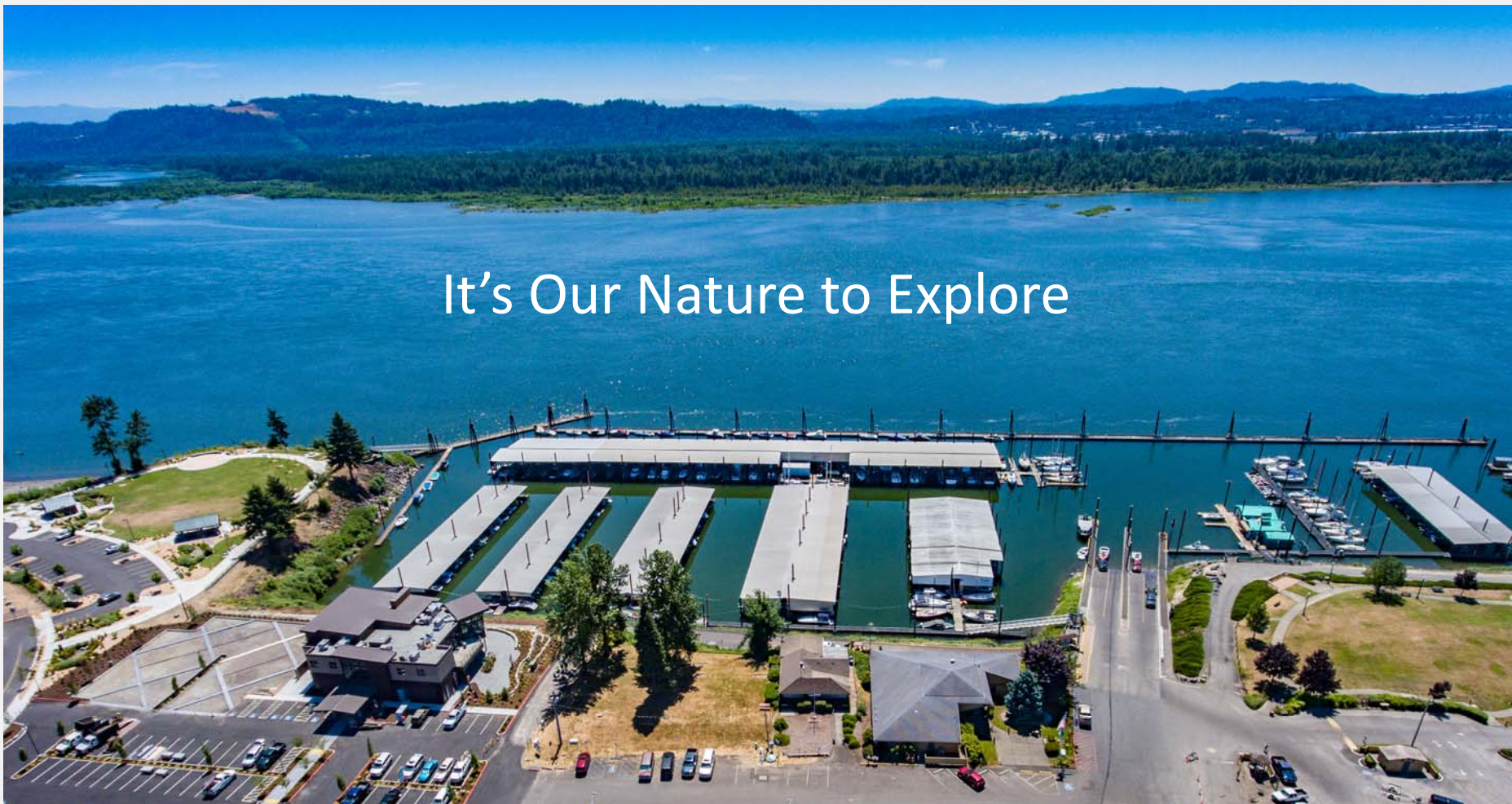
2018

- Upgrade Camera System
- Fuel Terminal Upgrade
- Roof Seal A Row

2019

- Luse Property Purchase
- AP-6 Remodel
- Roof Seal B & D Rows
- Taxiway Widening & Asphalt Sealing
- Sealing Taxiway next to Runway

It's Our Nature to Explore





Marina Operations

Marina Rates: 4% increase

Non-Metered Electrical Rates: \$19/\$21/mo
(was \$17/\$19/mo)

Metered Electrical Rates: \$25 base fee/qtr
(was \$20/qtr)

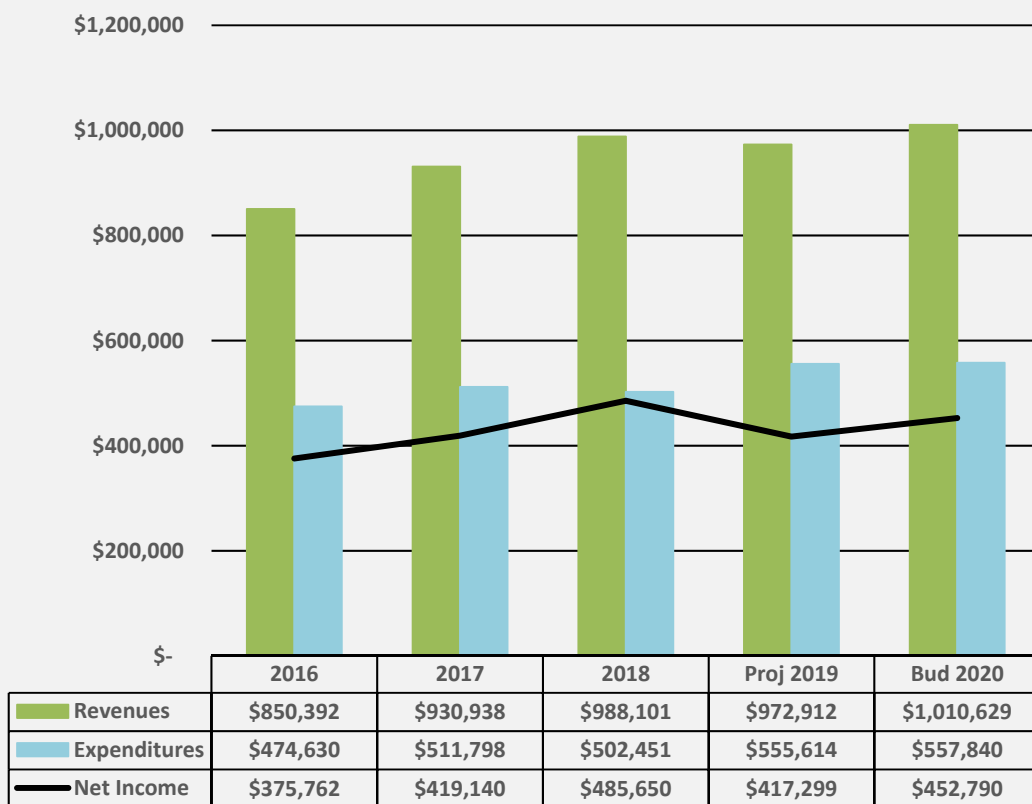
⚓ Est. 2019 Average Annual Occupancy **96.8%**

⚓ Design of Breakwater Access Ramp

⚓ Tourism: Portland Spirit Discussions



Marina 5 Year Revenue & Expenditure Trend

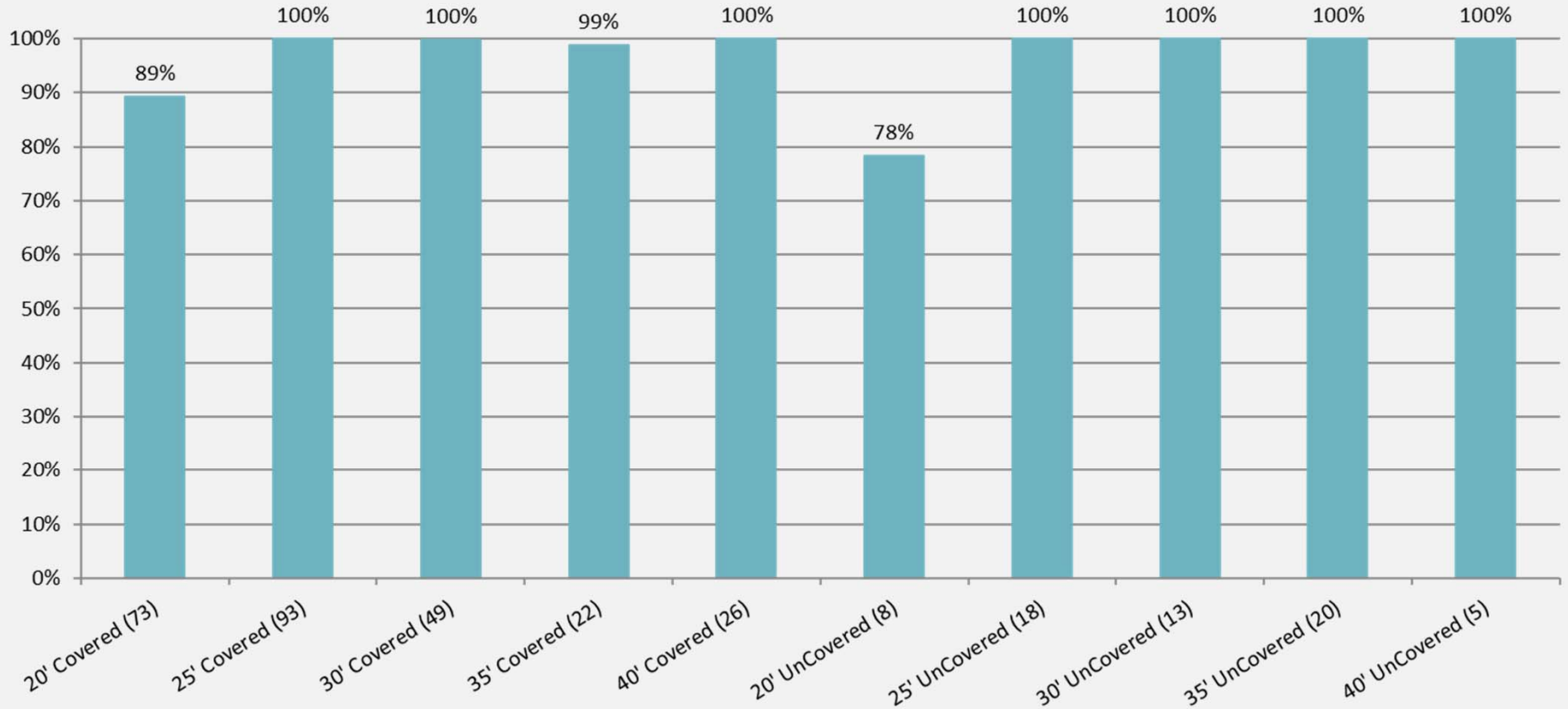


Moorage Slip Occupancy Rates 6 Year Trend

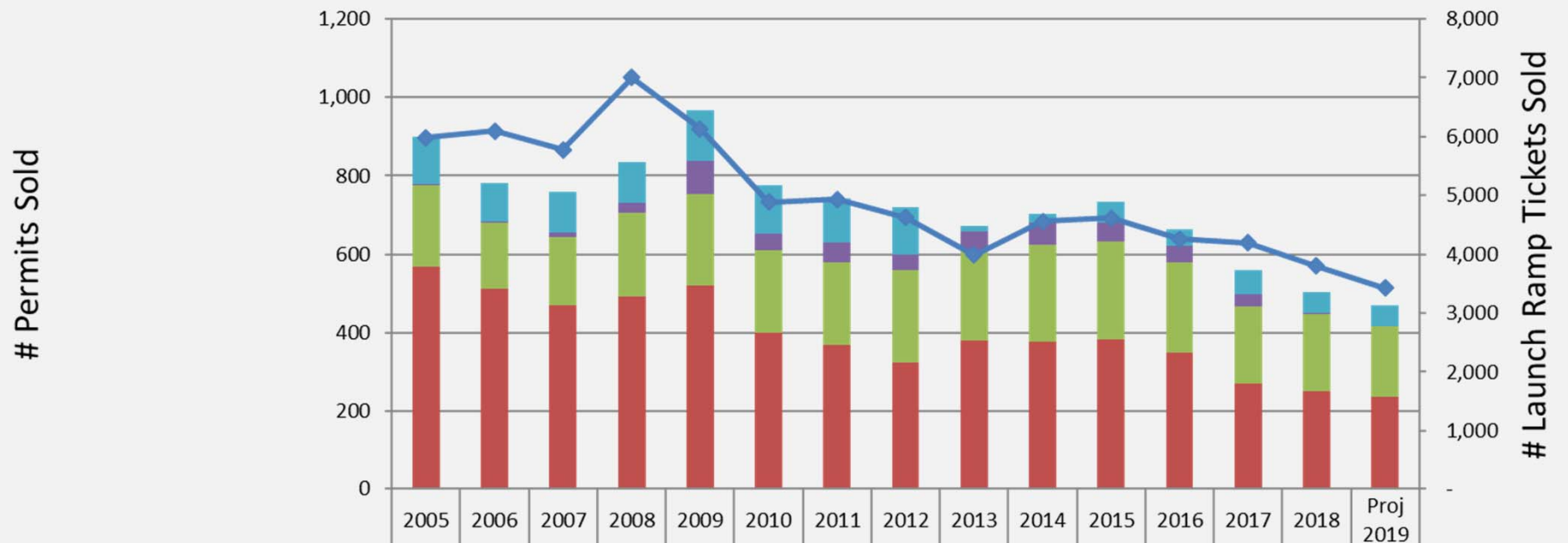


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Avg %
2014	65%	69%	82%	92%	98%	99%	99%	99%	97%	84%	70%	64%	84.78%
2015	65%	72%	93%	98%	100%	98%	100%	100%	95%	79%	72%	66%	86.48%
2016	69%	80%	100%	100%	100%	100%	100%	100%	98%	84%	71%	67%	89.03%
2017	75%	95%	100%	99%	100%	100%	100%	100%	98%	89%	79%	76%	92.58%
2018	83%	90%	100%	100%	100%	100%	100%	100%	98%	92%	85%	83%	94.25%
Proj 2019	86%	90%	97%	99%	100%	100%	100%	100%	99%	98%	97%	96%	96.83%

Average Annual Occupancy by Slip Size



Launch Ramp Tickets & Permits Sold



	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Proj 2019
# Addtl Permits	119	98	104	103	130	123	112	121	16	24	53	42	61	52	52
# Commercial Permits Sold	4	3	11	25	85	41	50	41	47	56	49	41	32	4	1
# Senior Permits Sold	208	168	173	214	233	212	209	236	230	248	248	232	197	195	179
# Annual Non-tenant Permits Sold	567	513	471	492	519	399	370	323	380	376	384	348	270	252	237
# Launch Ramp Tickets Sold	5,980	6,095	5,775	6,998	6,129	4,885	4,935	4,628	3,989	4,563	4,615	4,261	4,195	3,799	3,429

10-YEAR MARINA CAPITAL PROJECTS

Total Cost \$3,144,183

2010

- A Row Upgrade to Fingers & Wheels
- Energy Efficient Lighting

2011

- New Launch Ramp Ticket Machine
- Energy Efficient Lighting

2012

- H Dock & Headwalk Upgrade, and 24 Piling Upgrade

2013

- 12 Electrical Pedestals Installed on Breakwater Dock
- (3) Waverunner Installations

2014

- Rerock Parking Lot
- Upgrade Gate Card System

2016

- (8) Waverunner Installations
- Dredging

2017

- Upper Marina Electrical Upgrade
- Installed 18 Cameras (12 New, 6 Replaced)

2018

- Fuel Dock Rebuild
- (13) Waverunner Installations
- Fuel Line Upgrade

2019

- Fuel Terminal Upgrade
- J Dock Rehabilitation
- Upper Marina Electric

It's Our Nature to Thrive

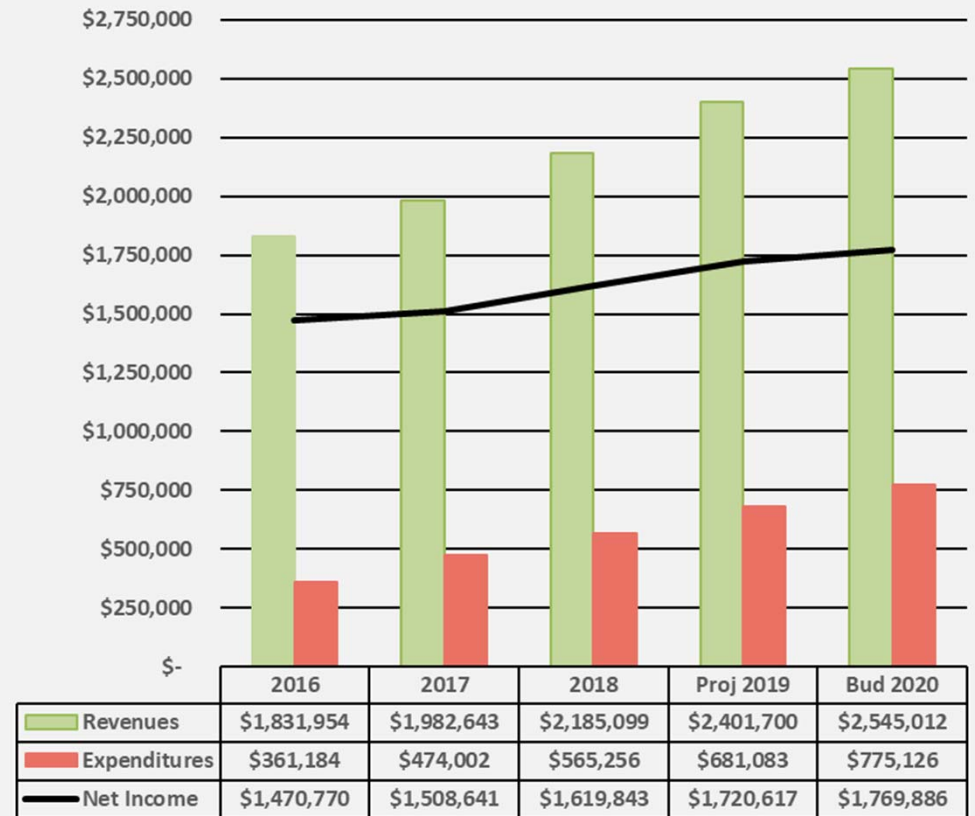




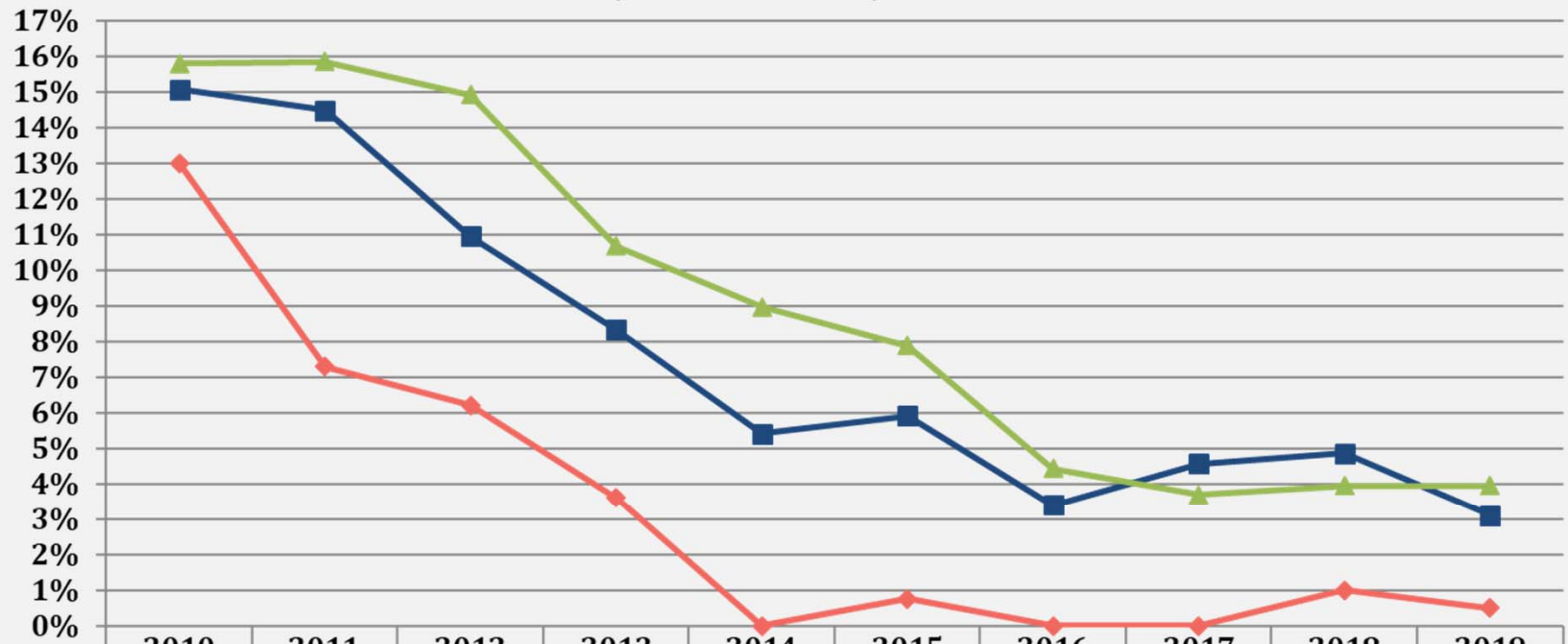
Real Estate/IP Operations

- 100% Occupancy
- 19 Buildings/294,000 sq ft bldg. space
- 54 Businesses of which 29 have a Port lease
- Bldg 20 Design
- Since April, we have turned away 5 businesses with 22,000 sq ft bldg space needed.

IP/Real Estate 5 Year Revenue & Expenditures Trend

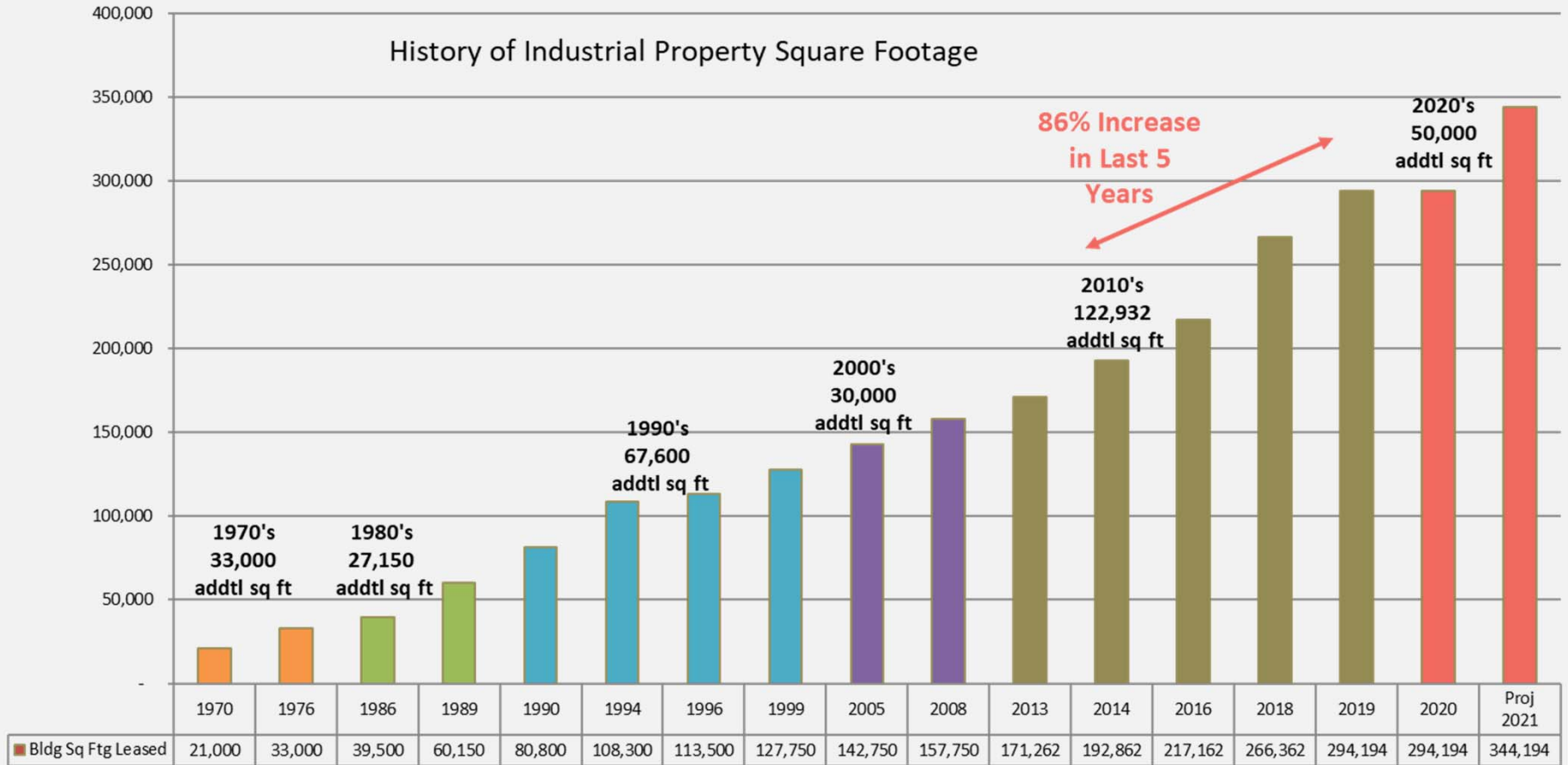


10 Year Average Annual
Vacancy Rate Trend Analysis



	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
—◆— POCW	13%	7.3%	6%	4%	0%	0.8%	0%	0%	1%	0.5%
—■— Vancouver	15.1%	14.5%	11.0%	8.3%	5.4%	5.9%	3.4%	4.6%	4.9%	3.1%
—▲— Portland	15.8%	15.9%	14.9%	10.7%	9.0%	7.9%	4.4%	3.7%	3.9%	4.0%

History of Industrial Property Square Footage







It's Our Nature to Preserve





Parks & Trails

-  DNR Contract to maintain parks/trail water edge
-  National Trails Day Event – June 2020
-  Expand School Field Trip Program – Collaboration with LCEP
-  Washougal Connector Trail – Summer 2020

2020 PARKS BUDGET

Revenues

Adopt-a-bench	\$	2,500
Total Park Revenues	\$	2,500

Expenditures

Payroll	\$	133,421
Marketing	\$	2,000
Outside Services	\$	3,000
Supplies	\$	2,500
Janitorial	\$	2,000
Insurance	\$	3,684
Utilities	\$	20,600
Misc Expenses	\$	500
Maintenance & Repair (Equipment)	\$	3,000
Maintenance & Repair (Structures)	\$	3,000
Maintenance & Repair (Grounds)	\$	30,000
Total Park Expenditures	\$	203,705
Net Income	\$	(201,205)



WHAT'S NEXT IN 2020:

- MOU with Rkm
- Execution of a signed Development Agreement
- Contract with DOWL – Stormwater Outflow