



**MILLS to  
MARITIME**  
RESTORING JOBS. STRENGTHENING ECONOMY.

# 2020 Goals & Metrics

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Chief Financial Officer

August 11, 2020



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# Financial Metrics

		Goal	1H 2020
Port Wide			
	Operating Revenue	\$31.3m	\$13.7m
	Operating Expense	\$24.0m	\$11.0m
	Operating Income	\$7.2m	\$2.7m
	Overall Benefits	\$3.5m	\$1.8m
	General & Administrative Costs	\$4.2m	\$2.1m
Marine Terminals			
	Operating Revenue	\$17.9m	\$9.5m
	Operating Margin	31.2%	22.5%
	Operating Income	\$5.6m	\$1.6m

# Financial Metrics

		Goal	1H 2020
Marina			
	Operating Revenue	\$10.4m	\$4.9m
	Operating Margin	40.1%	42.2%
	Operating Income	\$4.2m	\$2.1m
	Fuel Sales	\$.32m	\$.11m
	Permanent Moorage	\$7.7m	\$3.7m
	Storage & boatyard	\$.32m	\$.28m
	Transient Moorage Revenue	\$.26m	\$.05m
Property			
	Operating Revenue	\$3.0m	\$1.7m
	Operating Expenses	\$1.3m	\$0.6m
	Operating Income	\$1.7m	\$1.1m

# Operational Metrics

	Goal	1H 2020	
Port Wide			
	Business partnership with CIC	Underway; City of Arlington has identified a piece of property for the Port to lease in the CIC	
	Industrial protection overlay zoning with city	Draft overlay zone language nearing completion, expect adoption as part of the Rehint Zoning process	
Marine Terminals			
	Increase forest products and ag product business	Reached agreement with pulp exporter to expand shipments through the Port	
	New cranes in operation	Working on crane drive upgrades in preparation for move to wharf in November	
		<b>2020 YTD</b>	<b>2019 YTD</b>
	Containers	1,333	1,972
	Ship Calls	56	72
	Tonnage	104,512	105,664

# Operational Metrics

	Goal	1H 2020	
Marina			
	Recruit a boat rental company as new tenant	Port has secured two LOIs for boat share/rental companies for our new A17 building	
	Implement new guest moorage system	Agreement with DockWa for guest advance reservations	
	Relocate commercial fishing storage from current location	Identified location, in discussions with prime users about relocation and new tenant association	
		<b>2020 YTD</b>	<b>2019 YTD</b>
	Occupancy %	93%	93%
	Guest visits	2,848	3,057
	Fuel Sales – gallons	118,479	155,446
Properties			
	New development – 1 restaurant pad lease and 1 office pad lease	In discussion with 3 restaurants regarding Fisherman’s Harbor, while building design is advancing. Office interest has declined due to Covid issues	
	Prepare to lease Ameron property Complete Bayside expansion Transfer Riverside Infrastructure	Touring potential tenants at Ameron while completing site study, evaluating funding options for improvements In discussions with Bayside Completed transfer, except for sewer system	
	Contract with maintenance management firm	Issued RFI to gather information on suppliers. Results due back August 13	

# Operational Metrics

	Goal	1H 2020
Other		
	Security OT less than \$8,000 per month	Average \$7,872 per month, tracking with goal
	Insure upland dredge disposal options	Reached agreement with city to continue to use "Parcel O". Continuing search for long term solution
	Secure MTCA loan for Mill A	Port Commission to consider loan approval August 11
	Update Economic Impact Study	Project underway, the draft report is complete; will serve as a benchmark to get back to pre-COVID
	Website rebuild	Project underway, expected to be launched this fall
	Community assessment survey	Project postponed for financial reasons

# Covid Spending Plan Changes

2020	
	Hiring Freeze – 10 positions – reduced exempt staff raises to 2%, eliminated market adjustments, early retirement option – in talks with the union about financial participation
	No summer seasonal employees hired
	Travel / Training Freeze
	Reduce Promotional Hosting
	Reduce Advertising
	Close gates at terminal when possible
	Limit EPD emphasis patrols
	Multi-million in project deferrals
<b>Expect many of these reductions / deferrals to continue throughout 2021</b>	



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**Thank You!**



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