



Q2 2022 Financial Results

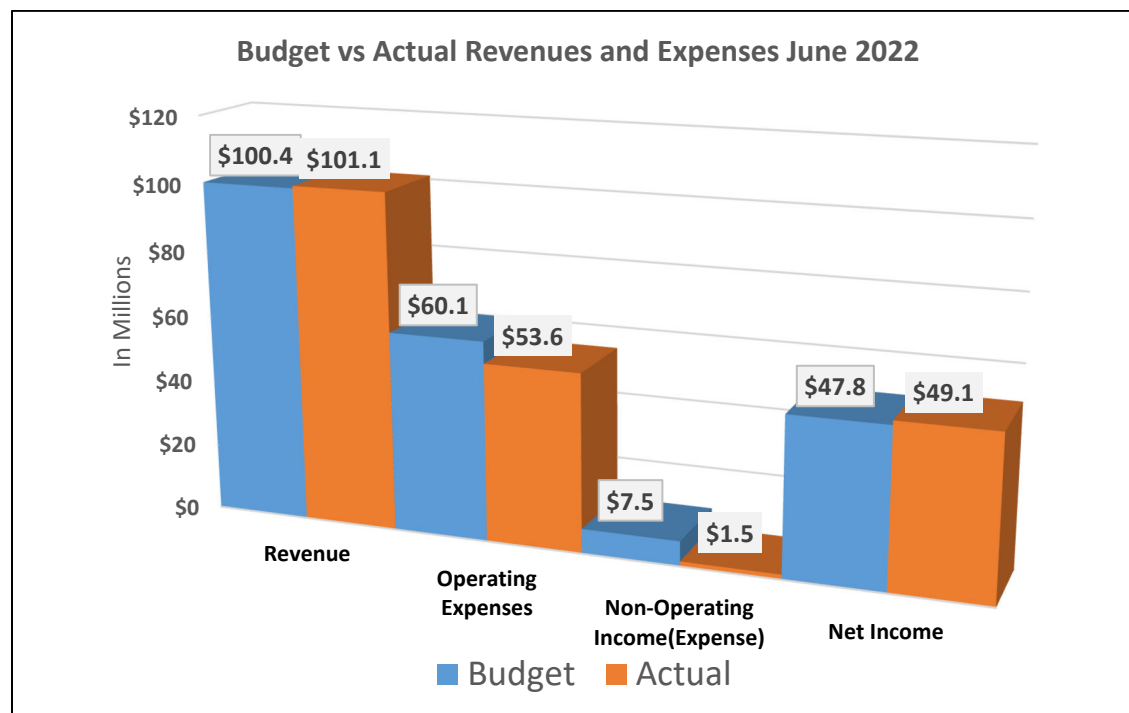
As of June 30, 2022

July 19, 2022

June 2022 Financial Summary - NWSA

Note: In 2021, the NWSA implemented the new lease accounting standard, GASB 87, which reduced operating revenues and increased interest for the same amount, resulting in no overall impact on net income. Therefore, beginning in 2021, our internal financial reports will exclude the impact of GASB 87.

Actuals vs. Budget



Revenue through June of \$101.1 million was \$0.7 million and 1%, above budget. Non-container revenue was \$2.0 million above budget driven by breakbulk revenue that was \$3.1 million above budget (tonnage above budget by 18% and military cargo revenue), offset by lower auto revenue of \$1.0 million on 29% lower volume. Container revenue was \$1.7 million below budget from lower intermodal revenue of \$3.1 million due to lower lift volumes (NIM -17%, SIM -10%, HIM -28%, PIM -18% and T5 -29%). The lower intermodal revenue was offset by increases in straddling and crane rental revenue at Husky Terminal of \$0.8 million due to congestion. In February, the MSC service shifted from Husky to T5 resulting in lower crane, straddling, and intermodal revenue at Husky beginning in April after the congestion was relieved and will continue until the PN3 returns in July. T46 was above budget by \$0.8 million from the Pacific Crane Maintenance lease that was not budgeted, and lease escalations and short-term expansion agreements. These increases were offset by T5 revenue that was below budget by \$1.1 million as the budget assumed 85 lease acres but current lease is for 65 acres. Overall, June total TEU volumes decreased 10% and YTD volumes decreased 4% compared to the previous year. Real Estate revenue was above budget by \$0.4 million for new leases and rent escalations.

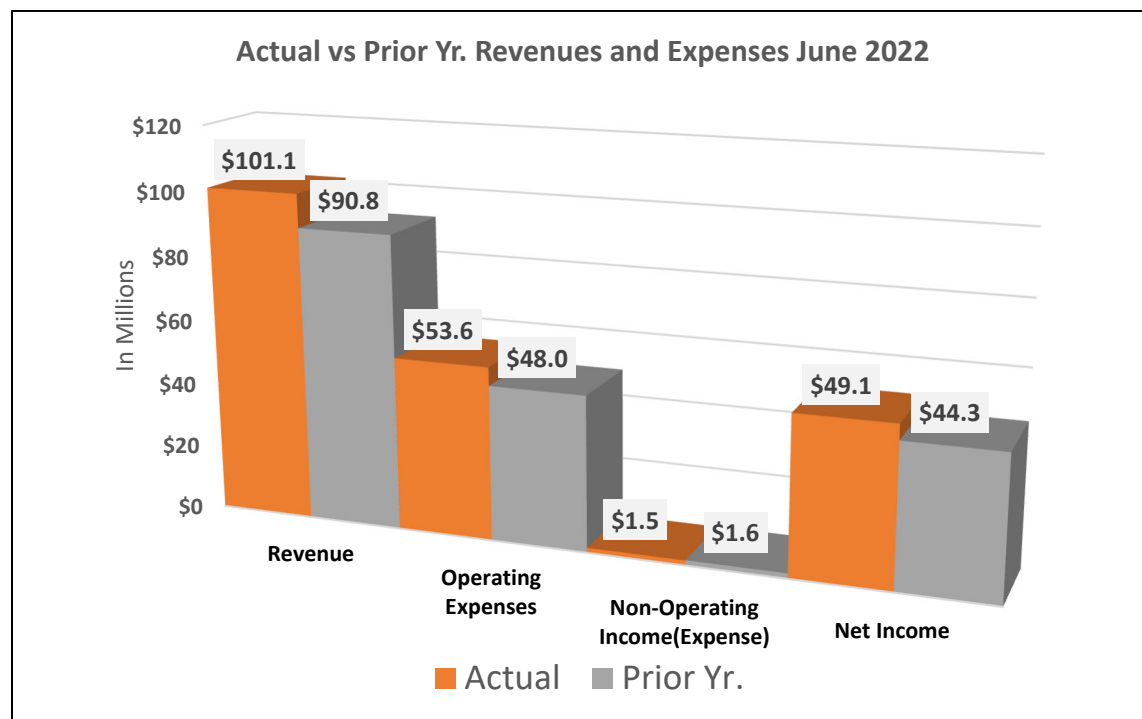
Operating expense of \$53.6 million was \$6.5 million under budget. Operating expense before depreciation was \$5.2 million and 11% below budget primarily due to timing on maintenance repairs of \$5.8 million (for T5 gate complex repair, maintenance dredging, paving, terminal repairs, contingency placeholder). Administrative expense was under budget by \$1.0 million for lower support services costs, and environmental expense was below budget by \$1.0 million primarily due to permanent savings of \$0.5 million in legal fees for the W. Sitcum Soundkeepers lawsuit that was settled in 2021 and timing of air quality projects. Offsetting the positive variances were higher operations costs of \$2.7 million for unbudgeted T5 longshore shuttle costs and terminal gate repairs, T30 substation repairs, and higher revenue related breakbulk costs of \$1.0 million. Depreciation of \$10.3 million was \$1.3 million under budget primarily due to timing of asset capitalizations at T5.

Operating income of \$47.5 million was \$7.2 million and 18% above budget.

Net non-operating income of \$1.5 million was \$6.0 million below budget. Interest income was below budget by \$1.4 million due to the non-cash loss on the market value of investments. Non-operating income was \$1.7 million above budget primarily from settlement proceeds (former West Sitcum terminal operator APM Terminals). Grant income was below budget by \$6.3 million primarily due to timing of \$3.5 million on the T5 stormwater project and \$1.9 million for T5 shore power recorded in 2021, and timing on Husky shore power of \$0.7 million.

As a result, net income was \$49.1 million and \$1.2 million above budget and will be split 50/50.

Current Year Actuals (YTD) vs. Prior Year Actuals (YTD)



Year to date revenue of \$101.1 million was \$10.3 million and 11% above the prior year. Container revenue increased \$5.7 million, driven primarily by the opening of Terminal 5 that increased revenue by \$5.2 million as well as new leases at T46 increased revenue by \$1.3 million and increases from other terminal rent escalations and short-term leases of \$1.3 million, offset by lower crane revenue at Husky of \$1.1 million and decline in intermodal revenue of \$1.5 million. Non-Container revenue increased over the prior year by \$3.1 million with breakbulk revenue up \$4.1 million (tonnage up 50%), offset by a decrease in auto revenue of \$1.0 million (units down 15%) due to higher revenue sharing of \$0.7 million. Real estate revenue increased over the prior year by \$1.5 million and 24%.

Operating expenses of \$53.6 million were \$5.5 million higher than the prior year; operating expenses before depreciation were above the prior year by \$2.5 million and depreciation was above the prior by \$3.0 million from new asset additions at T5. The increase in operating expense before depreciation was driven by revenue related longshore labor and operating costs that supports the increase in breakbulk and straddler/crane revenues totaling \$2.0 million, T5 longshore shuttle costs and repairs for the T5 gate complex of \$1.0 million, PCT culvert repairs and other terminal repairs were offset by prior year rail incentives of \$1.8 million and lower T30 generator rentals of \$0.3 million.

Operating income of \$47.5 million was \$4.8 million and 11% above the prior year.

Net non-operating income of \$1.5 million was \$0.1 million below the prior year. Interest income was below the prior year by \$1.5 million due to the non-cash loss on the market value of investments and was offset by an increased in non-operating income of \$1.4 million from settlement proceeds (former West Sitcum terminal operator APM Terminals). Grant income was comparable with the prior year, with current grant income of \$1.6 million from the T5 stormwater system of \$1.1 million and for the T5 shore power infrastructure of \$0.5 million

This resulted in net income of \$49.1 million, which was \$4.7 million and 11% above the prior year.

Balance Sheet and Cashflow: Cash and investments totaled \$54.0 million at the end of June which is comparable to \$53.7 million at the beginning of the year. Cash distributions to homeports were \$64.0 million compared to \$65.3 million in the prior year, the decrease is due to the distribution of investment income in the prior year of \$1.4 million. NWSA capital spending through May was \$30.0 million of which \$4.5 million will be received in July.



**THE NORTHWEST
SEAPORT ALLIANCE**

	2022					2021						
	BUDGET		ACTUAL		VARIANCE FAV/(UNFAV)	%	VARIANCE FAV/(UNFAV)		%			
Operating Revenue	\$	100,392	\$	101,123	\$	731		\$	90,756	\$	10,367	11%
Operating Expenses		48,416		43,258		5,158	11%		40,749		(2,509)	-6%
Depreciation		11,635		10,319		1,316	11%		7,295		(3,024)	-41%
Total Operating Expenses		60,051		53,577		6,474	11%		48,044		(5,533)	-12%
Operating Income		40,342		47,545		7,203	18%		42,712		4,833	11%
Non-Operating Income(Expense)												
Interest Income		85		(1,333)		(1,418)	-1668%		182		(1,515)	-832%
Non-Operating Income(Expense)		(456)		1,264		1,720	377%		(97)		1,361	1403%
Grant income		7,868		1,577		(6,291)	-80%		1,536		41	3%
Total Non-Operating Income(Expense)		7,497		1,508		(5,989)	-80%		1,621		(113)	-7%
Net Income	\$	47,838	\$	49,054	\$	1,216	3%	\$	44,333	\$	4,721	11%

NOTE: Operating revenue and non-operating expenses excludes G87 lease interest.

(Dollars in Thousands)		2022				2021			
DESCRIPTION	BUDGET	ACTUAL	FAV/(UNFAV)		%	ACTUAL	FAV/(UNFAV)		%
			\$				\$		
Container									
Operating Revenue	\$81,832	\$80,160	(\$1,672)		-2%	\$74,417	\$5,743		8%
Operations	10,836	12,521	(1,685)		-16%	13,529	1,008		7%
Maintenance	9,262	4,949	4,313		47%	4,547	(402)		-9%
Depreciation	10,734	9,442	1,292		12%	6,582	(2,860)		-43%
Total Operating Expense	30,832	26,912	3,920		13%	24,658	(2,254)		-9%
Operating Income - Container	51,000	53,248	2,248		4%	49,759	3,489		7%
Non- Container									
Operating Revenue	11,023	13,065	2,042		19%	9,969	3,096		31%
Operations	5,884	6,848	(964)		-16%	4,356	(2,492)		-57%
Maintenance	916	753	163		18%	783	30		4%
Depreciation	499	498	1		0%	473	(25)		-5%
Total Operating Expense	7,299	8,099	(800)		-11%	5,612	(2,487)		-44%
Operating Income - Non-Container	3,724	4,966	1,242		33%	4,357	609		14%
Real Estate									
Operating Revenue	7,537	7,897	360		5%	6,371	1,526		24%
Operations	156	154	2		1%	138	(16)		-12%
Maintenance	211	170	41		19%	75	(95)		-127%
Depreciation	54	50	4		7%	50	0		0%
Total Operating Expense	421	374	47		11%	263	(111)		-42%
Operating Income - Real Estate	7,116	7,523	407		6%	6,108	1,415		23%
Other Expenses									
Commercial Administration	6,603	5,759	844		13%	4,875	(884)		-18%
Infrastructure and Administration Expense	14,897	12,433	2,464		17%	12,636	203		2%
Total Operating Income	\$40,342	\$47,545	\$7,203		18%	\$42,712	\$4,833		11%

* This table excludes lease interest.

Operating Income by Line of Business

Actual vs Budget

Container Business (Container Terminals and Intermodal)

Container business (containers and intermodal) revenues of \$80.2 million were below budget by \$1.7 million, 2%. Operating expenses of \$26.9 million were below budget by \$3.9 million, 13%. This resulted in container business operating income of \$53.2 million that was \$2.2 million above budget.

Operating revenues of \$80.2 million were below budget \$1.7 million.

- Husky crane and straddle rents were above budget by \$0.8 million driven by a 9% increase in crane hours and a 58% increase in straddle hours due to congestion (Husky TEUs down 16% over prior year).
- T46 revenue was above budget by \$0.8 million due to unbudgeted layberth and a new Pacific Crane Maintenance lease.
- East Sitcum revenue was above budget \$0.4 million for Husky and Military short-term leases.
- PCT rent above budget \$0.2 million and T18 revenue above budget \$0.2 million both due to lease escalations.
- T5 revenue below budget \$1.1 million, budget is for 85 acres but only leasing 65 acres.
- Total intermodal revenue was below budget by \$3.1 million:
 - NIM lift revenue was below budget \$1.1 million (volume down 17%).
 - SIM domestic lift revenue was below budget by \$0.7 million (volume down 10%).
 - HIM lift revenue was below budget by \$0.6 million (volumes down 28%).
 - T5 intermodal lift revenue was below budget \$0.4 million (volume below budget by 29%). PIM revenue above budget by \$0.1 million, as lift revenues were down \$0.1 million (volumes down 18%) and were offset by lift minimum guarantee up \$0.2 million.

Operating expenses of \$26.9 million were \$3.9 million and 13% below budget.

- Maintenance was under budget \$4.3 million due to T5 maintenance below budget by \$1.2 million for the gate complex repair and operational readiness projects; W. Sitcum maintenance below budget by \$0.7 million due to timing of pier repairs and crane rail rehab; T18 maintenance below budget by \$0.6 million for dredging and electrical assessments;; PCT maintenance below budget \$0.6 million for timing of paving and dredging; T30 down \$0.3 million for maintenance dredging; Husky maintenance below budget by \$0.3 million due to less planned crane maintenance and repairs and dredging; and E. Sitcum maintenance below budget \$0.2 million for timing improvements to Lot M for the BNSF.
- Operations expense was \$1.7 million above budget, driven primarily by T5 operational costs of \$1.4 million for gate complex repair and shuttle costs, revenue related operating costs to support higher revenue intermodal revenue were in line with budget (SIM up \$0.2 million, NIM longshore labor up \$0.1 million, offset by NIM straddle rental expense down \$0.3 million) and Husky was above budget \$0.2 million for pier support.

- Depreciation was below budget by \$1.3 million primarily due to timing of asset additions of \$1.0 million at T5 and \$0.1 million at T46.

Operating Income was \$53.2 million and 4% above budget.

Non-Container Business (Autos and Breakbulk)

Non-Container (autos and breakbulk) revenues of \$13.1 million were above budget \$2.0 million as the positive breakbulk variance of \$3.1 million was offset by the negative auto variance of \$1.0 million. Operating expenses were above budget \$0.8 million due to increased longshore labor. This resulted in Non-Container operating income of \$5.0 million which was \$1.2 million higher than budget.

Operating Revenues of \$13.1 million were above budget \$2.0 million.

- Breakbulk revenues of \$9.5 million were above budget by \$3.1 million due to 18% higher tonnage volume, more military cargoes, and higher storage revenue.
- Auto revenues of \$3.6 million were below budget by \$1.0 million due to 29% lower unit volume, offset by higher dockage and security revenues from longer vessel discharge periods due to lower availability of longshore labor.

Operating Expenses of \$8.1 million were above budget \$0.8 million.

- Breakbulk expenses of \$6.8 million were \$2.0 million above budget from higher longshore labor of \$1.6 million and higher operating expenses of \$0.4 million to support the higher volume.
- Auto expenses of \$1.3 million were below budget \$1.3 million mainly driven by lower longshore costs of \$0.1 million for the E. Sitcum Yard that is not in use, lower drayage costs of \$1.0 million as units were discharged off vessels and moved directly to retailers, and Maintenance costs below budget \$0.1 million due to timing related to AWC paving repairs.

Operating Income of \$5.0 million was \$1.2 million above budget.

Real Estate

Operating revenues of \$7.9 million were \$0.3 million and 4% above budget.

- New leases and escalations contributed \$0.4 million.
- Revenue at the T18 bulk facilities for petroleum and molasses were flat to budget with petroleum volume increasing by 11% and molasses volume increasing by 27%.

Operating expenses of \$0.4 million were comparable to budget and operating income of \$7.5 million was \$0.4 million above budget

Other (not LOB-specific) Operating Expenses

Commercial Administrative expenses (Commercial and Operations teams costs) of \$5.8 million were below budget by \$0.8 million, primarily due to lower headcount that drove labor costs below budget by

\$0.4 million lower legal and consulting costs, travel related costs of \$0.2 million and lower maintenance overhead support services costs from the NH.

Infrastructure and Other Administration expenses of \$12.4 million were below budget by \$2.5 million as administration costs were below plan \$1.0 million due to lower homeport support service agreement allocations (driven by consulting services, IT data services and hardware/software maintenance spending below plan). Environmental costs were below budget by \$1.0 million primarily due to permanent savings in legal fees for the W. Sitcum Soundkeepers lawsuit that was settled in 2021 of \$0.5 million and lower spending on air quality projects. And maintenance contingency spending was under budget by \$0.4 million.

Total Operating Income was \$47.5 million and \$7.2 million (18%) above budget.

Year to Date vs. Prior Year

Container Business (Container Terminals and Intermodal)

Container business (containers and intermodal) revenue of \$80.2 million increased by \$5.7 million, 8% from the prior year. Operating expenses of \$26.9 million increased by \$2.3 million over the prior year. This resulted in container business operating income of \$53.2 million which was \$3.5 million, 7% higher than the prior year.

Operating Revenues of \$80.2 million increased \$5.7 million and 8% versus the prior year.

- T5 revenue increased by \$5.2 million for SSA lease (commenced 1/1/2022).
- T46 revenue increased \$1.3 million due to Pacific Crane Maintenance Lease.
- T18 revenue increased \$0.4 million due to escalations.
- East Sitcum rent revenue increased by \$0.1 million due to Husky and Military short-term agreements and lease escalations increased revenue \$0.3 million at PCT and \$0.3 million at West Sitcum.
- Total intermodal lift revenue of \$18.0 million decreased by \$1.5 million.
 - NIM revenue decreased by \$4.0 million (volumes down 46%).
 - HIM revenue decreased by \$0.4 million (volumes down 24%)
 - SIM domestic revenue increased by \$1.2 million (volumes up 28%).
 - T5 intermodal revenue increased \$0.9 million due to the new SSA lease now including lift revenue.
 - PIM revenue increased \$0.6 million due to an increase in the lift minimum of \$0.6 million offset by lower lift revenue, volume down 13%.
- Husky revenue decreased \$0.6 million as crane revenue decreased \$1.1 million (hours down 21%) as rent revenue increased \$0.3 million.

Operating Expenses of \$26.9 million increased \$2.3 million and 9% from the prior year.

- Depreciation expense increased \$3.0 million due to terminal improvements at T5.

- Operations expense decreased \$1.0 million over the prior year mostly due to an increase in T5 operations expense of \$1.1 million for gate complex repair. Intermodal operations expense decreased \$2.1 million due to 2021 incentives and decreased labor expense. Indirect utility labor up \$0.2 million at Husky for pier support. T30 operations expense down \$0.4 million for 2021 rental of generators and related equipment.
- Maintenance expense increased \$0.4 million due to increased T5 maintenance of \$0.2 million for gate complex repairs, PCT maintenance was \$0.2 million above the prior year for culvert assessment/repairs and higher facility repairs.

Non-Container Business (Autos and Breakbulk)

Non-Container business (autos and breakbulk) revenue of \$13.1 million increased by \$3.1 million over the prior year from increases in breakbulk revenue of \$4.1 million, offset by a decrease in auto revenue of \$1.0 million. Operating expenses of \$8.1 million increased by \$2.4 million over the previous year. This resulted in Non-Container business operating income of \$5.0 million, which was \$0.7 million higher than the prior year.

Operating Revenues of \$13.1 million were \$3.1 million more than the prior year.

- Breakbulk revenues increased by \$4.1 million as volumes increased by 50%.
- Auto revenues decreased by \$1.0 million compared to the prior year as auto units decreased by 15% resulting in volume related revenues down \$0.3 million, as well as increased revenue sharing of \$0.7 million.

Operating Expenses of \$8.1 million increased \$2.4 million over the prior year.

- Longshore labor and vessel related operating expenses were up \$1.9 million due to higher breakbulk volume.
- Security expense increased by \$0.2 million due to vessels staying at port longer to discharge the higher military and breakbulk volumes.
- Equipment Rental costs increased \$0.2 million related to operations dealing with higher breakbulk volumes.

Real Estate

Operating Revenues of \$7.9 million increased \$1.5 million and 23% compared to the prior year.

- Revenue increased by \$0.9 million for new leases and rent escalations and \$0.2 million for new long-term leases with existing tenants.
- Revenue at T115 increased by \$0.3 million from a rent abatement agreement that ended.
- Revenue at the T18 bulk facilities for petroleum and molasses were \$0.1 million higher than prior year with petroleum volume increasing 22% and molasses volume increasing by 19%.

Operating Expenses of \$0.4 million increased \$0.1 million over the prior year.

Operating Income of \$7.5 million was \$1.4 million and 23% above the prior year.

Other (not LOB-specific) Operating Expenses

Commercial Administration increased by \$0.9 million, primarily due to tribal payments of \$0.6 million (paid in September in the PY) and \$0.1 million for depreciation on the SH customs improvements.

Infrastructure and Other Administration expenses decreased by \$0.2 million due to revisions of support services agreements that decreased administrative and security overhead allocations and lower environmental spending.

Total Operating Income was \$47.5 million and \$4.8 million (11%) above the prior year.

NOTE: An objective of operating statements would be to associate and reflect periodic depreciation expense with the related revenue generation, when calculating the Net Income earned by the NWSA (and subsequently distributed to the homeports). In accordance with the NWSA Charter, capital assets of the homeports existing at the start of the Alliance remain with the homeports. Thus, the depreciation expense for these capital assets, now licensed to the NWSA and relevant toward generating NWSA revenues, is not reflected in the NWSA Statement of Revenue and Expenses. Rather, the depreciation expense is recorded in the respective homeports' financial statements. Capital assets completed by the NWSA since the start of the Alliance and the related depreciation expense, however, are reflected in the NWSA operating statements.

NW Seaport Alliance Scorecard 2022 vs 2021



CARGO VOLUME

	2022 YTD Total	2021 Total	2022 Budget
<u>Containers (TEUs)</u>			
International	1.4M	3.0M	3.3M
Domestic	370k	744k	0.7M
Break Bulk (Metric Tons)	229k	366K	370k
Autos (Units) <small>NWSA/POT</small>	70k	162k	206k



JOB CREATION

	2022 YTD Actuals	2021 YTD Actuals (Full year shown)	2022 Budget
ILWU Hours	2.4M	4.5M	4.7M



MARKET SHARE

	2022 YTD Actuals (May 2022)*	2021 YTD (full year shown)
Trans-Pacific Trade	6.5%	7.1%
West Coast Ports	11.3%	12.0%



FINANCIAL RETURNS

<i>\$ in millions</i>	2022 YTD Actuals	2021 Total Actuals	2022 Total Budget
Distributable Cash	\$64.0	\$128.6	\$122.1
Return on Revenue	47%	46%	41%



ENVIRONMENTAL STEWARDSHIP

	2022 YTD Actuals	2021 Results	2022 Budget
Water Quality (Acres of Improve Source Control)	34.7 acres	114 acres	150 acres
Air Quality (Diesel Particulate Matter - reduced)	0.6 Ton	0.34 Ton	1.1 Tons
Greenhouse Gas Emissions - (reduced)	260 Tons	0 Ton	660 Tons



OPERATIONS

	2022 Q2 Actuals	2021 Q2 Actuals	2021 Results	2022 Target
Avg Crane Production <small>Net moves per hour (mph)</small>	26.2	28.7	28.7	28.5
Truck Turn Time <small>Avg total experience in minutes</small>	81.8	77.4	80.3	< 90 Minute Turn Time

*West coast port volumes through June was not available by the time of the distribution of this report; therefore, presented data through May 2022



NORTHWEST SEAPORT ALLIANCE
Statement of Revenue and Expense
North & South Harbor
June 30, 2022

CURRENT MONTH					YEAR TO DATE				
BUDGET	ACTUAL	VARIANCE	%	DESCRIPTION	BUDGET	ACTUAL	VARIANCE	%	PRIOR YEAR
16,868,648	16,285,383	(583,265)	-3.5%	Operating Revenues	100,392,389	101,122,503	730,114	0.7%	90,756,322
16,868,648	16,285,383	(583,265)	-3.5%	Total Revenue	100,392,389	101,122,503	730,114	0.7%	90,756,322
3,703,924	4,239,843	(535,919)	-14.5%	Operations	20,788,005	23,500,686	(2,712,681)	-13.0%	21,478,080
4,285,815	1,379,047	2,906,768	67.8%	Maintenance	13,931,815	8,088,320	5,843,495	41.9%	7,529,921
2,018,037	1,589,376	428,661	21.2%	Administration	9,844,341	8,843,714	1,000,627	10.2%	8,969,952
383,313	371,152	12,161	3.2%	Security	2,182,871	2,109,836	73,035	3.3%	1,966,773
1,930,084	1,732,029	198,055	10.3%	Depreciation	11,635,361	10,319,319	1,316,042	11.3%	7,294,737
830,216	109,956	720,260	86.8%	Environmental	1,668,263	715,539	952,724	57.1%	804,920
13,151,389	9,421,403	3,729,986	28.4%	Total Operating Expense	60,050,656	53,577,414	6,473,242	10.8%	48,044,383
3,717,259	6,863,980	3,146,721	84.7%	Operating Income	40,341,733	47,545,089	7,203,356	17.9%	42,711,939
19,941	54,415	34,474	172.9%	Interest Income	119,646	206,536	86,890	72.6%	276,894
-	(221,406)	(221,406)	0.0%	Market Value Adjustment	-	(1,504,134)	(1,504,134)	0.0%	(70,316)
(5,738)	(5,688)	50	0.9%	Interest Expense	(35,169)	(34,874)	295	0.8%	(24,952)
13,500	-	(13,500)	-100.0%	Grant Income	7,868,097	1,577,243	(6,290,854)	-80.0%	1,535,964
(279,000)	24,214	303,214	108.7%	Misc. Non Op Income(Expense)	(444,000)	1,275,177	1,719,177	387.2%	(86,456)
(1,720)	(1,460)	260	15.1%	Other Non Operating	(11,819)	(11,278)	541	4.6%	(10,557)
(253,017)	(149,925)	103,092	40.7%	Non-Operating Revenue (Expense)	7,496,755	1,508,670	(5,988,085)	-79.9%	1,620,577
3,464,242	6,714,055	3,249,813	93.8%	Income Before Levy & Expense	47,838,488	49,053,759	1,215,271	2.5%	44,332,516
3,464,242	6,714,055	3,249,813	93.8%	Net Income/(Loss)	47,838,488	49,053,759	1,215,271	2.5%	44,332,516

NORTHWEST SEAPORT ALLIANCE
North & South Harbor
Trended Statement of Revenue and Expense
June 30, 2022
(Dollars in Thousands)

	<u>Jun-21</u>	<u>Jul-21</u>	<u>Aug-21</u>	<u>Sep-21</u>	<u>Oct-21</u>	<u>Nov-21</u>	<u>Dec-21</u>	<u>Jan-22</u>	<u>Feb-22</u>	<u>Mar-22</u>	<u>Apr-22</u>	<u>May-22</u>	<u>Jun-22</u>
Operating Revenue	16,292	20,932	19,118	24,570	14,999	18,364	13,727	18,865	17,273	16,911	16,366	15,422	16,285
Total Operating Revenue	16,292	20,932	19,118	24,570	14,999	18,364	13,727	18,865	17,273	16,911	16,366	15,422	16,285
Operations	5,068	3,286	4,102	4,593	4,027	3,581	4,383	3,375	4,224	4,123	4,311	3,228	4,240
Maintenance	1,371	1,288	1,405	1,610	1,708	2,338	3,773	1,219	1,223	1,332	1,377	1,559	1,379
Administration	1,649	1,594	1,477	1,683	1,477	1,560	1,345	1,227	1,399	1,664	1,523	1,442	1,589
Security	386	338	353	337	305	320	374	339	296	342	373	389	371
Depreciation	1,233	1,235	1,256	1,258	1,249	1,263	1,414	1,716	1,715	1,712	1,713	1,733	1,732
Environmental	183	188	71	125	151	127	22	96	109	147	118	136	110
Total Operating Expense	9,890	7,928	8,665	9,606	8,918	9,189	11,310	7,972	8,965	9,319	9,414	8,485	9,421
Operating Income	6,402	13,004	10,453	14,964	6,081	9,176	2,417	10,893	8,308	7,592	6,952	6,937	6,864
Interest Income	81	254	102	-	1	176	21	21	22	27	35	47	54
Market Value Adjustment	(13)	156	(17)	(98)	(101)	(229)	(40)	(291)	(174)	(558)	(327)	68	(221)
Interest Expense	(6)	(6)	(6)	(6)	(6)	(6)	(6)	(6)	(6)	(6)	(6)	(6)	(6)
Grant Income	227	-	573	-	-	1	3,347	(179)	180	519	1,058	-	-
Misc. Non Op Income/(Expense)	(126)	4,059	(35)	(51)	299	(403)	3,589	1,711	41	(33)	(257)	(221)	23
Non-Operating Revenue (Expense)	163	4,463	618	(154)	193	(461)	6,910	1,255	62	(50)	503	(111)	(150)
Net Income/(Loss)	<u>6,566</u>	<u>17,467</u>	<u>11,070</u>	<u>14,810</u>	<u>6,274</u>	<u>8,715</u>	<u>9,327</u>	<u>12,148</u>	<u>8,370</u>	<u>7,542</u>	<u>7,455</u>	<u>6,825</u>	<u>6,714</u>

NORTHWEST SEAPORT ALLIANCE
North & South Harbor
Commercial Team
Statement of Revenue - Operating Income
Year to Date June 30, 2022 Actual to Budget
(Dollars in Thousands)

Description	Containers			Non-Containers			Real Estate	Other Admin	Total
	Container Terminals	Intermodal	Total Containers	Autos	Breakbulk	Total Non-Containers			Commercial Team
ACTUAL									
Operating Revenues	\$62,209	\$17,951	\$80,160	\$3,577	\$9,488	\$13,065	\$7,897	-	\$101,123
Operating Expenses	5,378	7,142	12,521	643	6,231	6,874	154	-	19,549
Maintenance	4,476	473	4,949	285	468	753	170	-	5,873
Depreciation	9,214	228	9,442	360	112	472	50	-	9,964
Environmental	-	-	-	-	-	-	-	-	-
Total Expenses	19,068	7,844	26,912	1,288	6,811	8,099	375	-	35,386
Contribution Margin	43,141	10,107	53,248	2,290	2,677	4,966	7,522	-	65,737
Commercial Administration	1,864	456	2,320	-	1,397	1,397	542	1,500	5,759
Commercial Operating Income	41,276	9,651	50,928	2,290	1,280	3,569	6,980	(1,500)	59,978
Infrastructure and Other Administration	-	-	-	-	-	-	-	12,433	12,433
Operating Income	41,276	9,651	50,928	2,290	1,280	3,569	6,980	(13,932)	47,545
BUDGET									
Operating Revenues	\$60,813	\$21,019	\$81,832	\$4,624	\$6,399	\$11,023	\$7,537	-	\$100,392
Operating Expenses	3,717	7,119	10,836	1,820	4,090	5,910	156	-	16,901
Maintenance	8,781	481	9,262	393	523	916	211	-	10,389
Depreciation	10,474	259	10,734	360	112	473	54	-	11,261
Environmental	-	-	-	-	-	-	-	-	-
Total Expenses	22,972	7,859	30,831	2,573	4,725	7,298	421	-	38,551
Contribution Margin	37,841	13,160	51,001	2,051	1,674	3,725	7,116	-	61,842
Commercial Administration	2,056	486	2,542	-	1,274	1,274	663	2,125	6,603
Commercial Operating Income	35,785	12,674	48,459	2,051	400	2,451	6,453	(2,125)	55,238
Infrastructure and Other Administration	-	-	-	-	-	-	-	14,897	14,897
Operating Income	35,785	12,674	48,459	2,051	400	2,451	6,453	(17,021)	40,342
VARIANCE									
Operating Revenues	\$1,396	(\$3,068)	(\$1,672)	(\$1,047)	\$3,089	\$2,043	\$360	-	\$730
Operating Expenses	(1,662)	(23)	(1,685)	1,177	(2,142)	(964)	2	-	(2,647)
Maintenance	4,305	8	4,313	108	54	163	41	-	4,516
Depreciation	1,260	31	1,291	-	1	1	4	-	1,296
Environmental	-	-	-	-	-	-	-	-	-
Total Expenses	3,904	15	3,919	1,286	(2,087)	(801)	47	-	3,165
Contribution Margin	5,300	(3,053)	2,247	239	1,003	1,242	406	-	3,895
Commercial Administration	191	30	222	-	(123)	(123)	121	625	844
Commercial Operating Income	5,491	(3,023)	2,469	239	880	1,119	527	625	4,739
Infrastructure and Other Administration	-	-	-	-	-	-	-	2,464	2,464
Operating Income	5,491	(3,023)	2,469	239	880	1,119	527	3,089	7,203

NORTHWEST SEAPORT ALLIANCE
North & South Harbor
Commercial Team
Statement of Revenue - Operating Income
Year to Date June 30, 2022 Actual to Prior Year
(Dollars in Thousands)

Description	Containers			Non-Containers			Real Estate	Other Admin	Total
	Container Terminals	Intermodal	Total Containers	Autos	Breakbulk	Total Non-Containers			Commercial Team
ACTUAL									
Operating Revenues	\$62,209	\$17,951	\$80,160	\$3,577	\$9,488	\$13,065	\$7,897	-	\$101,123
Operating Expenses	5,378	7,142	12,521	643	6,231	6,874	154	-	19,549
Maintenance	4,476	473	4,949	285	468	753	170	-	5,873
Depreciation	9,214	228	9,442	360	112	472	50	-	9,964
Environmental	-	-	-	-	-	-	-	-	-
Total Expenses	19,068	7,844	26,912	1,288	6,811	8,099	375	-	35,386
Contribution Margin	43,141	10,107	53,248	2,290	2,677	4,966	7,522	-	65,737
Commercial Administration	1,864	456	2,320	-	1,397	1,397	542	1,500	5,759
Commercial Operating Income	41,276	9,651	50,928	2,290	1,280	3,569	6,980	(1,500)	59,978
Infrastructure and Other Administration	-	-	-	-	-	-	-	12,433	12,433
Operating Income	41,276	9,651	50,928	2,290	1,280	3,569	6,980	(13,932)	47,545
PRIOR YEAR									
Operating Revenues	\$54,999	\$19,417	\$74,417	\$4,560	\$5,409	\$9,969	\$6,371	-	\$90,756
Operating Expenses	4,269	9,260	13,529	669	3,695	4,364	138	-	18,030
Maintenance	4,215	332	4,547	293	490	783	75	-	5,405
Depreciation	6,331	252	6,582	360	105	465	50	-	7,098
Environmental	-	-	-	-	-	-	-	-	-
Total Expenses	14,815	9,843	24,658	1,322	4,290	5,611	263	-	30,533
Contribution Margin	40,184	9,574	49,758	3,239	1,119	4,358	6,108	-	60,223
Commercial Administration	849	446	1,295	-	1,213	1,213	754	1,613	4,875
Commercial Operating Income	39,335	9,128	48,463	3,239	(94)	3,144	5,354	(1,613)	55,348
Infrastructure and Other Administration	-	-	-	-	-	-	-	12,636	12,636
Operating Income	39,335	9,128	48,463	3,239	(94)	3,144	5,354	(14,249)	42,712
VARIANCE									
Operating Revenues	\$7,210	(\$1,466)	\$5,744	(\$983)	\$4,080	\$3,096	\$1,526	-	\$10,366
Operating Expenses	(1,109)	2,117	1,008	26	(2,537)	(2,510)	(16)	-	(1,518)
Maintenance	(261)	(141)	(402)	8	21	30	(95)	-	(468)
Depreciation	(2,883)	23	(2,860)	(1)	(6)	(7)	-	-	(2,867)
Environmental	-	-	-	-	-	-	-	-	-
Total Expenses	(4,253)	1,999	(2,254)	34	(2,521)	(2,487)	(111)	-	(4,853)
Contribution Margin	2,956	533	3,489	(949)	1,558	609	1,415	-	5,513
Commercial Administration	(1,015)	(10)	(1,025)	-	(184)	(184)	212	113	(884)
Commercial Operating Income	1,941	523	2,464	(949)	1,374	425	1,627	113	4,630
Infrastructure and Other Administration	-	-	-	-	-	-	-	204	204
Operating Income	1,941	523	2,464	(949)	1,374	425	1,627	317	4,833

NORTHWEST SEAPORT ALLIANCE
Statement of Net Position
North & South Harbor
June 30, 2022
(Dollars in Thousands)

	Current Year	6/30/2021
ASSETS		
CURRENT ASSETS		
Cash	\$5,471	\$12,452
Investments, at fair value	48,521	37,779
Net Trade A/R	5,730	4,476
Grants Receivable	0	2
Prepayments and other current assets	1,496	331
Total Current Assets	61,218	55,039
NON-CURRENT ASSETS		
Capital Assets	469,204	289,069
Construction in Process	108,705	216,398
Total cost	577,909	505,467
Less: Accumulated Depreciation	57,860	39,866
Capital Assets, Net	520,049	465,602
Other Deferred Assets	92	0
Lease Receivable - GASB 87	1,474,436	1,184,832
Pension Asset	4,978	0
Total Non-Current Assets	1,479,506	1,184,832
Total Assets	\$2,060,773	\$1,705,473
Deferred Outflows of Resources		
Pension Deferred Outflow	1,085	1,377
Total Assets and Deferred Outflows	\$2,061,858	\$1,706,850
LIABILITIES AND EQUITY		
CURRENT LIABILITIES		
Accounts Payable and accrued liabilities	\$10,186	\$7,611
Related Party Payable - JV	2,935	3,091
Payroll and Benefits Liabilities	1,883	1,763
Total Current Liabilities	15,004	12,464
NON-CURRENT LIABILITIES		
Rent Deposits	4,977	2,651
Net Pension Liability	0	2,232
Other Noncurrent Liabilities	5,809	5,656
Total Non-Current Liabilities	10,786	10,539
Total Liabilities	25,790	23,004
Deferred Inflows of Resources		
Lease Deferred Inflows - GASB 87	1,474,436	1,184,832
Pension Deferred Inflow	5,755	758
Total Equity	555,876	498,255
Total Liabilities, Deferred Inflows & Equity	\$2,061,858	\$1,706,850

NORTHWEST SEAPORT ALLIANCE
Summary of Cash Activities
June 30, 2022
(Dollars in Thousands)

	2022	2021
Operating Income	\$ 47,545	\$ 42,698
Less: Non-cash income/expense items		
Depreciation	10,319	7,250
Cash earned in the current year	57,864	49,948
Adjustments		
Increases/decreases in payables and receivables	1,106	1,031
Net cash provided by operating activities	58,970	50,979
Membership interest affirmation payment rec'd from Port of Seattle	-	11,000
Distribution of membership interest affirmation payment	-	(11,000)
Current year distributable cash	(63,950)	(54,327)
Timing on current year distributions	9,896	12,099
Prior Year distributable cash paid in current year	(5,876)	(10,340)
Net cash provided by non-capital & related financing activities	(59,930)	(52,568)
Cash received from Homeports for Capital Construction Fund	28,931	59,513
Cash received from federal grants	4,924	2,207
Acquisition and construction of capital assets (net)	(31,334)	(55,741)
Net cash provided/(used) from Capital & Financing Activities	2,520	5,979
Cash from/(to) investments	(3,230)	2,766
Net cash from/(to) investments	(3,230)	2,766
Total Increase(Decrease) in Cash	(1,670)	7,156
Plus: Beginning Cash Balance	7,140	5,295
Ending Cash	\$ 5,471	\$ 12,452

NORTHWEST SEAPORT ALLIANCE
Capital Investment Plan Actual vs Original Budget by LOB
Year-to-Date Spending through Jun 30, 2022

LOB	Actual YTD	Budget 2022	Variance (over)/under
Automobiles		\$500,000	\$500,000
Container Business	\$29,939,664	\$106,979,000	\$77,039,336
Industrial-Commercial Real Estate		\$150,000	\$150,000
Intermodal	\$34,132	\$248,000	\$213,868
Port-Operated Facilities	\$37,598	\$1,750,000	\$1,712,402
Port-Wide Infrastructure		\$3,050,000	\$3,050,000
Grand Total	\$30,011,394	\$112,677,000	\$82,665,606

Project Breakdown by LOB - Material Projects (Projects \$300k and up)

LOB	Actual YTD
Automobiles →	
Other Automobiles	
Total	
Container Business →	
U00100 T5 Berth Construction	19,779,604
U00572/U00654 T5 Stormwater Treatment System	6,415,018
U00303 T18 Stormwater Utility Upgrade	1,878,554
Other Container Business	1,866,488
Total	<u>\$29,939,664</u>
Industrial-Commercial Real Estate →	
Other Industrial-Commercial Real Estate	
Total	
Intermodal →	
Other Container Business	34,132
Total	<u>\$34,132</u>
Port-Operated Facilities →	
Other Port-Operated Facilities	37,598
Total	<u>\$37,598</u>
Port-Wide Infrastructure →	
Other Port-Wide Infrastructure	
Total	
Grand Total	\$30,011,394



The Northwest Seaport Alliance 5-Year Cargo Volume History:

CONTAINERIZED VOLUME (TEUs)										
	2017	2018	2019	2020	2021	Qtr2 2020	Qtr2 2021	Q2 2022	% Change Y-O-Y (2020 vs 2022)	% Change Y-O-Y (2021 vs 2022)
Int'l Import full TEUs	1,380,785	1,452,623	1,369,251	1,253,818	1,464,662	565,808	750,105	698,296	23.4%	-6.9%
Int'l Export full TEUs	964,067	953,495	913,332	790,620	691,446	411,340	371,851	281,920	-31.5%	-24.2%
Int'l Empty TEUs	650,459	705,114	775,763	591,197	836,012	256,169	392,829	456,165	78.1%	16.1%
Total International TEUs	2,995,311	3,111,232	3,058,346	2,635,635	2,992,120	1,233,316	1,514,785	1,436,381	16.5%	-5.2%
Total Domestic TEUs	706,863	686,394	716,957	684,744	744,086	330,947	366,553	370,351	11.9%	1.0%
Grand Total TEUs	3,702,174	3,797,626	3,775,303	3,320,379	3,736,206	1,564,263	1,881,337	1,806,732	15.5%	-4.0%
CARGO VOLUME (METRIC TONS)										
Container Cargo	26,105,730	28,868,125	28,671,813	25,508,550	26,177,940	12,426,146	13,550,456	12,274,483	-1.2%	-9.4%
Breakbulk	210,725	249,055	246,412	291,623	366,184	139,662	177,009	229,384	64.2%	29.6%
Grain	9,027,128	9,000,753	6,460,563	9,197,211	10,106,512	3,663,863	5,808,136	5,634,244	53.8%	-3.0%
Gypsum	229,084	221,054	251,342	153,858	220,172	77,964	116,130	77,371	-0.8%	-33.4%
Logs	278,078	116,790	75,757	0	0	0	0	0	0.0%	0.0%
Petroleum	715,546	665,670	636,150	677,469	524,332	340,250	265,390	324,431	-4.6%	22.2%
Molasses	35,980	45,686	46,661	42,400	32,729	26,577	15,333	18,529	-30.3%	20.8%
Grand Total (Metric Tons)	36,602,271	39,167,133	36,388,697	35,871,112	37,427,870	16,674,462	19,932,454	18,558,442	11.3%	-6.9%
Autos (Units)	146,885	141,143	155,930	156,205	162,484	66,934	91,590	70,041	4.6%	-23.5%
Market Share May YTD (most recent data available for competing ports)*	13.6%	13.4%	13.6%	12.0%	12.0%	13.0%	11.5%	11.3%	-1.6%	-0.2%

*Los Angeles, Long Beach, Oakland, Vancouver, Prince Rupert, NWSA, Portland

Auto unit count includes units handled at Port of Tacoma (POT)

Includes volume from a privately-operated domestic

Breakbulk volume includes both North and South Harbor