



# Q3 2022 Financial Performance Report

Port of Seattle



# Key Highlights

- Strong financial performance in the first three quarters
- SEA passenger growth is rebounding; forecast 10.9% lower than 2019
- Federal Relief grants continue to improve SEA's bottom line
- 2022 cruise season had a record 294 sailings and over 1.3 million passengers
- Project operating revenues and expenses to be \$10.9M and \$17.6M, respectively, favorable to the budget on a full-year basis
- Capital spending is expected to be \$336.8 million for 2022

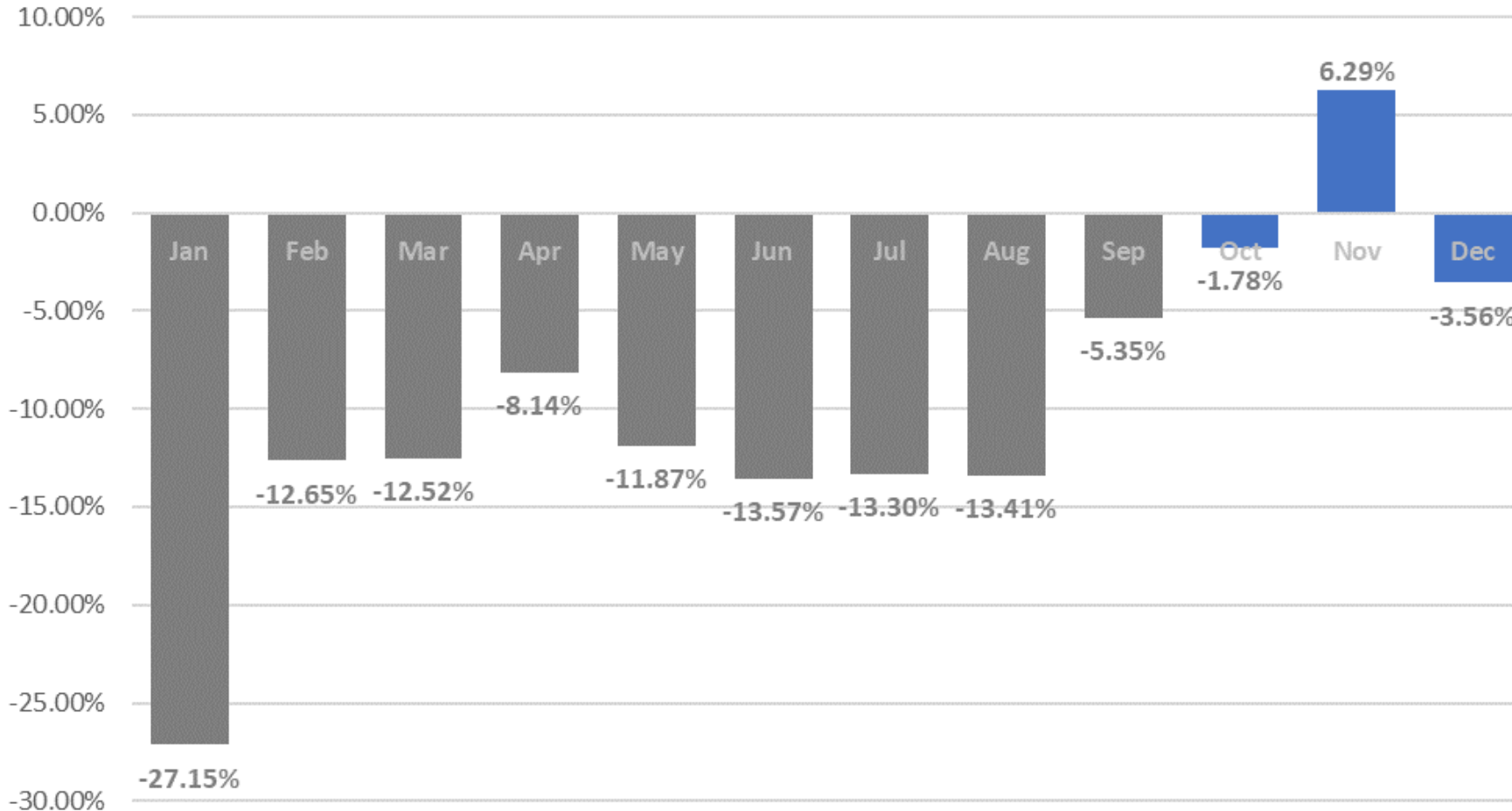
# Aviation Division

## 2022 Q3 Financial Performance Report



# Passenger Growth Rebounding

## by Month for 2022 vs 2019



Passengers (millions)	
2019 Actual	51.7
2020 Actual	20.1
2021 Actual	36.1
2022 Budget	48.5
2022 Forecast	46.1

**11%**



*compared  
to 2019*

**28%**



*compared  
to 2021*

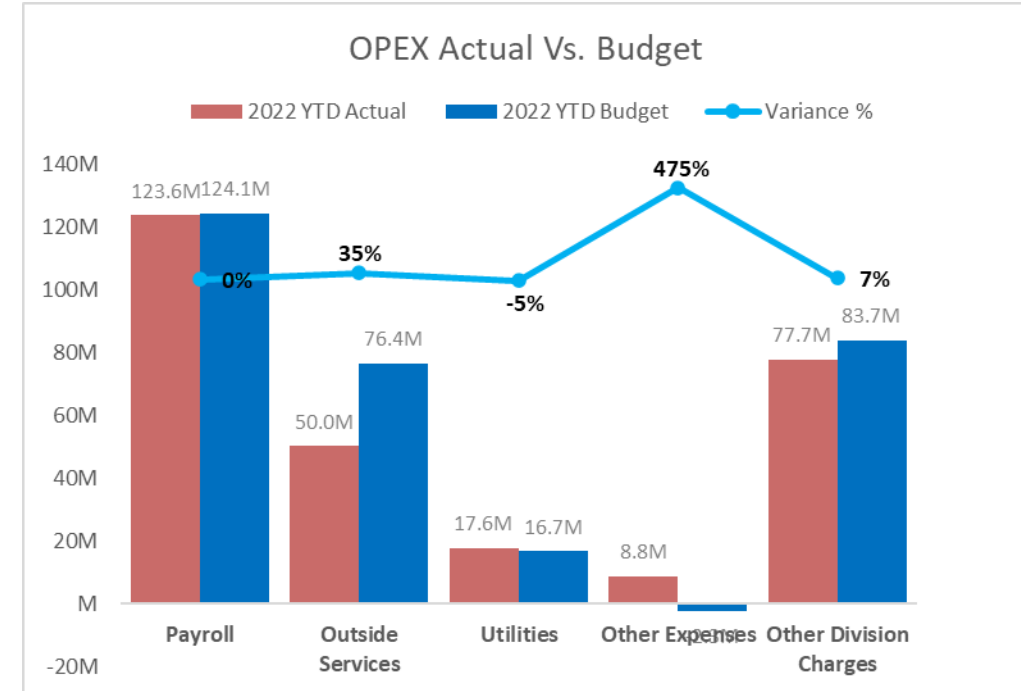
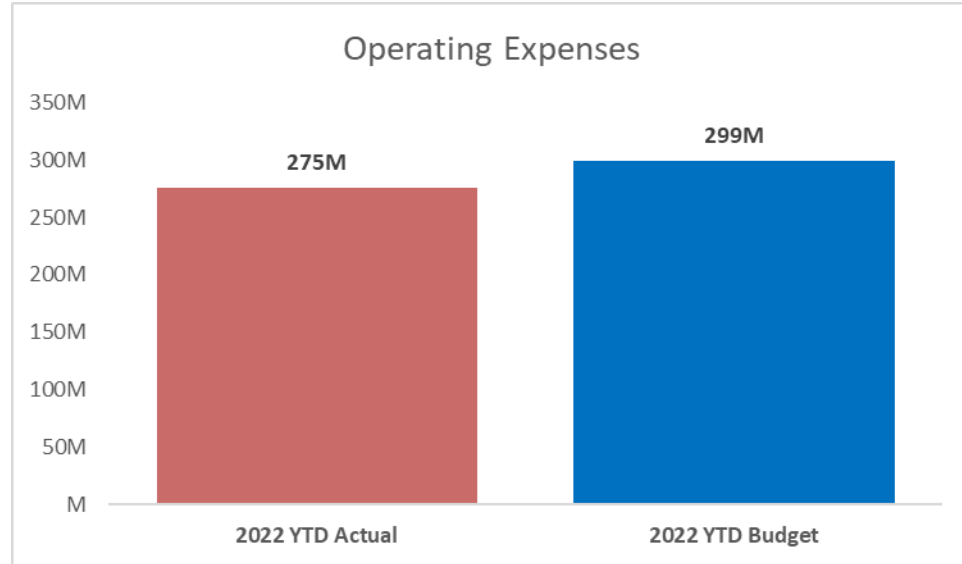
# Federal Relief Grants Strengthen Financial Performance

<i>Figures in \$000s</i>	<b>Forecast YE 2022</b>	<b>Budget YE 2022</b>	<b>Variance</b>
<b>Revenues</b>			
Aeronautical	390,316	394,963	(4,647)
Non-Aeronautical	248,961	240,820	8,141
<b>Total Revenues</b>	<b>639,277</b>	<b>635,783</b>	<b>3,494</b>
<b>O&amp;M expense</b>	<b>386,653</b>	<b>397,622</b>	<b>10,970</b>
<b>NOI</b>	<b>252,624</b>	<b>238,160</b>	<b>14,464</b>
Federal Relief	131,735	98,000	33,735
Concessions Relief	21,169	21,419	(250)
<b>NOI (after Federal Relief Grants)</b>	<b>405,528</b>	<b>357,579</b>	<b>47,949</b>
<b><u>Key Measures</u></b>			
Non-Aero NOI (in \$000s)	123,622	114,047	9,575
CPE (\$)	15.21	14.82	(0.39)
Debt Service Coverage	2.72	2.03	0.69
<b><u>Other Information</u></b>			
ADF Balance (in \$000s)	476,648	464,000	12,648
Capital Spending (in \$000s)	335,507	527,917	192,410

## Business/Financial Highlights

- Passenger forecast reduction: Now 11% lower than 2019
- Non-aero revenues recovering, forecast to exceed budget
- Expect O&M savings vs. budget
- Federal relief grants support growth of ADF balance and high debt service coverage
- Received \$8.8M AIP grant for Apartments Noise Mitigation (\$21.3M total for Apartments since 2021)
- SLOA IV extension approved by Commission

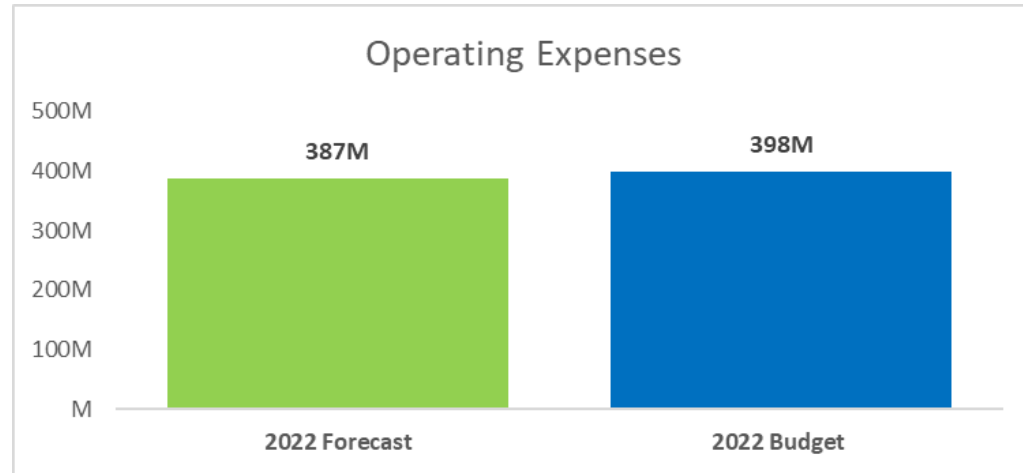
# Operating Expenses Summary (YTD)



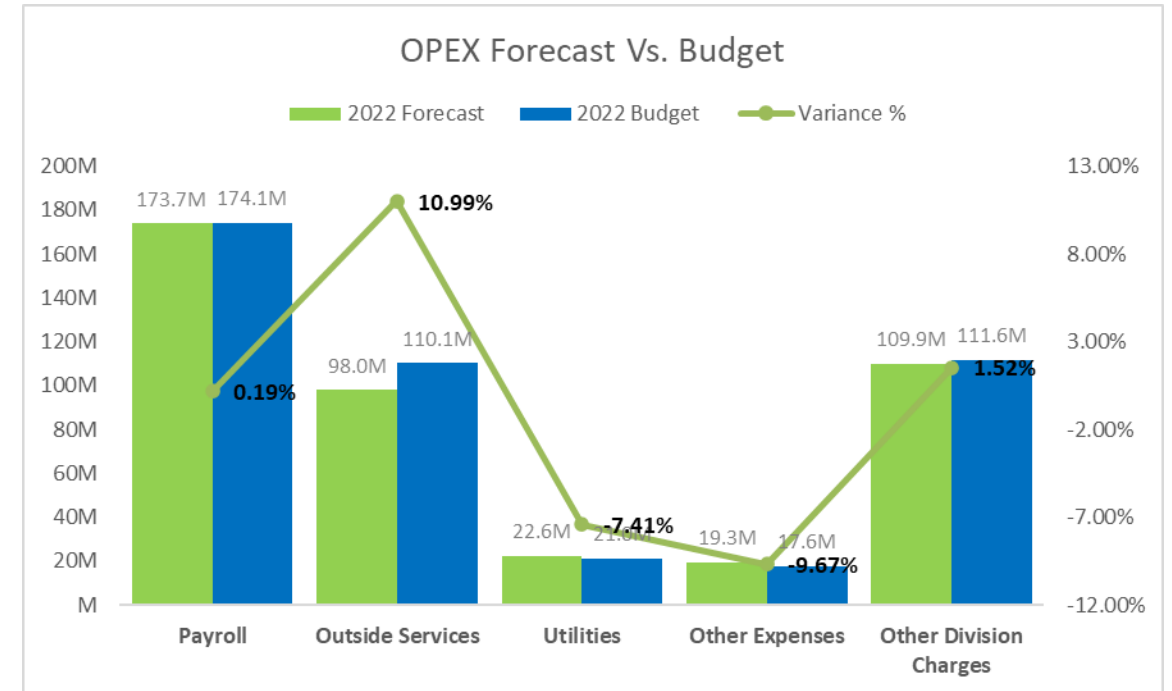
**\$23.4M or 7.8% Favorable**

- **Underspend** primarily in Outside Services of **\$23.4M** (primarily due to delays in Airline Realignment projects resulting in delayed spending) and in Charges from Other Divisions of **\$6M**

# Operating Expenses Summary (Full Year Forecast)



**\$10.9M or 2.76% Favorable**



## Major Drivers:

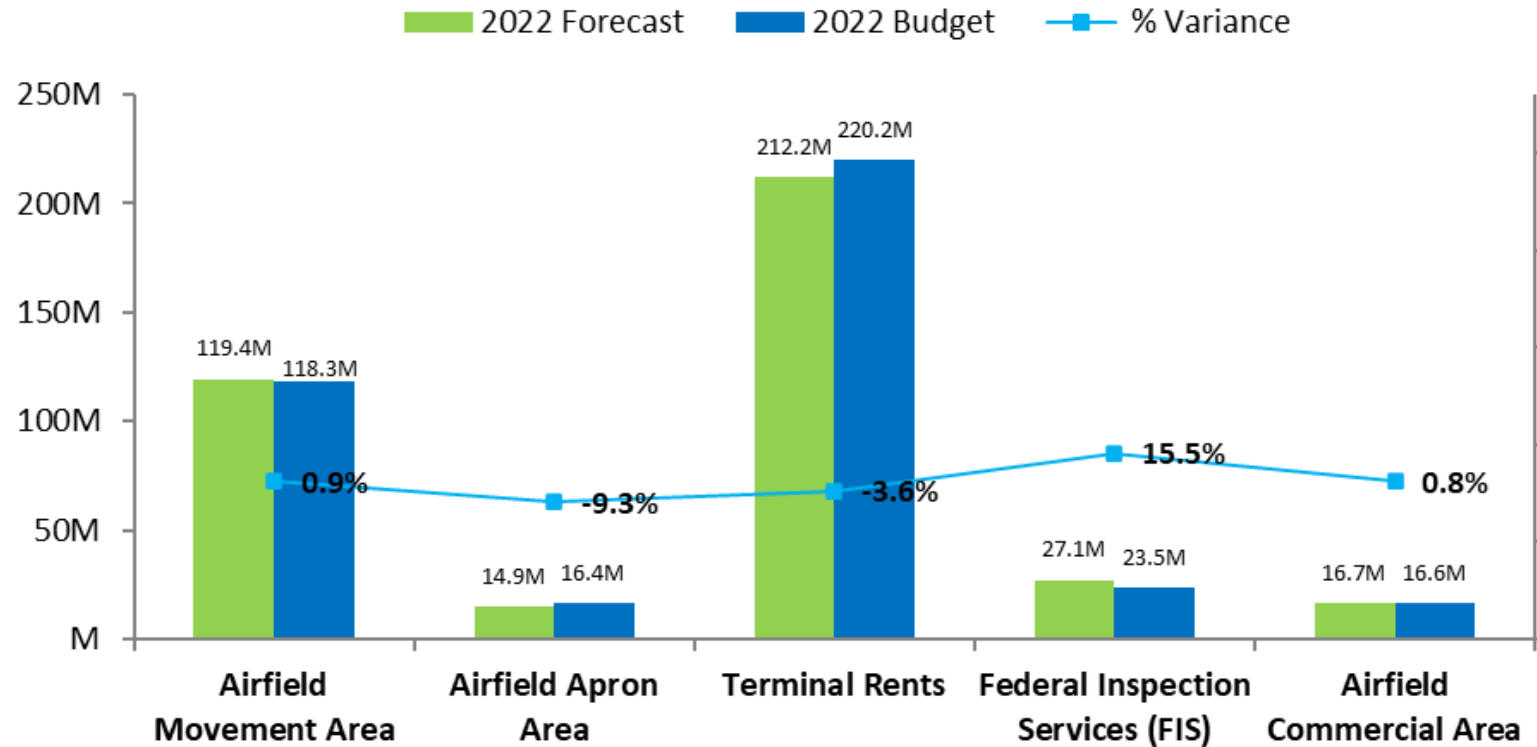
- Full Year Forecast is currently anticipated to be closely aligned to Budget
- Forecasted underspend is approx. \$12M primarily in Outside Services and \$1.7M Charges from Other Divisions, offset by some over-runs in less Charging to Capital and Utilities

# Aeronautical Revenue

Budget  
**\$395M**

↓ -1.2%

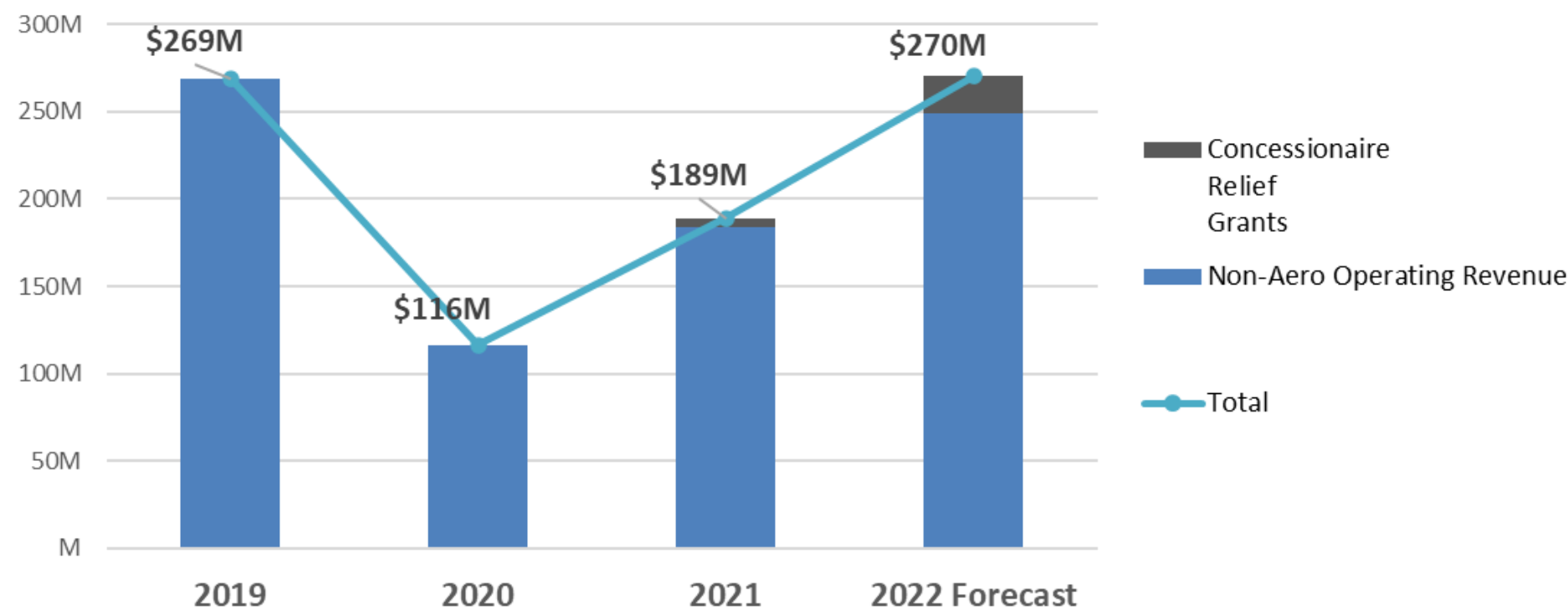
Forecast  
**\$390M**







# Non-Aero Revenue YoY with Concessions Grant Impact

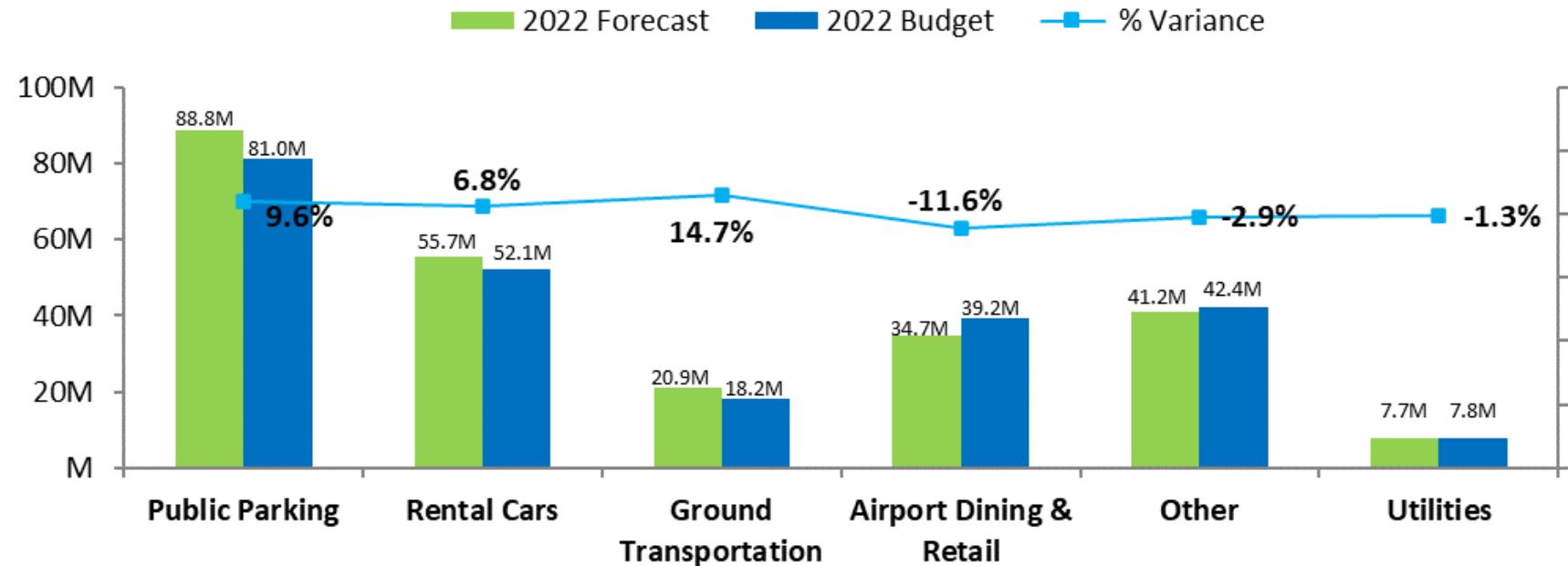
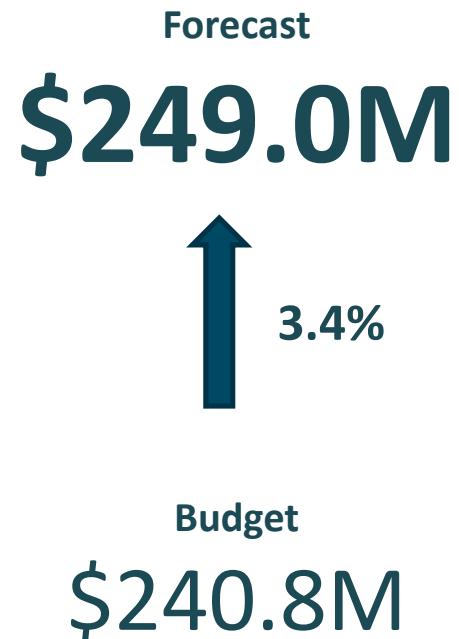


*Note: ARPA \$21.2M federal Concessionaire Relief grant funds expected in Q4 2022.*



# Non-Aeronautical Revenues

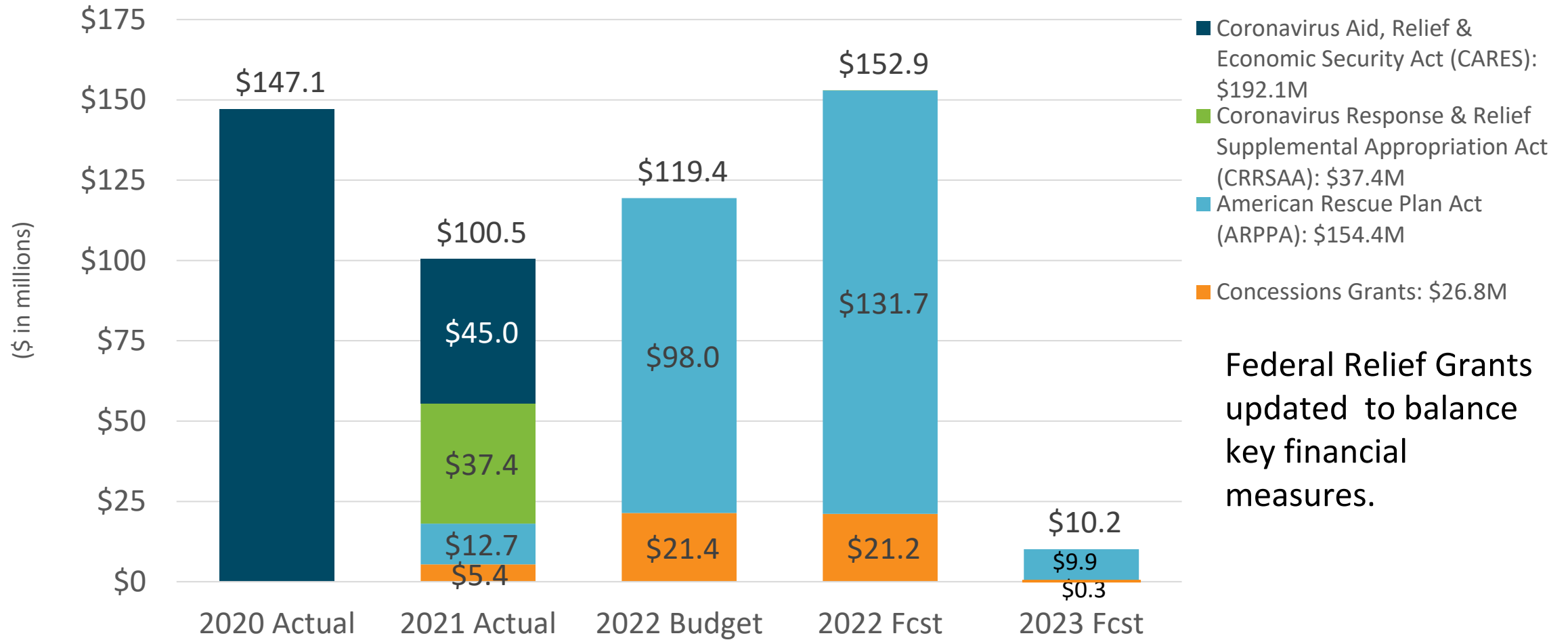
Reflects Operating Revenue which has been reduced by grant rent credits



Most Non-Aero activity closely aligned with PAX volume recovery

# Federal Relief Grant Summary

Total Grants \$410.6M

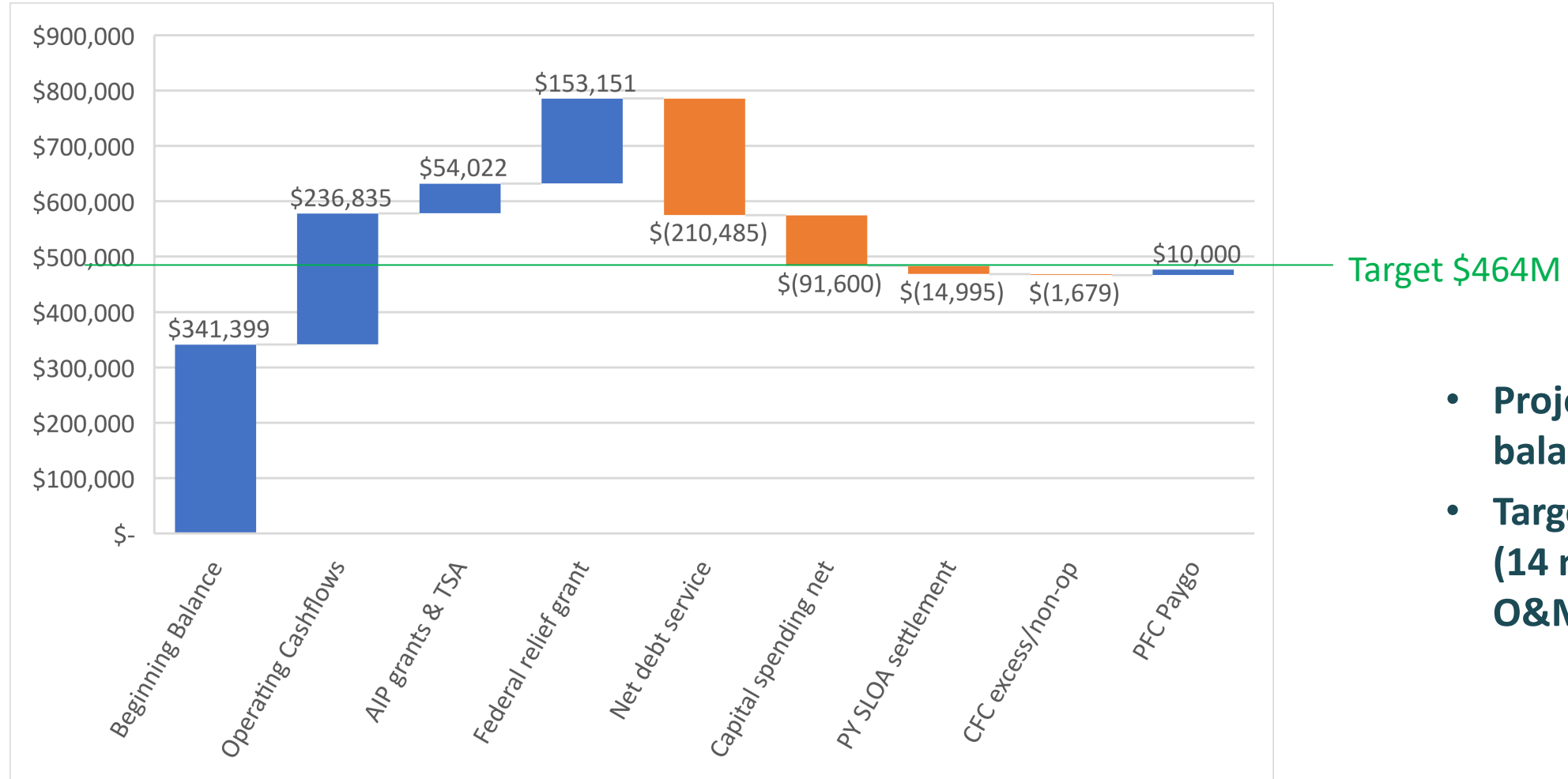


# Strategic use of Federal Relief Grants to Achieve Debt Service Coverage Target

	in \$000's	2021 Actual	2022 Budget	2022 Forecast	Variance
<b>Revenues</b>					
Aero		317,513	394,963	390,201	(4,762)
Non-aero		183,819	240,820	248,961	8,141
Total Revenues		501,332	635,783	639,162	3,379
<b>O&amp;M</b>		294,217	397,622	386,653	10,969
<b>NOI</b>		<b>207,114</b>	<b>238,160</b>	<b>252,509</b>	<b>14,349</b>
Federal Relief Grants Non-op		3,390	15,200	24,398	9,198
Concession Rent Relief Grants		5,354	21,419	21,169	(250)
CFC Excess		(2,018)	(7,107)	(4,821)	2,287
Other net non-operating		2,925	2,601	3,643	1,042
<b>Available for debt service</b>		<b>216,766</b>	<b>270,273</b>	<b>296,898</b>	<b>26,626</b>
<b>Debt Service</b>					
Gross debt service (net of cap i)		288,361	316,930	316,806	124
CFC offset		(14,168)	(18,711)	(18,696)	(15)
PFC offset		(54,076)	(82,264)	(82,150)	(114)
Federal Relief Grants DS offset		(91,675)	(82,800)	(107,298)	24,498
<b>Net Debt Service</b>		<b>128,442</b>	<b>133,155</b>	<b>108,662</b>	<b>24,493</b>
<b>Debt Service Coverage</b>		1.69	2.03	2.72	0.69

- Aero revenues 2022 forecast is lower due to additional Federal Relief grants use from 2021 deferral
- Non-aero revenues is net after the concession rent relief
- Higher use of Federal Relief Grants in 2022 due to carry forward from 2021
- \$250K Concession Rent Relief Grants move to 2023

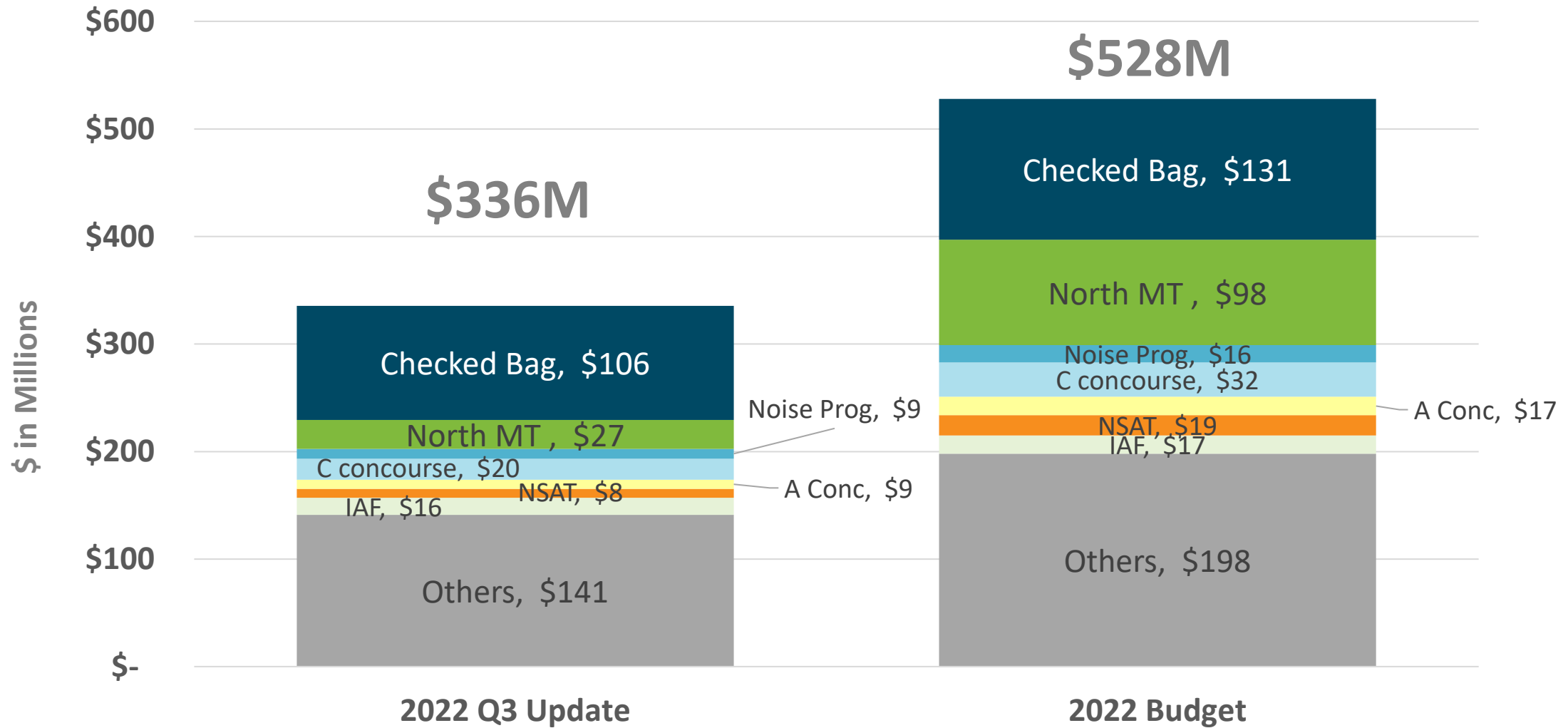
# Airport Development Fund Balance



- Projected ending balance of \$476M
- Target of \$464M (14 months of O&M in 2022)



# 2022 Capital Spending forecast: 64% of Budget



# Seaport

## 2022 Q3 Financial Performance Report



# Seaport Performance Summary

	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021		2022	2022	Fav (UnFav) Fest vs. Budget Variance	
\$ in 000's	Actual	Actual	Budget	\$	%	\$	%	Forecast	Budget	\$	%
<b>Revenues</b>											
Maritime	33,836	59,814	48,906	10,908	22%	25,978	77%	69,137	59,137	10,000	17%
Economic Development Division	6,849	11,216	12,816	(1,600)	-12%	4,367	64%	14,970	18,769	(3,799)	-20%
Joint Venture	43,070	38,473	35,925	2,548	7%	(4,597)	-11%	47,899	47,899	0	0%
<b>Total Revenue</b>	<b>83,756</b>	<b>109,504</b>	<b>97,646</b>	<b>11,857</b>	<b>12%</b>	<b>25,748</b>	<b>31%</b>	<b>132,007</b>	<b>125,806</b>	<b>6,201</b>	<b>5%</b>
<b>Expenses</b>											
Maritime	33,893	42,805	44,082	1,277	3%	8,911	26%	57,113	57,865	752	1%
Economic Development Division	13,228	16,731	19,643	2,912	15%	3,503	26%	24,723	28,301	3,578	13%
Joint Venture	1,765	1,300	1,351	51	4%	(465)	-26%	1,727	1,727	0	0%
<b>Total Expense</b>	<b>48,887</b>	<b>60,835</b>	<b>65,076</b>	<b>4,240</b>	<b>7%</b>	<b>11,949</b>	<b>24%</b>	<b>83,564</b>	<b>87,894</b>	<b>4,330</b>	<b>5%</b>
<b>NOI Before Stormwater Utility</b>	<b>34,869</b>	<b>48,668</b>	<b>32,571</b>	<b>16,098</b>	<b>49%</b>	<b>13,799</b>	<b>40%</b>	<b>48,443</b>	<b>37,912</b>	<b>10,531</b>	<b>28%</b>
Stormwater Utility Revenues	4,692	5,135	5,076	59	1%	443	9%	6,768	6,768	0	0%
Stormwater Utility Expenses	3,353	4,200	4,703	503	11%	847	25%	6,266	6,266	0	0%
<b>Stormwater Utility NOI</b>	<b>1,338</b>	<b>935</b>	<b>373</b>	<b>562</b>	<b>151%</b>	<b>(403)</b>	<b>-30%</b>	<b>502</b>	<b>502</b>	<b>0</b>	<b>0%</b>
<b>Total Non-Aviation Business NOI</b>	<b>36,208</b>	<b>49,603</b>	<b>32,944</b>	<b>16,660</b>	<b>51%</b>	<b>13,396</b>	<b>37%</b>	<b>48,946</b>	<b>38,415</b>	<b>10,531</b>	<b>27%</b>

## Year-to-Date

- Better than expected occupancy at terminals, piers and marinas along with Cruise.
- Fishermen's Terminal - \$1.2M Capital to Expense in Q2.
- Gradual return of conference and events.
- Employee vacancies driving lower expenses.

## Forecast

- Cruise expecting increased passengers and exceeding revenue by \$9M with <\$1M incremental cost.
- Conference & Event Centers @ 63% of budget.
- Joint Venture and Stormwater Utility at budget.

# Maritime Division

## 2022 Q3 Financial Performance Report

# Maritime Division

## Financial Summary

<i>Figure in \$000s</i>	<b>Forecast</b>	<b>Budget</b>	<b>Variance</b>
<b>Revenues</b>			
Fishing, Commercial, & Recreational			
Marinas	23,309	22,659	650
Cruise	29,574	20,574	9,000
Maritime Portfolio Mgmt.	10,186	9,986	200
Grain / Other	6,069	5,919	150
Total	69,137	59,137	10,000
<b>O&amp;M Expense</b>			
Direct	22,787	22,087	(700)
Support Services	17,875	18,975	1,100
Central Services and Other	16,452	16,804	352
Total	57,113	57,865	752
<b>Net Operating Income</b>	12,024	1,272	10,752
<b>Capital Spending</b>	13,536	23,521	9,985

## Business Highlights

- Fishing, Commercial and Recreational Marinas exceeding revenue targets
- Cruise is tracking to the highest # of sailings in its history
- Grain volumes flat with higher rates
- Maritime Portfolio Management is benefitting from new lease agreements
- Staffing challenges impacting Support and Central Services
- P66 shore power project delays driving capital underspend
- FT Maritime Innovation Center at 100% design and T91 Berth 6&8 Redevelopment at 90% design



# Maritime YTD Q3 2022 Financials

**Net Operating Income is \$12.2M favorable to budget and \$17.1M above 2022**

- Revenue is \$10.9M above budget and \$26M better than 2021 driven primarily by return of Cruise and to a lesser degree the early return of the fishing fleet & better occupancy rates
- Expenses \$1.3M or 3% favorable to budget driven by payroll savings, tenant improvements timing, consulting costs, and maintenance, offset by \$1.2M of capital to expense at Fishermen's Terminal. Expenses up \$8.9M Y/Y due to moving off 2021 austerity measures
- Capital spending was \$7.8M and forecasted at \$13.5M or 58% of \$23.5M budget

	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Actual	Budget	\$	%	\$	%
Total Revenues	31,284	33,836	59,814	48,906	10,908	22%	25,978	77%
Total Operating Expense	35,363	33,893	42,805	44,082	1,277	3%	8,911	26%
Net Operating Income	(4,078)	(57)	17,010	4,825	12,185	-253%	17,067	29907%
Depreciation	13,131	13,281	13,403	12,665	(738)	-6%	121	1%
Net Income	(17,209)	(13,338)	3,607	(7,840)	11,447	146%	16,946	127%

# Stormwater Utility

	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Actual	Budget	\$	%	\$	%
<b>Revenue</b>								
NWSA	1,002	1,279	611	1,044	(432)	-41%	(668)	-52%
Tenants Revenue	2,440	2,322	3,256	2,913	343	12%	934	40%
Port Non-tenants Revenue	1,336	1,090	1,267	1,119	148	13%	177	16%
<b>Total Revenues</b>	<b>4,778</b>	<b>4,692</b>	<b>5,135</b>	<b>5,076</b>	<b>59</b>	<b>1%</b>	<b>443</b>	<b>9%</b>
<b>Expenses</b>								
SWU Direct	906	700	1,189	1,210	22	2%	489	70%
Maintenance Expenses	1,743	1,996	2,171	2,702	531	20%	174	9%
Central Waterfront PM	15	4	24	10	(15)	-151%	20	472%
Environmental & Sustainability	39	41	19	34	16	46%	(22)	-55%
Environmental Finance	22	24	36	9	(26)	-290%	11	47%
Other Central Services	601	588	762	738	(24)	-3%	174	30%
<b>Total Expenses</b>	<b>3,327</b>	<b>3,353</b>	<b>4,200</b>	<b>4,703</b>	<b>503</b>	<b>11%</b>	<b>847</b>	<b>25%</b>
<b>NOI Before Depreciation</b>	<b>1,450</b>	<b>1,338</b>	<b>935</b>	<b>373</b>	<b>562</b>	<b>151%</b>	<b>(403)</b>	<b>-30%</b>
Depreciation	926	961	959	935	(24)	-3%	(1)	0%
<b>NOI After Depreciation</b>	<b>524</b>	<b>378</b>	<b>(24)</b>	<b>(562)</b>	<b>538</b>	<b>-96%</b>	<b>(402)</b>	<b>-106%</b>

- Twenty-two tenants and Port operations sites had stormwater pollution prevention inspections
- Conducted five trainings on capital projects' stormwater and grading review for Waterfront Project Management project managers
- Innovative stormwater methods added to systems:
  - Retain Drain and Hula bug pilot technologies at MM parking yard
  - Hula Bug stormwater treatment pilot at Terminal 25 truck parking
  - Flogard trench treatment pilot at Pier 91 Cruise facility

# Northwest Seaport Alliance Summary

<b>NWSA Operating Income</b>				<b>Fav (UnFav)</b>		<b>Incr (Decr)</b>	
<i>Before GASB 87 Adjustment</i>	<b>2021</b>	<b>2022</b>		<b>Budget Variance</b>		<b>Change from 2021</b>	
\$ in 000's	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>\$</b>	<b>%</b>	<b>\$</b>	<b>%</b>
Operating Revenue	155,376	154,680	154,090	590	0%	(696)	0%
Operating Expense	63,199	67,689	74,787	7,098	9%	4,490	7%
<b>Operating Income*</b>	<b>92,177</b>	<b>86,991</b>	<b>79,303</b>	<b>7,688</b>	<b>10%</b>	<b>(5,186)</b>	<b>-6%</b>
Depreciation	11,044	15,666	17,459	1,793	10%	4,622	42%
<b>Net Operating Income</b>	<b>81,133</b>	<b>71,325</b>	<b>61,844</b>	<b>9,481</b>	<b>15%</b>	<b>(9,808)</b>	<b>-12%</b>
Cargo TEUs	2,841,699	2,633,054				(208,645)	-7.3%
Cargo Volume (Metric Tons)	27,832,130	25,139,200				(2,692,930)	-9.7%
<i>*Excludes Depreciation</i>							

## Revenue

- \$0.6M above from lower intermodal revenue offset by higher breakbulk volumes
- \$0.7M lower than 2021:
  - T18 / SSA hit MAG early and APL lease termination in 2021, but not 2022
  - T46 Revenue increased in 2022 due to 3 new leases.
  - Breakbulk increased in 2022

## Operating Expense

- \$7.1M favorable to budget due to timing of maintenance projects and lower administrative costs
- \$4.5M higher than 2021 related to longshore labor & variable costs in the South Harbor

# Joint Venture 2022 Financials

	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav)		Incr (Decr)	
				Actual vs. Budget		Change from 2021	
				Variance			
\$ in 000's	Actual	Actual	Budget	\$	%	\$	%
<b>Revenue</b>							
NWSA Distributable Revenue	43,840	38,532	37,080	1,452	4%	(5,308)	-14%
Contra Joint Venture Revenue	(1,464)	(1,493)	(1,493)	(0)	0%	(29)	2%
<b>Subtotal Distributable Revenue from NWSA</b>	<b>42,376</b>	<b>37,039</b>	<b>35,587</b>	<b>6,789</b>	<b>19%</b>	<b>(5,337)</b>	<b>-14%</b>
Other Service Revenue Tenant Reimbursements	288	656	337	319	94%	369	56%
Port Revenue from NWSA Facilities	406	777	0	777	N/A	371	48%
<b>Total Revenues</b>	<b>43,070</b>	<b>38,473</b>	<b>35,925</b>	<b>2,548</b>	<b>7%</b>	<b>(4,597)</b>	<b>-12%</b>
<b>Expenses</b>							
Maintenance Expenses	456	477	483	6	1%	20	4%
JV Direct	887	248	146	(102)	-70%	(639)	-258%
Security	44	137	134	(3)	-2%	93	
Environmental & Sustainability	162	173	252	79	31%	11	6%
Seaport Finance & Cost Recovery	107	115	195	80	41%	8	7%
Seaport Project Management	23	27	37	9	25%	4	15%
Central Services / Other	84	123	105	(17)	-17%	38	31%
<b>Total Expenses</b>	<b>1,765</b>	<b>1,300</b>	<b>1,351</b>	<b>51</b>	<b>4%</b>	<b>(465)</b>	<b>-36%</b>
<b>NOI Before Depreciation</b>	<b>41,305</b>	<b>37,173</b>	<b>34,574</b>	<b>2,600</b>	<b>8%</b>	<b>(4,132)</b>	<b>-11%</b>
Legacy Depreciation for NWSA Facilities	11,255	11,073	11,030	(43)	0%	(182)	-2%
<b>NOI After Depreciation</b>	<b>30,050</b>	<b>26,100</b>	<b>23,543</b>	<b>2,557</b>	<b>11%</b>	<b>(3,950)</b>	<b>-15%</b>

## Home Port Activities

### Revenues:

- NWSA Distributable Revenue tracking ~\$1.5M higher than budget
- Other Service Revenue above budget from increased tenant reimbursable Maintenance work
- Port Revenue from NWSA Facilities-temporary usage on POS leased section of T46

### Expenses:

- Higher tenant maintenance work requested
- JV Direct – Unplanned Environmental Liability
- Lower allocations

# Economic Development Division

## 2022 Q3 Financial Performance Report





# Economic Development Division

## Financial Summary

<i>Figure in \$000s</i>	<b>Forecast</b>	<b>Budget</b>	<b>Variance</b>
<b>Revenues</b>	14,970	18,769	(3,799)
<b>O&amp;M Expense</b>			
EDD & Maritime	13,118	15,518	2,400
Maintenance	4,101	4,201	100
Diversity in Contracting	168	168	0
Tourism	1,750	1,750	0
EDD Grants	600	1,500	900
Central Services and Other	4,987	5,165	178
<b>Total</b>	<b>24,723</b>	<b>28,301</b>	<b>3,578</b>
<b>NOI</b>	(9,753)	(9,532)	(221)
<b>Capital Spending</b>	9,370	10,483	1,113

## Business Highlights

- Maintained 95% occupancy
- Conference and Event Centers on track to generate a gross profit for the first time since the pandemic. Slow Q1 with volumes increasing over the year
- Economic Development Grants anticipated to spend 50% or less of the \$1.2M matching grants in 2022 from change to a 2-year cycle

# Economic Development YTD Q3 Financial Highlights

## 2022 Net Operating Income \$1.3M favorable to budget and \$864K higher than 2021

- Revenue unfavorable to budget by \$1.6M and \$4.4M higher than 2021 as Conference and Event Centers and parking revenues are rebounding from COVID
- Expenses favorable to budget by \$2.9M driven by less conferences than budgeted and lower maintenance spend. Expenses are up by \$3.5M Y/Y due to returning Conference & Event Center volumes, Tourism spending, and payroll related costs

- Capital spending was \$5.6M through Q3 and forecasted at 89% of \$10.5M budget

	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Actual	Budget	\$	%	\$	%
Total Revenues	7,678	6,849	11,216	12,816	(1,600)	-12%	4,367	64%
Total Operating Expense	14,889	13,228	16,731	19,643	2,912	15%	3,503	26%
Net Operating Income	(7,211)	(6,379)	(5,515)	(6,827)	1,313	19%	864	14%
Depreciation	2,631	2,879	2,932	2,673	(259)	-10%	54	2%
Net Income	(9,842)	(9,258)	(8,447)	(9,501)	1,054	11%	811	9%

# Central Services

## 2022 Q3 Financial Performance Report

# Central Services

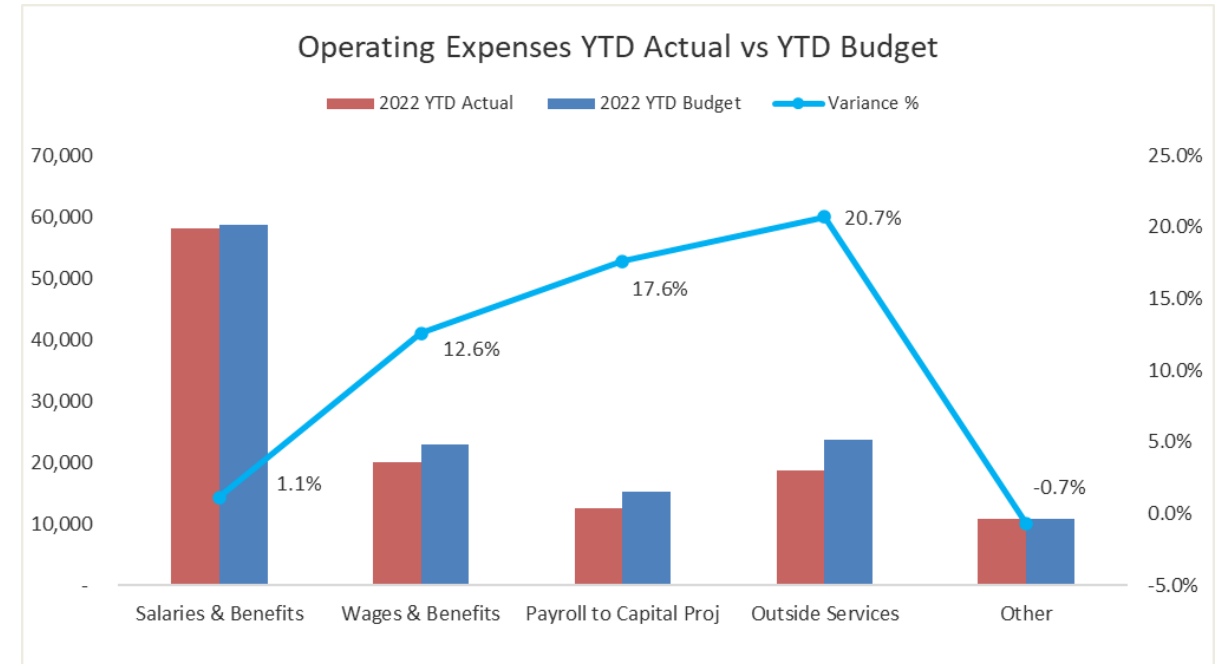
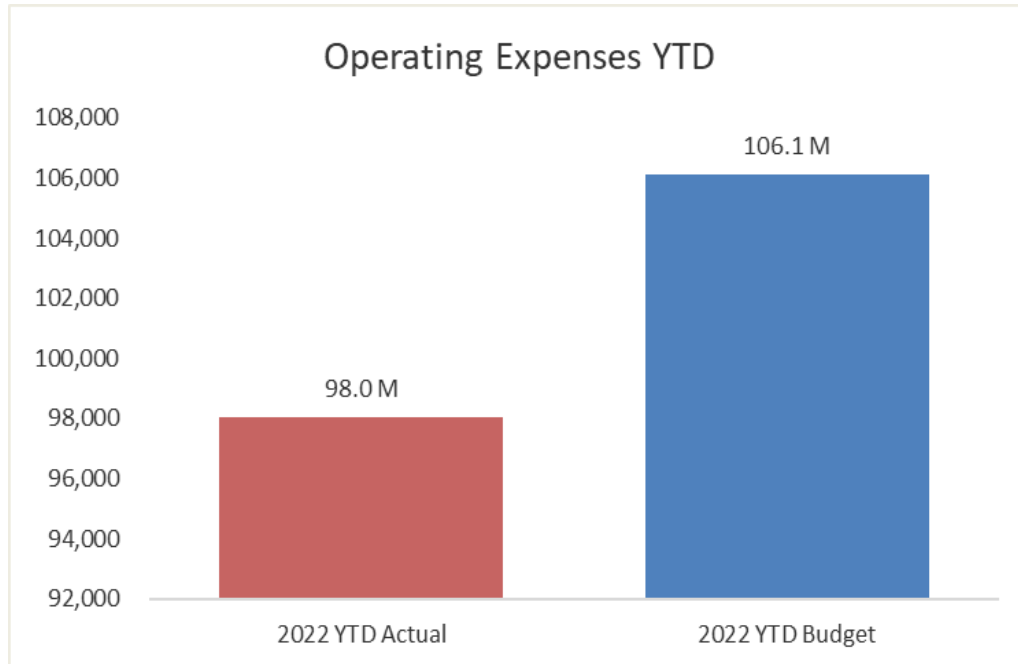
## Financial Summary

<i>Figures in \$000s</i>	<b>Forecast</b>	<b>Budget</b>	<b>Variance</b>
<b>Revenues</b>	<b>864</b>	<b>186</b>	<b>678</b>
Core Central Support Services	97,181	96,677	(504)
Police	29,882	32,746	2,864
Engineering/PCS	10,690	12,334	1,644
<b>O&amp;M Expenses</b>	<b>137,753</b>	<b>141,756</b>	<b>4,003</b>
<b>Capital Spending</b>	<b>7,498</b>	<b>10,889</b>	<b>3,391</b>

## Business Highlights

- Opened the **Duwamish River People's Park** with an opening ceremony, community festival and site tours
- Sponsored a **Working Waterfront Boat Tour for Elected Officials** throughout King County in partnership with the WA Maritime Federation
- Hosted the **Port U Adult Education Series** including Airport 101, Duwamish River 101, Ship Canal 101, and Cargo 101
- Completed the **summer youth internship program** with 43 interns

# Operating Expenses Summary (YTD)

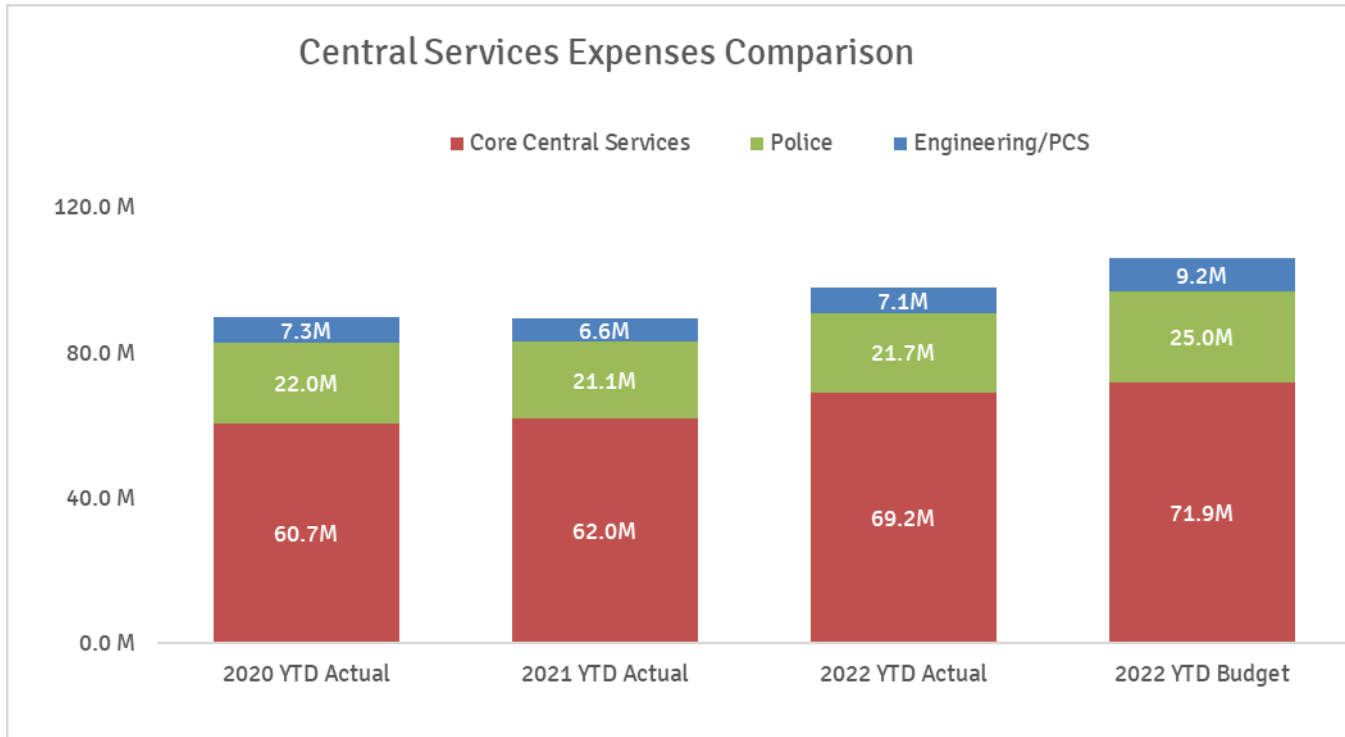


**\$8.1M or 7.6% favorable**

- Payroll **\$6.2M** lower due to vacancies
- Outside Services **\$4.9M** underspent
- Favorable variance partially offset by **\$3.0M** less Charges to Capital Projects



# Central Services YTD Financial Highlights



2022 YTD Total Operating Expenses are **\$8.1M favorable** to the budget due to:

- Lower Payroll and Outside Services offset by lower charges to Capital Projects and unexpected General Expenses

2022 YTD Total Operating Expenses are **\$8.4M higher** compared to 2021 due to:

- Higher Payroll, General Expense, Equipment Expense, Outside Services, Travel, and lower charges to Capital Projects

# Portwide

## 2022 Q3 Financial Performance Report



# Portwide Financial Summary

	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Actual	Budget	\$	%	\$	%
Aeronautical Revenues	220,058	219,378	286,217	296,879	(10,661)	-3.6%	66,839	30.5%
Airport Non-Aero Revenues	90,106	137,516	197,006	173,829	23,177	13.3%	59,490	43.3%
Non-Airport Revenues	74,173	90,018	114,128	101,596	12,532	12.3%	24,110	26.8%
<b>Total Operating Revenues</b>	<b>384,337</b>	<b>446,912</b>	<b>597,351</b>	<b>572,303</b>	<b>25,048</b>	<b>4.4%</b>	<b>150,439</b>	<b>33.7%</b>
Total Operating Expenses	299,766	301,273	342,531	374,103	31,572	8.4%	41,258	13.7%
<b>NOI before Depreciation</b>	<b>84,571</b>	<b>145,639</b>	<b>254,819</b>	<b>198,200</b>	<b>56,620</b>	<b>28.6%</b>	<b>109,181</b>	<b>75.0%</b>
Depreciation	131,955	137,678	164,385	139,119	(25,266)	-18.2%	26,707	19.4%
<b>NOI after Depreciation</b>	<b>(47,383)</b>	<b>7,961</b>	<b>90,434</b>	<b>59,081</b>	<b>31,354</b>	<b>53.1%</b>	<b>82,473</b>	<b>1036.0%</b>

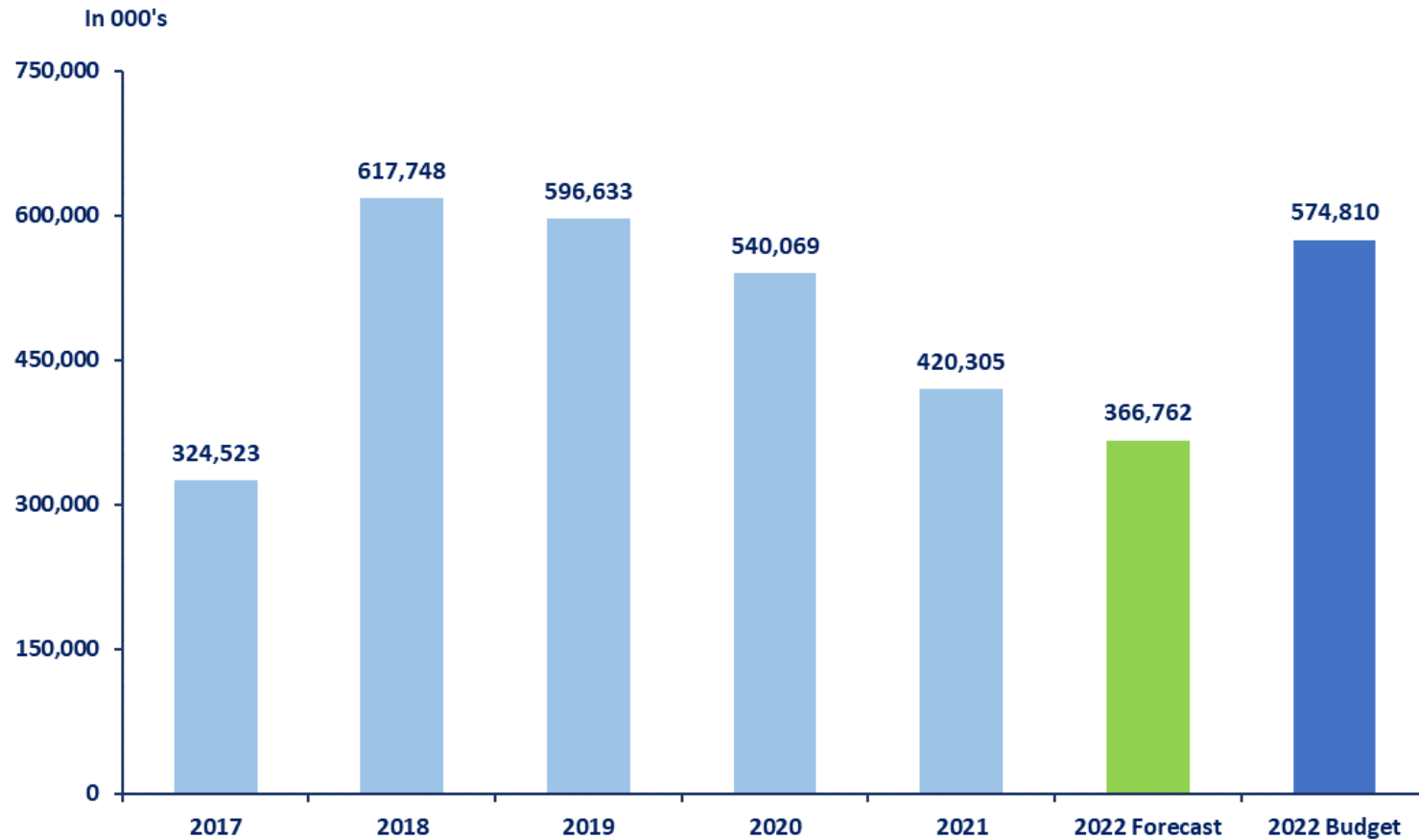
- Total Operating Revenues: **\$25.0M higher** than budgeted mainly due to timing of applying the \$21.4M Federal Operating Grant Revenue offset and higher revenue from Cruise and Public Parking
- Total Operating Expenses: **\$31.6M favorable** to the budget mainly due to delay in Outside Services spending, vacant positions, lower Equipment Expense, Third Party Management Expense, and Travel & Other Employee Expenses partially offset by less Charges to Capital Projects and higher Utilities
- NOI before Depreciation: **\$56.6M above budget**

# Portwide Financial Summary (YE Forecast)

	2020	2021	2022	2022	Fav (UnFav) Fest vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Forecast	Budget	\$	%	\$	%
Aeronautical Revenues	297,909	317,513	390,316	394,963	(4,647)	-1.2%	72,803	22.9%
Airport Non-Aero Revenues	116,473	183,819	248,961	240,820	8,141	3.4%	65,142	35.4%
Non-Airport Revenues	96,446	120,689	138,451	131,072	7,379	5.6%	17,762	14.7%
<b>Total Operating Revenues</b>	<b>510,828</b>	<b>622,020</b>	<b>777,728</b>	<b>766,854</b>	<b>10,873</b>	<b>1.4%</b>	<b>155,708</b>	<b>25.0%</b>
Total Operating Expenses	408,681	364,656	481,565	499,146	17,581	3.5%	116,908	32.1%
<b>NOI before Depreciation</b>	<b>102,147</b>	<b>257,364</b>	<b>296,163</b>	<b>267,708</b>	<b>28,454</b>	<b>10.6%</b>	<b>38,799</b>	<b>15.1%</b>
Depreciation	180,086	190,683	196,757	196,757	-	0.0%	6,074	3.2%
<b>NOI after Depreciation</b>	<b>(77,939)</b>	<b>66,681</b>	<b>99,406</b>	<b>70,952</b>	<b>28,454</b>	<b>40.1%</b>	<b>32,725</b>	<b>49.1%</b>

- **Operating Revenues: \$10.9M favorable** to the budget due to higher forecasted revenues in Cruise and Landside businesses driven by high demand from returning passengers
- **Total Operating Expenses: \$17.6M below budget** mainly due to delay in hiring and project spending offset by higher Utilities and expenses related to the Gateway Building Project at FT
- **NOI before Depreciation: \$28.5M above budget**

# Portwide Capital Spending



- 2022 YTD total capital spending was \$237.2M
- For the full year, total capital spending is expected to be \$366.8M, 63.8% of the budget

# Aviation Division Appendix

## 2022 Q3 Financial Performance Report

# Airport Activity

	YTD 2020	YTD 2021	YTD 2022
<b>Total Passengers (000's)</b>			
Domestic	14,465	25,063	31,085
International	1,174	1,045	3,232
Total	15,640	26,108	34,317
<b>Operations</b>	218,147	280,435	266,336
<b>Landed Weight (In Millions of lbs.)</b>			
Cargo	1,967	2,146	2,031
All other	12,885	17,520	19,696
Total	14,852	19,666	21,727
<b>Cargo - Metric Tons</b>			
Domestic freight	253,738	268,816	253,336
International & Mail freight	77,833	98,108	93,538
Total	331,571	366,924	346,874

## 2022 YTD Passenger volume:

- YTD through September passenger volume is 31% higher than YTD in 2021.
- Total passenger recovery is building, but volumes are expected to be 10.9% lower for full year 2022 than pre-pandemic volumes in 2019.

## Month summary (Sep 2022 vs. Sep 2021)

Airline	Code	Current pax	Market share	Previous pax	Pax % diff
Alaska Airlines (rollup)	AS	2,240,519	52.9%	1,836,651	22.0%
Delta Air Lines (rollup)	DL	1,027,519	24.3%	809,017	27.0%
United Airlines (rollup)	UA	220,199	5.2%	196,417	12.1%
Southwest Airlines (r..	WN	212,545	5.0%	207,547	2.4%
American Airlines	AA	153,314	3.6%	169,970	-9.8%



# Aviation Financial Summary

Financial Summary (\$ in 000's)	2020	2021	2022	2022	Fav(UnFav) Actual vs. Budget Variance		Incr/(Decr) Change from 2021	
	Actual	Actual	Forecast	Budget	\$	%	\$	%
<b>Operating Revenue</b>								
Aeronautical Revenues	297,909	317,513	390,316	394,963	(4,647)	-1.2%	72,803	22.9%
Non-Aeronautical Revenues	116,473	183,819	248,961	240,820	8,141	3.4%	65,142	35.4%
<b>Total Operating Revenues</b>	<b>414,382</b>	<b>501,332</b>	<b>639,277</b>	<b>635,783</b>	<b>3,494</b>	<b>0.5%</b>	<b>137,945</b>	<b>27.5%</b>
<b>Operating Expenses</b>								
Airport Direct Charges	235,854	218,644	278,613	285,197	6,584	2.3%	59,969	27.4%
Environmental Remediation Liability	(2,361)	1,583	(1,709)	985	2,694	273.5%	(3,292)	-208.0%
Capital to Expense	2,588	1,254	-	-	-		(1,254)	-100.0%
Charges from Other Divisions	93,599	72,736	109,748	111,440	1,692	1.5%	37,012	50.9%
<b>Total Operating Expenses</b>	<b>329,680</b>	<b>294,217</b>	<b>386,653</b>	<b>397,622</b>	<b>10,970</b>	<b>2.8%</b>	<b>92,435</b>	<b>31.4%</b>
<b>Net Operating Income</b>	<b>84,702</b>	<b>207,114</b>	<b>252,624</b>	<b>238,160</b>	<b>14,464</b>	<b>6.1%</b>	<b>45,510</b>	<b>22.0%</b>
<b>CPE</b>	26.50	15.93	15.21	14.82	(0.39)	-2.6%	(0.72)	-4.5%
<b>Non-Aero NOI (\$ in 000s)</b>	93,175	95,446	118,801	106,940	11,861	11.1%	23,355	24.5%
<b>Enplaned passengers (in 000s)</b>	10,044	18,073	23,324	24,259	(934)	-3.9%	5,251	29.1%
<b>Capital Expenditures (in 000s)</b>	<b>504,073</b>	<b>389,051</b>	<b>335,507</b>	<b>527,917</b>	<b>192,410</b>	<b>36.4%</b>	<b>(53,544)</b>	<b>-13.8%</b>

# Key Performance Measures

	2020	2021	2022	2022	Fav(UnFav) Actual vs. Budget Variance		Incr/(Decr) Change from 2021	
	Actual	Actual	Forecast	Approved Budget	\$	%	\$	%
<b>Key Performance Metrics</b>								
Cost per Enplanement (CPE)	26.50	15.93	15.21	14.82	(0.39)	-2.6%	(0.72)	-4.5%
Non-Aeronautical NOI (in 000's) <sup>1</sup>	6,671	93,175	118,801	106,940	11,861	11.1%	25,626	27.5%
<b>Other Performance Metrics</b>								
O&M Cost per Enplanement	32.82	16.28	16.58	16.39	(0.19)	-1.1%	0.30	1.8%
Non-Aero Revenue per Enplanement	11.60	10.17	10.67	9.93	0.75	7.5%	0.50	4.9%
Debt per Enplanement (in \$)	326	198	146	140	(6)	-4.0%	(52)	-26.4%
Debt Service Coverage	1.40	1.69	2.72	2.03	0.69	34.0%	1.03	60.9%
Days cash on hand (10 months = 304 days)	327	423	459	426	33	7.8%	36	8.5%
Aeronautical Revenue Sharing (\$ in 000's)	1	-	-	-	-	0.0%	-	0.0%
<b>Activity (in 000's)</b>								
Enplanements	10,044	18,073	23,324	24,259	(934)	-3.9%	5,251	29.1%
Total Passengers	20,087	36,146	46,649	48,517	(1,868)	-3.9%	10,503	29.1%

# Aviation Expense YTD Summary

Total Airport Expense Summary (\$ in 000's)	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav(UnFav) Actual vs. Budget Variance		Incr/(Decr) Change from 2021	
	Actual	Actual	Actual	Budget	\$	%	\$	%
<b>Operating Expenses</b>								
Payroll	117,090	116,344	123,589	124,072	482	0.4%	7,245	6.2%
Outside Services	43,872	42,255	50,041	76,448	26,406	34.5%	7,786	18.4%
Utilities	11,692	15,832	17,553	16,660	(893)	-5.4%	1,722	10.9%
Other Expenses	1,904	50	8,784	(2,475)	(11,259)	454.9%	8,734	17386.3%
<b>Total Airport Direct Charges</b>	<b>174,559</b>	<b>174,481</b>	<b>199,968</b>	<b>214,704</b>	<b>14,736</b>	<b>6.9%</b>	<b>25,487</b>	<b>14.6%</b>
Environmental Remediation Liability	(2,776)	801	(2,312)	420	2,732	650.5%	(3,113)	-388.6%
Capital to Expense	32	319	46	-	(46)		(272)	-85.5%
<b>Total Exceptions</b>	<b>(2,743)</b>	<b>1,120</b>	<b>(2,266)</b>	<b>420</b>	<b>2,686</b>	<b>639.5%</b>	<b>(3,385)</b>	<b>-302.4%</b>
<b>Total Airport Expenses</b>	<b>171,815</b>	<b>175,601</b>	<b>197,702</b>	<b>215,124</b>	<b>17,422</b>	<b>8.1%</b>	<b>22,101</b>	<b>12.6%</b>
Corporate	52,791	51,642	57,550	58,585	1,035	1.8%	5,908	11.4%
Police	17,807	17,336	17,731	21,145	3,414	16.1%	396	2.3%
Maritime/Economic Development/Other	2,457	2,064	2,421	3,968	1,546	39.0%	357	17.3%
<b>Total Charges from Other Divisions</b>	<b>73,056</b>	<b>71,042</b>	<b>77,703</b>	<b>83,699</b>	<b>5,996</b>	<b>7.2%</b>	<b>6,661</b>	<b>9.4%</b>
<b>Total Operating Expenses</b>	<b>244,871</b>	<b>246,642</b>	<b>275,405</b>	<b>298,823</b>	<b>23,418</b>	<b>7.8%</b>	<b>28,762</b>	<b>11.7%</b>

# Aviation Expense YE Summary

Total Airport Expense Summary (\$ in 000's)	2020	2021	2022	2022	Fav(UnFav) Actual vs. Budget Variance		Incr/(Decr) Change from 2021	
	Actual	Actual	Forecast	Budget	\$	%	\$	%
<b>Operating Expenses</b>								
Payroll	152,895	134,567	167,077	167,505	428	0.3%	32,509	24.2%
Outside Services	63,922	62,382	89,652	101,757	12,105	11.9%	27,270	43.7%
Utilities	15,695	20,175	22,566	21,008	(1,557)	-7.4%	2,390	11.8%
Other Expenses	3,341	1,519	(681)	(5,074)	(4,392)	86.6%	(2,200)	-144.9%
<b>Total Airport Direct Charges</b>	<b>235,854</b>	<b>218,644</b>	<b>278,613</b>	<b>285,197</b>	<b>6,584</b>	<b>2.3%</b>	<b>59,969</b>	<b>27.4%</b>
Environmental Remediation Liability	(2,361)	1,583	(1,709)	985	2,694	273.5%	(3,292)	-208.0%
Capital to Expense	2,588	1,254	-	-	-		(1,254)	-100.0%
<b>Total Exceptions</b>	<b>227</b>	<b>2,837</b>	<b>(1,709)</b>	<b>985</b>	<b>2,694</b>	<b>273.5%</b>	<b>(4,546)</b>	<b>-160.3%</b>
<b>Total Airport Expenses</b>	<b>236,081</b>	<b>221,481</b>	<b>276,904</b>	<b>286,182</b>	<b>9,278</b>	<b>3.2%</b>	<b>55,424</b>	<b>25.0%</b>
Corporate	68,316	56,711	79,668	78,940	(728)	-0.9%	22,958	40.5%
Police	22,150	13,916	25,221	27,658	2,437	8.8%	11,305	81.2%
Maritime/Economic Development/Other	3,134	2,110	4,858	4,842	(16)	-0.3%	2,749	130.3%
<b>Total Charges from Other Divisions</b>	<b>93,599</b>	<b>72,736</b>	<b>109,748</b>	<b>111,440</b>	<b>1,692</b>	<b>1.5%</b>	<b>37,012</b>	<b>50.9%</b>
<b>Total Operating Expenses</b>	<b>329,680</b>	<b>294,217</b>	<b>386,653</b>	<b>397,622</b>	<b>10,970</b>	<b>2.8%</b>	<b>92,435</b>	<b>31.4%</b>

# Aeronautical Business YTD

Aeronautical NOI (\$ in 000's)	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav(UnFav) Actual vs. Budget Variance		Incr/(Decr) Change from 2021	
	Actual	Actual	Actual	Budget	\$	%	\$	%
<b>Rate Base Revenues</b>								
Airfield Movement Area	58,087	63,808	81,929	89,165	(7,236)	-8.1%	18,121	28.4%
Airfield Apron Area	13,546	13,028	12,714	12,267	447	3.6%	(314)	-2.4%
Terminal Rents	132,237	122,406	159,848	165,327	(5,479)	-3.3%	37,442	30.6%
Federal Inspection Services (FIS)	3,374	7,928	19,144	17,676	1,467	8.3%	11,215	141.5%
<b>Total Rate Base Revenues</b>	<b>207,245</b>	<b>207,170</b>	<b>273,635</b>	<b>284,436</b>	<b>(10,801)</b>	<b>-3.8%</b>	<b>66,465</b>	<b>32.1%</b>
Airfield Commercial Area	12,812	12,208	12,583	12,443	140	1.1%	375	3.1%
<b>Subtotal before Revenue Sharing</b>	<b>220,057</b>	<b>219,378</b>	<b>286,217</b>	<b>296,879</b>	<b>(10,661)</b>	<b>-3.6%</b>	<b>66,839</b>	<b>30.5%</b>
Revenue Sharing	1	-	-	-	-		-	
<b>Total Aeronautical Revenues</b>	<b>220,058</b>	<b>219,378</b>	<b>286,217</b>	<b>296,879</b>	<b>(10,661)</b>	<b>-3.6%</b>	<b>66,839</b>	<b>30.5%</b>
<b>Total Aeronautical Expenses</b>	<b>163,655</b>	<b>168,909</b>	<b>187,128</b>	<b>203,032</b>	<b>15,905</b>	<b>7.8%</b>	<b>18,218</b>	<b>10.8%</b>
<b>Aeronautical NOI</b>	<b>56,403</b>	<b>50,469</b>	<b>99,090</b>	<b>93,846</b>	<b>5,243</b>	<b>5.6%</b>	<b>48,621</b>	<b>96.3%</b>

# Aeronautical Business YE

Aeronautical NOI (\$ in 000's)	2020	2021	2022	2022	Fav(UnFav) Actual vs. Budget Variance		Incr/(Decr) Change from 2021	
	Actual	Actual	Forecast	Budget	\$	%	\$	%
<b>Rate Base Revenues</b>								
Airfield Movement Area	84,906	88,061	119,408	118,291	1,116	0.9%	31,347	35.6%
Airfield Apron Area	22,016	17,146	14,904	16,439	(1,535)	-9.3%	(2,243)	-13.1%
Terminal Rents	205,283	184,625	212,168	220,174	(8,006)	-3.6%	27,544	14.9%
Federal Inspection Services (FIS)	8,616	10,978	27,110	23,468	3,642	15.5%	16,132	146.9%
<b>Total Rate Base Revenues</b>	<b>320,821</b>	<b>300,810</b>	<b>373,590</b>	<b>378,373</b>	<b>(4,783)</b>	<b>-1.3%</b>	<b>72,779</b>	<b>24.2%</b>
Airfield Commercial Area	17,633	16,702	16,726	16,590	136	0.8%	24	0.1%
<b>Subtotal before Revenue Sharing</b>	<b>338,454</b>	<b>317,513</b>	<b>390,316</b>	<b>394,963</b>	<b>(4,647)</b>	<b>-1.2%</b>	<b>72,803</b>	<b>22.9%</b>
Revenue Sharing	1	-	-	-	-	-	-	-
<b>Total Aeronautical Revenues</b>	<b>338,455</b>	<b>317,513</b>	<b>390,316</b>	<b>394,963</b>	<b>(4,647)</b>	<b>-1.2%</b>	<b>72,803</b>	<b>22.9%</b>
<b>Total Aeronautical Expenses</b>	<b>219,878</b>	<b>203,573</b>	<b>261,313</b>	<b>270,850</b>	<b>9,536</b>	<b>3.5%</b>	<b>57,740</b>	<b>28.4%</b>
<b>Aeronautical NOI</b>	<b>118,577</b>	<b>113,940</b>	<b>129,002</b>	<b>124,113</b>	<b>4,889</b>	<b>3.9%</b>	<b>15,063</b>	<b>13.2%</b>
Debt Service	(62,607)	(80,554)	(89,254)	(99,789)	10,535	-10.6%	(8,700)	10.8%
<b>Net Cash Flow</b>	<b>55,970</b>	<b>33,385</b>	<b>39,748</b>	<b>24,324</b>	<b>15,424</b>	<b>63.4%</b>	<b>6,363</b>	<b>19.1%</b>

# Aero Cost Drivers

\$ in 000's	2021 Actual	2022 Budget	2022 Forecast	Impact on Aero Revenues Budget vs Forecast	
				\$	%
O&M <sup>(1)</sup>	198,065	263,372	254,913	(8,459)	-3.2%
Federal Relief Grants O&M	(2,571)	(12,700)	-	12,700	-100.0%
Net O&M	195,494	250,672	254,913	4,241	1.7%
Debt Service Before Offsets	187,134	235,151	235,864	714	0.3%
Debt Service PFC Offset	(54,076)	(79,803)	(79,855)	(52)	0.1%
Federal Relief Grants Debt Service	(58,878)	(58,975)	(69,180)	(10,205)	17.3%
Net Debt Service	74,180	96,373	86,829	(9,544)	-9.9%
Amortization	32,511	33,699	33,681	(18)	-0.1%
Space Vacancy	(1,102)	(1,613)	(1,075)	538	-33.3%
TSA Operating Grant and Other	(687)	(758)	(758)	0	0.0%
<b>Rate Base Revenues</b>	<b>300,397</b>	<b>378,373</b>	<b>373,590</b>	<b>(4,783)</b>	<b>-1%</b>
Commercial area	16,702	16,590	16,726	136	1%
<b>Total Aero Revenues</b>	<b>317,099</b>	<b>394,963</b>	<b>390,316</b>	<b>(4,647)</b>	<b>-1%</b>

## 2022 Forecast to 2022 Budget

**O&M – \$8.5M lower** most savings from delay in Airline Realignment timing and IAF, partially offset by small increases in other areas (primarily AMA and TermB)

## **Federal Relief Grants Aero Portion:**

- **Debt Service Impact** - Reducing \$69M from Rate Base



# Non-Aeronautical Business YTD

(Operating Revenue below has been reduced by Federal Concessionaire Relief grants)

**YTD Passenger Volume are up 31.2% compared to prior year**  
**YTD O&D Passenger Volume up 33.6% compared to prior year**

Non-Aeronautical NOI (\$ in 000's)	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav(UnFav) Actual vs. Budget Variance		Incr/(Decr) Change from 2021	
	Actual	Actual	Actual	Budget	\$	%	\$	%
<b>Non-Aeronautical Revenues</b>								
Public Parking	26,591	45,034	64,775	60,682	4,093	6.7%	19,740	43.8%
Rental Cars	12,318	26,998	38,906	39,304	(398)	-1.0%	11,907	44.1%
Ground Transportation	5,426	8,171	15,406	13,445	1,960	14.6%	7,235	88.6%
Airport Dining & Retail	20,348	29,670	41,026	23,174	17,852	77.0%	11,356	38.3%
Other	25,423	27,643	36,893	37,223	(330)	-0.9%	9,250	33.5%
<b>Total Non-Aeronautical Revenues</b>	<b>90,106</b>	<b>137,516</b>	<b>197,006</b>	<b>173,829</b>	<b>23,177</b>	<b>13.3%</b>	<b>59,490</b>	<b>43.3%</b>
<b>Total Non-Aeronautical Expenses</b>	<b>49,857</b>	<b>77,733</b>	<b>88,277</b>	<b>95,791</b>	<b>7,514</b>	<b>7.8%</b>	<b>10,544</b>	<b>13.6%</b>
<b>Non-Aeronautical NOI</b>	<b>40,250</b>	<b>59,783</b>	<b>108,728</b>	<b>78,038</b>	<b>30,691</b>	<b>39.3%</b>	<b>48,945</b>	<b>81.9%</b>

## 2022 YTD Actuals to 2021 YTD Actuals

### Non-Aero Revenue:

- All Non-Aero lines of business were impacted by COVID-19 and Non-Aero businesses are experiencing different rates of recovery in the pandemic environment.
- Parking revenue performance reflects strong demand despite a recent parking tariff rate increase.
- Rental Car strong revenue reflects shortage of fleet size which continues to put upward pressure on rental rates.
- GT revenue recovery reflects increased demand for shared ride options, especially TNCs and taxis.
- ADR revenue reflects delay in ARPA concessionaire relief grant, which will reduce operating revenue with an offset in non-operating grant revenue (cashflow neutral)

# Non-Aeronautical Business YE

(Operating Revenue which has been reduced by grant rent credits)

Passenger Volume forecasted to be up 27.8% compared to prior year

O&D Passenger Volume forecasted to be up 30.1% compared to prior year

Non-Aeronautical NOI (\$ in 000's)	2020	2021	2022	2022	Fav(UnFav) Actual vs. Budget Variance		Incr/(Decr) Change from 2021	
	Actual	Actual	Forecast	Budget	\$	%	\$	%
<b>Non-Aeronautical Revenues</b>								
Public Parking	34,502	64,104	88,821	81,028	7,793	9.6%	24,717	38.6%
Rental Cars	16,637	34,740	55,681	52,138	3,543	6.8%	20,941	60.3%
Ground Transportation	6,557	11,947	20,928	18,242	2,686	14.7%	8,981	75.2%
Airport Dining & Retail	25,703	36,510	34,689	39,244	(4,556)	-11.6%	(1,821)	-5.0%
Other	33,074	36,518	48,843	50,167	(1,324)	-2.6%	12,325	33.8%
<b>Total Non-Aeronautical Revenues</b>	<b>116,473</b>	<b>183,819</b>	<b>248,961</b>	<b>240,820</b>	<b>8,141</b>	<b>3.4%</b>	<b>65,142</b>	<b>35.4%</b>
<b>Total Non-Aeronautical Expenses</b>	<b>109,802</b>	<b>90,644</b>	<b>125,339</b>	<b>126,773</b>	<b>1,434</b>	<b>1.1%</b>	<b>34,695</b>	<b>38.3%</b>
<b>Non-Aeronautical NOI<sup>1</sup></b>	<b>6,671</b>	<b>93,175</b>	<b>123,622</b>	<b>114,047</b>	<b>9,575</b>	<b>8.4%</b>	<b>30,447</b>	<b>32.7%</b>
Less: CFC Surplus	(6,834)	-	(4,821)	(7,107)	2,286	-32.2%	(4,821)	
<b>Adjusted Non-Aeronautical NOI</b>	<b>(163)</b>	<b>93,175</b>	<b>118,801</b>	<b>106,940</b>	<b>11,861</b>	<b>11.1%</b>	<b>25,626</b>	<b>27.5%</b>
Debt Service	(33,065)	(27,096)	(19,408)	(33,372)	13,963	-41.8%	7,688	-28.4%
<b>Net Cash Flow</b>	<b>(33,229)</b>	<b>66,079</b>	<b>99,393</b>	<b>73,568</b>	<b>25,824</b>	<b>35.1%</b>	<b>33,314</b>	<b>50.4%</b>

## 2022 Forecast to 2021 Actuals

### Non-Aero Revenue:

- All Non-Aero lines of business were impacted by COVID-19, with Non-Aero businesses experiencing different rates of recovery in the pandemic environment.
- Landside revenue continues to recover strongly, especially in Parking, Rental Car, and GT due to high demand from returning passengers.
- ADR revenue reflects reduction in operating revenue due to Federal concessionaire relief grants, which are offset by non-operating grant revenue (cashflow neutral), along with the delay of opening the new Salty's Restaurant.
- Other revenue reflects the delay of the AMEX Lounge opening and lower lounge visits so far this year, partially offset by strong performances in In-Flight Kitchen revenue and AIClear concession revenue.

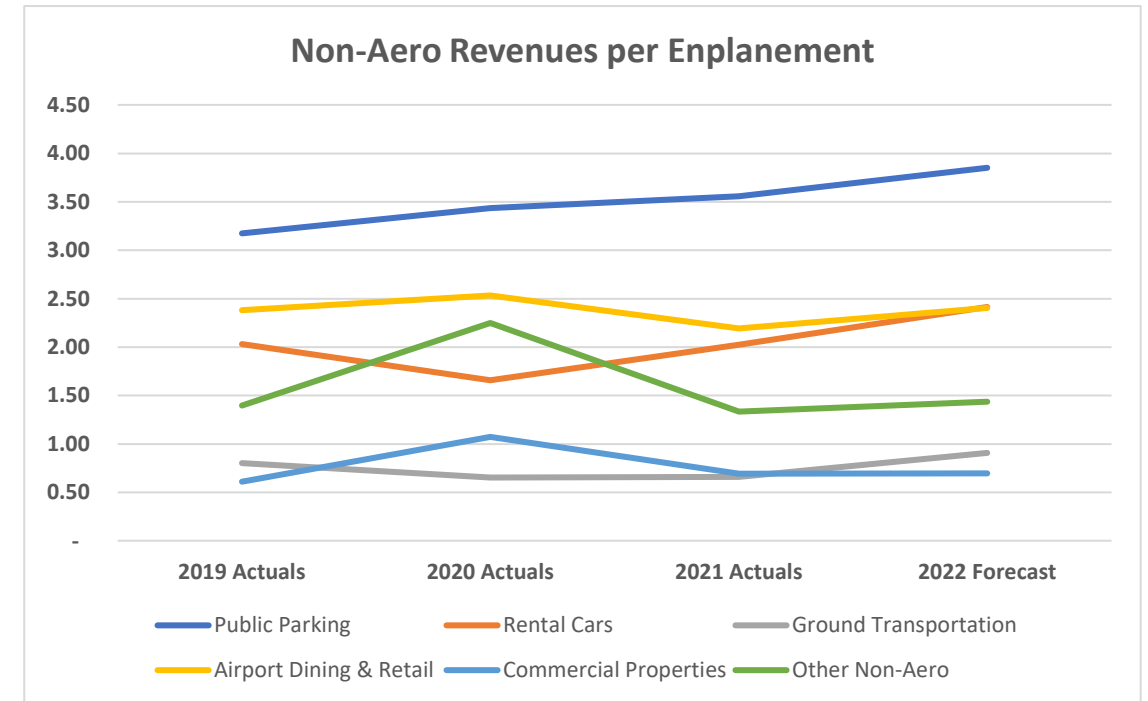
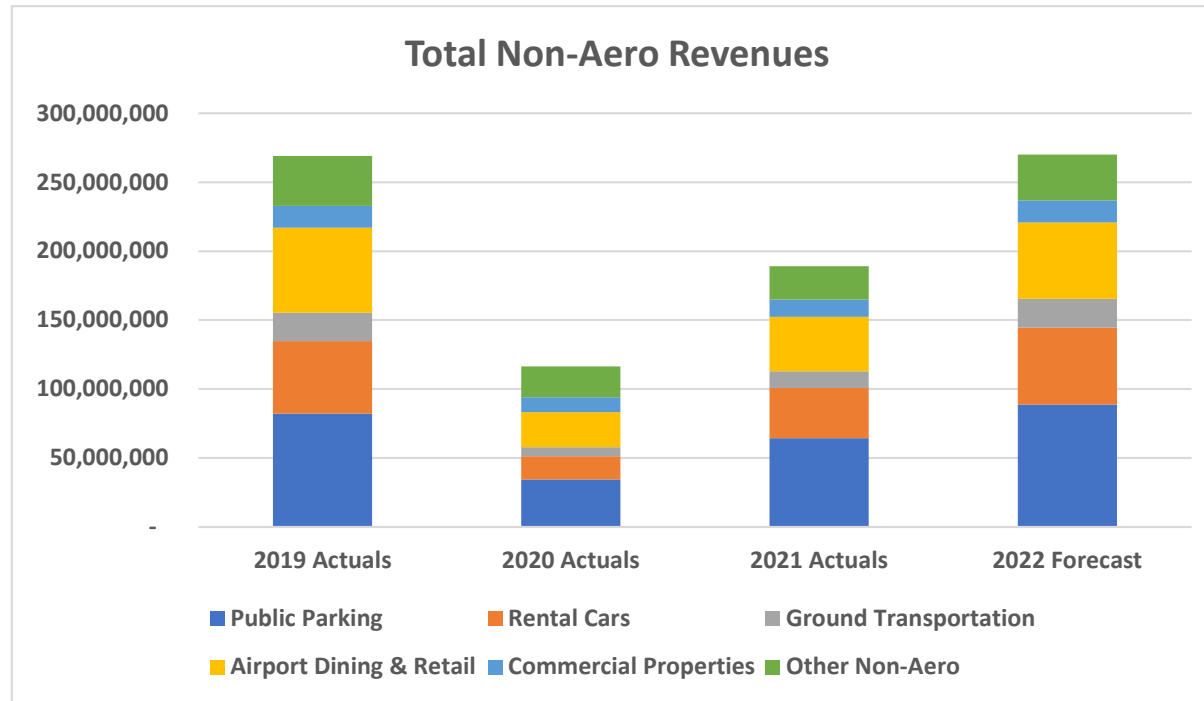
# Non-Aeronautical Business YE

(Actual Business Recovery shown prior to revenue reductions for grant rent credits)

Non-Aeronautical Revenue Recovery Trend by Year  (\$ in 000's)	2019 Actual	2020 Actual	2021 Actual	2022 Budget	2022 Forecast	Incr/(Decr) Change from 2022 FCST v. 2022 Budget \$ %		Fav(UnFav) 2022 FCST v. 2019 Actual Variance \$ %	
<b>Non-Aeronautical Revenues</b>									
Public Parking	82,125	34,502	64,289	81,028	88,821	7,793	9.6%	6,696	8.2%
Rental Cars	52,567	16,637	36,612	52,138	55,681	3,543	6.8%	3,114	5.9%
Ground Transportation	20,765	6,557	11,947	18,242	20,928	2,686	14.7%	162	0.8%
Airport Dining & Retail	61,615	25,418	39,638	60,663	55,449	(5,214)	-8.6%	(6,165)	-10.0%
Commercial Properties	15,773	10,766	12,520	15,371	16,092	721	4.7%	319	2.0%
Non-Airline Terminal Leased Space	6,398	5,816	6,159	7,334	6,608	(726)	-9.9%	210	3.3%
Clubs and Lounges	10,274	2,043	3,478	8,972	8,265	(707)	-7.9%	(2,009)	-19.6%
Utilities	7,431	5,672	6,350	7,765	7,665	(100)	-1.3%	234	3.1%
Other Non-Aero Revenue	12,091	9,062	8,127	10,725	10,621	(104)	-1.0%	(1,469)	-12.2%
<b>Total Non-Aeronautical Revenues BEFORE grants</b>	<b>269,037</b>	<b>116,473</b>	<b>189,120</b>	<b>262,239</b>	<b>270,130</b>	<b>7,891</b>	<b>3.0%</b>	<b>1,092</b>	<b>0.4%</b>
less Concession Relief grants	-	-	(5,301)	(21,419)	(21,169)	250	-1.2%	(21,169)	
<b>Non-Aeronautical Operating Revenue</b>	<b>269,037</b>	<b>116,473</b>	<b>183,819</b>	<b>240,820</b>	<b>248,961</b>	<b>8,141</b>	<b>3.4%</b>	<b>(20,076)</b>	<b>-7.5%</b>
<u><b>Enplanements shown in 000's</b></u>								-	
<b>Total Enplanements</b>	<b>25,874</b>	<b>10,037</b>	<b>18,039</b>	<b>24,259</b>	<b>23,052</b>	<b>(1,207)</b>	<b>-5.0%</b>	<b>(2,822)</b>	<b>-10.9%</b>
<i>International Enplanements</i>	<i>2,858</i>	<i>664</i>	<i>818</i>	<i>1,855</i>	<i>2,186</i>	<i>331</i>	<i>17.8%</i>	<i>(672)</i>	<i>-23.5%</i>
<i>O&amp;D Enplanements</i>	<i>18,163</i>	<i>6,614</i>	<i>12,050</i>	<i>17,224</i>	<i>15,675</i>	<i>(1,548)</i>	<i>-9.0%</i>	<i>(2,488)</i>	<i>-13.7%</i>

# Non-Aero Revenue Recovery by Business Unit

(Actual Business Recovery shown prior to revenue reductions for grant rent credits)



- **2022 Non-Aero revenue forecast shows strong recovery from concession fees and transaction volume.** Parking, Rental Car and Ground Transportation business performance shows the strongest recovery. Airport Dining & Retail revenue recovery is slower due to tenant staffing challenges and construction delays on the new Salty's restaurant location. Other Non-Aero lines of business reflect the unequal business recovery being experienced by Non-Aeronautical businesses during the extended pandemic recovery cycle.
- **Space Rent revenue from real estate leases was relatively unaffected** by changes in passenger volumes over the past several years.

# Public Parking – YTD Revenue

**YTD O&D Passenger Volume up 33.6% compared to prior year**

Revenue Summary (in \$000s) <i>Org(s): 3420-Public Parking, Class: Top Level</i>	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav/(UnFav) Budget Variance		Inc/(Dec) from Prior Year Actuals	
	Actual	Actual	Actual	Budget	\$ Var	% Var	\$ Change	% Change
<b>Operating Revenue</b>								
Drive-Up Parking (General/Terminal Direct)	21,522	32,460	51,519	46,234	5,285	11.4%	19,059	58.7%
Pre-Booked Parking	1,528	8,687	8,617	9,900	(1,283)	-13.0%	(70)	-0.8%
Premier Corporate Parking	404	0	0	0	0	0.0%	0	0.0%
Kontrol Kards/AVI Tags	14	8	6	0	6	0.0%	(3)	-31.3%
Passport Parking	2,172	1,933	2,775	2,115	660	31.2%	843	43.6%
<b>Parking Revenue</b>	<b>25,640</b>	<b>43,088</b>	<b>62,917</b>	<b>58,249</b>	<b>4,668</b>	<b>8.0%</b>	<b>19,829</b>	<b>46.0%</b>
<b>Badge Fees</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>
Doug Fox Off-Site Parking	933	1,932	1,844	2,419	(575)	-23.8%	(88)	-4.6%
General Space Rental	14	14	14	14	0	0.0%	0	0.0%
<b>Space Rental</b>	<b>947</b>	<b>1,946</b>	<b>1,857</b>	<b>2,433</b>	<b>(575)</b>	<b>-23.6%</b>	<b>(88)</b>	<b>-4.5%</b>
Other Service Revenues	1	0	0	0	0	0.0%	(0)	-4.5%
<b>Total Operating Revenues</b>	<b>26,591</b>	<b>45,034</b>	<b>64,775</b>	<b>60,682</b>	<b>4,093</b>	<b>6.7%</b>	<b>19,740</b>	<b>43.8%</b>
<b>Total Enplanements</b>	<b>7,814</b>	<b>13,020</b>	<b>17,086</b>	<b>18,272</b>	<b>(1,186)</b>	<b>-6.5%</b>	<b>4,066</b>	<b>31.2%</b>
<b>O&amp;D %</b>	<b>65.9%</b>	<b>66.8%</b>	<b>68.0%</b>	<b>71.0%</b>	<b>-3.0%</b>	<b>-4.2%</b>	<b>0</b>	<b>1.8%</b>
<b>O&amp;D Enplanements</b>	<b>5,149</b>	<b>8,697</b>	<b>11,619</b>	<b>12,973</b>	<b>(1,354)</b>	<b>-10.4%</b>	<b>2,921</b>	<b>33.6%</b>

## 2022 YTD Actuals vs. 2022 Budget

**Increased parking rates in effect April 2022.**

**General Garage Parking (includes pre-booking program)** – Garage parking closely aligned with change in passenger volume, with continued passenger preference for close in self-parking. Pre-Booked parking has faced limitations as garage capacity issues have continued.

**Passport program** – this monthly parking program is seeing higher than budgeted revenue mostly due to the increased monthly rate.

# Public Parking – YTD Revenue Metrics

Public Parking Revenue Metrics <i>Revenue per O&amp;D Enplanement</i>	2020	2021	2022	2022	Fav/(UnFav) Budget Variance		Inc/(Dec) from Prior Year Actuals	
	Actual	Actual	Actual	Budget	\$ Var	% Var	\$ Change	% Change
Drive-Up Parking (General/Terminal Direct)	\$ 4.18	\$ 3.73	\$ 4.43	\$ 3.56	\$ 0.87	24.4%	\$ 0.70	18.8%
Pre-Booked Parking	\$ 0.30	\$ 1.00	\$ 0.74	\$ 0.76	\$ (0.02)	-2.8%	\$ (0.26)	-25.7%
Passport Parking	\$ 0.42	\$ 0.22	\$ 0.24	\$ 0.16	\$ 0.08	46.5%	\$ 0.02	7.5%
Premier Corporate Parking	\$ 0.08	\$ -	\$ -	\$ -	\$ -	0.0%	\$ -	0.0%
<b>Total Garage Revenue per O&amp;D Enplanement</b>	<b>\$ 4.98</b>	<b>\$ 4.95</b>	<b>\$ 5.41</b>	<b>\$ 4.49</b>	<b>\$ 0.92</b>	<b>20.6%</b>	<b>\$ 0.46</b>	<b>9.3%</b>
Doug-Fox Off-Site Parking	\$ 0.18	\$ 0.22	\$ 0.16	\$ 0.19	\$ (0.03)	-14.9%	\$ (0.06)	-28.6%
All Other Parking Revenue	\$ 0.00	\$ 0.00	\$ 0.00	\$ -	\$ 0.00	0.0%	\$ (0.00)	-47.5%
<b>Total Parking per O&amp;D Enplanement</b>	<b>\$ 5.16</b>	<b>\$ 5.18</b>	<b>\$ 5.58</b>	<b>\$ 4.68</b>	<b>1</b>	<b>19.2%</b>	<b>0</b>	<b>7.7%</b>
<i>Total Enplanements</i>	<i>7,814</i>	<i>13,020</i>	<i>17,086</i>	<i>18,272</i>	<i>(1,186)</i>	<i>-6.5%</i>	<i>4,066</i>	<i>31.2%</i>
<i>O&amp;D %</i>	<i>65.9%</i>	<i>66.8%</i>	<i>68.0%</i>	<i>71.0%</i>	<i>-3.0%</i>	<i>-4.2%</i>	<i>1.2%</i>	<i>1.8%</i>
<i>O&amp;D Enplanements</i>	<i>5,149</i>	<i>8,697</i>	<i>11,619</i>	<i>12,973</i>	<i>(1,354)</i>	<i>-10.4%</i>	<i>2,921</i>	<i>33.6%</i>

## Public Parking Key Metrics – 2022 YTD Actuals vs. 2022 Budget:

- **General Garage Parking (includes pre-booking)** – revenue per enplanement has remained strong, and continues to outperform budget, which indicates passenger preference for close in self-parking
- **Passport parking programs** – metric increase compared to 2022 budget reflects continued demand from airport tenant employees who continue to utilize due to preference for close in self-parking

# Public Parking – YE Revenue

O&D Passenger Volume forecasted to be up 30.1% compared to prior year

Revenue Summary (in \$000s)	2020	2021	2022	2022	Fav/(UnFav) Budget Variance		Inc/(Dec) from Prior Year Actuals	
<i>Org(s): 3420-Public Parking, Class: Top Level</i>	Actual	Actual	Forecast	Budget	\$ Var	% Var	\$ Change	% Change
<b>Operating Revenue</b>								
Drive-Up Parking (General/Terminal Direct)	27,157	47,994	70,648	61,759	8,889	14.4%	22,653	47.2%
Pre-Booked Parking	2,935	11,268	11,422	13,200	(1,778)	-13.5%	154	1.4%
Premier Corporate Parking	449	0	0	0	0	0.0%	0	0.0%
Kontrol Kards/AVI Tags	16	9	6	0	6	0.0%	(3)	-34.7%
Passport Parking	2,738	2,758	4,031	2,910	1,121	38.5%	1,274	46.2%
<b>Parking Revenue</b>	<b>33,294</b>	<b>62,029</b>	<b>86,107</b>	<b>77,869</b>	<b>8,238</b>	<b>10.6%</b>	<b>24,078</b>	<b>38.8%</b>
<b>Badge Fees</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>
Doug Fox Off-Site Parking	1,186	2,594	2,696	3,141	(445)	-14.2%	102	3.9%
General Space Rental	18	18	18	18	(0)	0.0%	(0)	0.0%
<b>Space Rental</b>	<b>1,204</b>	<b>2,612</b>	<b>2,714</b>	<b>3,159</b>	<b>(445)</b>	<b>-14.1%</b>	<b>102</b>	<b>3.9%</b>
<b>Other Service Revenues</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>(0)</b>	<b>-40.8%</b>
<b>Total Operating Revenues</b>	<b>34,502</b>	<b>64,642</b>	<b>88,821</b>	<b>81,028</b>	<b>7,793</b>	<b>9.6%</b>	<b>24,179</b>	<b>37.4%</b>
<b>Total Enplanements</b>	<b>10,037</b>	<b>18,039</b>	<b>23,052</b>	<b>24,259</b>	<b>(1,207)</b>	<b>-5.0%</b>	<b>5,013</b>	<b>27.8%</b>
<b>O&amp;D %</b>	<b>65.9%</b>	<b>66.8%</b>	<b>68.0%</b>	<b>71.0%</b>	<b>-3.0%</b>	<b>-4.2%</b>	<b>0</b>	<b>1.8%</b>
<b>O&amp;D Enplanements</b>	<b>6,614</b>	<b>12,050</b>	<b>15,675</b>	<b>17,224</b>	<b>(1,548)</b>	<b>-9.0%</b>	<b>3,626</b>	<b>30.1%</b>

## 2022 Forecast vs. 2021 Actuals

**General/Terminal Direct Parking – Forecast \$8.9M, or 14.4% favorable**

Strong customer preference towards parking and increased rate (effective 4/1) driving revenue.

**Pre-Booked Parking – Forecast (\$1.8M), or -13.5% unfavorable**

Limited stall quotas as garage capacity issues have continued (garage fire, NEPL overflow, etc.)

**Passport Parking – Forecast \$1.1M, or 38.5% favorable**

Continued utilization by tenants, rate increase driving revenue increase.



# Public Parking – YE Revenue Metrics

Public Parking Revenue Metrics	2020	2021	2022	2022	Fav/(UnFav) Budget Variance		Inc/(Dec) from Prior Year Actuals	
	Actual	Actual	Forecast	Budget	\$ Var	% Var	\$ Change	% Change
<i>Revenue per O&amp;D Enplanement</i>								
Drive-Up Parking (General/Terminal Direct)	\$ 4.11	\$ 3.98	\$ 4.51	\$ 3.59	\$ 0.92	25.7%	\$ 0.52	13.2%
Pre-Booked Parking	\$ 0.44	\$ 0.94	\$ 0.73	\$ 0.77	\$ (0.04)	-4.9%	\$ (0.21)	-22.1%
Passport Parking	\$ 0.41	\$ 0.23	\$ 0.26	\$ 0.17	\$ 0.09	52.2%	\$ 0.03	12.4%
Premier Corporate Parking	\$ 0.07	\$ -	\$ -	\$ -	\$ -	0.0%	\$ -	0.0%
<b>Total Garage Revenue per O&amp;D Enplanement</b>	<b>\$ 5.03</b>	<b>\$ 5.15</b>	<b>\$ 5.49</b>	<b>\$ 4.52</b>	<b>\$ 0.97</b>	<b>21.5%</b>	<b>\$ 0.35</b>	<b>6.7%</b>
Doug-Fox Off-Site Parking	\$ 0.18	\$ 0.22	\$ 0.17	\$ 0.18	\$ (0.01)	-5.7%	\$ (0.04)	-20.1%
All Other Parking Revenue	\$ 0.00	\$ 0.00	\$ 0.00	\$ -	\$ 0.00	0.0%	\$ (0.00)	-50.2%
<b>Total Parking per O&amp;D Enplanement</b>	<b>\$ 5.22</b>	<b>\$ 5.36</b>	<b>\$ 5.67</b>	<b>\$ 4.70</b>	<b>\$ 0.96</b>	<b>20.4%</b>	<b>0</b>	<b>5.6%</b>
<i>Total Enplanements</i>	<i>10,037</i>	<i>18,039</i>	<i>23,052</i>	<i>24,259</i>	<i>(1,207)</i>	<i>-5.0%</i>	<i>5,013</i>	<i>27.8%</i>
<i>O&amp;D %</i>	<i>65.9%</i>	<i>66.8%</i>	<i>68.0%</i>	<i>71.0%</i>	<i>-3.0%</i>	<i>-4.2%</i>	<i>0</i>	<i>1.8%</i>
<i>O&amp;D Enplanements</i>	<i>6,614</i>	<i>12,050</i>	<i>15,675</i>	<i>17,224</i>	<i>(1,548)</i>	<i>-9.0%</i>	<i>3,626</i>	<i>30.1%</i>

## Public Parking Key Metrics – 2022 Forecast vs. 2021 Actuals:

- Same messages as prior slide apply
  - April 2022 rate increase in effect (Terminal Direct, General, Passport Parking)
  - Continued customer preference toward parking



# Rental Cars – YTD Revenue

Revenue Summary (in \$000s)	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav/(UnFav) Budget Variance		Inc/(Dec) from Prior Year Actuals	
<i>Org(s): 3430-Rental Cars, Class: Top Level</i>	<b>Actual</b>	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>\$ Var</b>	<b>% Var</b>	<b>\$ Change</b>	<b>% Change</b>
<b>Operating Revenue</b>								
Transactions/O&D Enplanement	7.86%	6.73%	7.01%	7.00%	0.01%	0.1%	0.28%	4.1%
Total Transactions	405	585	814	908	(94)	-10.3%	229	39.1%
Average Ticket Price	\$ 234.22	\$ 402.45	\$ 385.94	\$ 265.00	121	45.6%	(17)	-4.1%
Gross Sales by Operators	94,840	235,581	314,247	240,594	73,654	30.6%	78,666	33.4%
<b>Car Rental - Concession Revenues</b>	<b>9,359</b>	<b>23,301</b>	<b>31,129</b>	<b>24,059</b>	<b>7,070</b>	<b>29.4%</b>	<b>7,828</b>	<b>33.6%</b>
<b>CFC Revenue Summary</b>					<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>
Average Length of Stay	4.87	5.05	4.93	4.80	0.13	2.7%	(0.12)	-2.4%
Total Transaction Days	1,972	2,956	4,013	4,358	(345)	-7.9%	1,057	35.7%
CFC Rate per Transaction Day	\$ 6.00	\$ 6.50	\$ 7.00	\$ 7.00	0	0.0%	0.5	7.7%
CFC Revenue Earned	<b>11,830</b>	<b>19,214</b>	<b>28,088</b>	<b>30,505</b>	<b>(2,417)</b>	<b>-7.9%</b>	<b>8,874</b>	<b>46.2%</b>
Other CFC Revenue	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>
Debt Service Reserve Requirement	<b>18,014</b>	<b>18,205</b>	<b>18,308</b>	<b>18,308</b>	<b>0</b>	<b>0.0%</b>	<b>103</b>	<b>0.6%</b>
<b>CFC Operating Revenue</b>	<b>0</b>	<b>653</b>	<b>4,605</b>	<b>12,197</b>	<b>(7,592)</b>	<b>-62.2%</b>	<b>3,952</b>	<b>605.7%</b>
<b>Land Rental</b>	<b>2,886</b>	<b>2,975</b>	<b>3,093</b>	<b>2,978</b>	<b>115</b>	<b>3.9%</b>	<b>118</b>	<b>4.0%</b>
<b>Space Rental</b>	<b>9</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>0</b>	<b>0.2%</b>	<b>0</b>	<b>0.0%</b>
<b>Other Service Revenues</b>	<b>65</b>	<b>64</b>	<b>73</b>	<b>65</b>	<b>9</b>	<b>13.4%</b>	<b>9</b>	<b>14.0%</b>
<b>Total Operating Revenues</b>	<b>12,318</b>	<b>26,998</b>	<b>38,906</b>	<b>39,304</b>	<b>(398)</b>	<b>-1.0%</b>	<b>11,907</b>	<b>44.1%</b>
<b>Total Enplanements</b>	<b>7,814</b>	<b>13,020</b>	<b>17,086</b>	<b>18,272</b>	<b>(1,186)</b>	<b>-6.5%</b>	<b>4,066</b>	<b>31.2%</b>
<b>O&amp;D %</b>	<b>65.9%</b>	<b>66.8%</b>	<b>68.0%</b>	<b>71.0%</b>	<b>-3.0%</b>	<b>-4.2%</b>	<b>1.2%</b>	<b>1.8%</b>
<b>O&amp;D Enplanements</b>	<b>5,149</b>	<b>8,697</b>	<b>11,619</b>	<b>12,973</b>	<b>(1,354)</b>	<b>-10.4%</b>	<b>2,921</b>	<b>33.6%</b>

## 2022 YTD vs. 2022 Budget

### Rental Car Concession Revenue -

Strong passenger demand for rental cars has driven up the rental rate, while the level of transactions remains low. Ultimately, higher ticket prices are leading to higher than budgeted RCF Concession Revenues.

**CFC Operating Revenue -** CFC collections are lower than expected in the budget due to lower than budgeted transaction days. CFC Operating Revenue is a residual (only after covering current year debt service) and is expected to increase as the year progresses.

# Rental Cars – YE Revenue

Revenue Summary (in \$000s)	2020	2021	2022	2022	Fav/(UnFav) Budget Variance		Inc/(Dec) from Prior Year Actuals	
<i>Org(s): 3430-Rental Cars, Class: Top Level</i>								
	Actual	Actual	Forecast	Budget	\$ Var	% Var	\$ Change	% Change
<b>Operating Revenue</b>								
<b><u>Concession Revenue &amp; Metrics</u></b>								
Transactions/O&D Enplanement	7.85%	6.86%	6.85%	7.00%	-0.15%	-2.2%	-0.01%	-0.1%
Total Transactions	519	826	1,074	1,206	(132)	-11.0%	248	30.0%
Average Ticket Price	\$ 235.57	\$ 366.87	\$ 358.51	\$ 265.00	\$ 93.51	35.3%	\$ (8.36)	-2.3%
Gross Sales by Operators	122,372	303,133	384,997	319,590	65,407	20.5%	81,864	27.0%
<b>Car Rental - Concession Revenues</b>	<b>12,531</b>	<b>28,623</b>	<b>38,500</b>	<b>31,958</b>	<b>6,542</b>	<b>20.5%</b>	<b>9,877</b>	<b>34.5%</b>
<b><u>CFC Revenue Summary</u></b>						0.0%		0.0%
Average Length of Stay	4.93	4.90	4.77	4.80	(0.03)	-0.7%	(0.13)	-2.7%
Total Transaction Days	2,560	4,050	5,121	5,789	(668)	-11.5%	1,071	26.4%
CFC Rate per Transaction Day	\$ 6.00	\$ 6.50	\$ 7.00	\$ 7.00	\$ -	0.0%	\$ 0.50	7.7%
CFC Revenue Earned	15,362	26,326	35,847	40,523	(4,676)	-11.5%	9,521	36.2%
Other CFC Revenue	0	0	1,500	0	1,500	0.0%	1,500	0.0%
Debt Service Reserve Requirement	(24,019)	(24,273)	(24,411)	(24,411)	0	0.0%	(138)	0.6%
<b>CFC Operating Revenue</b>	<b>0</b>	<b>2,018</b>	<b>12,937</b>	<b>16,112</b>	<b>(3,176)</b>	<b>-19.7%</b>	<b>10,919</b>	<b>541.1%</b>
<b>Land Rental</b>	<b>3,996</b>	<b>4,006</b>	<b>4,152</b>	<b>3,975</b>	<b>177</b>	<b>4.5%</b>	<b>146</b>	<b>3.6%</b>
<b>Space Rental</b>	<b>23</b>	<b>8</b>	<b>7</b>	<b>7</b>	<b>0</b>	<b>0.4%</b>	<b>(1)</b>	<b>-15.1%</b>
<b>Other Service Revenues</b>	<b>86</b>	<b>86</b>	<b>86</b>	<b>86</b>	<b>(0)</b>	<b>-0.5%</b>	<b>0</b>	<b>0.0%</b>
<b>Total Operating Revenues</b>	<b>16,637</b>	<b>34,740</b>	<b>55,681</b>	<b>52,138</b>	<b>3,543</b>	<b>6.8%</b>	<b>20,941</b>	<b>60.3%</b>
<b>Total Enplanements</b>	<b>10,037</b>	<b>18,039</b>	<b>23,052</b>	<b>24,259</b>	<b>(1,207)</b>	<b>-5.0%</b>	<b>5,013</b>	<b>27.8%</b>
<b>O&amp;D %</b>	<b>65.9%</b>	<b>66.8%</b>	<b>68.0%</b>	<b>71.0%</b>	<b>-3.0%</b>	<b>-4.2%</b>	<b>0</b>	<b>1.8%</b>
<b>O&amp;D Enplanements</b>	<b>6,614</b>	<b>12,050</b>	<b>15,675</b>	<b>17,224</b>	<b>(1,548)</b>	<b>-9.0%</b>	<b>3,626</b>	<b>30.1%</b>

## 2022 Forecast vs. 2022 Budget

**RCF Concession Revenue – Forecast \$6.5M, or 20.5% favorable**

High rental rates persist as operators continue to deal with fleet variability. Although transactions remain low, RCF Concession Revenue will be driven by high ticket prices.

**CFC Operating Revenue – Forecast unfavorable (\$3.2M), or -19.7%**

Similar messages to previous slide apply. Shorter average length of stay bringing CFC operating revenue down.

# Ground Transportation – YTD Revenue

YTD O&D Passenger Volume up 33.6% compared to prior year

Revenue Summary (in \$000s)	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav/(UnFav) Budget Variance		Inc/(Dec) from Prior Year Actuals	
<i>Org(s): 3450-Ground Transportation, Class: Top Level</i>								
	Actual	Actual	Actual	Budget	\$ Var	% Var	\$ Change	% Change
<b>Operating Revenue</b>								
<b>Space Rental</b>	31	(11)	2	2	(0)	0.0%	14	-121.1%
On Demand Taxis	744	1,085	2,151	1,557	594	38.2%	1,066	98.2%
Charter Buses	25	38	189	238	(48)	-20.3%	151	392.9%
Prearranged Limos/For Hire Veh	154	248	200	228	(27)	-12.0%	(47)	-19.2%
TNC For Hire Vehicles	3,373	5,351	11,323	9,741	1,582	16.2%	5,972	111.6%
Airporters	17	26	32	33	(2)	-5.4%	5	19.8%
Courtesy Cars	675	1,344	1,401	1,484	(83)	-5.6%	57	4.2%
Shared Ride Vans	8	7	17	39	(22)	-55.8%	10	148.3%
Belled-In Taxis	12	10	10	11	(1)	-7.1%	0	3.8%
On Demand Limos	307	0	0	0	0	0.0%	0	0.0%
Parcel Carriers (Landside)	29	25	24	38	(14)	-36.3%	(1)	-2.3%
<b>Airport Transportation Fees</b>	5,344	8,134	15,347	13,368	1,979	14.8%	7,213	88.7%
<b>Other Service Revenues</b>	52	48	56	75	(19)	-25.2%	8	17.0%
<b>Total Operating Revenues</b>	<b>5,426</b>	<b>8,171</b>	<b>15,406</b>	<b>13,445</b>	<b>1,960</b>	<b>14.6%</b>	<b>7,235</b>	<b>88.6%</b>
<b>Total Enplanements</b>	<b>7,814</b>	<b>13,020</b>	<b>17,086</b>	<b>18,272</b>	<b>(1,186)</b>	<b>-6.5%</b>	<b>4,066</b>	<b>31.2%</b>
<b>O&amp;D %</b>	<b>65.9%</b>	<b>66.8%</b>	<b>68.0%</b>	<b>71.0%</b>	<b>-3.0%</b>	<b>-4.2%</b>	<b>1.2%</b>	<b>1.8%</b>
<b>O&amp;D Enplanements</b>	<b>5,149</b>	<b>8,697</b>	<b>11,619</b>	<b>12,973</b>	<b>(1,354)</b>	<b>-10.4%</b>	<b>2,921</b>	<b>33.6%</b>

## 2022 YTD vs. 2022 Budget

TNC & Taxi driving revenue as pandemic recovery continues.

On-demand Limos (STILA) made the decision to cease operations at SEA in late 2020.

All other GT operators impacted by the pandemic to varying degrees.

# Ground Transportation – YTD Trips

YTD O&D Passenger Volume up 33.6% compared to prior year

GT Trip Activity	2020	2021	2022	2022	Fav/(UnFav) Budget Variance		Inc/(Dec) from Prior Year Actuals	
	Actual	Actual	Actual	Budget	\$ Var	% Var	\$ Change	% Change
<b><u>Ground Transportation Trips</u></b>							0	0.0%
On Demand Taxis	130	185	370	259	111	42.8%	184	99.4%
TNC Drop-Offs*	0	758	1,405	1,231	174	14.1%	647	85.4%
TNC Pick-Ups	562	645	1,231	1,003	228	22.8%	586	90.7%
<b>TNC Total</b>	<b>562</b>	<b>1,404</b>	<b>2,636</b>	<b>2,234</b>	<b>402</b>	<b>18.0%</b>	<b>1,233</b>	<b>87.8%</b>
On Demand Limos	9	0	0	0	0	0.0%	0	0.0%
Belled In Taxis	2	2	3	3	(0)	-2.6%	1	21.9%
Pre-Arranged Limos	74	79	154	150	4	2.7%	75	96.1%
Courtesy Cars	419	560	737	788	(50)	-6.4%	177	31.5%
All other Operators	58	11	25	26	(1)	-4.7%	14	125.0%
<b>Total GT Trips</b>	<b>1,244</b>	<b>2,241</b>	<b>3,924</b>	<b>4,618</b>	<b>-693</b>	<b>-15.0%</b>	<b>1,683</b>	<b>75.1%</b>
<b><u>GT Trips per O&amp;D Enplanement</u></b>							0	0.0%
On Demand Taxis	2.5%	2.1%	3.2%	2.0%	1.2%	59.5%	10	49.3%
TNC Pick-Ups	10.9%	7.4%	10.6%	7.7%	2.9%	37.1%	32	42.8%
<b>Trips per O&amp;D Enplanement (Compe</b>	<b>13.4%</b>	<b>9.6%</b>	<b>13.8%</b>	<b>9.7%</b>	<b>4.1%</b>	<b>41.7%</b>	<b>42</b>	<b>44.2%</b>
<b>Total Enplanements</b>	<b>7,814</b>	<b>13,020</b>	<b>17,086</b>	<b>18,272</b>	<b>(1,186)</b>	<b>-6.5%</b>	<b>4,066</b>	<b>31.2%</b>
<b>O&amp;D %</b>	<b>65.9%</b>	<b>66.8%</b>	<b>68.0%</b>	<b>71.0%</b>	<b>-3.0%</b>	<b>-4.2%</b>	<b>1.2%</b>	<b>1.8%</b>
<b>O&amp;D Enplanements</b>	<b>5,149</b>	<b>8,697</b>	<b>11,619</b>	<b>12,973</b>	<b>(1,354)</b>	<b>-10.4%</b>	<b>2,921</b>	<b>33.6%</b>

\*TNC Drop-Off fees did not take effect until 01/2021

## 2022 YTD vs. 2022 Budget

TNC & Taxi driving revenue as pandemic recovery continues.

On-demand Limos (STILA) made the decision to cease operations at SEA in late 2020.

All other GT operators impacted by the pandemic to varying degrees.

# Ground Transportation – YE Revenue

O&D Passenger Volume forecasted to be up 30.1% compared to prior year

Revenue Summary (in \$000s)	2020	2021	2022	2022	Fav/(UnFav) Budget Variance		Inc/(Dec) from Prior Year Actuals	
<i>Org(s): 3450-Ground Transportation, Class: Top Level</i>	Actual	Actual	Forecast	Budget	\$ Var	% Var	\$ Change	% Change
<b>Operating Revenue</b>								
<b>Space Rental</b>	37	(11)	3	3	(0)	0.0%	14	-130.3%
On Demand Taxis	857	1,588	2,947	2,067	880	42.6%	1,358	85.5%
Charter Buses	27	49	256	317	(61)	-19.2%	207	424.7%
Prearranged Limos/For Hire Veh	209	301	260	304	(44)	-14.4%	(41)	-13.6%
TNC For Hire Vehicles	4,032	7,986	15,361	13,312	2,048	15.4%	7,375	92.4%
Airporters	22	36	41	44	(3)	-5.9%	6	15.5%
Courtesy Cars	877	1,879	1,902	1,979	(78)	-3.9%	23	1.2%
Shared Ride Vans	8	17	27	51	(25)	-48.1%	10	59.9%
Belled-In Taxis	12	10	14	15	(1)	-5.3%	4	42.1%
On Demand Limos	371	0	0	0	0	0.0%	0	0.0%
Parcel Carriers (Landside)	29	25	36	50	(14)	-27.4%	12	47.2%
<b>Airport Transportation Fees</b>	6,445	11,889	20,843	18,139	2,704	14.9%	8,954	75.3%
<b>Other Service Revenues</b>	76	68	81	100	(19)	-18.8%	13	18.5%
<b>Total Operating Revenues</b>	6,557	11,947	20,928	18,242	2,686	14.7%	8,981	75.2%
<b>Total Enplanements</b>	10,037	18,039	23,052	24,259	(1,207)	-5.0%	5,013	27.8%
<b>O&amp;D %</b>	65.9%	66.8%	68.0%	71.0%	-3.0%	-4.2%	0	1.8%
<b>O&amp;D Enplanements</b>	6,614	12,050	15,675	17,224	(1,548)	-9.0%	3,626	30.1%

## 2022 Forecast vs. 2021 Actuals

Total Ground Transportation:  
Forecast \$2.69M, or 14.7% favorable

## Major Revenue Drivers

TNC's - Forecast \$2.05M, or 15.4% favorable

On Demand Taxis – Forecast \$880k, or 42.6% favorable

# Ground Transportation – YE Trips

GT Trip Activity	2020	2021	2022	2022	Fav/(UnFav) Budget Variance		Inc/(Dec) from Prior Year Actuals	
	Actual	Actual	Forecast	Budget	\$ Var	% Var	\$ Change	% Change
<b><u>Ground Transportation Trips</u></b>							0	0.0%
On Demand Taxis	150	272	502	344	157	45.6%	229	84.3%
TNC Drop-Offs*	0	1,154	1,892	1,682	210	12.5%	738	63.9%
TNC Pick-Ups	640	957	1,677	1,378	300	21.8%	721	75.3%
<b>TNC Total</b>	<b>640</b>	<b>2,111</b>	<b>3,569</b>	<b>3,060</b>	<b>509</b>	<b>16.6%</b>	<b>1,458</b>	<b>69.1%</b>
On Demand Limos	12	0	0	0	0	0.0%	0	0.0%
Belled In Taxis	2	3	4	4	(0)	-5.0%	1	23.6%
Pre-Arranged Limos	87	118	200	125	75	60.0%	82	70.0%
Courtesy Cars	557	782	995	1,050	(55)	-5.2%	213	27.3%
All other Operators	28	21	33	34	(2)	-5.0%	12	54.6%
<b>Total GT Trips</b>	<b>1,464</b>	<b>3,306</b>	<b>5,302</b>	<b>4,618</b>	<b>685</b>	<b>14.8%</b>	<b>1,996</b>	<b>60.4%</b>
<b><u>GT Trips per O&amp;D Enplanement</u></b>							0	0.0%
On Demand Taxis	2.3%	2.3%	3.2%	2.0%	1.2%	60.0%	9	41.7%
TNC Pick-Ups	9.7%	7.9%	10.7%	8.0%	2.7%	33.8%	28	34.8%
<b>Trips per O&amp;D Enplanement (Compensatory)</b>	<b>11.9%</b>	<b>10.2%</b>	<b>13.9%</b>	<b>10.0%</b>	<b>3.9%</b>	<b>39.0%</b>	<b>37</b>	<b>36.3%</b>
<b>Total Enplanements</b>	<b>10,037</b>	<b>18,039</b>	<b>23,052</b>	<b>24,259</b>	<b>(1,207)</b>	<b>-5.0%</b>	<b>5,013</b>	<b>27.8%</b>
<b>O&amp;D %</b>	<b>65.9%</b>	<b>66.8%</b>	<b>68.0%</b>	<b>71.0%</b>	<b>-3.0%</b>	<b>-4.2%</b>	<b>0</b>	<b>1.8%</b>
<b>O&amp;D Enplanements</b>	<b>6,614</b>	<b>12,050</b>	<b>15,675</b>	<b>17,224</b>	<b>(1,548)</b>	<b>-9.0%</b>	<b>3,626</b>	<b>30.1%</b>

\*TNC Drop-Off fees did not take effect until 01/2021

## 2022 Forecast vs. 2021 Actuals

### GT Trip Activity

Similar messages from prior slides apply.

**TNC's/On Demand Taxi** – High trip numbers as customers return to TNC's and taxis as a preferred method of transportation.

# 2022 Capital Expenditures

\$ in 000's	2022 YTD Actual	2022 Year-End Forecast	2022 Budget	2022 POF	Bud vs. Fcst	
					\$	%
North MT Redevelopment <sup>(1)</sup>	21,606	27,028	97,849	38,575	70,821	72.4%
Baggage Optimization <sup>(2)</sup>	77,487	106,117	130,600	104,000	24,483	18.7%
Checkpoint 1 Relocation <sup>(3)</sup>	1,172	1,327	14,122	20,388	12,795	90.6%
C Concourse Expansion <sup>(4)</sup>	10,301	19,568	31,576	50,155	12,008	38.0%
NS NSAT Renov NSTS Lobbies <sup>(5)</sup>	5,809	8,270	19,270	27,347	11,000	57.1%
Concourse A Expansion <sup>(6)</sup>	3,702	8,519	17,138	13,986	8,619	50.3%
Upgrades STS Train Control <sup>(7)</sup>	3,779	9,372	17,278	15,117	7,906	45.8%
SSAT Infrastructure HVAC <sup>(8)</sup>	672	1,299	7,719	6,077	6,420	83.2%
Airfield Snow Equipment <sup>(9)</sup>	2,144	6,344	-	4,310	(6,344)	
Apartment Sound Insulation <sup>(10)</sup>	441	1,402	6,270	4,656	4,867	77.6%
All Other	91,646	164,373	253,519	326,011	89,146	35.2%
Subtotal	218,759	353,619	595,341	610,622	241,722	40.6%
CIP Cashflow Mgmt Reserve	-	(18,112)	(67,424)	(95,810)	(49,312)	73.1%
<b>Total Spending</b>	<b>218,759</b>	<b>335,507</b>	<b>527,917</b>	<b>514,812</b>	<b>192,410</b>	<b>36.4%</b>

(1) Start of Phase A construction has been delayed by approximately 6 months. It was due to pending design evaluations and final decisions for revising key elements of the Program scope requested by Alaska Airlines that deviates from the original PDD.

(2) Work has been delayed by approximately 6 months due to material/supply delays & delay in IAF opening

(3) Design contract modifications took longer to complete than expected resulting in delayed spending.

(4) Underspending because the baseline was overloaded due to the incorrect cost loading of the schedule. Cash flow has been updated to reflect GCCM design and construction phasing sequencing

(5) Actuals came less than forecasted due to Hensel Phelps "credit" for Asbestos Abatement invoices after the final audit, and underruns in Port Staff and Jacobs level of effort (LOE)

(6) 2022 Plan based off an estimate of receiving & payment of TRA submittals from inception to current efforts. Submittals for current efforts are now consistently coming in. Delta began construction in September 2022.

(7) NTP delayed 7 months due to negotiation delays experienced while manufacturer was in the middle of a merger.

(8) Returned savings this year and final contractor payments have caused delays to original spending plan

(9) Snow equipment was able to be procured year ahead of schedule as the manufacturer's lead time was shorter than expected

(10) Cheaper design cost and updated project sequencing resulted in lower cash flow than originally anticipated.

# Maritime Division Appendix

## 2022 Q3 Financial Performance Report



# Maritime 2022 Q3 Financial Summary

	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Actual	Budget	\$	%	\$	%
Ship Canal Fishing & Operations	3,516	3,186	3,394	3,148	246	8%	208	7%
Elliott Bay Fishing & Commercial Operation	3,729	3,427	3,751	3,498	254	7%	325	9%
Recreational Boating	9,449	9,639	10,549	10,351	198	2%	909	9%
Cruise	4,028	5,660	30,181	20,522	9,660	47%	24,522	433%
Grain	3,101	4,235	3,987	3,953	34	1%	(248)	-6%
Maritime Portfolio Management	7,434	7,689	7,945	7,422	523	7%	256	3%
Other	26	2	8	14	(7)	NA	6	383%
<b>Total Revenue</b>	<b>31,284</b>	<b>33,836</b>	<b>59,814</b>	<b>48,906</b>	<b>10,908</b>	<b>22%</b>	<b>25,978</b>	<b>77%</b>
<b>Expenses</b>								
Maritime (Excl. Maint)	10,903	10,259	13,700	12,450	(1,250)	-10%	3,441	34%
Economic Development	3,409	3,067	4,141	4,629	488	11%	1,074	35%
<b>Total Direct</b>	<b>14,312</b>	<b>13,326</b>	<b>17,841</b>	<b>17,079</b>	<b>(762)</b>	<b>-4%</b>	<b>4,515</b>	<b>34%</b>
Maintenance Expenses	8,638	7,958	9,575	11,201	1,627	15%	1,616	20%
Envir Services & Planning	1,760	1,053	1,510	1,829	318	17%	457	43%
Seaport Finance & Cost Recovery	704	747	724	818	95	12%	(23)	-3%
Waterfront Project Management	280	279	662	534	(128)	-24%	383	138%
<b>Total Support Services</b>	<b>11,382</b>	<b>10,037</b>	<b>12,470</b>	<b>14,382</b>	<b>1,912</b>	<b>13%</b>	<b>2,433</b>	<b>24%</b>
IT	2,099	1,997	2,320	2,493	173	7%	323	16%
Police Expenses	2,298	2,260	2,387	2,677	290	11%	127	6%
External Relations	906	891	1,124	1,259	136	11%	232	26%
Other Central Services	4,145	5,137	6,385	5,981	(404)	-7%	1,248	24%
Aviation Division / Other	221	246	277	210	(68)	-32%	31	13%
<b>Total Central Services / Other</b>	<b>9,669</b>	<b>10,531</b>	<b>12,493</b>	<b>12,620</b>	<b>127</b>	<b>1%</b>	<b>1,963</b>	<b>19%</b>
<b>Total Expense</b>	<b>35,363</b>	<b>33,893</b>	<b>42,805</b>	<b>44,082</b>	<b>1,277</b>	<b>3%</b>	<b>8,911</b>	<b>26%</b>
<b>NOI Before Depreciation</b>	<b>(4,078)</b>	<b>(57)</b>	<b>17,010</b>	<b>4,825</b>	<b>12,185</b>	<b>-253%</b>	<b>17,067</b>	<b>29907%</b>
Depreciation	13,131	13,281	13,403	12,665	(738)	-6%	121	1%
<b>NOI After Depreciation</b>	<b>(17,209)</b>	<b>(13,338)</b>	<b>3,607</b>	<b>(7,840)</b>	<b>11,447</b>	<b>146%</b>	<b>16,946</b>	<b>127%</b>

## Variance from Budget

- Revenue \$10.9M favorable:
  - Ship Canal – Increase occupancy.
  - Elliott Bay Fishing & Commercial – higher volumes, early return of fishing fleet
  - Recreational Boating – Higher occupancy and increased utilities.
  - Cruise – More sailings.
- Operating Exp. \$1.3M favorable:
  - Direct – Payroll savings offset by Capital to Expense at Fishermen's Terminal.
  - Support Services – Open FTEs & project delays.

# Maritime 2022 Financial Forecast

	2020	2021	2022	2022	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Forecast	Budget	\$	%	\$	%
Ship Canal Fishing & Operations	4,704	4,240	4,461	4,211	250	6%	221	5%
Elliott Bay Fishing & Commercial Operation	5,752	5,618	5,017	4,717	300	6%	(601)	-11%
Recreational Boating	12,611	12,851	13,831	13,731	100	1%	980	8%
Cruise	3,824	9,517	29,574	20,574	9,000	44%	20,057	211%
Grain	5,142	6,112	6,050	5,900	150	3%	(62)	-1%
Maritime Portfolio Management	10,074	10,392	10,186	9,986	200	2%	(207)	-2%
Other	4	7	19	19	0	NA	12	164%
<i>Pension Revenue Adjustment</i>	0	(408)	0	0	0	NA	408	NA
<b>Total Revenue</b>	<b>42,111</b>	<b>48,331</b>	<b>69,137</b>	<b>59,137</b>	<b>10,000</b>	<b>17%</b>	<b>20,807</b>	<b>43%</b>
<b>Expenses</b>								
Maritime (Excl. Maint)	16,676	13,951	17,222	16,022	(1,200)	-7%	3,271	23%
Economic Development	4,549	4,559	5,565	6,065	500	8%	1,006	22%
<b>Total Direct</b>	<b>21,225</b>	<b>18,510</b>	<b>22,787</b>	<b>22,087</b>	<b>(700)</b>	<b>-3%</b>	<b>4,277</b>	<b>23%</b>
Maintenance Expenses	12,353	11,326	13,624	14,624	1,000	7%	2,298	20%
Envir Services & Planning	2,947	2,018	2,392	2,542	150	6%	375	19%
Seaport Finance & Cost Recovery	1,072	1,163	1,046	1,096	50	5%	(117)	-10%
Waterfront Project Management	1,144	342	812	712	(100)	-14%	470	138%
<b>Total Support Services</b>	<b>17,518</b>	<b>14,849</b>	<b>17,875</b>	<b>18,975</b>	<b>1,100</b>	<b>6%</b>	<b>3,026</b>	<b>20%</b>
IT	2,888	2,695	3,276	3,349	73	2%	582	22%
Police Expenses	3,131	3,064	3,185	3,495	310	9%	121	4%
External Relations	1,242	1,222	1,288	1,654	366	22%	66	5%
Other Central Services	6,035	7,109	8,418	8,021	(397)	-5%	1,309	18%
Aviation Division / Other	318	336	285	285	0	0%	(51)	-15%
<b>Total Central Services / Other</b>	<b>13,614</b>	<b>14,426</b>	<b>16,452</b>	<b>16,804</b>	<b>352</b>	<b>2%</b>	<b>2,026</b>	<b>14%</b>
<b>Total Expense before Pension Adjustment</b>	<b>52,357</b>	<b>47,784</b>	<b>57,113</b>	<b>57,865</b>	<b>752</b>	<b>1%</b>	<b>9,329</b>	<b>20%</b>
<i>Pension Expense Adjustment</i>	<i>(2,129)</i>	<i>(7,070)</i>	0	0	0	NA	7,070	100%
<b>Total Expense</b>	<b>50,228</b>	<b>40,714</b>	<b>57,113</b>	<b>57,865</b>	<b>752</b>	<b>1%</b>	<b>16,399</b>	<b>40%</b>
<i>NOI excluding Pension Adjustments</i>	<i>(10,246)</i>	954	12,024	1,272	10,752	845%	11,070	1160%
<b>NOI Before Depreciation</b>	<b>(8,117)</b>	<b>7,616</b>	<b>12,024</b>	<b>1,272</b>	<b>10,752</b>	<b>845%</b>	<b>4,408</b>	<b>58%</b>
Depreciation	17,624	17,718	17,510	17,510	0	0%	(208)	-1%
<b>NOI After Depreciation</b>	<b>(25,741)</b>	<b>(10,101)</b>	<b>(5,486)</b>	<b>(16,238)</b>	<b>10,752</b>	<b>66%</b>	<b>4,616</b>	<b>46%</b>

## Variance from Budget

- Revenue \$10M favorable:
  - Ship Canal Fishing / Elliott Bay Fishing & Commercial / Recreational Boating – increases based on YTD actual and anticipated strong occupancy rates.
  - Cruise – higher sailings than budgeted.
  - Grain – Higher rates.
  - Maritime Portfolio Management – Favorable lease agreements recently signed.
- Operating Expense \$246K unfavorable:
  - Direct – Capital to Expense \$1.2M for Fishermen's Terminal Gateway building and cruise volume related expenses.
  - Support & Central Services – Open FTEs.

# Cruise 2022 Financials

	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav)		Incr (Decr)	
\$ in 000's	Actual	Actual	Budget	Budget Variance		Change from 2021	
				\$	%	\$	%
T-91 & Bell St Cruise Operations	5,619	30,039	20,475	9,564	47%	24,420	435%
Bell Street Vessel Operations	41	143	46	96	207%	102	249%
<b>Total Revenue</b>	<b>5,660</b>	<b>30,181</b>	<b>20,522</b>	<b>9,660</b>	<b>47%</b>	<b>24,522</b>	<b>433%</b>
<b>Expenses</b>							
Maritime (Excl. Maint)	2,976	4,322	4,659	337	7%	1,346	45%
Economic Development	218	283	264	(19)	-7%	65	30%
<b>Total Direct</b>	<b>3,194</b>	<b>4,606</b>	<b>4,924</b>	<b>318</b>	<b>6%</b>	<b>1,411</b>	<b>44%</b>
Maintenance Expenses	1,716	1,651	1,974	324	16%	(66)	-4%
Envir Services & Planning	177	358	337	(21)	-6%	181	102%
Seaport Finance & Cost Recovery	176	169	192	23	12%	(7)	-4%
Seaport Project Management	73	112	121	9	8%	39	54%
Total Central Services / Other	2,640	3,012	3,076	64	2%	372	14%
<b>Total Expense</b>	<b>7,976</b>	<b>9,907</b>	<b>10,625</b>	<b>718</b>	<b>7%</b>	<b>1,931</b>	<b>24%</b>
<b>NOI Before Depreciation</b>	<b>(2,316)</b>	<b>20,275</b>	<b>9,897</b>	<b>10,378</b>	<b>105%</b>	<b>22,591</b>	<b>975%</b>
Depreciation	4,489	4,483	4,349	(135)	-3%	(6)	0%
<b>NOI After Depreciation</b>	<b>(6,805)</b>	<b>15,791</b>	<b>5,548</b>	<b>10,243</b>	<b>185%</b>	<b>22,597</b>	<b>332%</b>

## Variance from Budget

- Revenue \$24.5M higher than budget due to more sailings +higher occupancies than budgeted at T91
- Direct expenses \$337K less than budget due to divisional allocations and utilities

## Variance from 2021

- \$11.2M more in revenue because 2021 cruise season had less sailings and lower occupancies

# Recreational Boating 2022 Financials

	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav)		Incr (Decr)	
				Actual vs. Budget		Change from 2021	
				Variance			
\$ in 000's	Actual	Actual	Budget	\$	%	\$	%
Berthage and Moorage & Concession Services	8,872	9,672	9,525	148	2%	801	9%
Utility Sales Revenue	355	387	372	15	4%	32	9%
Other Service Revenue	345	413	383	30	8%	68	20%
Other	67	76	71	5	7%	9	14%
<b>Total Revenue</b>	<b>9,639</b>	<b>10,549</b>	<b>10,351</b>	<b>198</b>	<b>2%</b>	<b>909</b>	<b>9%</b>
<b>Expenses</b>							
Maritime (excl Maint)	3,310	3,539	3,822	284	7%	228	7%
Economic Development	214	200	240	40	17%	(15)	-7%
<b>Total Direct</b>	<b>3,524</b>	<b>3,738</b>	<b>4,062</b>	<b>324</b>	<b>8%</b>	<b>214</b>	<b>6%</b>
Maintenance Expenses	1,823	2,687	2,528	(159)	-6%	864	47%
Envir Services & Planning	264	260	283	23	8%	(4)	-1%
Seaport Finance & Cost Recovery	172	166	189	23	12%	(6)	-4%
Seaport Project Management	93	183	137	(46)	-34%	90	96%
<b>Total Support Service</b>	<b>2,352</b>	<b>3,297</b>	<b>3,137</b>	<b>(159)</b>	<b>-5%</b>	<b>944</b>	<b>40%</b>
IT	538	672	726	54	7%	133	25%
Police Expenses	556	587	659	71	11%	31	6%
External Relations	219	276	308	32	10%	57	26%
Other Central Services	1,261	1,581	1,486	(95)	-6%	320	25%
Aviation Division/Other	55	64	47	(17)	-37%	9	16%
<b>Total Central Services/Other</b>	<b>2,630</b>	<b>3,180</b>	<b>3,225</b>	<b>45</b>	<b>1%</b>	<b>550</b>	<b>21%</b>
<b>Total Expense</b>	<b>8,506</b>	<b>10,215</b>	<b>10,424</b>	<b>209</b>	<b>2%</b>	<b>1,708</b>	<b>20%</b>
<b>NOI Before Depreciation</b>	<b>1,133</b>	<b>334</b>	<b>(73)</b>	<b>(407)</b>	<b>555%</b>	<b>(799)</b>	<b>-71%</b>
Depreciation	2,430	2,463	2,300	(163)	-7%	33	1%
<b>NOI After Depreciation</b>	<b>(1,297)</b>	<b>(2,129)</b>	<b>(2,374)</b>	<b>245</b>	<b>10%</b>	<b>(832)</b>	<b>64%</b>

## Variance from Budget

- Revenue \$198K favorable due to higher monthly moorage occupancy than expected at SBM.
- Operation expenses ~\$209K favorable to budget related toby \$324K favorable in direct charges, and offset by (\$159K) unfavorable in support services through Corp allocation,.

## Variance from 2021

- Revenue \$909K higher related to increasing occupancy rate at SBM, HIM, and BHM. Seattle Boat Show returned in 2022
- Operation expenses ~\$1.7M increase in 2022 due to \$864K increase in Maintenance expenses, \$550K increase in Central Services through Corp allocation, and \$214K increases in direct charges.

- Includes Shilshole Bay Marina, Bell Harbor Marina, and Harbor Island Marina.

# Ship Canal Fishing & Ops 2022 Financials

	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Budget	\$	%	\$	%
Berthage and Moorage & Concession Services	2,743	3,014	2,844	170	6%	271	10%
Space Rental	190	120	128	(8)	-6%	(69)	-36%
Utility Sales Revenue	143	135	74	61	83%	(8)	-6%
Other	109	124	101	23	23%	15	13%
<b>Total Revenue</b>	<b>3,186</b>	<b>3,394</b>	<b>3,148</b>	<b>246</b>	<b>8%</b>	<b>208</b>	<b>7%</b>
<b>Expenses</b>							
Maritime (excl Maint)	1,778	1,951	2,049	98	5%	174	10%
Economic Development	37	40	54	15	27%	2	6%
<b>Total Direct</b>	<b>1,815</b>	<b>1,991</b>	<b>2,103</b>	<b>113</b>	<b>5%</b>	<b>176</b>	<b>10%</b>
Maintenance Expenses	1,335	1,768	2,005	237	12%	433	32%
Envir Services & Planning	138	217	187	(30)	-16%	79	57%
Seaport Finance & Cost Recovery	77	74	84	10	12%	(3)	-4%
Seaport Project Management	44	118	77	(41)	-53%	75	170%
<b>Total Support Service</b>	<b>1,594</b>	<b>2,177</b>	<b>2,354</b>	<b>176</b>	<b>7%</b>	<b>584</b>	<b>37%</b>
IT	276	301	341	40	12%	26	9%
Police Expenses	249	259	291	31	11%	10	4%
External Relations	98	123	137	14	10%	26	26%
Other Central Services	582	775	657	(118)	-18%	193	33%
Aviation Division/Other	23	28	17	(12)	-70%	5	20%
<b>Total Central Services/Other</b>	<b>1,228</b>	<b>1,487</b>	<b>1,443</b>	<b>(44)</b>	<b>-3%</b>	<b>259</b>	<b>21%</b>
<b>Total Expense</b>	<b>4,637</b>	<b>5,655</b>	<b>5,900</b>	<b>245</b>	<b>4%</b>	<b>1,019</b>	<b>22%</b>
<b>NOI Before Depreciation</b>	<b>(1,451)</b>	<b>(2,262)</b>	<b>(2,752)</b>	<b>491</b>	<b>18%</b>	<b>(811)</b>	<b>56%</b>
Depreciation	1,774	1,771	1,708	(64)	-4%	(3)	0%
<b>NOI After Depreciation</b>	<b>(3,224)</b>	<b>(4,033)</b>	<b>(4,460)</b>	<b>427</b>	<b>10%</b>	<b>(808)</b>	<b>25%</b>

## Variance from Budget

- Revenue \$246K favorable to the budget mainly related to \$170K favorable in Moorage and \$61K favorable in Utility Sales;
- Operation expenses ~\$245K favorable to the budgeted YTD contributed by \$237K favorable in Support Service Maintenance.

## Variance from 2021

- Revenue \$208K higher contributed to \$271K increase in Moorage & Concession Services primarily due to higher occupancy;
- Operation expenses ~\$1M increase in 2022 related to \$584K increase in Support Service, \$259K increase in Central Services allocation through Corp allocation, and \$176K increase in direct charges.

- Includes Fishermen's Terminal, Maritime Industrial Center, and Salmon Bay Marina.

# Elliott Bay Fishing & Commercial Ops 2022 Financials

	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav)		Incr (Decr)	
				Actual vs. Budget		Change from 2021	
\$ in 000's	Actual	Actual	Budget	\$	%	\$	%
Berthage and Moorage & Dockage	1,978	2,029	1,796	232	13%	51	3%
Space Rental	972	1,131	1,149	(17)	-2%	159	16%
Utility Sales Revenue	344	359	396	(36)	-9%	16	5%
Other	133	232	157	75	48%	99	75%
<b>Total Revenue</b>	<b>3,427</b>	<b>3,751</b>	<b>3,498</b>	<b>254</b>	<b>7%</b>	<b>325</b>	<b>9%</b>
<b>Expenses</b>							
Maritime (excl Maint)	1,670	2,099	2,333	234	10%	429	26%
Economic Development	241	78	112	34	30%	(163)	-68%
<b>Total Direct</b>	<b>1,912</b>	<b>2,177</b>	<b>2,445</b>	<b>268</b>	<b>11%</b>	<b>266</b>	<b>14%</b>
Maintenance Expenses	932	922	1,445	524	36%	(11)	-1%
Envir Services & Planning	121	143	172	29	17%	22	18%
Seaport Finance & Cost Recovery	101	110	114	4	4%	9	9%
Seaport Project Management	20	67	65	(1)	-2%	46	229%
<b>Total Support Service</b>	<b>1,174</b>	<b>1,241</b>	<b>1,796</b>	<b>555</b>	<b>31%</b>	<b>67</b>	<b>6%</b>
IT	261	285	306	21	7%	24	9%
Police Expenses	273	295	331	36	11%	22	8%
External Relations	109	137	152	16	10%	27	25%
Other Central Services	614	767	727	(40)	-5%	153	25%
Aviation Division/Other	23	28	18	(9)	-51%	5	20%
<b>Total Central Services/Other</b>	<b>1,280</b>	<b>1,510</b>	<b>1,534</b>	<b>23</b>	<b>2%</b>	<b>230</b>	<b>18%</b>
<b>Total Expense</b>	<b>4,366</b>	<b>4,928</b>	<b>5,775</b>	<b>847</b>	<b>15%</b>	<b>562</b>	<b>13%</b>
<b>NOI Before Depreciation</b>	<b>(940)</b>	<b>(1,177)</b>	<b>(2,278)</b>	<b>1,100</b>	<b>48%</b>	<b>(237)</b>	<b>25%</b>
Depreciation	2,459	2,596	2,327	(269)	-12%	137	6%
<b>NOI After Depreciation</b>	<b>(3,399)</b>	<b>(3,773)</b>	<b>(4,604)</b>	<b>831</b>	<b>18%</b>	<b>(374)</b>	<b>11%</b>

## Variance from Budget

- Revenue \$254K favorable to the budget mainly related to \$232K favorable in Moorage, \$34K favorable in Equipment rental, and offset by (\$36K) unfavorable in Utility Sales;
- Operation expenses ~\$847K favorable to the budgeted YTD contributed by \$524K in Maintenance expenses and \$268K in direct charges.

## Variance from 2021

- Revenue \$325K higher contributed to \$159K increase in Space Rental at T25 Docks due to accounting error in 2021, \$59K increase in Equipment rental at T91 primarily contributed by heavy lift truck rental, and \$50K increase in Moorage & Dockage Fees
- Operation expenses ~\$562K increase in 2022 related to \$266K increase in direct charges, and \$230K increase in Central Services allocation.

- Includes Terminal 91 (waterside non-Cruise), Terminal 46 Docks, Kellogg Island, Terminal 25, Terminal 18 Dolphins, Pier 69 Vessels, Pier 28 Docks, Pier 34 Dolphins, Pier 2 Docks, and Terminal 108 Moorage.



# Grain Terminal 2022 Financials

	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2020	
\$ in 000's	Actual	Actual	Budget	\$	%	\$	%
Lease Revenue	4,235	3,987	3,953	34	1%	(248)	-6%
<b>Total Revenue</b>	<b>4,235</b>	<b>3,987</b>	<b>3,953</b>	<b>34</b>	<b>1%</b>	<b>(248)</b>	<b>-6%</b>
<b>Expenses</b>							
Maritime (Excl. Maint)	185	165	182	17	9%	(19)	-10%
Economic Development	31	31	35	4	12%	(0)	-1%
<b>Total Direct</b>	<b>216</b>	<b>196</b>	<b>217</b>	<b>21</b>	<b>10%</b>	<b>(20)</b>	<b>-9%</b>
Maintenance Expenses	241	162	242	80	33%	(79)	-33%
Envir Services & Planning	34	41	53	11	22%	7	21%
Seaport Finance & Cost Recovery	38	35	40	5	12%	(3)	-8%
Seaport Project Management	7	27	18	(9)	-53%	20	268%
<b>Total Support Services</b>	<b>321</b>	<b>266</b>	<b>352</b>	<b>86</b>	<b>25%</b>	<b>(55)</b>	<b>-17%</b>
IT	64	71	69	(3)	-4%	8	12%
Police Expenses	117	123	138	15	11%	6	5%
External Relations	46	58	65	7	10%	12	27%
Other Central Services	252	319	299	(20)	-7%	67	27%
Aviation Division / Other	7	8	7	(1)	-9%	1	23%
<b>Total Central Services / Other</b>	<b>485</b>	<b>580</b>	<b>578</b>	<b>(2)</b>	<b>0%</b>	<b>95</b>	<b>20%</b>
<b>Total Expense</b>	<b>1,022</b>	<b>1,042</b>	<b>1,148</b>	<b>106</b>	<b>9%</b>	<b>20</b>	<b>2%</b>
<b>NOI Before Depreciation</b>	<b>3,213</b>	<b>2,945</b>	<b>2,805</b>	<b>140</b>	<b>5%</b>	<b>(268)</b>	<b>-8%</b>
Depreciation	242	225	205	(20)	-10%	(17)	-7%
<b>NOI After Depreciation</b>	<b>2,971</b>	<b>2,721</b>	<b>2,600</b>	<b>120</b>	<b>5%</b>	<b>(251)</b>	<b>-8%</b>

## Variance from Budget

- Grain volumes 1% higher than budget.
- Expenses tracking lower than budget due to timing of maintenance spend and open headcount.

## Variance from 2021

- Volumes down 7% from 2021.

# Maritime Portfolio Management 2022 Financials

	2021 YTD	2022 YTD	2022 YTD	Fav(UnFav) Actual vs. Budget Variance		Incr/(Decr) Change from 2021	
\$ in 000's	Actual	Actual	Budget	\$	%	\$	%
<b>Maritime Portfolio Management</b>							
Marina Office & Retail	2,492	2,617	2,506	110	4%	124	5%
Maritime Industrial	3,192	3,337	3,074	264	9%	145	5%
Utilities	2,004	1,991	1,842	150	8%	(13)	-1%
<b>Total Revenue</b>	<b>7,689</b>	<b>7,945</b>	<b>7,422</b>	<b>523</b>	<b>7%</b>	<b>256</b>	<b>3%</b>
<b>Expenses</b>							
PM Direct	1,981	4,046	3,380	(666)	-20%	2,066	104%
EDD PM Direct	213	234	287	54	19%	21	10%
EDD Other	123	357	252	(104)	-41%	234	190%
MD Direct	322	404	326	(78)	-24%	83	26%
<b>Total Direct</b>	<b>2,638</b>	<b>5,041</b>	<b>4,246</b>	<b>(795)</b>	<b>-19%</b>	<b>2,403</b>	<b>91%</b>
Maintenance Expenses	1,863	2,318	2,991	673	23%	455	24%
Environmental & Sustainability	160	234	243	10	4%	74	46%
Seaport Finance & Cost Recovery	183	170	200	30	15%	(13)	-7%
Seaport Project Management	37	155	103	(52)	-51%	118	320%
<b>Total Support Services</b>	<b>2,243</b>	<b>2,876</b>	<b>3,537</b>	<b>661</b>	<b>19%</b>	<b>634</b>	<b>28%</b>
<b>Total Central Services/Other</b>	<b>2,267</b>	<b>2,723</b>	<b>2,768</b>	<b>46</b>	<b>2%</b>	<b>456</b>	<b>20%</b>
<b>Total Expense</b>	<b>7,148</b>	<b>10,640</b>	<b>10,552</b>	<b>(89)</b>	<b>-1%</b>	<b>3,492</b>	<b>49%</b>
<b>NOI Before Depreciation</b>	<b>541</b>	<b>(2,695)</b>	<b>(3,130)</b>	<b>435</b>	<b>14%</b>	<b>(3,236)</b>	<b>-598%</b>
Depreciation	1,877	1,855	1,767	(88)	-5%	(23)	-1%
<b>NOI After Depreciation</b>	<b>(1,336)</b>	<b>(4,550)</b>	<b>(4,897)</b>	<b>347</b>	<b>7%</b>	<b>(3,213)</b>	<b>-240%</b>

## Variance from Budget

- Revenue \$523K favorable; Space Rental at T91 and FT, and Utilities.
- Expenses (\$89K) unfavorable due to (\$1.2M) write-off to expense related to FT Gateway Building. This is partially offset by favorable Maintenance Expenses \$673K and Outside Services \$624K.

## Variance from 2021

- Revenue up \$256K; Space Rental at MIC and T91.
- Expense up \$3,492K; \$1.2M write-off to expense related to FT Gateway Building; higher than prior year Utilities \$694K, Maintenance Expense \$455K, and Corporate Allocations \$456K.

- Includes uplands of Shilshole Bay Marina, Terminal 91 (Industrial), Fishermen's Terminal, Maritime Industrial Center, Salmon Bay Marina, T-115, T-108, and T-106.



# Environmental Highlights

## **Habitat Team:**

- Year 1 fieldwork for Urban Kelp Research project w/ Seattle Aquarium completed.
- Final phase of planting at Duwamish River People's Park completed.
- Year 1 of Smith Cove Blue Carbon Pilot Project Monitoring completed.
- Year 2 of participation in Washington Sea Grant Fellow completed + ILA for year 3.
- Interlocal Agreement for Duwamish Basin Steward fully executed and initiated recruitment.
- Participated in planning for Quiet Sound Vessel Slow Down Trial.
- Completed Year 2 of bankline inspections for Sustainable Shorelines Program.

## **Env. Planning & Permitting:**

- Continued to work with City of Seattle and improvements to proposed new floodplain regulations.
- Draft MOA transmitted to Muckleshoot Indian Tribe.
- Continued to make progress in negotiations w/ Suquamish Tribe on P66 Shore Power project.
- Completed materials to present to NMFS related to HEA+ and programmatic permits.
- Completed Underwater Noise Mitigation and Management Plan for Green Marine Level 3 certification.

## **Sustainability:**

- Reached consensus with Green Corridor First Mover partners on a governance structure for the project.
- Submitted proposals to the Pacific Northwest Hydrogen Association for a clean maritime fuels pathway and market analysis and a demonstration of green hydrogen-derived fuels.

## **Compliance Team:**

- Created specs for new BlueView ROV and placed order for base unit and peripheral components.
- Completed four Environmental Compliance Assessments (ECAPs).
- Undertook abatement of two derelict vessels (others in process).
- Responded to two seal carcass removal calls.
- Letter of intent with NOAA to establish current meters and meteorological station in north harbor.

## **Remediation:**

- The Port as part of the Lower Duwamish Waterway group submitted the 30% design for the cleanup of the upper third of the river for EPA review.
- The Port submitted a draft Environmental Evaluation /Cost Analysis work plan to EPA for review.
- Port staff met with DRCC for our second sharing session on the East Waterway cleanup site.
- Port staff participated in a 4-hour workshop with the Community Health Advocates to help them learn about the LDW cleanup.

# Maritime Capital 2022

	2022 YTD Actual	2022 Year- End Forecast	2022 Budget	2022 POF	Budget vs Forecast	
\$ in 000's					\$	%
P66 Shore Power	363	860	7,582	7,500	6,722	89%
T117 Restoration	2,798	4,371	5,346	2,502	975	18%
MD Video Camera Pro	0	0	1,400	1,400	1,400	100%
T91 Berth 6&8 Redev	549	1,023	1,235	1,334	212	17%
FT Maritime Innovation Center	856	1,271	1,222	1,317	(49)	-4%
FT ADA Compliance	605	985	1,138	1,385	153	13%
SBM Dock X Pier Replacement	146	166	1,000	833	834	83%
P90E Timber Pile Caps	37	65	909	837	844	93%
MD Fleet	724	998	2,670	2,085	1,672	63%
MD Small Projects	457	1,377	2,445	2,246	1,068	44%
All Other Project	1,270	4,345	7,371	11,744	3,026	41%
Subtotal	7,805	15,461	32,318	33,183	16,857	52%
CIP Cashflow Mgmt Reserve	0	(1,925)	(8,797)	(9,775)	(6,872)	78.1%
<b>Total Maritime</b>	<b>7,805</b>	<b>13,536</b>	<b>23,521</b>	<b>23,408</b>	<b>9,985</b>	<b>42.5%</b>

## Projects with Significant Variances

**P66 Shore Power**– Significant project schedule and budget reset to account for permitting concerns, continuing supply chain delays, and construction cost escalations.

**P90E Timber Pile Caps**– Construction delayed for one year due to Construction Management resource constraint.

**SBM Dock X Pier Replacement**- Construction delayed due to SDCl permitting.

**MD Video Camera**- Project on hold while scope refined to account for removal of Port Security Grant project.

**FT Gateway (All other projects)**- Actuals to date expensed (\$1.6M).

# Economic Development Division Appendix

2022 Q3 Financial Performance Report



# EDD YTD 2022 Financials

	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Actual	Budget	\$	%	\$	%
Revenue	6,079	5,597	6,535	6,336	198	3%	937	17%
Conf & Event Centers	1,599	1,252	4,681	6,479	(1,798)	-28%	3,429	274%
<b>Total Revenue</b>	<b>7,678</b>	<b>6,849</b>	<b>11,216</b>	<b>12,816</b>	<b>(1,600)</b>	<b>-12%</b>	<b>4,367</b>	<b>64%</b>
<b>Expenses</b>								
Portfolio Management	2,291	2,408	2,879	2,866	(12)	0%	471	20%
Conf & Event Centers	3,632	2,246	4,000	6,178	2,178	35%	1,754	78%
P69 Facilities Expenses	176	135	142	174	32	18%	7	5%
RE Dev & Planning	157	133	196	152	(45)	-29%	63	48%
EconDev Expenses Other	704	465	675	519	(156)	-30%	210	45%
Maintenance Expenses	2,042	2,784	2,712	3,205	494	15%	(72)	-3%
Maritime Expenses (Excl Maint)	354	721	868	958	90	9%	147	20%
<b>Total EDD &amp; Maritime Expenses</b>	<b>9,357</b>	<b>8,893</b>	<b>11,472</b>	<b>14,053</b>	<b>2,581</b>	<b>18%</b>	<b>2,579</b>	<b>29%</b>
Diversity in Contracting	75	69	87	137	50	36%	18	26%
Tourism	600	652	1,343	1,325	(18)	-1%	690	106%
EDD Grants	(26)	109	2	263	260	99%	(107)	-98%
<b>Total EDD Initiatives</b>	<b>649</b>	<b>830</b>	<b>1,432</b>	<b>1,724</b>	<b>292</b>	<b>17%</b>	<b>602</b>	<b>72%</b>
Environmental & Sustainability	145	16	16	39	24	60%	(1)	-6%
Police Expenses	158	151	156	175	19	11%	5	3%
Other Central Services	4,464	3,204	3,545	3,553	8	0%	341	11%
Aviation Division	115	133	110	99	(11)	-11%	(23)	-17%
<b>Total Central Services &amp; Aviation</b>	<b>4,882</b>	<b>3,505</b>	<b>3,827</b>	<b>3,866</b>	<b>39</b>	<b>1%</b>	<b>322</b>	<b>9%</b>
Envir Remed Liability	0	0	0	0	0	NA	0	NA
<b>Total Expense</b>	<b>14,889</b>	<b>13,228</b>	<b>16,731</b>	<b>19,643</b>	<b>2,912</b>	<b>15%</b>	<b>3,503</b>	<b>26%</b>
<b>NOI Before Depreciation</b>	<b>(7,211)</b>	<b>(6,379)</b>	<b>(5,515)</b>	<b>(6,827)</b>	<b>1,313</b>	<b>19%</b>	<b>864</b>	<b>14%</b>
Depreciation	2,631	2,879	2,932	2,673	(259)	-10%	54	2%
<b>NOI After Depreciation</b>	<b>(9,842)</b>	<b>(9,258)</b>	<b>(8,447)</b>	<b>(9,501)</b>	<b>1,054</b>	<b>11%</b>	<b>811</b>	<b>9%</b>

## Revenue Variance from Budget

- Lower Conference Center events in Q1. Higher parking.

## Expense Variance Budget

- Conference and Event center volumes driving reduced variable expenses.
- Open Maintenance Positions.
- Maritime Blue – booked in Econ Dev Other but budgeted in EDD Grants.

# EDD 2022 Forecast

	2020	2021	2022	2022	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Forecast	Budget	\$	%	\$	%
Revenue	7,808	7,384	8,470	8,470	0	0%	1,086	15%
Conf & Event Centers	1,662	1,910	6,500	10,299	(3,799)	-37%	4,590	240%
<b>Total Revenue</b>	<b>9,470</b>	<b>9,294</b>	<b>14,970</b>	<b>18,769</b>	<b>(3,799)</b>	<b>-20%</b>	<b>5,676</b>	<b>61%</b>
<b>Expenses</b>								
Portfolio Management	3,143	3,737	3,905	3,905	0	0%	168	5%
Conf & Event Centers	4,440	3,124	6,318	9,018	2,700	30%	3,194	102%
P69 Facilities Expenses	268	268	228	228	0	0%	(39)	-15%
RE Dev & Planning	230	231	246	246	0	0%	15	7%
EconDev Expenses Other	974	736	1,142	842	(300)	-36%	406	55%
Maintenance Expenses	3,055	3,769	4,101	4,201	100	2%	332	9%
Maritime Expenses (Excl Maint)	1,117	862	1,279	1,279	0	0%	417	48%
<b>Total EDD &amp; Maritime Expenses</b>	<b>13,227</b>	<b>12,727</b>	<b>17,219</b>	<b>19,719</b>	<b>2,500</b>	<b>13%</b>	<b>4,493</b>	<b>35%</b>
Diversity in Contracting	162	253	168	168	0	0%	(85)	-34%
Tourism	991	1,877	1,750	1,750	0	0%	(127)	-7%
EDD Grants	778	889	600	1,500	900	60%	(289)	-33%
<b>Total EDD Initiatives</b>	<b>1,931</b>	<b>3,019</b>	<b>2,518</b>	<b>3,418</b>	<b>900</b>	<b>26%</b>	<b>(501)</b>	<b>-17%</b>
Environmental & Sustainability	33	24	36	59	23	39%	12	49%
Police Expenses	215	205	209	229	20	9%	4	2%
Other Central Services	5,815	4,408	4,614	4,749	135	3%	206	5%
Aviation Division	161	177	128	128	0	0%	(49)	-28%
<b>Total Central Services &amp; Aviation</b>	<b>6,225</b>	<b>4,814</b>	<b>4,987</b>	<b>5,165</b>	<b>178</b>	<b>3%</b>	<b>172</b>	<b>4%</b>
<b>Total Expense before Pension Adjustmen</b>	<b>21,382</b>	<b>20,560</b>	<b>24,723</b>	<b>28,301</b>	<b>3,578</b>	<b>13%</b>	<b>4,164</b>	<b>20%</b>
Pension Expense Adjustment	(771)	(2,396)	0	0	0	NA	2,396	-100%
<b>Total Expense</b>	<b>20,611</b>	<b>18,164</b>	<b>24,723</b>	<b>28,301</b>	<b>3,578</b>	<b>13%</b>	<b>6,559</b>	<b>36%</b>
<b>NOI Before Depreciation</b>	<b>(11,141)</b>	<b>(8,870)</b>	<b>(9,753)</b>	<b>(9,532)</b>	<b>(221)</b>	<b>-2%</b>	<b>(883)</b>	<b>-10%</b>
Depreciation	3,611	3,841	3,741	3,741	0	0%	(100)	-3%
<b>NOI After Depreciation</b>	<b>(14,752)</b>	<b>(12,711)</b>	<b>(13,494)</b>	<b>(13,273)</b>	<b>(221)</b>	<b>-2%</b>	<b>(783)</b>	<b>-6%</b>

## Revenue Variance from Budget

- Lower Conference Center events.

## Expense Variance from Budget

- Conference and Event center volumes driving reduced variable expenses.
- Lower Maintenance and Central Services based on open positions.
- EDD other is over \$300K as Maritime Blues budgeted in EDD Grants.
- EDD Grants moved to a 2-year cycle. Expecting 50% or more of the budget to move forward to 2023.

# Portfolio Management 2022 Financials

	2021 YTD	2022 YTD	2022 YTD	Fav(UnFav)		Incr/(Decr)	
				Actual vs. Budget		Change from 2021	
				Variance			
\$ in 000's	Actual	Actual	Budget	\$	%	\$	%
Central Harbor	4,617	5,538	5,415	122	2%	921	20%
T-91 Uplands	960	979	889	90	10%	19	2%
Conference & Events Centers	1,252	4,681	6,479	(1,798)	-28%	3,429	274%
Foreign Trade Zone	20	15	25	(10)	-40%	(5)	-25%
<b>Total Revenue</b>	<b>6,849</b>	<b>11,213</b>	<b>12,809</b>	<b>(1,596)</b>	<b>-12%</b>	<b>4,364</b>	<b>64%</b>
<b>Expenses</b>							
PM Outside Services	336	614	690	76	11%	278	83%
PM Direct	4,316	6,264	8,354	2,090	25%	1,948	45%
EDD Other	803	1,100	1,215	114	9%	298	37%
MD Direct	218	218	225	7	3%	0	0%
<b>Total Direct</b>	<b>5,673</b>	<b>8,197</b>	<b>10,484</b>	<b>2,288</b>	<b>22%</b>	<b>2,524</b>	<b>44%</b>
Maintenance Expenses	2,784	2,691	3,205	515	16%	(93)	-3%
Environmental & Sustainability	109	179	197	18	9%	70	64%
Seaport Finance & Cost Recovery	312	339	398	59	15%	27	9%
Seaport Project Management	82	132	138	5	4%	50	61%
<b>Total Support Services</b>	<b>3,287</b>	<b>3,341</b>	<b>3,938</b>	<b>597</b>	<b>15%</b>	<b>54</b>	<b>2%</b>
<b>Total Central Services/Other</b>	<b>3,500</b>	<b>3,796</b>	<b>3,842</b>	<b>46</b>	<b>1%</b>	<b>296</b>	<b>8%</b>
<b>Total Expense</b>	<b>12,460</b>	<b>15,334</b>	<b>18,264</b>	<b>2,931</b>	<b>16%</b>	<b>2,874</b>	<b>23%</b>
<b>NOI Before Depreciation</b>	<b>(5,611)</b>	<b>(4,121)</b>	<b>(5,456)</b>	<b>1,334</b>	<b>24%</b>	<b>1,490</b>	<b>27%</b>
Depreciation	2,876	2,924	2,673	(251)	-9%	48	2%
<b>NOI After Depreciation</b>	<b>(8,487)</b>	<b>(7,045)</b>	<b>(8,129)</b>	<b>1,084</b>	<b>13%</b>	<b>1,442</b>	<b>17%</b>

## Variance from Budget

- Revenue unfavorable to budget due to slow recovery in Conference & Events Centers.
- Expenses lower than budget due to lower Conference & Events Centers volumes.

## Variance from 2021

- Uptick in business activity at Conference & Events Centers and Bell Street Parking Garage after the restrictions lifted.
- Expenses up from higher Conference & Events Centers volumes.

## COVID-19 Impact to 2022

- Loss of revenues from BHICC due to COVID-19 variants threatened the business travel/group meeting plans for many firms.

- Includes non-alliance & upland real-estate at Tsubota, T-91 (General), T-86, P-69, Bell Street Garage, Smith Cove Conference Center, Bell Harbor International Conference Center, World Trade Center, Foreign Trade Zone, Pier 2, T-34, and T-102.

# EDD Capital 2022

	2022 YTD Actual	2022 Year- End Forecast	2022 Budget	2022 POF	Budget vs Forecast	
\$ in 000's					\$	%
P69 Underdock Utility Rpl	765	2,037	2,678	2,600	641	24%
CW Bridge Elev Modernization	1,713	2,030	2,352	2,000	322	14%
P66 Roof Upgrades	1,241	1,519	1,559	752	40	3%
T91 Uplands Dev Phase 1	237	976	1,404	1,484	428	30%
WTCW Roof Replacement	113	819	1,099	1,570	280	25%
WTC HVAC Replacement	1,267	1,482	1,020	2,739	(462)	-45%
Tenant Improvements -Capital	0	0	501	300	501	100%
BHICC Interior Modernization	152	155	310	4	155	50%
EDD Technology Projects	0	0	250	250	250	100%
EDD Small Projects	56	279	669	620	390	58%
All Other Projects	24	1,028	1,046	1,750	18	2%
Subtotal	5,568	10,325	12,888	14,069	2,563	20%
CIP Cashflow Mgmt Reserve	0	(955)	(2,405)	(3,554)	(1,450)	60%
<b>Total Economic Development</b>	<b>5,568</b>	<b>9,370</b>	<b>10,483</b>	<b>10,515</b>	<b>1,113</b>	<b>11%</b>

**P69 Underdock Utility-** project delayed due to material and purchase delays, including preconstruction submittals.

**WTC HVAC Replacement-** project acceleration completed.

**T91 Uplands Phase 1-** Escalation, infrastructure upgrades moved to a different CIP (T91 Uplands Infra).

# Central Services Appendix

2022 Q3 Financial Performance Report



# Central Services Business Events

- Opened the **Duwamish River People's Park** with an opening ceremony, community festival and site tours.
- Port participated in **Seafair Fleetweek**.
- Participated and presented the Port's environmental programs and Green Corridor efforts in an **International Ocean Forum** hosted by the Port of Incheon, South Korea.
- Sponsored a **Working Waterfront Boat Tour for Elected Officials** throughout King County in partnership with the WA Maritime Federation.
- Hosted the **Port U Adult Education Series** including Airport 101, Duwamish River 101, Ship Canal 101, and Cargo 101.
- Briefed the Association of General Contractor and the Regional Pre-Apprenticeship Collaboration on the regional **workforce shortages in construction**.
- Completed the **summer youth internship program** with 43 interns; hired 46 college and graduate interns and three Veteran Fellows in 2022.
- Port of Seattle Police hosted a successful **National Night Out** at Shilshole Bay Marina in August.

# Central Services YTD Financial Highlights

	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Actual	Budget	\$	%	\$	%
<b>Total Operating Revenues</b>	<b>2,105</b>	<b>2,685</b>	<b>780</b>	<b>140</b>	<b>641</b>	<b>458.2%</b>	<b>(1,905)</b>	<b>-70.9%</b>
Core Central Support Services	60,727	61,963	69,244	71,863	2,619	3.6%	7,281	11.8%
Police	21,967	21,097	21,697	25,040	3,343	13.4%	600	2.8%
Engineering/PCS	7,284	6,580	7,085	9,200	2,116	23.0%	504	7.7%
<b>Total Operating Expenses</b>	<b>89,978</b>	<b>89,640</b>	<b>98,026</b>	<b>106,103</b>	<b>8,078</b>	<b>7.6%</b>	<b>8,386</b>	<b>9.4%</b>

2022 YTD Total Operating Expenses are \$8.1M favorable to the budget due to:

- Delay in contract spending and delays in hiring vacant positions and lower charges to Capital Projects

2022 YTD Total Operating expenses are \$8.4M higher compared to 2021 due to:

- Higher Outside Services costs YTD due to project delays in 2021
- Higher Equipment Expense in 2022 due to backlog of computer refresh
- Higher Insurance and other General Expenses in 2022

# Central Services YTD Expense by Category

	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Actual	Budget	\$	%	\$	%
Salaries & Benefits	52,473	53,709	58,116	58,782	666	1.1%	4,407	8.2%
Wages & Benefits	20,801	20,453	20,116	23,012	2,896	12.6%	(337)	-1.6%
Payroll to Capital Projects	12,627	12,199	12,526	15,203	2,677	17.6%	327	2.7%
Equipment Expense	1,489	1,063	1,674	2,510	836	33.3%	611	57.5%
Supplies & Stock	627	474	628	852	225	26.4%	154	32.5%
Outside Services	20,169	18,508	18,786	23,692	4,907	20.7%	278	1.5%
Travel & Other Employee Expenses	1,006	672	1,169	2,307	1,138	49.3%	496	73.8%
Insurance Expense	1,821	2,390	3,038	2,706	(332)	-12.3%	648	27.1%
Litigated Injuries & Damages	500	-	2,169	-	(2,169)	0.0%	2,169	0.0%
Other Expenses	2,308	1,843	2,158	2,384	226	9.5%	315	17.1%
Charges to Capital Projects/Overhead Alloc	(23,843)	(21,671)	(22,353)	(25,346)	(2,993)	11.8%	(682)	3.1%
<b>TOTAL</b>	<b>89,978</b>	<b>89,640</b>	<b>98,026</b>	<b>106,103</b>	<b>8,078</b>	<b>7.6%</b>	<b>8,386</b>	<b>9.4%</b>

- Payroll savings due to staff vacancies
- Outside Services favorable to budget due to spending delays
- Unplanned Litigated Injuries & Damages and higher Insurance Expense
- Charges to Capital unfavorable to budget due to delay of some capital projects

# Central Service Financial Summary (YE Forecast)

	2020	2021	2022	2022	Fav (UnFav) Fcst vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Forecast	Budget	\$	%	\$	%
<b>Total Operating Revenues</b>	<b>2,512</b>	<b>(233)</b>	<b>864</b>	<b>186</b>	<b>678</b>	<b>363.7%</b>	<b>1,098</b>	<b>-470.4%</b>
Core Central Support Services	80,841	73,612	97,181	96,677	(504)	-0.5%	23,569	32.0%
Police	27,538	17,194	29,882	32,746	2,864	8.7%	12,688	73.8%
Engineering/PCS	9,096	4,948	10,690	12,334	1,644	13.3%	5,742	116.1%
<b>Total Operating Expenses</b>	<b>117,476</b>	<b>95,753</b>	<b>137,753</b>	<b>141,756</b>	<b>4,003</b>	<b>2.8%</b>	<b>42,000</b>	<b>43.9%</b>

# Central Services Capital Spending

\$ in 000's	2022 YTD Actual	2022 Year-End Forecast	2022 Budget	2022 Plan of Finance	Budget Variance	
					\$	%
Engineering Fleet Replacement	562	912	2,065	1,465	1,153	55.8%
Services Tech - Small Cap	1,238	1,928	1,500	1,500	(428)	-28.5%
Infrastructure - Small Cap	819	1,129	1,500	1,500	371	24.7%
Phone System Upgrade	430	1,170	1,414	1,000	244	17.3%
Radio Microwave Redund. Loop	0	540	1,040	1,040	500	48.1%
Office Wi-Fi Refresh	406	456	1,039	1,300	583	56.1%
Corporate Fleet Replacement	396	694	901	645	207	23.0%
Other (note 1)	645	3,069	5,830	4,844	2,761	47.4%
Subtotal	4,496	9,898	15,289	13,294	5,391	35.3%
CIP Cashflow Adjustment	0	(2,400)	(4,400)	(3,900)	(2,000)	45.5%
<b>TOTAL</b>	<b>4,496</b>	<b>7,498</b>	<b>10,889</b>	<b>9,394</b>	<b>3,391</b>	<b>31.1%</b>

Note:

(1) "Other" includes remaining ICT projects and small capital projects/acquisitions.

# Portwide Appendix

## 2022 Q3 Financial Performance Report



# Non-Airport YTD Financial Summary

	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Actual	Budget	\$	%	\$	%
NWSA Distributable Revenue	30,545	43,840	38,532	37,080	1,452	3.9%	(5,308)	-12.1%
Maritime Revenues	31,284	33,836	59,814	48,906	10,908	22.3%	25,978	76.8%
EDD Revenues	7,678	6,849	11,216	12,816	(1,600)	-12.5%	4,367	63.8%
SWU & Other	4,665	5,492	4,565	2,794	1,771	63.4%	(928)	-16.9%
<b>Total Operating Revenues</b>	<b>74,173</b>	<b>90,018</b>	<b>114,128</b>	<b>101,596</b>	<b>12,532</b>	<b>12.3%</b>	<b>24,110</b>	<b>26.8%</b>
Total Operating Expenses	54,895	54,631	67,126	75,280	8,154	10.8%	12,495	22.9%
<b>NOI before Depreciation</b>	<b>19,278</b>	<b>35,387</b>	<b>47,001</b>	<b>26,316</b>	<b>20,686</b>	<b>78.6%</b>	<b>11,614</b>	<b>32.8%</b>
Depreciation	28,105	28,375	28,399	27,304	(1,096)	-4.0%	24	0.1%
<b>NOI after Depreciation</b>	<b>(8,827)</b>	<b>7,012</b>	<b>18,602</b>	<b>(988)</b>	<b>19,590</b>	<b>-1982.4%</b>	<b>11,590</b>	<b>165.3%</b>

- Non-Airport Operating Revenue is \$12.5M favorable due to higher revenues from Cruise, Fishing & Operations, Maritime Portfolio Management, and NWSA Distributable Revenue; partially offset by lower revenues from Conference & Event Center.
- Expenses are \$8.2M lower than budget due delays in hiring and implementing program initiatives, lower Third Party Mgmt Op Exp and Travel offset by higher Utilities.

# Portwide YTD Operating Revenues Summary

	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Actual	Budget	\$	%	\$	%
Aeronautical Revenues	220,058	219,378	286,217	296,879	(10,661)	-3.6%	66,839	30.5%
Public Parking	26,591	45,034	64,775	60,682	4,093	6.7%	19,740	43.8%
Rental Cars - Operations	12,318	26,346	34,301	27,107	7,194	26.5%	7,955	30.2%
Rental Cars - Operating CFC	-	653	4,605	12,197	(7,592)	-62.2%	3,952	605.7%
ADR & Terminal Leased Space	24,487	33,561	44,943	27,460	17,483	63.7%	11,382	33.9%
Ground Transportation	5,426	8,171	15,406	13,445	1,960	14.6%	7,235	88.6%
Employee Parking	6,751	6,750	6,817	7,851	(1,033)	-13.2%	68	1.0%
Airport Commercial Properties	8,195	9,012	12,101	11,464	637	5.6%	3,089	34.3%
Airport Utilities	4,043	4,633	5,864	5,824	40	0.7%	1,232	26.6%
Clubs and Lounges	1,866	2,187	6,055	6,559	(504)	-7.7%	3,868	176.9%
Cruise	4,028	5,660	30,181	20,522	9,660	47.1%	24,522	433.3%
Recreational Boating	9,449	9,639	10,549	10,351	198	1.9%	909	9.4%
Fishing & Operations	7,246	6,612	7,145	6,645	500	7.5%	533	8.1%
Grain	3,101	4,235	3,987	3,953	34	0.9%	(248)	-5.9%
Maritime Portfolio Management	7,434	7,689	7,945	7,422	523	7.0%	256	3.3%
Central Harbor Management	6,054	5,577	6,517	6,305	212	3.4%	940	16.9%
Conference & Event Centers	1,599	1,252	4,681	6,479	(1,798)	-27.8%	3,429	273.9%
NWSA Distributable Revenue	30,545	43,840	38,532	37,080	1,452	3.9%	(5,308)	-12.1%
Other	5,145	6,686	6,730	4,080	2,651	65.0%	44	0.7%
<b>Total Operating Revenues (w/o Aero)</b>	<b>164,279</b>	<b>227,534</b>	<b>311,133</b>	<b>275,424</b>	<b>35,709</b>	<b>13.0%</b>	<b>83,599</b>	<b>36.7%</b>
<b>TOTAL</b>	<b>384,337</b>	<b>446,912</b>	<b>597,351</b>	<b>572,303</b>	<b>25,048</b>	<b>4.4%</b>	<b>150,439</b>	<b>33.7%</b>



# Portwide YTD Operating Expense Summary

	2020 YTD	2021 YTD	2022 YTD	2022 YTD	Fav (UnFav) Actual vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Actual	Budget	\$	%	\$	%
Salaries & Benefits	108,303	108,770	117,525	119,429	1,903	1.6%	8,756	8.0%
Wages & Benefits	100,407	98,801	105,358	106,955	1,597	1.5%	6,557	6.6%
Payroll to Capital Projects	21,408	21,353	20,489	28,290	7,801	27.6%	(864)	-4.0%
Outside Services	68,660	64,373	75,791	109,955	34,164	31.1%	11,417	17.7%
Utilities	16,297	20,166	23,622	22,953	(669)	-2.9%	3,456	17.1%
Equipment Expense	6,925	4,620	6,906	8,797	1,891	21.5%	2,286	49.5%
Supplies & Stock	7,093	6,153	7,197	7,258	61	0.8%	1,044	17.0%
Travel & Other Employee Expenses	2,053	1,315	2,624	4,782	2,158	45.1%	1,309	99.5%
Third Party Mgmt Op Exp	4,343	3,564	5,956	8,666	2,709	31.3%	2,392	67.1%
B&O Taxes	2,448	2,992	3,833	3,975	142	3.6%	840	28.1%
Other Expenses	5,258	9,648	13,375	11,789	(1,586)	-13.5%	3,727	38.6%
Charges to Capital Projects/Overhead Alloc	(43,429)	(40,481)	(40,145)	(58,744)	(18,599)	31.7%	336	-0.8%
<b>TOTAL</b>	<b>299,766</b>	<b>301,273</b>	<b>342,531</b>	<b>374,103</b>	<b>31,572</b>	<b>8.4%</b>	<b>41,258</b>	<b>13.7%</b>

- Payroll expenses were \$11.3M below budget primarily due to vacant positions.
- Outside Services were \$34.2M favorable to budget due to project delays.
- Travel & Other Employee Expenses were \$2.2M lower than budget due to less training and travel than anticipated.
- Charges to Capital Projects were lower by (\$18.6M) due to delays in Capital Projects

# Portwide Financial Summary (YE Forecast)

	2020	2021	2022	2022	Fav (UnFav) Fest vs. Budget Variance		Incr (Decr) Change from 2021	
\$ in 000's	Actual	Actual	Forecast	Budget	\$	%	\$	%
Aeronautical Revenues	297,909	317,513	390,316	394,963	(4,647)	-1.2%	72,803	22.9%
Airport Non-Aero Revenues	116,473	183,819	248,961	240,820	8,141	3.4%	65,142	35.4%
Non-Airport Revenues	96,446	120,689	138,451	131,072	7,379	5.6%	17,762	14.7%
<b>Total Operating Revenues</b>	<b>510,828</b>	<b>622,020</b>	<b>777,728</b>	<b>766,854</b>	<b>10,873</b>	<b>1.4%</b>	<b>155,708</b>	<b>25.0%</b>
Total Operating Expenses	408,681	364,656	481,565	499,146	17,581	3.5%	116,908	32.1%
<b>NOI before Depreciation</b>	<b>102,147</b>	<b>257,364</b>	<b>296,163</b>	<b>267,708</b>	<b>28,454</b>	<b>10.6%</b>	<b>38,799</b>	<b>15.1%</b>
Depreciation	180,086	190,683	196,757	196,757	-	0.0%	6,074	3.2%
<b>NOI after Depreciation</b>	<b>(77,939)</b>	<b>66,681</b>	<b>99,406</b>	<b>70,952</b>	<b>28,454</b>	<b>40.1%</b>	<b>32,725</b>	<b>49.1%</b>

- Operating Revenues are expected to be \$10.9M favorable to the budget due to higher forecasted revenues in Cruise and Landside businesses driven by high demand from returning passengers.
- Total Operating expenses are expected to be \$17.6M below budget mainly due to delay in hiring and project spending; offset by higher Utilities and expenses related to the Gateway Building Project at FT.
- Net Operating Income before Depreciation is expected to be \$28.5M above budget.

# Portwide Capital Spending Summary

\$ in 000's	2022	2022	2022	2022	Budget Variance	
	YTD Actual	Forecast	Budget	POF	\$	%
Aviation	218,765	335,507	527,917	514,812	192,410	36.4%
Maritime	7,805	13,536	23,521	23,408	9,985	42.5%
Economic Development	5,568	9,370	10,483	10,515	1,113	10.6%
Central Services & Other (note 1)	5,052	8,349	12,889	11,013	4,540	35.2%
<b>TOTAL</b>	<b>237,190</b>	<b>366,762</b>	<b>574,810</b>	<b>559,748</b>	<b>208,048</b>	<b>36.2%</b>

Note:

(1) "Other" includes 100% Port legacy projects in the North Harbor and Storm Water Utility Small Capital projects.