



M E M O R A N D U M

TO: Interested Parties
FROM: David Kronsteiner, President
DATE: June 16, 2021
SUBJECT: Port of Coos Bay Commission Meeting Notice

The **Board of Commissioners** of the Oregon International Port of Coos Bay will hold a Regular Commission Meeting, a Supplemental Budget Hearing for FY 2020/21, and a Budget Hearing for FY 2021/22 at **3:00 p.m., Tuesday, June 22, 2021**.

The purpose of the hearings is to discuss with interested persons a proposed supplemental budget for the current fiscal year 2020/21 and to discuss the FY 2021/22 budget as approved by the Oregon International Port of Coos Bay’s Budget Committee. Copies of the budget documents may be inspected or obtained at www.portofcoosbay.com/finances or by calling the Administrative office at 541-267-7678.

Members of the public are invited to view the meeting live on our YouTube Channel at the following link: www.youtube.com/portcoos

To provide public comment during the meeting or the hearings, please call the Administrative office at 541-267-7678 by 12 p.m. on Tuesday, June 22, 2021. Written comment will be accepted until 12 p.m. on Tuesday, June 22, 2021 by sending an email to portcoos@portofcoosbay.com with the subject line ‘Public Comment’.

An **Executive Session** has also been scheduled on **Tuesday, June 22, 2021**, immediately after the Commission Meeting, as authorized under ORS 192.660(2), to:

- (e) conduct deliberations with persons designated by the governing body to negotiate real property transactions;
- (f) consider information or records that are exempt by law from public inspection;
- (g) consider preliminary negotiations involving matters of trade or commerce in which the governing body is in competition with governing bodies in other states or nations;
- (h) consult with counsel concerning the legal rights and duties of a public body with regard to current litigation or litigation likely to be filed; and
- (j) carry on negotiations under ORS Chapter 293 with private persons or businesses regarding proposed acquisition, exchange or liquidation of public investments.

DK/km

**OREGON INTERNATIONAL PORT OF COOS BAY
REGULAR COMMISSION MEETING
3:00 p.m., Tuesday, June 22, 2021**

Port Commission Chambers, 125 West Central Avenue, Suite 230, Coos Bay, Oregon 97420

T E N T A T I V E A G E N D A

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- 14. RECESS TO EXECUTIVE SESSION**
- 15. ADJOURN**

Consent Items

DRAFT
OREGON INTERNATIONAL PORT OF COOS BAY
Coos Bay, Oregon
REGULAR COMMISSION MEETING
3:00 p.m., Tuesday, May 18, 2021

Port Commission Chambers, 125 Central Avenue, Suite 230, Coos Bay, Oregon 97420

ATTENDANCE

Commission:

David Kronsteiner, President; Bob Garcia, Secretary; and Kyle Stevens, Commissioner. Brianna Hanson and Eric Farm were excused.

Staff:

John Burns, Chief Executive Officer; Lanelle Comstock, Chief Administrative Officer; Krystal Moffett, Administrative Assistant; and Mike Stebbins, Port Legal Counsel.

Media & Guests:

None.

1. CALL MEETING TO ORDER

President Kronsteiner called the meeting to order at 3:04 p.m.

2. INTRODUCTION OF GUESTS AND PORT STAFF

3. PUBLIC COMMENT

4. CONSENT ITEMS

- A. Approval of April 20, 2021 Regular Commission Meeting Minutes
- B. Approval of April Invoices
- C. Approval of April Contracts Awarded
- D. Approval of Chief Executive Officer Annual Performance Evaluation
- E. Approval of Community Giving Donations and Scholarships

Upon a motion by Commissioner Garcia (second by Commissioner Stevens), the Board of Commissioners voted to approve the April 20, 2021 Regular Commission Meeting Minutes, April Invoices, April Contracts Awarded, the Chief Executive Officer Annual Performance Evaluation, and the Community Giving Donations and Scholarships. **Motion Passed.**

5. MANAGEMENT REPORTS

All Management Reports were included within the Meeting Packet.

President Kronsteiner asked about the Railroad management report and what is meant by the Car Department “working on cars that come online”. John Burns stated these are the railcars that come onto

the line, not the locomotives. Every car that comes onto the line must meet certain safety and mechanical standards. The Port is obligated to either fix the car and then bill the owner or reject the car.

6. ACTION ITEMS/REPORTS

A. Chief Executive Officer Merit Bonus

The Oregon International Port of Coos Bay Board of Commissioners met with Chief Executive Officer John Burns during Executive Session on Tuesday, April 20, 2021, to review and discuss Mr. Burns' performance.

Over the past two calendar years, the Port Commission has engaged with Mr. Burns in an ongoing informal basis. Although the feedback and communication has been timely and as needed, the quarterly performance discussions were not documented as intended in the amendment to Mr. Burns' Employment Agreement. This Performance Review was intended to formally document Mr. Burns' performance over the past two calendar years, recognize his achievements, and provide specific feedback and objectives.

Based on the Chief Executive Officer's admirable performance review, the Oregon International Port of Coos Bay Board of Commissioners recommends awarding a \$15,000 merit bonus for Chief Executive Officer John Burns.

Upon a motion by Commissioner Garcia (second by Commissioner Stevens), the Board of Commissioners motioned to approve a one-time \$15,000 merit bonus for Chief Executive Officer John Burns based on his admirable achievements and outstanding leadership, as outlined in Mr. Burns' documented Performance Review. **Motion Passed.**

7. OTHER

8. COMMISSION COMMENTS

9. NEXT MEETING DATE – Tuesday, June 15, 2021, 3:00 p.m.

10. ADJOURN

President Kronsteiner adjourned the meeting at 3:10 p.m. and entered into Executive Session to:

(e) conduct deliberations with persons designated by the governing body to negotiate real property transactions;

(g) consider preliminary negotiations involving matters of trade or commerce in which the governing body is in competition with governing bodies in other states or nations;

(h) consult with counsel concerning the legal rights and duties of a public body with regard to current litigation or litigation likely to be filed; and

(j) carry on negotiations under ORS Chapter 293 with private persons or businesses regarding proposed acquisition, exchange or liquidation of public investments.

OREGON INTERNATIONAL PORT OF COOS BAY
Coos Bay, Oregon
BUDGET COMMITTEE MEETING
9:00 a.m., Wednesday, May 26, 2021
125 Central Avenue, Coos Bay, Oregon 97420
Zoom Meeting

ATTENDANCE

Commission:

David Kronsteiner, President; Eric Farm, Vice President; and Kyle Stevens, Commissioner. Brianna Hanson and Bob Garcia were absent.

Budget Committee:

Richard Dybevik; Nick Edwards; Lou Leberti; Maeora Mosieur; and Steve Scheer.

Staff:

John Burns, Chief Executive Officer; Lanelle Comstock, Chief Administrative Officer; Megan Richardson, Director of Finance and Accounting; Brandon Collura; Charleston Harbormaster; Margaret Barber, Director of External Affairs and Business Development; Mike Dunning, Director of Maritime Operations and Asset Management; Rich Lopez, General Manager, Coos Bay Rail Line; Mary Green, Fiscal Support Technician; and Krystal Moffett, Administrative Assistant.

Media & Guests:

None Present.

1. CALL MEETING TO ORDER

President Kronsteiner called the meeting to order at 9:07 a.m.

2. INTRODUCTIONS

3. SELECTION OF BUDGET COMMITTEE CHAIR

Upon a motion by Lou Leberti (second by Nick Edwards), the Budget Committee voted to appoint Maeora Mosieur as Budget Committee Chair. **Motion Passed.**

4. RECEIVE FY 2021/22 BUDGET MESSAGE BY JOHN BURNS, CHIEF EXECUTIVE OFFICER

John Burns began by thanking all involved in the budget process. This year, the pandemic has altered business practices and inhibited communications, making matters more difficult. The budget is being presented today by those who have built it. Before moving into the specifics of the budget for this upcoming fiscal year, the successes of the last budget cycle need to be shared.

The Administration department was impacted significantly by the pandemic. Through hard work, staff kept the Port moving forward by learning to work remotely using new tools and processes. In Charleston, there was the rebuild of the Ice Plant and successful completion of dredging in the Marina. The Port's increased revenue is due to the work of the Business Development department ensuring Port properties are rented. The Finance and Accounting team have worked diligently at the constant cycle of a successful budget and audit, despite being short staffed at times. The Maritime Operations and Asset Management team has completed the \$25 million railroad tunnel project on time and on budget, while ensuring the contracts for the BUILD and PIDP grants were addressed. The Railroad Operations department has worked steadily to improve the conditions of the rail line. Speeds have been improved, reducing transit time by 1.5 hours.

In this next fiscal year cycle, there will be great challenges and even greater opportunities. The Port has approximately \$14 million in long-term debt, with about 60% attributable to Charleston and 40% to the railroad. Staff will work with an outside consultant to refinance loans with interest rates higher than 3% or terms greater than two years. Given the current market conditions, the Port believes it can reduce interest payments and restructure its debt.

The Port owns the assets and infrastructure of the railroad which includes the ties, nuts and bolts, locomotives, vehicles, etc. The day-to-day operations and routine maintenance are covered by Coos Bay Rail Line, Inc., a wholly owned independent subsidiary of the Port. The money the Port invests in the railroad is for the infrastructure and assets. Revenue generated by the railroad covers the cost of operations and any excess income flows back into the Port, which will be discussed in further detail later.

In Charleston although services remain the same, the accounting of FTEs has been reallocated. Staff will work to address as many infrastructure needs as possible with the limited resources available. Staff will work to secure a source of funding to rebuild the work docks in the Shipyard, which is estimated at \$1 million. The Commercial Development team will continue to develop new business opportunities for the Port and the community.

The Administrative team will work to improve processes and procedures to streamline business operations. The Port Operations team will be concentrating on the upcoming BUILD grant, which will cover the three swing span bridges, the Coalbank Slough bridge, the Vaughn Viaduct, and ten Wildcat Creek bridges, for a total project cost of \$37 million. The Railroad Operations team will continue to focus on increasing traffic on the line. This year's budget expects over 8,000 carloads, up from approx. 6,000 the previous year. It is anticipated 10,000 carloads a year is possible in the near future; at least 12,000 per year could be accommodated with the current state of the track.

Mr. Burns encouraged budget committee members to participate in the process to help make the Port stronger and the community better. Port staff are here today to answer any questions.

5. REVIEW THE PROPOSED BUDGET DOCUMENT

A. General Fund Overview; Special Projects, Reserve, and Dredge Funds Review – Megan Richardson, Director of Finance & Accounting

Megan Richardson reviewed the budget document for Fiscal Year 2021/22. The Port has four funds: General Fund, Special Projects Fund, Reserve Fund, and Dredge Fund. The General Fund includes five operating departments: Administration, Charleston Operations, External Affairs, Port Operations, and Railroad Operations. The Port Development department of prior years has been discontinued, and the activity and FTEs are now budgeted in the Port Operations department. General Fund anticipated revenue is \$7.76 million with expenses of \$7.76 million, for a projected net zero balance at year-end. General Fund revenue sources include fee for services, property taxes, and other revenue which includes small grants and notes receivable.

The Special Projects Fund is dedicated to major capital projects, and this year totals \$36.6 million. Major projects include the Channel Modification Project, rail bridge rehabilitation, ties and resurfacing, and purchasing a Port Administration building. These projects will be discussed in greater detail within the department managers' presentations. The Reserve Fund is intended to reserve funds for future use for capital improvements, buildings, equipment, and future dredging. This year there is a budgeted transfer from the Reserve Fund to the Special Projects Fund to cover the Port's match for the PIDP grant. The Dredge Fund segregates Dredge Operations from Port Operations. This year with no intended customer, all expenditures are related to repairs and maintenance of the State-owned equipment.

B. Administration – Lanelle Comstock, Chief Administrative Officer

The Administration department's mission is to provide quality support to all departments and employees through services such as accounting and finance, human resources, records management, information technology, office management and administrative support. The strategic emphasis for this fiscal year will be on strengthening internal and loss controls through the creation and implementation of policies, processes, and procedures. Staff will first develop and implement a uniform structure to create processes and procedures to promote consistency across departments, then staff will communicate and train all employees on these processes and procedures. This will include a strong emphasis on internal financial controls.

The Administration department resources remain consistent with prior years. Revenues come from property taxes, interest earnings, the CCURA administration fee, building lease revenue, and the Southport note principal repayment. Expenses for personnel services are budgeted at 8.0 FTEs including staff in the Administration office and Charleston Marina. Throughout all departments there is a substantial increase in personnel services, due to the increased cost of benefits. The Port is incurring a 13% increase in the cost of medical insurance, a 2% increase in PERS contributions, a 7% increase in Life and Long-Term Disability insurance, and a 65% increase in Workers' Comp insurance. There is also a 1.6% cost of living increase budgeted, based on the Western US Urban Consumer Price Index for the month of February.

The primary expenses include the overhead costs of the office and administrative functions. Significant differences in the proposed budget for this fiscal year compared to the current fiscal year budget are for staff training and development as all trainings are now budgeted within this department, and the costs associated with owning the Administrative office building. This includes utilities, janitorial services, insurance, and unexpected repairs and maintenance. The expense line item for the office lease will be decreasing from nearly \$100,000 and will be replaced by debt service. Expected rent expenses, which are a minimum fixed cost, versus possible lease revenues were discussed. Ownership expenses are greater but so is the revenue, leading to a net loss of approximately \$60,000 less. The Port will maintain tax-free status for its occupied space, but lessees will still be subject to property taxes and will remain part of the tax base of the community.

C. Charleston, Dredge Operations – Brandon Collura, Harbormaster

With no ports requesting use of the State-owned dredge, staff will focus on improvements and upgrades to the infrastructure of Charleston. Staff trainings will take place for safety and equipment operations. The dredge maintenance program is being developed in more detail as lessons are learned each season, and this year focus will be on 5-year maintenance items.

Charleston's operating revenue is estimated at \$2.2 million generated from moorage, storage facilities, commercial leases, RV Park, ice sales, propane, merchandise, and other Shipyard service fees. Personnel services are budgeted at 9.0 FTEs including eight maintenance staff and the Harbormaster position. Personnel services are budgeted at just over \$800,000 with no plans to add additional staff. Some Charleston staff expenses have been reallocated to other departments. Materials and services cover expenses such as utilities, including electricity and waste management; repairs and maintenance of equipment, vehicles, vessels, buildings, and docks; equipment rental; office supplies and postage; clothing allotments for rain gear and boots; as well as janitorial and operational supplies. Operational supplies include supplies for the Shipyard stormwater system, which requires high expense materials to maintain.

Capital projects planned this fiscal year include the replacement of the DWF dock head building, replacement of approximately 30 piling throughout the marina, and repair of the maintenance shop roof. Costs associated with these projects are approximately \$275,000 from the General Fund. Benefits of these projects include asset protection and mitigating liability, while enhancing the customer experience and tourism opportunities.

Nick Edwards asked whether the Port has applied for any MARAD small shipyard grants, and about replacement of the work docks in the Shipyard. Brandon Collura stated options are being looked at to replace the work dock. Calculations indicate the cement structures are in good condition, and focus would be on replacement of the wooden piling and cap without a surface structure. Replacement of the wooden structure could be a similar cement and steel piling structure. The intention would be for cranes in the Shipyard to utilize the dock. Mr. Edwards asked if there were plans to fix the rail in the Shipyard. Mr. Collura stated it is always part of the discussion but is not included in this budget.

Mr. Burns added that the Port is not eligible to apply for the MARAD small shipyard grants, since the Port does not operate the Shipyard. The operator must be the one to make application.

Lou Leberti asked whether the State is reimbursing the cost of storage for the dredge assets in addition to labor. Mr. Collura stated a storage fee is charged when the equipment is stored indoors. Mike Dunning stated any labor by Port staff, such as minor repairs and maintenance in the off season, is reimbursed at the full FTE rate from the State.

D. External Affairs, Business Development – Margaret Barber, Director of External Affairs and Business Development

The mission of the External Affairs and Business Development department is to maximize revenue for the Port's three primary lines of business, clearly communicate with staff and stakeholder groups through a variety of channels to promote the mission, vision, and activities of the Port, and effectively manage relationships with local, State and Federal elected officials and key stakeholders. The strategic emphasis this fiscal year will be to enhance existing customer relationships and facilitate new business development and expansion activities. External Affairs works to capitalize on opportunities to expand the portfolio of the Coos Bay Harbor while laying the groundwork for future economic development. There has been tremendous interest in the Coos Bay Harbor recently, indicative of conditions in the market with congestion at other US ports. External Affairs staff represent the Port's interests in the marketplace, respond to inquiries about the Port, and conduct industry analyses and data mining to understand other Ports and industry trends. Communication strategies are developed that ensure messaging is clear and advances the mission of the Port. Staff works with State and Federal lobbyists and legislative officials to ensure the Port's interests are protected and promoted, including lobbying for funding of priority projects. Staff coordinate marketing and advertising locally and to a broader audience through trade publications or social media outlets such as Facebook and LinkedIn.

Expenses include salary and benefits for 1.0 FTE, marketing supplies for printed and promotional materials, staff travel to support business development or legislative activities, memberships and subscriptions, advertising, business cards, legislative support, and community affairs.

Mr. Leberti asked whether there were plans to develop the Port's Eastside property for homes. Margaret Barber stated it has been discussed, though the emphasis of the Port has been developing industrial properties. Mr. Leberti stated the property has sat idle for some time, and housing development is needed. Mr. Burns stated although the Port has focused on industrial properties first, there have been discussions with different entities to develop this property in a way that would be advantageous for the community.

Mr. Edwards stated Facebook has a large presence, and asked whether there was money in the budget to boost posts and also whether the Port has an Instagram account. Ms. Barber stated it has been budgeted to boost some posts because it has been shown to be of great value. The Port does have an Instagram account but has not been very active with it; this is an opportunity to take advantage of in the coming fiscal year.

E. Port Operations – Mike Dunning, Director of Maritime Operations and Asset Management

The mission of the Port Operations Department is to prepare for the future, while supporting today's operations, and to maintain, manage and operate Port infrastructure and properties through effective communication and collaboration with stakeholders. Port Operations department has grown this year, taking on staff from other departments. There are currently seven employees, with a budget for nine. The 2.0 additional FTEs include one full time security position and a terminal manager. Strategic goals and initiatives for Port Operations include a continued focus on new and existing operational priorities such as the Channel Modification Project, Port assets and project management, future shipping opportunities, terminal development, pilot initiatives, safety and training programs, emergency response planning, and operational functions.

Anticipated revenue is approximately \$227,640 generated through leases and property agreements. Expenses are anticipated at \$1,029,620 including approximately \$840,000 for personnel services. The Channel Modification Project continues to move forward after it was paused due to the pandemic, and will start up again in early winter of next year. There is \$1.8 million budgeted in the Special Projects Fund. There is \$22,250 included in the budget for safety and security, covering expenses such as developing safety programs and personal protective equipment for all staff and operational departments.

Staff participate on boards and committees; two of which are the OFAC (Oregon Freight Advisory Council) and SWACT (Southwest Area Commission on Transportation). Participation with these boards is important to move forward a marine transportation plan, which the state has never had. One of the key initiatives with the Coos Watershed Association and the Partnership for Coastal Watersheds is the development of a mitigation bank for future projects. The Oregon Public Ports Dredging Partnership is the oversight of the dredging equipment operated by the Charleston maintenance staff. Port Operations contributes to permitting and environmental support for all Port projects, and manages the Unified Dredging Permit. This year, the department will oversee fleet management, including all vehicles, backhoes, grapple trucks, rail mounted equipment, as well as all equipment in Charleston.

Capital projects planned this fiscal year include the Port Infrastructure and Development Program (PIDP), a \$10 million grant for ties and resurfacing. It is anticipated to expend about \$5.9 million with the remainder spent in the next fiscal year. The Rail Bridge Rehabilitation Project is the \$25 million BUILD grant, with an anticipation of spending almost \$10 million this fiscal year. These areas of strategic emphasis are important to the existing and future operations of the Port. Providing project management and grant administration support for projects will ensure stability and focused oversight of major and minor Port projects and initiatives. Because the Port does not currently operate terminals, most of these action items address and support current maintenance needs and future operations. These efforts are essential to the growth, viability, and sustainability of the Port's operational and long-term success.

Mr. Leberti asked whether there were plans to address piers along the waterfront. Mr. Dunning stated currently there is no funding to address these piers, despite their condition being degraded

and unusable. Mr. Leberti asked whether there were grants for removal of blight. Mr. Dunning stated staff are not aware of any.

Mr. Edwards spoke of the need for a possible marine transportation plan. Mr. Dunning stated a large part of the plan pertains to shipping traffic and the current bottleneck on the West Coast. The Port of Coos Bay is a premier location to open and operate additional marine terminals. Portland is 124 miles inland and congested. The Coos Bay Channel is just 15 miles. Coos Bay has an updated rail, and the pieces of infrastructure are all coming together. Mr. Edwards asked about the timeline for repair of the jetty. Mr. Dunning stated the US Army Corps should have the contract awarded in September this year, likely over the winter will bring rock in and construction could start in the spring 2022. Plans are to add back and reinforce about 200 feet of the jetty.

F. Railroad Operations – Rich Lopez, General Manager, Coos Bay Rail Line

The Railroad Operations department provides oversight of Coos Bay Rail Line, Inc.'s operations. Department objectives are to maintain customer relationships and to retain and expand existing operations. Rail maintenance will be coordinated with capital projects. Strategic goals focus on continuing to provide safe and reliable rail service on plan and on budget, and continuing rail infrastructure improvements to increase safety and velocity. Current velocity has improved with a 1.5-hour reduction in runtime. Strategic emphasis is placed on enhancing the value of the Port's rail corridor and franchise, working to bring on new customers to reach the goal of 10,000 carloads. The Coos Bay rail line directly supports 983 employees with shippers' annual economic activity at \$460 million. These numbers have increased in recent years with the increased carloads volume. CBRL provides the only rail access to the National Railway Network for rural Western Douglas, Lane, and Coos Counties.

The Rail Operations department budget is based on estimated carloads of 8,200 which will provide revenue of about \$2.6 million from operations, State and Federal tax credits, property agreements, rail surcharge, and excess income from CBRL operations. Expenses are budgeted at about \$1.6 million, including debt services, contracted services, and infrastructure repair.

Capital projects planned this year include the PIDP grant for ties and resurfacing, which is anticipated to replace about 70,000 ties and resurface the main line from Eugene to Coos Bay. This will bring the velocity up and save about 2.5–3 hours runtime, greatly improving the on-duty crew time while transporting goods quicker and safer. The Rail Bridge Rehabilitation project, included in the improved velocity estimate, will repair or replace 15 bridges total. This will bring the safety and infrastructure up to a status it has not been since the Port took ownership 11 years ago. The coordination within Port departments to rebuild the line and improve visibility to other outside organizations will help to further the mission of the Port in the long term.

Mr. Leberti asked for clarification of the increased railcar movements. Rich Lopez stated Ocean Terminals is up to 8 carloads a day of logs. GMA Garnet does not operate in the winter, but their carloads will begin picking up again soon. Southport is now receiving 8 log cars a day along with their routine center beam cars. Allweather Wood has increased both their inbound and outbound loads. Greenhill Reload has been accommodating log moves as well as moving aggregate rock.

Mr. Leberti asked if these increased carloads will dissipate once the fire logs have all been cleared. Mr. Lopez stated that customers intend to continue their increased operations.

Mr. Edwards asked about a long-term plan for the swing span bridge, as it is a major economic driver for our region. Mr. Lopez stated there will be major improvements to the electronics and steel structure included in the BUILD grant, as well as the post replacement project. The swing bridges are constantly being looked at for continuous improvements long-term.

6. CONCLUDING COMMENTS BY JOHN BURNS, CHIEF EXECUTIVE OFFICER

Mr. Burns stated staff have worked hard to create a budget that makes sense within the parameters presented, including the amount of money coming in through normal operations and grant funds. Staff have examined what is needed and worked to balance opinions and observations with budget numbers. Mr. Burns welcomed any questions budget committee members may have and asked Budget Chair Maeora Mosieur to proceed with the next agenda items. Ms. Mosieur shared appreciation for the work Port staff put into the budget document, which is well balanced both numerically and with commentary.

7. PUBLIC COMMENT

8. COMMITTEE COMMENT

Mr. Edwards stated the commercial fishing industry is very thankful to the Port of Coos Bay and West Cost Contractors for rebuilding the Charleston Ice Plant in record time during a pandemic and the following comments should not diminish that in any way.

Mr. Edwards began by stating Resolution 2020Res12 from July 16, 2020 raised the price of ice to \$91 per ton. Due to this increase, there has been an economic impact to the commercial fishing industry. Meetings were held with the Oregon Trawl Commission and the Coastal Caucus to find solutions. The first meeting took place in November, with the takeaway that the economic impact of price has broader implications than just Charleston. Fishing families would suffer a tremendous loss of wages due to the equal sharing component while other plants would raise their prices. At the second meeting, Business Oregon gave a break in interest of about \$500,000 or 12% of the loan. This makes it easier to pay the debt service, especially in the first five years. The first payment would have been about \$323,000 but with the interest break will be around \$230,000.

Mr. Edwards stated the Port has a choice to stay “status quo” with the price of ice at \$91 per ton and wait to see how the fleet reacts to an increase of 33% in price or, the Port can take a chance on the fleet and see if they would be more inclined to buy ice at \$80 per ton. The Port would have to sell an extra 700 tons of ice to meet financial projections. This would develop a new baseline of volumized sales for the Port and help the seafood industry during a pandemic. Mr. Edwards stated his belief that increased sales are possible with a lower rate. At the suggested \$80 per ton price, vessels would transit here bringing greater traffic into the Port of Coos Bay. Fishing vessels will travel a long way to save money and lowering the price will stimulate sales. Last year the canneries suffered due to the pandemic and staffing shortages. This year has improved and at just

one cannery there will be 20 additional employees, which means processing an extra 2 million pounds of shrimp. Fishermen will be able to catch more shrimp and will need to buy more ice.

Mr. Edwards stated his belief the Port would sell more ice at a reduced price of \$80 per ton and taking a chance for the Port's customers is the right thing to do. Mr. Edwards invited committee members to share constructive ideas. Ms. Mosieur shared appreciation for the information presented. Mr. Leberti stated the travel distance to achieve a lower price is not as great when vessels are further out, and stated his support for the \$80 per ton rate. Commissioner Stevens thanked Mr. Edwards for the level of detail with the information presented, stating the background information helps in understanding the bigger picture.

Ms. Mosieur asked for information on how the reduced rate might impact the budget. Mr. Burns thanked Mr. Edwards for his work and the time he has devoted to championing the fleet. Port staff work to provide a service as best as possible with the most reasonable cost. The issues at hand are how to attract people to buy something and how to pay for the service being provided. Of course, the lower the price the more likely it is that ice will be sold but there is the expense of producing that ice. The budget projections are based on empirical data, and speculation is hopeful but lacks assurance. At the current rate of \$91 per ton, the Port is paying about \$24.77 per ton to support the production. The further reduction of the rate would only exacerbate this problem. At the current rate, the budget projects a loss of approximately \$82,000 per year whereas the reduction would add an additional loss of \$36,000 bringing the total net loss to about \$118,000 per year. The Port has paid \$500,000 to date from the Reserve Fund for the reconstruction of this property, and then to add the additional loss and repayment of the loan becomes problematic. Mr. Burns invited solutions to keep the price down while confronting the hard reality of expenses.

Mr. Edwards stated in the last two years he sold 10,000 pounds of crab to Hallmark Fisheries to guarantee a rate of \$70. Now they are raising to \$75 per ton. Mr. Edwards stated the pandemic had impacted prices last year and continues this year. Prices are down while production costs are higher. Mr. Edwards stated he has averaged 242 tons of ice for the last ten years. This year, he is projecting 300 tons.

Commissioner Farm stated it would be helpful to have an Ice Plant dashboard added to the monthly Commission reports packet to see where sales and revenues are at. Ms. Richardson stated this will be added to the financial report for the Commission packet each month.

Mr. Leberti stated that as a public entity the Port is supported by all who live and work here, and perhaps production costs could be streamlined in some way. Ms. Mosieur asked what impact the greater ice sales could have on the community. Mr. Edwards stated that if he were to buy all his ice from Charleston, the captain would lose \$4,032 in wages and the crew would each lose \$2,100 in wages. Multiplying this out, it could be over \$1 million in wages for the industry as a whole.

President Kronsteiner asked Mr. Edwards how much ice a vessel takes on each time and asked to confirm that 242 tons annually at the suggested \$80 price would be \$19,360 and at the current price of \$91 it would be \$22,022. Mr. Edwards stated his analysis showed an average of 242 tons per year and on average a boat will take on 15-20 tons at each visit.

Mr. Leberti stated a 3% moorage increase is an extreme increase and suggested lowering the COLA increase for Port staff. Mr. Edwards added there has never been a worse financial crisis in the fishing industry since El Nino in the 1980's. Boats are leaving for other ports and the prices across the industry are down. Ms. Mosieur asked if there was comparative data for how the current and/or proposed rates compared to other areas. Mr. Collura stated Newport increased their rates this year by 2.5%; Brookings raised their rates this year by 1.7% and last year by 5%, for an overall two-year increase of 6.7%. For Charleston, it is a 6% proposed increase over the two years.

Commissioner Farm stated at some point the processors need to start paying higher prices because costs are going up for the fishermen. To continue cutting costs at the expense of not maintaining infrastructure will send the Port backwards and create a negative cycle. Tax funds do not cover the costs to maintain the facilities.

Mr. Edwards stated he would like to see an additional meeting to discuss the ice rate. Mr. Burns stated if the ice rate is reduced, then the budget would need to be reworked to cover the additional loss of approximately \$36,000.

9. PRESENT THE MOTIONS TO RECOMMEND THE BUDGET TO THE PORT COMMISSION FOR ADOPTION, OR SCHEDULE A FOLLOW UP MEETING

Upon a motion by President Kronsteiner (second by Lou Leberti), the Budget Committee voted to approve imposing the Port's maximum permanent tax rate of \$0.6119 per \$1,000 taxable assessed value for fiscal year 2021/22. Steve Scheer opposed the motion. Nick Edwards abstained. **Motion Passed.**

President Kronsteiner motioned (second by Eric Farm), to approve the proposed budget for fiscal year 2021/22 and recommend to the Board of Commissioners for adoption. Commissioner Stevens and Budget Committee member Richard Dybevik voted to approve the motion. Budget Committee members Lou Leberti, Nick Edwards, Steve Scheer, and Maeora Mosieur opposed the motion. **Motion Denied.**

A follow-up meeting will be scheduled and notice sent. Upon a motion by Nick Edwards, (second by Eric Farm) the Budget Committee voted to adjourn the meeting. **Motion Passed.**

10. ADJOURN MEETING

Budget Chair Maeora Mosieur adjourned the meeting at 11:23 a.m.

OREGON INTERNATIONAL PORT OF COOS BAY
Coos Bay, Oregon
SECOND BUDGET COMMITTEE MEETING
1:00 p.m., Wednesday, June 2, 2021
125 Central Avenue, Coos Bay, Oregon 97420
Zoom Meeting

ATTENDANCE

Commission:

David Kronsteiner, President; Eric Farm, Vice President; Bob Garcia, Secretary; Brianna Hanson, Treasurer; and Kyle Stevens, Commissioner.

Budget Committee:

Richard Dybevik; Nick Edwards; Lou Leberti; Maeora Mosieur; and Steve Scheer.

Staff:

John Burns, Chief Executive Officer; Lanelle Comstock, Chief Administrative Officer; Megan Richardson, Director of Finance and Accounting; Brandon Collura; Charleston Harbormaster; Margaret Barber, Director of External Affairs and Business Development; Mike Dunning, Director of Maritime Operations and Asset Management; Rich Lopez, General Manager, Coos Bay Rail Line; Mary Green, Fiscal Support Technician; and Krystal Moffett, Administrative Assistant.

Media & Guests:

Dave Wright; Rex Leach; Ty Cutting; Tom Estes; and Josh Whaley.

1. CALL MEETING TO ORDER

President Kronsteiner called the meeting to order at 1:06 p.m.

2. INTRODUCTIONS

3. PUBLIC COMMENT

Dave Wright, stated at Bandon Pacific in Charleston and Pacific Shrimp in Newport, both facilities process over 75 million pounds per year. Mr. Wright stated his understanding that when the rebuild was expedited costs ran away, but also Charleston has the largest ice facility on the West Coast. There are two ice facilities in Charleston; one being Hallmark who produces ice for processing and shipping their products, or as a tool for procurement of their products. Charleston Ice is a high-cost standalone facility. Mr. Wright shared his thoughts to first have the best quality ice with a proper amount of salinity, a cold, thick flake, 5 degrees or less in the holding tank with a good delivery system; this would bring tremendous value to the fishing community. Second, Mr. Wright suggested charging \$80 per ton May through September to the loyal fleet as an incentive. Most of the ice sales to salmon, tuna, shrimpers, trawlers, and others would be during

this 5-month period. Then, in September review what worked and ask whether the trust of the fleet had been earned on both quality and price. Potentially October through April, ice sales would slow and then the rate could be increased. Mr. Wright suggesting communicating with Hallmark Fisheries about when they shut down, to capitalize on and be prepared for the added ice sales. Mr. Wright stated communication is key to earning the trust of the fleet.

Rex Leach, stated he is a life-long fisherman with three vessels in Charleston fishing year-round for shrimp, ground fish, and crab, all utilizing dock space, the Shipyard, and buying ice. Times are tough with the pandemic and the lowest prices in decades. Mr. Leach stated he would like to see the price kept to a minimum on ice, then raise it over time as things improve.

Ty Cutting, stated he is a fifth-generation fisherman in Charleston and is representing his family's boats: Bernadette, Cape Foulweather, and Stormie C. Currently, the Stormie C is self-sufficient and making its own ice. Mr. Cutting stated at these prices, they are looking to also make the Bernadette self-sufficient. The Bernadette on average purchases 320 tons every year that the Port would be losing. If the cost of ice could be reduced to \$80 per ton, it would be more feasible.

Tom Estes, stated he is a 30-year commercial fisherman and owner-operator utilizing the Port of Coos Bay and local businesses, while fishing for pink shrimp and offloading in Coos Bay and Winchester Bay. Mr. Estes stated he agrees with the other fishermen that the price of \$91 per ton is extremely high. The quality of the Ice Plant is state of the art, but the ice is not cold enough. Mr. Estes stated on a recent trip his vessel ran out of ice at 75,000 pounds, whereas previous trips were 100,000 pounds. So it is not just the cost of the ice to be considered here, it is also the greater quantity needed. These issues could be worked out on the production side with the new equipment. Mr. Estes shared appreciation for the new facility and stated Coos Bay is a home away from home port with many needed services and amenities.

Josh Whaley, stated he is a third-generation fisherman on the Miss Emily which was built in Charleston. Mr. Whaley stated the current price of \$91 will likely be passed over. Prices up and down the coast give options other than the \$91 price per ton.

Nick Edwards asked Mr. Cutting if he would be more likely to purchase ice from Charleston at the reduced rate of \$80 per ton rather than putting in an onboard ice machine. Mr. Cutting confirmed.

4. ICE PLANT RATE DISCUSSION

John Burns thanked all for being here today and encouraged the group to be mindful of the Port's statutory obligations to have the budget approved no later than June 30. While it may seem like there is a month to do this, the reality is that due to the need for a second meeting the budget hearing will need to be pushed back or a special meeting held to accommodate publication deadlines with the World Newspaper.

Staff have examined the budget further and concluded there were production costs not included in previous estimates. Staff have determined costs are about \$132 per ton to make ice. The sale price of \$91 per ton was established when the Port applied with the IFA to borrow \$6 million for

reconstruction, as proof that the loan could be repaid. With production price of \$132 per ton and a sale price of \$91 per ton, this is essentially a 31% subsidy. To drop that price further to \$80 would be nearly a 60% subsidy. From a business standpoint this is not sustainable, even though the Port is in a different position than a private business would be.

Staff have examined the sales projections, and whether it could be pushed to 4,000. The price differential of selling 4,000 tons at the reduced rate is equivalent to selling 3,300 at the current rate. A possible solution was to have assurances that the 4,000-ton projection would be reached, but this solution was not viable, so staff had to look at alternatives.

Brandon Collura stated on December 20, 2019 at approximately 8:00am, the Ice Plant burned to the ground in a catastrophic loss after having stood for 50 years of service. From that Friday until the plant officially reopened in September of 2020, over a period of 40 weeks there were weekly meetings both internally and with industry partners. Everyone came together to pull off this project in a record amount of time. The Port heard from the fleet and the community on the need for the ice plant and how important it is to the community and to the entire coast of Oregon. This is one of the only public ice facilities on the coast. The demand to rebuild was great, and the project was completed in record time.

Lanelle Comstock stated insurance has only reimbursed the Port for “like kind” replacement costs for the building and dock. There were significant code, ordinance, permitting and engineering requirements that increased the costs. Per the insurance policy, these were only reimbursed 25%, if at all. There were also increased costs due to enhancing the equipment to better serve the fleet, which were not reimbursed. Overall, the insurance has only reimbursed about one-third of the cost to rebuild the Ice Plant building and dock. The Port had to seek additional funding from loans.

Mr. Collura stated the Ice Plant is available for the entire community, including the commercial and recreational fishing fleet. When the Port was looking to rebuild and examined the benefits to the fishermen, it was determined to double production time from 2.5 tons per hour to 5 tons and increase capacity from 115 tons to 158 tons. Quality of ice was addressed in the public comment, and this can be easily rectified with the new state of the art equipment.

Mr. Collura stated that although Community Ice in Newport has a lower price point, they also only have an 80-ton capacity and the lead time is 24 hours. In Charleston there is no wait time; there will rarely be a reservation list longer than the amount capable of being produced.

Mr. Collura stated the average travel time from Charleston to Newport is about 8-10 hours round trip. With an average burn rate of 5 gal/hour at current market prices, fuel would cost \$240-\$300. An average ice purchase of 20 tons at \$91 per ton would cost \$1,820 or if the price were reduced to \$80 per ton it would cost \$1,600, a difference of \$220 per trip. The savings on ice by traveling further is a less than the cost of fuel, let alone crew time and wear and tear on the vessel.

With the Charleston Ice Plant there are no quid pro quo agreements. Many ice manufacturers connected to processing facilities are able to sell their ice cheaper by adding it into the price they buy the fish for. Those agreements are in place before the season begins. Charleston does not have these agreements and production costs are fixed.

Megan Richardson spoke about the historical data which led to the budgeted 3,300-ton projection. In fiscal year ending 2017, there was a total of 3,815 tons sold (of those 3,406 were sold to current customers). Port staff have identified the boats who have left and any customers without billable activity this fiscal year were not included in the projection. In fiscal year ending 2018, there were 3,374 tons total sold (3,119 from the current customer base). For fiscal year ending 2019, the total was 4,247 (3,335 from the current customer base). This is an average per fiscal year of just under 3,300 tons. Within the costs of operations, there are variable and fixed costs. The fixed costs include insurance, fire monitoring, phone, permits, and debt service totaling \$346,538. This is already more than projected revenue, so without any of the variable costs added ice is being produced at a loss. The variable costs include labor, utilities, and maintenance; these costs increase the more the facility is used. Expenses budgeted versus revenue projected comes in at a loss of \$135,895.60 or about \$132.18 per ton to produce and then sell for \$91.

Mr. Collura stated one of the suggested solutions from the first Budget Committee meeting was to reduce the price from \$91 to \$80 per ton. It was suggested to achieve similar revenue projections, then 4,000 tons would need to be sold versus the currently budgeted 3,300. The current revenue projection at 3,300 tons sold at \$91 is \$300,300. After expenses, the net result is a loss of \$135,895.60. If the historical sales figures were to remain the same, and the Port sold 3,300 tons at the reduced rate of \$80 per ton, the loss would increase to \$172,195.60 or an additional \$36,300. If the greater sales of 4,000 tons were reached at the reduced rate of \$80 per ton, the net result would be a loss of \$135,600.96. This is only a difference of approximately \$295. If greater sales were not achieved, then the loss would need to be recovered elsewhere. One option would be to increase moorage another 4.8% (for a total increase of 7.8%). Another option would be to eliminate or reduce other projects or expenses such as staff, pilings, or building rehab.

Mr. Collura stated sampling looked at the top 10 customers by volume, from 328.5 tons sold to 90.0 tons, multiplied out to show what was spent at the old rate of \$75, the current rate of \$91, and then the suggested rate of \$80. The difference to the highest volume customer at 328.5 tons would be an additional \$3,613.50 or about \$301 per month.

Ms. Richardson presented a second suggested solution, where a tiered rebate would be offered to customers who purchased larger quantities. For customers who purchase less than 150 tons per year, the rate would remain at \$91 per ton. Customers who purchase more than 150 tons but less than 200, would be eligible for a discounted rate of \$85. Those that purchase more than 200 tons would be eligible for the \$80 rate. At sales of 3,300 tons with the current rate and no rebate, the loss per ton is \$41.18. For the same volume (3,300 tons) with the suggested rebate program, the loss per ton increases to \$46.15 or an overall increased loss of \$16,406.93. If greater sales were achieved with the rebate program, the loss would be less. At the 3,300 volume sales, the additional \$16,406.93 loss would have to be recovered from somewhere to balance the budget. Total expenses at the higher volume sales increase as well.

Mr. Burns thanked staff for the presentation and stated the suggested rebate program will provide an incentive for customers to buy more and then save. Either the money needs to be taken from elsewhere in the budget or a mechanism created to generate a greater source of revenue. Mr. Burns tuned the meeting back over to Commissioners and Budget Committee members for questions or further discussion.

Mr. Edwards stated the cost overrun of the project included items such as engineering and the sprinkler system. Mr. Edwards stated at the meeting in early 2020, it was asked whether the price would go up and stated his understanding that assurances had been made that the price would remain at \$75 per ton. Mr. Burns stated this is a public meeting and it is being recorded. To set the record straight, at the meeting in February of 2020 there were no assurances made; what was said was that staff hoped it could be done (rebuild the Ice Plant without raising the rate) but did not know what would be faced and assurances could not be made.

Commissioner Farm asked Mr. Edwards for help in understanding the context of the increase to a fishing vessel's operating budget. There is data for the amount of ice purchased by larger vessels, but it is unclear what total percentage of operating costs that accounts for. Mr. Edwards stated his ten-year average from both Hallmark and Charleston Ice is about \$18,150 per year for ice. If all ice were purchased from Charleston Ice and not Hallmark, it would be an extra \$11,375 on top of the \$18,150. Commissioner Farm again asked for the percentage of operating costs that accounts for, stating if other high priority projects are going to be set aside in order to lower the price of ice, it helps to have the context of that percentage. Mr. Edwards stated fuel is probably 10% and ice is half that, or a little less at 3.5-4%.

Commissioner Hanson stated a marketing effort to get information out and working together with the fishing community could be helpful to get to the 4,000-ton goal, and stated it is a good idea to look at trends later in the year and if sales have not made the mark, then have projects lined up that could be cut. Commissioner Stevens stated the Port cannot continue losing money after building a brand-new facility. The discussion here is not whether to pull money from a profit margin; money is being lost for every ton sold. Mr. Edwards stated his belief that at the current price the 3,300-ton projection would not be met and the subsidy would be larger than anticipated.

President Kronsteiner stated that in looking at ice as a percentage of cost, if it is 4% the annual costs is about \$450,000 (although it is likely more), the increase of \$2,600 between the \$91 and \$80 rates is less than one-half of one percent of the operating costs. President Kronsteiner reiterated this discussion is not about cutting profit margins, it is about paying more money out of the budget to subsidize even more than has already been done. This must be looked at as a business decision and the price should not be cut.

Ms. Mosieur stated the difficulty with any budget is trying to guess what will happen in the next 12-month window. There are some fixed expenses as well as variable and those change as the productivity changes. The question is how many tons would be sold at \$91 and how many would be sold at \$80. There is no guarantee that 3,300 tons would sell at \$91, but there is also no guarantee if the price were reduced that 4,000 tons would be sold.

5. PRESENT THE MOTION TO RECOMMEND THE BUDGET TO THE PORT COMMISSION FOR ADOPTION, OR SCHEDULE A FOLLOW UP MEETING

President Kronsteiner motioned to approve the proposed budget for fiscal year 2021/22 and recommend to the Board of Commissioners for adoption. Commissioner Farm seconded.

Mr. Leberti stated he cannot vote for a motion to pass the budget if something is not done to lower the price to \$80 for the commercial fishermen, at least for a short time.

Steve Scheer stated the Port's projection of 3,300 tons based on historical data was based on a lower price point at \$75 per ton. The increase in price needs to be considered when projecting sales; otherwise, tons sold will be lower and may not even cover the loan costs. Mr. Scheer stated the percentage of the operating costs for ice may be small but small amounts can add up into larger amounts. Mr. Scheer also shared his belief the Ice Plant was overbuilt for the market in Coos Bay.

Mr. Edwards asked for clarification of the motion on the table. Ms. Mosieur stated it is the motion as presented on the agenda. Mr. Edwards stated he is not in favor of the motion unless the ice issue is addressed. Commissioner Farm stated the rebate incentive is an optimistic assumption and Commissioners need to see data throughout the year to ensure sales are on track. Commissioner Farm recommend amending the motion to include the tiered rebate incentive program.

Mr. Edwards asked for clarification on how customers would be eligible for the rebate program. Ms. Richardson stated it would be per the fiscal year of July 1, 2021 to June 30, 2022.

Upon a motion by Eric Farm (second by Brianna Hanson), the Budget Committee members voted to approve the proposed budget for fiscal year 2021/22 and recommend to the Board of Commissioners for adoption, with amendment to include the price structure as presented for the tiered ice rate rebate incentive program. Budget Committee members Lou Leberti and Steve Scheer opposed the motion. **Motion Passed.**

6. ADJOURN MEETING

President Kronsteiner adjourned the meeting at 2:44 p.m.



M E M O R A N D U M

To: John Burns, Chief Executive Officer
From: Mary Green, Accounting Clerk
Date: June 15, 2021
Subject: Invoices Paid for Commission Approval through May 2021

A/P checks issued per NetSuite financial system	147,221.52
Payroll disbursement per Umpqua Bank statement	118,631.13
Misc electronic disbursements per Umpqua Bank statement	68,647.43
Total Disbursements	<u>\$ 334,500.08</u>



M E M O R A N D U M

TO: John Burns, Chief Executive Officer

FROM: Megan Richardson, Accounting Manager

DATE: June 15, 2021

SUBJECT: May Contracts Awarded

The following are bids that were awarded, and contracts authorized and signed by the Chief Executive Officer during the month of May. All solicitations comply with the requirements of the Port’s Local Public Contracting Rules.

The following projects are included in the appropriate fiscal year budget:

Contract	Description	Cost
Fred Wahl Marine Construction	Repaint Dredge Tender Ms. Soco & Repair Deck Hatches/Push Knees	\$31,888.00
Koppers Railroad Structures	MP763.55 Post Replacement Spans 6 & 7	\$730,200.00
Total Contracts Awarded for this period:		\$762,088.00

Management Reports



M E M O R A N D U M

TO: John Burns, Chief Executive Officer
FROM: Lanelle Comstock, Chief Administrative Officer
DATE: June 15, 2021
SUBJECT: Administrative Services Management Report

Upcoming Scheduled Meetings and Events:

- CBRL Board of Directors Meeting & Budget Hearing: Tuesday, June 22, 2:45pm
- June Regular Commission Meeting & Budget Hearing: Tuesday, June 22, 3:00 pm

SDAO Internship Grant:

The Port of Coos Bay was awarded a matching grant from Special Districts Association of Oregon to temporarily hire a college level student as an intern to assist our district with improving loss control and safety best practices. The Port of Coos Bay will be using the intern to assist with the development and implementation of Standard Operating Procedures (SOPs) for equipment and routine tasks, including OSHA’s top ten violations. SDAO is matching \$3,000 to compensate the costs of hiring the intern over the summer. Per the grant agreement, the project must be completed by September 30, 2021. Included within the Informational Items of this Commission packet is the Internship Opportunity announcement that Port Staff has posted with colleges and universities throughout the state. If you know any college students interested in the internship opportunity, please have them send their resume and cover letter to hr@portofcoosbay.com.

Open Enrollment:

- June 1 through June 11 is the open enrollment period for the Port and Rail employee’s medical, dental, and voluntary life insurance for the plan year beginning July 1. This is the only opportunity for employees to make changes to their insurance coverage for the next fiscal year (unless they have a qualifying event such as marriage, the birth of a child, loss of other health coverage, etc.).
- Each year we meet with our health insurance broker to review our medical and dental insurance plans and to receive quotes on other possible medical and dental insurance plans. This year, we learned that the cost of our existing medical insurance coverage through Regence was increasing up to 20% for fiscal year 2021/22. After very careful consideration, and in effort to provide the best benefits while minimizing insurance costs for the Port and its employees, we have chosen to change our medical and vision insurance provider from Regence Blue Cross Blue Shield (administered by SDAO) to PacificSource, (administered through the Bend Chamber of Commerce), effective July 1.

Independence Day: The Port of Coos Bay Administrative Office (including Rail) and the Charleston Marina office will be closed Monday, July 5, in observance of Independence Day.



M E M O R A N D U M

TO: John Burns, Chief Executive Officer
FROM: Megan Richardson, Director of Finance
DATE: June 15, 2021
SUBJECT: Accounting & Finance Management Report

We hereby present April and April Year-to-Date (10 months) financial results for the Port.

Operating Revenue:

Total operating revenues were \$310K which was \$38K greater than budget. All departments reported revenues that fell short of the budget this period except Charleston and Rail Ops. Administration leases underperformed due to the CPI being lower than what was anticipated. Port Operations revenue shortfall will continue for the fiscal year as previously reported. Charleston Ops performed better across all business lines except ice this month. Ice is undersold by \$7K compared to actuals in FY18/19. Railroad Ops exceeded budget this month by \$38K. They moved 621 cars this month compared to the budgeted average of 417 car movements.

Operating Expense:

Operating expenses totaled \$298K, which was \$77K less than budget. All departments remained within budget this period except for External Affairs. Their overage is related to legislation, and overall, their expenses to date are underspent. Charleston has completed the dredging and while repairs and maintenance are still in budget this period they are increasing as maintenance staff begins to complete repairs.

Operating Result:

The Port ended April with a \$12K gain against a planned deficit of \$103K which is better than plan by \$115K. All departments performed better than plan except for External Affairs and Port Ops. This performance is related to the higher revenues in Rail Ops, and the underspending in most of the departments.

Other Income & Expense:

Total other revenues totaled \$31K, which is greater than budget by \$9K. Property tax received this period exceeds budget by \$4K. Other expenses totaled \$7K this period, which was \$77K less than plan. The underspending of other expenses is related to Capital Outlays. Capital Outlay is underspent due to the timing of capital projects.

Net Result & Year to Date:

April net result amounted to a gain of \$36K compared to a budgeted net loss of \$165K resulting in a \$201K positive variance. Year to date net result amounted to a gain of \$549K compared to

a budgeted loss of \$654K resulting in a positive variance of \$1.2 Million. This variance underscores the importance of achieving a strong topline, in addition to managing operating expenses well.

Other Comments:

The total cash balances in all bank accounts at May month end were \$5,254,134.22 which is an increase of \$300K from April, with interest earnings of \$2,086.84. No interest was earned in the money market account because the balance has been managed to meet the required minimum for banking fees and cashflow needs. The Local Government Investment Pool (LGIP) interest rate remained at 0.60% pa.

Beginning this month, Finance has included the Ice Plant Dashboard as requested during the budget process. The report includes a look at the current reporting period, a comparison to the same month for the three previous years, a look at the year-to-date totals, and a comparison to the previous year-to-date. Tracking Ice Plant expenses requires the Finance department to break expenses out to the location, which we have done progressively since 2018. Some historical expenses may not be complete if we did not specifically identify the expense as related to the Ice Plant.

This period, ice sales totaled 14 tons with revenues of \$1,487. This is lower than the three prior fiscal years, except for 2020 which had no sales because of the Ice Plant rebuild. The expenses totaled \$3,878. The net result was a loss of \$2,391 for the period, and a net loss of \$15,061 year-to-date.

Financial Report - Actual vs. Budget - General Fund
For Period Ending Apr 2021



		Current Period				Same Month Last Year			Year to Date				Year End						
		Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Jul 2020 - Jun 2021						
		Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Prior FYTD vs Current FYTD	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
1	Operating Income																		
2	Administration	1,371	1,491	(120)	(8%)	1,360	11	1%	21,713	22,054	(342)	(2%)	21,696	17	0%	24,694	25,036	(1%)	
3	External Affairs	4	33	(29)	(88%)	25	(21)	(84%)	119	333	(214)	(64%)	515	(396)	(77%)	186	400	(54%)	
5	Port Operations	16,024	20,411	(4,386)	(21%)	14,904	1,120	8%	160,291	204,105	(43,814)	(21%)	484,856	(324,565)	(67%)	201,112	244,926	(18%)	
6	Railroad Operations	105,143	67,027	38,116	57%	59,109	46,034	78%	755,654	725,834	29,820	4%	641,291	114,363	18%	910,230	880,410	3%	
8	Charleston Operations																		
9	Building & Dock Leases	24,489	18,333	6,156	34%	17,148	7,341	43%	208,488	183,333	25,155	14%	163,111	45,377	28%	245,155	220,000	11%	
11	Marina	99,162	94,514	4,649	5%	80,503	18,660	23%	870,065	812,876	57,189	7%	822,961	47,104	6%	1,084,849	1,027,660	6%	
12	Shipyard	28,674	21,050	7,624	36%	25,825	2,849	11%	207,991	210,500	(2,509)	(1%)	211,759	(3,768)	(2%)	250,091	252,600	(1%)	
13	RV Park	24,755	13,595	11,160	82%	12,362	12,393	100%	310,009	278,436	31,573	11%	266,501	43,508	16%	369,073	337,500	9%	
14	Ice Plant	1,487	30,037	(28,550)	(95%)	0	1,487	-	27,679	240,292	(212,613)	(88%)	145,435	(117,756)	(81%)	87,752	300,365	(71%)	
16	Travel Lift	8,791	5,000	3,791	76%	4,552	4,239	93%	41,358	50,000	(8,642)	(17%)	37,725	3,633	10%	51,358	60,000	(14%)	
17	Other	513	542	(28)	(5%)	1,084	(571)	(53%)	14,272	5,417	8,856	163%	21,556	(7,284)	(34%)	15,356	6,500	136%	
18	Total Charleston Operations	187,871	183,070	4,801	3%	141,473	46,398	33%	1,679,862	1,780,854	(100,992)	(6%)	1,669,048	10,814	1%	2,103,633	2,204,625	(5%)	
19	Total Operating Income	310,413	272,031	38,381	14%	216,871	93,542	43%	2,617,639	2,733,181	(115,542)	(4%)	2,817,405	(199,766)	(7%)	3,239,855	3,355,397	(3%)	
21	Operating Expenses																		
22	Administration	111,767	138,435	26,668	19%	94,550	(17,218)	(18%)	1,206,613	1,504,895	298,282	20%	1,718,839	512,225	30%	1,483,483	1,781,765	17%	
23	External Affairs	25,229	22,384	(2,845)	(13%)	30,680	5,451	18%	216,700	234,170	17,470	7%	303,878	87,178	(29%)	264,896	282,366	(6%)	
24	Port Development	17,905	26,058	8,153	31%	26,201	8,295	32%	185,147	286,318	101,172	35%	298,544	113,397	(38%)	237,263	338,434	(30%)	
25	Port Operations	14,671	15,021	350	2%	13,230	(1,441)	(11%)	146,148	161,067	14,918	9%	185,719	39,571	(21%)	176,190	191,109	(8%)	
26	Railroad Operations	3,042	13,481	10,440	77%	184,316	181,274	98%	141,469	134,813	(6,656)	(5%)	760,045	618,576	(81%)	168,431	161,775	4%	
28	Charleston Operations	125,609	160,020	34,412	22%	172,195	46,587	27%	1,350,766	1,677,994	327,228	20%	1,637,908	287,142	(18%)	1,670,806	1,998,034	(16%)	
29	Total Expenses	298,224	375,399	77,176	21%	521,172	222,948	43%	3,246,842	3,999,256	752,414	19%	4,904,932	1,658,090	34%	4,001,070	4,753,484	16%	
31	Operating Results																		
32	Administration	(110,397)	(136,944)	26,547	(19%)	(93,190)	(17,207)	18%	(1,184,900)	(1,482,841)	297,941	(20%)	(1,697,143)	512,243	(30%)	(1,458,789)	(1,756,729)	(17%)	
33	External Affairs	(25,225)	(22,351)	(2,875)	13%	(30,655)	5,430	(18%)	(216,581)	(233,836)	17,256	(7%)	(303,363)	86,782	(29%)	(264,711)	(281,966)	(6%)	
34	Port Development	(17,905)	(26,058)	8,153	(31%)	(26,201)	8,295	(32%)	(185,147)	(286,318)	101,172	(35%)	(298,544)	113,397	(38%)	(237,263)	(338,434)	(30%)	
35	Port Operations	1,353	5,390	(4,037)	(75%)	1,674	(321)	(19%)	14,143	43,038	(28,895)	(67%)	299,136	(284,994)	(95%)	24,922	53,817	(54%)	
36	Railroad Operations	102,101	53,546	48,556	91%	(125,207)	227,308	(182%)	614,186	591,022	23,164	4%	(118,754)	732,940	(617%)	741,799	718,635	3%	
38	Charleston Operations	62,262	23,050	39,213	170%	(30,722)	92,984	(303%)	329,096	102,860	226,236	220%	31,140	297,956	957%	432,827	206,591	110%	
39	Totals Operating Results	12,189	(103,368)	115,557	(112%)	(304,301)	316,490	(104%)	(629,203)	(1,266,076)	636,872	(50%)	(2,087,527)	1,458,324	(70%)	(761,215)	(1,398,087)	(46%)	
41	Tax Collected	16,045	11,913	4,131	35%	10,968	5,077	46%	2,159,252	2,581,414	(422,161)	(16%)	2,401,886	(242,633)	(10%)	2,219,443	2,641,605	(16%)	
42	Financial Income	9,172	9,774	(602)	(6%)	9,637	(465)	(5%)	91,553	99,839	(8,286)	(8%)	122,524	(30,970)	(25%)	110,201	118,487	(7%)	
43	Grant Income	5,175	0	5,175	-	0	5,175	-	53,958	5,400	48,558	899%	6,140	47,818	779%	80,958	32,400	150%	
45	Other Income	501	0	501	-	1,250	(749)	(60%)	33,035	0	33,035	-	105,739	(72,703)	(69%)	879,610	846,575	4%	
46	Total Other Income	30,892	21,687	9,205	42%	21,855	9,038	41%	2,337,800	2,686,653	(348,853)	(13%)	2,636,288	(298,489)	(11%)	3,290,214	3,639,067	(10%)	
48	Financial Expenses & Taxes	2,153	3,133	980	(31%)	1,216	(937)	77%	68,120	42,083	(26,037)	62%	109,993	41,873	(38%)	76,637	50,600	(51%)	
49	Debt Service	4,782	23,812	19,030	(80%)	4,440	(343)	8%	914,547	1,466,183	551,636	(38%)	816,986	(97,561)	12%	962,172	1,513,808	36%	
50	Capital Outlays	0	56,667	56,667	(100%)	0	0	-	176,042	566,667	390,624	(69%)	199,165	23,122	(12%)	289,376	680,000	57%	
52	Total Other Expenses	6,935	83,612	76,677	(92%)	5,655	(1,280)	23%	1,158,709	2,074,933	916,224	(44%)	1,126,143	(32,566)	3%	1,328,184	2,244,408	(41%)	
54	Net Result	36,146	(165,293)	201,439	122%	(288,101)	324,247	(113%)	549,887	(654,356)	1,204,243	184%	(577,382)	1,127,269	195%	1,200,815	(3,428)	35128%	

Financial Report - Actual vs. Budget
For Period Ending Apr 2021

amounts in \$US dollars

Fund: General Fund

Department: Administration

Location: All

Budget: Adopted



Administration	Current Period				Same Month Last Year			Year to Date						Year End			
	Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Prior FYTD vs Current FYTD		Jul 2020 - Jun 2021			
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
Operating Income																	
4005 Building & Dock Leases	371	491	(120)	-24%	360	11	3%	3,641	3,992	(351)	-9%	3,598	43	1%	4,623	4,974	-7%
4245 CCURA	1,000	1,000	0	0%	1,000	0	0%	10,000	10,000	0	0%	10,000	0	0%	12,000	12,000	0%
4290 Other	0	0	0	-	0	0	-	8,072	8,062	10	0%	8,098	(26)	0%	8,072	8,062	0%
Total Operating Income	1,371	1,491	(120)	-8%	1,360	11	1%	21,713	22,054	(342)	-2%	21,696	17	0%	24,694	25,036	-1%
Expenses																	
Personnel Services																	
5005 Salaries	51,690	51,437	(252)	0%	42,130	(9,560)	-23%	582,534	566,012	(16,522)	-3%	450,768	(131,766)	-29%	685,409	668,887	-2%
5010 Other compensation	0	1,119	1,119	100%	0	0	-	0	52,228	52,228	100%	0	0	-	2,238	54,466	96%
5015 Overtime	0	38	38	100%	0	0	-	0	414	414	100%	121	121	100%	75	489	85%
5050 Merit Pool	0	1,305	1,305	100%	0	0	-	0	14,357	14,357	100%	0	0	-	2,609	16,966	85%
Total Compensation	51,690	53,899	2,209	4%	42,130	(9,560)	-23%	582,534	633,011	50,477	8%	450,889	(131,645)	-29%	690,331	740,808	7%
5100 Federal Payroll taxes	5,536	3,755	(1,781)	-47%	3,182	(2,353)	-74%	35,150	41,320	6,170	15%	29,364	(5,786)	-20%	42,660	48,830	13%
5105 State Payroll taxes	11	0	(11)	-	10	(1)	-10%	114	0	(114)	-	104	(9)	-9%	114	0	-
5110 Unemployment Insurance	946	698	(248)	-35%	663	(282)	-43%	7,614	7,683	69	1%	5,599	(2,015)	-36%	9,011	9,080	1%
5115 Workers compensation	104	111	7	6%	85	(19)	-23%	265	1,225	960	78%	848	583	69%	488	1,448	66%
Total Payroll Taxes	6,597	4,565	(2,032)	-45%	3,941	(2,656)	-67%	43,144	50,229	7,085	14%	35,916	(7,228)	-20%	52,273	59,358	12%
5200 Medical insurance	6,459	6,753	294	4%	3,927	(2,532)	-64%	75,614	74,308	(1,306)	-2%	35,344	(40,271)	-114%	89,120	87,814	-1%
5205 Dental insurance	822	1,144	322	28%	668	(155)	-23%	8,866	12,585	3,718	30%	6,676	(2,191)	-33%	11,154	14,872	25%
5215 Term life insurance	94	85	(9)	-10%	306	213	69%	1,182	934	(247)	-26%	3,425	2,244	66%	1,351	1,104	-22%
5220 Long Term Disability insurance	292	304	12	4%	0	(292)	-	2,530	3,345	815	24%	0	(2,530)	-	3,138	3,953	21%
5225 PERS Employer Contributions	12,457	10,399	(2,057)	-20%	12,064	(393)	-3%	83,648	114,431	30,783	27%	85,580	1,932	2%	104,446	135,229	23%
5230 PERS Employee Contributions	3,915	3,167	(748)	-24%	3,792	(123)	-3%	26,291	34,847	8,557	25%	26,898	607	2%	32,624	41,181	21%
Total Insured Benefits	24,039	21,851	(2,188)	-10%	20,756	(3,283)	-16%	198,130	240,450	42,320	18%	157,922	(40,208)	-25%	241,833	284,153	15%
Total Personnel Services	82,326	80,315	(2,012)	-3%	66,827	(15,499)	-23%	823,808	923,691	99,883	11%	644,727	(179,081)	-28%	984,437	1,084,319	9%
Goods & Services																	
6005 Seminars & training	375	322	(53)	-17%	0	(375)	-	865	3,217	2,352	73%	3,076	2,211	72%	1,508	3,860	61%
6010 Educational reimbursement	0	0	0	-	0	0	-	0	0	0	-	6,582	6,582	100%	0	0	-
Total Staff Training	375	322	(53)	-17%	0	(375)	-	865	3,217	2,352	73%	9,658	8,793	91%	1,508	3,860	61%
6020 Travel - airfare	0	83	83	100%	0	0	-	0	833	833	100%	0	0	-	167	1,000	83%
6025 Travel - lodging & transportation	0	242	242	100%	0	0	-	0	2,417	2,417	100%	869	869	100%	483	2,900	83%
6030 Travel - Per Diem & mileage reimbursement	0	63	63	100%	0	0	-	0	625	625	100%	1,116	1,116	100%	125	750	83%
6035 Meals & Entertainment	75	233	158	68%	0	(75)	-	365	2,333	1,968	84%	5,848	5,482	94%	832	2,800	70%
Total Travel & Entertainment	75	621	546	88%	0	(75)	-	365	6,208	5,843	94%	7,833	7,467	95%	1,607	7,450	78%
6050 Office supplies	1,617	750	(867)	-116%	212	(1,406)	-664%	4,792	7,500	2,708	36%	6,517	1,725	26%	6,292	9,000	30%
6055 Kitchen supplies	190	355	165	46%	114	(76)	-67%	1,465	3,547	2,082	59%	2,328	863	37%	2,174	4,256	49%

Financial Report - Actual vs. Budget
For Period Ending Apr 2021

amounts in \$US dollars

Fund: General Fund Department: Administration Location: All Budget: Adopted



Administration	Current Period				Same Month Last Year			Year to Date				Year End					
	Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Jul 2020 - Jun 2021					
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Prior FYTD vs Current FYTD Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
6060 IT supplies	230	667	437	66%	0	(230)	-	24,574	6,667	(17,907)	-269%	4,412	(20,162)	-457%	25,907	8,000	-224%
6070 Postage & courier services	3	433	430	99%	0	(3)	-	2,503	4,333	1,830	42%	2,898	394	14%	3,370	5,200	35%
6080 Office lease	8,046	8,092	45	1%	7,927	(119)	-2%	79,630	80,917	1,287	2%	77,867	(1,763)	-2%	95,813	97,100	1%
6085 Office equipment lease	0	178	178	100%	0	0	-	1,604	1,783	179	10%	1,007	(597)	-59%	1,961	2,140	8%
6087 Office equipment repairs & maintenance	100	375	275	73%	346	245	71%	1,418	3,750	2,332	62%	3,121	1,703	55%	2,168	4,500	52%
6090 IT SW subscriptions & licenses	8,831	11,018	2,187	20%	8,871	40	0%	95,616	110,183	14,568	13%	96,540	925	1%	117,652	132,220	11%
6095 Commission expenses	52	208	157	75%	291	239	82%	52	2,083	2,032	98%	5,236	5,184	99%	468	2,500	81%
Total Office Expense	19,070	22,076	3,007	14%	17,760	(1,310)	-7%	211,653	220,763	9,110	4%	199,926	(11,727)	-6%	255,806	264,916	3%
6100 Telephone - landline	474	450	(24)	-5%	600	126	21%	4,366	4,500	134	3%	4,367	1	0%	5,266	5,400	2%
6105 Telephone - mobile	462	780	318	41%	745	283	38%	4,460	7,800	3,340	43%	5,959	1,499	25%	6,020	9,360	36%
6110 Internet services	604	608	5	1%	604	0	0%	6,036	6,083	47	1%	6,086	50	1%	7,253	7,300	1%
6115 Cable TV	0	50	50	100%	50	50	100%	303	500	197	39%	498	195	39%	403	600	33%
6130 Electricity	387	625	238	38%	525	138	26%	4,644	6,250	1,606	26%	5,722	1,078	19%	5,894	7,500	21%
Total Utilities	1,926	2,513	587	23%	2,523	597	24%	19,809	25,133	5,324	21%	22,633	2,824	12%	24,836	30,160	18%
6200 Temporary/Contract help	2,643	2,900	257	9%	0	(2,643)	-	27,369	29,000	1,631	6%	0	(27,369)	-	33,169	34,800	5%
6205 Janitorial services	484	485	2	0%	484	0	0%	4,835	4,850	15	0%	4,835	0	0%	5,805	5,820	0%
6215 Payroll services	189	867	678	78%	189	0	0%	6,392	8,667	2,274	26%	6,560	168	3%	8,126	10,400	22%
6245 Legal advertising	0	167	167	100%	0	0	-	0	1,667	1,667	100%	387	387	100%	333	2,000	83%
6250 Legal services	2,786	12,500	9,714	78%	3,804	1,018	27%	33,248	125,000	91,752	73%	753,725	720,477	96%	58,248	150,000	61%
6255 Auditing	0	4,583	4,583	100%	1,000	1,000	100%	58,100	45,833	(12,267)	-27%	45,900	(12,200)	-27%	67,267	55,000	-22%
6260 Consulting services	0	83	83	100%	0	0	-	0	833	833	100%	275	275	100%	167	1,000	83%
6265 Recruiting services	0	208	208	100%	0	0	-	0	2,083	2,083	100%	129	129	100%	417	2,500	83%
6270 Contracted Services	0	0	0	-	0	0	-	82	0	(82)	-	78	(4)	-6%	82	0	-
6290 Commercial insurance	1,846	1,733	(114)	-7%	1,755	(91)	-5%	17,299	17,325	26	0%	15,973	(1,325)	-8%	20,764	20,790	0%
Total Professional Services	7,948	23,526	15,578	66%	7,232	(716)	-10%	147,326	235,258	87,933	37%	827,863	680,537	82%	194,377	282,310	31%
6351 Awards & Recognitions	0	313	313	100%	10	10	100%	2,475	3,125	650	21%	2,640	165	6%	3,100	3,750	17%
Total Marketing Expense	0	313	313	100%	10	10	100%	2,475	3,125	650	21%	2,640	165	6%	3,100	3,750	17%
6425 Operational supplies	0	0	0	-	0	0	-	0	0	0	-	0	0	100%	0	0	-
6430 Equipment Rental	0	0	0	-	0	0	-	0	0	0	-	2,211	2,211	100%	0	0	-
6450 Fuel - Gas	13	250	237	95%	0	(13)	-	179	2,500	2,321	93%	665	486	73%	679	3,000	77%
Total Operational Expense	13	250	237	95%	0	(13)	-	179	2,500	2,321	93%	2,877	2,698	94%	679	3,000	77%
6505 Repairs & maintenance vehicles	0	42	42	100%	198	198	100%	0	417	417	100%	347	347	100%	83	500	83%
6510 Repairs & maintenance buildings	0	125	125	100%	0	0	-	92	1,250	1,158	93%	330	238	72%	342	1,500	77%
Total Repair and Maintenance	35	167	132	79%	198	163	82%	133	1,667	1,533	92%	682	548	80%	467	2,000	77%
6599 Budget Contingency	0	8,333	8,333	100%	0	0	-	0	83,333	83,333	100%	0	0	-	16,667	100,000	83%
Total Goods & Services	29,441	58,120	28,679	49%	27,723	(1,718)	-6%	382,806	581,205	198,399	34%	1,074,112	691,306	64%	499,047	697,446	28%

Financial Report - Actual vs. Budget
For Period Ending Apr 2021

amounts in \$US dollars

Fund: General Fund

Department: Administration

Location: All

Budget: Adopted



Administration	Current Period				Same Month Last Year			Year to Date				Year End					
	Apr 2021		\$ Diff	% Diff	Apr 2020		Jul 2020 - Apr 2021		Prior FYTD vs Current FYTD		Jul 2020 - Jun 2021						
	Actual	Budget			Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
Total Expenses	111,767	138,435	26,668	19%	94,550	(17,218)	-18%	1,206,613	1,504,895	298,282	20%	1,718,839	512,225	30%	1,483,483	1,781,765	17%
Operating Results	(110,397)	(136,944)	26,547	-19%	(93,190)	(17,207)	18%	(1,184,900)	(1,482,841)	297,941	-20%	(1,697,143)	512,243	-30%	(1,458,789)	(1,756,729)	-17%
Other Income & Expenses																	
Other Income																	
4405 Property Taxes - Current Year	10,760	9,038	1,722	19%	8,139	2,621	32%	1,775,615	1,762,449	13,166	1%	1,709,440	66,176	4%	1,820,806	1,807,640	1%
4410 Property Taxes - Prior Years	5,275	2,875	2,400	83%	2,824	2,451	87%	66,390	35,000	31,390	90%	58,127	8,263	14%	81,390	50,000	63%
4505 Interest - Bank	1,798	2,400	(602)	-25%	2,263	(465)	-21%	17,814	26,100	(8,286)	-32%	48,785	(30,970)	-63%	21,714	30,000	-28%
4506 Interest - Southport Note	1,936	2,143	(206)	-10%	2,097	(161)	-8%	19,970	21,426	(1,456)	-7%	21,557	(1,587)	-7%	24,255	25,711	-6%
4515 Principal Repayment - Southport Note	5,438	5,231	206	4%	5,277	161	3%	53,770	52,313	1,456	3%	52,182	1,587	3%	64,232	62,776	2%
4695 Grants Received - Other	0	0	0	-	0	0	-	48,783	0	48,783	-	0	48,783	-	48,783	0	-
4815 Transfer - RF	0	0	0	-	0	0	-	0	0	0	-	0	0	-	201,575	201,575	0%
4905 Other	1	0	1	-	0	1	-	146	0	146	-	5,338	(5,193)	-97%	146	0	-
4915 Insurance Reimbursement	500	0	500	-	0	500	-	22,849	0	22,849	-	2,058	20,791	1010%	22,849	0	-
Total Other Income	25,708	21,687	4,020	19%	20,600	5,108	25%	2,005,337	1,897,288	108,049	6%	1,897,487	107,850	6%	2,285,751	2,177,702	5%
Other Expenses																	
Taxes & Misc Expenses																	
6705 Grant expenses	0	0	0	-	0	0	-	35	0	(35)	-	0	(35)	-	35	0	-
6740 Merchant fees	1,670	2,250	580	26%	1,116	(555)	-50%	23,118	23,250	132	1%	20,063	(3,055)	-15%	29,868	30,000	0%
6745 Banking fees	0	50	50	100%	100	100	100%	67	500	433	87%	112	46	41%	167	600	72%
6755 Insurance Claims	0	0	0	-	0	0	-	20,294	0	(20,294)	-	0	(20,294)	-	20,294	0	-
Total Taxes & Misc Expenses	1,670	2,300	630	27%	1,216	(455)	-37%	43,514	23,750	(19,764)	-83%	20,176	(23,339)	-116%	50,364	30,600	-65%
Debt Services																	
7020 Principal repayment - Vehicles	830	4,382	3,552	81%	795	(35)	-4%	8,165	43,822	35,656	81%	3,161	(5,004)	-158%	16,930	52,586	68%
7025 Interest payment - Vehicles	147	503	356	71%	182	35	19%	1,605	5,032	3,426	68%	747	(858)	-115%	2,612	6,038	57%
Total Debt Services	977	4,885	3,908	80%	977	0	0%	9,771	48,853	39,083	80%	3,908	(5,862)	-150%	19,541	58,624	67%
Total Other Expenses	2,647	7,185	4,538	63%	2,193	(455)	-21%	53,285	72,603	19,319	27%	24,084	(29,201)	-121%	69,905	89,224	22%
Net Other Income	23,060	14,502	8,558	59%	18,407	4,653	25%	1,952,052	1,824,685	127,368	7%	1,873,403	78,649	4%	2,215,846	2,088,478	6%
Net Result	(87,337)	(122,442)	35,106	-29%	(74,783)	(12,554)	17%	767,152	341,844	425,308	124%	176,260	590,892	335%	757,057	331,748	128%

Financial Report - Actual vs. Budget
For Period Ending Apr 2021

amounts in \$US dollars

Fund: General Fund

Department: External Affairs

Location: All

Budget: Adopted



External Affairs	Current Period				Same Month Last Year			Year to Date						Year End			
	Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Prior FYTD vs Current FYTD		Jul 2020 - Jun 2021			
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
Operating Income																	
4180 Merchandise	4	0	4	-	0	4	-	44	0	44	-	490	(446)	-91%	44	0	-
4290 Other	0	33	(33)	-100%	25	(25)	-100%	75	333	(258)	-77%	25	50	200%	142	400	-65%
Total Operating Income	4	33	(29)	-88%	25	(21)	-84%	119	333	(214)	-64%	515	(396)	-77%	186	400	-54%
Expenses																	
Personnel Services																	
5005 Salaries	6,973	6,639	(334)	-5%	10,412	3,439	33%	71,321	73,052	1,732	2%	109,664	38,344	35%	84,598	86,330	2%
5010 Other compensation	0	192	192	100%	0	0	-	0	2,107	2,107	100%	0	0	-	383	2,490	85%
Total Compensation	6,973	6,830	(143)	-2%	10,412	3,439	33%	71,321	75,160	3,839	5%	109,664	38,344	35%	84,981	88,820	4%
5100 Federal Payroll taxes	532	523	(9)	-2%	793	262	33%	5,419	5,750	331	6%	8,322	2,903	35%	6,464	6,795	5%
5105 State Payroll taxes	2	0	(2)	-	3	2	52%	16	0	(16)	-	35	19	54%	16	0	-
5110 Unemployment Insurance	195	84	(110)	-131%	270	75	28%	854	927	73	8%	1,809	955	53%	1,022	1,095	7%
5115 Workers compensation	26	16	(11)	-67%	49	23	46%	262	173	(90)	-52%	488	225	46%	294	204	-44%
Total Payroll Taxes	754	622	(131)	-21%	1,115	361	32%	6,551	6,849	298	4%	10,653	4,102	39%	7,796	8,094	4%
5200 Medical insurance	1,133	995	(137)	-14%	1,453	320	22%	11,327	10,954	(373)	-3%	14,526	3,199	22%	13,318	12,945	-3%
5205 Dental insurance	105	126	22	17%	154	50	32%	1,047	1,391	345	25%	1,544	498	32%	1,299	1,644	21%
5215 Term life insurance	12	11	(1)	-9%	88	77	87%	158	119	(40)	-34%	801	642	80%	180	140	-29%
5220 Long Term Disability insurance	41	38	(3)	-8%	0	(41)	-	373	421	48	11%	0	(373)	-	449	497	10%
5225 PERS Employee Contributions	1,997	1,267	(729)	-58%	2,981	985	33%	14,058	13,945	(113)	-1%	21,427	7,369	34%	16,593	16,480	-1%
5230 PERS Employer Contributions	628	398	(229)	-58%	937	309	33%	4,419	4,383	(35)	-1%	6,734	2,316	34%	5,215	5,180	-1%
Total Insured Benefits	3,915	2,837	(1,078)	-38%	5,614	1,699	30%	31,382	31,213	(169)	-1%	45,032	13,651	30%	37,055	36,886	0%
Total Personnel Services	11,641	10,289	(1,352)	-13%	17,140	5,499	32%	109,254	113,222	3,968	4%	165,350	56,096	34%	129,832	133,800	3%
Goods & Services																	
6020 Travel - airfare	0	42	42	100%	0	0	-	0	417	417	100%	1,437	1,437	100%	83	500	83%
6025 Travel - lodging & transportation	0	108	108	100%	0	0	-	0	1,083	1,083	100%	3,296	3,296	100%	217	1,300	83%
6030 Travel - Per Diem & mileage reimbursement	0	65	65	100%	0	0	-	0	646	646	100%	1,750	1,750	100%	129	775	83%
6035 Meals & Entertainment	0	75	75	100%	0	0	-	0	750	750	100%	523	523	100%	150	900	83%
Total Travel & Entertainment	0	290	290	100%	0	0	-	0	2,896	2,896	100%	7,005	7,005	100%	579	3,475	83%
6050 Office supplies	18	42	23	56%	0	(18)	-	31	417	386	93%	205	174	85%	114	500	77%
6075 Memberships & dues	2,377	2,302	(75)	-3%	3,047	669	22%	25,831	23,019	(2,812)	-12%	25,229	(602)	-2%	30,435	27,622	-10%
Total Office Expense	2,396	2,344	(52)	-2%	3,047	651	21%	25,862	23,435	(2,427)	-10%	25,434	(428)	-2%	30,549	28,122	-9%
6270 Contracted Services	0	120	120	100%	16	16	100%	721	1,200	479	40%	48	(673)	-1401%	961	1,440	33%

Financial Report - Actual vs. Budget
For Period Ending Apr 2021

amounts in \$US dollars

Fund: General Fund

Department: External Affairs

Location: All

Budget: Adopted



External Affairs	Current Period				Same Month Last Year			Year to Date						Year End			
	Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Prior FYTD vs Current FYTD		Jul 2020 - Jun 2021			
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
Total Professional Services	0	120	120	100%	16	16	100%	721	1,200	479	40%	48	(673)	-1401%	961	1,440	33%
6310 Marketing supplies	0	396	396	100%	0	0	-	190	3,958	3,768	95%	4,779	4,589	96%	982	4,750	79%
6315 Advertising	0	1,858	1,858	100%	1,997	1,997	100%	6,651	18,583	11,932	64%	16,325	9,674	59%	10,368	22,300	54%
6320 Cargo recruitment & development	0	0	0	-	0	0	-	0	0	0	-	2,661	2,661	100%	0	0	-
6340 Legislative support	11,193	6,700	(4,493)	-67%	8,481	(2,711)	-32%	72,573	67,000	(5,573)	-8%	67,768	(4,804)	-7%	85,973	80,400	-7%
6345 Community affairs	0	388	388	100%	0	0	-	1,450	3,875	2,425	63%	14,507	13,058	90%	2,225	4,650	52%
Total Marketing Expense	11,193	9,342	(1,851)	-20%	10,478	(715)	-7%	80,864	93,417	12,553	13%	106,041	25,177	24%	99,547	112,100	11%
Total Goods & Services	13,588	12,095	(1,493)	-12%	13,541	(47)	0%	107,446	120,948	13,502	11%	138,528	31,082	22%	131,636	145,137	9%
Total Expenses	25,229	22,384	(2,845)	-13%	30,680	5,451	18%	216,700	234,170	17,470	7%	303,878	87,178	29%	261,468	278,937	6%
Operating Results	(25,225)	(22,351)	(2,875)	13%	(30,655)	5,430	-18%	(216,581)	(233,836)	17,256	-7%	(303,363)	86,782	-29%	(261,282)	(278,537)	-6%
Other Income & Expenses																	
Other Income																	
Net Result	(25,225)	(22,351)	(2,875)	13%	(30,655)	5,430	-18%	(216,581)	(233,836)	17,256	-7%	(303,363)	86,782	-29%	(261,282)	(278,537)	-6%

Financial Report - Actual vs. Budget
For Period Ending Apr 2021
amounts in \$US dollars

Fund: General Fund Department: Port Ops Location: All Budget: Adopted



Port Ops	Current Period				Same Month Last Year			Year to Date				Year End					
	Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Prior FYTD vs Current FYTD					
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
Operating Income																	
4005 Building & Dock Leases	10,328	9,311	1,017	11%	9,246	1,083	12%	93,795	93,109	686	1%	92,571	1,224	1%	112,417	111,731	1%
4010 Property Agreements	5,696	11,100	(5,404)	-49%	5,658	38	1%	66,496	110,996	(44,500)	-40%	65,835	661	1%	88,695	133,195	-33%
4240 Project Management Fees	0	0	0	-	0	0	-	0	0	0	-	326,450	(326,450)	-100%	0	0	-
Total Operating Income	16,024	20,411	(4,386)	-21%	14,904	1,120	8%	160,291	204,105	(43,814)	-21%	484,856	(324,565)	-67%	201,112	244,926	-18%
Expenses																	
Personnel Services																	
5005 Salaries	8,846	7,752	(1,094)	-14%	7,521	(1,325)	-18%	91,785	85,300	(6,486)	-8%	116,421	24,636	21%	107,289	100,803	-6%
5010 Other compensation	0	224	224	100%	0	0	-	0	2,461	2,461	100%	0	0	-	447	2,908	85%
Total Compensation	8,846	7,975	(871)	-11%	7,521	(1,325)	-18%	91,785	87,760	(4,025)	-5%	116,421	24,636	21%	107,736	103,711	-4%
5100 Federal Payroll taxes	677	610	(67)	-11%	575	(101)	-18%	7,021	6,714	(308)	-5%	8,906	1,885	21%	8,242	7,934	-4%
5105 State Payroll taxes	1	0	(1)	-	1	0	25%	15	0	(15)	-	26	11	43%	15	0	-
5110 Unemployment Insurance	248	84	(163)	-194%	196	(52)	-27%	1,115	927	(188)	-20%	1,000	(114)	-11%	1,283	1,095	-17%
5115 Workers compensation	26	18	(8)	-43%	41	15	37%	262	202	(60)	-30%	414	152	37%	299	239	-25%
Total Payroll Taxes	952	713	(239)	-34%	814	(138)	-17%	8,413	7,843	(571)	-7%	10,346	1,933	19%	9,839	9,268	-6%
5200 Medical insurance	0	0	0	-	0	0	-	0	0	0	-	3,927	3,927	100%	0	0	-
5205 Dental insurance	50	126	77	61%	105	55	52%	444	1,391	948	68%	1,544	1,101	71%	696	1,644	58%
5215 Term life insurance	12	11	(1)	-9%	59	47	80%	165	119	(47)	-40%	863	698	81%	187	140	-33%
5220 Long Term Disability insurance	48	45	(4)	-8%	0	(48)	-	435	492	56	11%	0	(435)	-	525	581	10%
5225 PERS Employee Contributions	2,533	1,480	(1,053)	-71%	2,154	(379)	-18%	18,039	16,283	(1,756)	-11%	22,777	4,738	21%	20,999	19,243	-9%
5230 PERS Employer Contributions	796	465	(331)	-71%	677	(119)	-18%	5,670	5,118	(552)	-11%	7,159	1,489	21%	6,600	6,048	-9%
Total Insured Benefits	3,439	2,127	(1,312)	-62%	2,994	(445)	-15%	24,753	23,403	(1,351)	-6%	36,271	11,517	32%	29,007	27,656	-5%
Total Personnel Services	13,237	10,815	(2,422)	-22%	11,328	(1,909)	-17%	124,952	119,005	(5,946)	-5%	163,039	38,087	23%	146,581	140,635	-4%
Goods & Services																	
6020 Travel - airfare	0	83	83	100%	0	0	-	0	833	833	100%	1,002	1,002	100%	167	1,000	83%
6025 Travel - lodging & transportation	289	292	2	1%	0	(289)	-	289	2,917	2,627	90%	4,950	4,661	94%	873	3,500	75%
6030 Travel - Per Diem & mileage reimbursement	0	42	42	100%	0	0	-	0	417	417	100%	2,765	2,765	100%	83	500	83%
6035 Meals & Entertainment	0	21	21	100%	0	0	-	16	208	192	92%	263	247	94%	58	250	77%
Total Travel & Entertainment	289	438	148	34%	0	(289)	-	305	4,375	4,070	93%	8,981	8,675	97%	1,180	5,250	78%
6130 Electricity	122	142	20	14%	139	17	12%	1,303	1,417	114	8%	1,250	(53)	-4%	1,586	1,700	7%
6155 Environmental Remediation/Mitigation/Monitoring	122	208	86	41%	0	(122)	-	1,143	2,083	941	45%	1,006	(137)	-14%	1,559	2,500	38%
Total Utilities	244	350	106	30%	139	(105)	-76%	2,446	3,500	1,054	30%	2,256	(190)	-8%	3,146	4,200	25%

Financial Report - Actual vs. Budget
For Period Ending Apr 2021
amounts in \$US dollars

Fund: General Fund Department: Port Ops Location: All Budget: Adopted



Port Ops	Current Period				Same Month Last Year			Year to Date				Year End					
	Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Prior FYTD vs Current FYTD					
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
6270 Contracted Services	0	167	167	100%	0	0	-	1,775	1,667	(108)	-7%	1,694	(81)	-5%	2,108	2,000	-5%
6290 Commercial insurance	901	848	(54)	-6%	798	(104)	-13%	8,390	8,478	88	1%	7,529	(861)	-11%	10,086	10,174	1%
Total Professional Services	901	1,015	113	11%	798	(104)	-13%	10,166	10,145	(21)	0%	9,224	(942)	-10%	12,195	12,174	0%
6400 Small equipment & tools	0	42	42	100%	0	0	-	0	417	417	100%	0	0	-	83	500	83%
6405 Safety/hazardous materials	0	633	633	100%	0	0	-	7,815	6,333	(1,482)	-23%	760	(7,055)	-929%	9,082	7,600	-19%
6410 Signage	0	83	83	100%	0	0	-	0	833	833	100%	0	0	-	167	1,000	83%
6415 Clothing	0	21	21	100%	0	0	-	0	208	208	100%	0	0	-	42	250	83%
6450 Fuel - Gas	0	0	0	-	0	0	-	0	0	0	-	88	88	100%	0	0	-
Total Operational Expense	0	779	779	100%	0	0	-	7,815	7,792	(24)	0%	848	(6,967)	-821%	9,374	9,350	0%
6510 Repairs & maintenance buildings	0	417	417	100%	100	100	100%	0	4,167	4,167	100%	125	125	100%	833	5,000	83%
6515 Repairs & maintenance land improvements	0	708	708	100%	0	0	-	0	7,083	7,083	100%	0	0	-	1,417	8,500	83%
6520 Repairs & maintenance docks	0	208	208	100%	162	162	100%	126	2,083	1,958	94%	210	85	40%	542	2,500	78%
6575 Waterway Leases	0	208	208	100%	0	0	-	0	2,083	2,083	100%	0	0	-	417	2,500	83%
6580 Permits	0	83	83	100%	704	704	100%	339	833	494	59%	1,037	698	67%	506	1,000	49%
Total Repair and Maintenance	0	1,625	1,625	100%	965	965	100%	465	16,250	15,785	97%	1,372	907	66%	3,715	19,500	81%
Total Goods & Services	1,434	4,206	2,772	66%	1,901	467	25%	21,197	42,062	20,865	50%	22,681	1,484	7%	29,609	50,474	41%
Total Expenses	14,671	15,021	350	2%	13,230	(1,441)	-11%	146,148	161,067	14,918	9%	185,719	39,571	21%	176,190	191,109	8%
Operating Results	1,353	5,390	(4,037)	-75%	1,674	(321)	-19%	14,143	43,038	(28,895)	-67%	299,136	(284,994)	-95%	24,922	53,817	-54%
4905 Other	0	0	0	-	1,250	(1,250)	-100%	0	0	0	-	5,250	(5,250)	-100%	0	0	-
Total Other Income	0	0	0	-	1,250	(1,250)	-100%	0	0	0	-	5,250	(5,250)	-100%	0	0	-
Taxes & Misc Expenses																	
Net Other Income	0	0	0	-	1,250	(1,250)	-100%	0	0	0	-	5,250	(5,250)	-100%	0	0	-
Net Result	1,353	5,390	(4,037)	-75%	2,924	(1,571)	-54%	14,143	43,038	(28,895)	-67%	304,386	(290,244)	-95%	24,922	53,817	-54%

Financial Report - Actual vs. Budget
For Period Ending Apr 2021

amounts in \$US dollars

Fund: General Fund

Department: Port Development

Location: All

Budget: Adopted



Port Development	Current Period				Same Month Last Year			Year to Date				Year End					
	Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Prior FYTD vs Current FYTD					
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
Operating Income																	
Expenses																	
Personnel Services																	
5005 Salaries	10,676	17,052	6,376	37%	16,446	5,770	35%	120,950	187,639	66,689	36%	219,991	99,041	45%	155,054	221,743	30%
5010 Other compensation	0	489	489	100%	0	0	-	0	5,380	5,380	100%	0	0	-	978	6,358	85%
Total Compensation	10,676	17,541	6,865	39%	16,446	5,770	35%	120,950	193,019	72,070	37%	219,991	99,041	45%	156,032	228,101	32%
5100 Federal Payroll taxes	811	1,342	531	40%	1,253	442	35%	9,137	14,765	5,628	38%	16,785	7,647	46%	11,821	17,449	32%
5105 State Payroll taxes	3	0	(3)	-	5	2	35%	33	0	(33)	-	56	23	41%	33	0	-
5110 Unemployment Insurance	297	253	(44)	-18%	426	129	30%	1,758	2,779	1,021	37%	3,967	2,209	56%	2,263	3,284	31%
5115 Workers compensation	26	240	213	89%	41	15	37%	262	2,637	2,374	90%	414	152	37%	742	3,116	76%
Total Payroll Taxes	1,137	1,834	697	38%	1,726	589	34%	11,191	20,181	8,990	45%	21,222	10,031	47%	14,859	23,849	38%
5200 Medical insurance	1,837	1,614	(223)	-14%	1,531	(306)	-20%	18,368	17,763	(605)	-3%	12,245	(6,123)	-50%	21,596	20,991	-3%
5205 Dental insurance	150	241	91	38%	149	(0)	0%	1,495	2,649	1,154	44%	1,196	(300)	-25%	1,977	3,131	37%
5215 Term life insurance	23	32	9	28%	85	61	72%	352	356	4	1%	1,256	903	72%	417	421	1%
5220 Long Term Disability insurance	65	98	33	34%	0	(65)	-	664	1,081	416	39%	0	(664)	-	861	1,277	33%
5225 PERS Employee Contributions	3,057	3,255	198	6%	4,709	1,652	35%	24,098	35,820	11,723	33%	28,386	4,289	15%	30,608	42,331	28%
5230 PERS Employer Contributions	961	1,023	62	6%	1,480	519	35%	7,574	11,259	3,685	33%	8,922	1,348	15%	9,620	13,305	28%
Total Insured Benefits	6,092	6,264	172	3%	7,954	1,862	23%	52,551	68,928	16,377	24%	52,004	(547)	-1%	65,079	81,456	20%
Total Personnel Services	17,905	25,639	7,734	30%	26,126	8,220	31%	184,692	282,128	97,436	35%	293,217	108,525	37%	235,970	333,406	29%
Goods & Services																	
6020 Travel - airfare	0	0	0	-	0	0	-	0	0	0	-	60	60	100%	0	0	-
6025 Travel - lodging & transportation	0	38	38	100%	0	0	-	0	375	375	100%	1,526	1,526	100%	75	450	83%
6030 Travel - Per Diem & mileage reimbursement	0	84	84	100%	0	0	-	0	843	843	100%	2,139	2,139	100%	169	1,011	83%
6035 Meals & Entertainment	0	24	24	100%	0	0	-	0	243	243	100%	170	170	100%	49	292	83%
Total Travel & Entertainment	0	146	146	100%	0	0	-	0	1,461	1,461	100%	3,894	3,894	100%	292	1,753	83%
6075 Memberships & dues	0	0	0	-	75	75	100%	0	0	0	-	600	600	100%	0	0	-
Total Office Expense	0	0	0	-	75	75	100%	0	0	0	-	600	600	100%	0	0	-
6245 Legal advertising	0	167	167	100%	0	0	-	455	1,667	1,212	73%	0	(455)	-	788	2,000	61%
Total Professional Services	0	167	167	100%	0	0	-	455	1,667	1,212	73%	0	(455)	-	788	2,000	61%

Financial Report - Actual vs. Budget
For Period Ending Apr 2021

amounts in \$US dollars

Fund: General Fund

Department: Port Development

Location: All

Budget: Adopted



Port Development	Current Period				Same Month Last Year			Year to Date				Year End					
	Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Prior FYTD vs Current FYTD					
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
6405 Safety/hazardous materials	0	0	0	-	0	0	-	0	0	0	-	175	175	100%	0	0	-
6415 Clothing	0	106	106	100%	0	0	-	0	1,063	1,063	100%	155	155	100%	213	1,275	83%
6450 Fuel - Gas	0	0	0	-	0	0	-	0	0	0	-	502	502	100%	0	0	-
Total Operational Expense	0	106	106	100%	0	0	-	0	1,063	1,063	100%	832	832	100%	213	1,275	83%
Total Goods & Services	0	419	419	100%	75	75	100%	455	4,190	3,735	89%	5,326	4,872	91%	1,293	5,028	74%
Total Expenses	17,905	26,058	8,153	31%	26,201	8,295	32%	185,147	286,318	101,172	35%	298,544	113,397	38%	237,263	338,434	30%
Operating Results	(17,905)	(26,058)	8,153	-31%	(26,201)	8,295	-32%	(185,147)	(286,318)	101,172	-35%	(298,544)	113,397	-38%	(237,263)	(338,434)	-30%
Other Income & Expenses																	
Other Income																	
4605 Grants Received - ODOT Lottery	0	0	0	-	0	0	-	0	0	0	-	965	(965)	-100%	0	0	-
Total Other Income	0	0	0	-	0	0	-	0	0	0	-	2,368	(2,368)	-100%	0	0	-
Other Expenses																	
Taxes & Misc Expenses																	
6745 Banking fees	0	833	833	100%	0	0	-	5,114	8,333	3,219	39%	5,301	187	4%	6,781	10,000	32%
Total Taxes & Misc Expenses	0	833	833	100%	0	0	-	5,114	8,333	3,219	39%	5,301	187	4%	6,781	10,000	32%
Debt Services																	
7010 Interest payment	2,295	11,375	9,080	80%	1,952	(343)	-18%	34,411	113,750	79,339	70%	40,692	6,282	15%	57,161	136,500	58%
Total Debt Services	2,295	11,375	9,080	80%	1,952	(343)	-18%	34,411	113,750	79,339	70%	40,692	6,282	15%	57,161	136,500	58%
Total Other Expenses	2,295	12,208	9,913	81%	1,952	(343)	-18%	39,525	122,083	82,558	68%	45,994	6,469	14%	63,942	146,500	56%
Net Other Income	(2,295)	(12,208)	9,913	-81%	(1,952)	(343)	18%	(39,525)	(122,083)	82,558	-68%	(43,626)	4,101	-9%	(63,942)	(146,500)	-56%
Net Result	(20,200)	(38,266)	18,066	-47%	(28,153)	7,952	-28%	(224,671)	(408,402)	183,730	-45%	(342,169)	117,498	-34%	(301,204)	(484,934)	-38%

Financial Report - Actual vs. Budget
For Period Ending Apr 2021

amounts in \$US dollars

Fund: General Fund Department: Charleston Ops Location: All Budget: Adopted



Charleston Ops	Current Period				Same Month Last Year				Year to Date				Year End					
	Apr 2021				Apr 2020				Jul 2020 - Apr 2021				Prior FYTD vs Current FYTD			Jul 2020 - Jun 2021		
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff	
Operating Income																		
4005 Building & Dock Leases	24,489	18,333	6,156	34%	17,148	7,341	43%	208,488	183,333	25,155	14%	163,111	45,377	28%	245,155	220,000	11%	
4100 Annual Moorage	41,610	47,110	(5,500)	-12%	30,361	11,250	37%	339,879	282,659	57,220	20%	314,533	25,346	8%	462,230	405,010	14%	
4105 Semi-Annual Moorage	14,631	5,188	9,444	182%	7,140	7,491	105%	78,360	52,030	26,330	51%	42,841	35,519	83%	86,930	60,600	43%	
4110 Monthly Moorage	13,172	15,550	(2,378)	-15%	16,059	(2,887)	-18%	162,856	195,911	(33,055)	-17%	161,065	1,791	1%	193,545	226,600	-15%	
4115 Transient Moorage	5,162	6,008	(846)	-14%	7,605	(2,442)	-32%	75,752	75,693	59	0%	95,809	(20,058)	-21%	87,609	87,550	0%	
4118 Work Dock	9,512	5,417	4,096	76%	7,327	2,186	30%	34,293	54,167	(19,874)	-37%	52,402	(18,109)	-35%	45,126	65,000	-31%	
4120 Metered Utilities	30	208	(178)	-86%	0	30	-	760	2,083	(1,323)	-64%	4,582	(3,822)	-83%	1,177	2,500	-53%	
4125 Launch Ramp	4,410	3,083	1,327	43%	2,815	1,595	57%	33,516	30,833	2,682	9%	33,125	391	1%	39,682	37,000	7%	
4135 Storage Yard	2,971	3,333	(363)	-11%	3,177	(206)	-6%	29,150	33,333	(4,183)	-13%	33,353	(4,203)	-13%	35,817	40,000	-10%	
4140 Storage Unit	17,842	14,750	3,092	21%	14,300	3,542	25%	150,445	147,500	2,945	2%	144,315	6,130	4%	179,945	177,000	2%	
4145 Long Term Boat Storage	8,887	7,500	1,387	18%	8,870	17	0%	91,378	75,000	16,378	22%	79,799	11,579	15%	106,378	90,000	18%	
4150 Short Term Boat Storage	3,207	3,125	82	3%	3,022	185	6%	39,315	31,250	8,065	26%	28,251	11,064	39%	45,565	37,500	22%	
4155 Boat Wash	136	83	53	63%	0	136	-	1,012	833	178	21%	777	235	30%	1,178	1,000	18%	
4165 Space Rents	23,844	11,803	12,041	102%	11,513	12,332	107%	297,983	260,519	37,464	14%	254,110	43,873	17%	353,464	316,000	12%	
4173 Laundry	218	333	(116)	-35%	198	20	10%	2,745	3,333	(589)	-18%	3,044	(299)	-10%	3,411	4,000	-15%	
4175 Propane	555	833	(278)	-33%	264	292	111%	6,689	8,333	(1,644)	-20%	7,892	(1,203)	-15%	8,356	10,000	-16%	
4180 Merchandise	28	83	(55)	-66%	77	(49)	-64%	356	833	(477)	-57%	1,058	(702)	-66%	523	1,000	-48%	
4185 Visitor Convention Bureau Fee	176	292	(115)	-40%	11	165	1505%	3,103	2,917	186	6%	2,116	987	47%	3,686	3,500	5%	
4190 Ice	1,487	30,037	(28,550)	-95%	0	1,487	-	27,679	240,292	(212,613)	-88%	145,435	(117,756)	-81%	87,752	300,365	-71%	
4200 Boat Lifts	8,791	5,000	3,791	76%	4,552	4,239	93%	43,448	50,000	(6,552)	-13%	37,584	5,864	16%	53,448	60,000	-11%	
4230 Environmental Fee	2,954	2,083	870	42%	2,352	602	26%	20,143	20,833	(690)	-3%	19,638	505	3%	24,310	25,000	-3%	
4235 Customer Discounts	(167)	0	(167)	-	0	(167)	-	(2,967)	0	(2,967)	-	(3,673)	705	-19%	(2,967)	0	-	
4290 Other	3,924	4,167	(242)	-6%	4,683	(759)	-16%	35,479	41,667	(6,188)	-15%	47,880	(12,401)	-26%	43,812	50,000	-12%	
4295 Bad Debt Expense	0	(1,250)	1,250	-100%	0	0	-	0	(12,500)	12,500	-100%	0	0	-	(2,500)	(15,000)	-83%	
Total Operating Income	187,871	183,070	4,801	3%	141,473	46,398	33%	1,679,862	1,780,854	(100,992)	-6%	1,669,048	10,814	1%	2,103,633	2,204,625	-5%	
Expenses																		
Personnel Services																		
5005 Salaries	41,218	41,749	531	1%	43,264	2,046	5%	380,046	459,401	79,356	17%	527,417	147,371	28%	463,543	542,899	15%	
5010 Other compensation	0	1,290	1,290	100%	0	0	-	2,000	14,192	12,192	86%	5,011	3,011	60%	4,579	16,771	73%	
5015 Overtime	437	1,624	1,186	73%	186	(251)	-135%	1,666	17,868	16,203	91%	11,003	9,337	85%	4,913	21,116	77%	
Total Compensation	41,656	44,662	3,007	7%	43,450	1,794	4%	383,711	491,461	107,750	22%	543,430	159,719	29%	473,036	580,786	19%	
5100 Federal Payroll taxes	6,462	3,417	(3,046)	-89%	3,230	(3,233)	-100%	28,194	37,597	9,403	25%	39,533	11,339	29%	35,027	44,430	21%	
5105 State Payroll taxes	18	0	(18)	-	19	1	3%	164	0	(164)	-	222	57	26%	164	0	-	
5110 Unemployment Insurance	1,143	928	(215)	-23%	1,098	(46)	-4%	8,086	10,217	2,131	21%	11,038	2,952	27%	9,943	12,074	18%	
5115 Workers compensation	2,047	1,631	(416)	-26%	2,039	(8)	0%	20,466	17,945	(2,522)	-14%	20,389	(77)	0%	23,728	21,206	-12%	
Total Payroll Taxes	9,671	5,976	(3,695)	-62%	6,385	(3,285)	-51%	56,911	65,758	8,847	13%	71,182	14,271	20%	68,863	77,710	11%	
5200 Medical insurance	(7,926)	13,409	21,335	159%	2,280	10,206	448%	116,761	147,549	30,789	21%	144,170	27,409	19%	143,578	174,367	18%	
5205 Dental insurance	(897)	1,550	2,447	158%	185	1,082	585%	10,113	17,061	6,948	41%	15,115	5,003	33%	13,214	20,162	34%	
5215 Term life insurance	(57)	131	188	143%	52	109	209%	1,610	1,446	(164)	-11%	5,347	3,737	70%	1,873	1,709	-10%	
5220 Long Term Disability insurance	(115)	250	365	146%	0	115	-	2,211	2,749	538	20%	0	(2,211)	-	2,711	3,249	17%	

Financial Report - Actual vs. Budget
For Period Ending Apr 2021

amounts in \$US dollars

Fund: General Fund Department: Charleston Ops Location: All Budget: Adopted



Charleston Ops	Current Period				Same Month Last Year			Year to Date				Year End					
	Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Prior FYTD vs Current FYTD			Jul 2020 - Jun 2021		
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
5225 PERS Employee Contributions	15,632	8,909	(6,724)	-75%	12,700	(2,932)	-23%	93,856	98,029	4,173	4%	107,622	13,766	13%	111,673	115,846	4%
5230 PERS Employer Contributions	4,492	2,602	(1,889)	-73%	3,643	(849)	-23%	26,779	28,636	1,857	6%	30,842	4,063	13%	31,984	33,841	5%
Total Insured Benefits	11,129	26,851	15,722	59%	18,861	7,732	41%	251,331	295,471	44,140	15%	303,096	51,766	17%	305,034	349,174	13%
Total Personnel Services	62,455	77,490	15,034	19%	68,696	6,240	9%	691,953	852,690	160,737	19%	917,708	225,756	25%	846,933	1,007,670	16%
Goods & Services																	
6005 Seminars & training	(375)	0	375	-	0	375	-	0	0	0	-	0	0	-	0	0	-
Total Staff Training	(375)	0	375	-	0	375	-	0	0	0	-	0	0	-	0	0	-
6020 Travel - airfare	0	42	42	100%	0	0	-	0	417	417	100%	0	0	-	83	500	83%
6025 Travel - lodging & transportation	0	167	167	100%	0	0	-	584	1,667	1,083	65%	612	28	5%	917	2,000	54%
6030 Travel - Per Diem & mileage reimbursement	139	42	(97)	-232%	0	(139)	-	389	417	28	7%	116	(273)	-236%	472	500	6%
6035 Meals & Entertainment	0	42	42	100%	0	0	-	0	417	417	100%	50	50	100%	83	500	83%
Total Travel & Entertainment	139	292	153	53%	0	(139)	-	973	2,917	1,944	67%	778	(195)	-25%	1,556	3,500	56%
6055 Kitchen supplies	183	208	26	12%	69	(113)	-164%	1,159	2,083	925	44%	1,852	694	37%	1,575	2,500	37%
6060 IT supplies	(120)	0	120	-	0	120	-	0	0	0	-	0	0	-	0	0	-
6070 Postage & courier services	66	83	17	21%	0	(66)	-	323	833	511	61%	478	155	32%	489	1,000	51%
Total Office Expense	129	292	163	56%	69	(59)	-86%	1,481	2,917	1,435	49%	2,330	849	36%	2,065	3,500	41%
6100 Telephone - landline	183	243	60	25%	124	(59)	-47%	1,839	2,425	586	24%	2,636	796	30%	2,324	2,910	20%
6105 Telephone - mobile	497	780	283	36%	510	12	2%	4,967	7,800	2,833	36%	4,568	(399)	-9%	6,527	9,360	30%
6110 Internet services	1,236	1,250	14	1%	1,277	41	3%	12,620	12,500	(120)	-1%	12,942	322	2%	15,120	15,000	-1%
6115 Cable TV	676	680	3	0%	0	(676)	-	8,041	6,796	(1,245)	-18%	6,139	(1,902)	-31%	9,400	8,155	-15%
6130 Electricity	19,951	20,833	883	4%	16,040	(3,911)	-24%	182,714	208,333	25,619	12%	187,086	4,372	2%	224,381	250,000	10%
6131 Propane - Operations	91	125	34	27%	32	(60)	-189%	770	1,250	480	38%	644	(126)	-20%	1,020	1,500	32%
6135 Water/Sewer	8,262	6,250	(2,012)	-32%	5,231	(3,031)	-58%	64,780	62,500	(2,280)	-4%	70,470	5,690	8%	77,280	75,000	-3%
6140 Garbage/Sanitation Collection	4,908	5,833	925	16%	3,296	(1,612)	-49%	47,309	58,333	11,024	19%	54,501	7,192	13%	58,976	70,000	16%
6145 Hazardous material disposal	760	333	(427)	-128%	150	(610)	-407%	2,255	3,333	1,078	32%	3,539	1,284	36%	2,922	4,000	27%
6150 Derelict boat disposal	0	1,250	1,250	100%	0	0	-	15	12,500	12,485	100%	2,160	2,145	99%	2,515	15,000	83%
6155 Environmental Remediation/Mitigation/Monitoring	153	417	264	63%	305	152	50%	2,284	4,167	1,883	45%	2,097	(187)	-9%	3,117	5,000	38%
Total Utilities	36,717	37,994	1,276	3%	26,964	(9,753)	-36%	327,593	379,937	52,344	14%	346,781	19,188	6%	403,581	455,925	11%
6200 Temporary/Contract help	6,280	3,000	(3,280)	-109%	6,983	703	10%	48,745	30,000	(18,745)	-62%	76,854	28,109	37%	54,745	36,000	-52%
6205 Janitorial services	23	55	33	59%	396	374	94%	292	550	258	47%	924	632	68%	402	660	39%
6210 Vending machine services	0	125	125	100%	0	0	-	1,328	1,250	(78)	-6%	281	(1,047)	-372%	1,578	1,500	-5%
6245 Legal advertising	0	108	108	100%	0	0	-	778	1,083	305	28%	892	114	13%	995	1,300	23%
6250 Legal services	(1,425)	0	1,425	-	0	1,425	-	0	0	0	-	0	0	-	0	0	-
6270 Contracted Services	2,268	542	(1,726)	-319%	160	(2,108)	-1317%	7,745	5,417	(2,328)	-43%	3,831	(3,914)	-102%	8,828	6,500	-36%
6290 Commercial insurance	7,733	7,504	(229)	-3%	7,029	(704)	-10%	71,577	75,041	3,464	5%	63,604	(7,973)	-13%	86,585	90,049	4%
Total Professional Services	14,878	11,334	(3,544)	-31%	14,569	(309)	-2%	130,464	113,341	(17,123)	-15%	146,385	15,922	11%	153,132	136,009	-13%

Financial Report - Actual vs. Budget
For Period Ending Apr 2021

amounts in \$US dollars

Fund: General Fund Department: Charleston Ops Location: All Budget: Adopted



Charleston Ops	Current Period				Same Month Last Year			Year to Date				Year End					
	Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Prior FYTD vs Current FYTD			Jul 2020 - Jun 2021		
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
6400 Small equipment & tools	186	500	314	63%	566	381	67%	1,751	5,000	3,249	65%	4,432	2,681	60%	2,751	6,000	54%
6405 Safety/hazardous materials	0	833	833	100%	0	0	-	11,041	8,333	(2,708)	-32%	4,678	(6,363)	-136%	12,708	10,000	-27%
6410 Signage	141	63	(79)	-126%	0	(141)	-	288	625	337	54%	274	(14)	-5%	413	750	45%
6415 Clothing	175	417	242	58%	0	(175)	-	1,518	4,167	2,649	64%	2,909	1,391	48%	2,351	5,000	53%
6420 Janitorial supplies	81	1,042	960	92%	719	638	89%	9,242	10,417	1,175	11%	9,271	29	0%	11,325	12,500	9%
6425 Operational supplies	489	2,083	1,594	77%	279	(210)	-75%	5,048	20,833	15,785	76%	9,021	3,973	44%	9,215	25,000	63%
6430 Equipment Rental	85	333	248	74%	0	(85)	-	85	3,333	3,248	97%	2,815	2,730	97%	752	4,000	81%
6450 Fuel - Gas	1,085	1,042	(44)	-4%	519	(566)	-109%	6,992	10,417	3,425	33%	6,782	(210)	-3%	9,075	12,500	27%
6455 Fuel - Diesel	59	83	24	29%	877	818	93%	399	833	435	52%	1,341	942	70%	565	1,000	43%
6481 Propane - Retail	628	542	(86)	-16%	210	(418)	-199%	4,899	5,417	517	10%	4,804	(95)	-2%	5,983	6,500	8%
6485 Retail items	0	15	15	100%	0	0	-	0	150	150	100%	0	0	-	30	180	83%
Total Operational Expense	2,929	6,953	4,024	58%	3,170	241	8%	41,264	69,525	28,262	41%	46,326	5,063	11%	55,169	83,430	34%
6500 Repairs & maintenance equipment	1,456	6,250	4,794	77%	4,640	3,184	69%	30,439	62,500	32,061	51%	48,022	17,584	37%	42,939	75,000	43%
6505 Repairs & maintenance vehicles	361	667	306	46%	1,351	990	73%	31,787	6,667	(25,120)	-377%	7,911	(23,876)	-302%	33,120	8,000	-314%
6510 Repairs & maintenance buildings	1,965	3,750	1,785	48%	3,007	1,042	35%	7,275	37,500	30,225	81%	9,802	2,527	26%	14,775	45,000	67%
6515 Repairs & maintenance land improvements	71	417	345	83%	0	(71)	-	2,210	4,167	1,957	47%	3,386	1,176	35%	3,043	5,000	39%
6520 Repairs & maintenance docks	3,070	4,167	1,097	26%	57	(3,013)	-5312%	6,912	41,667	34,755	83%	14,297	7,385	52%	15,245	50,000	70%
6540 Marina dredging	1,814	7,500	5,686	76%	45,282	43,469	96%	39,674	75,000	35,326	47%	58,720	19,046	32%	54,674	90,000	39%
6575 Waterway Leases	0	2,500	2,500	100%	0	0	-	33,482	25,000	(8,482)	-34%	26,946	(6,537)	-24%	38,482	30,000	-28%
6580 Permits	0	417	417	100%	4,390	4,390	100%	5,261	4,167	(1,094)	-26%	8,515	3,254	38%	6,094	5,000	-22%
Total Repair and Maintenance	8,737	25,667	16,930	66%	58,727	49,990	85%	157,038	256,667	99,628	39%	177,599	20,560	12%	208,372	308,000	32%
Total Goods & Services	63,153	82,530	19,377	23%	103,500	40,346	39%	658,813	825,303	166,490	20%	720,199	61,386	9%	823,874	990,364	17%
Total Expenses	125,609	160,020	34,412	22%	172,195	46,587	27%	1,350,766	1,677,994	327,228	20%	1,637,908	287,142	18%	1,670,806	1,998,034	16%
Operating Results	62,262	23,050	39,213	170%	(30,722)	92,984	-303%	329,096	102,860	226,236	220%	31,140	297,956	957%	432,827	206,591	110%
Other Income & Expenses																	
Other Income																	
4450 Lodging Tax	10	0	10	-	5	5	98%	147	0	147	-	119	28	24%	147	0	-
4650 Grants Received - MAP	5,175	0	5,175	-	0	5,175	-	5,175	5,400	(225)	-4%	5,175	0	0%	5,175	5,400	-4%
4695 Grants Received - Other	0	0	0	-	0	0	-	0	0	0	-	0	0	-	27,000	27,000	0%
4900 Other Income	0	0	0	-	0	0	-	0	0	0	-	300	(300)	-100%	0	0	-
4905 Other	0	0	0	-	0	0	-	45	0	45	-	2,951	(2,906)	-98%	45	0	-
4915 Insurance Reimbursement	0	0	0	-	0	0	-	8,668	0	8,668	-	92,767	(84,099)	-91%	8,668	0	-
Total Other Income	5,185	0	5,185	-	5	5,180	106360%	14,035	5,400	8,635	160%	101,312	(87,277)	-86%	41,035	32,400	27%
Other Expenses																	
Taxes & Misc Expenses																	
6720 Property Tax - Sublet Facilities	0	0	0	-	-	-	-	9,841	10,000	159	2%	9,427	(415)	-4%	9,841	10,000.00	2%
6755 Insurance Claims	0	0	0	-	0	0	-	9,168	0	(9,168)	-	72,767	63,599	87%	9,168	0	-
Total Taxes & Misc Expenses	-	-	-	-	0	0	-	19,009	10,000.00	(9,009)	-90%	82,193	63,184	77%	19,009	10,000.00	-90%

Financial Report - Actual vs. Budget
For Period Ending Apr 2021

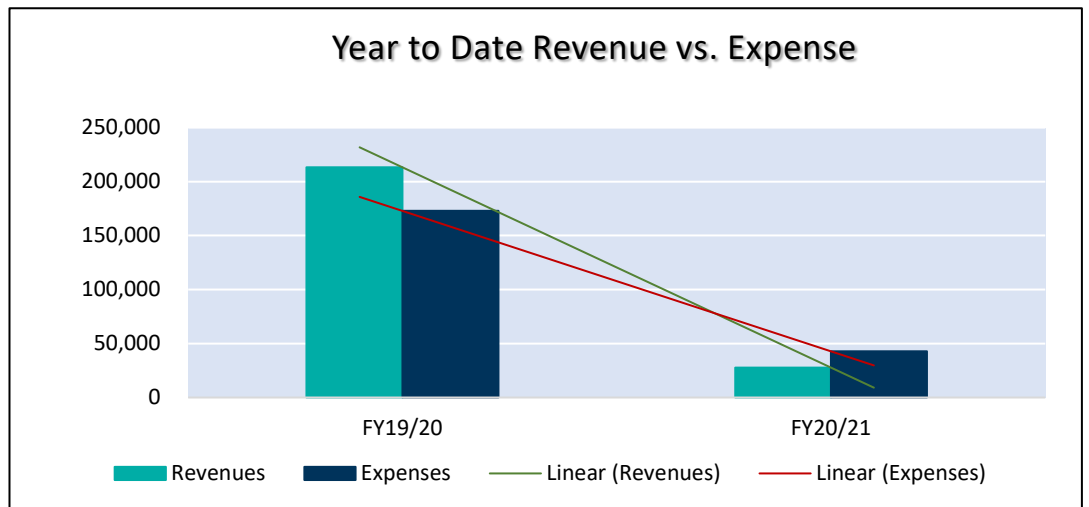
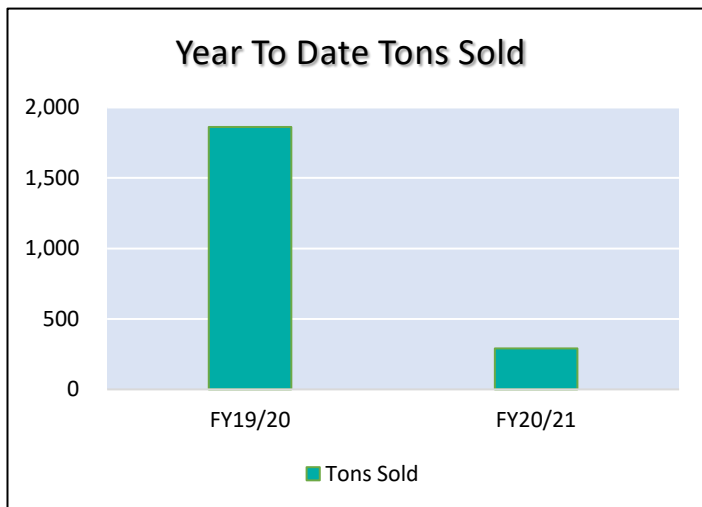
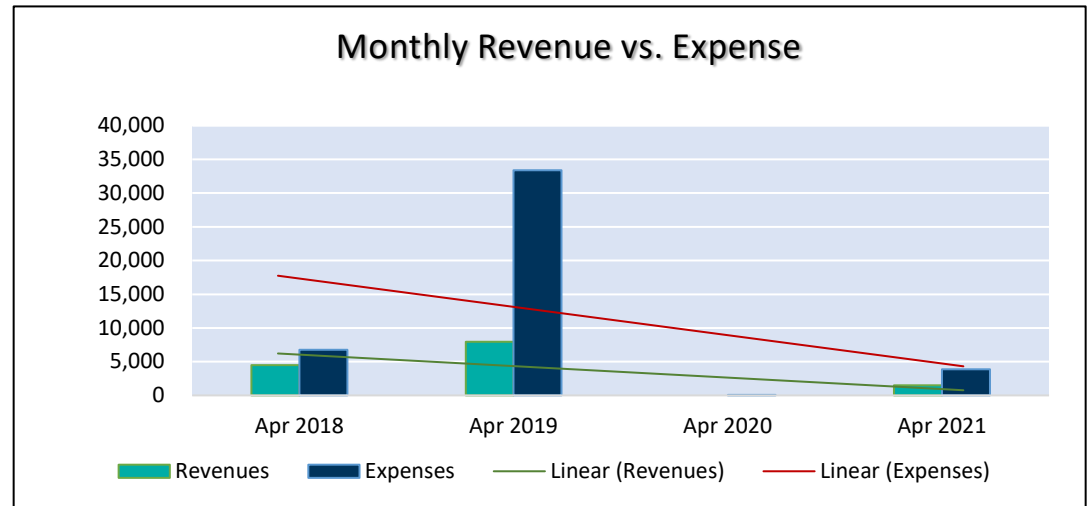
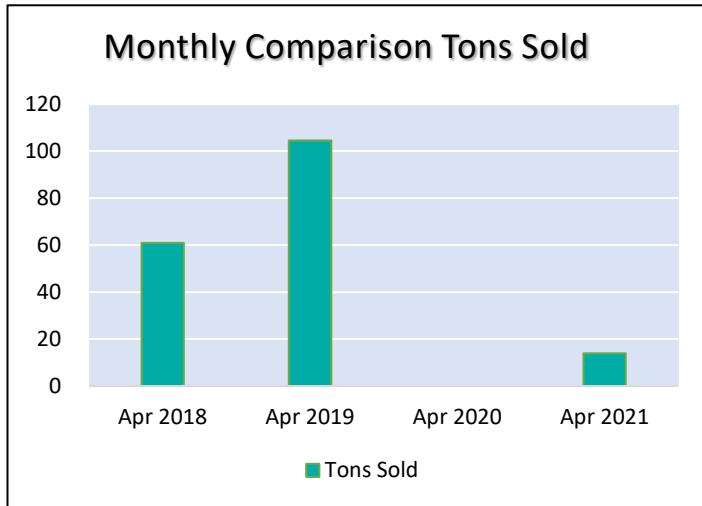
amounts in \$US dollars

Fund: General Fund Department: Charleston Ops Location: All Budget: Adopted



Charleston Ops	Current Period				Same Month Last Year			Year to Date				Year End					
	Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Prior FYTD vs Current FYTD					
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
Debt Services																	
7005 Principal repayment	0	0	0	-	0	0	-	87,170	340,588	253,418	74%	56,581	(30,589)	-54%	87,170	340,588	74%
7010 Interest payment	0	0	0	-	0	0	-	86,190	242,860	156,670	65%	65,152	(21,038)	-32%	86,190	242,860	65%
7020 Principal repayment	436	2,205	1,769	80%	432	(4)	-1%	4,345	22,045	17,700	80%	1,726	(2,619)	-152%	8,754	26,454	67%
7025 Interest payment	15	52	36	71%	19	4	21%	167	517	349	68%	79	(89)	-112%	271	620	56%
8010 CIP Buildings	0	5,417	5,417	100%	0	0	-	10,000	54,167	44,167	82%	168	(9,832)	-5870%	20,833	65,000	68%
8011 CIP Docks	0	0	0	-	0	0	-	0	0	0	-	14,352	14,352	100%	0	0	-
8020 CIP Machinery & Equipment	0	2,250	2,250	100%	0	0	-	14,860	22,500	7,640	34%	44,858	29,998	67%	19,360	27,000	28%
Total Debt Services	451	9,923	9,472	95%	451	0	0%	202,732	682,676	479,945	70%	182,915	(19,817)	-11%	222,577	702,522	68%
Total Other Expenses	451	9,923	9,472	95%	451	0	0%	221,741	692,676	470,936	68%	265,108	43,367	16%	241,586	712,522	66%
Net Other Income	4,733	(9,923)	14,656	-148%	(446)	5,180	-1160%	(207,706)	(687,276)	479,570	-70%	(163,796)	(43,910)	27%	(200,552)	(680,122)	-71%
Net Result	66,996	13,127	53,869	410%	(31,168)	98,164	-315%	121,390	(584,416)	705,806	-121%	(132,656)	254,046	-192%	232,275	(473,531)	-149%

	Current Period	Same Month Prior Years			Year to Date	Prior FYTD vs Current FYTD		
	Apr 2021	Apr 2020	Apr 2019	Apr 2018	FY20/21	Last FY	\$ Diff	% Diff
Tons Sold	14	0	105	61	290	1,862	1,572	-84.42%
Total Revenues	1,487	0	7,975	4,510	27,679	213,202	185,523	-87.02%
Total Expenses	3,878	79	33,410	6,764	42,740	172,814	130,074	-75.27%
Net Result	(2,391)	(79)	(25,435)	(2,254)	(15,061)	40,388	55,449	-137.29%



Financial Report - Actual vs. Budget
For Period Ending Apr 2021

amounts in \$US dollars

Fund: Dredge Fund

Department: Dredge Ops

Location: All

Budget: Adopted



Dredge Ops	Current Period				Same Month Last Year			Year to Date				Year End					
	Apr 2021		\$ Diff	% Diff	Apr 2020		Jul 2020 - Apr 2021				Prior FYTD vs Current FYTD						
	Actual	Budget			Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
Operating Income																	
4287 Dredging Services	0	0	0	-	105,669	(105,669)	-100%	33,950	75,000	(41,050)	-55%	105,669	(71,719)	-68%	33,950	75,000	-55%
4290 Other	(5,739)	0	(5,739)	-	107,506	(113,244)	-105%	0	250,000	(250,000)	-100%	85,023	(85,023)	-100%	0	250,000	-100%
Total Operating Income	(5,739)	0	(5,739)	-	321,438	(327,177)	-102%	33,950	325,000	(291,050)	-90%	298,955	(265,005)	-89%	33,950	325,000	-90%
Expenses																	
Personnel Services																	
5005 Salaries	1,172	0	(1,172)	-	8,492	7,320	86%	72,676	41,615	(31,061)	-75%	63,649	(9,027)	-14%	72,676	41,615	-75%
5010 Other compensation	0	0	0	-	0	0	-	(9)	0	9	-	0	9	-	(9)	0	-
5015 Overtime	0	0	0	-	1,967	1,967	100%	1,853	0	(1,853)	-	18,183	16,331	90%	1,853	0	-
Total Compensation	1,172	0	(1,172)	-	10,459	9,287	89%	74,519	41,615	(32,904)	-79%	81,832	7,313	9%	74,519	41,615	-79%
5100 Federal Payroll taxes	87	0	(87)	-	769	682	89%	5,439	3,184	(2,255)	-71%	6,075	636	10%	5,439	3,184	-71%
5105 State Payroll taxes	0	0	(0)	-	4	3	88%	30	0	(30)	-	33	3	8%	30	0	-
5110 Unemployment Insurance	32	0	(32)	-	261	230	88%	1,379	1,082	(297)	-27%	1,821	443	24%	1,379	1,082	-27%
5115 Workers compensation	0	0	0	-	0	0	-	0	1,565	1,565	100%	0	0	-	0	1,565	100%
Total Payroll Taxes	120	0	(120)	-	1,035	915	88%	6,848	5,831	(1,017)	-17%	7,929	1,082	14%	6,848	5,831	-17%
5200 Medical insurance	21,916	0	(21,916)	-	12,286	(9,630)	-78%	21,916	17,435	(4,481)	-26%	12,286	(9,630)	-78%	21,916	17,435	-26%
5205 Dental insurance	2,103	0	(2,103)	-	1,330	(773)	-58%	2,103	2,378	275	12%	1,330	(773)	-58%	2,103	2,378	12%
5215 Term life insurance	209	0	(209)	-	444	235	53%	209	150	(59)	-39%	444	235	53%	209	150	-39%
5220 Long Term Disability insurance	393	0	(393)	-	0	(393)	-	393	225	(168)	-75%	0	(393)	-	393	225	-75%
5225 PERS Employee Contributions	264	0	(264)	-	3,926	3,662	93%	16,799	8,338	(8,461)	-101%	17,582	783	4%	16,799	8,338	-101%
5230 PERS Employer Contributions	72	0	(72)	-	1,091	1,019	93%	4,650	2,779	(1,871)	-67%	4,912	262	5%	4,650	2,779	-67%
Total Insured Benefits	24,957	0	(24,957)	-	19,076	(5,881)	-31%	46,070	31,305	(14,765)	-47%	36,554	(9,517)	-26%	46,070	31,305	-47%
Total Personnel Services	26,248	0	(26,248)	-	30,570	4,322	14%	127,437	78,751	(48,686)	-62%	126,315	(1,122)	-1%	127,437	78,751	-62%
Goods & Services																	
6005 Seminars & training	0	417	417	100%	0	0	-	0	4,170	4,170	100%	0	0	-	830	5,000	83%
Total Staff Training	0	417	417	100%	0	0	-	0	4,170	4,170	100%	0	0	-	830	5,000	83%
6030 Travel - Per Diem & mileage reimbursement	0	0	0	-	960	960	100%	0	2,000	2,000	100%	7,794	7,794	100%	0	2,000	100%
Total Travel & Entertainment	0	0	0	-	960	960	100%	0	2,000	2,000	100%	7,794	7,794	100%	0	2,000	100%
6050 Office supplies	0	42	42	100%	0	0	-	0	420	420	100%	0	0	-	80	500	84%
6070 Postage & courier services	0	0	0	-	0	0	-	19	0	(19)	-	0	(19)	-	19	0	-
Total Office Expense	0	42	42	100%	0	0	-	19	420	401	96%	0	(19)	-	99	500	80%
6105 Telephone - mobile	52	0	(52)	-	0	(52)	-	580	0	(580)	-	722	142	20%	580	0	-
6155 Environmental Remediation/Mitigation/Monitoring	0	0	0	-	0	0	-	380	0	(380)	-	0	(380)	-	380	0	-
Total Utilities	52	0	(52)	-	0	(52)	-	960	0	(960)	-	722	(238)	-33%	960	0	-

Financial Report - Actual vs. Budget
For Period Ending Apr 2021

amounts in \$US dollars

Fund: Dredge Fund

Department: Dredge Ops

Location: All

Budget: Adopted



Dredge Ops	Current Period				Same Month Last Year			Year to Date				Year End					
	Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Prior FYTD vs Current FYTD					
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
6250 Legal services	0	2,083	2,083	100%	0	0	-	0	20,830	20,830	100%	2,803	2,803	100%	4,170	25,000	83%
6255 Auditing	0	0	0	-	0	0	-	0	10,000	10,000	100%	0	0	-	0	10,000	100%
6290 Commercial insurance	4,477	4,533	56	1%	4,540	63	1%	45,152	45,330	178	0%	43,854	(1,297)	-3%	54,222	54,400	0%
Total Professional Services	4,477	6,616	2,139	32%	4,540	63	1%	45,152	76,160	31,008	41%	46,657	1,506	3%	58,392	89,400	35%
6400 Small equipment & tools	0	0	0	-	24	24	100%	0	0	0	-	2,319	2,319	100%	0	0	-
6405 Safety/hazardous materials	0	0	0	-	0	0	-	0	0	0	-	263	263	100%	0	0	-
6420 Janitorial supplies	0	0	0	-	0	0	-	0	0	0	-	45	45	100%	0	0	-
6425 Operational supplies	0	0	0	-	72	72	100%	27,011	50,000	22,989	46%	2,441	(24,571)	-1007%	27,011	50,000	46%
6430 Equipment Rental	0	0	0	-	28,894	28,894	100%	5,104	4,221	(883)	-21%	65,578	60,474	92%	5,104	4,221	-21%
6450 Fuel - Gas	22	0	(22)	-	0	(22)	-	1,454	6,750	5,296	78%	600	(854)	-142%	1,454	6,750	78%
6455 Fuel - Diesel	0	0	0	-	0	0	-	1,206	8,250	7,044	85%	723	(482)	-67%	1,206	8,250	85%
Total Operational Expense	22	0	(22)	-	28,990	28,969	100%	34,775	69,221	34,446	50%	71,969	37,195	52%	34,775	69,221	50%
6500 Repairs & maintenance equipment	0	5,417	5,417	100%	20	20	100%	16,646	54,170	37,524	69%	38,793	22,147	57%	27,476	65,000	58%
6505 Repairs & maintenance vehicles	0	1,250	1,250	100%	148	148	100%	6,987	12,500	5,513	44%	836	(6,151)	-736%	9,487	15,000	37%
6540 Marina dredging	0	0	0	-	0	0	-	0	0	0	-	0	0	-	0	0	-
Total Repair and Maintenance	0	6,667	6,667	100%	168	168	100%	23,633	66,670	43,037	65%	39,629	15,996	40%	36,963	80,000	54%
Total Goods & Services	4,551	13,742	9,191	67%	34,659	30,108	87%	104,538	218,641	114,103	52%	166,771	62,234	37%	132,018	246,121	46%
Total Expenses	30,800	13,742	(17,058)	-124%	65,229	34,429	53%	231,975	297,392	65,417	22%	293,086	61,111	21%	259,455	324,872	20%
Operating Results	(36,538)	(13,742)	(22,796)	166%	256,209	(292,747)	-114%	(198,025)	27,608	(225,633)	-817%	5,870	(203,894)	-3474%	(225,505)	128	-176275%
Other Income & Expenses																	
Other Income																	
4805 Transfer - GF	0	0	0	-	0	0	-	0	0	0	-	22,482	(22,482)	-100%	0	0	-
4915 Insurance Reimbursement	0	0	0	-	0	0	-	0	0	0	-	586	(586)	-100%	0	0	-
Total Other Income	0	0	0	-	0	0	-	0	0	0	-	23,068	(23,068)	-100%	0	0	-
6755 Insurance Claims	0	0	0	-	0	0	-	0	0	0	-	836	836	100%	0	0	-
Total Taxes & Misc Expenses	0	0	0	-	0	0	-	0	0	0	-	836	836	100%	0	0	-
Total Other Expenses	0	0	0	-	0	0	-	0	0	0	-	836	836	100%	0	0	-
Net Other Income	0	0	0	-	0	0	-	0	0	0	-	22,232	(22,232)	-100%	0	0	-
Net Result	(36,538)	(13,742)	(22,796)	166%	256,209	(292,747)	-114%	(198,025)	27,608	(225,633)	-817%	28,102	(226,127)	-805%	(225,505)	128	-176275%

Financial Report - Actual vs. Budget
For Period Ending Apr 2021

amounts in \$US dollars

Fund: General Fund

Department: Rail Ops

Location: All

Budget: Adopted



Rail Ops	Current Period				Same Month Last Year			Year to Date				Year End					
	Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Jul 2020 - Jun 2021					
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Prior FYTD vs Current FYTD Last FY	\$ Diff	% Diff	Projected	Budget	% Diff
Operating Income																	
4010 Property Agreements	31,126	15,562	15,564	100%	14,212	16,914	119%	242,052	215,877	26,175	12%	197,145	44,907	23%	274,275	248,100	11%
4235 Customer Discounts	0	0	0	-	0	0	-	(3,950)	0	(3,950)	-	0	(3,950)	-	(3,950)	0	-
4260 Rail Operations Revenue	34,878	23,800	11,078	47%	21,740	13,138	60%	236,174	225,135	11,039	5%	205,647	30,527	15%	289,814	278,775	4%
4265 Rail Surcharges	39,139	27,331	11,808	43%	23,157	15,982	69%	281,379	281,489	(110)	0%	238,499	42,880	18%	349,424	349,535	0%
4290 Other	0	333	(333)	-100%	0	0	-	0	3,333	(3,333)	-100%	0	0	-	667	4,000	-83%
Total Operating Income	105,143	67,027	38,116	57%	59,109	46,034	78%	755,654	725,834	29,820	4%	641,291	114,363	18%	910,230	880,410	3%
Expenses																	
Personnel Services																	
5005 Salaries	0	0	0	-	7,354	7,354	100%	0	0	0	-	78,773	78,773	100%	0	0	-
Total Compensation	0	0	0	-	7,354	7,354	100%	0	0	0	-	78,773	78,773	100%	0	0	-
5100 Federal Payroll taxes	0	0	0	-	548	548	100%	0	0	0	-	5,751	5,751	100%	0	0	-
5105 State Payroll taxes	0	0	0	-	2	2	100%	0	0	0	-	17	17	100%	0	0	-
5110 Unemployment Insurance	0	0	0	-	186	186	100%	0	0	0	-	822	822	100%	0	0	-
5115 Workers compensation	0	0	0	-	321	321	100%	0	0	0	-	3,210	3,210	100%	0	0	-
Total Payroll Taxes	0	0	0	-	1,057	1,057	100%	0	0	0	-	9,800	9,800	100%	0	0	-
5200 Medical insurance	0	0	0	-	1,454	1,454	100%	0	0	0	-	14,541	14,541	100%	0	0	-
5205 Dental insurance	0	0	0	-	154	154	100%	0	0	0	-	1,544	1,544	100%	0	0	-
5215 Term life insurance	0	0	0	-	58	58	100%	0	0	0	-	576	576	100%	0	0	-
5225 PERS Employee Contributions	0	0	0	-	2,106	2,106	100%	0	0	0	-	15,434	15,434	100%	0	0	-
5230 PERS Employer Contributions	0	0	0	-	662	662	100%	0	0	0	-	4,851	4,851	100%	0	0	-
Total Insured Benefits	0	0	0	-	4,434	4,434	100%	0	0	0	-	36,946	36,946	100%	0	0	-
Total Personnel Services	0	0	0	-	12,845	12,845	100%	0	0	0	-	125,519	125,519	100%	0	0	-
Goods & Services																	
6020 Travel - airfare	0	0	0	-	0	0	-	0	0	0	-	830	830	100%	0	0	-
6025 Travel - lodging & transportation	0	0	0	-	0	0	-	0	0	0	-	651	651	100%	0	0	-
6030 Travel - Per Diem & mileage reimbursement	0	42	42	100%	0	0	-	0	417	417	100%	1,433	1,433	100%	83	500	83%
6035 Meals & Entertainment	0	42	42	100%	0	0	-	40	417	377	90%	95	55	58%	123	500	75%
Total Travel & Entertainment	0	83	83	100%	0	0	-	40	833	794	95%	3,009	2,969	99%	207	1,000	79%
6060 IT supplies	0	0	0	-	0	0	-	40	0	(40)	-	0	(40)	-	40	0	-
Total Office Expense	0	0	0	-	0	0	-	40	0	(40)	-	0	(40)	-	40	0	-
6105 Telephone - mobile	0	60	60	100%	0	0	-	0	600	600	100%	0	0	-	120	720	83%
6145 Hazardous material disposal	0	0	0	-	0	0	-	0	0	0	-	4,313	4,313	100%	0	0	-
Total Utilities	0	60	60	100%	0	0	-	0	600	600	100%	4,313	4,313	100%	120	720	83%
6230 Rail operations service fee	0	542	542	100%	0	0	-	0	5,417	5,417	100%	0	0	-	1,083	6,500	83%
6260 Consulting services	0	4,583	4,583	100%	0	0	-	41,723	45,833	4,110	9%	42,441	718	2%	50,890	55,000	7%
6270 Contracted Services	0	0	0	-	0	0	-	268	0	(268)	-	10,228	9,961	97%	268	0	-
6290 Commercial insurance	3,042	3,365	323	10%	2,084	(958)	-46%	29,322	33,650	4,328	13%	22,073	(7,249)	-33%	36,052	40,380	11%

Financial Report - Actual vs. Budget
For Period Ending Apr 2021

amounts in \$US dollars



Fund: General Fund Department: Rail Ops Location: All Budget: Adopted

Rail Ops	Current Period				Same Month Last Year			Year to Date				Year End					
	Apr 2021				Apr 2020			Jul 2020 - Apr 2021				Jul 2020 - Jun 2021					
	Actual	Budget	\$ Diff	% Diff	Actual	\$ Diff	% Diff	Actual	Budget	\$ Diff	% Diff	Prior FYTD vs Current FYTD Last FY \$ Diff % Diff	Projected	Budget	% Diff		
Total Professional Services	3,042	8,490	5,448	64%	2,084	(958)	-46%	71,312	84,900	13,588	16%	74,742	3,430	5%	88,292	101,880	13%
6400 Small equipment & tools	0	0	0	-	0	0	-	0	0	0	-	5,099	5,099	100%	0	0	-
6410 Signage	0	667	667	100%	0	0	-	0	6,667	6,667	100%	0	0	-	1,333	8,000	83%
6415 Clothing	0	15	15	100%	0	0	-	0	146	146	100%	0	0	-	29	175	83%
6450 Fuel - Gas	0	0	0	-	0	0	-	0	0	0	-	60	60	100%	0	0	-
Total Operational Expense	0	681	681	100%	0	0	-	0	6,813	6,813	100%	5,160	5,160	100%	1,363	8,175	83%
6500 Repairs & maintenance equipment	0	0	0	-	0	0	-	0	0	0	-	456	456	100%	0	0	-
6505 Repairs & maintenance vehicles	0	0	0	-	198	198	100%	20,963	0	(20,963)	-	930	(20,033)	-2153%	20,963	0	-
6510 Repairs & maintenance buildings	0	0	0	-	150,000	150,000	100%	11,651	0	(11,651)	-	382,328	370,677	97%	11,651	0	-
6515 Repairs & maintenance land improvements	0	4,167	4,167	100%	19,190	19,190	100%	37,462	41,667	4,204	10%	136,766	99,304	73%	45,796	50,000	8%
6530 Repairs & maintenance Locos	0	0	0	-	0	0	-	0	0	0	-	26,821	26,821	100%	0	0	-
Total Repair and Maintenance	0	4,167	4,167	100%	169,387	169,387	100%	70,076	41,667	(28,410)	-68%	547,302	477,226	87%	78,410	50,000	-57%
Total Goods & Services	3,042	13,481	10,440	77%	171,471	168,429	98%	141,469	134,813	(6,656)	-5%	634,526	493,058	78%	168,431	161,775	-4%
Total Expenses	3,042	13,481	10,440	77%	184,316	181,274	98%	141,469	134,813	(6,656)	-5%	760,045	618,576	81%	168,431	161,775	-4%
Operating Results	102,101	53,546	48,556	91%	(125,207)	227,308	-182%	614,186	591,022	23,164	4%	(118,754)	732,940	-617%	741,799	718,635	3%
Other Income & Expenses																	
Other Income																	
4480 Tax Credits	0	0	0	-	0	0	-	317,100	783,965	(466,865)	-60%	634,200	(317,100)	-50%	317,100	783,965	-60%
4815 Transfer - RF	0	0	0	-	0	0	-	0	0	0	-	0	0	-	645,000	645,000	0%
4905 Other	0	0	0	-	0	0	-	0	0	0	-	5,000	(5,000)	-100%	0	0	-
4915 Insurance Reimbursement	0	0	0	-	0	0	-	1,328	0	1,328	-	(9,329)	10,656	-114%	1,328	0	-
Total Other Income	0	0	0	-	0	0	-	318,428	783,965	(465,537)	-59%	629,871	(311,444)	-49%	963,428	1,428,965	-33%
Other Expenses																	
6755 Insurance Claims	483	0	(483)	-	0	(483)	-	483	0	(483)	-	2,322	1,840	79%	483	0	-
Total Taxes & Misc Expenses	483	0	(483)	-	0	(483)	-	483	0	(483)	-	2,322	1,840	79%	483	0	-
Debt Services																	
7005 Principal repayment	0	0	0	-	0	0	-	363,311	338,068	(25,243)	-7%	338,068	(25,243)	-7%	363,311	338,068	-7%
7010 Interest payment	0	0	0	-	0	0	-	318,591	306,543	(12,048)	-4%	306,543	(12,048)	-4%	318,591	306,543	-4%
7020 Principal repayment - Vehicles	1,044	5,245	4,201	80%	1,040	(4)	0%	10,427	52,450	42,023	80%	4,159	(6,268)	-151%	20,917	62,940	67%
7025 Interest payment - Vehicles	15	51	36	71%	19	4	21%	165	509	344	68%	78	(87)	-112%	267	611	56%
8013 CIP Construction Bridges	0	18,750	18,750	100%	0	0	-	0	187,500	187,500	100%	129,849	129,849	100%	37,500	225,000	83%
8015 CIP Land Improvements	0	30,250	30,250	100%	0	0	-	83,862	302,500	218,638	72%	0	(83,862)	-	144,362	363,000	60%
8020 CIP Machinery & Equipment	0	0	0	-	0	0	-	45,048	0	(45,048)	-	9,938	(35,110)	-353%	45,048	0	-
8025 CIP Mobile Equipment	0	0	0	-	0	0	-	25,000	0	(25,000)	-	0	(25,000)	-	25,000	0	-
Total Debt Services	1,059	54,296	53,237	98%	1,059	0	0%	843,676	1,187,570	343,894	29%	788,635	(55,041)	-7%	952,268	1,296,162	27%
Total Other Expenses	1,542	54,296	52,754	97%	1,059	(483)	-46%	844,159	1,187,570	343,411	29%	790,957	(53,202)	-7%	952,751	1,296,162	26%
Net Other Income	(1,542)	(54,296)	52,754	-97%	(1,059)	(483)	46%	(525,731)	(403,605)	(122,126)	30%	(161,086)	(364,645)	226%	10,677	132,803	-92%
Net Result	100,560	(750)	101,310	-13506%	(126,266)	226,826	-180%	88,455	187,417	(98,962)	-53%	(279,840)	368,294	-132%	752,476	851,438	-12%



M E M O R A N D U M

TO: John Burns, Chief Executive Officer

FROM: Margaret Barber, Director of External Affairs and Business Development

DATE: June 15, 2021

SUBJECT: Commercial/External Affairs/Marketing Management Report

Commercial:

Staff continue to work with a number of inquiries interested in siting facilities within the Coos Bay Harbor, coordinating with the Union Pacific as appropriate to facilitate relationships and generate pricing quotes.

Staff attended the Great Northern Corridor Coalition quarterly meeting. This group is a forum of transportation and agricultural industry professionals focused on improving supply chains and logistics, providing networking opportunities with leaders in a key market segment.

Staff is compiling research related to the total delivered cost of commodities, both import and export traveling through the Port of Coos Bay in comparison with other west coast ports. This information, once fully developed, will be utilized to directly market to key commodity segments.

Staff is assisting Port Development in a Lane County Land Use application process to facilitate purchase of property in preparation for the BUILD grant program for construction of the Vaughn Viaduct Replacement. Staff is working with the County to expedite the process. The initial comment period has concluded, and the County has 150 days to review the land use applications.

Staff worked with railroad customers to update employment and product value statistics for goods transported on the CBRL. Through its various customers, the rail line supports approximately 980 jobs and transports close to \$500 million in goods.

Port Property:

The offices adjacent to the Post Office remain the only vacant rentable facility in the Charleston Marina Complex. Staff is working with Charleston Marina Staff to monitor the progress of the Fishermen's Wharf facility's readiness for leasing. To date, staff have received five inquiries from the time of acquisition from parties interested in leasing the facility. Once the facility has been cleaned and inventoried, EA/BD staff will begin actively marketing the property.

Monthly Commercial lease revenue for the month of May 2021 was up approximately 22% year over year from May 2020.

Marketing, Media, and Outreach:

The following press releases went out in May:

- [Coos County Natural Hazards Mitigation Plan \(NHMP\) Update](#)
- [Port of Coos Bay Announces 2021 Scholarship Recipients](#)

Staff were featured in a podcast hosted by Grain Journal titled ‘Grain Talk’:

- [Grain Talk Podcast: Margaret Barber Shares How Port of Coos Bay, OR |... \(grainnet.com\)](#)

Staff is working to compile an article on the Port’s infrastructure improvement projects at the request of Pacific Maritime Magazine.

Staff continue to remain involved with the group looking to initiate a transient lodging tax in Charleston to support tourism development. This group will seek to have a measure placed on the County’s ballot in May of 2022.

This past month the Port’s Facebook page saw an increase of page views by 8%, page likes by 70%, post reach of 112%, and post engagement of 59%.

The top post for the month was:

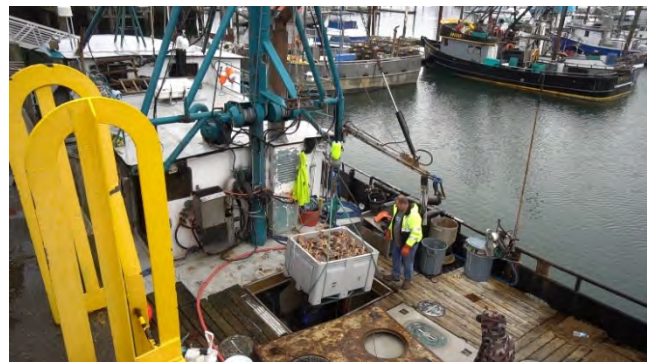
“Here’s an aerial view of the new ice plant facility and Charleston Marina Complex. Ice is critical to support a number of the fisheries landed in Charleston. The Port has one of the few public ice docks on Oregon’s coast, as well as over 400 moorage slips, a public boat launch, RV Park, fish cleaning stations and more! Photo credit: Charleston Harbormaster Brandon Collura”. This post had a reach of 4,315 people and 266 reactions and shares.



The Charleston Marina’s Facebook page had a 15% increase in page views, a 31% increase in post reach, and 28% increase in post engagement.

The top post for the month was:

“ODFW reports more than 400 commercial fishing vessels operate out of six major ports along the Oregon coast, sustaining approximately 15,000 jobs and \$900 million to the state’s GDP. We’re proud to support our local and visiting commercial fishing fleet at the Charleston Marina!” This post reached a total of 2,832 people and received 283 reactions, comments and shares.



The Port's LinkedIn page had a 2% increase in unique visitors and a 12% increase in post impressions.

The top post of the past month was:

“According to the U.S. DOT in 2019, total freight demand is expected to grow roughly 30% from 2018 to 2040. We're investing in our infrastructure now so we can meet our customers current needs, and to be ready for the needs of tomorrow!”



Legislative/Advocacy Work:

The 2021 Oregon legislative session is winding to a close, with Constitutional Sine Die scheduled for midnight on June 27. The Port's focus this session revolved primarily around funding requests. These decisions take place at the very end of session, so the next few weeks will be critical in ensuring that requested funds are secured. Staff have been working in conjunction with CEO John Burns in meeting with both members of the delegation, as well as key decision makers in relevant committees.

HB 2781, a bill that was introduced by the Port in tandem with SDAO and the Port of Tillamook, has passed on the house floor and has now moved to Senate committee.

At the Federal level, staff have worked in coordination with FBB Relations to submit funding requests to Representative DeFazio and Senators Merkley and Wyden.

Staff continues to participate in OPPA's Legislative Committee and work closely with Markee & Associates and OPPA to monitor bills of interest as they move through the State legislature.



M E M O R A N D U M

TO: John Burns, Chief Executive Officer

FROM: Mike Dunning, Director of Maritime Operations and Asset Management

DATE: June 15, 2021

SUBJECT: Port Operations/Asset Management Report

Channel Modification Project:

The PDT continues to review and address comments on the Letter of Authorization (LOA) and the Risk Management Plan (RMP). As discussed previously, the RMP is the last big piece needed to close out the remaining 204/408 Report comments.

Tunnel Project:

Final Closeout Reports were submitted to the State and MARAD for the tunnel project. Once the State and MARAD accept the reports, the project will be officially closed. This much need work has been instrumental in improving the safety and reliability of the CBRL.

Rail Bridge Rehabilitation Project:

Work continues on engineering and design, permitting, contracting and ROW acquisition. Staff is working with Engineers to finalize E&D for each phase of the project. An updated budget and SOW are being developed and reviewed for submission to MARAD.

Coal Bank Slough Bridge: 100% engineering and design is complete and final plans and specifications are near completion. Port staff expects to solicit bids towards the end of June and award a contract for construction in September 2021. Although the Port received the necessary permits for construction, we are working with the National Marine Fisheries Service (NMFS) to implement the use of an impact hammer to seat the piling. Engineers did not initially believe that we would need to use an impact hammer to install the piles, and the Letter of Concurrence from the NMFS specifically prohibits the use of an impact hammer. The proposed plan is to use a vibratory hammer to its fullest extent and then conduct limited impact hammering to seat the piles in siltstone.

Vaughn Viaduct: The Invitation to Bid (ITB) package for this phase was advertised on May 10, 2021. Bids are due by June 24, 2021. Questions from bidders were received, and answers published, on June 4, 2021. Staff met with Spectrum concerning the relocation of utility lines across the project area and are working with them to relocate the lines for construction.

Wildcat Creek Bridges: This will be the last phase of this project. Staff anticipates the bid solicitation will be released in early 2022.

Steel Bridges: Engineers continue to fine tune the final scope of work for this phase. Staff expects this bid solicitation to release in early August 2021, with a start construction date of January 2022.

North Bend Swing Span Bridge Post Repairs (Spans 6 and 7):

The repair project is still on schedule, with construction beginning in early July.

MP 730.54 Bridge Repairs:

Port staff executed a task order with the Port's on call bridge repair contractor to complete repair on the MP 730.54 bridge. The repairs include:

- Section 1, bent 1, replace cap and shim to include steel side straps with lags.
- Section 1, bent 2, replace cap and shim to include thru bolted steel straps at both pile to cap and cap to stringer.
- Section 1, bent 2, post two pile at #4 & #5.
- Section 2, bent/ pier #5, replace two shims, top one being tampered, modify steel retainer as needed.

These repairs will be completed in June of 2021.

PIDP Grant (Tie and Resurfacing Project):

Due to the sharp rise in the cost of wood and steel products, the Port is working with MARAD to revise the SOW and estimates for this project. Despite any reduction in scope, staff is confident that the project will still meet its goals of increasing train velocity, safety, and reliability. The draft agreement with MARAD has been sent back to them for review and final concurrence.

Safety and Security:

Security Cameras (Charleston Marina): Camera installation began in early June. After working with Oregon Satellite, staff was able to procure five new cameras for installation instead of three. One of the additional cameras will be installed inside of the new Ice House. This will improve safety by allowing staff to see inside of the ice plant without entering during an emergency or while the plant is running.

Transpacific Parkway Drainage Project:

Staff requested authorization from the CCURA Board in June, to move ahead with Phase 2 and 3 of this project and solicit bids for construction. Phases 2 and 3 include permitting and 100% engineering and design for the project. Once complete, the Port will advertise for bids and present the recommended bid for contract execution to the CCURA Board for approval.

Coos County Natural Hazards Mitigation Plan (NHMP):

Port staff completed and submitted the Hazard Vulnerability Assessment (HVA) for the Port District. This assessment scores the history, probability, vulnerability, and maximum threat of hazards within Coos County.



MEMORANDUM

TO: John Burns, Chief Executive Officer

FROM: Brandon Collura, Harbormaster

DATE: June 15, 2021

SUBJECT: Charleston Operations Management Report

The Marina finished the month of May at 59% capacity. Of the 443 moorage slips, there were 169 annuals, 43 semi-annuals, 42 monthlies and 264 transients. Annuals and monthlies dropped slightly, while semi-annuals and transients greatly increased. Overall capacity increased 1% from April.

Ice sales for May totaled 109 tons at \$9,936. With shrimp season opening the last week of May, sales figures have been increasing rapidly.

The RV Park had 36% capacity in May, up 3% from April. Out of 104 RV Park spaces, we had 119 new check-ins with total sales of \$29,944.

Maintenance Projects:

Dock repairs have included several corner finger dock brackets as well as additional pile hoops. A large inventory was recently undertaken by the crew documenting pile hoops, corner brackets and rubber bumpers that need repair. Forty-two items have been identified as needing immediate repair or soon to need repair.

Our team also conducted a pile survey during one of the extremely low tides the last week of May. Upcoming projects include piling replacement in the inner basin. However, several pilings in the outer basin are also due for replacement.

The Fisherman's Wharf building is due to be cleaned out and prepared for rental throughout the month of June. This property was acquired in the first half of the year and interest as a rental property has been high.

Dredge Maintenance Program:

Multiple projects relating to the dredge and support vessels are currently underway. Sandblasting, replacement of hydraulic hoses and fittings, suction hose replacement and painting are all on the list for this year. Both the Laura and Ms. SoCo are having work completed.



MEMORANDUM

TO: John Burns, Chief Executive Officer

FROM: Rich Lopez, General Manager

DATE: June 15, 2021

SUBJECT: Railroad Department Management Report

Operations:

CBRL Carloads:

May = 599 Prior Month = 621 Prior Year May = 394

2020/21 Forecasted Monthly Average 417, Exceeded by 182 carloads.

The month of May saw the return of a customer to the line. Ocean Terminals in North Bend began receiving logs to its dock track on site. This will be an average of 8 loaded log cars daily for the export market. Southport Lumber inaugurated its expansion of their spur track with loaded log cars in May too. The additional 600 feet of track that now extends into the log yard gives Southport 8 loaded log cars daily as well as 4 additional loaded center beams to their program. Roseburg Forest Products continue to receive loaded chips cars at the North Bend facility, as well as loaded box cars from the southern region of the United States. All Weather Wood has seen a steady flow of loaded cars to their facility as well as the Alaska Barge cars and other out bound loads. CBRL is looking for June to be a good month for carloads. With the increase load traffic and customers settling into their new programs the ebb and flow of car movement will be more fluid.

Mechanical (Car and Locomotive):

The Mechanical department continued to work on car repairs and locomotive maintenance. The locomotive mechanic continues to stay on top of the repairs and identified issues daily. The work on the 1909 has excelled and it will be back in service mid-June. CBRL 2020 will be coming in for annual inspection in June. With the increased car volume along the line the train crews have provided the mechanic with excellent reporting of issues as they occur. The mechanic has been on every issue and CBRL had minimal delays in May due to power issues.

The Car Department continues to inspect and repair the cars online. The Union Pacific has been steady with the cars coming online from interchange allowing the Carmen to inspect more cars at our Mapleton location.

Maintenance of Way (MOW):

The MOW continues to perform their weekly inspections and identify, correct, and maintain any defects on the rail line. The crews have begun the fire season abatement program of clearing the line of debris. With the possibility of a high-risk fire season the inspectors have been vigilant of combustible debris around the tracks and structures. The end of May brings in the summer season of dune riding activity which increases the sand activity along our line between Cordes and Hauser. The MOW team has been on a weekly program of clearing sand from the rail and right of ways where potential riding could occur. The team has also constructed barricades to reduce access to the rail line from riders that may want to venture onto the tracks. This program has reduced our delays because of sand to zero. As the weather clears, the plan for more permanent barricades and structures for holding back sand will be implemented.

ODOT/FRA:

CBRL had no on-site visits from the FRA or ODOT for the month of May.

Coos Bay Rail Line:

As of June 1, 2021, the CBRL is 621 days' injury free. The CBRL had 0 incidents in May. Currently, CBRL has 18 employees and 6 locomotives on property.

Rail Projects:

Rail and Port staff prepare for both Bridge and Track Infrastructure Projects with meetings and on-site visits for planning.

The Hemlock intersection will receive it's rail crossing gates in June. The crossing completion is slated for the end of June.



Action Items

**OREGON INTERNATIONAL PORT OF COOS BAY
BOARD OF COMMISSIONERS
ACTION/DECISION REQUEST**

DATE: June 15, 2021

PROJECT TITLE: Resolution 2021Res01: Adoption of Supplemental Budget for Fiscal Year 2020/21

ACTION REQUESTED: Adoption of Resolution 2021Res01 adopting the supplemental budget and reallocating appropriations to incorporate changes in the Port’s operating environment in the Dredge Fund.

BACKGROUND:

This fiscal year there is one fund requiring a reallocation of expenditure appropriation: Dredge Fund: Dredge Ops. This reallocation removes expenditure authority from Materials and Services and adds to Personnel Services. This reallocation does not increase the expenditure appropriation in the fund.

The Dredge Fund requires a reallocation to Personnel Services from Materials and Services in order to remain in compliance. The dredge project at Port of Coos Bay took longer than anticipated and exceeded the labor estimate, which exceeded the budgeted requirements for personnel services. This reallocation will have a net-zero effect on the total appropriation level for the fund.

Staff wishes to amend the 2020/21 budget as follows:

<u>General Fund</u>	<u>Budgeted Amounts</u>	<u>New Amounts</u>	<u>Change</u>
Dredge Fund			
Personnel Services	78,751	130,751	52,000
Materials & Services	246,121	194,121	(52,000)
Dredge Fund Total	324,872	324,872	-

Under Oregon Budget Law, if a change to any one fund is greater than 10% then a budget hearing is required. Staff wishes to amend the Dredge Fund, to increase Personnel Services by \$52,000 and decrease Materials and Services by \$52,000. This is a change to the fund greater than 10% but does not change the total fund appropriation.

RECOMMENDED MOTION:

Approve Resolution 2021Res01 adopting the supplemental budget and reallocating appropriations to incorporate changes in the Port’s operating environment in the Dredge Fund.

RESOLUTION 2021Res01

**A RESOLUTION OF THE BOARD OF COMMISSIONERS OF THE
OREGON INTERNATIONAL PORT OF COOS BAY**

RESOLUTION ADOPTING A SUPPLEMENTAL BUDGET FOR FY 2020/21

WHEREAS, a supplemental budget is required when occurrences or conditions, which were not known at the time the budget was prepared, require changes in financial planning, and

WHEREAS, unforeseen events were incurred by the Port of Coos Bay during the current fiscal year, and

WHEREAS, recommended changes exceed 10% to the Dredge Fund.

THEREFORE, BE IT RESOLVED that the 2020/21 budget be modified, reallocating appropriation levels between organizational units in the Dredge Fund to cover non-funded expenditures.

<u>General Fund</u>	<u>Budgeted Amounts</u>	<u>New Amounts</u>	<u>Change</u>
Dredge Fund			
Personnel Services	78,751	130,751	52,000
Materials & Services	246,121	194,121	(52,000)
Dredge Fund Total	324,872	324,872	-

APPROVED and ADOPTED by the Board of Commissioners of the Oregon International Port of Coos Bay this 22nd day of June 2021.

David Kronsteiner, President

Eric Farm, Vice President

**OREGON INTERNATIONAL PORT OF COOS BAY
BOARD OF COMMISSIONERS
ACTION/DECISION REQUEST**

DATE: June 15, 2021

PROJECT TITLE: Resolution 2021Res02: Adoption of Budget, Making Appropriations, Imposing and Categorizing Taxes – Combined for the 2021/22 Fiscal Year

ACTION REQUESTED: Approval of Resolution 2021Res02: Adoption of Budget, Making Appropriations, Imposing and Categorizing Taxes – Combined for the 2021/22 Fiscal Year

BACKGROUND:

The Port’s Budget Committee approved the proposed 2021/22 Fiscal Year Budget after its second budget committee meeting June 2, 2021. Each year, following the Budget Committee’s approval of the budget, the Commission is required to hold a public hearing. The objective of the public hearing is to receive testimony from any person present. The public hearing is scheduled for 3:00 p.m., June 22, 2021 prior to the regular Commission meeting.

During the regular Commission meeting, the Commission is **allowed to make changes to the budget if the total change in any fund does not exceed \$5,000 or 10%**, whichever is greater. Changes in excess of 10% would require the Commission to publish notice of a second budget hearing and a new financial summary and hold the second hearing before the adjusted budget can be adopted.

If no significant changes are made, the Commission should consider approval of the resolution adopting the budget.

RECOMMENDED MOTION:

Approve Resolution 2021Res02, a resolution adopting a budget, making appropriations, imposing and categorizing taxes – combined for the 2021/22 fiscal year.

Resolution 2021Res02

**A RESOLUTION OF THE BOARD OF COMMISSIONERS OF THE
OREGON INTERNATIONAL PORT OF COOS BAY**

**A RESOLUTION ADOPTING A BUDGET, MAKING APPROPRIATIONS, IMPOSING AND
CATEGORIZING TAXES - COMBINED FOR THE FISCAL YEAR 2021/2022**

BE IT RESOLVED that the Board of Commissioners of the Oregon International Port of Coos Bay adopts the 2021/22 fiscal year budget as approved by the Budget Committee in the amount of \$ 46,896,196 now on file at the Oregon International Port of Coos Bay.

BE IT ALSO RESOLVED that the Board of Commissioners of the Oregon International Port of Coos Bay hereby imposes the taxes provided for in the adopted budget at the rate of .6119 per \$1,000 of assessed value and no taxes imposed this year for bonds. These taxes are hereby imposed and categorized for tax year 2021/2022 upon the assessed value of all taxable property within the district as of January 1, 2021.

	<u>General Government</u>	<u>Excluded from Limitaton</u>
General Fund	Tax Rate = \$.0006119	

BE IT RESOLVED that the amounts for the fiscal year beginning July 1, 2021, and for the purposes shown below are hereby appropriated as follows:

<u>GENERAL FUND</u>		
Administration	\$ 1,641,623	
Charleston Operations	2,105,034	
External Affairs	303,931	
Port Ops	1,029,620	
Railroad Operations	1,053,572	
Non-departmental		
Debt Service	1,333,940	
Transfers to other funds	-	
Contingency	290,025	
TOTAL GENERAL FUND		\$ 7,757,745
 <u>SPECIAL PROJECTS FUND:</u>		
Materials and Services	\$ 1,815,000	
Capital Outlay	34,824,241	
Transfers to other funds	-	
TOTAL SPECIAL PROJECTS FUND		36,639,241
 <u>RESERVE FUND</u>		
Transfers to other funds	72,000	
TOTAL RESERVE FUND		72,000
 <u>DREDGE FUND</u>		
Personnel Services	35,136	
Materials & Services	226,227	
TOTAL DREDGE FUND		261,363
 TOTAL APPROPRIATIONS ALL FUNDS		 \$ 44,730,349
 TOTAL APPROPRIATIONS		 \$ 44,730,349
 UNAPPROPRIATED ENDING BALANCE & RESERVED FOR FUTURE EXPENDITURE		 2,165,847
Total budget		\$ 46,896,196

APPROVED AND ADOPTED by the Board of Commissioners of the Oregon International Port of Coos Bay this 22nd day of June 2021.

David Kronsteiner, President

Brianna Hanson, Treasurer

**OREGON INTERNATIONAL PORT OF COOS BAY
BOARD OF COMMISSIONERS
ACTION/DECISION REQUEST**

DATE: June 15, 2021

PROJECT TITLE: 2021Res03: Approval of 2021/22 Charleston Marina Rate Schedule

ACTION REQUESTED: Adoption of Resolution 2021Res03 revising the Charleston Marina Rate Schedule for Fiscal Year 2021/22

BACKGROUND:

As part of the annual budget process, the Marina Complex rates are reviewed each year and may be adjusted by the Consumer Price Index and/or by market analysis (each year staff surveys the rates and schedules of comparable facilities for comparisons). This year, Port Staff is requesting a 3% increase to all Charleston Marina Services, Charleston Marina Shipyard Services, Charleston Marina Storage Unit and Charleston Marina Dry Storage Fees, except for ice.

There will be no change to the daily Launch Ramp fee as this is set by the Oregon State Marine Board, but the annual pass will increase from \$65 to \$67. The Charleston Marina Shipyard Environmental Service Charge will increase from 9% to 11%. RV Park rates will not change at this time (the RV Park rates are adjusted in January). The Public Buying Dock Hoist deposit fee has been established which would cover parts and labor in the event the cord must be replaced due to damage or loss. The hourly rental rate of \$25 has also been set.

The rate for commercial grade ice will not change. However, a Charleston Ice Volume Incentive Rebate Program has been established based on both 2021/22 Budget Committee meetings. The details of this rebate program are included as Exhibit B to the following resolution.

The proposed red lined 2021/22 Charleston Marina Rate Schedule is attached as Exhibit A to the following resolution.

The Rate Schedule may be modified by Resolution of the Port Commission. Upon approval by the Board, the proposed 2021/22 Charleston Marina Rate Schedule will become effective July 1, 2021.

RECOMMENDED MOTION:

Approve Resolution 2021Res03 revising the Charleston Marina Rate Schedule as presented, for Fiscal Year 2021/22.

RESOLUTION 2021Res03

**A RESOLUTION OF THE BOARD OF COMMISSIONERS OF THE
OREGON INTERNATIONAL PORT OF COOS BAY**

**RESOLUTION AUTHORIZING THE
2021/22 CHARLESTON MARINA RATE SCHEDULE**

WHEREAS, Charleston Marina rates are reviewed each year during the budget development process, and

WHEREAS, Charleston Marina rates may be adjusted by the Consumer Price Index and/or by market analysis, and

WHEREAS, Charleston Marina rates are listed on the published Charleston Marina Rate Schedule, and

WHEREAS, owners and/or operators of vessels using Port moorage facilities, owners of property contained within Port storage areas, and users of Port services, are responsible for the charges outlined in the Charleston Marina Rate Schedule, and

WHEREAS, the Charleston Marina Rate Schedule may be modified by, and must be reviewed and approved by, the Port's Budget Committee and Board of Commissioners.

THEREFORE, BE IT RESOLVED, by the Board of Commissioners of the Oregon International Port of Coos Bay that, as authorized by Ordinance No. 143, hereby adopts the Charleston Marina Rate Schedule effective July 1, 2021, identified as Exhibit A, attached hereto and incorporated herein by this reference.

APPROVED AND ADOPTED, by the Board of Commissioners of the Oregon International Port of Coos Bay this 22nd day of June 2021.

David Kronsteiner, President

Eric Farm, Vice President

Charleston Marina 2021/22 Rate Schedule – effective July 1, 2021

Charleston Marina:	63534 Kingfisher Rd, Charleston, Oregon 97420	(541) 888-2548
Charleston Marina RV Park:	63402 Kingfisher Rd, Charleston, Oregon 97420	(541) 888-9512
Charleston Shipyard:	63131 Troller Rd, Charleston, Oregon 97420	(541) 888-3703

Marina Services

<p><u>Moorage - Boats 15' and Under</u></p> <p>Day \$7.36 \$7.59</p> <p>Week \$39.66 \$40.84</p> <p>Month \$113.30 \$116.70</p> <p><u>Moorage - Vessels Greater Than 15'</u></p> <p>Moorage Rates for vessels greater than 15 feet are charged by foot length on average.</p> <p>Rates vary based on committed time of stay.</p> <p>Please see attached schedule of rates per foot per day.</p> <p>All rates include electric power and water.</p> <p><u>Launch Ramp</u></p> <p>\$5.00 Daily Fee</p> <p>\$65.00 \$67.00 Annual Permit</p>	<p>Ice</p> <p><u>Regular Business Hours</u></p> <p>\$91.00 per ton</p> <p>\$61.00 minimum ice order</p> <p>\$73.00 \$75.00 Cancellation fee (with less than six-hour notice)</p> <p><u>After Hours & Holidays</u></p> <p>\$91.00/ton +</p> <p>\$15.00/ton surcharge</p> <p>\$61.00 minimum ice order</p> <p>\$61.00 minimum surcharge</p> <p>\$73.00 \$75.00 Cancellation fee (with less than six-hour notice)</p> <p>Public Hoist \$25.00 per hour</p> <p>Public Hoist Deposit \$500.00</p>
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Shipyard Services

<p><u>Short Term Work Area – Utility Services</u></p> <p>Minimum \$51.50 \$53.00 per month</p> <p>1-30 Days \$15 \$16 per foot, per day</p> <p>31-90 Days \$27 \$28 per foot, per day</p> <p>91-180 Days \$39 \$40 per foot, per day</p> <p>Over 180 Days \$53 \$54 per foot, per day</p> <p><u>Long Term Work Area – No Utility Services</u></p> <p>\$4.49 \$4.63 per foot per calendar month,</p> <p>\$135.96 \$138.77 minimum (30 ft Vessel)</p> <p>*A 9% 11% Environmental Service Charge will be added to all Charleston Shipyard invoices.</p>	<p>Concrete Work Dock \$79 \$82 per foot, up to 4 hours</p> <p>\$1.32 \$1.36 per foot, per full day</p> <p>Floating Work Dock \$42 \$43 per foot, up to 4 hours</p> <p>\$68 \$70 per foot, per full day</p> <p>Boat Travel Lift \$586.07 \$603.65, two moves</p> <p>(incl. 1 hr Boat Wash) \$418.18 \$430.73, single move</p> <p>\$271.92 \$280.08 after hour surcharge</p> <p>\$67.98 \$70.02 each addtl' hr</p> <p>Forklift Service \$86.52 \$89.12 per hour</p> <p>Dustless Sanders \$13.39 \$13.79 per day</p> <p>\$62.83 \$64.71 per week</p>
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Storage Units and Dry Storage

<p><u>Storage Unit Rates</u></p> <p>5' x 10' \$58.71 \$60.47 per month</p> <p>10' x 15' \$122.57 \$126.25 per month</p> <p>10' x 20' \$143.17 \$147.47 per month</p> <p>10' x 25' \$161.71 \$166.56 per month</p> <p>10' x 30' \$178.19 \$183.54 per month</p> <p>10' x 35' \$191.58 \$197.33 per month</p> <p>Dimensions: Door - 9'2" x 10' Inside - 10' x 11'/15'</p>	<p><u>Marina & Shipyard Dry Storage Rates</u></p> <p>Boat Trailers \$24.72 \$25.46 per month</p> <p>Boat & Trailer \$2.42 \$2.49 per foot per month</p> <p>\$71.07 \$74.79 minimum</p> <p>Crab Pots & Fishing Gear \$14.42 \$14.85 per item, or</p> <p>\$0.20 per sq. ft. per month</p> <p>\$5.67 \$5.83 prepaid deposit - ID tags</p>
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RV Park

Service	Daily	Weekly	Monthly	Service	Daily	Weekly	Monthly
RV Hook Up	\$40.00	\$221.00	\$590.00	Yurts	\$57.00	\$268.00	-
A & D Rows	\$42.00	\$235.00	\$624.00	RV Storage*	\$3.75	-	\$101.00
Row C	\$45.00	\$248.00	\$657.00	RV Dry Storage**	-	-	\$50.00
				RV Dump	\$7.00	-	-
A 1.5% Lodging Tax and 2% Visitor Fee will be added to RV Park rates.				*RV Storage Units may be left plugged in when unoccupied.			
Extra vehicles charged \$2.00 per day, per vehicle.				**RV Dry Storage Units must be unplugged with all slides in.			
				63 Winter season only, subject to availability.			

Oregon International Port of Coos Bay

Charleston Ice Volume Incentive Rebate Program FY2021/2022

Volume Incentive Rebate Program

The Port understands the importance of the fishing industry to the Charleston community and that the industry's success is a critical component of the entire Southern Oregon coastal region. The Port has updated its pricing schedule to provide an opportunity for customers who purchase larger volumes of ice from the Charleston Marina Ice Plant to receive a rebate that will effectively reduce their price per ton by up to \$11.00.

Program Overview

The Volume Incentive Rebate program will offer a tiered rebate on ice purchased for the fiscal year July 1, 2021, through June 30, 2022.

Total Tons Purchased	Rebate	Price After Rebate
1 - 149	\$0	\$91.00
150 - 199	\$6.00/ton	\$85.00
200 +	\$11.00/ton	\$80.00

Program Eligibility

The Volume Incentive Rebate is open to all customers. Qualifying sales are on a per customer basis (single customer account) and may not be combined with other customers. Customer account balances must be current (balances current within the previous 30 days). Customers are required to submit a completed rebate application, which includes providing documentation of the volume of ice purchased. Rebate applications are due to the Oregon International Port of Coos Bay Administration office or Charleston Marina office no later than July 15, 2022.

Oregon International Port of Coos Bay Charleston Ice Volume Incentive Rebate Program FY2021/2022



CUSTOMER ID	
NAME	
VESSEL(S)	

BILLING ADDRESS	PHONE NUMBER	EMAIL ADDRESS

Rebate Level (Check One)	Tons Purchased	Rebate Amount	Rebate
1 150-199 Tons Purchased	x	\$6.00	\$
2 >200 Tons Purchased	x	\$11.00	\$

1. The Charleston Ice Volume Incentive Rebate Program FY2021/2022 is open to all current customers (account balance not older than 30 days at the time of application) of the Charleston Marina.
2. Rebates are applicable on a per customer basis and may not be combined with any other customers.
3. Rebates will be calculated for ice purchased from the Charleston Marina Ice Plant for the period July 1, 2021 - June 30, 2022.
4. Applications must be submitted complete with proof of purchase attached for all sales. Proof of purchase includes original or copies of Ice tickets.
5. Rebates will be paid via check and sent to the billing address. If the provided address above is different from the billing address on record, the address of record will be updated.
6. Rebate applications are due no later than July 15, 2022.

Drop Off Charleston Marina Office 63534 Kingfisher Road Charleston, OR 97420	Drop Off OIPCB Admin Office 125 Central Avenue, 300 Coos Bay, OR 97420	By Mail Oregon International Port of Coos Bay PO BOX 1215 Coos Bay, OR 97420	Email accountsreceivable@portofcoosbay.com Fax (541) 269-1475
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FOR OFFICE USE ONLY - DO NOT WRITE IN THIS AREA

Date Received			Customer Account Current	YES	NO
Ice Tickets Attached	YES NO		Rebate Approved	YES	NO
Total Ice Sold			Initial _____	Date _____	
Rebate Level					
Total Rebate Due	\$				

**OREGON INTERNATIONAL PORT OF COOS BAY
BOARD OF COMMISSIONERS
ACTION/DECISION REQUEST**

DATE: June 15, 2021

PROJECT TITLE: Disposal of Surplus Property for Fiscal Year 2021/22

ACTION REQUESTED: Name the Chief Executive Officer as the Local Contract Review Board’s designee for determining and authorizing the methods of disposal of 2021/22

BACKGROUND:

Over time, the Port accumulates surplus personal property as older equipment and materials are replaced with newer materials, areas of operations are phased out, or when items are abandoned and/or obtained through the auction process. When sufficient quantities of such materials and equipment are accumulated, it becomes necessary to dispose of the surplus property. The surplus property includes property the Port has determined is not needed and unlikely to be needed for Port operations.

Section 6 of the Port’s Local Public Contracting Rules requires the Chief Executive Officer to identify Port surplus property and recommend the means of its disposal to the Port Commission, as the designated Local Contract Review Board (LCRB). The policy sets forth specific criteria for the disposition of surplus personal property.

Much of the Port’s surplus property has little to no value to the Port or its operations. It is inefficient to continue to bring individual action items to the Commission for the disposal of such property. Therefore, Port staff is requesting the Commission, as the LCRB, name the Chief Executive Officer as its designee for determining and authorizing the methods of disposal of surplus property with little to no value to the Port for Fiscal Year 2021/22 in strict accordance with written policy.

All surplus property will be evaluated against policy before disposition. If any items are determined to not meet the specific criteria set forth in policy, Staff will present an action item for the Commission’s consideration upon that determination.

RECOMMENDED MOTION:

Name the Chief Executive Officer as the Local Contract Review Board’s designee for determining and authorizing the methods of disposal of surplus property with little to no value to the Port for Fiscal Year 2021/22 in accordance with the Port’s Local Public Contracting Rules.

**OREGON INTERNATIONAL PORT OF COOS BAY
BOARD OF COMMISSIONERS
ACTION/DECISION REQUEST**

DATE: June 15, 2021

PROJECT TITLE: Authorization to Negotiate and Execute Building Purchase Agreement

ACTION REQUESTED: Authorize Chief Executive Officer John Burns to negotiate and execute an agreement with the Hub Partnership to purchase the Hub Building.

BACKGROUND:

The Port of Coos Bay Administrative office currently leases 7,700 square feet of office, meeting, and storage space in the HUB building from the HUB Partnership for \$8,046 per month (\$96,554 per year).

In an effort to minimize the loss associated with leasing office space, it is in the Port's best interest to own the building in which the Administrative Staff operates.

As outlined in the Port's budget for FY 2021/22, and as presented to and approved by the Port's Budget Committee, the Port has budgeted \$3 million in the Special Projects Fund to obtain a loan and purchase an Administrative Office building, and funds have been budgeted in the General Fund for debt service (repayment towards the loan and interest). Although increased expenses are budgeted for the maintenance and operation of the building, revenues are also budgeted to increase from leasing of office and storefront space.

After conducting research on the real estate market and costs of construction, discussions with landowners, and tours of listed real estate, Port Staff extended an offer and began negotiations with the HUB Partnership to purchase the HUB building.

An appraisal of the HUB Building had been conducted, which provided valuations on an Income Capitalization Approach and a Sales Comparison Approach. Price negotiations are based between these two values. Negotiations will continue based on multiple factors, including a Phase 1 Environmental study and an inspection of the building.

RECOMMENDED MOTION:

Authorize Chief Executive Officer John Burns to negotiate and execute an agreement with the Hub Partnership to purchase the Hub Building.

**OREGON INTERNATIONAL PORT OF COOS BAY
BOARD OF COMMISSIONERS
ACTION/DECISION REQUEST**

DATE: June 15, 2021

PROJECT TITLE: Long Fisheries Lease Assignment

ACTION REQUESTED: Commission Approval to assign the lease held with Tyler Long, Dba Long Fisheries to Cody Mills, Dba Long Fisheries

BACKGROUND:

Port staff were approached by Tyler Long, Dba Long Fisheries who leases dock space in the Charleston Marina Complex. Mr. Long is selling his business to Alaska Ice/Fathom Seafood and will continue working on site as the business manager. Alaska Ice/Fathom Seafood will continue to maintain the business name of Long Fisheries. Tyler Long is a tenant that has remained in good standing with the Port. Alaska Ice/Fathom Seafood has additional facilities in Tacoma and Olympia, Washington.

The existing lease agreement for Long Fisheries has a term that extends through April 25, 2025.

RECOMMENDED MOTION:

Approve Oregon International Port of Coos Bay to enter into a lease agreement with Alaska Ice/Fathom Seafood Dba Long Fisheries.

Informational Items



Coos Bay Rail Line Serving Western Lane, Western Douglas and Coos Counties in Southwest Oregon

Owned by the Oregon International Port of Coos Bay

Operations by Coos Bay Rail Line, Inc. (CBRL) began on November 1, 2018.

Monthly Revenue Car Loads and Equivalent Highway Truck Loads / 2017 - 2021

One (1) revenue car load = 3.3 highway truck loads

	2017		2018		2019		2020		2021	
	Railcar Loads	Truck Loads	Railcar Loads	Truck Loads	Railcar Loads	Truck Loads	Railcar Loads	Truck Loads	Railcar Loads	Truck Loads
Jan	528	1,742.4	580	1,914.0	611	2,016.3	409	1,349.7	346	1,141.8
Feb	520	1,716.0	618	2,039.4	465	1,534.5	400	1,320.0	382	1,260.6
Mar	535	1,765.5	627	2,069.1	547	1,805.1	432	1,425.6	566	1,867.8
Apr	582	1,920.6	574	1,894.2	521	1,719.3	350	1,155.0	621	2,049.3
May	727	2,399.1	623	2,055.9	438	1,445.4	394	1,300.2	599	1,976.7
Jun	721	2,379.3	594	1,960.2	318	1,049.4	534	1,762.2		0.0
Jul	593	1,956.9	602	1,986.6	346	1,141.8	485	1,600.5		0.0
Aug	601	1,983.3	602	1,986.6	329	1,085.7	467	1,541.1		0.0
Sep	615	2,029.5	472	1,557.6	299	986.7	378	1,247.4		0.0
Oct	616	2,032.8	469	1,547.7	425	1,402.5	431	1,422.3		0.0
Nov	565	1,864.5	268	884.4	348	1,148.4	349	1,151.7		0.0
Dec	569	1,877.7	399	1,316.7	303	999.9	499	1,646.7		0.0
Total	7,172	23,667.6	6,428	21,212.4	4,950	16,335.0	5,128	16,922.4	2,514	8,296.2

Coos Bay Rail Line-CBRL operates at the U.S. shortline railroad industry standard of 286,000 lbs/143 short tons (weight of car plus commodity weight) per loaded revenue car. The majority of cars currently moving on the rail line weigh 66,000 to 86,000 lbs/33 to 43 short tons, resulting in a carrying capacity of 200,000 to 220,000 lbs/100 to 110 short tons.

Using 200,000 lbs/100 short tons as an average weight of commodity per rail car, the tonnage figures for the years 2011 through year to date 2021 are as follows:

*2011:	194	rail carloads =	19,400	short tons =	640.2	highway truck loads
2012:	2,480	rail carloads =	248,000	short tons =	8,184.0	highway truck loads
2013:	4,850	rail carloads =	485,000	short tons =	16,005.0	highway truck loads
2014:	7,509	rail carloads =	750,900	short tons =	24,779.7	highway truck loads
2015:	7,341	rail carloads =	734,100	short tons =	24,225.3	highway truck loads
2016:	7,434	rail carloads =	743,400	short tons =	24,532.2	highway truck loads
2017:	7,172	rail carloads =	717,200	short tons =	23,667.6	highway truck loads
2018:	6,428	rail carloads =	642,800	short tons =	21,212.4	highway truck loads
2019:	4,950	rail carloads =	495,000	short tons =	16,335.0	highway truck loads
2020:	5,128	rail carloads =	512,800	short tons =	16,922.4	highway truck loads
2021:	2,514	rail carloads =	251,400	short tons =	8,296.2	highway truck loads

*Start up in 2011, Data includes 4th Quarter / Oct – Dec.

The Coos Bay rail line was embargoed by the previous owner/operator in September 2007. The Port acquired the 111-miles of the line owned by RailAmerica, Inc. in spring 2009 through an order from the U.S. Surface Transportation Board at the completion of a Feeder Line Application process initiated in July 2008. The Port acquired the Union Pacific (UP) Railroad owned 23-mile section of the line through a negotiated agreement with UP in late December 2010.

Coos Bay Rail Line, Inc. (CBRL) is 621 days' injury free as of June 1, 2021!

Safety Program Intern

Posting Date: June 8, 2021	Compensation: \$15.00 per hour	Employment Status: Temporary, non-exempt, 40 hours per week
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Job Summary

The Oregon International Port of Coos Bay continually strives to improve and evaluate its Safety Programs and Policies. The Port of Coos Bay is currently seeking to temporarily hire a college student as an intern to assist in the development and implementation of Standard Operating Procedures (SOPs) for equipment and routine tasks. The overall project and internship opportunity must be completed by September 30, 2021.

Essential Job Functions

Under guidance of Port Staff, the essential job functions include, but are not limited to:

- Developing Standard Operating Procedures (SOPs) for equipment and routine tasks, including OSHA's top ten violations.
- Researching and ensuring SOPs adhere to all applicable Federal, State, and local laws, regulations, and guidelines.
- Developing a standard to ensure all SOPs are consistent in formatting, language, and relative content.
- Implementing all developed SOPs into the existing Port Safety Program.
- Developing training programs for managers, supervisors, and employees on SOPs and other safety issues.

Required Experience & Education

- Must be a freshman through junior college level student and enrolled in a college or university.
- Course history in Business Administration and/or Occupational Health & Safety, a plus.

Required Qualifications

- Ability to understand applicable State and Federal employment laws and regulations, and Port policies and procedures.
- Possess strong writing and organizational skills and have keen attention to details.
- Possess exemplary interpersonal/communication/customer service skills to effectively interact both verbally and in writing with coworkers, stakeholders, and customers, with courtesy, dignity, and respect.
- Ability to practice and maintain a high level of confidentiality.
- Ability to operate a computer, applicable software applications, and office equipment.
- Ability to balance priorities, adapt to change and stay calm and focused during busy and stressful situations.
- Ability to problem solve and apply principals of logical or scientific thinking to a wide range of intellectual and practical problems.
- Ability to work alone and in a team environment by developing and maintaining good working relationships with coworkers, stakeholders, and customers.

Employment Eligibility

The successful candidate will be required to consent to a criminal background investigation. The Oregon International Port of Coos Bay is an Equal Employment Opportunity employer. All applicants are considered strictly on the basis of their qualifications for a position, without consideration of the applicant's race, color, religion, gender, national origin, age, marital or veteran status, sexual orientation, disability or genetic information. Disabled job applicants and employees are provided with reasonable accommodation upon request. A preference will be given to qualified veterans pursuant to ORS 408.225 to 408.237.

Application Process

Please e-mail your cover letter and resume to hr@portofcoosbay.com.

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5/18/2021

Rail News: Federal Legislation & Regulation

DeFazio, Payne ask GAO to examine PSR's impacts

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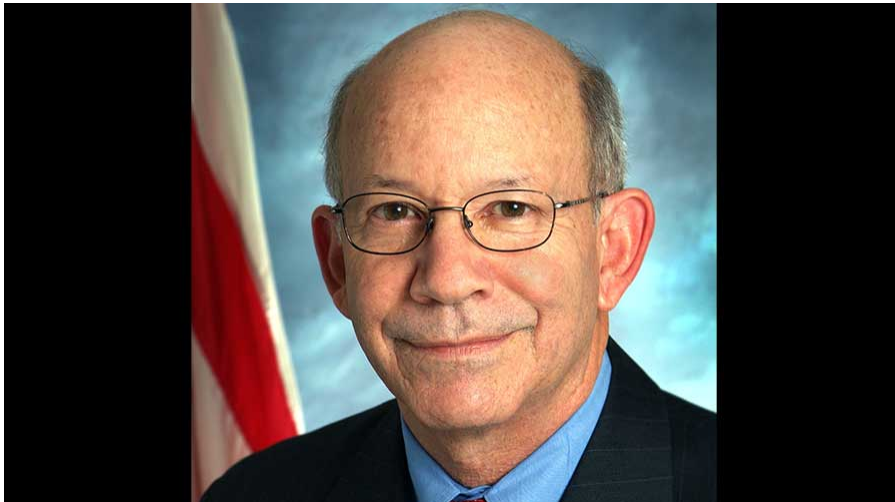
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U.S. Rep. Peter DeFazio (D-Ore.) chairs the House Committee on Transportation and Infrastructure
Photo - transportation.house.gov

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[U.S. House Committee on Transportation and Infrastructure](#) Chairman Peter DeFazio (D-Ore.) and Subcommittee on Railroads, Pipelines and Hazardous Materials Chairman Donald Payne Jr. (D-N.J.) are seeking a Government Accountability Office (GAO) study of the impacts that precision scheduled railroading (PSR) is having on workers, safety, freight shippers, passenger railroads and the long-term management of the nation's railroads.

The lawmakers said there are concerns that the rise of the PSR model has come at the

expense of long-term capital investments, reduced rail infrastructure, affected service for some shippers, and potential layoffs and safety issues.

"PSR in practice means the bottom line drives the decisions," said DeFazio said in a press release. "Longer trains, unhappy shippers, and a workforce pushed to do more with less is not a model to chase after — unless you're on Wall Street. But we can't let hedge fund managers write the rules of railroading."

DeFazio noted that in the last Congress, the committee heard from stakeholders concerned about the impact of PSR. The latest GAO study would address the PSR impacts on workers, shippers, passenger railroads and rail safety, he added.

DeFazio and Payne's letter to the GAO may be read [here](#).

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US imports could stall as demand overwhelms trans-Pacific capacity

Bookings index for imports falls back despite exceptionally high demand



Greg Miller, Senior Editor [Twitter](#) • Thursday, June 3, 2021

3 minutes read



Trans-Pacific system is beyond max capacity (Photo: Shutterstock/Tashatuvango)

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U.S. import demand remains historically high. And yet, containerized imports

could pull back, at least temporarily, because the trans-Pacific shipping system has bounced against its max-capacity ceiling and can no longer bear the full load.

Liner giant Maersk said in a new client note that month-on-month U.S. import declines “should not be attributed to a softening in demand, but rather, to continued capacity disruptions caused by heavy congestion across the entire trans-Pacific network.”

FreightWaves’ SONAR platform features a proprietary index of shippers’ ocean bookings (SONAR: IOTI.USA) measured in twenty-foot equivalent units (TEUs) as of the scheduled date of overseas departure. While these are bookings, not loadings, the index provides a directional indicator of future U.S. imports.

After climbing through May, the index has stalled for now and at least temporarily dipped in early June, including forward data on bookings for the coming week.



Indexed to Jan. 2019; 10-day moving average of bookings as of date of departure. Dotted line is forward bookings. Chart: FreightWaves SONAR (*To learn more about FreightWaves SONAR, [click here.](#)*)

Tailwind: High demand

From a pure demand perspective, import bookings should still theoretically be rising.

The Evercore ISI Retailers survey hit 68.6 points last week, the highest level in 20 years. “Booming!” exclaimed Ed Hyman, head of economic research at investment bank Evercore ISI, in a client note on Thursday.

During a call organized by investment bank Cowen and Company, one panelist in the intermodal logistics sector said that “big-box retailers are not seeing any

slowdown.” Another panelist said that “POs [purchase orders] for clients are fully booked out through the rest of the year.”

The Institute for Supply Management Customers’ Inventories Index for May, released Tuesday, fell yet again, to 28 points. That’s the lowest level since the index was created, [implying very high restocking demand in the months ahead](#).



Chart: FreightWaves SONAR

Headwind: High import hurdles

However, [dozens of ships remain at anchor along the California coast](#), in San Pedro Bay off the ports of Los Angeles and Long Beach and in San Francisco Bay and drifting in the Pacific Ocean off the Port of Oakland.

Adding to supply chain pressures are [COVID cases in Shenzhen, China](#), where two important export gateways are located: Yantian and Shekou.

Maersk said in a customer advisory on Thursday that productivity in the eastern area of Yantian International Container Terminal (YICT) is down to 30% of normal levels, while all operations in the western area of YICT are suspended until further notice. Maersk expects vessel delays “upwards of 14 days” at YICT. Meanwhile, COVID prevention measures in the port of Shekou are now limiting moves for export containers.

Flexport warned in a market update this week, “COVID outbreaks at origin — notably at the port of Yantian and [due to the] nationwide lockdown in Malaysia — are likely to result in vessel diversions, further blank [canceled] sailings and upward pressure on rates.”

In general, lead times to get containers onto ships in Asia are lengthening.

According to a panelist on the Cowen call, “Historically, space on vessels is booked around two weeks in advance [but it is now taking] four to six weeks and sometimes up to eight weeks.”

According to Flexport, “Capacity constraints along with limitations at both origin and destination continue to push out transit times across all lanes.” It characterized the cargo-space situation on the trans-Pacific as “critical.”

According to FreightWaves Maritime Expert Henry Byers, “Demand has just been so high that it has finally tested the upper limits of capacity. Vessel congestion, blank sailings, container imbalances and shipments piling up inland in countries of origin have forced a throttling of ocean container volume.

“I also believe some end customers are starting to cancel or delay orders due to the insane lead times. At some point, customers start to change their buying behaviors based on lead time and availability,” said Byers.

Sea-Intelligence CEO Alan Murphy told American Shipper, “There are both demand and supply challenges. We have a confluence of high demand and disruptions to the supply side — which is why we are where we are now.”

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A collection of hashtag buttons arranged in a grid-like pattern. The buttons are white with black text and a thin grey border. The hashtags are: #container shipping, #FreightWaves Ocean, #Greg Miller, #imports, #Inventory, #ocean container shipping, #Ocean shipping, #Port of Long Beach, #Port of Los Angeles, #Port of Oakland, and #Shipping.

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Container ship scores 'off the charts,' 'fantasy' charter rate: \$135,000/day

Record charter rate highlights extreme vessel shortage — a major negative for cargo shippers



Greg Miller, Senior Editor [Twitter](#) • Wednesday, June 2, 2021

■ 4 minutes read



📷 S Santiago (right) wins record charter (Photo: Flickr/Kees Torn)



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In a sign of [just how frenzied the container market has become](#), a freight

forwarder is reportedly paying \$135,000 per day for a short-term charter of the S Santiago, a 15-year-old container ship with a capacity of 5,060 twenty-foot equivalent units (TEUs).

“Charter rates for short employment ... have gone out of control,” said Alphaliner in its new weekly report.

“Depending on the sources, the ship would have obtained anything between \$100,000 and \$145,000 per day, an absolute historic high. The name of the charterer has not been fully confirmed, although it is believed to be a forwarder.”

An industry source speaking to American Shipper on condition of anonymity said the rate was \$135,000 per day, the duration was 45-90 days (one round voyage with an option for a second) and the charterer was Chinese freight forwarder 3 Seas.

The source said that there is “more and more enquiry every day” with “people panicking now” amid “unprecedented times.”

Alphaliner said that “this colossal rate is substantially higher than the already whopping \$70,000-\$90,000 per day — depending on the final duration — agreed recently by Hapag-Lloyd for a two- to three-month employment of the 4,308-TEU CMA CGM Opal.”

The industry source told American Shipper that the S Santiago deal was concluded last week and that he wouldn’t be surprised if a new record were reached this week.

According to U.K.-based valuation and data provider VesselsValue, the 2006-built S Santiago is owned by Cyprus Sea Lines and is currently valued at \$38.48 million.

To put the enormity of the charter deal in perspective, the shipowner will earn back one-sixth of the ship’s value in a single voyage — and one-third of the vessel’s value if the charterer takes the option for the second voyage.

What this means for cargo shippers

The historic S Santiago transaction is yet another big red flag for cargo shippers.

Charter rates like this only make sense if freight rates are high enough for the charterer to turn a profit.

It also underscores just how tight vessel supply is.

Alphaliner reported that only 2.7% of the global container fleet was inactive as of May 24, totaling 660,662 TEUs. Of that, 70% (461,779 TEUs) was inactive due to ships being in the yards for repairs or maintenance.

And cargo shippers will not be getting any relief in the near or medium term from newbuild deliveries.

There has been [a surge of orders recently, but those are for 2023-2024 deliveries](#). Clarksons Research Services estimates that fleet growth in 2022 will fall to 2.5% from 4.6% this year.

What this means for ship lessors

The S Santiago rate was so high because ship lessors, otherwise known as non-operating owners (NOOs), much prefer to put their tonnage on multiyear charters and lock in long-term profits.

“Those electing to accept short-term charters are likely doing so to capture fantasy rates near term,” said Fearnley Securities, referring to the “off the charts” S Santiago transaction.

According to Alphaliner, “The market has become one of long-term charters, with 43 of the 51 fixtures reported in the past two weeks concluded for durations of 24 months or over.” Of that total, three charters were for five years’ duration, nine were for four years, 10 for three years and the remainder for two years.

[“The medium-term prospects remain bright for NOOs,”](#) affirmed Alphaliner.

Listed NOOs include Costamare (NYSE: [CMRE](#)), Danaos Corp. (NYSE: [DAC](#)), Seaspan owner Atlas Corp. (NYSE: [ATCO](#)), Global Ship Lease (NYSE: [GSL](#)), Navios Partners (NYSE: [NMM](#)), Euroseas (NASDAQ: [ESEA](#)), Capital Product Partners (NASDAQ: [CPLP](#)) and MPC Containers (Oslo: [MPCC](#)).

What this means for liners

The record-setting charter market implies medium-term downside risk for liner companies.

Today's unprecedented freight income more than offsets stratospheric charter costs, but NOOs are forcing liner operators to accept longer durations to get the ships. If freight rates were to fall significantly by 2023-24, charter rates negotiated in 2021 will be much more painful to liners' bottom lines.

ZIM (NYSE: [ZIM](#)) offers the most extreme example, because unlike other liners, it charters its entire fleet and does not own vessels.

As of Sept. 30, 2020, 71% of its capacity was chartered for a year or less. The company touted the advantage in its IPO prospectus, stating, "Short-term charter arrangements allow us to adjust our capacity quickly in anticipation of, or in response to, changing market conditions."

But as ZIM has rapidly increased its fleet size to capture freight-rate upside, charter durations have ballooned. Its fleet size nearly doubled from 59 vessels in mid-May 2020 to 110 as of mid-May 2021.

According to Alphaliner, charters by ZIM over the past month include the 6,648-TEU Kobe for 44-48 months at \$45,000 per day; an extension of its charter of the 9,784-TEU Santa Linea for 40 months at \$42,500 per day starting in Q1 2022; and an extension of its charter of the 3,534-TEU Bach for 36-38 months at \$31,250 per day.

During the latest quarterly conference call, ZIM CFO Xavier Destriau conceded a shift to longer durations out of necessity.

"We will continue to bring in vessels in order to capture [revenue] from new lines we are opening and to renew existing charters," said Destriau. "We are not changing our strategy, which is to continue to rely on the charter market. What is changing is the allocation of short-term charters versus long-term charters due to the current market conditions, obviously."

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Shipments Delayed: Ocean Carrier Shipping Times Surge in Supply-Chain Crunch

in [International Shipping News](#) 25/05/2021



Cargo ships have been delivering their loads later than ever this year, adding to the supply-chain woes that are undercutting efforts by retailers and manufacturers to capitalize on resurgent economic demand.

Only about 40% of container ships globally were on time arriving at ports in March, according to an analysis by Denmark-based Sea-Intelligence ApS, with average delays stretching to more than six days. The slowdowns improved from February, but remained far behind reliability levels of the previous two years, when more than 70% of ships arrived on time.

The delays around the world, the result of a large-scale restocking by businesses as consumer demand improves, are tying up vessel capacity, adding to a shortage of sea containers needed to move goods and sending shipping costs soaring as container freight rates rise at a historic pace.

For companies shipping goods, the delays are part of an array of headaches disrupting supply chains as U.S., European and Asian economies rebound from the steep retrenchment last year brought on by the Covid-19 pandemic. Rising raw materials costs, shortages of finished goods and components such as semiconductors and lumber, shortfalls in the supply of workers, and capacity crunches in transportation networks have knocked companies off balance as demand across a range of sectors has recovered.

The shipping delays that started building up late last year worsened during a normally slack period in shipping demand early in the year. They have tied up inventories in some cases for weeks at a time as vessels wait to reach berths while offloaded containers sit for long periods at packed freight terminals.

Shipping executives say the greatest delays have been at Southern California's neighboring ports of Los Angeles and Long Beach. Heavy demand by U.S. importers to restock inventories depleted during the past year's Covid-19 restrictions has swamped the largest U.S. trade gateway and triggered heavy logjams of ships off the coast.

“It [normally] takes 14 days to sail from Shanghai to Los Angeles; today it takes 33 days,” said Vincent Clerc, chief executive of ocean and logistics at Denmark’s A.P. Moller Maersk A/S, the world’s biggest container operator in terms of capacity. “The sailing time is the same, but you spend twice the time waiting to unload at the San Pedro Bay.”

“We have invested millions of dollars in extra capacity, but a large part of that capacity is immobilized because of congestion in the U.S. West Coast,” Mr. Clerc said.

The delays appear to be the longest at the California ports but Sea-Intelligence said ships moving from Asia to Europe have also been held up past their scheduled arrivals.

Congestion has led to delays of up to six days at sites including Port Klang in Malaysia, Rotterdam in the Netherlands, Piraeus in Greece, Southampton in the U.K. and the Kao-hsiung port in Taiwan.

The cargo delivery delays have stretched from docks to rail yards, truck terminals and distribution centers, leaving everyone from giant retailers and auto manufacturers to mom-and-pop shops short of supplies and paying multiple times more compared with last year to move their merchandise.

The cost of moving a 40-foot sea container from China to U.S. West Coast ports was quoted this week at \$5,650, according to the Freightos Baltic Index, up 34.5% since the start of the year and 228% higher than the same period last year.

Delays at the Southern California ports have eased over the past month. The Marine Exchange of Southern California reported fewer than 20 container ships were waiting at anchor for berths during several days over the past week. That was far below the peak of about 40 ships at anchor in the first quarter and marked the lowest levels since last November. Still, the group, which monitors vessel traffic in the region, said there are normally no delays for ships seeking a slot at the Los Angeles and Long Beach docks.

Yeti Holdings Inc., an Austin, Texas-based manufacturer of outdoor recreational equipment, said in its first-quarter earnings conference call last week that it is facing pressure to get materials in place to meet rebounding demand for its gear and that it expects high freight costs this year.

“The higher freight assumption is largely consistent with what we are seeing in the broader market as Covid continues to impact global logistics,” Chief Financial Officer Paul Carbone said. “And we now expect these elevated shipping rates to persist for the balance of the year.”

The higher costs and delays are especially hard on small businesses, which have less stock on hand to serve as a buffer against supply disruptions.

“Oil and parts prices have gone up by at least 15% over the past two months,” said Hector Martinez, who runs the Rye Auto Care in Rye, N.Y. “I got two cars with electrical problems and the parts are back ordered with no release date. Tires are also delayed, sometimes for many days.”

Container line executives expect the market to remain clogged for much of the year, although German boxship operator Hapag-Lloyd AG said in its first-quarter earnings report that it expects a “gradual normalization in the second half of the year.”

The rising rates have been a financial boon to ocean carriers, even as the shipping congestion has complicated operations. Maersk reported earlier this month a record net profit of \$2.7 billion in the first quarter, up from \$197 million in the first quarter of last year.

Several other carriers have also reported profits surpassing \$1 billion in the first quarter.

“Right now we are completely outside conditions in our ocean business and we are making a windfall of profits on the back of infrastructure bottlenecks and congestion,” Mr. Clerc said. “I would much rather have a more normalized profit than having customers feeling that their supply chains are cracking and bursting.”

Hapag-Lloyd, which earned a \$1.45 billion net profit in the first quarter compared with \$27 million in the year-ago quarter, said it is diverting ships to less-congested ports where possible and has bought an extra 450,000 containers since last year to add capacity. But the carrier said the “congested supply chains present a huge challenge to all market participants.”

Source: Wall Street Journal

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More carriers up ante on driver pay

Higher per-mile rates, simplified pay plans and more home pay all part of the lure



Todd Maiden • Thursday, May 13, 2021

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Pay increases not slowing (Photo: Jim Allen/FreightWaves)

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Load opportunities are abundant but drivers remain in short supply, prompting a few more carriers to announce pay enhancements.

[Frozen Food Express](#), the nation's largest temperature-controlled less-than-

truckload carrier, announced its biggest pay increase in company history. Team drivers can now earn a starting salary of \$95,000 per year and drivers with experience can earn up to \$150,000 annually, or \$300,000 per team.

The carrier raised its starting pay rate to a range of 72 cents to \$1 per mile, depending on experience, from a range of 60 cents to 80 cents per mile, effective Monday.

FFE is also paying new team drivers a \$10,000 sign-on bonus, \$20,000 per team. Drivers will receive a paid salary while they are off duty and during home time. Teams will also get a new late-model tractor to operate every year in addition to a full benefits package.

Obstacles attracting driver talent have been high with most fleets unable to seat additional equipment and cash in on the freight boom. [Capacity is very tight](#) as there are more than 200,000 fewer drivers than a year ago. COVID concerns have led to early retirements, driver schools are operating at restricted capacity and increased Drug & Alcohol Clearinghouse compliance has forced some operators out of the business.

Transportation and warehousing provider [WEL Companies](#) recently announced its second pay increase of the year. Effective May 2, all company drivers received a 4 cent-per-mile increase on dispatched miles. Including the increase earlier in 2021, total pay has risen by 7 cents per mile.

The De Pere, Wisconsin-based carrier also increased dedicated driver pay, adding \$10 to daily minimum rates. The company has also rolled out a guaranteed pay model and increased holiday and vacation pay this year. The pay hikes are part of WEL Companies' plan to add 75 units to its more than 500-truck fleet in 2021.

USA Truck ([NASDAQ: USAK](#)) announced Friday it has simplified its driver pay structure after receiving feedback from drivers that the old plan was too confusing. The new program allows drivers to earn a higher per-mile rate without qualifiers and a complicated bonus structure.

The Van Buren, Arkansas-based carrier has also lowered health care premiums and increased paid time off and per diems in 2021.

"We are delighted for the opportunity to continue to improve our culture at USA Truck. We have listened to the feedback from our drivers and are responding to that feedback. Our new simplified pay package is a significant improvement to the lives of our drivers," said Blair Ewell, SVP of truckload.

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#Driver pay

#Frozen Food Express

#LTL carriers

#TL carriers

#USA Truck

#WEL Companies