



Fiscal Year 2019  
Financial Highlights  
(July 1, 2018 – June 30, 2019)

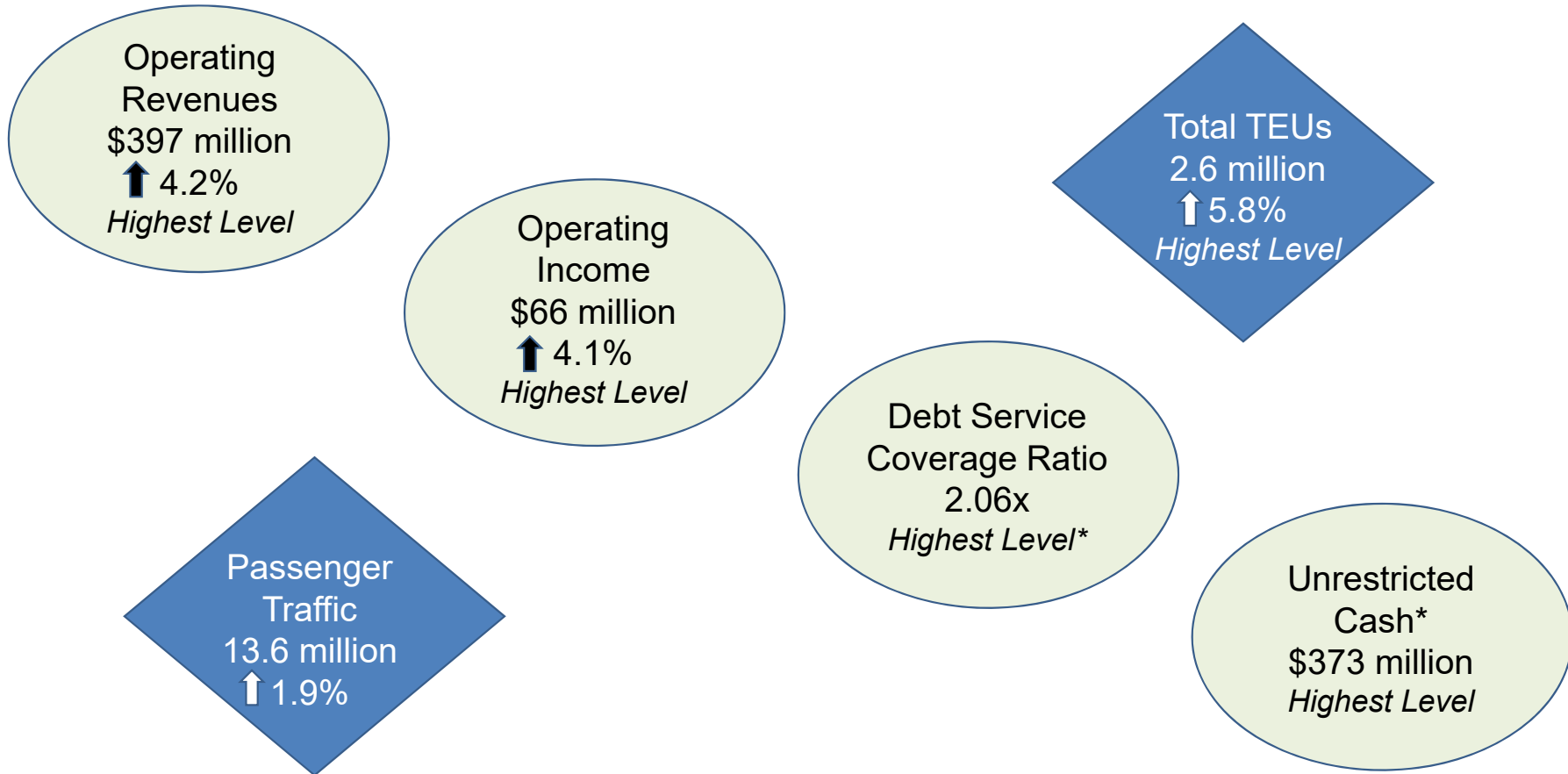
*Preliminary Unaudited Results*

Board of Port Commissioners Meeting  
September 26, 2019

The information contained in this presentation is disclosed publicly for general information relating to the Port only. The information and figures herein include projections and forecasts that are based upon certain assumptions and involve known and unknown risks, uncertainties, and other factors that may cause actual results, performance or achievements to differ materially from those expressed or implied by such projections and forecasts. The information and figures herein are subject to change without notice after the date thereof, and may differ from the information and figures contained in the Port's audited financial statements. The overall cost of the Port's capital projects is subject to change, and the variance from the cost estimates reflected herein could be material. The Port is not obligated to and does not plan to issue any updates or revisions to this presentation.

Note: All FY 2019 numbers are unaudited, preliminary and subject to change.

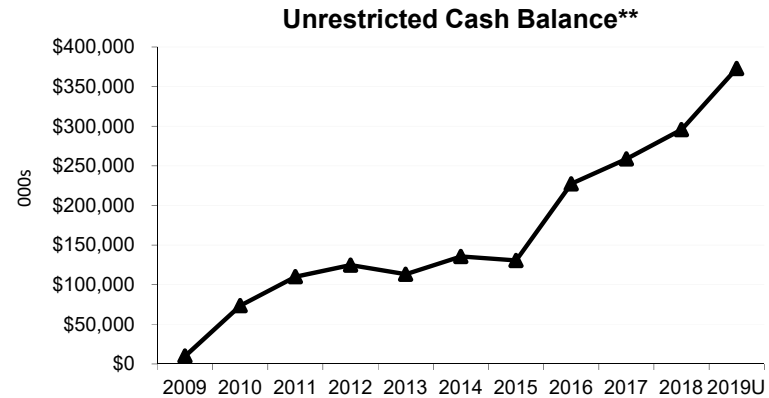
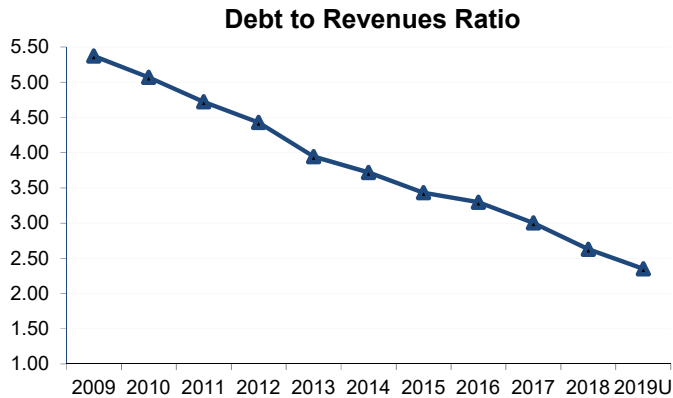
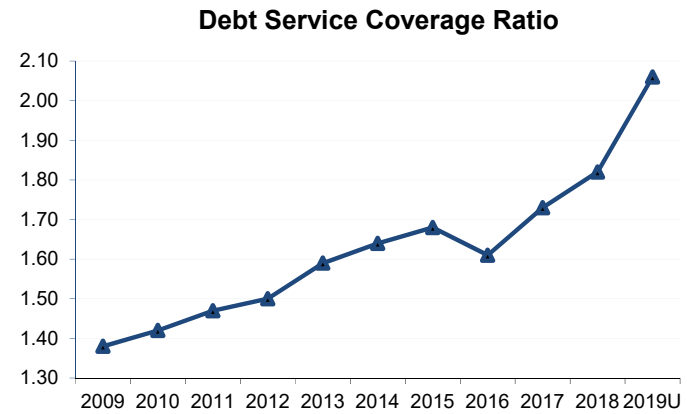
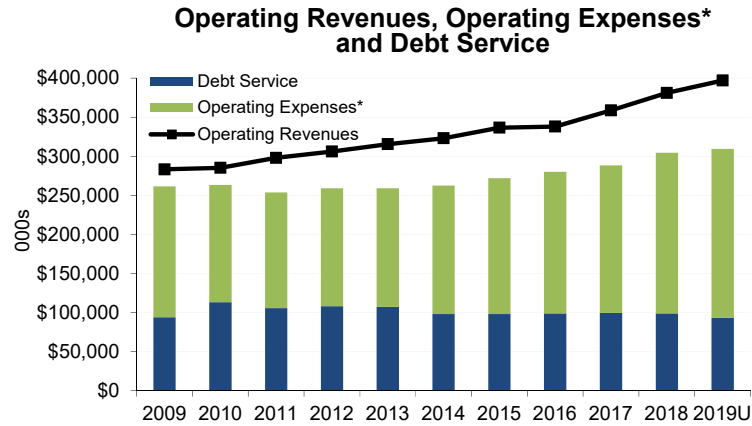
The Port's overall financial position remains solid, with strong liquidity and debt service coverage.



\* Since the issuance of new debt in 2000.

\*\* Excludes Board Reserves, Passenger Facility Charges, Customer Facility Charges, Trustee-held bond reserves and contractor retention held in escrow.

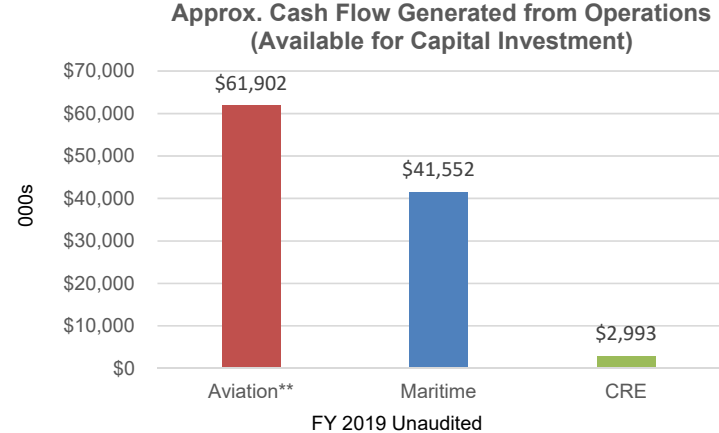
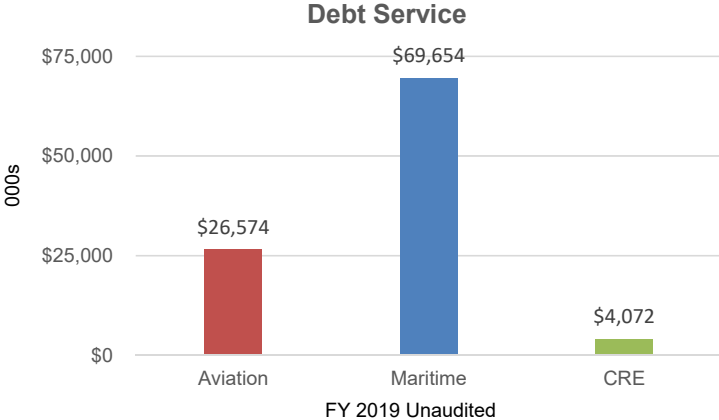
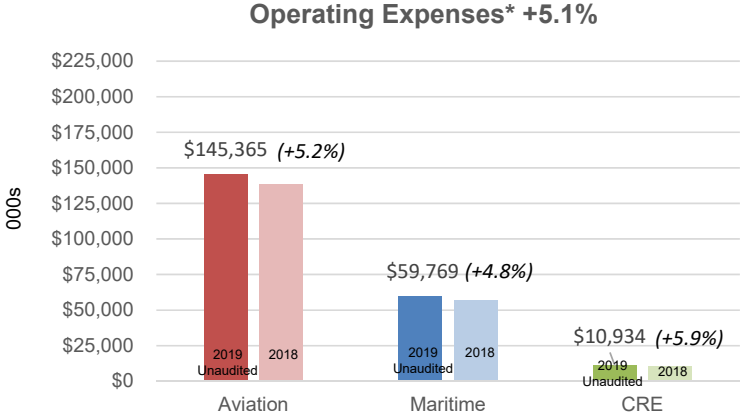
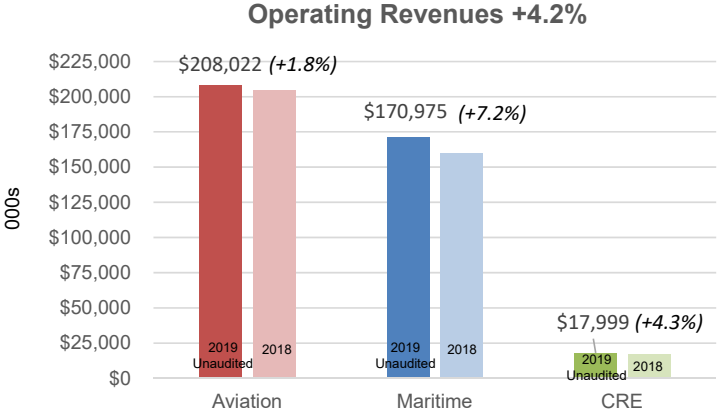
The Port has de-levered significantly; liquidity and financial resiliency has improved greatly since the lows of 2009.



\* Excludes depreciation.

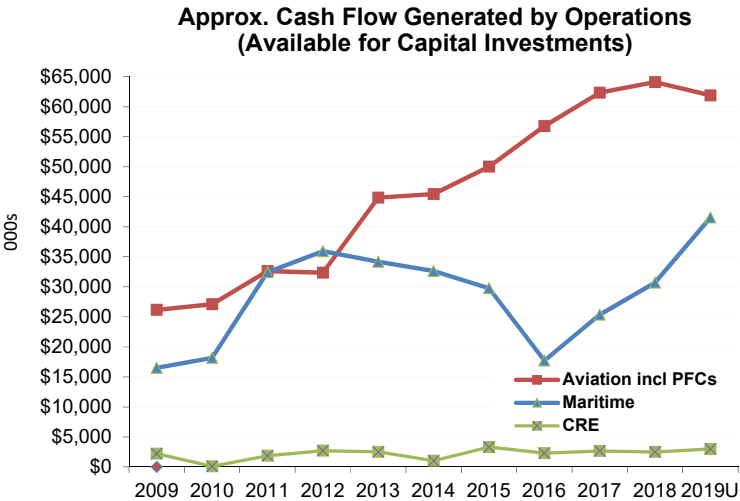
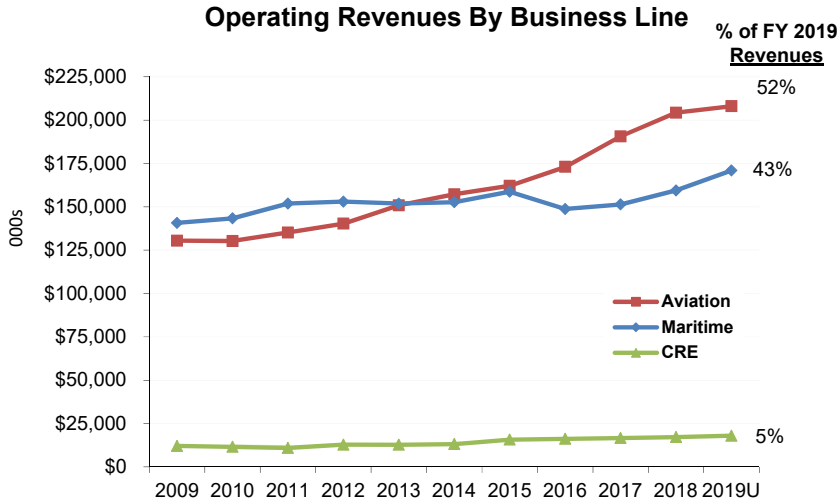
\*\* Excludes Board reserves, Bond reserves, Passenger Facility Charges, Customer Facility Charges and contractor retention held in escrow.

Evaluating each business line is important; however the business models are different making it difficult to compare.



\* Excludes depreciation.  
 \*\* Includes Passenger Facility Charges. Excludes annual AIP entitlement funds.

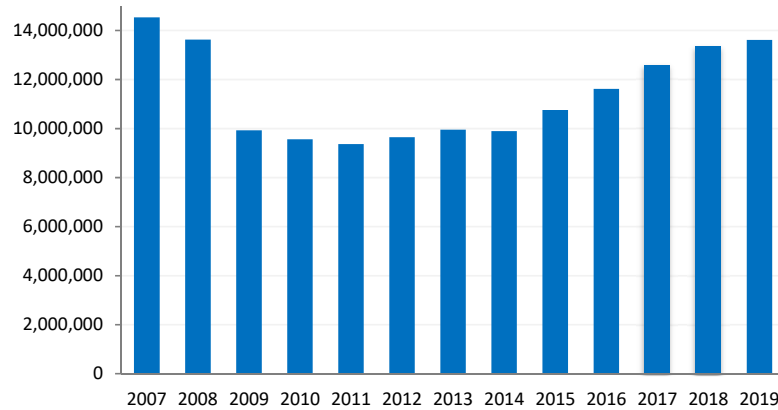
## Historical Performance by Business Line



□ In addition, the Airport adjusts terminal rates and landing fees on an annual basis to recover costs, and receives annual AIP entitlement funding as well as AIP discretionary funding.

OAK served 13.6 million passengers in FY 2019, a 1.9% growth from the prior fiscal year.

**Passenger Activity by Fiscal Year**



**FY 2019 Top Airlines by Passenger**

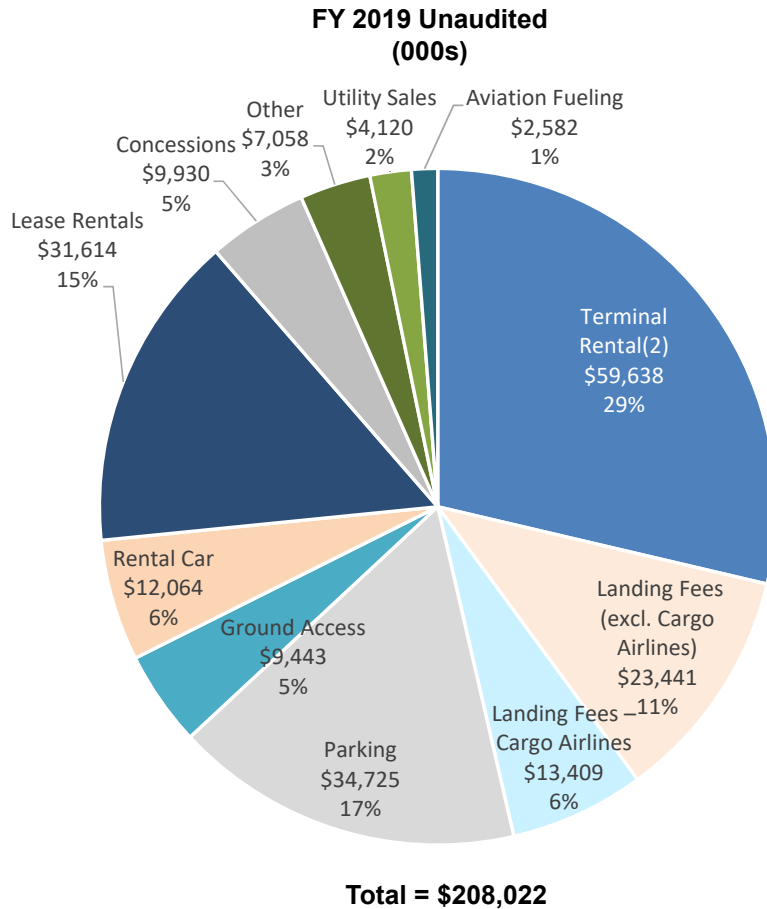
Airline	#	%
Southwest	9,638,167	70.8
Alaska*	<u>796,686</u>	<u>5.9</u>
Spirit	784,590	5.8
Norwegian	435,909	3.2
Hawaiian	389,274	2.9
Other	<u>1,571,145</u>	<u>11.5</u>
Total	13,615,771	100.0

**FY 2019 Domestic vs International**

	#	%
Domestic	12,750,164	93.6
International	865,607	6.4
Total	13,615,771	100.0

\* Includes Alaska Airlines and Horizon Air which are both subsidiaries of the Alaska Air Group [and service provided by SkyWest Airlines. SkyWest Airlines provides regional service for Alaska, Delta and American.](#)

Aviation revenues of \$208M increased 1.8% or \$3.7 million driven by higher terminal rental rates; parking revenues decrease offset by TNC fees increase; concession revenues decrease of \$1.4M or 12%.



**FY 2019 Top Revenues Sources (000s)**

Southwest Airlines	\$54,681	26.3%
On-Airport Public Parking	32,640	15.7%
Federal Express Corp	20,855	10.0%
Signature Flight Support	8,089	3.9%
Alaska Airlines	6,123	2.9%
Enterprise Rent-a-Car	6,030	2.9%
Avis Budget Group	5,532	2.7%
United Parcel Service	5,088	2.4%
Hertz Corporation	4,806	2.3%
Raiser-CA, LLC (Uber)	4,581	2.2%

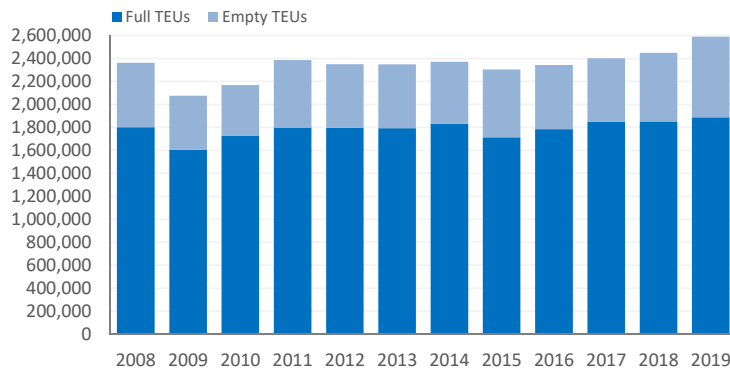
**CPE<sup>(1)</sup> = \$12.21**

(1) Cost per Enplaned Passenger (CPE) is a unit cost, commonly used to evaluate the average cost to an airline on a per passenger basis to use airport facilities.  
 (2) Includes passenger airline rentals only. Non-airline terminal rental revenues are classified under "Other".



The Seaport moved a record 2.6 million TEUs in FY 2019, a 5.8% growth from the prior year.

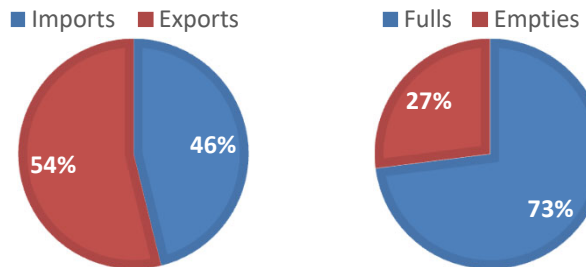
**TEUs by Fiscal Year**



**FY 2019 TEUs by Terminal**

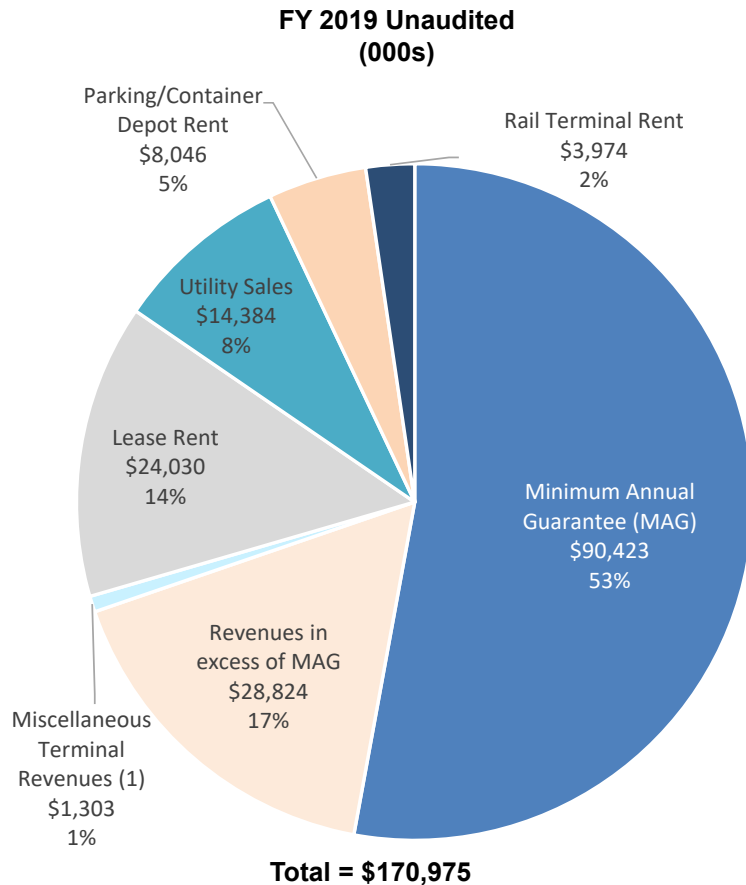
Terminal	TEUs	%
OICT	1,598,661	62%
TraPac	480,638	18%
Nutter	351,807	14%
Matson	158,591	6%
<b>Total</b>	<b>2,589,698</b>	<b>100%</b>

**FY 2019 TEUs**



FY 2019	
Full Exports	(1.5%)
Full Imports	5.3%
Total Full TEUs	2.0%
Empty TEUs	17.6%
Total TEUs	5.8%

Maritime revenues of \$171 million increased 7.2% or \$11.5 million, driven by higher MAG, utility sales, and miscellaneous terminal revenues.

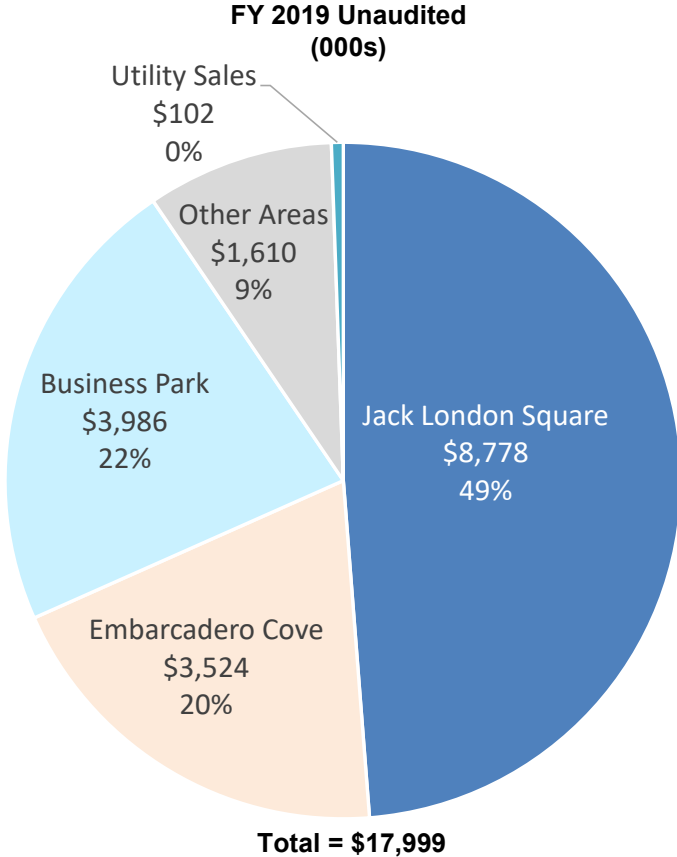
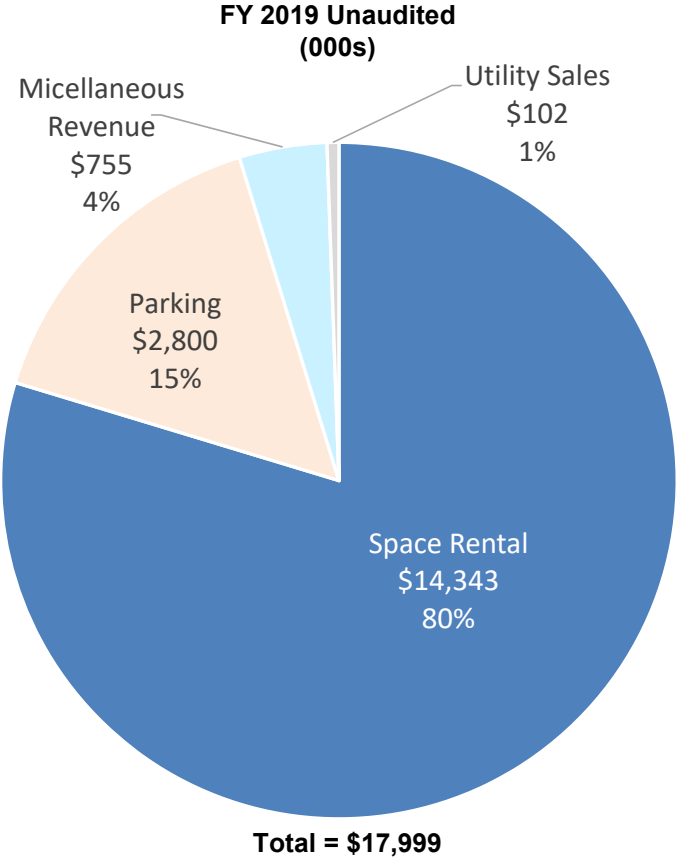


(1) Includes crane raising reimbursement, bunkering fuel and other terminal rentals.

<b>FY 2019 Top Revenue Sources*</b>
BNSF Railway Company
ConGlobal Industries
Everport Terminal Services, Inc.
GSC Logistics, Inc.
Impact Transportation
Pacific Coast Container, Inc.
Shippers Transport Express, Inc.
SSA Terminals, LLC and SSA Terminals (Oakland)
TraPac, Inc.
Truck Parking

\* The Port terminal tenants compete against each other for business. The Port feels disclosure of revenue by tenant would give advantages or disadvantages to certain tenants and therefore revenue is excluded from this report.

CRE revenues of \$18 million increased 4.3% or \$738 thousand, and continue to provide a stable source of revenues.



Port-wide operating expenses\* increased 5.1% or \$10.5 million; across the three business lines, the percentage increase ranged from 4.8% – 5.9%.

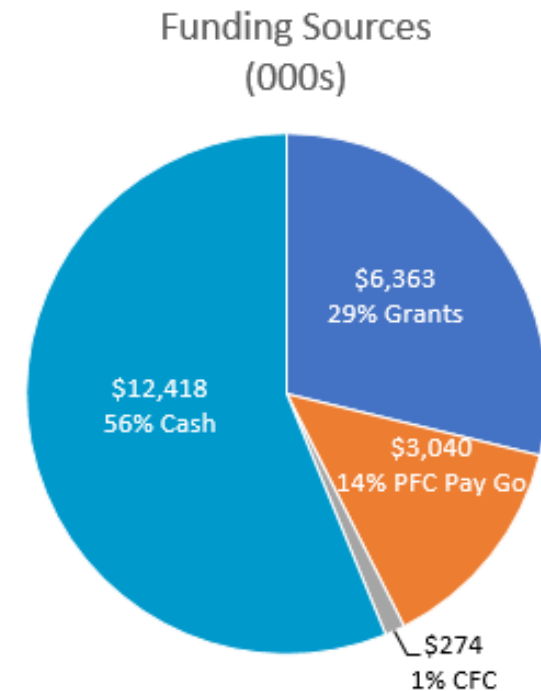
**FY 2019 Operating Expenses excluding Depreciation  
(\$000s)**

	FY 2019 Unaudited	FY 2018	Difference \$
Personnel Costs	\$118,671	\$113,777	\$4,894
Law Enforcement & Security – Aviation	23,530	20,734	2,796
Supplies – Aviation, Maritime	6,432	5,073	1,359
Aircraft Rescue & Firefighting – Aviation	5,475	4,656	819
530 Water Street Maintenance – CRE	2,843	2,350	493
Aviation Consulting – Aviation	2,225	1,760	465
Environment Costs – Aviation, Maritime	1,443	1,044	399
Pollution Remediation – Aviation, Maritime	724	3,953	(3,229)
Other	54,726	52,199	2,527
<b>Total</b>	<b>\$216,069</b>	<b>\$205,546</b>	<b>\$10,523</b>

\* Excludes depreciation.

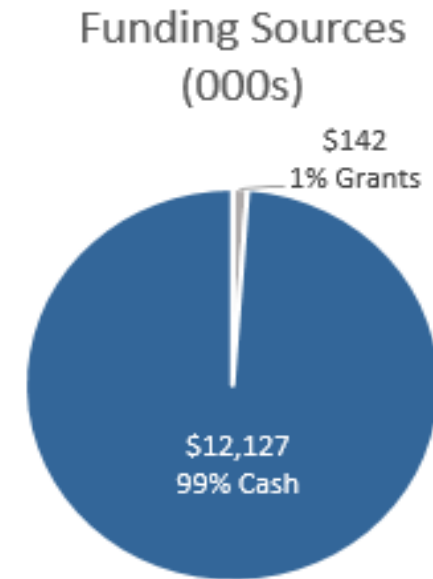
## FY 2019 Capital Expenditures – Aviation

Project	FY 2019 Expenditures Unaudited (000s)	Status
TSA Recapitalization of Baggage Screening Equip.	\$4,557	Substantially Complete
Terminal 2 M130 Roof Replacement	1,628	Substantially Complete
Ground Loading (Tango Remote Hardstand Operations)	1,569	Complete
Moving Walkway Removal and Restoration	1,401	In Progress
Parking Access Revenue Control System	1,373	In Progress
Utility Upgrades	1,353	In Progress
ARFF Truck	1,293	Complete
Runway Safety Area (RSA) North Field Improvements	1,187	Complete
Ground Support Equipment Electrification	1,061	Complete
Airport Perimeter Dike	909	In Progress
Other Projects (Multiple Projects less than \$1 million)	5,764	N/A
<b>Total</b>	<b>\$ 22,095</b>	

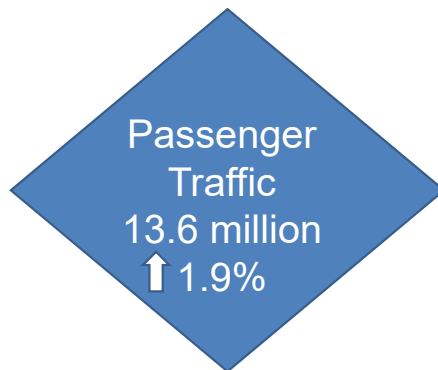
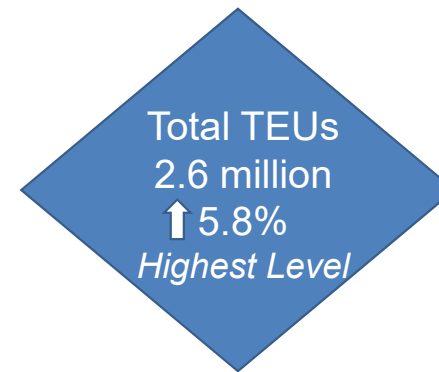


## FY 2019 Capital Expenditures – Maritime

Project	FY 2019 Expenditures Unaudited (000s)	Status
Rail Infrastructure at Maritime Support Center	\$4,707	Complete
Crane Raising and Management System	3,730	Substantially Complete
Other Projects (Multiple Projects less than \$1 million)	3,832	N/A
<b>Total</b>	<b>\$ 12,269</b>	



## Summary of FY 2019 Financial Results



\* Since the issuance of new debt in 2000.

\*\* Excludes Board Reserves, Passenger Facility Charges, Customer Facility Charges, Trustee-held bond reserves and contractor retention held in escrow.

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**PORT OF OAKLAND**

Unaudited  
Financial Results

June 30, 2019

- Cash Recap
- Statements of Net Position
- YTD Revenue & Expenses (Actual vs. Budget)
- YTD Expenses by Category (Actual vs. Budget)
- Aviation Revenue (Actual vs. Budget)
- Maritime Revenue (Actual vs. Budget)
- CRE Revenue (Actual vs. Budget)
- Activity Summary Report
- YTD Revenue & Expenses Variance Explanations



**PORT OF OAKLAND  
CASH  
JUNE 30, 2019 AND 2018**

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	<b>Unaudited 06/30/19</b>	<b>Audited 06/30/18</b>	<b>Increase (Decrease)</b>
<b>Unrestricted Cash:</b>			
Board Reserves	\$ 74,402,003	\$ 72,455,762	\$ 1,946,241
General Fund:			
Debt Service Fund	41,560,895	41,249,944	310,951
Other	331,399,232	254,451,630	76,947,601
Sub-total	372,960,127	295,701,574	77,258,552
Sub-total	447,362,130	368,157,336	79,204,793
<b>Restricted Cash &amp; Investments:</b>			
Bond Reserves/Trustee Deposits (a)	59,267,939	58,544,548	723,391
Passenger Facility Charges	1,583,608	12,608	1,571,000
Customer Facility Charges	3,283,724	5,141,837	(1,858,113)
Other (b)	93,829	2,375,879	(2,282,050)
Sub-total	64,229,099	66,074,872	(1,845,773)
<b>TOTAL</b>	<b>\$ 511,591,229</b>	<b>\$ 434,232,208</b>	<b>\$ 77,359,021</b>

(a) Funds on deposit with the Bond Trustee. Reserve Funds are only available for debt service as specified in the Trust Indenture. Other amounts may include upcoming debt service payments deposited with the Trustee and IRS rebate amounts.

(b) Escrow accounts related to the Port's capital program.

PORT OF OAKLAND  
STATEMENTS OF NET POSITION  
JUNE 30, 2019 AND 2018

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	Unaudited 06/30/19	Audited 06/30/18
<b>ASSETS</b>		
<b>CURRENT ASSETS:</b>		
Cash and cash equivalents		
Designated	\$ 74,402,003	\$ 72,455,762
Undesignated	372,960,127	295,701,574
Accounts receivable (less allowance) (06/19 \$1,063,000 and 06/18 \$540,000)	30,617,939	47,501,050
Restricted deposits with fiscal agent for current debt service	15,445	26,789
Accrued interest receivable	330,376	330,376
Prepaid expenses and other assets	3,906,442	3,663,299
Total current assets	<u>482,232,331</u>	<u>419,678,851</u>
<b>RESTRICTED CASH AND INVESTMENTS:</b>		
Bond funds and other	59,346,323	60,893,638
Passenger facility charges	1,583,608	12,608
Customer facility charges	3,283,724	5,141,837
Total restricted cash and investments	<u>64,213,654</u>	<u>66,048,083</u>
<b>PROPERTY, PLANT AND EQUIPMENT:</b>		
Land improvements	542,483	542,483
Buildings and improvements	990,898,280	986,180,713
Container cranes	159,197,264	155,697,264
Systems and structures	2,135,375,527	2,116,925,742
Intangibles - depreciable	13,843,567	13,843,567
Other equipment	120,916,436	103,536,713
	<u>3,420,773,557</u>	<u>3,376,726,482</u>
Less accumulated depreciation	<u>(1,916,413,637)</u>	<u>(1,802,842,709)</u>
	1,504,359,919	1,573,883,773
Land	523,400,030	523,382,116
Intangibles - nondepreciable	25,852,647	25,852,647
Construction in progress	18,665,685	41,451,199
Total property, plant and equipment	<u>2,072,278,281</u>	<u>2,164,569,736</u>
<b>OTHER ASSETS</b>	30,234,844	30,296,796
<b>DEFERRED OUTFLOWS OF RESOURCES</b>	<u>48,462,552</u>	<u>63,384,404</u>
<b>TOTAL ASSETS</b>	<u><b>\$ 2,697,421,662</b></u>	<u><b>\$ 2,743,977,869</b></u>
<b>LIABILITIES AND NET POSITION</b>		
<b>CURRENT LIABILITIES:</b>		
Accounts payable and accrued expenses	\$ 46,889,415	\$ 54,190,092
Liability to City of Oakland	10,172,791	8,674,684
Unearned income-current portion	7,787,690	8,085,774
Payable from restricted assets:		
Accrued interest payable	7,060,489	7,568,413
Current maturities of long-term debt	60,598,735	59,136,625
Retentions on construction contracts	1,416,087	4,434,732
Total current liabilities	<u>133,925,207</u>	<u>142,090,320</u>
<b>LONG-TERM LIABILITIES:</b>		
Long-term debt	911,106,929	993,223,189
Unearned income	24,894,511	26,117,789
Environmental liabilities and other	48,929,270	50,884,464
Net pension liabilities	305,977,741	326,618,147
Deferred inflows of resources	10,577,940	4,057,068
Total long-term liabilities	<u>1,301,486,391</u>	<u>1,400,900,657</u>
<b>NET POSITION:</b>		
Reserved retained earnings:		
Grants from government agencies	442,453,951	434,216,028
Passenger facility charges	311,098,791	285,279,569
Customer facility charges	22,858,564	17,437,773
Port equity:		
City of Oakland	(58,477,544)	(58,477,544)
Appraisal surplus	3,004,335	3,004,335
Land conveyed to Port	24,746,000	24,746,000
Retained earnings	516,325,967	494,780,731
Total net position	<u>1,262,010,064</u>	<u>1,200,986,892</u>
<b>TOTAL LIABILITIES AND NET POSITION</b>	<u><b>\$ 2,697,421,662</b></u>	<u><b>\$ 2,743,977,869</b></u>

**PORT OF OAKLAND  
ACTUAL VS. BUDGET REVENUE AND EXPENSES  
TWELVE MONTHS ENDED JUNE 30, 2019**

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Division	Actual 06/30/19	Budget 06/30/19	\$ Variance	% Variance	Actual 06/30/18
<b><u>Operating Revenues</u></b>					
Aviation	\$ 208,022,202	\$ 207,359,399	\$ 662,803	0.3%	\$ 204,292,269
Maritime	170,975,102	159,959,976	11,015,126	6.9%	159,457,679
CRE	17,999,390	17,043,853	955,536	5.6%	17,261,070
<b>Total Operating Revenues</b>	<b>396,996,693</b>	<b>384,363,228</b>	<b>12,633,465</b>	<b>3.3%</b>	<b>381,011,019</b>
<b><u>Operating Expenses</u></b>					
Aviation	(101,494,893)	(110,534,419)	9,039,525	8.2%	(97,092,720)
Maritime	(11,097,654)	(13,059,641)	1,961,986	15.0%	(10,378,320)
CRE	(7,485,502)	(7,297,900)	(187,601)	-2.6%	(6,809,362)
Engineering & Environmental	(35,453,701)	(39,857,681)	4,403,981	11.0%	(34,316,890)
Utilities Cost of Sales	(6,586,010)	(8,130,000)	1,543,990	19.0%	(6,567,316)
Executive	(5,878,960)	(6,108,870)	229,910	3.8%	(5,463,466)
Board of Port Commissioners	(456,552)	(547,428)	90,876	16.6%	(421,568)
Audit Services	(1,325,187)	(1,458,615)	133,428	9.1%	(1,236,655)
Port Attorney	(5,186,125)	(5,319,102)	132,977	2.5%	(4,682,194)
Finance & Administration	(20,025,151)	(21,278,816)	1,253,665	5.9%	(21,179,099)
Non-Departmental Expenses	(25,902,037)	(30,441,972)	4,539,935	14.9%	(24,702,022)
Absorption of Labor and Overhead to Capital Assets	4,823,214	8,818,416	(3,995,202)	-45.3%	7,304,347
Depreciation & Amortization	(114,921,423)	(116,955,605)	2,034,181	1.7%	(112,031,452)
<b>Total Operating Expenses</b>	<b>(330,989,982)</b>	<b>(352,171,632)</b>	<b>21,181,651</b>	<b>6.0%</b>	<b>(317,576,717)</b>
<b>Operating Income (A)</b>	<b>66,006,711</b>	<b>32,191,595</b>	<b>33,815,116</b>	<b>105.0%</b>	<b>63,434,302</b>
<b><u>Non-Operating Items</u></b>					
Interest Income	11,719,592	4,528,929	7,190,663	158.8%	5,109,429
Interest Expense	(36,603,614)	(37,043,489)	439,875	1.2%	(39,695,528)
Passenger Facility Charges (PFCs)	25,819,222	27,232,521	(1,413,299)	-5.2%	25,902,572
Customer Facility Charges (CFCs)	5,420,791	5,556,300	(135,509)	-2.4%	5,525,434
Abandoned/Demolished Capital Assets	(10,927,437)	(620,000)	(10,307,437)	-1662.5%	(3,564)
Other Income (Expenses)	(3,210,467)	(4,225,694)	1,015,227	24.0%	(22,010,858)
CFC Reimbursements Expense	(5,439,550)	(4,857,000)	(582,550)	-12.0%	(4,677,556)
Grant Expenses	(454,481)	(56,000)	(398,481)	-711.6%	(323,544)
Grant Income	454,481	-	454,481	100.0%	323,544
<b>(B)</b>	<b>(13,221,462)</b>	<b>(9,484,433)</b>	<b>(3,737,028)</b>	<b>-39.4%</b>	<b>(29,850,071)</b>
<b>Change in Net Position before Capital Contributions (A+B)</b>	<b>52,785,250</b>	<b>22,707,162</b>	<b>30,078,088</b>		<b>33,584,231</b>
<b><u>Capital Contributions</u></b>					
Grants from Government Agencies	8,237,922	18,732,600	(10,494,678)	-56.0%	50,172,080
<b>(C)</b>	<b>8,237,922</b>	<b>18,732,600</b>	<b>(10,494,678)</b>	<b>-56.0%</b>	<b>50,172,080</b>
<b>CHANGE IN NET POSITION (A+B+C)</b>	<b>\$ 61,023,172</b>	<b>\$ 41,439,762</b>	<b>\$ 19,583,410</b>	<b>47.3%</b>	<b>\$ 83,756,311</b>

**PORT OF OAKLAND**  
**Actual vs. Budget Expenses by Category**  
**Twelve Months Ended June 30, 2019**

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	<u>Actual</u> <u>06/30/19</u>	<u>Budget</u> <u>06/30/19</u>	<u>\$</u> <u>Variance</u>	<u>%</u> <u>Variance</u>
<b><u>Operating Expenses</u></b>				
Personnel Services	\$ (118,670,985)	\$ (117,623,451)	\$ (1,047,534)	-0.9%
Contractual Services	(74,283,681)	(93,538,851)	19,255,170	20.6%
Supplies	(6,432,449)	(4,262,344)	(2,170,105)	-50.9%
General and Administrative	(15,196,954)	(20,774,112)	5,577,158	26.8%
Utilities Cost of Sales	(6,586,010)	(8,130,000)	1,543,990	19.0%
Departmental Credits	5,101,520	9,112,730	(4,011,210)	-44.0%
Subtotal	(216,068,559)	(235,216,028)	19,147,469	8.1%
Depreciation & Amortization	(114,921,423)	(116,955,605)	2,034,182	1.7%
<b>Total Operating Expenses</b>	<b>\$ (330,989,982)</b>	<b>\$ (352,171,632)</b>	<b>\$ 21,181,651</b>	<b>6.0%</b>

**Port of Oakland**  
**Actual vs. Budget Aviation Revenue**  
**For the Twelve Months Ended June 30, 2019**

**UNAUDITED**  
**DRAFT**

	ACTUAL 06/30/19	BUDGET 06/30/19	\$ VARIANCE	% VARIANCE
TERMINAL RENT	\$ 47,715,315	\$ 47,301,031	\$ 414,284	0.9%
TERMINAL CONCESSIONS	9,929,807	9,894,639	35,168	0.4%
OTHER TERMINAL REVENUE (a)	15,657,700	15,182,286	475,414	3.1%
<b>TERMINAL RENTALS &amp; CONCESSIONS</b>	<b>73,302,822</b>	<b>72,377,956</b>	<b>924,866</b>	<b>1.3%</b>
PARKING	34,724,512	35,084,934	(360,422)	-1.0%
GROUND ACCESS	9,443,012	8,265,574	1,177,437	14.2%
RENTAL CAR REVENUE	12,063,593	12,000,000	63,593	0.5%
<b>PARKING, RAC AND GROUND ACCESS</b>	<b>56,231,116</b>	<b>55,350,508</b>	<b>880,608</b>	<b>1.6%</b>
OTHER AIRPORT RENTALS (b)	31,614,289	32,094,089	(479,800)	-1.5%
LANDING FEES	36,849,395	37,743,714	(894,319)	-2.4%
OTHER FIELD REVENUE (c)	4,329,236	3,371,082	958,154	28.4%
AVIATION FUELING	2,581,626	2,966,356	(384,730)	-13.0%
MISCELLANEOUS REVENUE (d)	404,250	123,693	280,557	226.8%
UTILITIES REVENUE	4,120,215	3,452,000	668,215	19.4%
<b>TOTAL AVIATION OPERATING REVENUE</b>	<b>209,432,949</b>	<b>207,479,399</b>	<b>1,953,550</b>	<b>0.9%</b>
<b>BAD DEBT RESERVE</b>	<b>(1,410,747)</b>	<b>(120,000)</b>	<b>(1,290,747)</b>	<b>-1075.6%</b>
<b>TOTAL AVIATION REVENUE</b>	<b>\$ 208,022,202</b>	<b>\$ 207,359,399</b>	<b>\$ 662,803</b>	<b>0.3%</b>

(Continued)

**Port of Oakland**  
**Actual vs. Budget Aviation Revenue**  
**For the Twelve Months Ended June 30, 2019**

**UNAUDITED**  
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(a) **Other Terminal Revenue**

This category includes primarily terminal use fees for charter/itinerant airlines, baggage carousel/conveyor fees, customs room usage, identification badge sales & fingerprinting, and vending machine sales not associated with concession tenants.

(b) **Other Airport Rentals**

This category includes rental of land (e.g., vehicle/aircraft parking, rights-of-way); billboards; buildings; hangar and hangar areas; commercial filming; tank farm fuel fees; as well as cargo building, land, and apron rental.

(c) **Other Field Revenue**

This category includes plane storage, in-flight catering, ground handling, and cargo handling revenue.

(d) **Miscellaneous Revenue**

This category includes one-time and recurring revenues that are usually not directly related to Airport operations. The majority of miscellaneous revenue is associated with the Port's Materials Management Program and janitorial services provided by the Port at TSA's Airport offices. Other revenue may include, for example, payments for the rental of Airport conference rooms.

**Port of Oakland  
Actual vs. Budget Maritime Revenue  
For the Twelve Months Ended June 30, 2019**

**UNAUDITED  
DRAFT**

	ACTUAL 06/30/19	BUDGET 06/30/19	\$ VARIANCE	% VARIANCE
MARINE TERMINAL RENT	\$ 120,549,920	\$ 118,082,410	\$ 2,467,510	2.1%
RAIL TERMINAL RENT	3,978,600	2,699,685	1,278,915	47.4%
LEASE RENT (a) (d)	8,816,749	14,342,649	(5,525,900)	-38.5%
SPACE ASSIGNMENT RENT (b) (d)	15,208,087	5,485,754	9,722,333	177.2%
PARKING/CONTAINER DEPOT RENT (c)	8,046,165	6,943,478	1,102,687	15.9%
UTILITIES REVENUE	14,383,580	12,656,000	1,727,580	13.7%
<b>TOTAL MARITIME OPERATING REVENUE</b>	<b>170,983,102</b>	<b>160,209,976</b>	<b>10,773,126</b>	<b>6.7%</b>
<b>BAD DEBT RESERVE</b>	<b>(8,000)</b>	<b>(250,000)</b>	<b>242,000</b>	<b>96.8%</b>
<b>TOTAL MARITIME REVENUE</b>	<b>\$ 170,975,102</b>	<b>\$ 159,959,976</b>	<b>\$ 11,015,126</b>	<b>6.9%</b>

(a) Lease Rent consists of land and facility rent from non-marine/rail terminal tenants with agreements terms that are typically longer than 1 year.

(b) Space Assignment Rent consists of land and facility rent from non-marine/rail terminal tenants with agreements terms that are typically month to month or less than 1 year.

(c) Parking/Container Depot Rent only consists of such facilities that are Port owned and operated.

(d) Facilities include a variety of maritime ancillary services such as transloading, crossdocking, near-dock support yards and vessel layup.

**Port of Oakland  
Actual vs. Budget CRE Revenue  
For the Twelve Months Ended June 30, 2019**

**UNAUDITED  
DRAFT**

	<b>ACTUAL 06/30/19</b>	<b>BUDGET 06/30/19</b>	<b>\$ VARIANCE</b>	<b>% VARIANCE</b>
<b>SPACE RENTAL</b>				
Land	\$ 1,579,755	\$ 1,461,957	\$ 117,798	8.1%
Building with Land	644,910	614,838	30,072	4.9%
Warehouse Lease	1,817,810	1,818,100	(290)	0.0%
Hotel	3,903,342	3,648,403	254,939	7.0%
Restaurant	1,671,051	1,661,568	9,483	0.6%
Retail	2,276,349	2,180,946	95,403	4.4%
Office Lease	2,410,777	2,232,870	177,907	8.0%
Marinas Revenue	39,004	25,214	13,791	54.7%
<b>Subtotal</b>	<b>14,342,998</b>	<b>13,643,895</b>	<b>699,104</b>	<b>5.1%</b>
<b>PARKING REVENUE</b>				
Parking Revenue - Parking Lot Revenue	2,799,991	2,574,380	225,611	8.8%
<b>Subtotal</b>	<b>2,799,991</b>	<b>2,574,380</b>	<b>225,611</b>	<b>8.8%</b>
<b>MISCELLANEOUS REVENUE</b>				
Miscellaneous Revenue (a)	328,258	164,617	163,641	99.4%
Billboard Advertising Revenue	611,623	633,962	(22,339)	-3.5%
Delinquency Charge	3,796	-	3,796	100.0%
<b>Subtotal</b>	<b>943,677</b>	<b>798,579</b>	<b>145,099</b>	<b>18.2%</b>
<b>UTILITIES REVENUE</b>	<b>101,723</b>	<b>102,000</b>	<b>(277)</b>	<b>-0.3%</b>
<b>TOTAL CRE OPERATING REVENUE</b>	<b>18,188,390</b>	<b>17,118,853</b>	<b>1,069,536</b>	<b>6.2%</b>
<b>BAD DEBT RESERVE</b>	<b>(189,000)</b>	<b>(75,000)</b>	<b>(114,000)</b>	<b>-152.0%</b>
<b>TOTAL CRE REVENUE</b>	<b>\$ 17,999,390</b>	<b>\$ 17,043,853</b>	<b>\$ 955,536</b>	<b>5.6%</b>

(a) **Miscellaneous Revenue**

This category includes recurring and one-time revenues that are not part of the Space Rental revenue category. Examples include: easements, antennae and bank teller machines on/in Port-owned buildings, and ancillary development-related transactions.



**Port of Oakland  
Activity Summary Report  
For the Twelve Months Ended June 30, 2019**

**UNAUDITED  
DRAFT**

	Actual	Budget	Variance to Budget	Variance to Budget (%)	Prior Year Actual	Variance to Prior Year Actual	Variance to Prior Year Actual (%)
<b>AVIATION ACTIVITY</b>							
<b>Total Passengers</b>							
July	1,318,052	1,306,138	11,914	0.9%	1,235,511	82,541	6.7%
August	1,302,300	1,286,530	15,770	1.2%	1,226,648	75,652	6.2%
September	1,127,927	1,158,891	(30,964)	-2.7%	1,083,301	44,626	4.1%
October	1,161,056	1,184,828	(23,772)	-2.0%	1,140,921	20,135	1.8%
November	1,121,937	1,162,528	(40,591)	-3.5%	1,111,124	10,813	1.0%
December	1,090,069	1,196,857	(106,788)	-8.9%	1,086,388	3,681	0.3%
January	954,160	1,040,756	(86,596)	-8.3%	949,323	4,837	0.5%
February	881,204	969,778	(88,574)	-9.1%	894,529	(13,325)	-1.5%
March	1,095,906	1,154,124	(58,218)	-5.0%	1,069,590	26,316	2.5%
April	1,136,370	1,136,884	(514)	0.0%	1,119,019	17,351	1.6%
May	1,204,966	1,224,184	(19,218)	-1.6%	1,187,120	17,846	1.5%
June	1,221,824	1,289,735	(67,911)	-5.3%	1,253,329	(31,505)	-2.5%
Year to Date	13,615,771	14,111,233	(495,462)	-3.5%	13,356,803	258,968	1.9%
<b>Aircraft Landing Weights * (000 lbs)</b>							
July	1,029,991	1,051,920	(21,929)	-2.1%	964,788	65,203	6.8%
August	1,050,019	1,085,254	(35,235)	-3.2%	1,000,732	49,287	4.9%
September	930,560	959,681	(29,121)	-3.0%	912,995	17,565	1.9%
October	979,803	1,007,392	(27,589)	-2.7%	954,911	24,892	2.6%
November	953,229	989,137	(35,908)	-3.6%	942,173	11,056	1.2%
December	1,032,437	1,075,286	(42,849)	-4.0%	1,042,427	(9,990)	-1.0%
January	903,320	946,848	(43,528)	-4.6%	908,153	(4,833)	-0.5%
February	797,766	853,856	(56,090)	-6.6%	801,931	(4,165)	-0.5%
March	897,863	959,724	(61,861)	-6.4%	907,536	(9,673)	-1.1%
April	921,206	1,002,248	(81,042)	-8.1%	931,020	(9,814)	-1.1%
May	958,853	1,054,452	(95,599)	-9.1%	992,519	(33,666)	-3.4%
June	942,822	1,099,291	(156,469)	-14.2%	993,074	(50,252)	-5.1%
Year to Date	11,397,869	12,085,089	(687,220)	-5.7%	11,352,259	45,610	0.4%

\* Includes passenger and air cargo carriers. Excludes non-revenue passenger flights.

**Port of Oakland  
Activity Summary Report  
For the Twelve Months Ended June 30, 2019**

**UNAUDITED  
DRAFT**

	Actual	Budget	Variance to Budget	Variance to Budget (%)	Prior Year Actual	Variance to Prior Year Actual	Variance to Prior Year Actual (%)
<b>MARITIME ACTIVITY</b>							
<b>Loaded (Full) TEUs**</b>							
July	153,636	160,740	(7,104)	-4.4%	159,656	(6,020)	-3.8%
August	160,014	156,091	3,923	2.5%	155,039	4,975	3.2%
September	155,540	154,538	1,002	0.6%	153,496	2,044	1.3%
October	161,249	163,738	(2,489)	-1.5%	162,634	(1,385)	-0.9%
November	160,649	150,386	10,263	6.8%	149,372	11,277	7.5%
December	159,446	160,273	(827)	-0.5%	159,193	253	0.2%
January	157,243	151,037	6,206	4.1%	150,019	7,224	4.8%
February	137,814	148,572	(10,758)	-7.2%	147,571	(9,757)	-6.6%
March	162,916	149,263	13,653	9.1%	148,257	14,659	9.9%
April	159,993	154,404	5,589	3.6%	153,363	6,630	4.3%
May	164,033	155,559	8,474	5.4%	154,510	9,523	6.2%
June	155,796	160,181	(4,385)	-2.7%	159,102	(3,306)	-2.1%
Year to Date	1,888,331	1,864,784	23,547	1.3%	1,852,212	36,118	2.0%
<b>Vessel Calls</b>							
July	137	137	0	0.0%	137	0	0.0%
August	138	138	0	0.0%	138	0	0.0%
September	126	134	(8)	-6.0%	134	(8)	-6.0%
October	132	133	(1)	-0.8%	133	(1)	-0.8%
November	125	128	(3)	-2.3%	128	(3)	-2.3%
December	122	139	(17)	-12.2%	140	(18)	-12.9%
January	132	134	(2)	-1.5%	134	(2)	-1.5%
February	112	124	(12)	-9.7%	124	(12)	-9.7%
March	113	127	(14)	-11.0%	127	(14)	-11.0%
April	120	134	(14)	-10.4%	134	(14)	-10.4%
May	118	137	(19)	-13.9%	137	(19)	-13.9%
June	113	135	(22)	-16.3%	135	(22)	-16.3%
Year to Date	1,488	1,600	(112)	-7.0%	1,601	(113)	-7.1%

\*\* Loaded TEUs does not include restows/shifts

**Port of Oakland**  
**Revenue Actual vs. Budget Variance**  
Twelve Months Ended June 30, 2019

**UNAUDITED**  
**DRAFT**

**OPERATING REVENUE**

**Port Operating Revenue = \$397.0 million**  
**Variance to Budget (\$) = \$12.6 million (better)**  
**Variance to Budget (%) = 3.3% (better)**

**Aviation - \$208.0 million**

Better than budget by \$0.7 million or 0.3%

- Higher TNC revenue (\$1.1 million)
- Higher general aviation landing fees (\$1.0 million)
- Higher in-flight catering and ground handling revenue (net \$1.0 million)
- Higher electricity revenues (\$0.7 million)
- Higher cargo carrier landing fees (\$0.5 million)
- Higher customs room use (\$0.5 million)
- Higher terminal rents (\$0.4 million)
- Higher concessions revenues (\$0.2 million)
- Higher car rental revenues (\$0.1 million)
- Higher delinquency charges (\$0.1 million)
- Lower passenger landing fees (-\$2.4 million)
- Higher bad debt reserve (-1.3 million)
- Lower fueling rent at OFFC (-\$0.5 million)
- Lower parking revenues (-\$0.4 million)
- Lower hangar rent (-\$0.3 million)

**Maritime - \$171.0 million**

Better than budget by \$11.0 million or 6.9%

- Higher combined space assignment and lease revenue (net \$4.2 million)
- Higher than budgeted terminal over MAG activity (net \$2.3 million)
- Higher over MAG rail terminal rent (\$1.3 million)
- Higher parking/container depot rent (\$1.1 million)
- Higher shore power maintenance fees (\$0.8 million)
- Higher electrical capacity charge (\$0.7 million)
- Higher shore power and vessel commissioning revenue (net \$0.5 million)
- Higher than budgeted MAG revenue (\$0.2 million)
- Lower bad debt reserve (\$0.2 million)
- Lower electricity revenues (-\$0.3 million)

**Commercial Real Estate - \$18.0 million**

Better than budget by \$0.9 million or 5.6%

- Higher hotel rent (\$255k)
- Higher parking revenue at JLS (\$226k)
- Higher office rent (\$178k)
- Higher miscellaneous revenue (\$164k)
- Higher land rent (\$148k)
- Higher retail rent (\$131k)
- Higher Marinas rent (\$14k)
- Higher bad debt reserve (-\$114k)
- Lower restaurant rent (-\$27k)
- Lower billboard revenue (-\$22k)

**Port of Oakland**  
**Expense Actual vs. Budget Variance**  
Twelve Months Ended June 30, 2019

**UNAUDITED**  
**DRAFT**

**EXPENSES by CATEGORY**

**Port Operating Expenses\*** = **\$216.1 million**  
**Variance to Budget (\$)** = **\$19.1 million (better)**  
**Variance to Budget (%)** = **8.1% (better)**

**Personnel Services** - \$118.7 million

Worse than budget by \$1.0 million or -0.9%

- 465 FTEs as of 6/30/19 vs. budgeted 507 FTEs (with vacancy factor of 25 FTEs)
- Open headcount savings (\$4.5 million) - *Various divisions*
- Lower retiree medical expense (\$3.8 million) - *Non-departmental*
- Lower medical premiums (\$0.4 million) - *Various divisions*
- Lower continuing education/training/seminar (\$0.2 million) - *Various divisions*
- Lower professional development (\$0.1 million) - *Various divisions*
- Higher GASB 68 pension expense (-\$4.8 million) - *Various divisions*
- Higher overtime and temporary help (-\$2.7 million) - *Aviation, Engineering, Finance*
- Higher vacation/sick leave accrual (-\$0.5 million) - *Non-departmental*

**Contractual Services** - \$74.3 million

Better than budget by \$19.3 million or 20.6%

- Lower consulting, computer systems, and legal costs (net \$7.9 million) - *Various divisions*
- Lower maintenance and repairs (net \$4.9 million) - *Engineering and Aviation*
- Lower parking and ground transportation (\$1.9 million) - *Aviation, Maritime, and CRE*
- Lower maintenance dredging (\$1.3 million) - *Engineering*
- Lower mitigation programs and environmental costs (\$1.3 million) - *Engineering and Maritime*
- Lower Airport Rescue and Fire Fighting (\$1.2 million) - *Aviation*
- Lower security costs (\$0.8 million) - *Aviation, Maritime and CRE*

**Supplies** - \$6.4 million

Worse than budget by \$2.2 million or -50.9% - *Aviation and Engineering*

**General and Administrative** - \$15.2 million

Better than budget by \$5.6 million or 26.8%

- Lower pollution remediation (\$1.8 million) - *Non-departmental*
- Lower legal contingency (\$1.7 million) - *Non-departmental*
- Lower cooperative marketing expenses (\$0.7 million) - *Aviation*
- Lower exhibits & displays, special events, dues & registrations (net \$0.3 million) - *Various*
- Lower insurance and insurance claims (\$0.6 million) - *Finance*
- Lower travel (net \$0.3 million) - *Various*
- Lower Port-use Water & Sewer (\$0.1 million) - *Non-departmental*
- Higher miscellaneous income (\$0.1 million) - *Audit*

**Utilities Cost of Sales** - \$6.6 million

Better than budget by \$1.5 million or 19.0%

- Lower wholesale electricity rates in maritime (\$1.0 million), shore power (\$0.4 million), and North Airport (\$0.1 million)

**Departmental Credits** - (\$5.1) million

- Worse than budget by \$4.0 million or -44.0% due to less direct labor charged to capital projects from maritime design, airport facilities maintenance, cranes, airport construction, and environmental.

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\* Excludes depreciation & amortization

General Notes:

- "Revenue divisions" are collectively Aviation, Maritime, Commercial Real Estate (CRE)
- Where applicable, primary source of variance by division is noted after each item.

**FY 2018-19 CAPITAL IMPROVEMENT PLAN (CIP)  
SUMMARY FOR THE QUARTER ENDING 6/30/19**

(\$ Thousands)

Total Planned Budget = \$128.7

Actual Capital Expenditures in Comparison to Planned Budget = 27.9%

27% of Expenditures funded with Grants, PFCs, and CFCs

**EXPENDITURE SUMMARY**

<b>Divisions</b>	<b>Expenditures 7/1/18 - 6/30/19</b>	<b>Total Approved Budget</b>	<b>Remaining Approved Budget</b>	<b>Remaining Pipeline Budget</b>	<b>FY 18-19 CIP</b>	<b>5 Year CIP<sup>1</sup></b>
	[A]	[B]	[B-A]	[C]	[B +C]	
Aviation	22,095	37,955	15,860	50,820	88,775	361,061
Maritime	12,269	19,594	7,324	15,237	34,831	128,713
CRE	1,207	2,690	1,483	1,725	4,415	7,299
Support	392	668	276	-	668	1,868
<b>Total</b>	<b>35,963</b>	<b>60,906</b>	<b>24,944</b>	<b>67,782</b>	<b>128,688</b>	<b>498,941</b>

**FUNDING SUMMARY**

<b>Funding Source</b>	<b>Funding Sources 7/1/18 - 6/30/19</b>	<b>FY 18-19 Total Approved Budget</b>	<b>5 Year CIP<sup>1</sup></b>
Aviation Grants <sup>2</sup>	6,363	11,806	104,079
Maritime Grants/Other <sup>2</sup>	142	238	2,940
PFC Pay-Go <sup>3</sup>	3,040	4,359	66,082
Debt Proceeds (PFC)	-	-	-
CFCs <sup>4</sup>	274	10	4,410
Cash	26,145	44,494	321,430
<b>Total</b>	<b>35,963</b>	<b>60,906</b>	<b>498,941</b>

<sup>1</sup> 5-Year CIP includes FY 2018-19 through FY 2022-23.

<sup>2</sup> Includes grant eligible costs for which reimbursement by the granting agencies is pending. Reimbursement timing lags vary by grant.

<sup>3</sup> Includes PFC eligible costs for which reimbursement is lagging.

<sup>4</sup> The negative variance with budget is due to timing but the projects are within Board approved budget.

# FY 2018 - 2019 CAPITAL IMPROVEMENT PLAN SUMMARY

**DRAFT**

## Expenditure By Division and Projects

For the Quarter Ending 6/30/19

(\$ Thousands)

<u>DIVISIONS</u>	Expenditures 7/1/18-6/30/19	FY18-19 Total Approved	FY18-19 Remaining Approved	FY18-19 Remaining Pipeline	FY18-19 CIP <sup>1</sup>	5YR CIP
<b>AVIATION</b>						
Perimeter Dike Improvements <sup>2</sup>	909	-	(909)	15,445	15,445	52,395
Airfield						
Taxiway and Runway Improvements	2,145	4,630	2,485	939	5,569	70,406
Other Projects	1,658	5,592	3,934	535	6,127	53,507
Subtotal Airfield	3,803	10,222	6,419	1,474	11,696	123,913
Terminal						
Terminal 2 Projects	7,792	9,370	1,578	4,080	13,450	43,710
Terminal 1 Projects	1,162	2,980	1,818	9,750	12,730	36,610
Terminal 1 GSE Electrification	1,061	1,469	408	-	1,469	1,469
Other Projects <sup>2</sup>	2,362	1,870	(492)	3,630	5,500	12,000
Subtotal Terminal	12,376	15,689	3,313	17,460	33,149	93,789
Leased Area <sup>2</sup>	135	10	(125)	-	10	17,650
Ground Access and Parking						
Airport Drive	463	877	414	-	877	5,300
Other Projects	1,419	1,569	150	800	2,369	8,739
Subtotal Ground Access & Parking	1,882	2,446	564	800	3,246	14,039
Security	873	1,458	585	8,417	9,875	17,105
Utilities	1,353	3,383	2,030	6,546	9,929	31,629
Facilities Maintenance	2	290	288	668	957	3,675
Other	763	4,458	3,695	11	4,468	6,866
<b>TOTAL AVIATION</b>	<b>22,095</b>	<b>37,955</b>	<b>15,860</b>	<b>50,820</b>	<b>88,775</b>	<b>361,061</b>

<sup>1</sup> Includes FY 2020 Capital Budget - Initial and FY 2020 Pipeline Projects.

<sup>2</sup> The negative variance is due to timing of the delivery but the project is within the approved budget.

# FY 2018 - 2019 CAPITAL IMPROVEMENT PLAN SUMMARY

**DRAFT**

## Expenditure By Division and Projects

For the Quarter Ending 6/30/19

(\$ Thousands)

<u>DIVISIONS</u>	Expenditures 7/1/18-6/30/19	FY18-19 Total Approved	FY18-19 Remaining Approved	FY18-19 Remaining Pipeline	FY18-19 CIP <sup>1</sup>	5YR CIP
<b>MARITIME</b>						
Marine Terminals	1,361	2,524	1,163	-	2,524	18,074
Cranes	3,730	4,100	370	500	4,600	16,700
Security	197	330	133	870	1,200	3,300
Seaport Logistics Complex	579	1,333	754	10,467	11,800	20,300
Dredging	18	-	(18)	1,000	1,000	2,000
Utilities	461	1,050	589	1,500	2,550	28,950
Roadway	353	1,310	957	900	2,210	19,240
Other Projects	5,572	8,947	3,375	-	8,947	20,149
<b>TOTAL MARITIME</b>	<b>12,269</b>	<b>19,594</b>	<b>7,324</b>	<b>15,237</b>	<b>34,831</b>	<b>128,713</b>
<b>COMMERCIAL REAL ESTATE</b>						
Jack London Square	342	666	324	1,725	2,391	3,030
Embarcadero Cove	865	1,558	693	-	1,558	1,558
Business Park	-	141	141	-	141	618
Other	-	325	325	-	325	2,093
<b>TOTAL COMMERCIAL REAL ESTATE</b>	<b>1,207</b>	<b>2,690</b>	<b>1,483</b>	<b>1,725</b>	<b>4,415</b>	<b>7,299</b>
<b>SUPPORT</b>						
Equipment and Systems	392	668	276	-	668	1,868
<b>TOTAL SUPPORT</b>	<b>392</b>	<b>668</b>	<b>276</b>	<b>-</b>	<b>668</b>	<b>1,868</b>
<b>TOTAL</b>	<b>35,963</b>	<b>60,906</b>	<b>24,944</b>	<b>67,782</b>	<b>128,688</b>	<b>498,941</b>

<sup>1</sup> Includes FY 2020 Capital Budget - Initial and FY 2020 Pipeline Projects.