



PORT OF OAKLAND

Nine Months Ending
March 31, 2019
Financial Highlights
Unaudited Results

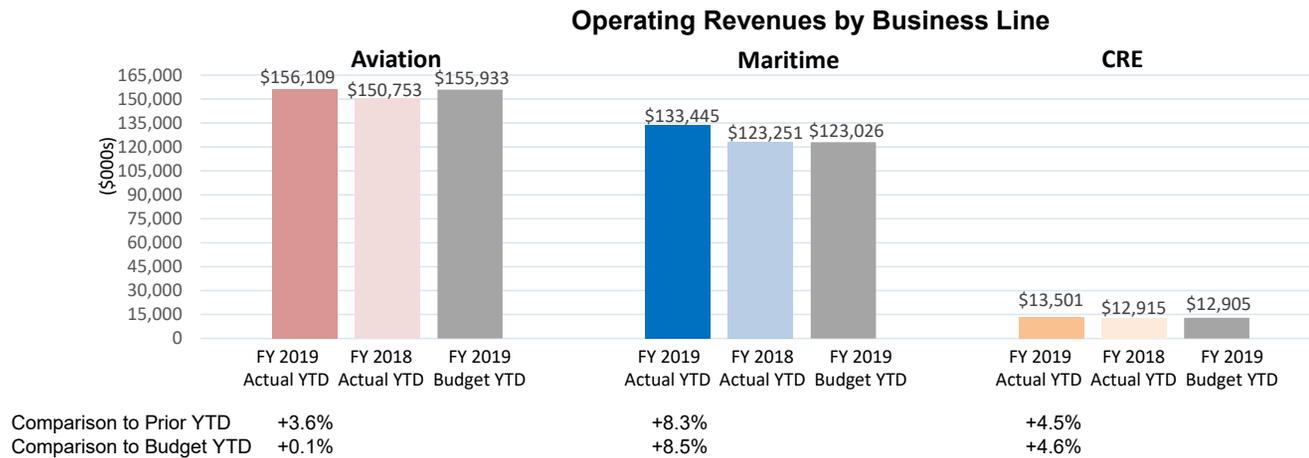
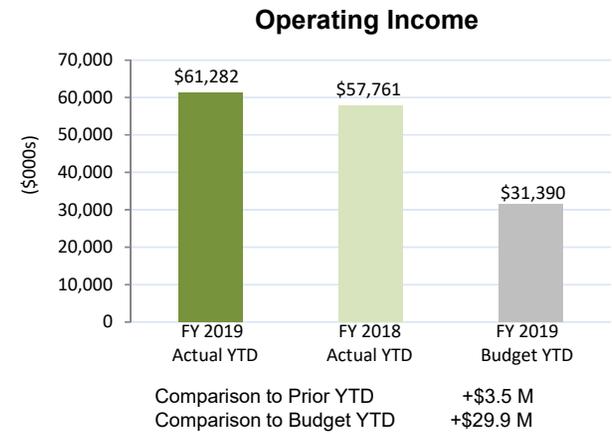
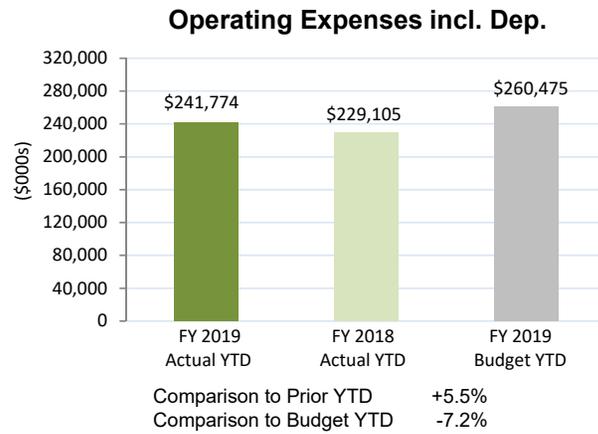
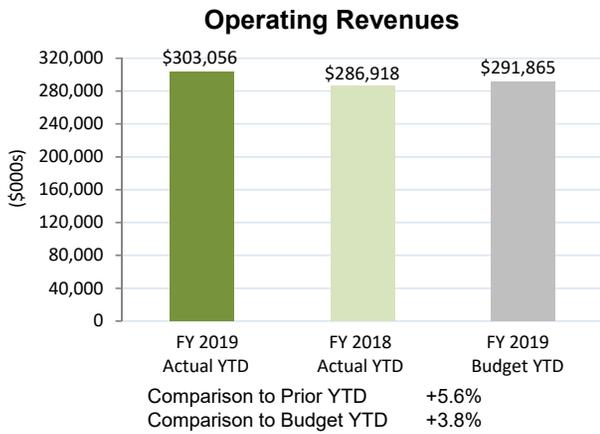
Board of Port Commissioners Meeting
May 23, 2019

Unaudited, Preliminary Numbers – Subject to Change

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 final 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.

Unaudited, Preliminary Numbers – Subject to Change

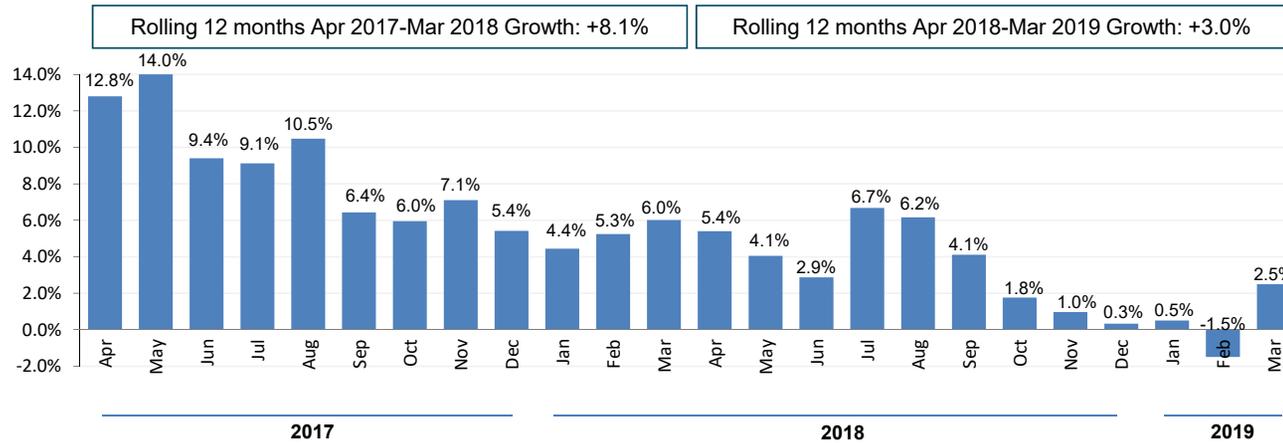
For the first 9 months of FY 2019, Port-wide financial performance has exceeded last year's performance and this year's budget/expectations.



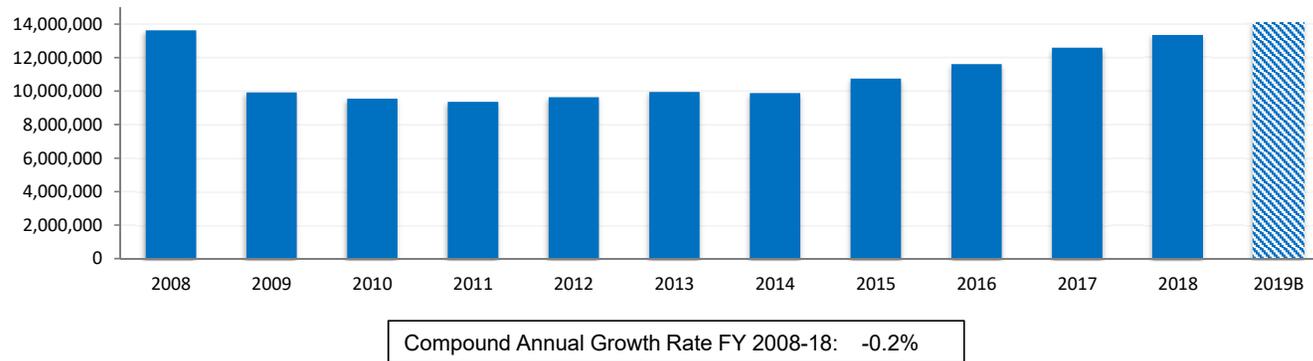
Unaudited, Preliminary Numbers – Subject to Change

For the first 9 months of FY 2019, passenger growth was 2.6%, which is lagging the budget / expectations.

OAK Monthly Passengers - YoY Growth



Passenger Activity



Unaudited, Preliminary Numbers – Subject to Change

Aviation Revenues (\$000s)

Aviation Revenue Breakdown	Unaudited 9 Months Ended Mar 2019 \$	Comparison to 9 Months Ended Mar 2019 Budget Better / (Worse)		Comparison to 9 Months Ended Mar 2018 Actual Better / (Worse)	
		\$	%	\$	%
Passenger Airline Revenue					
Terminal Rental ⁽¹⁾	\$44,596	\$685	1.6%	\$3,285	8.0%
Landing Fees (excl. Cargo Airlines)	17,528	(1,729)	(9.0)	(1,006)	(5.4)
Total Airline Revenues	62,125	(1,044)	(1.7)	2,279	3.8
Parking	25,888	(937)	(3.5)	(346)	(1.3)
Lease Rentals	22,952	(1,119)	(4.6)	196	0.9
Landing Fees - Cargo Airline & GA	10,150	1,096	12.1	1,350	15.3
Rental Car	9,142	142	1.6	241	2.7
Concessions	7,648	227	3.1	(133)	(1.7)
Ground Access	6,915	787	12.9	1,553	29.0
Other ⁽²⁾	6,227	773	14.2	232	3.9
Utility Sales	3,188	599	23.1	(96)	(2.9)
Aviation Fueling	1,874	(350)	(15.7)	81	4.5
Total Operating Revenues	\$156,109	\$176	0.1%	\$5,356	3.6%

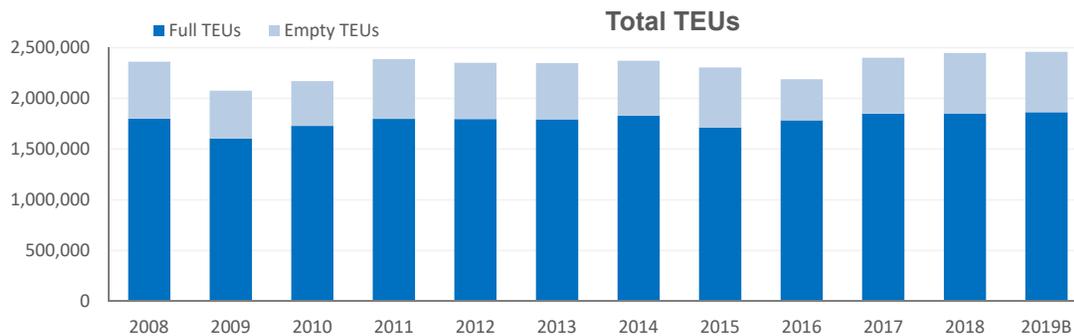
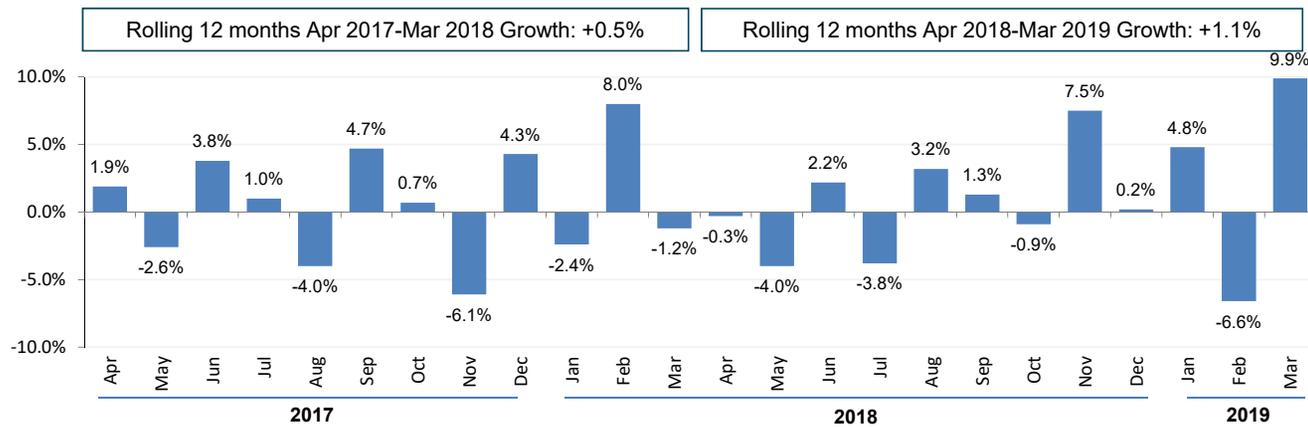
(1) Includes passenger airline rentals only. Non-airline terminal rental revenues are classified under "Other".

(2) Includes non-airline terminal revenues, miscellaneous revenues, and other field revenue, offset by bad debt.

Unaudited, Preliminary Numbers – Subject to Change

For the first 9 months of FY 2019, full TEU growth was 1.7%, which is consistent with the budget / expectations.

Monthly Full TEUs - YoY Change



Compound Annual Growth Rate FY 2008-18:	Full TEUs	Total TEUs
	0.3%	0.4%

	FY 2019 YTD
Full Exports	(3.4%)
Full Imports	6.9%
Full TEUs	1.7%
Empty TEUs	22.6%
Total TEUs	6.7%

Unaudited, Preliminary Numbers – Subject to Change

Maritime Revenues (\$000s)

Maritime Revenue Breakdown	Unaudited 9 Months Ended Mar 2019 \$	Comparison to 9 Months Ended Mar 2019 Budget Better / (Worse)		Comparison to 9 Months Ended Mar 2018 Actual Better / (Worse)	
		\$	%	\$	%
Marine Terminal Revenue					
Minimum Annual Guarantee (MAG)	\$67,817	\$139	0.2%	\$8,304	14.0%
Revenues in excess of MAG	26,437	3,528	15.4	(1,546)	(5.5)
Miscellaneous Terminal Rentals ⁽¹⁾	879	(91)	(9.4)	669	317.8
Total Terminal Revenues	95,133	3,576	3.9	7,426	8.5
Other Revenue ⁽²⁾	18,376	3,535	23.8	(1,195)	(6.1)
Utility Sales	10,965	1,569	16.7	2,826	34.7
Parking/Container Depot Rent	5,824	617	11.8	297	5.4
Rail Terminal Rent	3,146	1,122	55.4	842	36.5
Total Operating Revenues	133,445	10,419	8.5%	10,196	8.3%

(1) Includes crane raising surcharge, bunkering fuel and water lease.

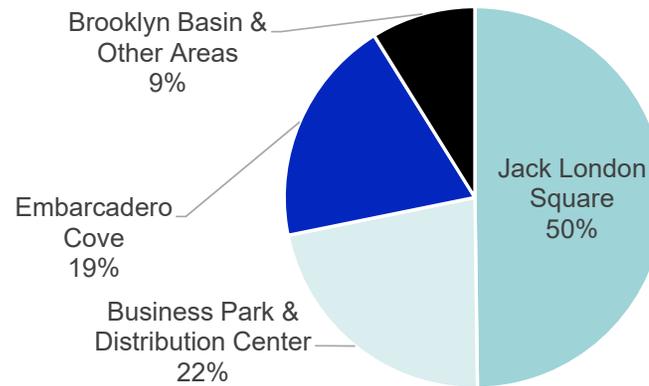
(2) Includes month-to-month space assignment agreements and lease agreements over one year

Unaudited, Preliminary Numbers – Subject to Change

CRE Revenues (\$000s)

CRE Revenue Breakdown	Unaudited 9 Months Ended Mar 2019 \$	Comparison to 9 Months Ended Mar 2019 Budget Better / (Worse)		Comparison to 9 Months Ended Mar 2018 Actual Better / (Worse)	
		\$	%	\$	%
Space Rental	\$10,784	\$489	7.8%	\$447	4.3%
Parking	2,099	166	6.8	157	8.1
Miscellaneous Revenue	542	(59)	(2.0)	(17)	(3.0)
Utilities	76	(0)	(0.3)	0	0.0
Total Operating Revenues	\$13,501	\$596	4.6%	\$587	4.5%

Revenue By Area



Unaudited, Preliminary Numbers – Subject to Change

Operating Expenses (\$000s)

	Unaudited 9 Months Ended Mar 2019 \$	Comparison to 9 Months Ended Mar 2019 Budget Better / (Worse)		Comparison to 9 Months Ended Mar 2018 Actual Better / (Worse)	
		\$	%	\$	%
Personnel Costs	\$85,500	\$2,595	2.9%	(4,380)	(5.4%)
Contractual Services	54,426	13,469	19.8	(2,066)	(3.9)
General & Administrative	10,234	4,108	28.6	(397)	(4.0)
Supplies	4,370	(1,172)	(36.7)	(894)	(25.7)
Utility Cost of Sales	5,268	769	12.7	(334)	(6.8)
Departmental Credits	(4,023)	(2,762)	(40.7)	(1,659)	(29.2)
Operating Expenses excl. Dep.	\$155,774	\$17,006	9.8	(\$9,731)	(6.7)
Depreciation	86,000	1,695	1.9	(2,886)	(3.5)
Total Operating Expenses	\$241,774	\$18,701	7.2%	(\$12,617)	(5.5%)

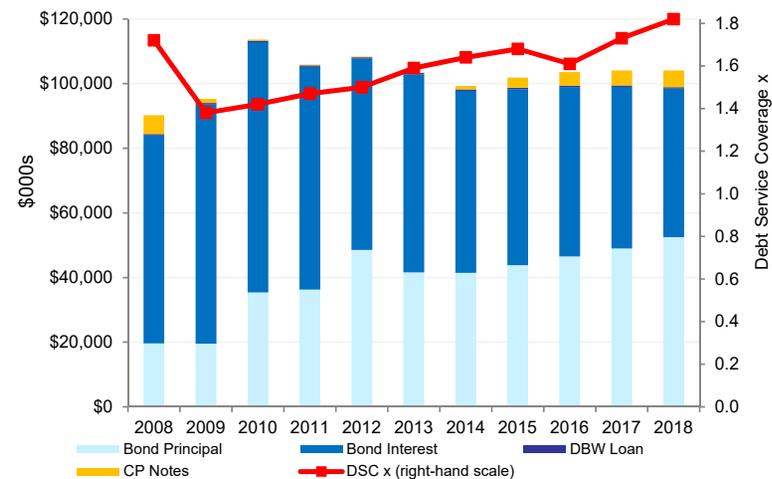
The Port’s debt service payments are budgeted to total \$112.8 million in FY 2019.

(\$000s)

Type of Debt	FY 2019 Debt Service	Outstanding Debt as of 3/31/19 ⁽¹⁾
Bonds	\$92,731	\$855,355
Department of Boating & Waterways Loan	458	3,902
Commercial Paper Notes	19,608	98,075
Total	\$112,797	\$957,332

(1) Outstanding bonds are scheduled to be fully repaid in FY 2033. Includes \$645 thousand defeasance of Series 2012 P Bonds on 9/5/18.

Debt Service and Debt Service Coverage



- **Debt Service Coverage (DSC)** measures the Port’s ability to meet day-to-day operating costs and debt service payments and resiliency to weather downturns in the economy and Port businesses. DSC is net revenues divided by debt service (excluding repayments of outstanding CP Notes). Net revenues is operating revenues less operating expenses (excluding depreciation).

Unaudited, Preliminary Numbers – Subject to Change

General Fund and Restricted Cash Balance (\$000s)

General Fund	Unaudited Mar 2019	Unaudited Mar 2018	Unaudited June 2018
Debt Service Fund	53,533	52,842	41,250
Other	315,730	248,268	254,452
Total	\$369,264	\$301,110	\$284,917

Restricted	Unaudited Mar 2019	Unaudited Mar 2018	Unaudited June 2018
Board Reserves	74,402	72,456	72,456
Passenger Facility Charges	10,965	6,493	13
Customer Facility Charges	3,505	4,853	5,142
Contractor Retention in Escrow	645	4,021	2,376
Trustee Held Bond Reserves	58,649	58,700	58,545
Total	\$148,166	\$146,523	\$138,531

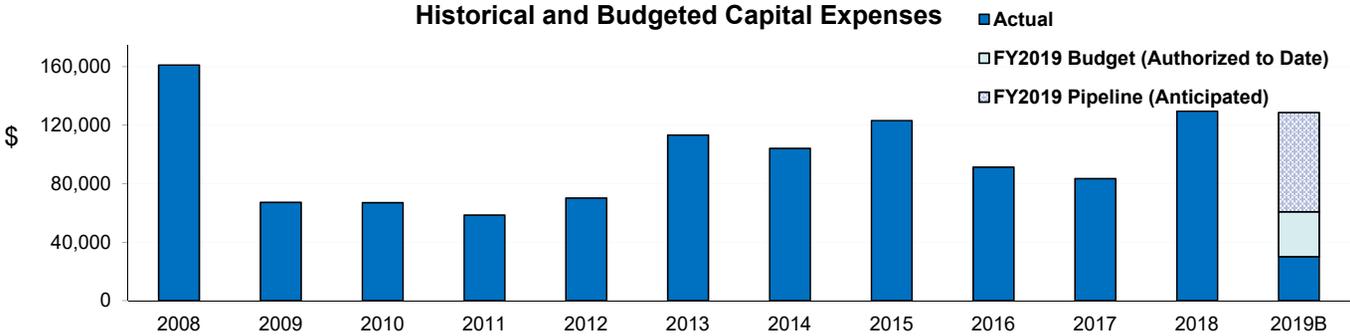
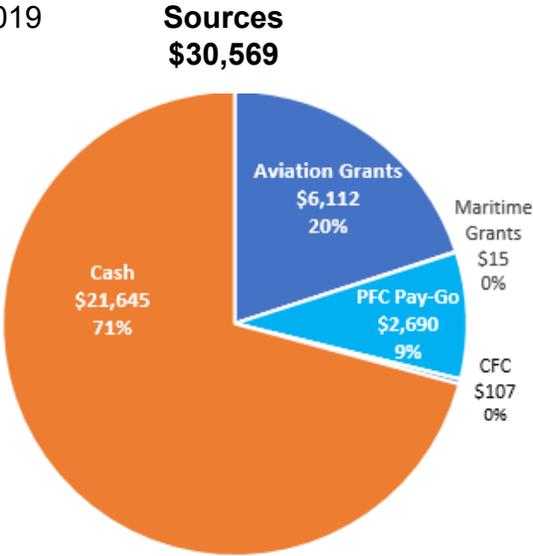
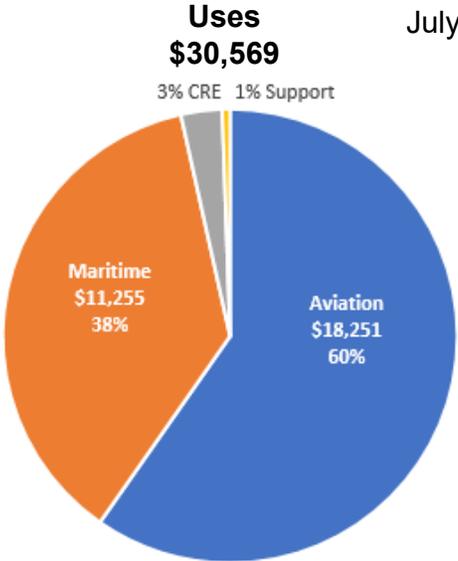
Note: Totals may not add due to rounding.

Unaudited, Preliminary Numbers – Subject to Change

Capital Expenses

(\$000s)

July 1, 2018 – March 31, 2019



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PORT OF OAKLAND

Unaudited
Financial Results

March 31, 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
MARCH 31, 2019, 2018 AND JUNE 30, 2018**

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	Unaudited 03/31/19	Audited 06/30/18	Unaudited 03/31/18
Unrestricted Cash:			
Board Reserves	\$ 74,402,003	\$ 72,455,762	\$ 72,455,762
General Fund:			
Debt Service Fund	53,533,246	41,249,944	52,842,483
Other	315,730,369	254,451,630	248,267,976
Sub-total	369,263,616	295,701,574	301,110,459
Sub-total	443,665,619	368,157,336	373,566,221
Restricted Cash & Investments:			
Bond Reserves/Trustee Deposits (a)	58,649,535	58,544,548	58,700,192
Passenger Facility Charges	10,964,799	12,608	6,493,173
Customer Facility Charges	3,504,982	5,141,837	4,853,074
Other (b)	644,503	2,375,879	4,020,952
Sub-total	73,763,819	66,074,872	74,067,391
TOTAL	\$ 517,429,438	\$ 434,232,208	\$ 447,633,612

(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
MARCH 31, 2019, 2018 AND JUNE 30, 2018**

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	<u>Unaudited 03/31/19</u>	<u>Audited 06/30/18</u>	<u>Unaudited 03/31/18</u>
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents			
Designated	\$ 74,402,003	\$ 72,455,762	\$ 72,455,762
Undesignated	369,263,616	295,701,574	301,110,459
Accounts receivable (less allowance) (03/19 \$540,000; 06/18 \$540,000; 03/18 \$505,018)	25,833,698	47,501,050	35,250,571
Restricted deposits with fiscal agent for current debt service	19,387	26,789	8,108
Accrued interest receivable	330,376	330,376	-
Prepaid expenses and other assets	5,651,901	3,663,299	5,192,278
Total current assets	<u>475,500,981</u>	<u>419,678,851</u>	<u>414,017,178</u>
RESTRICTED CASH AND INVESTMENTS:			
Bond funds and other	59,274,650	60,893,638	62,713,036
Passenger facility charges	10,964,799	12,608	6,493,173
Customer facility charges	3,504,982	5,141,837	4,853,074
Total restricted cash and investments	<u>73,744,432</u>	<u>66,048,083</u>	<u>74,059,283</u>
PROPERTY, PLANT AND EQUIPMENT:			
Land improvements	542,483	542,483	542,483
Buildings and improvements	988,023,781	986,180,713	966,253,507
Container cranes	159,197,264	155,697,264	148,697,264
Systems and structures	2,137,968,474	2,116,925,742	2,131,952,033
Intangibles - depreciable	13,843,567	13,843,567	13,843,567
Other equipment	107,903,773	103,536,713	99,313,830
	<u>3,407,479,342</u>	<u>3,376,726,482</u>	<u>3,360,602,684</u>
Less accumulated depreciation	<u>(1,887,491,716)</u>	<u>(1,802,842,709)</u>	<u>(1,774,565,229)</u>
	1,519,987,626	1,573,883,773	1,586,037,455
Land	523,400,030	523,382,116	523,382,116
Intangibles - nondepreciable	25,852,647	25,852,647	25,852,647
Construction in progress	37,216,120	41,451,199	50,880,760
Total property, plant and equipment	<u>2,106,456,423</u>	<u>2,164,569,735</u>	<u>2,186,152,979</u>
OTHER ASSETS	29,859,735	30,296,796	31,071,387
DEFERRED OUTFLOWS - PENSION CONTRIBUTIONS	63,384,404	63,384,404	56,311,079
TOTAL ASSETS	<u>\$ 2,748,945,974</u>	<u>\$ 2,743,977,869</u>	<u>\$ 2,761,611,905</u>
LIABILITIES AND NET POSITION			
CURRENT LIABILITIES:			
Accounts payable and accrued expenses	\$ 38,257,095	\$ 54,190,092	\$ 54,568,540
Liability to City of Oakland	8,904,362	8,674,684	10,711,312
Unearned income-current portion	6,774,771	8,085,774	8,764,932
Payable from restricted assets:			
Accrued interest payable	18,036,650	7,568,413	18,539,381
Current maturities of long-term debt	53,344,450	59,136,625	15,666,479
Retentions on construction contracts	2,291,224	4,434,732	6,020,992
Total current liabilities	<u>127,608,552</u>	<u>142,090,320</u>	<u>114,271,636</u>
LONG-TERM LIABILITIES:			
Long-term debt	948,669,879	993,223,189	1,052,092,185
Unearned income	26,267,789	26,117,789	27,491,068
Environmental liabilities and other	49,915,761	50,884,464	54,139,382
Net pension liabilities	330,201,495	326,618,147	204,078,476
Deferred inflows - Non-pension contributions	4,057,068	4,057,068	20,809,319
Total long-term liabilities	<u>1,359,111,993</u>	<u>1,400,900,657</u>	<u>1,358,610,429</u>
NET POSITION:			
Reserved retained earnings:			
Grants from government agencies	440,569,724	434,216,028	447,070,980
Passenger facility charges	302,919,474	285,279,569	295,114,792
Customer facility charges	21,510,639	17,437,773	21,042,560
Port equity:			
City of Oakland	(58,477,544)	(58,477,544)	(58,477,544)
Appraisal surplus	3,004,335	3,004,335	3,004,335
Land conveyed to Port	24,746,000	24,746,000	24,746,000
Retained earnings	527,952,801	494,780,731	556,228,717
Total net position	<u>1,262,225,430</u>	<u>1,200,986,892</u>	<u>1,288,729,840</u>
TOTAL LIABILITIES AND NET POSITION	<u>\$ 2,748,945,974</u>	<u>\$ 2,743,977,869</u>	<u>\$ 2,761,611,905</u>

**PORT OF OAKLAND
ACTUAL VS. BUDGET REVENUE AND EXPENSES
NINE MONTHS ENDED MARCH 31, 2019**

**UNAUDITED
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Division	Actual 03/31/19	Budget 03/31/19	\$ Variance	% Variance	Actual 03/31/18
Operating Revenues					
Aviation	\$ 156,109,271	\$ 155,933,302	\$ 175,969	0.1%	\$ 150,752,927
Maritime	133,445,010	123,026,417	10,418,593	8.5%	123,250,565
CRE	13,501,451	12,905,286	596,165	4.6%	12,914,554
Total Operating Revenue	303,055,732	291,865,005	11,190,727	3.8%	286,918,045
Operating Expenses					
Aviation	(73,756,536)	(80,926,857)	7,170,322	8.9%	(69,716,030)
Maritime	(8,035,772)	(9,279,106)	1,243,334	13.4%	(7,152,725)
CRE	(5,087,088)	(5,041,322)	(45,766)	-0.9%	(4,655,595)
Engineering & Environmental	(25,070,255)	(30,211,622)	5,141,367	17.0%	(23,386,755)
Utilities Cost of Sales	(5,267,503)	(6,036,895)	769,392	12.7%	(4,933,943)
Executive	(4,007,074)	(4,578,909)	571,835	12.5%	(3,418,110)
Board of Port Commissioners	(313,305)	(395,972)	82,667	20.9%	(285,413)
Audit Services	(888,439)	(1,091,172)	202,733	18.6%	(851,234)
Port Attorney	(3,543,373)	(3,889,386)	346,013	8.9%	(3,035,338)
Finance & Administration	(13,936,218)	(15,710,289)	1,774,071	11.3%	(14,244,858)
Non-Departmental Expenses	(19,774,060)	(22,232,729)	2,458,669	11.1%	(19,675,708)
Absorption of Labor and Overhead to Capital Assets	3,905,402	6,613,812	(2,708,410)	-41.0%	5,312,044
Depreciation & Amortization	(85,999,502)	(87,694,622)	1,695,120	1.9%	(83,113,440)
Total Operating Expenses	(241,773,723)	(260,475,069)	18,701,346	7.2%	(229,157,105)
Operating Income (A)	61,282,009	31,389,936	29,892,073	95.2%	57,760,940
Non-Operating Items					
Interest Income	7,342,096	3,396,697	3,945,399	116.2%	2,693,153
Interest Expense	(27,801,648)	(28,020,268)	218,620	0.8%	(30,425,614)
Passenger Facility Charges (PFCs)	17,639,905	20,187,031	(2,547,126)	-12.6%	18,894,575
Customer Facility Charges (CFCs)	4,072,866	4,118,796	(45,930)	-1.1%	4,039,118
Abandoned/Demolished Capital Assets	-	(390,000)	390,000	100.0%	-
Other Income (Expenses)	(3,542,173)	(3,392,521)	(149,652)	-4.4%	(1,901,721)
CFC Reimbursements Expense	(4,108,213)	(3,642,750)	(465,463)	-12.8%	(3,693,801)
Grant Reimbursable Costs	-	(56,000)	56,000	100.0%	-
(B)	(6,397,167)	(7,799,015)	1,401,849	18.0%	(10,394,290)
Change in Net Position before Capital Contributions (A+B)	54,884,842	23,590,920	31,293,922		47,366,650
Capital Contributions					
Grants from Government Agencies	6,353,696	9,034,600	(2,680,904)	-29.7%	39,627,299
(C)	6,353,696	9,034,600	(2,680,904)	-29.7%	39,627,299
CHANGE IN NET POSITION (A+B+C)	\$ 61,238,538	\$ 32,625,520	\$ 28,613,017	87.7%	\$ 86,993,949

PORT OF OAKLAND
Actual vs. Budget Expenses by Category
Nine Months Ended March 31, 2019

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	<u>Actual</u> <u>03/31/19</u>	<u>Budget</u> <u>03/31/19</u>	<u>\$</u> <u>Variance</u>	<u>%</u> <u>Variance</u>
<u>Operating Expenses</u>				
Personnel Services	\$ (85,499,832)	\$ (88,094,413)	\$ 2,594,581	2.9%
Contractual Services	(54,426,079)	(67,894,629)	13,468,550	19.8%
Supplies	(4,369,805)	(3,197,383)	(1,172,422)	-36.7%
General and Administrative	(10,233,565)	(14,342,047)	4,108,482	28.6%
Utilities Cost of Sales	(5,267,503)	(6,036,895)	769,392	12.7%
Departmental Credits	4,022,563	6,784,921	(2,762,358)	-40.7%
Subtotal	<u>(155,774,221)</u>	<u>(172,780,447)</u>	<u>17,006,226</u>	<u>9.8%</u>
Depreciation & Amortization	(85,999,502)	(87,694,622)	1,695,120	1.9%
Total Operating Expenses	\$ (241,773,723)	\$ (260,475,069)	\$ 18,701,346	7.2%

Port of Oakland
Actual vs. Budget Aviation Revenue
For the Nine Months Ended March 31, 2019

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	ACTUAL 03/31/19	BUDGET 03/31/19	\$ VARIANCE	% VARIANCE
TERMINAL RENT	\$ 35,668,922	\$ 35,400,737	\$ 268,185	0.8%
TERMINAL CONCESSIONS	7,648,365	7,420,979	227,386	3.1%
OTHER TERMINAL REVENUE (a)	11,792,609	11,343,087	449,522	4.0%
TERMINAL RENTALS & CONCESSIONS	55,109,896	54,164,803	945,093	1.7%
PARKING	25,888,017	26,824,823	(936,806)	-3.5%
GROUND ACCESS	6,914,663	6,127,271	787,392	12.9%
RENTAL CAR REVENUE	9,141,769	9,000,000	141,769	1.6%
PARKING, RAC AND GROUND ACCESS	41,944,448	41,952,094	(7,646)	0.0%
OTHER AIRPORT RENTALS (b)	22,951,987	24,070,567	(1,118,580)	-4.6%
LANDING FEES	27,677,995	28,310,990	(632,995)	-2.2%
OTHER FIELD REVENUE (c)	3,067,852	2,528,311	539,541	21.3%
AVIATION FUELING	1,874,460	2,224,767	(350,307)	-15.7%
MISCELLANEOUS REVENUE (d)	294,336	92,770	201,566	217.3%
UTILITIES REVENUE	3,188,297	2,589,000	599,297	23.1%
TOTAL AVIATION OPERATING REVENUE	156,109,271	155,933,302	175,969	0.1%
BAD DEBT RESERVE	-	-	-	0.0%
TOTAL AVIATION REVENUE	\$ 156,109,271	\$ 155,933,302	\$ 175,969	0.1%

(Continued)

Port of Oakland
Actual vs. Budget Aviation Revenue
For the Nine Months Ended March 31, 2019

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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 Nine Months Ended March 31, 2019

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	ACTUAL 03/31/19	BUDGET 03/31/19	\$ VARIANCE	% VARIANCE
MARINE TERMINAL RENT	\$ 95,133,136	\$ 91,557,250	\$ 3,575,886	3.9%
RAIL TERMINAL RENT	3,151,276	2,024,764	1,126,512	55.6%
LEASE RENT (a) (d)	6,432,018	10,689,909	(4,257,891)	-39.8%
SPACE ASSIGNMENT RENT (b) (d)	11,938,751	4,150,669	7,788,082	187.6%
PARKING/CONTAINER DEPOT RENT (c)	5,824,418	5,207,609	616,809	11.8%
UTILITIES REVENUE	10,965,411	9,396,217	1,569,194	16.7%
TOTAL MARITIME OPERATING REVENUE	133,445,010	123,026,417	10,418,593	8.5%
BAD DEBT RESERVE	-	-	-	0.0%
TOTAL MARITIME REVENUE	<u>\$ 133,445,010</u>	<u>\$ 123,026,417</u>	<u>\$ 10,418,593</u>	8.5%

(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 Nine Months Ended March 31, 2019**

**UNAUDITED
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	ACTUAL 03/31/19	BUDGET 03/31/19	\$ VARIANCE	% VARIANCE
SPACE RENTAL				
Land	\$ 1,174,512	\$ 1,108,162	\$ 66,350	6.0%
Building with Land	459,864	459,866	(2)	0.0%
Warehouse Lease	1,361,539	1,361,257	282	0.0%
Hotel	2,883,697	2,743,088	140,609	5.1%
Restaurant	1,387,709	1,332,353	55,356	4.2%
Retail	1,705,178	1,608,814	96,364	6.0%
Office Lease	1,791,007	1,662,334	128,673	7.7%
Marinas Revenue	20,393	18,816	1,577	8.4%
Subtotal	10,783,899	10,294,691	489,208	4.8%
PARKING REVENUE				
Parking Revenue - Parking Lot Revenue	2,098,838	1,933,103	165,735	8.6%
Subtotal	2,098,838	1,933,103	165,735	8.6%
MISCELLANEOUS REVENUE				
Miscellaneous Revenue (a)	86,423	123,074	(36,651)	-29.8%
Billboard Advertising Revenue	455,999	477,918	(21,919)	-4.6%
Subtotal	542,422	600,992	(58,570)	-9.7%
UTILITIES REVENUE	76,292	76,500	(208)	-0.3%
TOTAL CRE OPERATING REVENUE	13,501,451	12,905,286	596,165	4.6%
BAD DEBT RESERVE	-	-	-	0.0%
TOTAL CRE REVENUE	\$ 13,501,451	\$ 12,905,286	\$ 596,165	4.6%

(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 Nine Months Ended March 31, 2019**

**UNAUDITED
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	Actual	Budget	Variance to Budget	Variance to Budget (%)	Prior Year Actual	Variance to Prior Year Actual	Variance to Prior Year Actual (%)
AVIATION ACTIVITY							
<i>Total Passengers</i>							
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							
May							
June							
Year to Date	10,052,611	10,460,430	(407,819)	-3.9%	9,797,335	255,276	2.6%
<i>Aircraft Landing Weights * (000 lbs)</i>							
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							
May							
June							
Year to Date	8,574,988	8,929,098	(354,110)	-4.0%	8,435,646	139,342	1.7%

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

**Port of Oakland
Activity Summary Report
For the Nine Months Ended March 31, 2019**

**UNAUDITED
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	Actual	Budget	Variance to Budget	Variance to Budget (%)	Prior Year Actual	Variance to Prior Year Actual	Variance to Prior Year Actual (%)
MARITIME ACTIVITY							
Loaded (Full) TEUs**							
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							
May							
June							
Year to Date	1,408,508	1,394,640	13,868	1.0%	1,385,237	23,270	1.7%
Vessel Calls							
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							
May							
June							
Year to Date	1,137	1,194	(57)	-4.8%	1,195	(58)	-4.9%

** Loaded TEUs does not include restows/shifts

Port of Oakland
Revenue Actual vs. Budget Variance
Nine Months Ended March 31, 2019

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OPERATING REVENUE

Port Operating Revenue = **\$303.1 million**
Variance to Budget (\$) = **\$11.2 million (better)**
Variance to Budget (%) = **3.8% (better)**

Aviation - \$156.1 million

Better than budget by \$0.2 million or 0.1%

- Higher general aviation landing fees (\$0.7 million)
- Higher TNC revenue (\$0.7 million)
- Higher electricity revenue at the airport (\$0.6 million)
- Higher in-flight catering and ground handling revenue (net \$0.5 million)
- Higher customs room use (\$0.4 million)
- Higher cargo carrier landing fees (\$0.4 million)
- Higher terminal rents (\$0.3 million)
- Higher concessions revenue primarily for restaurant/bar revenue reflecting the timing of the new food & beverage program and higher newsstands revenues (\$0.2 million)
- Higher car rental revenues (\$0.1 million)
- Higher delinquency charges (\$0.1 million)
- Lower passenger landing fees (-\$1.7 million)
- Lower hangar rent (-\$1.0 million)
- Lower parking revenues (-\$0.9 million)
- Lower fueling rent at OFFC (-\$0.3 million)

Maritime - \$133.4 million

Better than budget by \$10.4 million or 8.5%

- Higher than budgeted over MAG activity (net \$3.5 million)
- Higher combined space assignment and lease revenue (net \$3.5 million)
- Higher over MAG rail terminal rent (\$1.1 million)
- Higher electrical capacity charge (\$0.7 million)
- Higher parking/container depot rent (\$0.6 million)
- Higher shore power maintenance fees (\$0.5 million)
- Higher shore power and vessel commissioning revenue (net \$0.3 million)

Commercial Real Estate - \$13.5 million

Better than budget by \$0.6 million or 4.6%

- Higher parking revenue at JLS (\$166k)
- Higher hotel rent (\$141k)
- Higher office rent (\$129k)
- Higher retail rent (\$96k)
- Higher land rent (\$66k)
- Higher restaurant rent (\$55k)
- Lower miscellaneous revenue (-\$37k)
- Lower billboard revenue (-\$22k)

Port of Oakland
Expense Actual vs. Budget Variance
Nine Months Ended March 31, 2019

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EXPENSES by CATEGORY

Port Operating Expenses* = \$155.8 million
Variance to Budget (\$) = \$17.0 million (better)
Variance to Budget (%) = 9.8% (better)

Personnel Services - \$85.5 million

Better than budget by \$2.6 million or 2.9%

- 460 FTEs as of 3/31/19 vs. budgeted 507 FTEs (with vacancy factor of 25 FTEs)
- Open headcount savings (\$4.0 million) - *Various divisions*
- Lower retiree medical expense (\$0.4 million) - *Non-departmental*
- Lower medical premiums (\$0.3 million) - *Various divisions*
- Lower continuing education/training/seminar (\$0.2 million) - *Various divisions*
- Lower workers compensation accrual (\$0.1 million) - *Various divisions*
- Lower professional development (\$0.1 million) - *Various divisions*
- Higher overtime and temporary help (-\$1.9 million) - *Aviation, Engineering, Finance*
- Higher vacation/sick leave accrual (-\$0.6 million) - *Non-departmental*

Contractual Services - \$54.4 million

Better than budget by \$13.5 million or 19.8%

- Lower consulting, computer systems, and legal costs (\$5.2 million) - *Various divisions*
- Lower maintenance and repairs (net \$4.2 million) - *Engineering and Aviation*
- Lower parking and ground transportation (\$1.4 million) - *Aviation, Maritime, and CRE*
- Lower maintenance dredging (\$1.2 million) - *Engineering*
- Lower mitigation programs and environmental costs (\$0.7 million) - *Engineering and Maritime*
- Lower Airport Rescue Fire Fighting (ARFF) costs (\$0.5 million) - *Aviation*
- Lower security costs (\$0.3 million) - *Aviation*

Supplies - \$4.4 million

Worse than budget by \$1.2 million or -36.7% - *Aviation and Engineering*

General and Administrative - \$10.2 million

Better than budget by \$4.1 million or 28.6%

- Lower legal contingency (\$1.3 million) - *Non-departmental*
- Lower pollution remediation (\$1.0 million) - *Non-departmental*
- Lower special events, dues & registrations, and exhibits & displays (net \$0.9 million) - *Various*
- Lower cooperative marketing expenses (\$0.4 million) - *Aviation*
- Lower travel (\$0.2 million) - *Various*
- Lower insurance (\$0.2 million) - *Finance*
- Lower Port-use utilities (\$0.1 million) - *Non-departmental*

Utilities Cost of Sales - \$5.3 million

Better than budget by \$0.8 million or 12.7%

- Lower wholesale electricity rates in maritime (\$0.6 million) and shore power (\$0.2 million)

Departmental Credits - (\$4.0) million

- Worse than budget by \$2.8 million or -40.7% due to less direct labor charged to capital projects from maritime design, airport facilities maintenance, cranes, airport construction, and environmental.

* 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.
- In general, the Port's annual budget is seasonally adjusted. However, certain line items that cannot be seasonally adjusted with any level of predictability (e.g. legal contingency) and are simply allocated equally over 12 months.

**FY 2018-19 CAPITAL IMPROVEMENT PLAN (CIP)
SUMMARY FOR THE QUARTER ENDING 3/31/19**

(\$ Thousands)

Total Planned Budget = \$128.7

Actual Capital Expenditures in Comparison to Planned Budget = 23.8%

29% of Expenditures funded with Grants, PFCs, and CFCs

EXPENDITURE SUMMARY

Divisions	Expenditures 7/1/18 - 3/31/19	Total Approved Budget	Remaining Approved Budget	Remaining Pipeline Budget	FY 18-19 CIP	5 Year CIP¹
	[A]	[B]	[B-A]	[C]	[B +C]	
Aviation	18,251	37,873	19,622	50,903	88,775	361,061
Maritime	11,255	19,594	8,339	15,237	34,831	128,713
CRE	895	2,690	1,795	1,725	4,415	7,299
Support	169	668	499	-	668	1,868
Total	30,569	60,824	30,255	67,865	128,688	498,941

FUNDING SUMMARY

Funding Source	Funding Sources 7/1/18 - 3/31/19	FY 18-19 Total Approved Budget	5 Year CIP¹
Aviation Grants ²	6,112	11,806	104,079
Maritime Grants/Other ²	15	238	2,940
PFC Pay-Go ³	2,690	4,359	66,082
Debt Proceeds (PFC)	-	-	-
CFCs ⁴	107	10	4,410
Cash	21,645	44,412	321,430
Total	30,569	60,824	498,941

¹ 5-Year CIP includes FY 2018-19 through FY 2022-23.

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

³ Includes PFC eligible costs for which reimbursement is lagging.

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

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FY 2018 - 2019 CAPITAL IMPROVEMENT PLAN SUMMARY
Expenditure By Division and Projects
For the Quarter Ending 3/31/19
(\$ Thousands)

<u>DIVISIONS</u>	<u>Expenditures</u> <u>7/1/18-3/31/19</u>	<u>FY18-19</u> <u>Total</u> <u>Approved</u>	<u>FY18-19</u> <u>Remaining</u> <u>Approved</u>	<u>FY18-19</u> <u>Remaining</u> <u>Pipeline</u>	<u>FY18-19</u> <u>CIP¹</u>	<u>5YR CIP</u>
AVIATION						
Perimeter Dike Improvements	791	-	(791)	15,445	15,445	52,395
Airfield						
Taxiway and Runway Improvements	1,784	4,630	2,846	939	5,569	70,406
Other Projects	1,423	5,592	4,169	535	6,127	53,507
Subtotal Airfield	3,207	10,222	7,015	1,474	11,696	123,913
Terminal						
Terminal 2 Projects	6,626	9,370	2,744	4,080	13,450	43,710
Terminal 1 Projects	955	2,980	2,025	9,750	12,730	36,610
Terminal 1 GSE Electrification	948	1,469	521	-	1,469	1,469
Other Projects ²	2,051	1,870	(181)	3,630	5,500	12,000
Subtotal Terminal	10,581	15,689	5,108	17,460	33,149	93,789
Leased Area ²	107	10	(97)	-	10	17,650
Ground Access and Parking						
Airport Drive	111	877	766	-	877	5,300
Other Projects	1,245	1,569	324	800	2,369	8,739
Subtotal Ground Access & Parking	1,356	2,446	1,090	800	3,246	14,039
Security	806	1,458	652	8,417	9,875	17,105
Utilities	642	3,383	2,741	6,546	9,929	31,629
Facilities Maintenance	-	207	207	750	957	3,675
Other	762	4,458	3,695	11	4,468	6,866
TOTAL AVIATION	18,251	37,873	19,622	50,903	88,775	361,061

¹ Includes FY 2020 Capital Budget - Initial and FY 2020 Pipeline Projects.

² 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

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Expenditure By Division and Projects

For the Quarter Ending 3/31/19

(\$ Thousands)

<u>DIVISIONS</u>	Expenditures 7/1/18-3/31/19	FY18-19 Total Approved	FY18-19 Remaining Approved	FY18-19 Remaining Pipeline	FY18-19 CIP ¹	5YR CIP
MARITIME						
Marine Terminals	1,115	2,524	1,409	-	2,524	18,074
Cranes	3,727	4,100	373	500	4,600	16,700
Security	71	330	259	870	1,200	3,300
Seaport Logistics Complex	348	1,333	985	10,467	11,800	20,300
Dredging	18	-	(18)	1,000	1,000	2,000
Utilities	243	1,025	782	1,500	2,525	28,950
Roadway	707	1,310	603	900	2,210	19,240
Other Projects	5,026	8,972	3,945	-	8,972	20,149
TOTAL MARITIME	11,255	19,594	8,339	15,237	34,831	128,713
COMMERCIAL REAL ESTATE						
Jack London Square	87	666	579	1,725	2,391	3,030
Embarcadero Cove	808	1,558	750	-	1,558	1,558
Business Park	-	141	141	-	141	618
Other	-	325	325	-	325	2,093
TOTAL COMMERCIAL REAL ESTATE	895	2,690	1,795	1,725	4,415	7,299
SUPPORT						
Equipment and Systems	169	668	499	-	668	1,868
TOTAL SUPPORT	169	668	499	-	668	1,868
TOTAL	30,569	60,824	30,255	67,865	128,688	498,941

¹ Includes FY 2020 Capital Budget - Initial and FY 2020 Pipeline Projects.