



PORT OF OAKLAND

Eleven Months Ending
May 31, 2019
Financial Highlights
Unaudited Results

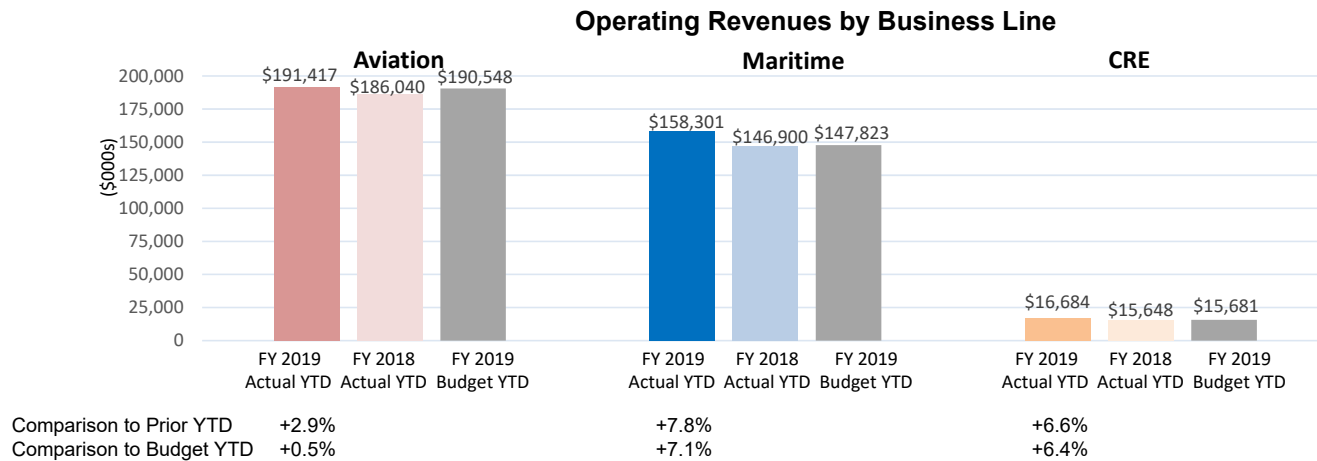
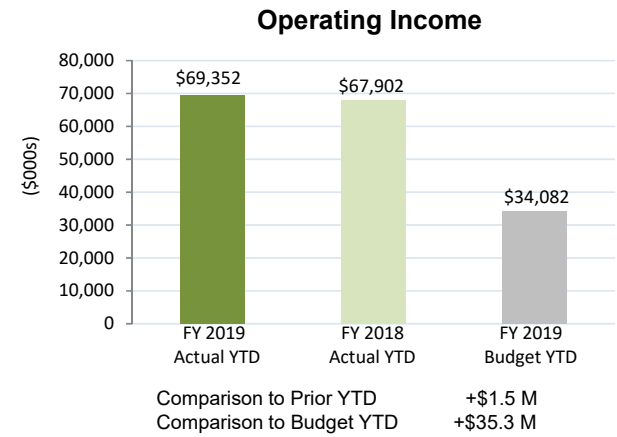
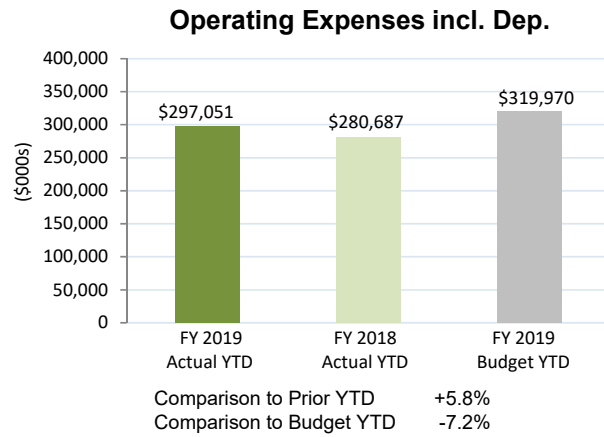
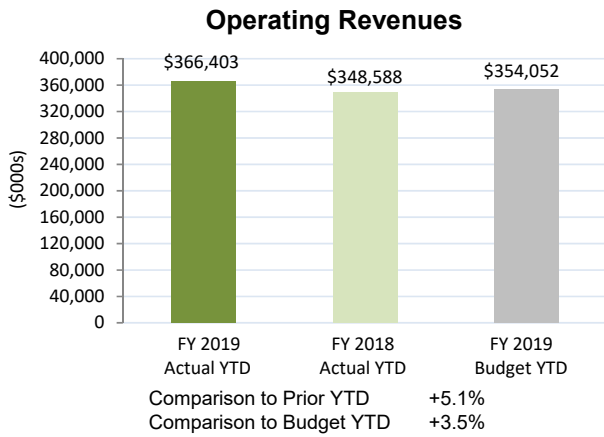
Board of Port Commissioners Meeting
July 25, 2019

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

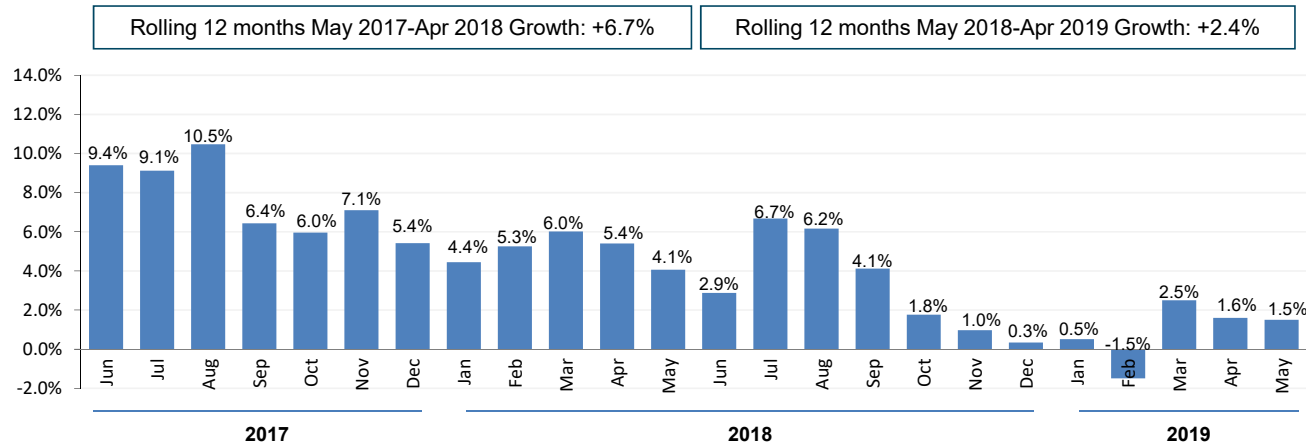
For the first 11 months of FY 2019, Port-wide financial performance has exceeded last year's performance and this year's budget/expectations.



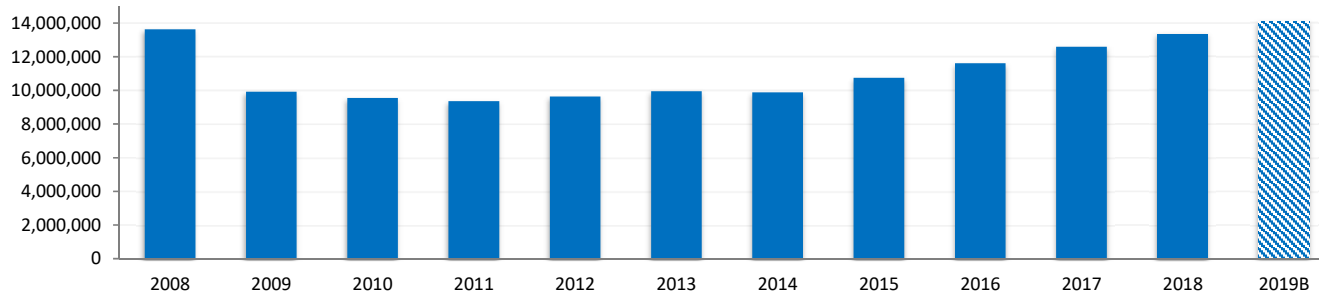
Unaudited, Preliminary Numbers – Subject to Change

For the first 11 months of FY 2019, passenger growth was 2.4%, which is lagging the budget / expectations.

OAK Monthly Passengers - YoY Growth



Passenger Activity

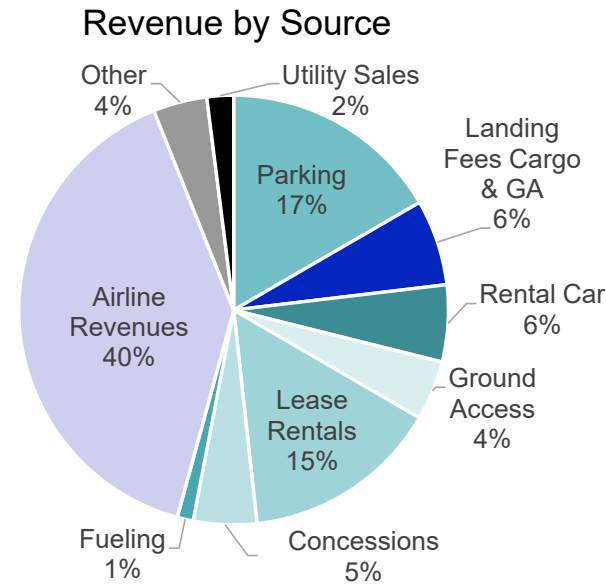


Compound Annual Growth Rate FY 2008-18: -0.2%

Unaudited, Preliminary Numbers – Subject to Change

Aviation Revenues (\$000s)

Aviation Revenue Breakdown	Unaudited 11 Months Ended May 2019 \$	Comparison to 11 Months Ended May 2019 Budget Better / (Worse)		Comparison to 11 Months Ended May 2018 Actual Better / (Worse)	
		\$	%	\$	%
Passenger Airline Revenue					
Terminal Rental ⁽¹⁾	\$54,591	\$903	1.7%	\$3,638	7.1%
Landing Fees (excl. Cargo Airlines)	21,420	(2,121)	(9.0)	(1,592)	(6.9)
Total Airline Revenues	76,011	(1,218)	(1.6)	2,046	2.8
Parking	31,870	(959)	(2.9)	(784)	(2.4)
Lease Rentals	28,489	(930)	(3.2)	660	2.4
Landing Fees - Cargo Airline & GA	12,357	1,423	13.0	1,661	15.5
Rental Car	11,063	63	0.6	169	1.5
Concessions	9,136	66	0.7	(356)	(3.7)
Ground Access	8,594	1,084	14.4	1,692	24.5
Other ⁽²⁾	7,752	1,080	16.2	311	4.2
Utility Sales	3,847	683	21.6	(119)	(3.0)
Aviation Fueling	2,297	(422)	(15.5)	97	4.4
Total Operating Revenues	\$191,417	\$869	0.5%	\$5,377	2.9%

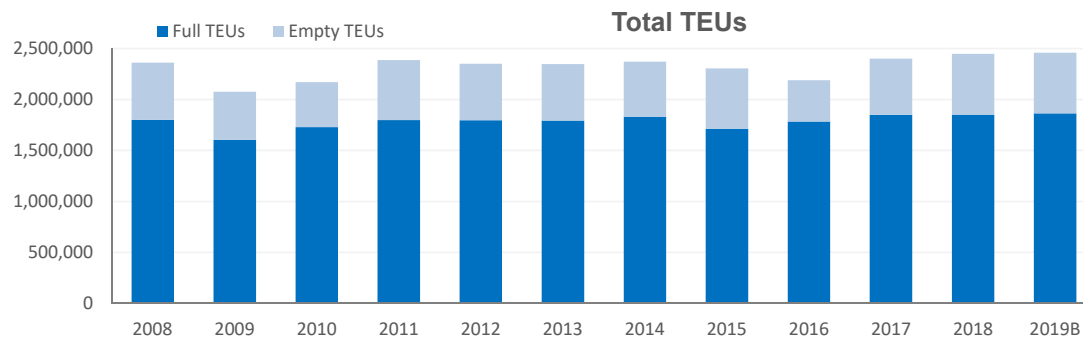
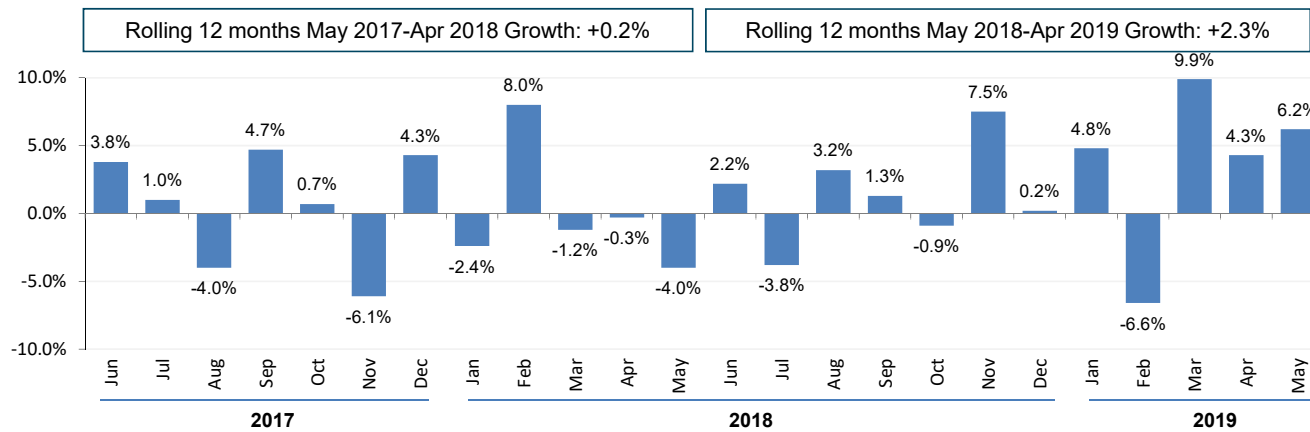


(1) Includes passenger airline rentals only. Non-airline terminal rental revenues are classified under "Other".
(2) Includes non-airline terminal revenues, miscellaneous revenues, and other field revenue, offset by bad debt.

Unaudited, Preliminary Numbers – Subject to Change

For the first 11 months of FY 2019, full TEU growth was 2.3%, which is consistent with the budget / expectations.

Monthly Full TEUs - YoY Change



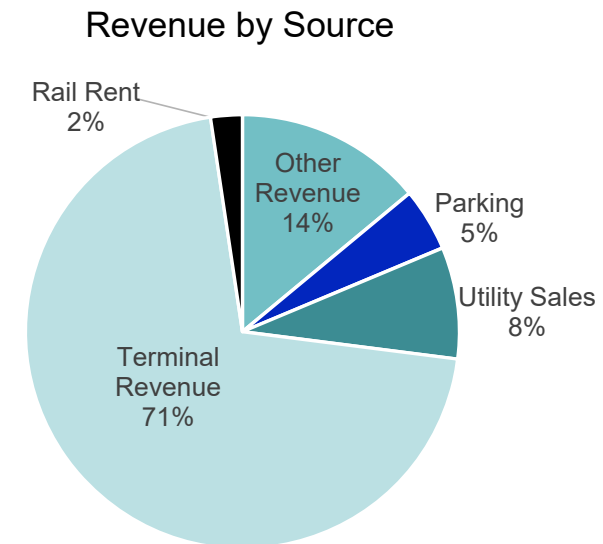
Compound Annual Growth Rate FY 2008-18:	Full TEUs	Total TEUs
	0.3%	0.4%

	FY 2019 YTD
Full Exports	(2.0%)
Full Imports	6.6%
Full TEUs	2.3%
Empty TEUs	21.0%
Total TEUs	6.9%

Unaudited, Preliminary Numbers – Subject to Change

Maritime Revenues (\$000s)

Maritime Revenue Breakdown	Unaudited 11 Months Ended May 2019 \$	Comparison to 11 Months Ended May 2019 Budget Better / (Worse)		Comparison to 11 Months Ended May 2018 Actual Better / (Worse)	
		\$	%	\$	%
Marine Terminal Revenue					
Minimum Annual Guarantee (MAG)	\$82,887	\$170	0.2%	\$10,020	13.8%
Revenues in excess of MAG	27,726	2,434	9.6	(2,285)	(7.6)
Miscellaneous Terminal Rentals ⁽¹⁾	1,180	(51)	(4.1)	936	383.6
Total Terminal Revenues	111,794	2,553	2.3	8,671	8.4
Other Revenue ⁽²⁾	22,126	3,941	21.7	(1,929)	(8.0)
Utility Sales	13,178	1,620	14.0	3,137	31.2
Parking/Container Depot Rent	7,464	1,100	17.3	621	9.1
Rail Terminal Rent	3,739	1,264	51.1	900	31.7
Total Operating Revenues	158,301	10,478	7.1%	11,401	7.8%



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

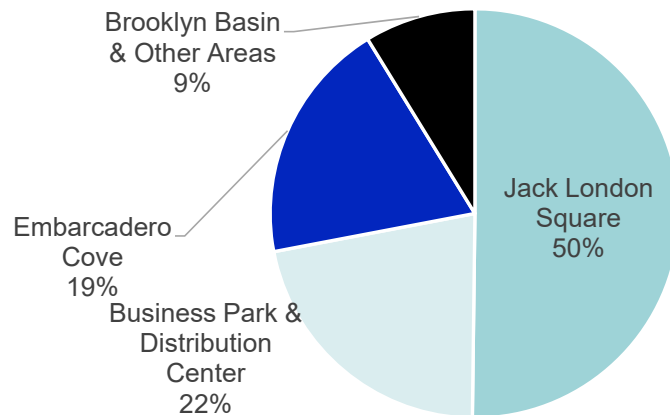
(2) Includes month-to-month space assignment agreements and lease agreements over one year

Unaudited, Preliminary Numbers – Subject to Change

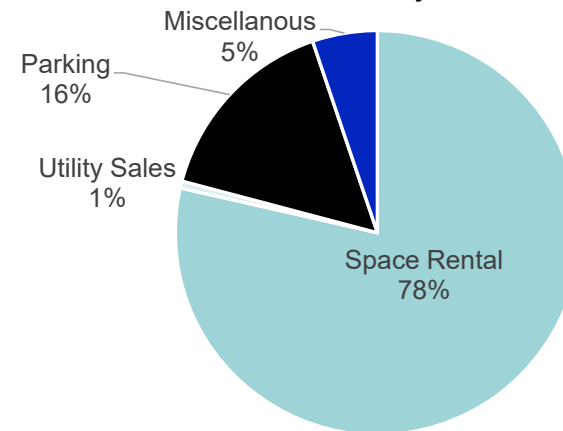
CRE Revenues (\$000s)

CRE Revenue Breakdown	Unaudited 11 Months Ended May 2019 \$	Comparison to 11 Months Ended May 2019 Budget Better / (Worse)		Comparison to 11 Months Ended May 2018 Actual Better / (Worse)	
		\$	%	\$	%
Space Rental	\$13,106	\$607	8.0%	\$616	4.9%
Parking	2,618	257	8.6	235	9.9
Miscellaneous Revenue	867	139	3.9	185	27.1
Utility Sales	93	(0)	(0.3)	0	0.0
Total Operating Revenues	\$16,684	\$1,003	6.4%	\$1,036	6.6%

Revenue by Area



Revenue by Source



Unaudited, Preliminary Numbers – Subject to Change

Operating Expenses (\$000s)

	Unaudited 11 Months Ended May 2019 \$	Comparison to 11 Months Ended May 2019 Budget Better / (Worse)		Comparison to 11 Months Ended May 2018 Actual Better / (Worse)	
		\$	%	\$	%
Personnel Costs	\$105,184	\$2,588	2.4%	(6,147)	(6.2%)
Contractual Services	67,156	17,281	20.5	(3,920)	(6.2)
General & Administrative	12,554	4,982	28.4	(458)	(3.8)
Supplies	5,684	(1,778)	(45.5)	(1,259)	(28.5)
Utility Cost of Sales	6,207	1,225	16.5	(96)	(1.6)
Departmental Credits	(4,791)	(3,480)	(42.1)	(1,965)	(29.1)
Operating Expenses excl. Dep.	\$191,995	\$20,818	9.8	(\$13,846)	(7.8)
Depreciation	105,056	2,101	2.0	(2,518)	(2.5)
Total Operating Expenses	\$297,051	\$22,920	7.2%	(\$16,364)	(5.8%)

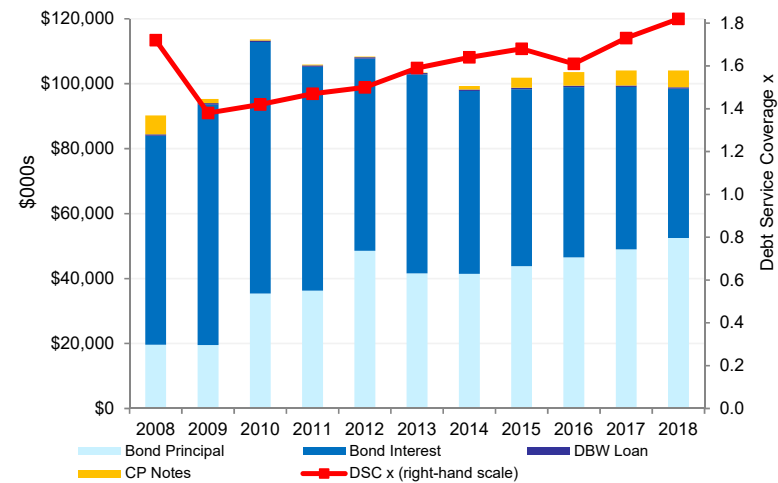
The Port’s debt service payments are budgeted to total \$112.8 million in FY 2019.

(\$000s)

Type of Debt	FY 2019 Debt Service	Outstanding Debt as of 5/31/19 ⁽¹⁾
Bonds	\$92,731	\$840,790
Department of Boating & Waterways Loan	458	3,902
Commercial Paper Notes	19,608	88,275
Total	\$112,797	\$932,967

(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 May 2019	Unaudited May 2018	Unaudited June 2018
Debt Service Fund	33,765	33,470	41,250
Other	319,833	257,969	254,452
Total	\$353,598	\$291,439	\$295,701

Restricted	Unaudited May 2019	Unaudited May 2018	Unaudited June 2018
Board Reserves	74,402	72,456	72,456
Passenger Facility Charges	12,777	8,185	13
Customer Facility Charges	3,299	5,039	5,142
Contractor Retention in Escrow	94	2,819	2,376
Trustee Held Bond Reserves	58,648	58,730	58,545
Total	\$149,220	\$147,228	\$138,531

Note: Totals may not add due to rounding.

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PORT OF OAKLAND

Unaudited
Financial Results

May 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
MAY 31, 2019, 2018 AND JUNE 30, 2018**

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	<u>Unaudited 05/31/19</u>	<u>Audited 06/30/18</u>	<u>Unaudited 05/31/18</u>
Unrestricted Cash:			
Board Reserves	\$ 74,402,003	\$ 72,455,762	\$ 72,455,762
General Fund:			
Debt Service Fund	33,764,763	41,249,944	33,469,973
Other	319,832,789	254,451,630	257,969,460
Sub-total	<u>353,597,552</u>	<u>295,701,574</u>	<u>291,439,433</u>
Sub-total	<u>427,999,555</u>	<u>368,157,336</u>	<u>363,895,195</u>
Restricted Cash & Investments:			
Bond Reserves/Trustee Deposits (a)	58,648,361	58,544,548	58,729,825
Passenger Facility Charges	12,777,021	12,608	8,184,871
Customer Facility Charges	3,299,076	5,141,837	5,039,232
Other (b)	<u>93,681</u>	<u>2,375,879</u>	<u>2,818,771</u>
Sub-total	<u>74,818,139</u>	<u>66,074,872</u>	<u>74,772,699</u>
TOTAL	<u>\$ 502,817,694</u>	<u>\$ 434,232,208</u>	<u>\$ 438,667,894</u>

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

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	Unaudited 05/31/19	Audited 06/30/18	Unaudited 05/31/18
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents			
Designated	\$ 74,402,003	\$ 72,455,762	\$ 72,455,762
Undesignated	353,597,552	295,701,574	291,439,433
Accounts receivable (less allowance) (05/19 -\$544,747; 06/18 \$540,000; 05/18 \$500,415)	27,838,999	47,501,050	39,804,666
Restricted deposits with fiscal agent for current debt service	15,421	26,789	34,589
Accrued interest receivable	330,376	330,376	844,050
Prepaid expenses and other assets	5,450,650	3,663,299	2,286,063
Total current assets	<u>461,635,001</u>	<u>419,678,851</u>	<u>406,864,564</u>
RESTRICTED CASH AND INVESTMENTS:			
Bond funds and other	58,726,621	60,893,638	61,514,007
Passenger facility charges	12,777,021	12,608	8,184,871
Customer facility charges	3,299,076	5,141,837	5,039,232
Total restricted cash and investments	<u>74,802,718</u>	<u>66,048,083</u>	<u>74,738,110</u>
PROPERTY, PLANT AND EQUIPMENT:			
Land improvements	542,483	542,483	542,483
Buildings and improvements	988,023,781	986,180,713	975,678,075
Container cranes	159,197,264	155,697,264	148,697,264
Systems and structures	2,137,968,474	2,116,925,742	2,137,185,187
Intangibles - depreciable	13,843,567	13,843,567	13,843,567
Other equipment	108,574,965	103,536,713	99,951,624
	3,408,150,534	3,376,726,482	3,375,898,199
Less accumulated depreciation	<u>(1,906,547,831)</u>	<u>(1,802,842,709)</u>	<u>(1,793,989,413)</u>
	1,501,602,704	1,573,883,773	1,581,908,786
Land	523,400,030	523,382,116	523,382,116
Intangibles - nondepreciable	25,852,647	25,852,647	25,852,647
Construction in progress	29,583,717	41,451,199	47,290,635
Total property, plant and equipment	<u>2,080,439,097</u>	<u>2,164,569,735</u>	<u>2,178,434,185</u>
OTHER ASSETS	29,707,050	30,296,796	31,115,294
DEFERRED OUTFLOWS - PENSION CONTRIBUTIONS	<u>63,384,404</u>	<u>63,384,404</u>	<u>56,311,079</u>
TOTAL ASSETS	<u>\$ 2,709,968,270</u>	<u>\$ 2,743,977,869</u>	<u>\$ 2,747,463,232</u>
LIABILITIES AND NET POSITION			
CURRENT LIABILITIES:			
Accounts payable and accrued expenses	\$ 38,736,244	\$ 54,190,092	\$ 56,295,523
Liability to City of Oakland	10,615,008	8,674,684	9,229,796
Unearned income-current portion	8,329,175	8,085,774	10,003,467
Payable from restricted assets:			
Accrued interest payable	3,598,193	7,568,413	3,895,791
Current maturities of long-term debt	53,715,377	59,136,625	51,372,330
Retentions on construction contracts	1,919,251	4,434,732	4,616,658
Total current liabilities	<u>116,913,248</u>	<u>142,090,320</u>	<u>135,413,565</u>
LONG-TERM LIABILITIES:			
Long-term debt	922,493,929	993,223,189	1,001,817,616
Unearned income	26,267,789	26,117,789	27,491,068
Environmental liabilities and other	49,215,977	50,884,464	54,646,929
Net pension liabilities	330,997,795	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>1,333,032,558</u>	<u>1,400,900,657</u>	<u>1,308,843,407</u>
NET POSITION:			
Reserved retained earnings:			
Grants from government agencies	441,050,458	434,216,028	451,449,480
Passenger facility charges	307,721,066	285,279,569	299,536,861
Customer facility charges	22,329,436	17,437,773	21,905,412
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	519,648,713	494,780,731	561,041,716
Total net position	<u>1,260,022,464</u>	<u>1,200,986,892</u>	<u>1,303,206,260</u>
TOTAL LIABILITIES AND NET POSITION	<u>\$ 2,709,968,270</u>	<u>\$ 2,743,977,869</u>	<u>\$ 2,747,463,232</u>

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

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Division	Actual 05/31/19	Budget 05/31/19	\$ Variance	% Variance	Actual 05/31/18
<u>Operating Revenues</u>					
Aviation	\$ 191,417,424	\$ 190,548,015	\$ 869,409	0.5%	\$ 186,040,317
Maritime	158,301,055	147,823,105	10,477,950	7.1%	146,899,991
CRE	16,684,317	15,680,837	1,003,480	6.4%	15,648,110
Total Operating Revenue	366,402,797	354,051,957	12,350,839	3.5%	348,588,419
<u>Operating Expenses</u>					
Aviation	(91,084,030)	(100,910,833)	9,826,803	9.7%	(84,876,141)
Maritime	(9,905,471)	(11,486,945)	1,581,474	13.8%	(8,695,312)
CRE	(6,478,350)	(6,393,329)	(85,021)	-1.3%	(5,879,994)
Engineering & Environmental	(31,172,837)	(36,648,759)	5,475,922	14.9%	(28,031,369)
Utilities Cost of Sales	(6,207,377)	(7,432,299)	1,224,922	16.5%	(6,111,168)
Executive	(4,966,812)	(5,509,764)	542,952	9.9%	(4,258,057)
Board of Port Commissioners	(384,447)	(494,704)	110,258	22.3%	(346,298)
Audit Services	(1,163,655)	(1,337,353)	173,697	13.0%	(1,014,368)
Port Attorney	(4,405,916)	(4,819,904)	413,988	8.6%	(3,718,096)
Finance & Administration	(17,351,920)	(18,984,320)	1,632,400	8.6%	(17,741,126)
Non-Departmental Expenses	(23,497,710)	(26,878,891)	3,381,181	12.6%	(23,805,457)
Absorption of Labor and Overhead to					
Capital Assets	4,623,291	8,083,548	(3,460,257)	-42.8%	6,328,183
Depreciation & Amortization	(105,055,617)	(107,156,802)	2,101,185	2.0%	(102,537,623)
Total Operating Expenses	(297,050,851)	(319,970,355)	22,919,504	7.2%	(280,686,826)
Operating Income (A)	69,351,946	34,081,603	35,270,343	103.5%	67,901,592
<u>Non-Operating Items</u>					
Interest Income	9,241,668	4,151,518	5,090,150	122.6%	4,868,764
Interest Expense	(33,710,300)	(34,055,943)	345,643	1.0%	(36,617,626)
Passenger Facility Charges (PFCs)	22,441,497	24,743,530	(2,302,033)	-9.3%	23,316,644
Customer Facility Charges (CFCs)	4,891,663	5,048,467	(156,804)	-3.1%	4,901,970
Abandoned/Demolished Capital Assets	(10,839,312)	(545,000)	(10,294,312)	-1888.9%	-
Other Income (Expenses)	(4,161,691)	(3,947,970)	(213,721)	-5.4%	(2,460,297)
CFC Reimbursements Expense	(5,014,328)	(4,452,250)	(562,078)	-12.6%	(4,446,476)
Grant Reimbursable Costs	-	(56,000)	56,000	100.0%	-
(B)	(17,150,804)	(9,113,648)	(8,037,156)	-88.2%	(10,437,023)
Change in Net Position before					
Capital Contributions (A+B)	52,201,142	24,967,955	27,233,187		57,464,569
<u>Capital Contributions</u>					
Grants from Government Agencies	6,834,430	9,634,600	(2,800,170)	-29.1%	44,005,799
(C)	6,834,430	9,634,600	(2,800,170)	-29.1%	44,005,799
CHANGE IN NET POSITION (A+B+C)	\$ 59,035,572	\$ 34,602,555	\$ 24,433,017	70.6%	\$ 101,470,368

PORT OF OAKLAND
Actual vs. Budget Expenses by Category
Eleven Months Ended May 31, 2019

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	<u>Actual</u> <u>05/31/19</u>	<u>Budget</u> <u>05/31/19</u>	<u>\$</u> <u>Variance</u>	<u>%</u> <u>Variance</u>
<u>Operating Expenses</u>				
Personnel Services	\$ (105,184,384)	\$ (107,772,304)	\$ 2,587,920	2.4%
Contractual Services	(67,156,160)	(84,437,183)	17,281,023	20.5%
Supplies	(5,683,940)	(3,906,041)	(1,777,899)	-45.5%
General and Administrative	(12,554,470)	(17,536,351)	4,981,881	28.4%
Utilities Cost of Sales	(6,207,377)	(7,432,299)	1,224,922	16.5%
Departmental Credits	4,791,097	8,270,624	(3,479,527)	-42.1%
Subtotal	(191,995,234)	(212,813,553)	20,818,319	9.8%
Depreciation & Amortization	(105,055,617)	(107,156,802)	2,101,185	2.0%
Total Operating Expenses	\$ (297,050,851)	\$ (319,970,355)	\$ 22,919,504	7.2%

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

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	ACTUAL 05/31/19	BUDGET 05/31/19	\$ VARIANCE	% VARIANCE
TERMINAL RENT	\$ 43,680,415	\$ 43,280,619	\$ 399,796	0.9%
TERMINAL CONCESSIONS	9,136,013	9,070,086	65,927	0.7%
OTHER TERMINAL REVENUE (a)	14,354,109	13,875,616	478,493	3.4%
TERMINAL RENTALS & CONCESSIONS	67,170,537	66,226,321	944,216	1.4%
PARKING	31,869,997	32,829,490	(959,493)	-2.9%
GROUND ACCESS	8,594,436	7,510,243	1,084,193	14.4%
RENTAL CAR REVENUE	11,062,816	11,000,000	62,816	0.6%
PARKING, RAC AND GROUND ACCESS	51,527,249	51,339,733	187,516	0.4%
OTHER AIRPORT RENTALS (b)	28,489,468	29,419,582	(930,114)	-3.2%
LANDING FEES	33,777,384	34,475,343	(697,959)	-2.0%
OTHER FIELD REVENUE (c)	3,932,156	3,090,159	841,997	27.2%
AVIATION FUELING	2,296,807	2,719,160	(422,353)	-15.5%
MISCELLANEOUS REVENUE (d)	376,363	113,385	262,978	231.9%
UTILITIES REVENUE	3,847,461	3,164,333	683,128	21.6%
TOTAL AVIATION OPERATING REVENUE	191,417,424	190,548,015	869,409	0.5%
BAD DEBT RESERVE	-	-	-	0.0%
TOTAL AVIATION REVENUE	\$ 191,417,424	\$ 190,548,015	\$ 869,409	0.5%

(Continued)

Port of Oakland
Actual vs. Budget Aviation Revenue
For the Eleven Months Ended May 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 Eleven Months Ended May 31, 2019**

**UNAUDITED
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	ACTUAL 05/31/19	BUDGET 05/31/19	\$ VARIANCE	% VARIANCE
MARINE TERMINAL RENT	\$ 111,793,631	\$ 109,240,690	\$ 2,552,941	2.3%
RAIL TERMINAL RENT	3,743,774	2,474,711	1,269,063	51.3%
LEASE RENT (a) (d)	7,927,033	13,144,384	(5,217,351)	-39.7%
SPACE ASSIGNMENT RENT (b) (d)	14,193,977	5,040,726	9,153,251	181.6%
PARKING/CONTAINER DEPOT RENT (c)	7,464,498	6,364,855	1,099,643	17.3%
UTILITIES REVENUE	13,178,142	11,557,739	1,620,403	14.0%
TOTAL MARITIME OPERATING REVENUE	158,301,055	147,823,105	10,477,950	7.1%
BAD DEBT RESERVE	-	-	-	0.0%
TOTAL MARITIME REVENUE	\$ 158,301,055	\$ 147,823,105	\$ 10,477,950	7.1%

(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 Eleven Months Ended May 31, 2019**

**UNAUDITED
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	ACTUAL 05/31/19	BUDGET 05/31/19	\$ VARIANCE	% VARIANCE
SPACE RENTAL				
Land	\$ 1,435,428	\$ 1,344,540	\$ 90,888	6.8%
Building with Land	578,215	563,181	15,034	2.7%
Warehouse Lease	1,666,112	1,665,674	438	0.0%
Hotel	3,542,639	3,344,413	198,226	5.9%
Restaurant	1,514,626	1,512,073	2,554	0.2%
Retail	2,097,458	2,004,102	93,356	4.7%
Office Lease	2,203,845	2,042,008	161,837	7.9%
Marinas Revenue	68,172	23,081	45,092	195.4%
Subtotal	13,106,495	12,499,071	607,424	4.9%
PARKING REVENUE				
Parking Revenue - Parking Lot Revenue	2,617,966	2,360,862	257,104	10.9%
Subtotal	2,617,966	2,360,862	257,104	10.9%
MISCELLANEOUS REVENUE				
Miscellaneous Revenue (a)	311,867	150,722	161,145	106.9%
Billboard Advertising Revenue	554,744	576,682	(21,938)	-3.8%
Subtotal	866,611	727,404	139,207	19.1%
UTILITIES REVENUE	93,246	93,500	(254)	-0.3%
TOTAL CRE OPERATING REVENUE	16,684,317	15,680,837	1,003,480	6.4%
BAD DEBT RESERVE	-	-	-	0.0%
TOTAL CRE REVENUE	\$ 16,684,317	\$ 15,680,837	\$ 1,003,480	6.4%

(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 Eleven Months Ended May 31, 2019**

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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							
Total Passengers							
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							
Year to Date	12,393,947	12,821,498	(427,551)	-3.3%	12,103,474	290,473	2.4%
Aircraft Landing Weights * (000 lbs)							
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							
Year to Date	10,455,047	10,985,798	(530,751)	-4.8%	10,359,185	95,862	0.9%

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

**Port of Oakland
Activity Summary Report
For the Eleven Months Ended May 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	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							
Year to Date	1,732,535	1,704,603	27,932	1.6%	1,693,110	39,424	2.3%
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	120	134	(14)	-10.4%	134	(14)	-10.4%
May	118	137	(19)	-13.9%	137	(19)	-13.9%
June							
Year to Date	1,375	1,465	(90)	-6.1%	1,466	(91)	-6.2%

** Loaded TEUs does not include restows/shifts

Port of Oakland
Revenue Actual vs. Budget Variance
Eleven Months Ended May 31, 2019

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OPERATING REVENUE

Port Operating Revenue = **\$366.4 million**
Variance to Budget (\$) = **\$12.4 million (better)**
Variance to Budget (%) = **3.5% (better)**

Aviation - \$191.4 million

Better than budget by \$0.9 million or 0.5%

- Higher TNC revenue (\$1.0 million)
- Higher general aviation landing fees (\$0.9 million)
- Higher in-flight catering and ground handling revenue (net \$0.9 million)
- Higher electricity revenue at the airport (\$0.7 million)
- Higher cargo carrier landing fees (\$0.6 million)
- Higher customs room use (\$0.5 million)
- Higher terminal rents (\$0.5 million)
- Higher car rental revenues (\$0.1 million)
- Higher delinquency charges (\$0.1 million)
- Lower passenger landing fees (-\$2.1million)
- Lower parking revenues (-\$1.0 million)
- Lower hangar rent (-\$0.8 million)
- Lower fueling rent at OFFC (-\$0.5 million)

Maritime - \$158.3 million

Better than budget by \$10.5 million or 7.1%

- Higher combined space assignment and lease revenue (net \$3.9 million)
- Higher than budgeted terminal over MAG activity (net \$2.4 million)
- Higher parking/container depot rent (\$1.1 million)
- Higher over MAG rail terminal rent (\$1.3 million)
- Higher electrical capacity charge (\$0.7 million)
- Higher shore power maintenance fees (\$0.7 million)
- Higher shore power and vessel commissioning revenue (net \$0.4 million)
- Higher than budgeted MAG revenue (\$0.2 million)
- Lower wholesale electricity (-\$0.3 million)

Commercial Real Estate - \$16.7 million

Better than budget by \$1.0 million or 6.4%

- Higher parking revenue at JLS (\$257k)
- Higher hotel rent (\$198k)
- Higher office rent (\$162k)
- Higher miscellaneous revenue (\$161k)
- Higher retail rent (\$126k)
- Higher land rent (\$106k)
- Higher Marinas rent (\$45k)
- Lower restaurant rent (-\$30k)
- Lower billboard revenue (-\$22k)

Port of Oakland
Expense Actual vs. Budget Variance
Eleven Months Ended May 31, 2019

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EXPENSES by CATEGORY

Port Operating Expenses* = **\$192.0 million**
Variance to Budget (\$) = **\$20.8 million (better)**
Variance to Budget (%) = **9.8% (better)**

Personnel Services - \$105.2 million

Better than budget by \$2.6 million or 2.4%

- 465 FTEs as of 5/31/19 vs. budgeted 507 FTEs
- Open headcount savings (\$4.4 million) - *Various divisions*
- Lower retiree medical expense (\$0.6 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 overtime and temporary help (-\$2.5 million) - *Aviation, Engineering, Finance*
- Higher vacation/sick leave accrual (-\$0.6 million) - *Non-departmental*

Contractual Services - \$67.2 million

Better than budget by \$17.3 million or 20.5%

- Lower consulting, computer systems, and legal costs (net \$7.5 million) - *Various divisions*
- Lower maintenance and repairs (net \$4.9 million) - *Engineering and Aviation*
- Lower parking and ground transportation (\$1.7 million) - *Aviation, Maritime, and CRE*
- Lower maintenance dredging (\$1.2 million) - *Engineering*
- Lower mitigation programs and environmental costs (\$1.1 million) – *Engineering and Maritime*
- Lower security costs (\$0.9 million) - *Aviation*

Supplies - \$5.7 million

Worse than budget by \$1.8 million or -45.5% - *Aviation and Engineering*

General and Administrative - \$12.6 million

Better than budget by \$5.0 million or 28.4%

- Lower legal contingency (\$1.8 million) - *Non-departmental*
- Lower pollution remediation (\$1.3 million) - *Non-departmental*
- Lower exhibits & displays, special events, dues & registrations (net \$0.6 million) - *Various*
- Lower cooperative marketing expenses (\$0.6 million) – *Aviation*
- Lower travel (\$0.3 million) - *Various*
- Lower insurance and insurance claims (\$0.2 million) – *Finance*
- Lower Port-use Electricity (\$0.1 million) – *Non-departmental*
- Higher miscellaneous income (\$0.1 million) – *Audit*

Utilities Cost of Sales - \$6.2 million

Better than budget by \$1.2 million or 16.5%

- Lower wholesale electricity rates in maritime (\$0.8 million), shore power (\$0.3 million), and North Airport (\$0.1 million)

Departmental Credits - (\$4.8) million

- Worse than budget by \$3.5 million or -42.1% due to less direct labor charged to capital projects from airport facilities maintenance, maritime design, 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.