



Seven Months Ending
January 31, 2018
Financial Highlights
Unaudited Results

Board of Port Commissioners Meeting
April 12, 2018

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.

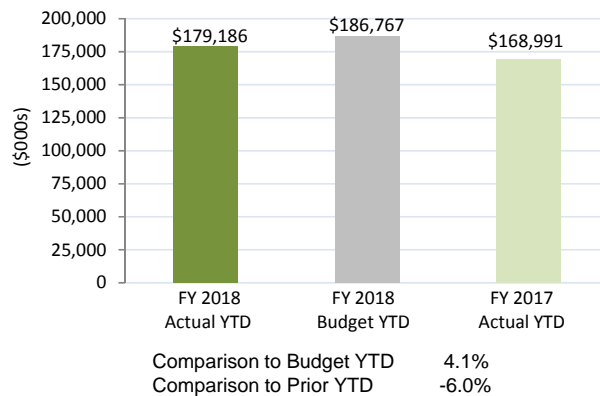
Unaudited, Preliminary Numbers – Subject to Change

For the first 7 months of FY 2018, Port-wide financial performance has exceeded or met last year's performance and this year's budget/expectations.

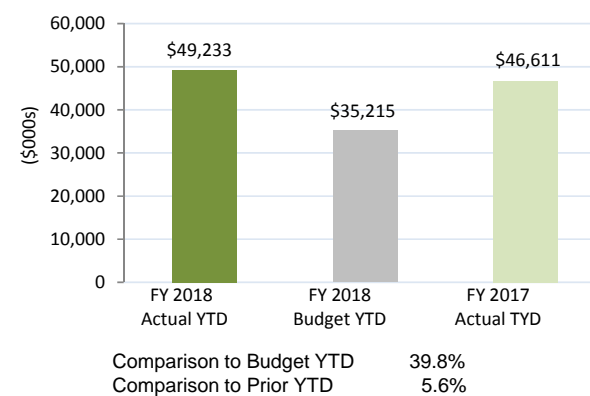
Operating Revenues
(\$000s)

	Unaudited 7 Months Ended Jan 2018	Comparison to 7 Months Ended Jan 2018 Budget Better/(Worse)		Comparison to 7 Months Ended Jan 17 Actual Better/(Worse)	
Aviation	\$118,317	\$2,170	1.9%	\$8,470	7.7%
Maritime	100,095	3,991	4.2%	4,257	4.4%
CRE	10,007	276	2.8%	90	0.9%
Total	\$228,419	\$6,437	2.9%	\$12,817	5.9%

Operating Expenses incl Dep.

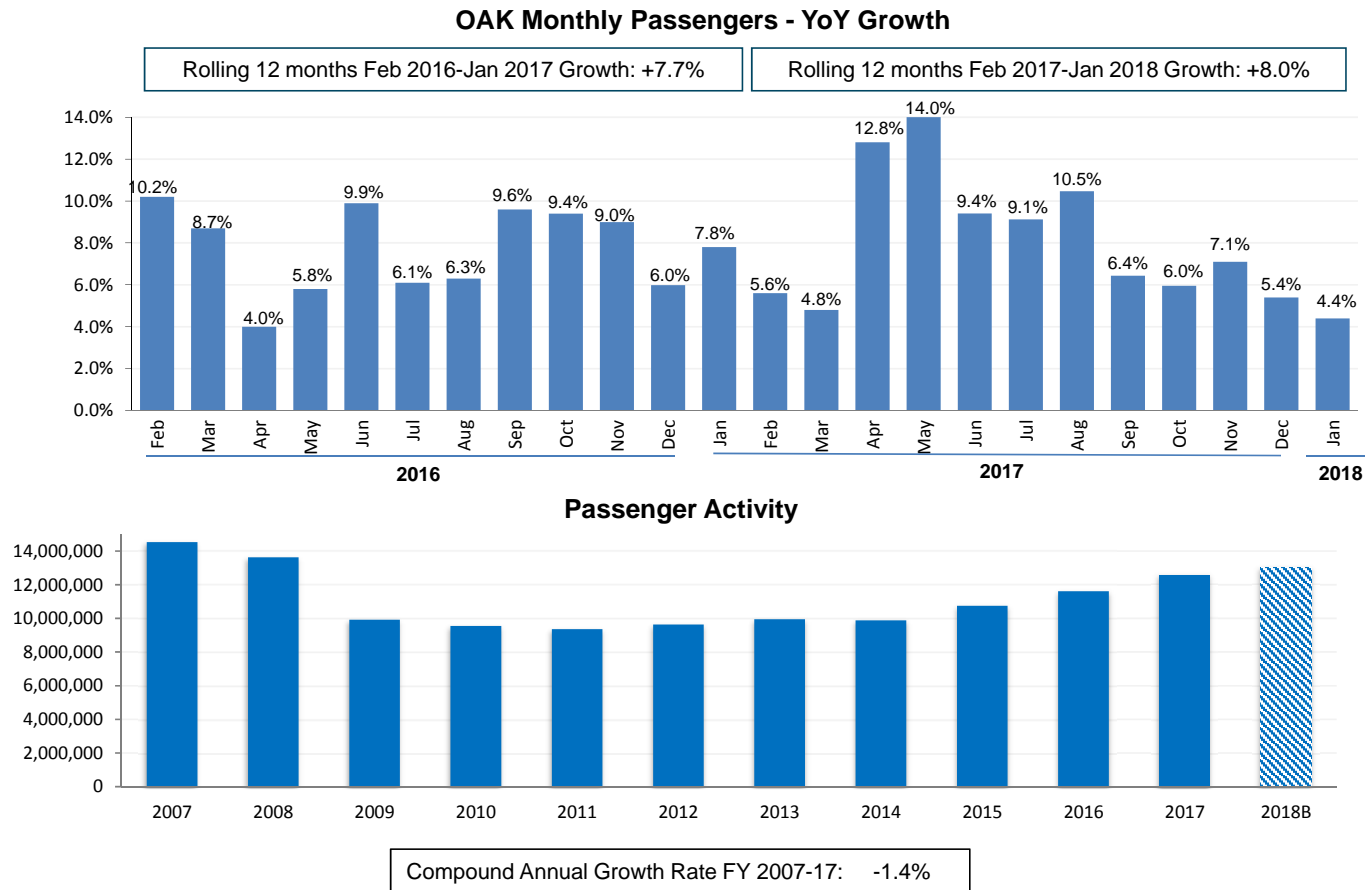


Operating Income



Unaudited, Preliminary Numbers – Subject to Change

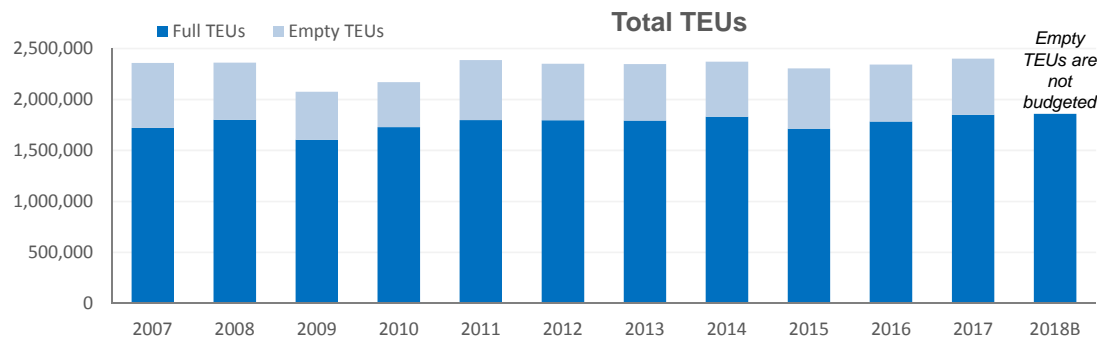
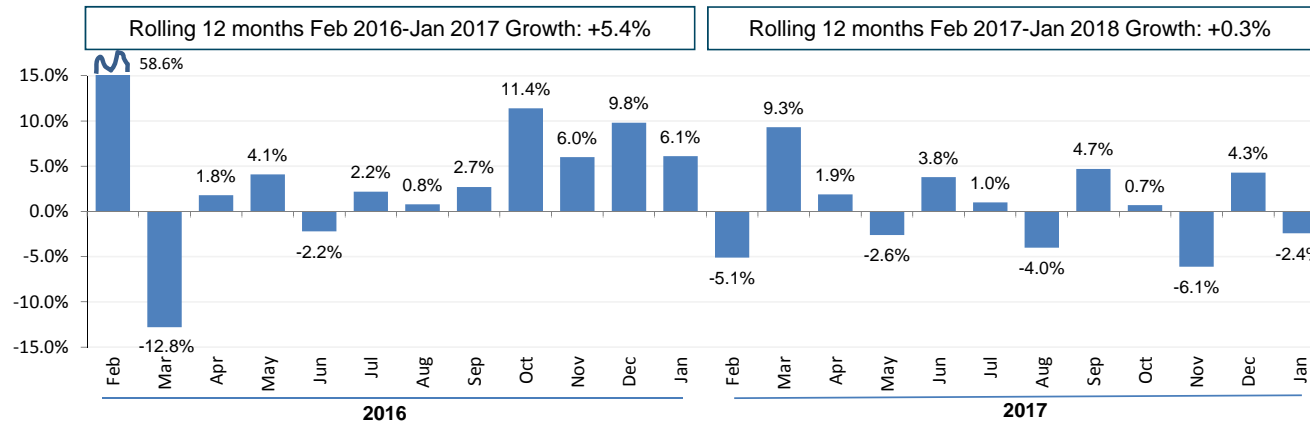
For the first 7 months of FY 2018, passenger growth was 7.1%.



Unaudited, Preliminary Numbers – Subject to Change

For the first 7 months of FY 2018, full and total TEU growth was -0.3% and 2.0%, respectively.

Monthly Full TEUs - YoY Change



	Full TEUs	Total TEUs
Compound Annual Growth Rate FY 2007-17:	0.7%	0.2%

	FY 2018 YTD
Full Exports	(3.4%)
Full Imports	2.9%
Full TEUs	(0.3%)
Empty TEUs	10.0%
Total TEUs	2.0%

Unaudited, Preliminary Numbers – Subject to Change

Aviation Revenues (\$000s)

Aviation Revenue Breakdown	Unaudited 7 Months Ended Jan 2018	Comparison to 7 Months Ended Jan 2018 Budget Better / (Worse)		Comparison to 7 Months Ended Jan 2017 Actual Better / (Worse)	
	\$	\$	%	\$	%
Passenger Airline Revenue					
Terminal Rental ⁽¹⁾	\$32,242	\$1,236	4.0%	\$4,779	17.4%
Landing Fees (excl. Cargo Airlines)	14,927	115	0.8	1,390	10.3
Total Airline Revenues	47,169	1,351	2.9	6,169	15.0
Parking	20,076	(403)	(2.0)	381	1.9
Lease Rentals	17,685	(398)	(2.2)	112	0.6
Rental Car	7,021	434	6.6	(1,734)	(19.8)
Landing Fees - Cargo Airline	6,697	553	9.0	793	13.4
Concessions	6,385	392	6.5	767	13.6
Other ⁽²⁾	4,680	783	20.1	1,040	28.6
Ground Access	4,632	(200)	(4.1)	1,002	27.7
Utility Sales	2,578	80	3.2	(63)	(2.4)
Aviation Fueling	1,394	(422)	(23.3)	1	0.1
Total Operating Revenues	\$118,317	\$2,170	1.9%	\$8,467	7.7%

(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

Maritime Revenues

(\$000s)

Maritime Revenue Breakdown	Unaudited 7 Months Ended Jan 2018 \$	Comparison to 7 Months Ended Jan 2018 Budget Better / (Worse)		Comparison to 7 Months Ended Jan 2017 Actual Better / (Worse)	
		\$	%	\$	%
Marine Terminal Revenue					
Minimum Annual Guarantee (MAG)	\$46,260	\$0	0.0%	(\$788)	(1.7%)
Revenues in excess of MAG	26,030	3,101	13.5	2,403	10.2
Miscellaneous Terminal Rentals ⁽¹⁾	159	114	257.6	(46)	(22.5)
Total Terminal Revenues	72,448	3,215	4.6	1,569	2.2
Space Assignment	15,253	(393)	(2.5)	1,526	11.1
Utility Sales	6,511	1,033	18.9	931	16.7
Ancillary Services	4,139	61	1.5	236	6.0
Oakland International Gateway	1,743	130	8.1	(90)	(4.9)
Other ⁽²⁾	-	(56)	n/a	84	n/a
Total Operating Revenues	\$100,095	\$3,991	4.2%	\$4,257	4.4%

(1) Includes bunkering fuel and water lease.

(2) Includes non-terminal revenue and delinquency charges, offset by bad debt.

Unaudited, Preliminary Numbers – Subject to Change

CRE Revenues

(\$000s)

CRE Revenue Breakdown	Unaudited 7 Months Ended Jan 2018 \$	Comparison to 7 Months Ended Jan 2018 Budget Better / (Worse)		Comparison to 7 Months Ended Jan 2017 Actual Better / (Worse)	
		\$	%	\$	%
Jack London Square	\$5,046	\$160	3.3%	\$77	1.6%
Business Park & Distribution Center	2,075	(2)	(0.1)	(207)	(9.1)
Embarcadero Cove	1,910	140	7.9	133	7.5
Brooklyn Basin and Other Areas	917	(20)	(2.2)	88	10.6
Utility Sales	59	(2)	(3.1)	0	0.0
Total Operating Revenues	\$10,007	\$276	2.8%	\$90	0.9%

Unaudited, Preliminary Numbers – Subject to Change

Operating Expenses

(\$000s)

	Unaudited 7 Months Ended Jan 2018 \$	Comparison to 7 Months Ended Jan 2018 Budget Better / (Worse)		Comparison to 7 Months Ended Jan 2017 Actual Better / (Worse)	
		\$	%	\$	%
Personnel Costs	\$63,296	\$2,233	3.4%	(1,914)	(3.1%)
Contractual Services	41,086	4,770	10.4	(4,130)	(11.2)
General & Administrative	7,763	3,130	28.7	186	2.3
Supplies	2,839	(341)	(13.7)	(168)	(6.3)
Utility Cost of Sales	3,927	206	5.0	(250)	(6.8)
Departmental Credits	(4,593)	(808)	(15.0)	705	18.1
Operating Expenses excl. Dep.	\$114,319	\$9,189	7.4	(\$5,572)	(5.1)
Depreciation	64,867	(1,608)	(2.5)	(4,622)	(7.7)
Total Operating Expenses	\$179,186	\$7,581	4.1%	(\$10,194)	(6.0%)

Unaudited, Preliminary Numbers – Subject to Change

The Port's debt service payments are anticipated to total \$104.8 million in FY 2018.

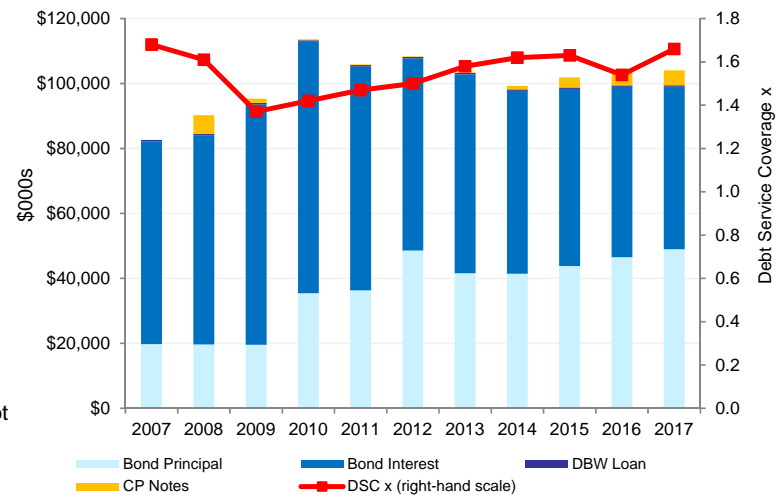
(\$000s)

Type of Debt	FY 2018 Debt Service Anticipated ⁽¹⁾	Outstanding Debt as of 1/31/18 ⁽²⁾
Bonds	\$98,582	\$907,965
Department of Boating & Waterways Loan	458	4,172
Commercial Paper Notes	5,715	105,370
Total	\$104,755	\$1,017,507

(1) As a result of the Port's 2017 refunding, anticipated FY 2018 bond debt service has been reduced by \$1.9 million in comparison to the original budget.

(2) Outstanding bonds are scheduled to be fully repaid in FY 2033.

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 (including repayment of \$4 million 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 Jan 2018	Unaudited Jan 2017	Audited June 2017
Debt Service Fund	37,384	39,131	45,378
Other	239,781	224,458	213,388
Total	\$277,165	\$263,589	258,766

Restricted	Unaudited Jan 2018	Unaudited Jan 2018	Audited June 2017
Board Reserves	72,456	70,690	70,689
Passenger Facility Charges	2,157	1,794	9,348
Customer Facility Charges	4,941	9,521	9,248
Contractor Retention in Escrow	4,485	3,402	3,772
Trustee Held Bond Reserves	58,698	58,194	57,987
Total	\$142,737	\$143,601	\$151,045

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PORT OF OAKLAND

Unaudited
Financial Results

January 31, 2018

- 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
JANUARY 31, 2018, 2017 AND JUNE 30, 2017**

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	<u>Unaudited 01/31/18</u>	<u>Audited 06/30/17</u>	<u>Unaudited 01/31/17</u>
Unrestricted Cash:			
Board Reserves	\$ 72,455,762	\$ 70,689,386	\$ 70,689,386
General Fund:			
Debt Service Fund	37,384,155	45,377,634	39,131,179
Other	239,781,192	213,388,349	224,457,947
Sub-total	<u>277,165,347</u>	<u>258,765,983</u>	<u>263,589,126</u>
Sub-total	<u>349,621,109</u>	<u>329,455,369</u>	<u>334,278,512</u>
Restricted Cash & Investments:			
Bond Reserves/Trustee Deposits (a)	58,698,195	57,986,896	58,193,842
Passenger Facility Charges	2,156,726	9,348,447	1,794,146
Customer Facility Charges	4,941,678	9,248,325	9,520,977
Other (b)	<u>4,485,154</u>	<u>3,771,881</u>	<u>3,402,382</u>
Sub-total	<u>70,281,753</u>	<u>80,355,549</u>	<u>72,911,347</u>
TOTAL	<u><u>\$ 419,902,862</u></u>	<u><u>\$ 409,810,918</u></u>	<u><u>\$ 407,189,859</u></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
JANUARY 31, 2018, 2017 AND JUNE 30, 2017

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	Unaudited 01/31/18	Audited 06/30/17	Unaudited 01/31/17
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents			
Designated	\$ 72,455,762	\$ 70,689,386	\$ 70,689,386
Undesignated	277,165,347	258,765,983	263,589,126
Accounts receivable (less allowance)			
(01/18 \$515,959; 06/17 \$647,000; 01/17 \$1,066,936)	32,204,568	31,231,137	25,749,702
Restricted deposits with			
fiscal agent for current debt service	8,108	3	7
Accrued interest receivable	-	203,184	-
Prepaid expenses and other assets	8,051,402	4,155,418	2,943,486
Total current assets	389,885,187	365,045,112	362,971,707
RESTRICTED CASH AND INVESTMENTS:			
Bond funds and other	63,175,241	61,758,774	61,596,217
Passenger facility charges	2,156,726	9,348,447	1,794,146
Customer facility charges	4,941,678	9,248,325	9,520,977
Total restricted cash and investments	70,273,645	80,355,546	72,911,340
PROPERTY, PLANT AND EQUIPMENT:			
Land improvements	542,483	542,483	539,450
Buildings and improvements	966,253,507	852,272,530	852,256,173
Container cranes	148,697,264	148,697,264	148,697,264
Systems and structures	2,125,396,754	2,061,219,079	1,951,305,287
Intangibles - depreciable	13,843,567	13,843,567	13,843,567
Other equipment	97,701,943	99,979,602	97,811,539
	3,352,435,518	3,176,554,525	3,064,453,279
Less accumulated depreciation	(1,756,358,690)	(1,694,202,692)	(1,648,192,555)
	1,596,076,828	1,482,351,833	1,416,260,724
Land	523,382,116	523,382,116	523,375,695
Intangibles - nondepreciable	25,852,647	25,852,647	25,852,647
Construction in progress	51,148,594	143,255,830	209,732,003
Total property, plant and equipment	2,196,460,185	2,174,842,427	2,175,221,069
OTHER ASSETS	30,952,944	30,208,761	30,752,294
DEFERRED OUTFLOWS - PENSION CONTRIBUTIONS	56,311,079	56,311,079	16,386,265
TOTAL ASSETS	\$ 2,743,883,041	\$ 2,706,762,924	\$ 2,658,242,674
LIABILITIES AND NET POSITION			
CURRENT LIABILITIES:			
Accounts payable and accrued expenses	\$ 53,264,477	\$ 63,407,888	\$ 57,092,289
Liability to City of Oakland	9,548,240	10,197,226	6,343,842
Unearned income-current portion	9,426,120	5,402,661	5,814,208
Payable from restricted assets:			
Accrued interest payable	11,258,832	8,319,358	12,449,189
Current maturities of long-term debt	17,294,046	57,151,003	53,428,073
Retentions on construction contracts	6,874,850	6,037,251	5,787,550
Total current liabilities	107,666,564	150,515,386	140,915,151
LONG-TERM LIABILITIES:			
Long-term debt	1,055,424,572	1,054,479,729	1,066,260,582
Unearned income	27,491,068	27,341,068	28,742,723
Environmental liabilities and other	47,812,133	47,803,055	47,323,006
Net pension liabilities	204,078,476	204,078,476	177,204,362
Deferred inflows - Non-pension contributions	20,809,319	20,809,319	11,562,689
Total long-term liabilities	1,355,615,567	1,354,511,646	1,331,093,361
NET POSITION:			
Reserved retained earnings:			
Grants from government agencies	446,645,611	408,444,846	427,194,770
Passenger facility charges	290,585,678	278,220,217	297,367,181
Customer facility charges	17,347,365	17,003,442	17,056,478
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	556,749,464	530,794,595	475,342,941
Total net position	1,280,600,910	1,201,735,891	1,186,234,162
TOTAL LIABILITIES AND NET POSITION	\$ 2,743,883,041	\$ 2,706,762,924	\$ 2,658,242,674

PORT OF OAKLAND
ACTUAL VS. BUDGET REVENUE AND EXPENSES
SEVEN MONTHS ENDED JANUARY 31, 2018

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Division	Actual 01/31/18	Budget 01/31/18	\$ Variance	% Variance	Actual 01/31/17
Operating Revenues					
Aviation	\$ 115,739,056	\$ 113,649,029	\$ 2,090,027	1.8%	\$ 107,206,652
Maritime	93,583,822	90,626,288	2,957,534	3.3%	90,258,316
CRE	9,948,036	9,670,431	277,605	2.9%	9,857,591
Utilities	9,147,768	8,036,417	1,111,352	13.8%	8,279,317
Total Operating Revenue	228,418,682	221,982,165	6,436,517	2.9%	215,601,876
Operating Expenses					
Aviation	(54,893,135)	(57,589,525)	2,696,390	4.7%	(50,402,446)
Maritime	(5,542,755)	(6,653,671)	1,110,916	16.7%	(6,108,061)
CRE	(3,589,157)	(3,738,698)	149,541	4.0%	(3,487,614)
Engineering & Environmental	(18,690,076)	(20,935,822)	2,245,746	10.7%	(17,262,973)
Utilities Cost of Sales	(3,927,374)	(4,132,917)	205,543	5.0%	(3,677,361)
Executive	(2,688,312)	(3,501,633)	813,321	23.2%	(2,532,123)
Board of Port Commissioners	(236,656)	(333,982)	97,326	29.1%	(289,151)
Audit Services	(692,900)	(855,167)	162,268	19.0%	(780,183)
Port Attorney	(2,368,494)	(2,851,140)	482,646	16.9%	(2,333,922)
Finance & Administration	(10,713,437)	(11,691,301)	977,864	8.4%	(8,505,387)
Non-Departmental Expenses	(15,243,994)	(16,431,254)	1,187,260	7.2%	(16,979,800)
Absorption of Labor and Overhead to					
Capital Assets	4,267,553	5,207,050	(939,497)	-18.0%	3,612,650
Depreciation & Amortization	(64,867,105)	(63,259,272)	(1,607,833)	-2.5%	(60,244,980)
Total Operating Expenses	(179,185,842)	(186,767,332)	7,581,490	4.1%	(168,991,351)
Operating Income (A)	49,232,840	35,214,833	14,018,007	39.8%	46,610,526
Non-Operating Items					
Interest Income	2,256,947	1,345,185	911,762	67.8%	1,166,155
Interest Expense	(24,087,373)	(27,329,453)	3,242,081	11.9%	(28,095,938)
Passenger Facility Charges (PFCs)	14,365,461	14,909,917	(544,455)	-3.7%	13,703,366
Customer Facility Charges (CFCs)	3,262,884	3,565,903	(303,019)	-8.5%	3,437,319
Other Income (Expenses)	(1,447,545)	29,093	(1,476,638)	-5075.7%	(1,286,013)
Gain on Lease Termination	-	-	-	0.0%	5,525,773
CFC Reimbursements Expense ⁽¹⁾	(2,918,961)	(2,971,500)	52,539	1.8%	(2,685,055)
(B)	(8,568,587)	(10,450,857)	1,882,270	18.0%	(8,234,394)
Change in Net Position before					
Capital Contributions (A+B)	40,664,253	24,763,976	15,900,278		38,376,132
Capital Contributions					
Grants from Government Agencies	38,200,765	50,248,786	(12,048,021)	-24.0%	5,312,186
(C)	38,200,765	50,248,786	(12,048,021)	-24.0%	5,312,186
CHANGE IN NET POSITION (A+B+C)	\$ 78,865,019	\$ 75,012,762	\$ 3,852,257	5.1%	\$ 43,688,317

(1) Prior year CFC reimbursed expenses were reclassified for comparative purposes.

PORT OF OAKLAND
Actual vs. Budget Expenses by Category
Seven Months Ended January 31, 2018

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	<u>Actual</u> <u>01/31/18</u>	<u>Budget</u> <u>01/31/18</u>	<u>\$</u> <u>Variance</u>	<u>%</u> <u>Variance</u>
<u>Operating Expenses</u>				
Personnel Services	\$ (63,296,241)	\$ (65,528,854)	\$ 2,232,613	3.4%
Contractual Services	(41,086,035)	(45,856,250)	4,770,215	10.4%
Supplies	(2,839,287)	(2,497,825)	(341,462)	-13.7%
General and Administrative	(7,763,100)	(10,893,269)	3,130,169	28.7%
Utilities Cost of Sales	(3,927,374)	(4,132,917)	205,543	5.0%
Departmental Credits	4,593,300	5,401,055	(807,755)	-15.0%
Subtotal	(114,318,737)	(123,508,060)	9,189,323	7.4%
Depreciation & Amortization	(64,867,105)	(63,259,272)	(1,607,833)	-2.5%
Total Operating Expenses	\$ (179,185,842)	\$ (186,767,332)	\$ 7,581,490	4.1%

Port of Oakland
Actual vs. Budget Aviation Revenue
For the Seven Months Ended January 31, 2018

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	ACTUAL 01/31/18	BUDGET 01/31/18	\$ VARIANCE	% VARIANCE
TERMINAL RENT	\$ 25,978,307	\$ 25,190,411	\$ 787,896	3.1%
TERMINAL CONCESSIONS	13,626,063	12,802,812	823,251	6.4%
OTHER TERMINAL REVENUE (a)	8,373,033	7,814,368	558,665	7.1%
TERMINAL RENTALS & CONCESSIONS	47,977,403	45,807,591	2,169,812	4.7%
PARKING	20,552,661	20,937,017	(384,356)	-1.8%
GROUND ACCESS	4,155,216	4,374,025	(218,809)	-5.0%
PARKING AND GROUND ACCESS	24,707,877	25,311,042	(603,165)	-2.4%
OTHER AIRPORT RENTALS (b)	17,684,768	18,082,392	(397,624)	-2.2%
LANDING FEES	21,624,182	20,956,111	668,071	3.2%
OTHER FIELD REVENUE (c)	2,226,539	1,603,259	623,280	38.9%
AVIATION FUELING	1,394,101	1,816,481	(422,380)	-23.3%
MISCELLANEOUS REVENUE (d)	124,186	72,154	52,032	72.1%
TOTAL AVIATION OPERATING REVENUE	115,739,056	113,649,029	2,090,027	1.8%
BAD DEBT RESERVE	-	-	-	0.0%
TOTAL AVIATION REVENUE	\$ 115,739,056	\$ 113,649,029	\$ 2,090,027	1.8%

(Continued)

**Port of Oakland
Actual vs. Budget Aviation Revenue
For the Seven Months Ended January 31, 2018**

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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 Seven Months Ended January 31, 2018

**UNAUDITED
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	ACTUAL 01/31/18	BUDGET 01/31/18	\$ VARIANCE	% VARIANCE
MARINE TERMINAL RENT	\$ 72,759,566	\$ 69,533,029	\$ 3,226,537	4.6%
RAIL TERMINAL RENT	1,742,848	1,612,905	129,943	8.1%
OTHER RENT (a)	19,081,408	19,605,354	(523,946)	-2.7%
TOTAL MARITIME OPERATING REVENUE	93,583,822	90,751,288	2,832,534	3.1%
BAD DEBT RESERVE	-	(125,000)	125,000	100.0%
TOTAL MARITIME REVENUE	<u>\$ 93,583,822</u>	<u>\$ 90,626,288</u>	<u>\$ 2,957,534</u>	3.3%

(a) **Other Rent**

This category primarily includes land and facility rental revenue from non-marine/rail terminal tenants.
Examples include: truck parking and transloading tenants.

**Port of Oakland
Actual vs. Budget CRE Revenue
For the Seven Months Ended January 31, 2018**

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	ACTUAL 01/31/18	BUDGET 01/31/18	\$ VARIANCE	% VARIANCE
SPACE RENTAL				
Land	\$ 672,555	\$ 640,790	\$ 31,765	5.0%
Building with Land	350,368	337,925	12,443	3.7%
Warehouse Lease	1,021,257	994,357	26,900	2.7%
Hotel	2,181,864	2,124,042	57,822	2.7%
Restaurant	1,091,039	1,110,999	(19,960)	-1.8%
Retail	1,303,437	1,246,272	57,165	4.6%
Office Lease	1,333,325	1,321,967	11,358	0.9%
Marinas Revenue	16,022	13,280	2,742	20.6%
Subtotal	7,969,866	7,789,632	180,234	2.3%
PARKING REVENUE				
Parking Revenue - Parking Lot Revenue	1,540,420	1,404,822	135,598	9.7%
Subtotal	1,540,420	1,404,822	135,598	9.7%
MISCELLANEOUS REVENUE				
Miscellaneous Revenue (a)	57,896	96,150	(38,254)	-39.8%
Billboard Advertising Revenue	379,736	379,827	(91)	0.0%
Delinquency Charge	118	-	118	100.0%
Subtotal	437,750	475,977	(38,227)	-8.0%
TOTAL CRE OPERATING REVENUE	9,948,036	9,670,431	277,605	2.9%
BAD DEBT RESERVE	-	-	-	0.0%
TOTAL CRE REVENUE	\$ 9,948,036	\$ 9,670,431	\$ 277,605	2.9%

(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 Seven Months Ended January 31, 2018

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							
Total Passengers							
July	1,235,511	1,214,607	20,904	1.7%	1,132,191	103,320	9.1%
August	1,226,648	1,196,373	30,275	2.5%	1,110,385	116,263	10.5%
September	1,083,301	1,077,678	5,623	0.5%	1,017,790	65,511	6.4%
October	1,140,921	1,101,798	39,123	3.6%	1,076,759	64,162	6.0%
November	1,111,124	1,081,061	30,063	2.8%	1,037,378	73,746	7.1%
December	1,086,388	1,112,984	(26,596)	-2.4%	1,030,516	55,872	5.4%
January	949,323	967,823	(18,500)	-1.9%	908,898	40,425	4.4%
February							
March							
April							
May							
June							
Year to Date	7,833,216	7,752,325	80,891	1.0%	7,313,917	519,299	7.1%
Aircraft Landing Weights * (000 lbs)							
July	964,788	922,551	42,237	4.6%	885,580	79,208	8.9%
August	1,000,732	948,269	52,463	5.5%	904,922	95,810	10.6%
September	912,995	905,329	7,666	0.8%	835,597	77,398	9.3%
October	954,911	938,503	16,408	1.7%	864,185	90,726	10.5%
November	942,173	919,777	22,396	2.4%	848,187	93,986	11.1%
December	1,042,427	1,067,477	(25,050)	-2.3%	978,980	63,447	6.5%
January	908,153	893,432	14,721	1.6%	815,027	93,126	11.4%
February							
March							
April							
May							
June							
Year to Date	6,726,179	6,595,339	130,840	2.0%	6,132,478	593,701	9.7%

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

Port of Oakland
Activity Summary Report
For the Seven Months Ended January 31, 2018

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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	159,656	158,297	1,359	0.9%	158,058	1,598	1.0%
August	155,039	161,794	(6,755)	-4.2%	161,487	(6,448)	-4.0%
September	153,497	152,536	961	0.6%	146,629	6,868	4.7%
October	162,634	161,622	1,012	0.6%	161,475	1,159	0.7%
November	149,372	156,257	(6,885)	-4.4%	159,091	(9,719)	-6.1%
December	159,193	153,322	5,871	3.8%	152,597	6,596	4.3%
January	150,019	144,906	5,113	3.5%	153,769	(3,750)	-2.4%
February							
March							
April							
May							
June							
Year to Date	1,089,410	1,088,734	676	0.1%	1,093,106	(3,696)	-0.3%
Vessel Calls							
July	137	153	(16)	-10.5%	153	(16)	-10.5%
August	138	156	(18)	-11.5%	157	(19)	-12.1%
September	134	145	(11)	-7.6%	139	(5)	-3.6%
October	133	145	(12)	-8.3%	140	(7)	-5.0%
November	128	140	(12)	-8.6%	141	(13)	-9.2%
December	140	143	(3)	-2.1%	136	4	2.9%
January	134	132	2	1.5%	138	(4)	-2.9%
February							
March							
April							
May							
June							
Year to Date	944	1,014	(70)	-6.9%	1,004	(60)	-6.0%

** Loaded TEUs does not include restows/shifts

Port of Oakland
Revenue Actual vs. Budget Variance
Seven Months Ended January 31, 2018

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OPERATING REVENUE

Port Operating Revenue = **\$228.4 million**
Variance to Budget (\$) = **\$6.4 million (better)**
Variance to Budget (%) = **2.9% (better)**

Aviation - \$115.7 million

Better than budget by \$2.1 million or 1.8%

- Higher terminal rents (\$0.8 million)
- Higher landing fees (\$0.7 million)
- Higher customs room use (\$0.6 million)
- Higher in-flight catering and ground handling revenue (net \$0.6 million)
- Higher car rental revenues due to new contract (\$0.4 million)
- Higher concessions revenue primarily for restaurant/bar and newsstands revenues million reflecting higher passenger traffic (\$0.4 million)
- Lower hangar rent (-\$0.4 million)
- Lower parking revenue (-\$0.4 million)
- Lower fueling rent at OFFC and retail fueling (net -\$0.4 million)
- Lower land rent at rental car center (-\$0.1 million)
- Lower ground transportation fees (-\$0.2 million)

Maritime - \$93.6 million

Better than budget by \$3.0 million or 3.3%

- Higher than budgeted over MAG activity at two marine terminals (net \$3.2 million)
- Higher intermodal revenue (\$0.1 million)
- Higher truck parking revenue (\$0.1 million)
- Lower space assignment revenue (-\$0.4 million)

Commercial Real Estate - \$9.9 million

Better than budget by \$0.3 million or 2.9%

- Higher parking revenue at JLS (\$136k)
- Higher rents from warehouse and land (net \$71k)
- Higher rents from hotels (\$58k)
- Higher retail rents (\$57k)
- Higher rents from offices (\$11k)
- Lower restaurant rent in JLS (-\$20k)
- Lower miscellaneous revenue (-\$38k)

Utilities - \$9.1 million

Better than budget by \$1.1 million or 13.8%

- Higher shore power electricity usage (\$0.8 million)
- Higher electricity usage in maritime area due to additional cargo volume (\$0.2 million)
- Higher electricity usage at South Airport (\$0.1 million)

Port of Oakland
Expense Actual vs. Budget Variance
Seven Months Ended January 31, 2018

**UNAUDITED
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EXPENSES by CATEGORY

Port Operating Expenses* = \$114.3 million
Variance to Budget (\$) = \$9.2 million (better)
Variance to Budget (%) = 7.4% (better)

Personnel Services - \$63.3 million

Better than budget by \$2.2 million or 3.4%

- 454 FTEs as of 1/31/18 vs. budgeted 477 FTEs (502 FTEs with vacancy factor of 25 FTEs)
- Open headcount savings (\$3.0 million) - *Various divisions*
- Lower workers' compensation (\$0.6 million) - *Non-departmental*
- Lower retiree medical expense (\$0.4 million) - *Non-departmental*
- Lower medical premiums (\$0.2 million) - *Various divisions*
- Lower professional development (\$0.1 million) - *Various divisions*
- Lower continuing education/training/seminar (\$0.1 million) - *Various divisions*
- Higher overtime and temporary help (-\$2.2 million) - *Aviation, Engineering, Finance*

Contractual Services - \$41.1 million

Better than budget by \$4.8 million or 10.4%

- Lower legal, consulting, and computer systems (net \$2.6 million) - *Various divisions*
- Lower parking and ground transportation (\$0.6 million) - *Aviation, CRE, and Maritime*
- Lower security costs (\$0.6 million) - *Maritime, Aviation*
- Lower crane maintenance and major maritime maintenance (net \$0.4 million) - *Engineering*
- Lower Alameda County Sheriff (\$0.4 million) - *Aviation*
- Lower maintenance & repairs (\$0.3 million) - *Engineering and Aviation*
- Higher Airport Rescue and Firefighting (-\$0.1 million) - *Aviation*

Supplies - \$2.8 million

Worse than budget by \$0.3 million or -13.7% - *Aviation*

General and Administrative - \$7.8 million

Better than budget by \$3.1 million or 28.7%

- Lower marketing and exhibits & displays (\$1.1 million) - *Aviation*
- Lower legal contingency (\$0.9 million) - *Non-departmental*
- Lower sponsorships, community outreach, and special events (net \$0.3 million) - *Executive*
- Lower Port-wide contingency (\$0.2 million) - *Non-departmental and Maritime*
- Lower travel (\$0.2 million) - *Various*
- Lower pollution remediation and miscellaneous expense (net \$0.2 million) - *Various*
- Lower Port-use utilities (\$0.1 million) - *Non-departmental*

Utilities Cost of Sales - \$3.9 million

Better than budget by \$0.2 million or 5.0%

- Lower electricity in the maritime area (net \$303k) and at the Airport (\$32k) partially offset by higher shore power usage (-\$155k) and water (-\$13k)

Departmental Credits - (\$4.6) million

Worse than budget by \$0.8 million or -15.0% due to less direct labor charged to capital projects from airport facilities maintenance, environmental project planning, and design specifications

* 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.