



Three Months Ending  
September 30, 2018  
Financial Highlights  
*Unaudited Results*

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Board of Port Commissioners Meeting  
December 13, 2018

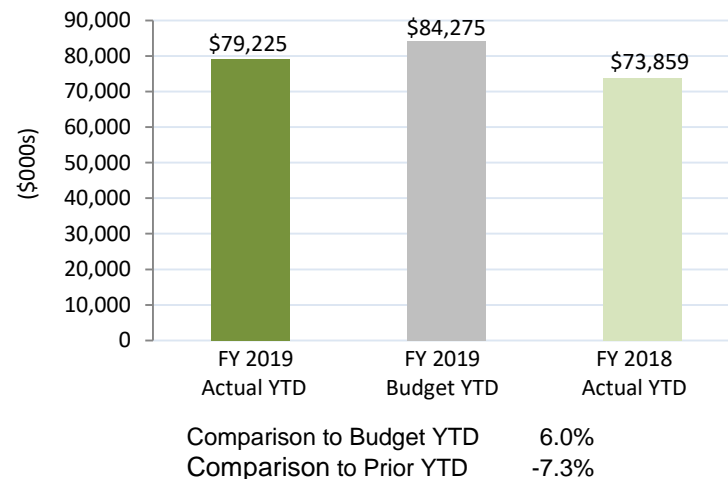
The information contained in this presentation is disclosed publicly for general information relating to the Port only. The information and figures herein include projections and forecasts that are based upon certain assumptions and involve known and unknown risks, uncertainties, and other factors that 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.

For the first 3 months of FY 2019, Port-wide financial performance has exceeded last year's performance and this year's budget/expectations.

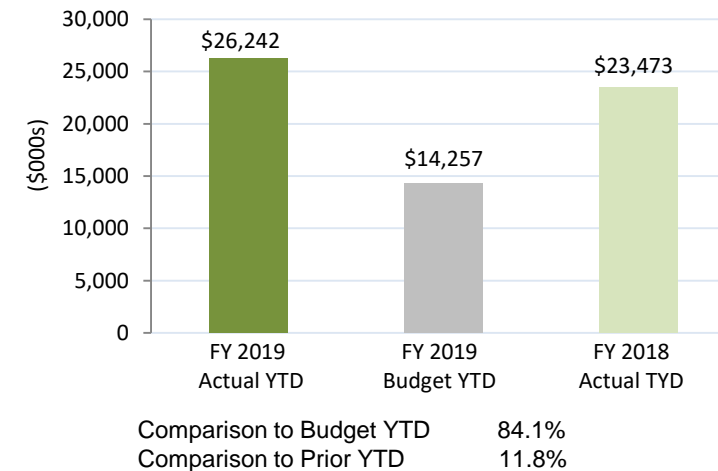
### Operating Revenues (\$000s)

	Unaudited 3 Months Ended Sept 2018	Comparison to 3 Months Ended Sept 2018 Budget Better / (Worse)		Comparison to 3 Months Ended Sept 17 Actual Better / (Worse)	
Aviation	\$54,967	\$2,131	4.0%	\$3,611	7.0%
Maritime	45,840	4,554	11.0%	4,259	10.2%
CRE	4,660	250	5.7%	265	6.0%
<b>Total</b>	<b>\$105,467</b>	<b>\$6,935</b>	<b>7.0%</b>	<b>\$8,135</b>	<b>8.4%</b>

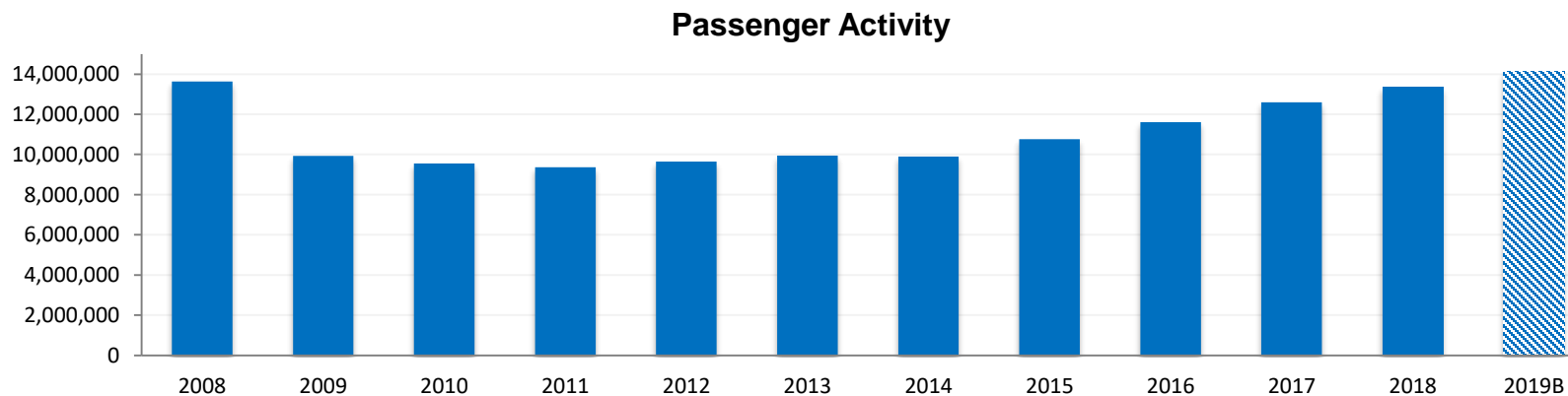
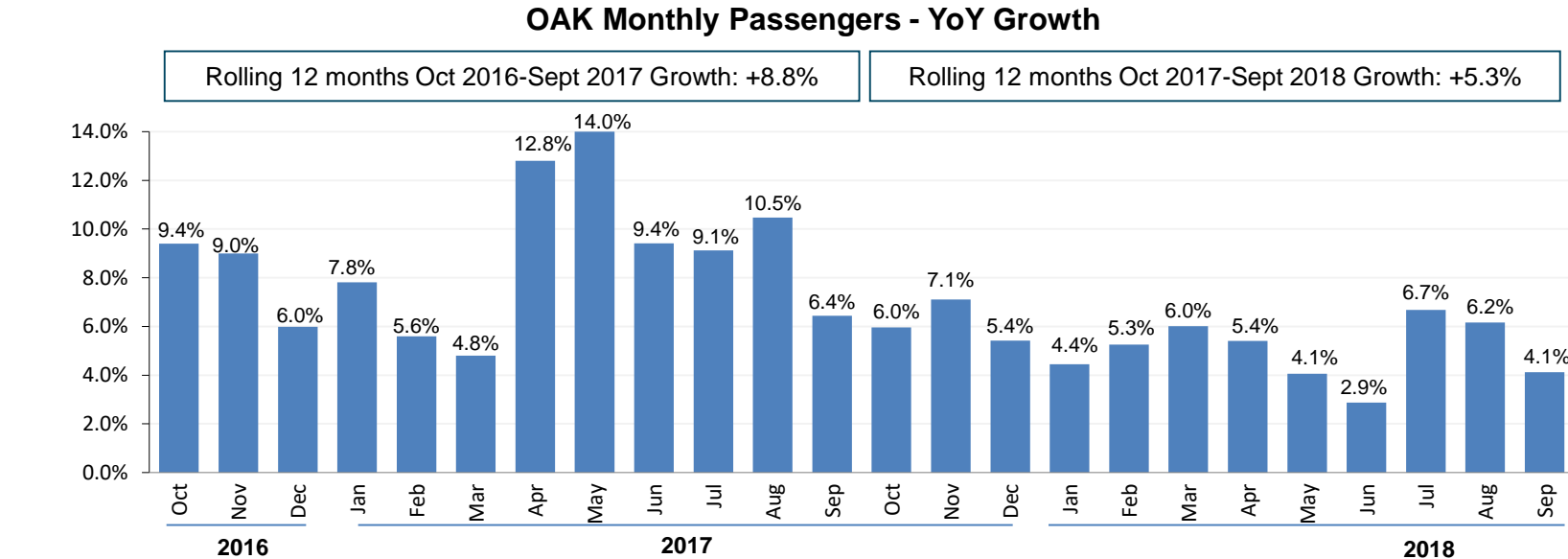
### Operating Expenses incl. Dep.



### Operating Income



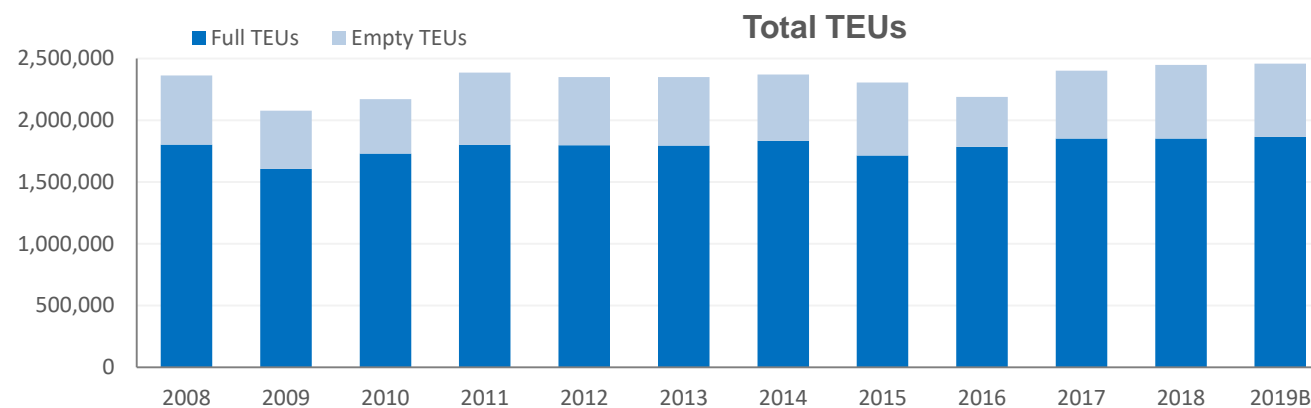
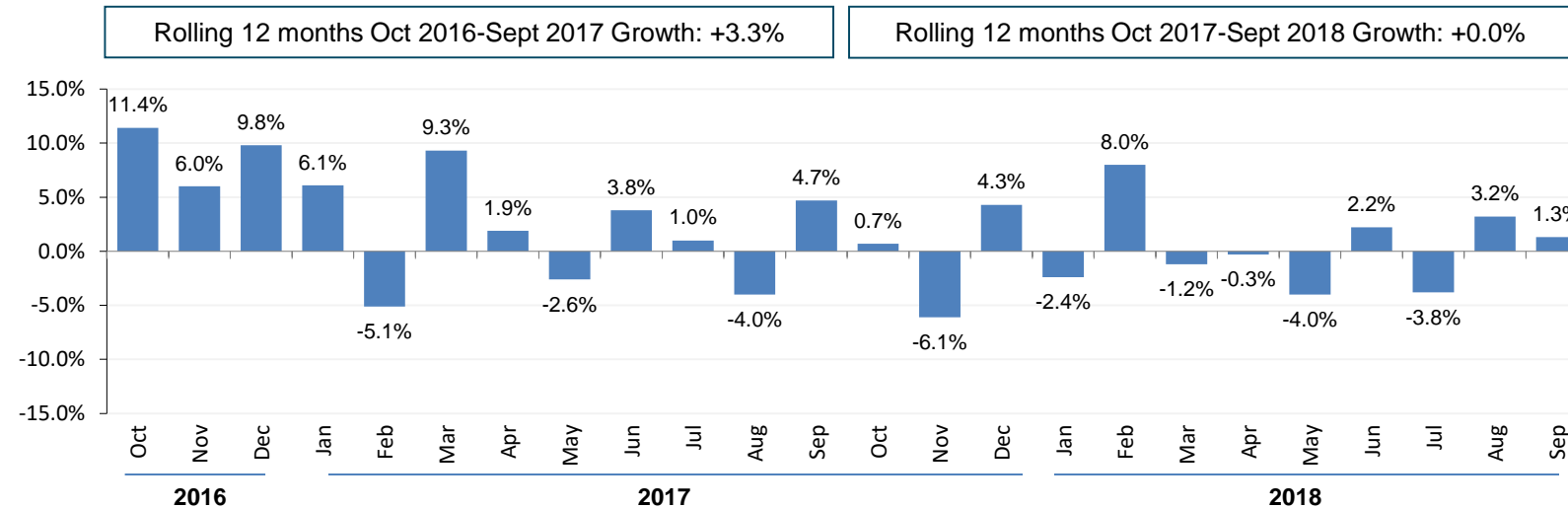
For the first 3 months of FY 2019, passenger growth was 5.7%, which is consistent with the budget / expectations.



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

For the first 3 months of FY 2019, full TEU growth was 0.2%, 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	(4.3%)
Full Imports	4.4%
Full TEUs	0.2%
Empty TEUs	20.3%
Total TEUs	5.5%

# Aviation Revenues

(\$000s)

Aviation Revenue Breakdown	Unaudited 3 Months Ended Sept 2018 \$	Comparison to 3 Months Ended Sept 2018 Budget Better / (Worse)		Comparison to 3 Months Ended Sept 2017 Actual Better / (Worse)	
		\$	%	\$	%
Passenger Airline Revenue					
Terminal Rental <sup>(1)</sup>	\$15,807	\$1,032	7.0%	\$1,658	11.7%
Landing Fees (excl. Cargo Airlines)	7,110	46	0.7	572	8.8
Total Airline Revenues	22,917	1,078	4.9	2,230	10.8
Parking	9,258	(43)	(0.5)	222	2.5
Lease Rentals	7,580	(444)	(5.5)	350	4.8
Rental Car	3,425	425	14.2	132	4.0
Concessions	2,865	391	15.8	(119)	(4.0)
Landing Fees - Cargo Airline	2,711	114	4.4	132	5.1
Ground Access	2,342	145	6.6	551	30.7
Other <sup>(2)</sup>	2,246	445	24.7	150	7.2
Utility Sales	1,060	197	22.8	(25)	(2.3)
Aviation Fueling	565	(177)	(23.8)	(13)	(2.2)
<b>Total Operating Revenues</b>	<b>\$54,967</b>	<b>\$2,131</b>	<b>4.0%</b>	<b>\$3,611</b>	<b>7.0%</b>

(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.

# Maritime Revenues

(\$000s)

Maritime Revenue Breakdown	Unaudited 3 Months Ended Sept 2018 \$	Comparison to 3 Months Ended Sept 2018 Budget Better / (Worse) \$ %		Comparison to 3 Months Ended Sept 2017 Actual Better / (Worse) \$ %	
Marine Terminal Revenue					
Minimum Annual Guarantee (MAG)	\$22,606	\$46	0.2%	\$2,870	14.5%
Revenues in excess of MAG	9,968	1,541	18.3	19	0.2
Miscellaneous Terminal Rentals <sup>(1)</sup>	175	(49)	(21.9)	103	143.0
Total Terminal Revenues	32,749	1,538	4.9	2,992	10.1
Space Assignment	6,128	1,255	25.7	(524)	(7.9)
Utility Sales	3,820	1,030	36.9	1,154	43.3
Ancillary Services	2,014	278	16.0	250	14.1
Oakland International Gateway	1,129	454	67.2	388	52.3
<b>Total Operating Revenues</b>	<b>45,840</b>	<b>4,554</b>	<b>11.0%</b>	<b>4,259</b>	<b>10.2%</b>

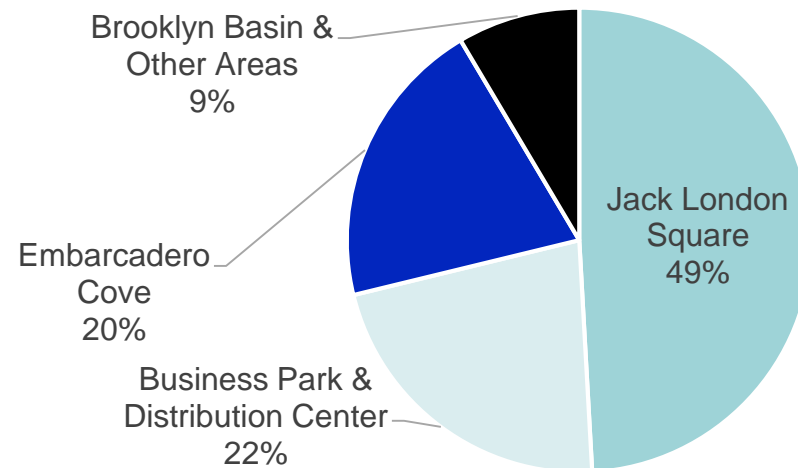
(1) Includes bunkering fuel and water lease.

# CRE Revenues

(\$000s)

CRE Revenue Breakdown	Unaudited 3 Months Ended Sept 2018 \$	Comparison to 3 Months Ended Sept 2018 Budget Better / (Worse)		Comparison to 3 Months Ended Sept 2017 Actual Better / (Worse)	
		\$	%	\$	%
Space Rental	\$3,693	\$170	8.1%	\$171	3.2%
Parking	763	109	12.5	110	(2.0)
Miscellaneous Revenue	178	(29)	(2.9)	(15)	4.9
Utilities	25	(0)	(0.3)	0	0.0
<b>Total Operating Revenues</b>	<b>\$4,660</b>	<b>\$250</b>	<b>5.7%</b>	<b>\$265</b>	<b>6.0%</b>

## Revenue By Area





# Operating Expenses

(\$000s)

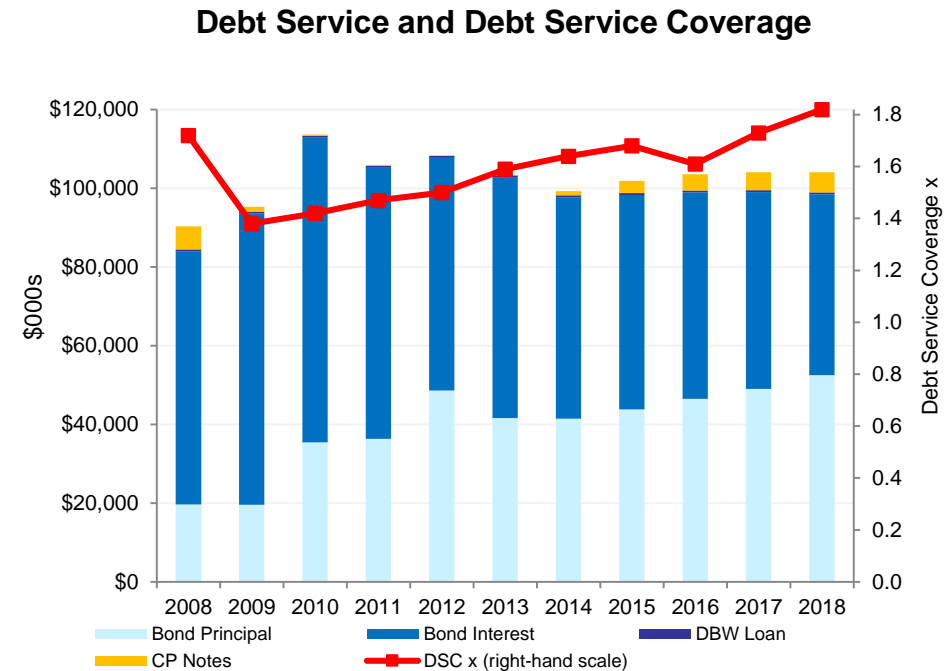
	Unaudited 3 Months Ended Sept 2018 \$	Comparison to 3 Months Ended Sept 2018 Budget Better / (Worse) \$ %		Comparison to 3 Months Ended Sept 2017 Actual Better / (Worse) \$ %	
Personnel Costs	\$27,536	\$1,109	3.9%	(839)	(3.1%)
Contractual Services	18,352	2,847	13.4	(1,400)	(8.3)
General & Administrative	3,509	823	19.0	(400)	(12.9)
Supplies	1,470	(406)	(38.2)	(357)	(32.1)
Utility Cost of Sales	1,396	495	26.2	309	18.1
Departmental Credits	(1,549)	(680)	(30.5)	(581)	(27.3)
<b>Operating Expenses excl. Dep.</b>	<b>\$50,713</b>	<b>\$4,188</b>	<b>7.6</b>	<b>(\$3,268)</b>	<b>(6.9)</b>
Depreciation	28,512	861	2.9	(2,099)	(7.9)
<b>Total Operating Expenses</b>	<b>\$79,225</b>	<b>\$5,050</b>	<b>6.0%</b>	<b>(\$5,366)</b>	<b>(7.3%)</b>

# 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 9/30/18 <sup>(1)</sup>
Bonds	\$92,731	\$891,050
Department of Boating & Waterways Loan	458	3,902
Commercial Paper Notes	19,608	99,345
<b>Total</b>	<b>\$112,797</b>	<b>\$994,297</b>

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



- ❑ **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.

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

General Fund	Unaudited Sept 2018	Unaudited Sept 2017	Unaudited June 2018
Debt Service Fund	64,652	25,516	41,250
Other	249,322	181,793	254,452
Total	<b>\$313,975</b>	<b>\$207,309</b>	<b>295,701</b>

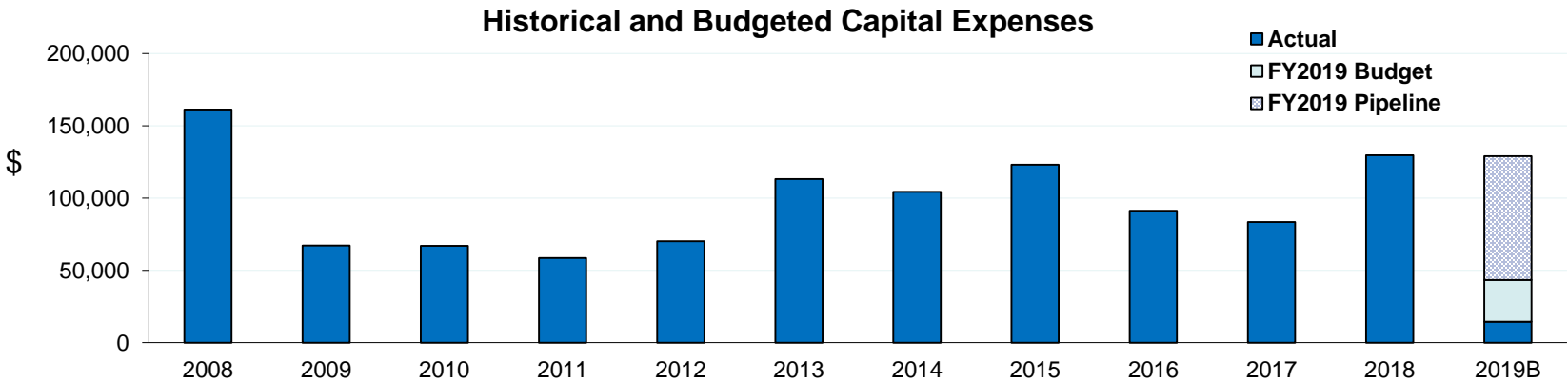
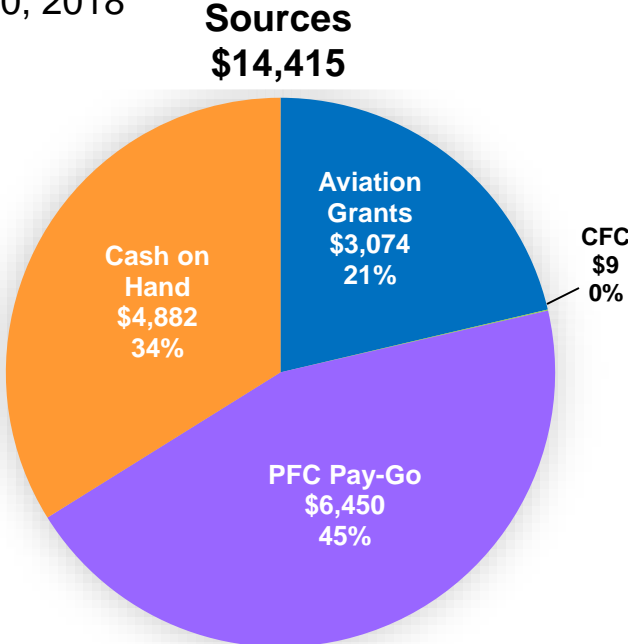
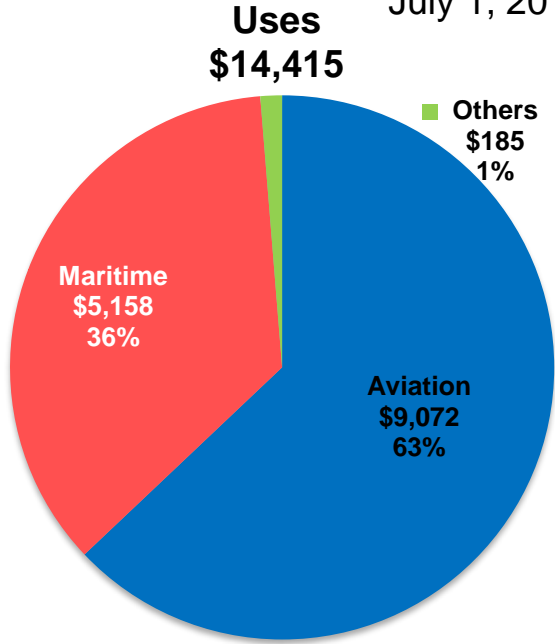
Restricted	Unaudited Sept 2018	Unaudited Sept 2017	Unaudited June 2018
Board Reserves	74,402	72,456	72,456
Passenger Facility Charges	519	6,699	13
Customer Facility Charges	3,763	7,183	5,142
Contractor Retention in Escrow	1,007	5,647	2,376
Trustee Held Bond Reserves	58,908	58,204	58,545
Total	<b>\$138,598</b>	<b>\$150,188</b>	<b>\$138,531</b>

Note: Totals may not add due to rounding.

# Capital Expenses

(\$000s)

July 1, 2018 – September 30, 2018



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**PORT OF OAKLAND**

Unaudited  
Financial Results

September 30, 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  
SEPTEMBER 30, 2018, 2017 AND JUNE 30, 2018**

**UNAUDITED  
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	<u>Unaudited 09/30/18</u>	<u>Unaudited 06/30/18</u>	<u>Unaudited 09/30/17</u>
<b>Unrestricted Cash:</b>			
Board Reserves	\$ 74,402,003	\$ 72,455,762	\$ 72,455,762
General Fund:			
Debt Service Fund	64,652,389	41,249,944	25,516,332
Other	249,322,446	254,451,630	181,792,617
Sub-total	<u>313,974,835</u>	<u>295,701,574</u>	<u>207,308,949</u>
Sub-total	<u>388,376,838</u>	<u>368,157,336</u>	<u>279,764,711</u>
<b>Restricted Cash &amp; Investments:</b>			
Bond Reserves/Trustee Deposits (a)	58,907,522	58,544,548	58,203,814
Passenger Facility Charges	519,385	12,608	6,699,385
Customer Facility Charges	3,762,683	5,141,837	7,182,702
Other (b)	<u>1,006,516</u>	<u>2,375,879</u>	<u>5,646,548</u>
Sub-total	<u>64,196,106</u>	<u>66,074,872</u>	<u>77,732,449</u>
<b>TOTAL</b>	<u><u>\$ 452,572,944</u></u>	<u><u>\$ 434,232,208</u></u>	<u><u>\$ 357,497,160</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  
SEPTEMBER 30, 2018, 2017 AND JUNE 30, 2017

**UNAUDITED  
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	Unaudited 09/30/18	Unaudited 06/30/18	Unaudited 09/30/17
<b>ASSETS</b>			
<b>CURRENT ASSETS:</b>			
Cash and cash equivalents			
Designated	\$ 74,402,003	\$ 72,455,762	\$ 72,455,762
Undesignated	313,974,835	295,701,574	207,308,949
Accounts receivable (less allowance) (09/18 \$540,000; 06/18 \$540,000; 09/17 \$619,028)	52,874,526	47,501,050	52,111,843
Restricted deposits with fiscal agent for current debt service	645,766	26,789	79,277
Accrued interest receivable	2,214,316	330,376	509,691
Prepaid expenses and other assets	15,357,718	3,663,299	13,751,681
Total current assets	459,489,164	419,678,851	346,217,203
<b>RESTRICTED CASH AND INVESTMENTS:</b>			
Bond funds and other	59,268,272	60,893,638	63,771,085
Passenger facility charges	519,385	12,608	6,699,385
Customer facility charges	3,762,683	5,141,837	7,182,702
Total restricted cash and investments	63,550,340	66,048,083	77,653,172
<b>PROPERTY, PLANT AND EQUIPMENT:</b>			
Land improvements	542,483	542,483	542,483
Buildings and improvements	986,910,354	986,180,713	852,272,530
Container cranes	155,697,264	155,697,264	148,697,264
Systems and structures	2,116,447,749	2,116,925,742	2,061,219,079
Intangibles - depreciable	13,843,567	13,843,567	13,843,567
Other equipment	105,199,406	103,536,713	99,979,602
	3,378,640,823	3,378,726,482	3,176,554,525
Less accumulated depreciation	(1,831,355,107)	(1,802,842,709)	(1,720,616,567)
	1,547,285,716	1,573,883,773	1,455,937,959
Land	523,382,116	523,382,116	523,382,116
Intangibles - nondepreciable	25,852,647	25,852,647	25,852,647
Construction in progress	52,735,943	41,451,199	203,191,727
Total property, plant and equipment	2,149,256,422	2,164,569,735	2,208,364,449
<b>OTHER ASSETS</b>	29,141,145	30,296,796	30,865,947
<b>DEFERRED OUTFLOWS - PENSION CONTRIBUTIONS</b>	63,384,404	63,384,404	56,311,079
<b>TOTAL ASSETS</b>	<b>\$ 2,764,801,474</b>	<b>\$ 2,743,977,869</b>	<b>\$ 2,719,411,850</b>
<b>LIABILITIES AND NET POSITION</b>			
<b>CURRENT LIABILITIES:</b>			
Accounts payable and accrued expenses	\$ 44,464,349	\$ 54,190,092	\$ 53,277,496
Liability to City of Oakland	8,259,647	8,674,684	9,989,534
Unearned income-current portion	9,191,116	8,085,774	5,859,074
Payable from restricted assets:			
Accrued interest payable	18,308,742	7,568,413	15,451,995
Current maturities of long-term debt	57,001,101	59,136,625	21,423,914
Retentions on construction contracts	2,982,593	4,434,732	8,106,224
Total current liabilities	140,207,548	142,090,320	114,108,237
<b>LONG-TERM LIABILITIES:</b>			
Long-term debt	986,965,214	993,223,189	1,049,486,994
Unearned income	26,117,789	26,117,789	27,341,068
Environmental liabilities and other	50,330,379	50,884,464	48,189,260
Net pension liabilities	326,618,147	326,618,147	204,078,476
Deferred inflows - Non-pension contributions	4,057,068	4,057,068	20,809,319
Total long-term liabilities	1,394,088,597	1,400,906,657	1,349,905,116
<b>NET POSITION:</b>			
Reserved retained earnings:			
Grants from government agencies	437,329,766	434,216,028	443,333,022
Passenger facility charges	292,218,618	285,279,569	282,863,136
Customer facility charges	18,916,743	17,437,773	18,408,850
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	512,767,411	494,780,731	541,520,699
Total net position	1,230,505,329	1,200,986,892	1,255,398,497
<b>TOTAL LIABILITIES AND NET POSITION</b>	<b>\$ 2,764,801,474</b>	<b>\$ 2,743,977,869</b>	<b>\$ 2,719,411,850</b>

PORT OF OAKLAND  
ACTUAL VS. BUDGET REVENUE AND EXPENSES  
THREE MONTHS ENDED SEPTEMBER 30, 2018

**UNAUDITED  
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Division	Actual 09/30/18	Budget 09/30/18	\$ Variance	% Variance	Actual 09/30/17
<b><u>Operating Revenues</u></b>					
Aviation	\$ 54,967,345	\$ 52,836,414	\$ 2,130,931	4.0%	\$ 51,356,702
Maritime	45,840,104	41,285,704	4,554,401	11.0%	41,580,821
CRE	4,659,696	4,409,720	249,976	5.7%	4,394,462
<b>Total Operating Revenue</b>	<b>105,467,146</b>	<b>98,531,837</b>	<b>6,935,309</b>	<b>7.0%</b>	<b>97,331,985</b>
<b><u>Operating Expenses</u></b>					
Aviation	(23,828,569)	(26,163,736)	2,335,167	8.9%	(23,142,439)
Maritime	(2,617,461)	(2,743,099)	125,638	4.6%	(2,292,779)
CRE	(1,708,337)	(1,709,907)	1,570	0.1%	(1,485,115)
Engineering & Environmental	(8,843,186)	(9,030,988)	187,802	2.1%	(7,532,876)
Utilities Cost of Sales	(1,395,606)	(1,891,089)	495,483	26.2%	(1,704,849)
Executive	(1,339,265)	(1,542,342)	203,077	13.2%	(1,124,496)
Board of Port Commissioners	(99,030)	(125,366)	26,336	21.0%	(110,381)
Audit Services	(251,187)	(347,795)	96,608	27.8%	(296,836)
Port Attorney	(1,098,166)	(1,241,688)	143,522	11.6%	(990,082)
Finance & Administration	(4,884,254)	(5,307,359)	423,105	8.0%	(4,772,368)
Non-Departmental Expenses	(6,192,499)	(7,002,576)	810,077	11.6%	(6,067,595)
Absorption of Labor and Overhead to					
Capital Assets	1,544,563	2,204,604	(660,041)	-29.9%	2,074,413
Depreciation & Amortization	(28,512,398)	(29,373,813)	861,415	2.9%	(26,413,875)
<b>Total Operating Expenses</b>	<b>(79,225,395)</b>	<b>(84,275,155)</b>	<b>5,049,760</b>	<b>6.0%</b>	<b>(73,859,276)</b>
<b>Operating Income (A)</b>	<b>26,241,751</b>	<b>14,256,682</b>	<b>11,985,068</b>	<b>84.1%</b>	<b>23,472,708</b>
<b><u>Non-Operating Items</u></b>					
Interest Income	3,140,840	1,132,232	2,008,608	177.4%	608,938
Interest Expense	(9,472,030)	(9,584,970)	112,940	1.2%	(12,592,305)
Passenger Facility Charges (PFCs)	6,939,049	7,239,934	(300,885)	-4.2%	6,642,919
Customer Facility Charges (CFCs)	1,478,970	1,477,177	1,793	0.1%	1,405,408
Other Income (Expenses)	(723,553)	(833,174)	109,621	13.2%	(586,277)
CFC Reimbursements Expense	(1,200,328)	(1,214,250)	13,922	1.1%	(1,178,125)
<b>(B)</b>	<b>162,948</b>	<b>(1,783,050)</b>	<b>1,945,998</b>	<b>109.1%</b>	<b>(5,699,443)</b>
<b>Change in Net Position before</b>					
<b>Capital Contributions (A+B)</b>	<b>26,404,699</b>	<b>12,473,632</b>	<b>13,931,067</b>		<b>17,773,265</b>
<b><u>Capital Contributions</u></b>					
Grants from Government Agencies	3,113,737	3,825,800	(712,063)	-18.6%	35,889,341
<b>(C)</b>	<b>3,113,737</b>	<b>3,825,800</b>	<b>(712,063)</b>	<b>-18.6%</b>	<b>35,889,341</b>
<b>CHANGE IN NET POSITION (A+B+C)</b>	<b>\$ 29,518,436</b>	<b>\$ 16,299,432</b>	<b>\$ 13,219,004</b>	<b>81.1%</b>	<b>\$ 53,662,606</b>



**PORT OF OAKLAND**  
**Actual vs. Budget Expenses by Category**  
**Three Months Ended September 30, 2018**

**UNAUDITED**  
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	<u>Actual</u> <u>09/30/18</u>	<u>Budget</u> <u>09/30/18</u>	<u>\$</u> <u>Variance</u>	<u>%</u> <u>Variance</u>
<b><u>Operating Expenses</u></b>				
Personnel Services	\$ (27,535,638)	\$ (28,644,872)	\$ 1,109,234	3.9%
Contractual Services	(18,351,793)	(21,198,545)	2,846,752	13.4%
Supplies	(1,469,674)	(1,063,411)	(406,263)	-38.2%
General and Administrative	(3,508,973)	(4,331,980)	823,007	19.0%
Utilities Cost of Sales	(1,395,606)	(1,891,089)	495,483	26.2%
Departmental Credits	1,548,688	2,228,555	(679,867)	-30.5%
Subtotal	(50,712,997)	(54,901,342)	4,188,345	7.6%
Depreciation & Amortization	(28,512,398)	(29,373,813)	861,415	2.9%
<b>Total Operating Expenses</b>	<b>\$ (79,225,395)</b>	<b>\$ (84,275,155)</b>	<b>\$ 5,049,760</b>	<b>6.0%</b>

Port of Oakland  
Actual vs. Budget Aviation Revenue  
For the Three Months Ended September 30, 2018

**UNAUDITED  
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	ACTUAL 09/30/18	BUDGET 09/30/18	\$ VARIANCE	% VARIANCE
TERMINAL RENT	\$ 12,181,034	\$ 11,835,365	\$ 345,669	2.9%
TERMINAL CONCESSIONS	6,289,326	5,473,660	815,666	14.9%
OTHER TERMINAL REVENUE (a)	4,583,708	3,866,867	716,841	18.5%
TERMINAL RENTALS & CONCESSIONS	<u>23,054,068</u>	<u>21,175,892</u>	<u>1,878,176</u>	8.9%
PARKING	9,258,011	9,301,317	(43,306)	-0.5%
GROUND ACCESS	2,341,904	2,197,212	144,692	6.6%
PARKING AND GROUND ACCESS	<u>11,599,915</u>	<u>11,498,529</u>	<u>101,386</u>	0.9%
OTHER AIRPORT RENTALS (b)	7,579,872	8,023,523	(443,651)	-5.5%
LANDING FEES	9,820,683	9,660,187	160,496	1.7%
OTHER FIELD REVENUE (c)	1,198,023	842,771	355,252	42.2%
AVIATION FUELING	564,835	741,589	(176,754)	-23.8%
MISCELLANEOUS REVENUE (d)	90,145	30,923	59,222	191.5%
UTILITIES REVENUE	<u>1,059,805</u>	<u>863,000</u>	<u>196,805</u>	22.8%
TOTAL AVIATION OPERATING REVENUE	54,967,345	52,836,414	2,130,931	4.0%
BAD DEBT RESERVE	<u>-</u>	<u>-</u>	<u>-</u>	0.0%
TOTAL AVIATION REVENUE	<u>\$ 54,967,345</u>	<u>\$ 52,836,414</u>	<u>\$ 2,130,931</u>	4.0%

(Continued)

**Port of Oakland  
Actual vs. Budget Aviation Revenue  
For the Three Months Ended September 30, 2018**

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

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

**(b) Other Airport Rentals**

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

**(c) Other Field Revenue**

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

**(d) Miscellaneous Revenue**

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

**Port of Oakland**  
**Actual vs. Budget Maritime Revenue**  
**For the Three Months Ended September 30, 2018**

**UNAUDITED**  
**DRAFT**

	ACTUAL 09/30/18	BUDGET 09/30/18	\$ VARIANCE	% VARIANCE
MARINE TERMINAL RENT	\$ 32,748,541	\$ 31,210,530	\$ 1,538,011	4.9%
RAIL TERMINAL RENT	1,128,641	674,921	453,720	67.2%
OTHER RENT (a)	8,142,517	6,609,746	1,532,770	23.2%
UTILITIES REVENUE	3,820,406	2,790,506	1,029,899	36.9%
TOTAL MARITIME OPERATING REVENUE	45,840,104	41,285,704	4,554,401	11.0%
BAD DEBT RESERVE	-	-	-	0.0%
TOTAL MARITIME REVENUE	\$ 45,840,104	\$ 41,285,704	\$ 4,554,401	11.0%

**(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 Three Months Ended September 30, 2018**

**UNAUDITED**  
**DRAFT**

	<b>ACTUAL</b> <b>09/30/18</b>	<b>BUDGET</b> <b>09/30/18</b>	<b>\$</b> <b>VARIANCE</b>	<b>%</b> <b>VARIANCE</b>
<b>SPACE RENTAL</b>				
Land	\$ 397,171	\$ 375,260	\$ 21,911	5.8%
Building with Land	152,807	152,808	(1)	0.0%
Warehouse Lease	453,667	452,834	833	0.2%
Hotel	1,089,418	1,015,957	73,461	7.2%
Restaurant	452,516	442,179	10,337	2.3%
Retail	550,059	526,653	23,406	4.4%
Office Lease	591,244	550,943	40,301	7.3%
Marinas Revenue	6,338	6,210	128	2.1%
<b>Subtotal</b>	<b>3,693,219</b>	<b>3,522,845</b>	<b>170,374</b>	<b>4.8%</b>
<b>PARKING REVENUE</b>				
Parking Revenue - Parking Lot Revenue	762,892	653,846	109,046	16.7%
<b>Subtotal</b>	<b>762,892</b>	<b>653,846</b>	<b>109,046</b>	<b>16.7%</b>
<b>MISCELLANEOUS REVENUE</b>				
Miscellaneous Revenue (a)	29,025	40,731	(11,706)	-28.7%
Billboard Advertising Revenue	149,130	166,798	(17,668)	-10.6%
Delinquency Charge	-	-	-	100.0%
<b>Subtotal</b>	<b>178,155</b>	<b>207,529</b>	<b>(29,374)</b>	<b>-14.2%</b>
<b>UTILITIES REVENUE</b>	<b>25,431</b>	<b>25,500</b>	<b>(69)</b>	<b>-0.3%</b>
<b>TOTAL CRE OPERATING REVENUE</b>	<b>4,659,696</b>	<b>4,409,720</b>	<b>249,976</b>	<b>5.7%</b>
<b>BAD DEBT RESERVE</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>
<b>TOTAL CRE REVENUE</b>	<b>\$ 4,659,696</b>	<b>\$ 4,409,720</b>	<b>\$ 249,976</b>	<b>5.7%</b>

**(a) Miscellaneous Revenue**

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

Port of Oakland  
Activity Summary Report  
For the Three Months Ended September 30, 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 (%)
<b>AVIATION ACTIVITY</b>							
<b>Total Passengers</b>							
July	1,318,052	1,306,138	11,914	0.9%	1,235,511	82,541	6.7%
August	1,302,300	1,286,530	15,770	1.2%	1,226,648	75,652	6.2%
September	1,127,927	1,158,891	(30,964)	-2.7%	1,083,301	44,626	4.1%
October							
November							
December							
January							
February							
March							
April							
May							
June							
Year to Date	3,748,279	3,751,559	(3,280)	-0.1%	3,545,460	202,819	5.7%
<b>Aircraft Landing Weights * (000 lbs)</b>							
July	1,029,991	1,051,920	(21,929)	-2.1%	964,788	65,203	6.8%
August	1,050,019	1,085,254	(35,235)	-3.2%	1,000,732	49,287	4.9%
September	930,560	959,681	(29,121)	-3.0%	912,995	17,565	1.9%
October							
November							
December							
January							
February							
March							
April							
May							
June							
Year to Date	3,010,570	3,096,855	(86,285)	-2.8%	2,878,515	132,055	4.6%

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

Port of Oakland  
Activity Summary Report  
For the Three Months Ended September 30, 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 (%)
<b>MARITIME ACTIVITY</b>							
<b>Loaded (Full) TEUs**</b>							
July	153,636	160,740	(7,104)	-4.4%	159,656	(6,020)	-3.8%
August	160,014	156,091	3,923	2.5%	155,039	4,975	3.2%
September	155,540	154,538	1,002	0.6%	153,496	2,044	1.3%
October							
November							
December							
January							
February							
March							
April							
May							
June							
Year to Date	469,190	471,369	(2,179)	-0.5%	468,191	999	0.2%
<b>Vessel Calls</b>							
July	137	137	0	0.0%	137	0	0.0%
August	138	138	0	0.0%	138	0	0.0%
September	126	134	(8)	-6.0%	134	(8)	-6.0%
October							
November							
December							
January							
February							
March							
April							
May							
June							
Year to Date	401	409	(8)	-2.0%	409	(8)	-2.0%

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

**Port of Oakland**  
**Revenue Actual vs. Budget Variance**  
Three Months Ended September 30, 2018

**UNAUDITED**  
**DRAFT**

**OPERATING REVENUE**

**Port Operating Revenue** = **\$105.5 million**  
**Variance to Budget (\$)** = **\$6.9 million (better)**  
**Variance to Budget (%)** = **7.0% (better)**

**Aviation - \$55.0 million**

Better than budget by \$2.1 million or 4.0%

- Higher customs room use (\$0.7 million)
- Higher car rental revenues (\$0.4 million)
- Higher in-flight catering and ground handling revenue (net \$0.4 million)
- Higher concessions revenue primarily for restaurant/bar and newsstands revenues reflecting higher passenger traffic (\$0.4 million)
- Higher terminal rents (\$0.3 million)
- Higher landing fees (\$0.2 million)
- Higher electricity revenue at the airport (\$0.2 million)
- Lower hangar rent (-\$0.4 million)
- Lower fueling rent at OFFC (-\$0.1 million)

**Maritime - \$45.8 million**

Better than budget by \$4.6 million or 11.0%

- Higher than budgeted over MAG activity (net \$1.5 million)
- Higher space assignment revenue (\$1.3 million)
- Unbudgeted electrical capacity charge (\$0.7 million)
- Higher rail rent (\$0.5 million)
- Higher truck parking revenue (\$0.3 million)
- Higher shore power maintenance fees (\$0.2 million)
- Higher electricity revenue at OAB and marine terminals (net \$0.1 million)

**Commercial Real Estate - \$4.7 million**

Better than budget by \$0.2 million or 5.7%

- Higher parking revenue at JLS (\$109k)
- Higher hotel rent (\$73k)
- Higher office rent (\$40k)
- Higher retail rent (\$33k)
- Higher rents from warehouse and land (net \$23k)
- Lower billboards revenue (-\$17k)
- Lower miscellaneous revenue (-\$11k)



**Port of Oakland**  
**Expense Actual vs. Budget Variance**  
Three Months Ended September 30, 2018

**UNAUDITED**  
**DRAFT**

**EXPENSES by CATEGORY**

**Port Operating Expenses\*** = \$50.7 million  
**Variance to Budget (\$)** = \$4.2 million (better)  
**Variance to Budget (%)** = 7.6% (better)

**Personnel Services** - \$27.5 million

Better than budget by \$1.1 million or 3.9%

- 457 FTEs as of 9/30/18 vs. budgeted 507 FTEs (with vacancy factor of 25 FTEs)
- Open headcount savings (\$1.2 million) - *Various divisions*
- Lower workers' compensation (\$0.2 million) - *Non-departmental*
- Lower retiree medical expense (\$0.2 million) - *Non-departmental*
- Lower professional development (\$0.1 million) - *Various divisions*
- Lower medical premiums (\$0.1 million) - *Various divisions*
- Lower continuing education/training/seminar (\$0.1 million) - *Various divisions*
- Higher overtime and temporary help (\$0.6 million) - *Aviation, Engineering, Finance*
- Higher pension rate (\$0.2 million) - *Various divisions*

**Contractual Services** - \$18.3 million

Better than budget by \$2.8 million or 13.4%

- Lower legal, consulting, and computer systems (net \$0.5 million) - *Various divisions*
- Lower parking and ground transportation (\$0.5 million) - *Aviation, CRE, and Maritime*
- Lower maintenance and repairs (net \$0.4 million) - *Engineering*
- Lower Alameda County Sheriff (\$0.5 million) - *Aviation*
- Lower Airport Rescue and Firefighting (\$0.5 million) - *Aviation*
- Lower security costs (\$0.2 million) - *Maritime, Aviation*
- Lower maintenance dredging (\$0.2 million)

**Supplies** - \$1.5 million

Worse than budget by \$0.4 million or -38.2% - *Aviation and Engineering*

**General and Administrative** - \$3.5 million

Better than budget by \$0.8 million or 19.0%

- Lower legal contingency (\$0.4 million) - *Non-departmental*
- Lower sponsorships, special events and outreach (net \$0.1 million) - *Executive*
- Lower Port-use utilities (\$0.1 million) - *Non-departmental*
- Lower dues & registrations and exhibits & displays (net \$0.1 million) - *Aviation*
- Lower travel (\$0.1 million) - *Various*

**Utilities Cost of Sales** - \$1.4 million

Better than budget by \$0.5 million or 26.2%

- Lower wholesale electricity in maritime (net \$254k), shore power (\$173k), and at the Airport (net \$59k)

**Departmental Credits** - (\$1.5) million

Worse than budget by \$0.5 million or -30.5% due to less direct labor charged to capital projects from maritime design, airport facilities maintenance, cranes, and environmental.

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\* Excludes depreciation & amortization

General Notes:

- "Revenue divisions" are collectively Aviation, Maritime, Commercial Real Estate (CRE)
- Where applicable, primary source of variance by division is noted after each item.
- 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 9/30/18

(\$ Thousands)

Total Planned Budget = \$128.9

Actual Capital Expenditures in Comparison to Planned Budget = 11.2%

66% of Expenditures funded with Grants, PFCs, and CFCs

### EXPENDITURE SUMMARY

Divisions	Expenditures 7/1/18 - 9/30/18	Total Approved Budget	Remaining Approved Budget	Remaining Pipeline Budget	FY 18-19 CIP	5 Year CIP <sup>1</sup>
	[A]	[B]	[B-A]	[C]	[B +C]	
Aviation	9,072	23,388	14,316	65,653	89,041	361,061
Maritime	5,158	16,751	11,593	18,032	34,783	128,713
CRE	32	2,535	2,503	1,880	4,415	7,299
Support	151	668	516	0	668	1,868
Total	14,415	43,342	28,927	85,565	128,907	498,941

### FUNDING SUMMARY

Funding Source	Funding Sources 7/1/18 - 9/30/18	FY 18-19 Total Approved Budget	5 Year CIP <sup>1</sup>
Aviation Grants <sup>2</sup>	3,074	7,583	104,079
Maritime Grants/Other	0	238	2,940
PFC Pay-Go	6,450	3,749	66,082
Debt Proceeds (PFC)	0	0	0
CFCs	9	10	4,410
Cash	4,882	31,762	321,430
Total	14,415	43,342	498,941

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

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

# FY 2018 - 2019 CAPITAL IMPROVEMENT PLAN SUMMARY

**DRAFT**

## Expenditure By Division and Projects For the Quarter Ending 9/30/18 (\$ Thousands)

<u>DIVISIONS</u>	<u>Expenditures 7/1/18-9/30/18</u>	<u>FY18-19 Total Approved</u>	<u>FY18-19 Remaining Approved</u>	<u>FY18-19 Remaining Pipeline</u>	<u>FY18-19 CIP<sup>1</sup></u>	<u>5YR CIP</u>
<b>AVIATION</b>						
Perimeter Dike Improvements	53	0	(53)	15,445	15,445	52,395
Airfield						
Taxiway and Runway Improvements	1,167	3,317	2,150	2,329	5,646	70,406
Other Projects	20	1,627	1,607	4,500	6,127	53,507
Subtotal Airfield	1,186	4,944	3,758	6,829	11,773	123,913
Terminal						
Terminal 2 Projects	3,865	7,570	3,705	5,880	13,450	43,710
Terminal 1 Renovation & Retrofit	134	2,630	2,496	10,100	12,730	36,610
Terminal 1 GSE Electrification	670	1,469	799	0	1,469	1,469
Other Projects <sup>2</sup>	1,868	1,350	(518)	4,150	5,500	12,000
Subtotal Terminal	6,537	13,019	6,482	20,130	33,149	93,789
Leased Area	14	10	(4)	0	10	17,650
Ground Access and Parking						
PARC System Upgrade	657	1,569	912	800	2,369	3,599
Airport Drive	0	0	0	800	800	5,300
Other Projects	0	0	0	0	0	5,140
Subtotal Ground Access & Parking	657	1,569	912	1,600	3,169	14,039
Security	230	898	668	8,977	9,875	17,105
Utilities	82	1,523	1,441	8,406	9,929	31,629
Facilities Maintenance	0	75	75	750	825	3,675
Other	312	1,350	1,038	3,516	4,866	6,866
<b>TOTAL AVIATION</b>	<b>9,072</b>	<b>23,388</b>	<b>14,316</b>	<b>65,653</b>	<b>89,041</b>	<b>361,061</b>

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

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

# FY 2018 - 2019 CAPITAL IMPROVEMENT PLAN SUMMARY

**DRAFT**

## Expenditure By Division and Projects For the Quarter Ending 9/30/18 (\$ Thousands)

<u>DIVISIONS</u>	<u>Expenditures 7/1/18-9/30/18</u>	<u>FY18-19 Total Approved</u>	<u>FY18-19 Remaining Approved</u>	<u>FY18-19 Remaining Pipeline</u>	<u>FY18-19 CIP<sup>1</sup></u>	<u>5YR CIP</u>
<b>MARITIME</b>						
Marine Terminals	410	2,524	2,114	0	2,524	18,074
Cranes	161	4,100	3,939	500	4,600	16,700
Security	0	330	330	870	1,200	3,300
Seaport Logistics Complex	5	750	745	11,050	11,800	20,300
Dredging	5	0	(5)	1,000	1,000	2,000
Utilities	10	975	965	1,550	2,525	28,950
Roadway	248	1,310	1,062	900	2,210	19,240
Rail Infrastructure at Maritime Support Center (Cool Port)	4,194	4,227	33	0	4,227	4,227
Other Projects	127	2,535	2,408	2,162	4,697	15,922
<b>TOTAL MARITIME</b>	<b>5,158</b>	<b>16,751</b>	<b>11,593</b>	<b>18,032</b>	<b>34,783</b>	<b>128,713</b>
<b>COMMERCIAL REAL ESTATE</b>						
Jack London Square	0	511	511	1,880	2,391	3,030
Embarcadero Cove	32	1,558	1,526	0	1,558	1,558
Business Park	0	141	141	0	141	618
Other	0	325	325	0	325	2,093
<b>TOTAL COMMERCIAL REAL ESTATE</b>	<b>32</b>	<b>2,535</b>	<b>2,503</b>	<b>1,880</b>	<b>4,415</b>	<b>7,299</b>
<b>SUPPORT</b>						
Equipment and Systems	151	668	516	0	668	1,868
<b>TOTAL SUPPORT</b>	<b>151</b>	<b>668</b>	<b>516</b>	<b>0</b>	<b>668</b>	<b>1,868</b>
<b>TOTAL</b>	<b>14,415</b>	<b>43,342</b>	<b>28,927</b>	<b>85,565</b>	<b>128,907</b>	<b>498,941</b>

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