

**Port of Astoria  
Profit & Loss Budget Performance  
June 2009**

|  | Jun 09 YTD          | Annual Budget        | % of Budget   | Variance Analysis   |
|--|---------------------|----------------------|---------------|---|
| <b>Income</b>                          |                     |                      |               |   |
| 4000 · Rebilled Expenses               | 693,203.41          | 509,000.00           | 136.19%       | Due to better recapture after expense analysis & more cruise ships  |
| 4100 · Dockage & Vessel Service        | 306,320.63          | 330,000.00           | 92.82%        |   |
| 4200 · Lease & Rental Income           | 1,806,891.92        | 1,773,300.00         | 101.89%       |   |
| 4300 · Marina Revenues                 | 561,656.06          | 530,200.00           | 105.93%       |   |
| 4350 · Fuel Sales                      | 987,468.93          | 871,228.00           | 113.34%       |   |
| 4400 · Equipment Rental Income         | 13,155.76           | 12,000.00            | 109.63%       |   |
| 4999 · Other Income                    | 326,011.85          | 402,271.00           | 81.04%        |   |
| 5001 · Property Tax Revenues-Genl Fund | 520,063.67          | 528,163.00           | 98.47%        |   |
| 5002 · Property Tax Revenues-Restrict  | 470,012.88          | 360,000.00           | 130.56%       |   |
| 5003 · Timber Tax Revenues             | 313,172.42          | 225,000.00           | 139.19%       |   |
| 5004 · Other County Revenues           | 3,050.94            | 0.00                 | 100.0%        |   |
| 5010 · Grants                          | 1,273,216.41        | 4,631,942.00         | 27.49%        | Did not draw on \$732K Trail Grant or \$1.8MM Airport Coml Services |
| 5020 · Loans                           | 337,681.23          | 1,100,000.00         | 30.7%         | Did not draw down on T-Hangar Loan of \$800K                        |
| 5510 · Interest Income                 | 34,766.88           | 45,000.00            | 77.26%        |   |
| <b>Total Income</b>                    | <b>7,646,672.99</b> | <b>11,318,104.00</b> | <b>67.56%</b> |   |
| <b>Expense</b>                         |                     |                      |               |   |
| 6000 · Salary & Wages                  | 1,040,886.68        | 1,064,053.00         | 97.82%        |   |
| 6042 · Longshore Labor                 | 69,305.42           | 70,000.00            | 99.01%        |   |
| 6081 · Payroll Taxes                   | 89,835.20           | 77,576.00            | 115.8%        | Unemployment premiums not budgeted                                  |
| 6082 · Health & Welfare                | 283,264.40          | 281,344.00           | 100.68%       |   |
| 6083 · Pension                         | 72,735.93           | 50,418.00            | 144.27%       | UAL portion of PERS not budgeted                                    |
| 6094 · Workers Compensation            | 30,056.79           | 34,303.00            | 87.62%        |   |
| 6130 · Insurance Expense               | 151,310.22          | 155,000.00           | 97.62%        |   |
| 6151 · DSL Land Rent                   | 84,329.51           | 90,825.00            | 92.85%        |   |
| 6161 · Outside Services                | 269,533.64          | 133,470.00           | 201.94%       | \$159,998 Dec storm repairs   |
| 6167 · Janitorial Services             | 17,312.60           | 23,225.00            | 74.54%        | negotiated lower rate   |
| 6168 · Coveralls/ Uniforms             | 3,355.93            | 2,900.00             | 115.72%       | Addl security hats/coats  |
| 6202 · Repairs and Maintenance         | 44,518.11           | 37,650.00            | 118.24%       | \$18,400 Sunrise dock damage repair                                 |
| 6210 · Operating Materials & Supplies  | 81,022.14           | 119,010.00           | 68.08%        | Added new accounts 6215 & 6216                                      |
| 6215 · Dredge Parts & Supplies         | 26,784.51           | 0.00                 | 100.0%        | New category - not budgeted   |

**Port of Astoria  
Profit & Loss Budget Performance  
June 2009**

|  | <b>Jun 09 YTD</b>        | <b>Annual Budget</b> | <b>% of Budget</b> | <b>Variance Analysis</b>   |
|--|--------------------------|----------------------|--------------------|--|
| 6216 · Tools & Equipment               | 7,643.89                 | 0.00                 | 100.0%             | New category - not budgeted  |
| 6261 · Fuel & Oil for Resale           | 596,641.60               | 746,511.00           | 79.92%             |  |
| 6262 · Fuel & Oil                      | 33,573.94                | 39,300.00            | 85.43%             |  |
| 6263 · Fuel & Oil Dredge               | 26,976.45                | 25,000.00            | 107.91%            |  |
| 6271 · Equipment Rental Expenses       | 10,267.33                | 2,500.00             | 410.69%            | New copier not budgeted, CAT & manlift rentals for Chinook Bldg  |
| 6301 · Office Supplies                 | 10,838.99                | 6,575.00             | 164.85%            | New projector & dry erase boards, chairs for JC office   |
| 6302 · Postage & Shipping              | 4,266.83                 | 4,625.00             | 92.26%             |  |
| 6303 · Bank & Credit Card Fees         | 20,436.36                | 18,000.00            | 113.54%            |  |
| 6304 · Printing                        | 3,142.01                 | 2,500.00             | 125.68%            | Brochures for Expo   |
| 6401 · Utilities                       | 601,398.25               | 822,000.00           | 73.16%             |  |
| 6411 · Telephone Expense               | 22,445.53                | 18,900.00            | 118.76%            | New cell phones  |
| 6421 · Permits & Licenses              | 42,578.84                | 6,800.00             | 626.16%            | Connect II fees not budgeted   |
| 6422 · Property & Other Taxes          | 1,400.22                 | 9,300.00             | 15.06%             | Carryforward to budget year 2009-2010  |
| 6500 · Professional Fees               | 354,689.75               | 255,600.00           | 138.77%            | Mgmt recruiting fees, security system evaluation not budgeted<br>B. Lodge, J.Farstad & VLG contracts, Crest contract |
| 6512 · Advertising and Promotion       | 9,791.87                 | 2,200.00             | 445.09%            | Ads for extra positions in mtce & security, monthly spotlight ads  |
| 6521 · Dues & Subscriptions            | 22,770.15                | 7,075.00             | 321.84%            | Crest Dues 3x budgeted amount  |
| 6530 · Commission Expenses             | 20,214.64                | 13,500.00            | 149.74%            | Addl meetings re: Tongue Point, new commissioner appointment   |
| 6531 · Travel Expense                  | 18,873.48                | 5,800.00             | 325.41%            | Trips to Montana, Los Angeles , EXPO not budgeted  |
| 6532 · Meals and Entertainment         | 7,274.88                 | 300.00               | 2,424.96%          | Exec Director expenses not budgeted  |
| 6533 · Cruise Ship Expenses            | 36,231.66                | 48,000.00            | 75.48%             |  |
| 6534 · Trade Show & Conventions        | 5,444.19                 | 3,800.00             | 143.27%            | Expo not budgeted \$1950   |
| 6536 · Travel Washington DC            | 3,118.33                 | 0.00                 | 100.0%             | Not budgeted   |
| 6539 · Staff Meetings & Mileage        | 8,245.18                 | 1,150.00             | 716.97%            | Consultant mileage not budgeted  |
| 6541 · Miscellaneous                   | 1,967.54                 | 850.00               | 231.48%            | Includes gifts for DC trip not budgeted  |
| 6710 · Rent Expense                    | 25,332.44                | 0.00                 | 100.0%             | New category - not budgeted  |
| 6800 · Capital Projects                | 1,397,912.55             | 5,804,013.00         | 24.09%             | Airport project \$1.8MM, \$732K Trails, P2West not done  |
| 7000 · Interest Expense                | 773,568.60               | 790,291.00           | 97.88%             |  |
| 7500 · Principal Expense               | 718,277.53               | 728,656.00           | 98.58%             |  |
| 7999 · Bad Debt                        | 20,270.21                | 30,000.00            | 67.57%             |  |
| 9191 · Intercompany Transfer - General | 0.00                     | 0.00                 | 0.0%               |  |
| 9198 · Intercompany Transfer- BIR Fund | 0.00                     | 0.00                 | 0.0%               |  |
| <b>Total Expense</b>                   | <b>7,069,844.32</b>      | <b>11,533,020.00</b> | <b>61.3%</b>       |  |
| <b>Net Income</b>                      | <b><u>576,828.67</u></b> |                      |                    |  |