



# *2024 Mid-Year Update Workshop*

*Strategic Plan*

*Financial Update and Forecast*

*Market and Commercial Trends*



Port of Vancouver USA

# *Today's Presentation*

- Review of Key Areas of Progress of Strategic Plan in the First Half of 2024
- Mid-Year Financial Update
- Financial Forecast for 2025
- Market and Commercial Trends





## *External Affairs Goals Mid-Year Progress*

- Lecture Series and Port Tours
- Port Report – Major Viewership
- Community Events





## *Economic Development Goals Mid-Year Progress*

- Tenant Visits and Events
- GMA & Climate Element Planning
- I-5 Bridge - \$1.5 Billion BIP Grant





## *Environmental Goals Mid-Year Progress*

- Terminal 1 Environmental Award
- Sustainability Accomplishments
- Climate Action Plan Initiatives
- Stormwater Treatment
- Knowledge Sharing/Partnerships





## *Organizational Goals Mid-Year Progress*

- Staffing Updates
- DEI Efforts
- Resiliency Planning





**Boise Cascade  
Corporation**



## *Marine/Commercial Goals Mid-Year Progress*

- New Tenants
- Tenant Renewals and Expansions
- Property Acquisition



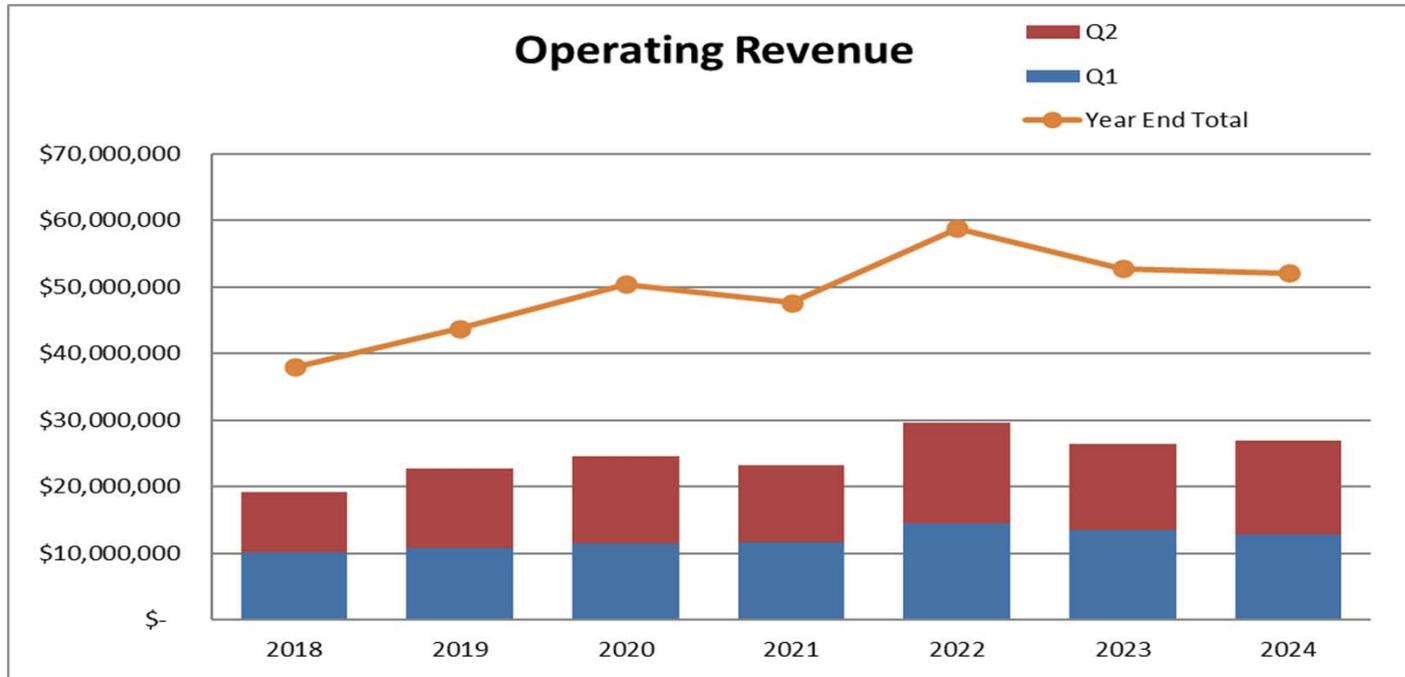


## *Financial Goals Mid-Year Progress*

- Diverse Set of Financial Tools
- Strong Oversight and Continual Tracking of Market Trends and Interest Rates
- Pro-Active Planning and Forecasting
- Maintenance of Assets – Building Assessments



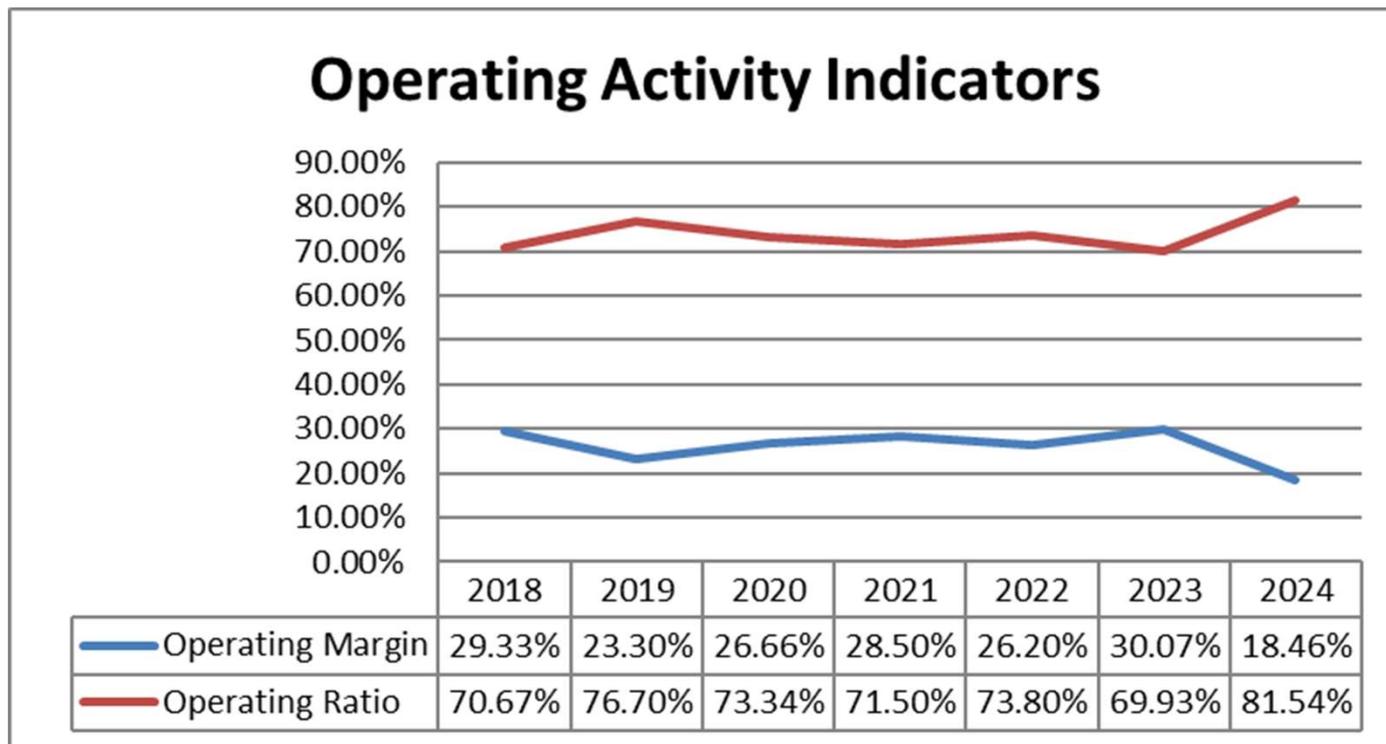
# OPERATING REVENUE



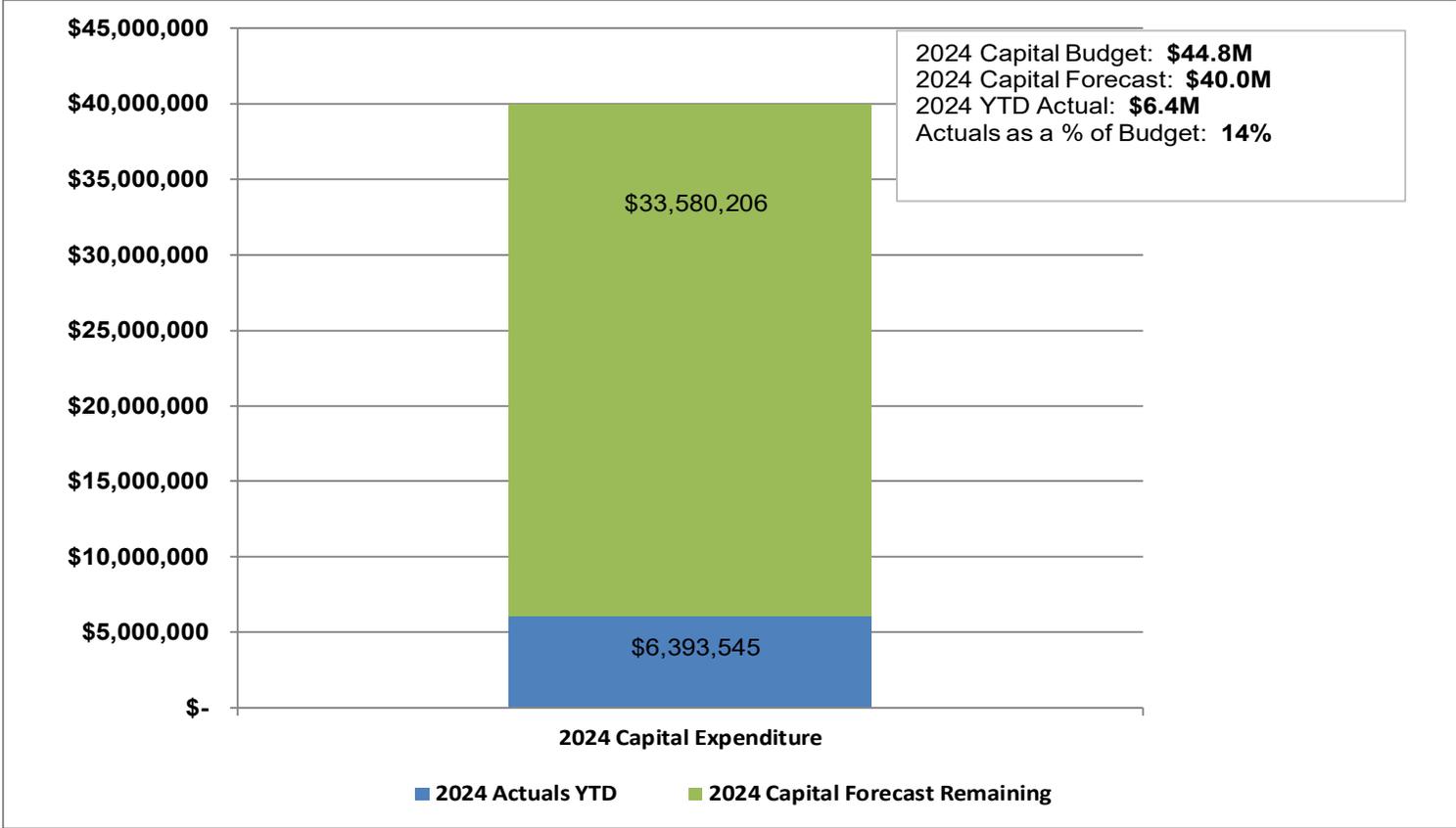
	2018	2019	2020	2021	2022	2023	2024
Q1	\$ 10,028,420	\$ 10,828,233	11,444,861	11,567,858	14,421,090	13,407,577	12,878,577
Q2	\$ 9,071,393	\$ 11,806,663	13,172,629	11,674,470	15,140,353	13,065,314	14,036,681
YTD Total	\$ 19,099,813	\$ 22,634,897	24,617,490	23,242,328	29,561,443	26,472,891	26,915,258
Year End Total	\$ 37,997,110	\$ 43,784,366	50,359,632	47,643,841	58,830,048	52,734,488	52,089,186
							Budget



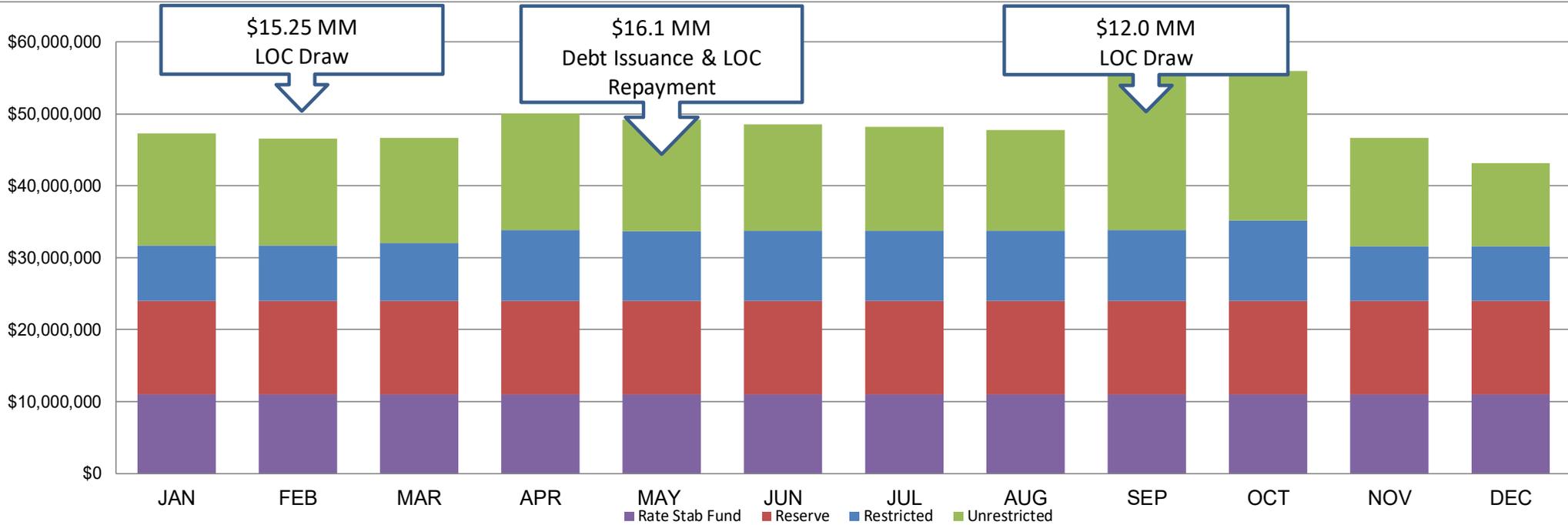
# POV KEY PERFORMANCE INDICATORS



# 2024 CAPITAL PROGRAM



# 2024 CASH PLAN – PER PLAN



■ Rate Stab Fund 
 ■ Reserve 
 ■ Restricted 
 ■ Unrestricted

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Restricted	\$ 7,643,197	\$ 7,681,253	\$ 8,045,947	\$ 9,811,397	\$ 9,647,671	\$ 9,704,486	\$ 9,734,480	\$ 9,759,445	\$ 9,829,725	\$ 11,144,732	\$ 7,607,548	\$ 7,627,161
Rate Stab Fund	\$ 11,000,000	\$ 11,000,000	\$ 11,000,000	\$ 11,000,000	\$ 11,000,000	\$ 11,000,000	\$ 11,000,000	\$ 11,000,000	\$ 11,000,000	\$ 11,000,000	\$ 11,000,000	\$ 11,000,000
Reserve	\$ 13,000,000	\$ 13,000,000	\$ 13,000,000	\$ 13,000,000	\$ 13,000,000	\$ 13,000,000	\$ 13,000,000	\$ 13,000,000	\$ 13,000,000	\$ 13,000,000	\$ 13,000,000	\$ 13,000,000
Unrestricted	\$ 15,627,831	\$ 14,925,771	\$ 14,594,499	\$ 16,268,140	\$ 15,526,250	\$ 14,851,040	\$ 14,420,774	\$ 13,983,310	\$ 22,537,006	\$ 20,872,288	\$ 15,064,159	\$ 11,545,334
<b>Total Cash</b>	<b>\$ 47,271,027</b>	<b>\$ 46,607,025</b>	<b>\$ 46,640,446</b>	<b>\$ 50,079,537</b>	<b>\$ 49,173,920</b>	<b>\$ 48,555,525</b>	<b>\$ 48,155,253</b>	<b>\$ 47,742,756</b>	<b>\$ 56,366,731</b>	<b>\$ 56,017,021</b>	<b>\$ 46,671,707</b>	<b>\$ 43,172,495</b>



# INVESTMENT SUMMARY

## Investment Strategy for Cash

- \$5-7M: Key Bank – 4.5%
- \$13M: Government Securities –  $\geq 5.0\%$
- Remaining Funds: Local Government Investment Pool (LGIP) - Currently  $> 5.40\%$

## Objectives for Government Securities

- Adhere to POV's Investment Policy
- Maintain \$13M Balance in Government Securities (Internal Reserve)
- Ladder Maturity of Investments
- Seek Investments of 5% or Greater That Have Limited Call Provisions – 35% of Investments with Call Provision of 1 Year or Greater



# YEAR-TO-DATE KEY HIGHLIGHTS

## *Mid-Year 2024 vs. Mid-Year 2023*

**Increased Volumes** Overall tonnage in the first half of 2024 increased by 8% or 254,665 mt compared with the same period last year. This increase is in alignment with the 2024 budget.

**Increased Revenue** First half 2024 Operating Revenues increased slightly by 2% or \$442 thousand - compared with the same period last year; mainly due to increased corn, sorghum, jet fuel commodities, trucking loading/unloading & additional labor.

**Increased Expense** First half 2024 Operating Expenses increased by 16% or \$3.40M - compared with the same period last year, mainly due to increased Terminal labor/Facility expenses.

**Forecast: Increased Net Income** First half 2024 actual \$4.97M compared with budget \$3.38M, Year-end forecast \$8-9M compared with budget \$6.76M.



# *Looking Ahead to 2024-2025*

## Financial/Budget Tools

- 2025 Budget
- ERP System Migration
- Legislative Funding Requests
- Grants
- Debt Issuance



*Market and  
Commercial  
Trends*



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# *Looking Ahead*

## SECOND HALF 2024 & 2025 LOOK AHEAD

### Softening Outlook

- Transitional period - federal policies, economic shifts & altering cargo mix create headwinds
- Deceleration of revenues as pivot to adapt to future opportunities sets stage for growth in 2026

### Navigating External Forces For Future Growth

- Historical role of POV as wind gateway shifts as IRA & Canadian policies portend limited future prospects
- Focus on foundational commodities to reduce cyclical exposure & provide predictable base
- Growing with current stakeholders to solidify presence at POV for long term
- Infrastructure investment to meet demands of shifting prospects

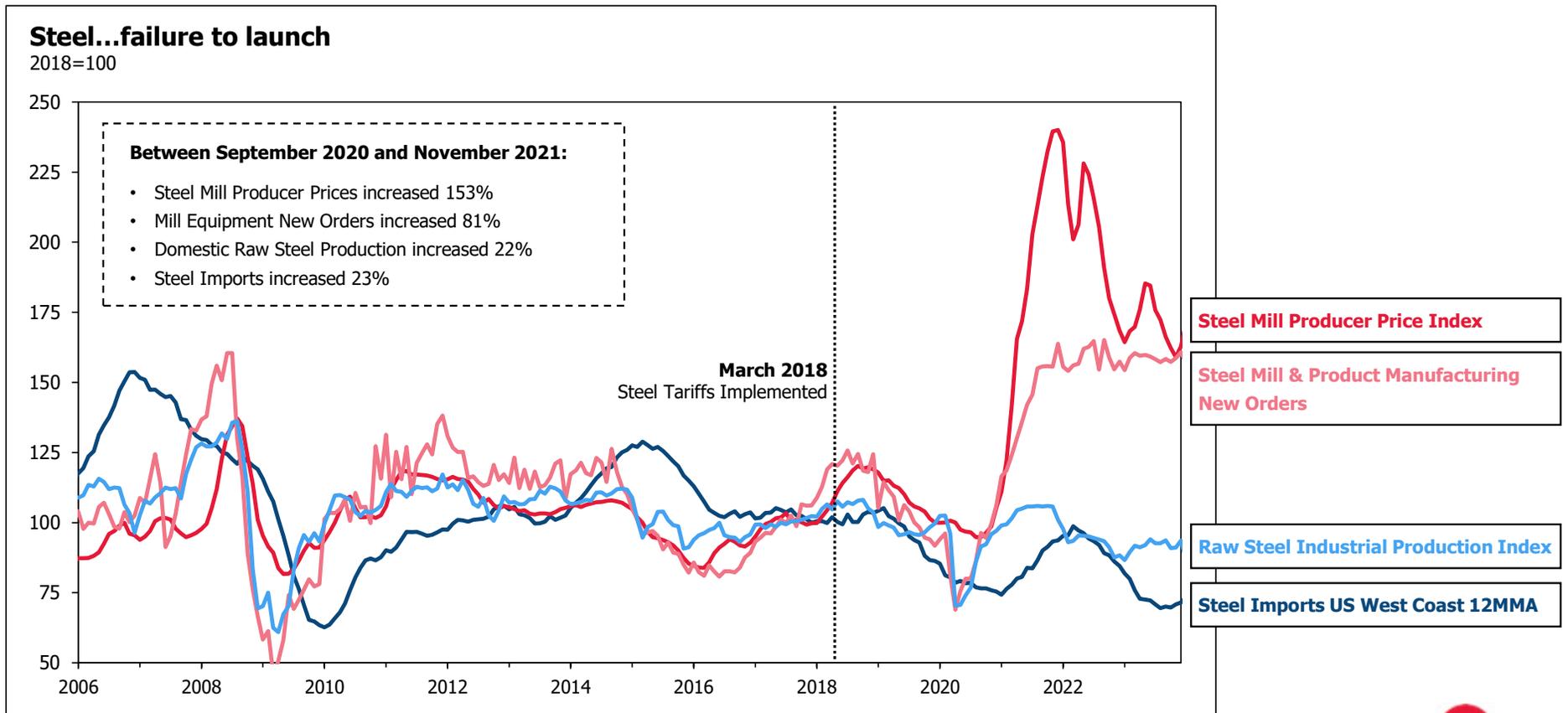
Layberth – Curtis Ship



UGC Grain Barge



# Steel Imports, Production Has Not Responded to Record Prices



Data Sources: FRED, US Census Bureau, US Department of Commerce



*Thank You!*

