



*2025 Mid-Year Strategic Plan
Update Workshop*



Port of Vancouver USA

Today's Presentation

- Review Strategic Plan Progress - First Half of 2025
- Mid-Year Financial Update
- Financial Forecast for 2026

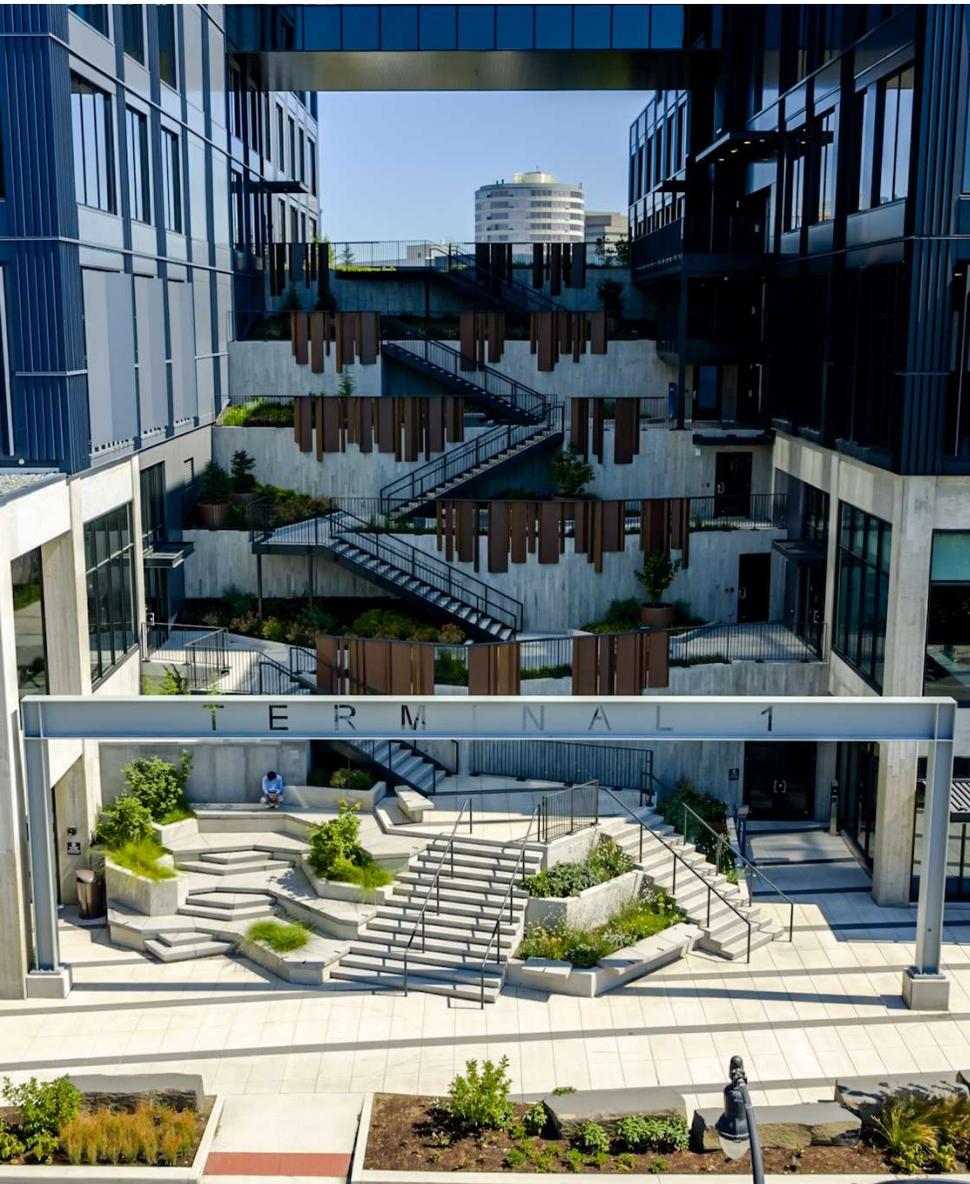




External Affairs Goals Mid-Year Progress

- Soda Ash Groundbreaking Ceremony
- Another Port Report Record Viewership
- Successful Lecture Series Season





Economic Development Goals Mid-Year Progress

- Terminal 1 Progress - Zoominfo and Dock Rebuild
- FTZ Subzone - Cornell Pipe
- Ecology Grant Award - \$3.9 Million
- Cascadia Tech Academy - Maritime Technology Program (1st Cohort at POV)
- IBR Update (River Stakeholders Coordination / Updated IGA)





Environmental Goals Mid-Year Progress

- Sustainability Accomplishments
- Climate Action Plan Initiatives
- Stormwater Treatment
- Partnerships
- Cleanup Project Progress
- Habitat Improvement





Organizational Goals Mid-Year Progress

- Staffing - Hired 7 FTEs, 2 Apprentices & 4 Interns
- Updated MOU & Extension of the Port of Vancouver Trade Council (PVTC) Labor Contract for 3 Years
- Implementation of KPA Flex Platform for Safety & Compliance Training
- Implementation of Electronic HR File Migration
- Another Successful Bring Your Child to Work Day - 50+ participants





Marine/Commercial Goals Mid-Year Progress

- Lease Extensions and Expansion
 - NW Packing
 - Vancouver Bulk Terminals
 - Commodities Plus
- New Lease - Cascadia Tech Academy - Maritime Technology
- New Bulk Product Operating Agreement - Soda Ash



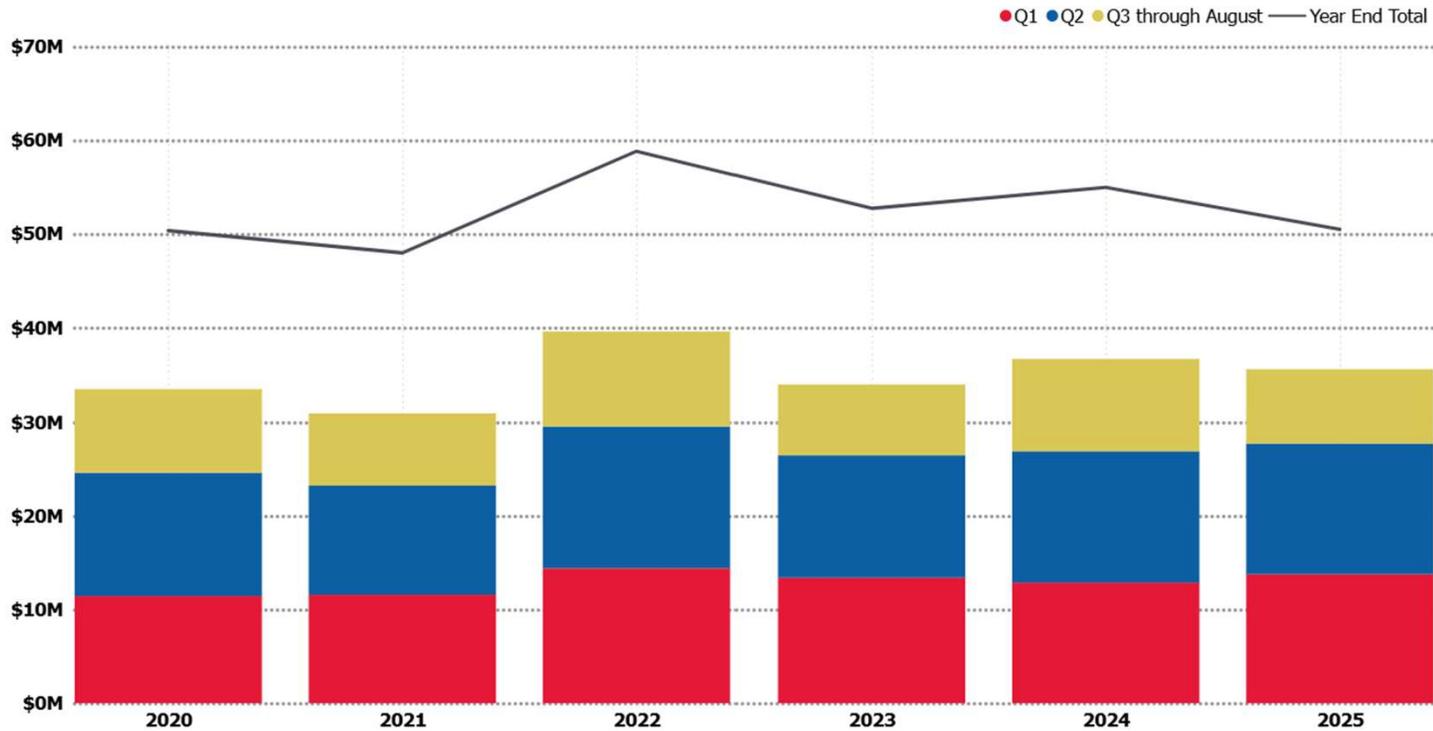


Financial Goals Mid-Year Progress

- 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

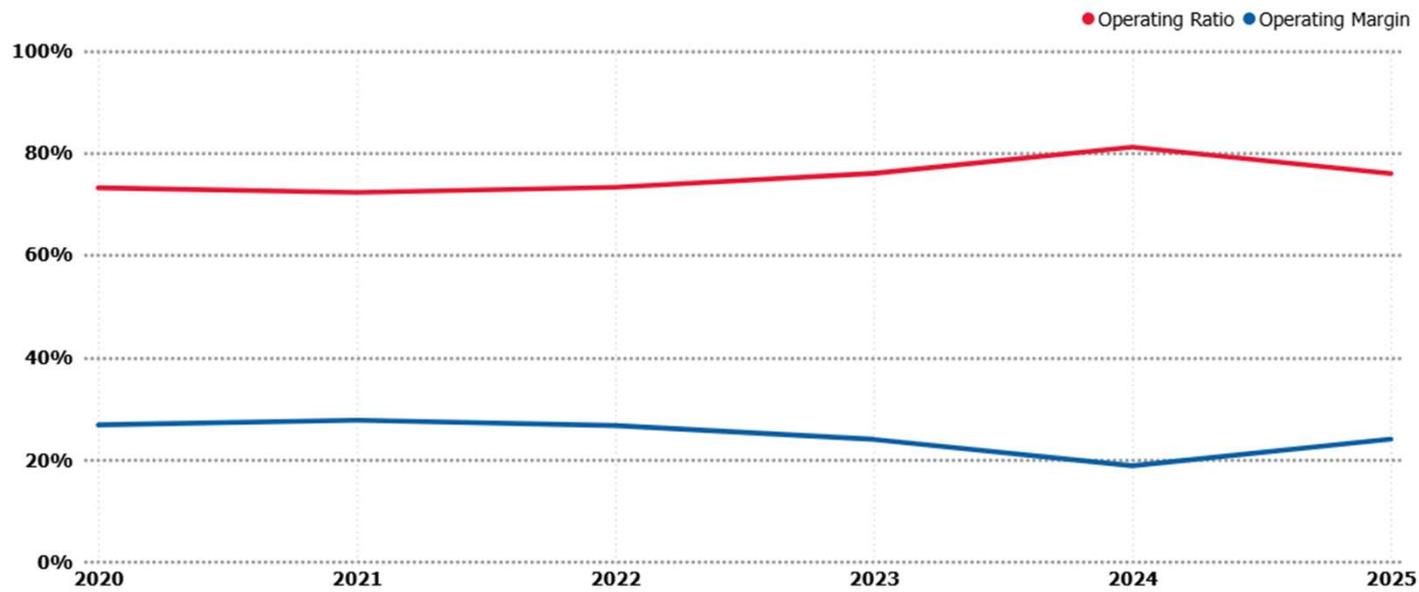


	2020 Actual	2021 Actual	2022 Actual	2023 Actual	2024 Actual	2025 Actual/Forecast
Q1	\$11,444,861	\$11,567,858	\$14,421,090	\$13,407,577	\$12,878,577	\$13,774,681
Q2	\$13,172,629	\$11,674,470	\$15,140,353	\$13,065,314	\$14,036,681	\$13,950,075
Q3 through August	\$8,928,158	\$7,715,372	\$10,019,628	\$7,569,927	\$9,737,548	\$7,828,841
YTD Total	\$33,545,648	\$30,957,700	\$39,581,071	\$34,042,818	\$36,652,806	\$35,553,605
Year End Total	\$50,359,632	\$47,979,719	\$58,830,048	\$52,734,488	\$54,967,076	\$50,500,000



POV Key Performance Indicators

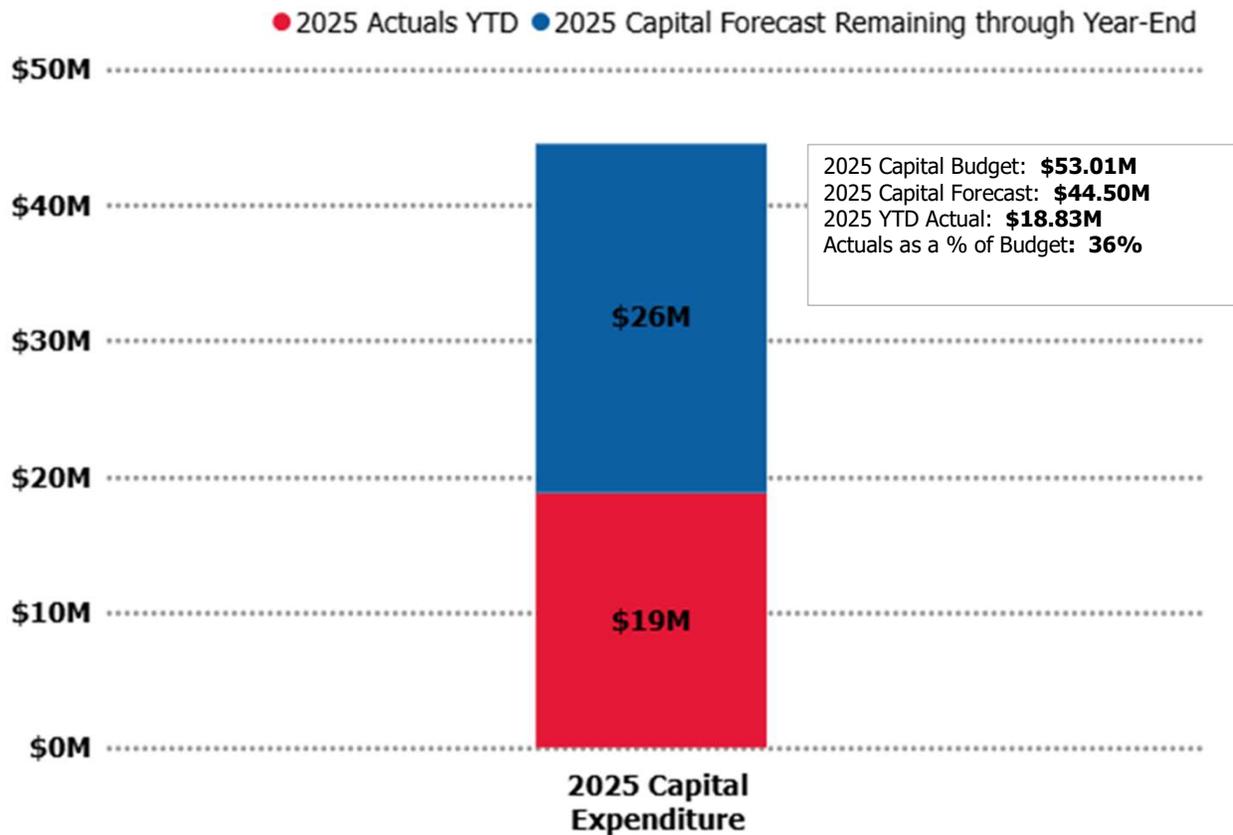
Operating Activity Indicators



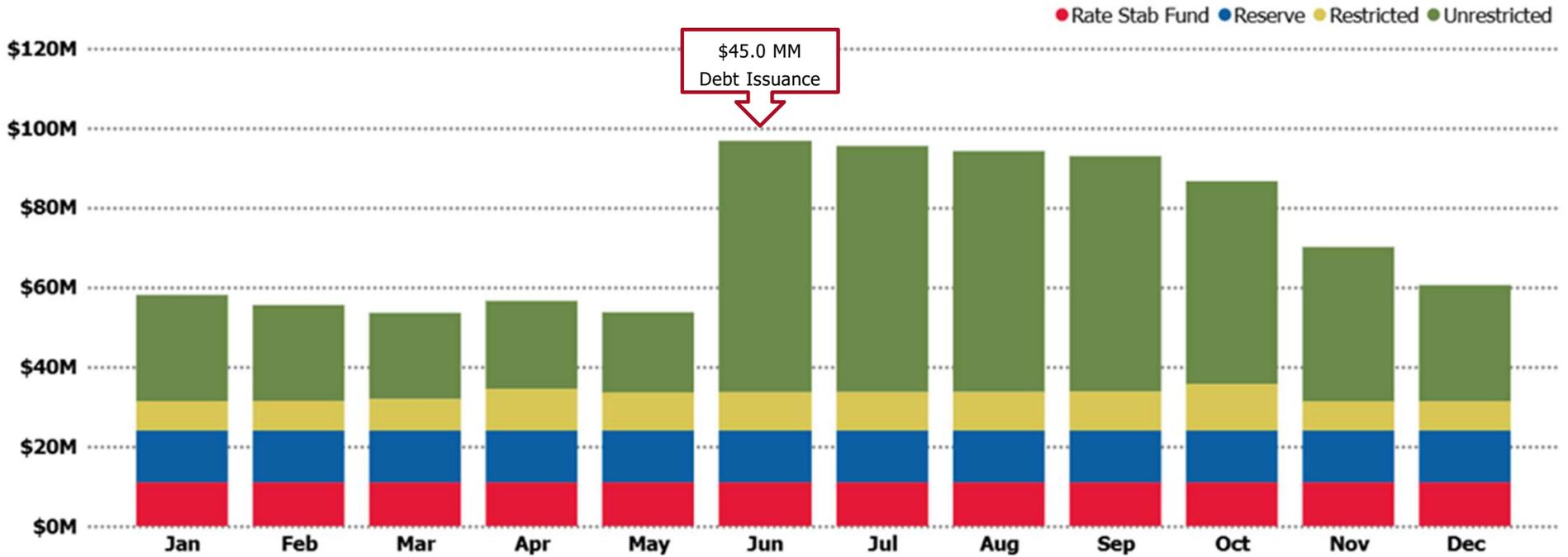
	2020	2021	2022	2023	2024	2025
Operating Ratio	73.15%	72.22%	73.28%	75.99%	81.18%	75.97%
Operating Margin	26.85%	27.78%	26.72%	24.01%	18.82%	24.03%



2025 Capital Program



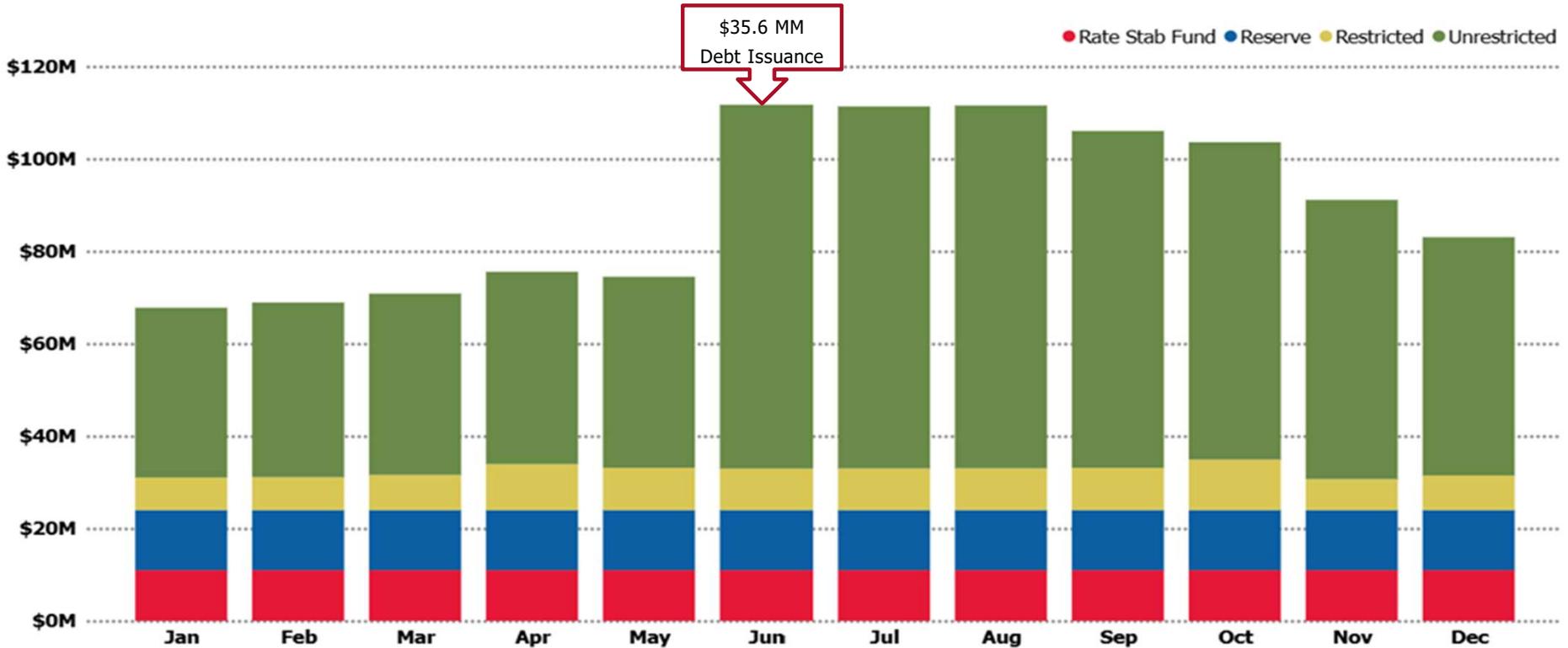
2025 Cash Plan Budget



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Restricted	\$7,395,541	\$7,449,727	\$7,968,990	\$10,482,696	\$9,591,570	\$9,672,465	\$9,715,172	\$9,750,719	\$9,850,786	\$11,723,136	\$7,344,783	\$7,372,708
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	\$26,685,396	\$24,079,059	\$21,592,425	\$22,098,775	\$20,126,813	\$63,112,529	\$61,787,440	\$60,457,044	\$59,099,469	\$50,940,463	\$38,771,967	\$29,170,922
Total Cash	\$58,080,937	\$55,528,787	\$53,561,415	\$56,581,471	\$53,718,383	\$96,784,994	\$95,502,612	\$94,207,763	\$92,950,254	\$86,663,599	\$70,116,750	\$60,543,631



2025 Cash Plan Forecast



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Restricted	\$7,034,184	\$7,097,816	\$7,584,737	\$9,939,391	\$9,125,033	\$8,967,587	\$8,994,700	\$9,021,038	\$9,116,632	\$10,905,295	\$6,678,929	\$7,448,632
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	\$36,738,642	\$37,815,777	\$39,249,216	\$41,612,063	\$41,350,532	\$78,739,318	\$78,344,851	\$78,529,319	\$72,914,330	\$68,692,126	\$60,441,551	\$51,597,218
Total Cash	\$67,772,826	\$68,913,593	\$70,833,953	\$75,551,454	\$74,475,565	\$111,706,905	\$111,339,551	\$111,550,357	\$106,030,963	\$103,597,421	\$91,120,479	\$83,045,850



YEAR-TO-DATE KEY HIGHLIGHTS

January – August 2025 vs. January – August 2024

Increased Volumes Overall Tonnage for the YTD Through August 2025 Increased by 2.2% or 102,171mt Compared with the Same Period Last Year

Decreased Revenue YTD Through August 2025, Operating Revenues decreased by 3% or \$1.10M Compared with the Same Period in 2024, Primarily Driven by Decreased Volumes in Sorghum, Soybean, Copper, Sodium Hydroxide, Windmill, Scrap, Jet Fuel, Steel Commodities, as well as Reduced Terminal Loading/Unloading Operations

Decreased Expense YTD Through August 2025, Operating Expenses Decreased by 9.2% or \$2.74M Compared with the Same Period in 2024, Mainly Due to Reduced Terminal Labor/Facility Expenses

Forecast Increased Net Income YTD Through August 2025 Actual \$8.54M Compared with Budget \$2.86M, Year-End Forecast \$7.30M Compared with Budget \$4.30M



Looking Ahead to 2025-2026

Financial/Budget Tools

- 2026 Budget
- ERP System Migration
- SMA Program Implementation



Thank You!

