

**AGENDA**  
**PORT OF SIUSLAW COMMISSION MEETING**

Wednesday, October 16, 2019 7:00pm

Library

10868 E Mapleton Rd, Mapleton OR

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Commissioners

Terry Duman, President; Mike Buckwald, Secretary;

Bill Meyer, 1<sup>st</sup> VP, Craig Brandt, 2nd VP

Craig Zolezzi, Treasurer

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1. **Call to Order** Duman
2. **Strategic Business Plan** - Jacob Callister and Henry Hearley from Lane Council of Governments (LCOG).
3. **Public Comment:** *This is an opportunity for members of the audience to bring to the Commission's attention any item not otherwise listed on the Agenda. Comments will be limited to five (5) minutes per person, with a maximum time of 15 minutes for all items. Speakers may not yield their time to others.*
4. **Approval of the Agenda by consent** Duman
5. **Approval of Minutes by consent** Duman
  - a. 9-18-19 Regular Meeting Minutes
6. **Approval of the Financials by consent** Stewart
  - a. Checks printed in September were \$70,760.84
  - b. Occupancy for Campground is down 5% and moorage is down 3% YTD

**Manager and Commissioner Reports**

**Public Comment:** *Comments will be limited to five (5) minutes per person, with a maximum time of 15 minutes for all items. Speakers may not yield their time to others.*

**Upcoming Meetings and Conferences**

- November 20, 2019 Board Commission Meeting 7:00pm (tentatively)

**Adjourn**

## Attachment A

# Scope of Work for Strategic Business Plan Update Port of Siuslaw

**Background and Purpose:**

The Port of Siuslaw (Port) has asked the Lane Council of Governments (LCOG) to develop an estimate of the cost of providing assistance to the Port in updating its Strategic Business Plan (SBP). Ports are required to have SBPs which must be approved by the Oregon Business Development Commission. Business Oregon provides a basic template for ports to utilize in the development of an SBP. The Port of Siuslaw’s, like many other ports, has a current SBP (updated in 2013) that closely aligns with the basic template provided by Business Oregon.

LCOG has identified a scope of work based on direction from Port of Siuslaw staff. The scope is outlined as Tasks and Subtasks associated with each of the sections found within the existing Port of Siuslaw SBP. Unless otherwise indicated LCOG assumes with the scope that updates assume a level of detail consistent with the current SBP.

Port of Siuslaw Strategic Business Plan Update Tasks		Estimated Completion
<b>1.0 History &amp; Mission (\$3,800)</b>		
1.1	Temporal Updates (reference to dates)	November, 2019
1.2	Kick-off Meeting with Commission (Introductions and Scope Confirmation)	October, 2019
1.3	Facilitate updating of Mission Statement & Overall Goals and Objectives	December, 2019
1.4	Incorporate updated Mission Statement & Overall Goals and Objectives into Plan	December, 2019
<b>2.0 Port Overview, Description and Resources (\$4,600)</b>		
2.1	Update Port Description to reflect objective changes since 2013	January, 2020
2.2	Work with Port to Update Port Resources to reflect current figures	January, 2020
2.3	Facilitate the development of new Port Policies and Procedures	January, 2020
2.4	Update Port Policies and Procedures to reflect changes since 2013	January, 2020
2.5	Update of Financial and Market Conditions	January, 2020
<b>3.0 Defining the Problem (\$3,600)</b>		
3.1	Update the District Demographic Profile (Using Current ACS data)	January, 2020
3.2	Update the District Economic Profile (Using Current ACS data)	January, 2020
3.3	Update Trends for Regional, State and National Key Industries	January, 2020
3.4	Update Economic, Demographic and Trend Analysis	January, 2020
3.5	Provide additional profile analysis (not include in 2013 report)	January, 2020
<b>4.0 Policy Context (\$5,000)</b>		
4.1	Update Environmental Issues	February, 2020
4.2	Update Economic Development Context	February, 2020
4.3	Update Transportation Context	February, 2020
4.4	Update Water Dependent Use Context	February, 2020

## Attachment A

4.5	Update State Port Strategic Plan Context	February, 2020
4.6	Update other Local and Regional Plan Context (same as 2013 plans)	February, 2020
4.7	Update other Local and Regional Plan Context (adding other plans)	February, 2020
4.8	Update Political Context	February, 2020
<b>5.0 Situational Analysis (\$10,500)</b>		
5.1	Facilitate a S.W.O.T. Analysis of Port resources, demographics and economic profile & updating Property, Management and Environmental Goals (with Port Commission)	March, 2020
5.2	Facilitate a S.W.O.T. Analysis of Port resources, demographics and economic profile & updating Property, Management and Environmental Goals (with 3-5 Port partners)	March, 2020
5.3	Facilitate a S.W.O.T. Analysis of Port resources, demographics and economic profile & updating Property, Management and Environmental Goals (with public)	April, 2020
5.4	Develop S.W.O.T. summary and findings (incorporate into Plan)	April, 2020
<b>6.0 Facilities and Business Plans (\$8,600)</b>		
6.1	Facilitate updating Five-Year Capital, Management, Financial, Environmental, Community, and Marketing Plan (with Port Commission)	April, 2020
6.2	Facilitate updating Five-Year Capital, Management, Financial, Environmental, Community, and Marketing Plan (with 3-5 Port partners)	May, 2020
6.3	Facilitate updating Five-Year Capital, Management, Financial, Environmental, Community, and Marketing Plan (with the public)	May, 2020
<b>7.0 Appendices &amp; Finalization of Plan (\$6,500)</b>		
7.1	Update the Port Property Inventory (to reflect any new tax lots and current Market and Assessed Values)	June, 2020
7.2	Update the Port Property Inventory (to include updated maps of each site)	June, 2020
7.3	Update RULES, REGULATIONS, DUTIES, AND RESPONSIBILITIES, if necessary	June, 2020
7.4	Prepare Final Plan for Adoption	July, 2020
7.5	Support Adoption	July, 2020
<b>Total Estimated Cost: \$42,600 (Not to Exceed \$45,000)</b>		

*\*LCOG only bills for hours worked, so estimates (and even final IGAs do not reflect a guaranteed cost. LCOG typically works with a "not to exceed" figure).*

**MINUTES**  
**PORT OF SIUSLAW COMMISSION MEETING**

Wednesday, September 18, 2019 7:00pm  
Conference Room  
100 Harbor St, Florence OR 97439

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Commissioners  
Terry Duman, President;  
Bill Meyer, 1<sup>st</sup> VP, Craig Brandt, 2nd VP  
Craig Zolezzi, Treasurer  
Mike Buckwald, Secretary Absent

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**Call to Order – 7:00pm**

**Public Comment:** *This is an opportunity for members of the audience to bring to the Commission's attention any item not otherwise listed on the Agenda. Comments will be limited to five (5) minutes per person, with a maximum time of 15 minutes for all items. Speakers may not yield their time to others.*

There were no public comments

**Approval of the Agenda by consent**

**Approval of Minutes by consent**

- a. 8-21-19 Regular Meeting Minutes
- b. 8-26-19 Special Meeting Minutes

**Approval of the Financials by consent**

- a. Checks printed in August were \$85,333.42
- b. Occupancy for Campground down 6% and moorage up 2% YTD

Meyer questioned the math on the occupancy rates. Huntington said it is because of shutting down the C row for the upgrade. Meyer wanted to know if it was full hookup, water/electric or dry camping sites. Stewart said the report doesn't specify the type of site.

**Manager and Commissioner Reports**

Duman asked what happened with the Sandman Reef Project and Huntington said the gentleman died along with the project. Duman explained the project. He said Jerry Sandman had an idea to build an artificial reef off of the Siuslaw with concrete. Brandt said it is still out there and it's on the GPS but it's full of sand. Duman was wondering if it would be appropriate to revitalize the project. Duman asked Huntington to make a few phone calls and if the project was approved then, why couldn't we pursue it. He said we have no bottom structure and this would help the fisheries. Brandt said Sandman wanted the reef for bottom fishing.

Brandt said he caught a California Halibut just outside the Jetty. Huntington said a customer caught one in the river also. Duman said it's a different ocean this year.

Meyer brought up that the Frank F vessel sunk at Winchester Bay and wanted to know if the Coast Guard had to tow in a disabled vessel, do we have to allow it at our docks. Huntington believes so because we are a safe harbor. Meyer wanted to know if we had insurance for derelict vessels or what it would cost to get it. Huntington didn't think we did. Meyer is concerned if the Coast Guard brings in a disabled/derelict vessel and it sinks that we would have to pay the cleanup. Meyer would like Huntington to ask our insurance agent. Meyer asked if anything is new on the blue buildings. Huntington said not yet. Huntington said the dredging is on schedule and we will be working with Coos Bay. He said we also had an electrician come in to get an estimate for the 080 building and that we are working on a lot of projects at this time. Duman asked about Mo's walkway repairs. Huntington said they will start next week and will take about two (2) weeks.

Huntington told the Commissioners they are all invited to the Port BBQ September 27<sup>th</sup> at 5:00pm.

**Adjourn 7:25pm**

**Port of Siuslaw**  
**Combined Balance Sheet**  
As of September 30, 2019

	Sep 30, 19
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1006 · Umpqua General Checking	33,336.52
1007 · Umpqua Savings	119,839.35
1009 · Umpqua MMA General Fund	1,090,013.18
1011 · Umpqua MMA ICM	5,128.40
1070 · Petty Cash	1,000.00
<b>Total Checking/Savings</b>	1,249,317.45
<b>Other Current Assets</b>	
1130 · Inventory - Gas	7,648.30
1140 · Inventory - Diesel	4,910.10
1220 · Accounts Receivable	1,153.12
1250 · Taxes receivable	25,649.00
1450 · Prepaid insurance	18,865.50
1499 · Undeposited Funds	8,424.44
<b>Total Other Current Assets</b>	66,650.46
<b>Total Current Assets</b>	1,315,967.91
<b>Fixed Assets</b>	
<b>1500 · Fixed Assets</b>	
1530 · Construction in Progress	42,289.00
<b>Total 1500 · Fixed Assets</b>	42,289.00
1510 · Land	2,617,874.00
1515 · Land Improvements	1,477,545.50
1520 · Buildings & Docks	7,691,227.56
1525 · Equipment & Vehicles	762,461.71
1615 · Accum Depr - Land Improvements	-1,321,558.70
1620 · Accum Depr - Buildings & Docks	-4,731,734.33
1625 · Accum Depr - Equip & Vehicles	-706,731.44
<b>Total Fixed Assets</b>	5,831,373.30
<b>TOTAL ASSETS</b>	<b>7,147,341.21</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · *Accounts Payable	62,281.26
<b>Total Accounts Payable</b>	62,281.26
<b>Credit Cards</b>	
2021 · Port Credit Card 1	17,568.76
2022 · Port Credit Card 2	734.97
<b>Total Credit Cards</b>	18,303.73
<b>Other Current Liabilities</b>	
2030 · Deposits Held	7,520.00
2045 · Unearned CG Revenue (Hercules)	113,733.14
2050 · Deferred Compensation Plan NRS	9,281.63
2155 · Oregon Statewide Transit Tax	67.17
2495 · Current Ptn of Lon-Term Debt	62,177.90
<b>Total Other Current Liabilities</b>	192,779.84
<b>Total Current Liabilities</b>	273,364.83
<b>Long Term Liabilities</b>	
2380 · Long-Term Debt current portion	-62,177.90
2390 · OBD Loan L0004 Bdwk	89,101.42
2440 · OBD Loan 524016 Dredging	52,913.96

11:32 AM

10/10/19

Accrual Basis

**Port of Siuslaw**  
**Combined Balance Sheet**  
As of September 30, 2019

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	<u>Sep 30, 19</u>
2491 · OBD Loan 525186 MSLTD	430,135.57
2492 · OBD Loan 525196 Wharf	312,517.69
2993 · BB Loan 1000214241 PVIP	<u>208,117.26</u>
Total Long Term Liabilities	1,030,608.00
Total Liabilities	1,303,972.83
Equity	
3300 · Invested in Capital Assets	4,738,587.40
3900 · Fund Balance	-214,227.36
Net Income	<u>1,319,008.34</u>
Total Equity	5,843,368.38
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u><u>7,147,341.21</u></u></b>

**Port of Siuslaw**  
**Profit & Loss Budget vs. Actual - General Fund**  
July through September 2019

	TOTAL					
	Jul 19	Aug 19	Sep 19	Year to Date	Budget	Variance
<b>Income</b>						
4100 · Available Beginning Cash	1,112,722.00	0.00	0.00	1,112,722.00	1,063,281.00	49,441.00
<b>4140 · Campground Revenue</b>						
4141 · RV Sites- Taxable	49,871.95	50,554.79	50,623.07	151,049.81	276,000.00	-124,950.19
4142 · RV Sites -Non Taxable	29,940.70	34,625.84	22,155.03	86,721.57	200,000.00	-113,278.43
4143 · RV Site - Add'l revenue	1,379.28	1,411.88	1,113.31	3,904.47	9,000.00	-5,095.53
4144 · Transient Room Tax	5,343.42	5,427.27	5,439.28	16,209.97	24,000.00	-7,790.03
4145 · Reservation Fees	4,640.00	4,980.00	4,550.00	14,170.00	21,000.00	-6,830.00
4146 · Hercules Payments, CG office	0.00	0.00	0.30	0.30	0.00	0.30
<b>Total 4140 · Campground Revenue</b>	<b>91,175.35</b>	<b>96,999.78</b>	<b>83,880.99</b>	<b>272,056.12</b>	<b>530,000.00</b>	<b>-257,943.88</b>
<b>4150 · Leases</b>						
4151 · Building Lease - 1499 Bay St	1,200.00	1,200.00	1,200.00	3,600.00	14,400.00	-10,800.00
4152 · Building Lease - 080A Harbor St	1,200.00	1,200.00	0.00	2,400.00	14,400.00	-12,000.00
4153 · Wharf lease - ICM	4,542.08	4,542.08	4,542.08	13,626.24	54,505.00	-40,878.76
4154 · Wharf lease - Mo's	9,083.00	9,083.00	9,083.00	27,249.00	108,996.00	-81,747.00
4155 · Concessions	3,350.00	2,950.00	2,150.00	8,450.00	10,000.00	-1,550.00
4156 · Docking Lease	200.27	200.27	200.27	600.81	2,699.00	-2,098.19
<b>Total 4150 · Leases</b>	<b>19,575.35</b>	<b>19,175.35</b>	<b>17,175.35</b>	<b>55,926.05</b>	<b>205,000.00</b>	<b>-149,073.95</b>
4160 · Moorage	9,558.00	17,103.26	18,873.48	45,534.74	92,000.00	-46,465.26
4170 · Storage	2,493.36	2,280.86	1,545.10	6,319.32	7,780.00	-1,460.68
4190 · Marine Fuel	2,458.75	5,022.13	11,683.39	19,164.27	34,000.00	-14,835.73
4200 · Other Facility Income	3,886.55	5,052.40	4,420.84	13,359.79	24,800.00	-11,440.21
4500 · Levied Taxes	665.12	1,055.97	788.82	2,509.91	314,710.00	-312,200.09
4515 · State Forest Sales	0.00	0.00	21,516.73	21,516.73	20,000.00	1,516.73
4540 · Interest Income	2,036.74	1,862.26	1,789.25	5,688.25	22,800.00	-17,111.75
4550 · Maintenance Assistance Program	0.00	0.00	0.00	0.00	19,000.00	-19,000.00
4600 · Miscellaneous Income	421.42	427.27	187.60	1,036.29	10,000.00	-8,963.71
4750 · Business Oregon Reimb Fund	0.00	0.00	0.00	0.00	90,000.00	-90,000.00
4770 · Business Oregon Loan	0.00	0.00	0.00	0.00	425,000.00	-425,000.00
<b>Total Income</b>	<b>1,244,992.64</b>	<b>148,979.28</b>	<b>161,861.55</b>	<b>1,555,833.47</b>	<b>2,858,371.00</b>	<b>-1,302,537.53</b>
<b>Gross Profit</b>	<b>1,244,992.64</b>	<b>148,979.28</b>	<b>161,861.55</b>	<b>1,555,833.47</b>	<b>2,858,371.00</b>	<b>-1,302,537.53</b>
<b>Expense</b>						

**Port of Siuslaw**  
**Profit & Loss Budget vs. Actual - General Fund**  
July through September 2019

	TOTAL					
	Jul 19	Aug 19	Sep 19	Year to Date	Budget	Variance
<b>5000 · Personal Services</b>						
<b>5020 · Port Manager</b>	5,416.66	5,416.66	5,416.66	16,249.98	67,600.00	-51,350.02
<b>5030 · Administrative Assistant</b>	3,173.04	3,628.72	3,363.45	10,165.21	40,495.00	-30,329.79
<b>5045 · Services Lead</b>	2,556.06	2,910.50	2,628.08	8,094.64	32,621.00	-24,526.36
<b>5050 · Office Assistant</b>	0.00	0.00	0.00	0.00	30,285.00	-30,285.00
<b>5061 · Campground Staff</b>	1,544.40	1,566.24	1,847.04	4,957.68	26,997.00	-22,039.32
<b>5075 · Maintenance I Lead</b>	4,885.37	4,046.25	3,873.82	12,805.44	49,732.00	-36,926.56
<b>5079 · Maint II/ Staff</b>	2,691.00	3,018.78	2,726.64	8,436.42	33,746.00	-25,309.58
<b>5080 · Maint III / groundskeeper</b>	1,947.00	2,208.00	2,297.75	6,452.75	28,122.00	-21,669.25
<b>5110 · Payroll taxes</b>	2,312.84	2,299.04	2,159.88	6,771.76	30,960.00	-24,188.24
<b>5180 · Health Insurance</b>	2,610.20	2,610.20	2,610.20	7,830.60	49,000.00	-41,169.40
<b>5181 · Life Insurance</b>	11.85	11.85	11.85	35.55	250.00	-214.45
<b>5182 · Dental Insurance</b>	257.30	257.30	257.30	771.90	4,800.00	-4,028.10
<b>5190 · Workers Compensation Insurance</b>	11,199.40	0.00	0.00	11,199.40	11,550.00	-350.60
<b>5270 · Retirement</b>	0.00	0.00	0.00	0.00	7,000.00	-7,000.00
<b>5275 · Compensated absences</b>	0.00	0.00	0.00	0.00	5,000.00	-5,000.00
<b>5280 · Overtime</b>	0.00	0.00	0.00	0.00	3,000.00	-3,000.00
<b>Total 5000 · Personal Services</b>	<b>38,605.12</b>	<b>27,973.54</b>	<b>27,192.67</b>	<b>93,771.33</b>	<b>421,158.00</b>	<b>-327,386.67</b>
<b>5300 · Material and Services</b>	<b>34,346.76</b>	<b>48,170.93</b>	<b>38,496.09</b>	<b>121,013.78</b>	<b>562,400.00</b>	<b>-441,386.22</b>
<b>6000 · Capital Outlay</b>						
<b>6050 · Office Equipment</b>	0.00	0.00	33.83	33.83	5,700.00	-5,666.17
<b>6060 · Operations Equipment</b>						
<b>6064 · Security Cameras</b>	0.00	0.00	0.00	0.00	10,000.00	-10,000.00
<b>Total 6060 · Operations Equipment</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>10,000.00</b>	<b>-10,000.00</b>
<b>6130 · Land</b>						
<b>6132 · Pull Through Campsites</b>	418.45	0.00	0.00	418.45	190,000.00	-189,581.55
<b>6144 · C Row Erosion</b>	760.00	601.70	0.00	1,361.70	0.00	1,361.70
<b>6145 · C Row Upgrade</b>	7,379.65	0.00	0.00	7,379.65		
<b>Total 6130 · Land</b>	<b>8,558.10</b>	<b>601.70</b>	<b>0.00</b>	<b>9,159.80</b>	<b>190,000.00</b>	<b>-180,840.20</b>
<b>6150 · Facilities</b>						
<b>6151 · Mo's Building</b>	286.25	0.00	25,477.00	25,763.25	96,000.00	-70,236.75
<b>6153 · 080A Harbor</b>	0.00	0.00	53.97	53.97	8,000.00	-7,946.03



**Port of Siuslaw**  
**Profit & Loss Budget vs. Actual - General Fund**  
 July through September 2019

					TOTAL	
	Jul 19	Aug 19	Sep 19	Year to Date	Budget	Variance
6154 - Storage Bldgs Demo	0.00	0.00	0.00	0.00	40,000.00	-40,000.00
6156 - Maintenance Building	0.00	0.00	0.00	0.00	195,000.00	-195,000.00
6157 - Business Oregon Loan Fees	0.00	0.00	0.00	0.00	75,000.00	-75,000.00
<b>Total 6150 - Facilities</b>	<b>286.25</b>	<b>0.00</b>	<b>25,530.97</b>	<b>25,817.22</b>	<b>414,000.00</b>	<b>-388,182.78</b>
6300 - Dredging	0.00	2,980.00	20,567.50	23,547.50	325,000.00	-301,452.50
6350 - Strategic Business Plan	0.00	0.00	0.00	0.00	40,000.00	-40,000.00
<b>Total 6000 - Capital Outlay</b>	<b>8,844.35</b>	<b>3,581.70</b>	<b>46,132.30</b>	<b>58,558.35</b>	<b>984,700.00</b>	<b>-926,141.65</b>
6700 - Contingency	0.00	0.00	0.00	0.00	600,000.00	-600,000.00
<b>7000 - Debt Service</b>						
7200 - Business Oregon - SBP/Maint Bdg	0.00	0.00	0.00	0.00	71,604.00	-71,604.00
7215 - MNIF (Dredging) #524016	0.00	0.00	0.00	0.00	5,880.00	-5,880.00
7216 - PRLF (MSLTD) #525186	11,599.93	0.00	0.00	11,599.93	46,400.00	-34,800.07
7225 - Banner Bank (PVIP) 1000214241	1,432.05	1,432.05	1,432.05	4,296.15	17,200.00	-12,903.85
7230 - PRLF Loan (Wharf) #525196	0.00	7,424.94	0.00	7,424.94	29,700.00	-22,275.06
7270 - SPWF (Bdwb Prj) L0004	0.00	0.00	0.00	0.00	15,970.00	-15,970.00
<b>Total 7000 - Debt Service</b>	<b>13,031.98</b>	<b>8,856.99</b>	<b>1,432.05</b>	<b>23,321.02</b>	<b>186,754.00</b>	<b>-163,432.98</b>
7600 - Unappropriated Ending Fund Bal	0.00	0.00	0.00	0.00	43,359.00	-43,359.00
7700 - Transfer to other funds	0.00	60,000.00	0.00	60,000.00	60,000.00	0.00
<b>Total Expense</b>	<b>94,828.21</b>	<b>148,583.16</b>	<b>113,253.11</b>	<b>356,664.48</b>	<b>2,858,371.00</b>	<b>-2,501,706.52</b>
<b>Net Income</b>	<b>1,150,164.43</b>	<b>396.12</b>	<b>48,608.44</b>	<b>1,199,168.99</b>	<b>0.00</b>	<b>1,199,168.99</b>

**Port of Siuslaw**  
**Profit & Loss Budget vs. Actual - Capital Maint Fund**  
 July through September 2019

	TOTAL					
	Jul 19	Aug 19	Sep 19	Year to Date	Budget	Variance
<b>Income</b>						
<b>4100 - Available Beginning Cash</b>	63,156.82	0.00	0.00	63,156.82	63,152.00	4.82
<b>4540 - Interest Income</b>	1.60	2.90	3.03	7.53	0.00	7.53
<b>4700 - Incoming Transfer</b>	0.00	60,000.00	0.00	60,000.00	60,000.00	0.00
<b>Total Income</b>	<b>63,158.42</b>	<b>60,002.90</b>	<b>3.03</b>	<b>123,164.35</b>	<b>123,152.00</b>	<b>12.35</b>
<b>Gross Profit</b>	<b>63,158.42</b>	<b>60,002.90</b>	<b>3.03</b>	<b>123,164.35</b>	<b>123,152.00</b>	<b>12.35</b>
<b>Expense</b>						
<b>6000 - Capital Outlay</b>						
<b>6150 - Facilities</b>						
<b>6155 - Wharf/Bdwc Fire System</b>	0.00	0.00	3,325.00	3,325.00	20,000.00	-16,675.00
<b>Total 6150 - Facilities</b>	<b>0.00</b>	<b>0.00</b>	<b>3,325.00</b>	<b>3,325.00</b>	<b>20,000.00</b>	<b>-16,675.00</b>
<b>Total 6000 - Capital Outlay</b>	<b>0.00</b>	<b>0.00</b>	<b>3,325.00</b>	<b>3,325.00</b>	<b>20,000.00</b>	<b>-16,675.00</b>
<b>7600 - Unappropriated Ending Fund Bal</b>	0.00	0.00	0.00	0.00	103,152.00	-103,152.00
<b>Total Expense</b>	<b>0.00</b>	<b>0.00</b>	<b>3,325.00</b>	<b>3,325.00</b>	<b>123,152.00</b>	<b>-119,827.00</b>
<b>Net Income</b>	<b>63,158.42</b>	<b>60,002.90</b>	<b>-3,321.97</b>	<b>119,839.35</b>	<b>0.00</b>	<b>119,839.35</b>

	Campground 2016/2017			Campground 2017/2018			Campground 2018/2019			Campground 2019-2020		
	% Occ.	YTD %	Nights	% Occ.	YTD %	Nights	% Occ.	YTD %	Nights	% Occ.	YTD %	Nights
JULY	74%	74%	2314	78%	78%	2452	86%	86%	2862	78%	78%	2617
AUG	88%	81%	2750	93%	86%	2953	94%	90%	3052	89%	84%	2978
SEPT	92%	85%	2776	91%	87%	2784	88%	89%	2760	84%	84%	2724
OCT	33%	72%	1027	40%	76%	1267	43%	78%	1398			
NOV	15%	60%	466	28%	66%	862	30%	68%	878			
DEC	12%	52%	361	24%	59%	752	32%	62%	1035			
JAN	15%	47%	480	23%	54%	719	36%	58%	1168			
FEB	14%	43%	401	24%	50%	688	39%	56%	1152			
MAR	16%	40%	513	28%	48%	880	44%	55%	1417			
APR	22%	38%	657	31%	46%	951	39%	53%	1232			
MAY	35%	38%	1112	45%	46%	1419	44%	52%	1418			
JUN	43%	38%	3875	54%	47%	1659	45%	52%	1452			
TL YTD	38%	38%	16732	47%	47%	17386	52%	52%	19824			
REV YTD	\$439,396			\$508,194.00			\$549,278.00			\$269,816.00		

	Moorage 2018/19			Moorage 2019-20		
	% Occ.	YTD %	Nights	% Occ.	YTD %	Nights
JULY	37%	37%	1374	44%	44%	1608
AUG	69%	53%	2537	65%	55%	2413
SEPT	91%	66%	3262	79%	63%	2836
OCT	50%	62%	1823			
NOV	26%	55%	929			
DEC	25%	50%	901			
JAN	25%	46%	933			
FEB	25%	44%	840			
MAR	26%	42%	940			
APR	24%	40%	871			
MAY	28%	39%	1017			
JUN	33%	38%	1170			
TL YTD	38%	38%	16597			
REV YTD	\$102,381.00			\$47,634.00		

**Port of Siuslaw**  
**Profit & Loss Prev Year Comparison**  
**July through September 2019**

	<u>Jul - Sep 19</u>	<u>Jul - Sep 18</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Income</b>				
4100 · Available Beginning Cash	1,175,878.82	779,733.89	396,144.93	50.8%
4140 · Campground Revenue	272,056.12	254,646.81	17,409.31	6.8%
4150 · Leases	55,926.05	55,786.01	140.04	0.3%
4160 · Moorage	45,534.74	50,433.86	-4,899.12	-9.7%
4170 · Storage	6,319.32	7,622.57	-1,303.25	-17.1%
4190 · Marine Fuel	19,164.27	23,124.95	-3,960.68	-17.1%
4200 · Other Facility Income	13,359.79	14,454.47	-1,094.68	-7.6%
4500 · Levied Taxes	2,509.91	9,195.60	-6,685.69	-72.7%
4515 · State Forest Sales	21,516.73	25,096.76	-3,580.03	-14.3%
4540 · Interest Income	5,695.78	168.31	5,527.47	3,284.1%
4550 · Maintenance Assistance Program	0.00	19,000.00	-19,000.00	-100.0%
4600 · Miscellaneous Income	1,036.29	2,785.95	-1,749.66	-62.8%
4700 · Incoming Transfer	60,000.00	0.00	60,000.00	100.0%
<b>Total Income</b>	<u>1,678,997.82</u>	<u>1,242,049.18</u>	<u>436,948.64</u>	<u>35.2%</u>
<b>Gross Profit</b>	1,678,997.82	1,242,049.18	436,948.64	35.2%
<b>Expense</b>				
5000 · Personal Services	93,771.33	93,154.00	617.33	0.7%
5300 · Material and Services	121,013.78	119,507.04	1,506.74	1.3%
6000 · Capital Outlay	61,883.35	18,455.00	43,428.35	235.3%
7000 · Debt Service	23,321.02	23,524.63	-203.61	-0.9%
7700 · Transfer to other funds	60,000.00	0.00	60,000.00	100.0%
<b>Total Expense</b>	<u>359,989.48</u>	<u>254,640.67</u>	<u>105,348.81</u>	<u>41.4%</u>
<b>Net Income</b>	<u><u>1,319,008.34</u></u>	<u><u>987,408.51</u></u>	<u><u>331,599.83</u></u>	<u><u>33.6%</u></u>