Marine Service Center Financial Analysis As Of, And For the Fiscal Year Ending June 30, 2018

Key Performance Indicators (KPI) Dashboard

Indicator	Amount	Compared To Last Year	Compared To Plan	Big Picture
Revenue	243,789	Not Significantly Different	Met Plan	One of two major leases terminated on 6/30/18, which will cause revenue to decline 50% unless a new tenant is found
Appropriated Outlays vs. Actual Outlays (Budgeted for period minus actual expenditures. Indicates spending levels as compared to approved budget (over budget)/under budget)	97,120	n/a	Under budget	n/a
Earnings Before Interest and Depreciation (Operating inflows minus operating outlays— indicates how much cash flow is being generated from operations to pay for things like interest expense, principal payments, and infrastructure investment)	180,191	Greater Than Last year	Exceeded Plan	Cash flow from operations is adequate and exceeding plan but
Net Income (Incorporates non-operating revenue/expense and depreciation—indicates how much the fund has generated after paying for interest expense and factoring in depreciation of assets)	154,115	Greater Than Last year	Exceeded Plan	Net income is adequate and exceeding plan
Asset Replacement (Net income minus debt principal repayment—gives an indication of whether or not we are setting aside enough money to cover asset replacement (as estimated by how much our assets are decreasing in value annually))	154,115	More Than Prior Year	Exceeded Plan	Asset replacement is adequate; the increase in replacement coverage is due to substantial assets now being fully depreciated
Total Working Capital (What total resources are available in the fund)	1,978,635	More Than Prior Year	Exceeded Plan	Working capital is adequate and in line with plan
Working Capital For Capital Projects (Of the fund's total resources, how much has been already appropriated for CAPEX)	0	Same As Last Year (\$0)	Met Plan	Capital project funding adequately addresses current infrastructure needs
Undesignated Working Capital (How much of the fund's resources are available?)	1,978,635	More Than Last Year	Exceeded Plan	Undesignated working capital is adequate for the present; it is not sufficent to fully pay for asset replacement or major renovation
Days Cash on Hand, Total Working Capital (How many days of operations would be covered by our total working capital if no more revenue were generated)	11,355.73	More Than Last Year	Met Plan	Monitor
Days Cash on Hand, Undesignated Working Capital (How many days of operations would the fund's fairly liquid assets cover?)	11,154.49	More Than Last Year	Met Plan	Monitor

The Marine Service Center experienced positive financial results compared to FY2017, and, met or exceeded plan for the first nine months of the fiscal year.

The major issue facing the Marine Service Center is the transition of operating leases. Existing lease extensions expired on June 30, 2018, and one of the existing tenants has chosen not to renew its lease. Although conversations with new and existing tenants has taken place, no new leases have been signed. Furthermore, the Municipality has the ability to now sell the facility, as grant stipulations prohibiting sale have now expired. The replacement of the departing tenant, negotiations of new leases, and deliberations concerning sale of the facility will have a large impact on the future financial condition and performance of this fund.

City and Borough of Sitka Marine Service Center Financial Statements

For The Twelve-Month Period Ended June 30, 2018 (Unaudited)

,	Jul-Sep 2017	Oct-Dec 2017	Jan-Mar 2018	Apr-Jun <u>2018</u>	FY2018 YTD	FY2017 YTD	Variance To FY2017 YTD	FY2018 Plan (S/L - 100.00%)	Variance To FY2018 Plan
Revenue:									(00)
Leases	60,947	60,947	60,947	60,948	243,789	242,855	934	243,878	(89)
Other Operating Revenue							<u>-</u>		
Total Revenue:	60,947	60,947	60,947	60,948	243,789	242,855	934	243,878	(89)
Cost of Sales:									
Operations	12,927	14,430	24,647	11,594	63,598	85,154	21,556	164,918	101,320
Depreciation	8,116	8,116	8,116	7,558	<u>31,906</u>	117,618	85,712	31,906	
Total Cost of Sales:	21,043	22,546	32,763	19,152	95,504	202,772	107,268	196,824	101,320
Gross Margin:	39,904 65.47%	38,401 63.01%	28,184 46.24%	41,796 68.58%	148,285 60.83%	40,083 16.50%	108,202 44.32%	47,054 19.29%	101,231 41.53%
Selling and Administrative Expenses								-	
Earnings Before Interest (EBI):	39,904 65.47%	38,401 63.01%	28,184 46.24%	41,796 68.58%	148,285 60.83%	40,083 16.50%	108,202 44.32%	47,054 19.29%	101,231 41.53%
Non-operating Revenue and Expense:									
Interest and Non-Operating Revenue: Interest Expense:	9,362	6,148	11,461	(21,141)	5,830 	(4,580) 	10,410 	36,000 	(30,170)
Total Non-operating Revenue & Expens	9,362	6,148	11,461	(21,141)	5,830	(4,580)	10,410	36,000	(30,170)
Net Income:	<u>49,266</u> 80.83%	44,549 73.09%	39,645 65.05%	20,655 33.89%	<u>154,115</u> 63.22%	35,503 14.62%	<u>118,612</u> 12698.28%	<u>83,054</u> 34.06%	<u>71,061</u> 29.16%
Earnings Before Interest and Depreciation (EE	48,020 78.79%	46,517 76.32%	36,300 59.56%	49,354 80.98%	180,191 73.91%	157,701 64.94%	22,490 8.98%	78,960 32.38%	101,231 41.54%

	Jul-Sep <u>2017</u>	Oct-Dec 2017	Jan-Mar 2018	Apr-Jun <u>2018</u>	FY2018 YTD	FY2017 YTD
Debt Principal Coverage						
Simple Cash Flow (Net Income Plus Depreciat Debt Principal	57,382 -	52,665 -	47,761 -	28,213	186,021	153,121
Debt Principal Coverage Surplus/Deficit	57,382	52,665	47,761	28,213	186,021	153,121
Debt Principal Coverage Percentage	0.00%	0.00%	0.00%	0.00%	100%	100%
Simple Asset Replacement Coverage						
Debt Principal Coverage Surplus/Deficit (From Depreciation	57,382 8,116	52,665 8,116	47,761 8,116	28,213 7,558	186,021 31,906	153,121 117,618
Cash Accumulated For/(Taken From) Asset Re	49,266	44,549	39,645	20,655	154,115	35,503
Working Capital						
Cash Flow: Net Income Plus Depreciation Less Principal CapEx, Accruals, and other Balance Sheet Cha	57,382 (1,518)	52,665 4,518	47,761 (3,000)	28,213	186,021 -	153,121
Increase in (Decrease in) Working Capital	55,864	57,183	44,761	28,213	186,021	153,121
Plus Beginning Total Working Capital	1,792,614	1,848,478	1,905,661	1,950,422	1,792,614	1,639,493
Equals Ending Total Working Capital:	1,848,478	1,905,661	1,950,422	1,978,635	1,978,635	1,792,614
Working Capital Detail:						
Repair Reserve (1% of PPE):	34,673	34,673	34,673	35,064	35,064	
Working Capital Designated for CapEx			-			
Undesignated Working Capital	1,813,805	1,870,988	1,915,749	1,943,571	1,943,571	
Total Working Capital:	1,848,478	1,905,661	1,950,422	1,978,635	1,978,635	
Days On Hand Annual Cash Outlays in:						
Total Working Capital	13,048.16	12,050.70	7,221.00	15,572.75	11,355.73	
Working Capital Less Repair Reserve:	12,803.41	11,831.44	7,092.63	15,296.78	11,154.49	
Undesignated Working Capital	12,803.41	11,831.44	7,092.63	15,296.78	11,154.49	
Worki Current Assets	1,848,478	1,905,661	1,950,422	1,978,635	1,950,422	
Current Liabilities CPLTD	<u> </u>	<u>:</u>				
Total Working Capital	1,848,478	1,905,661	1,950,422	1,978,635	1,950,422	

Variance To

FY2017 YTD

32,900

32,900

100%

32,900

(85,712)

118,612

32,900

32,900

153,121

186,021

FY2018 Plan

(S/L - 100.00%)

114,960

114,960

100%

114,960

31,906 83,054

114,960

114,960

1,792,614

1,907,574

Variance To

FY2018 Plan

71,061

71,061

71,061

71,061

71,061

71,061

71,061

0%



Income Statement

			Annual	MTD	YTD	Budget Less YTD Actual	% of Budget	Prior Year Total Actual	
Account	Account Description		Budget Amount	Actual Amount	Actual Amount	YTD Actual	Buuget	Total Actual	
Fund Catego	ry Proprietary Funds								
Fund Type	Enterprise Funds								
Fund	260 - Marine Service Center								
REV	ENUE								
	Division 300 - Revenue								
	Department 340 - Operating Re	venue							
3461			121,939.00	30,473.58	121,894.32	44.68	100	121,427.46	
3461.000	Lease-Sitka Sound Seafood	3461 - Totals	\$121,939.00	\$30,473.58	\$121,894.32	\$44.68	100%	\$121,427.46	
		3401 - Totals	\$121,939.00	\$30, 17 3.30	\$121/05 HOL	4			
3462			121,939.00	30,473.58	121,894.32	44.68	100	121,427.46	
3462.000	Lease-Seafood Pro Coop	3462 - Totals	\$121,939.00	\$30,473.58	\$121,894.32	\$44.68	100%	\$121,427.46	
		_	\$243,878.00	\$60,947.16	\$243,788.64	\$89.36	100%	\$242,854.92	
		artment 340 - Operating Revenue Totals	\$2 15,07 0100	4/-	J. a. a. see 1 a. a. a. a.				
	Department 360 - Uses of Prop	& Investment							
3610			36,000.00	3,220.33	37,003.78	(1,003.78)	103	34,886.79	
3610.000	Interest Income	3610 - Totals	\$36,000.00	\$3,220.33	\$37,003.78	(\$1,003.78)	103%	\$34,886.79	
		3010 - 10003	430,000100	4-7	,				
3612	Character FMM/ Investment		.00	(31,174.00)	(31,174.00)	31,174.00	+++	(39,467.00)	
3612.000	Change in FMV - Investmnt	3612 - Totals	\$0.00	(\$31,174.00)	(\$31,174.00)	\$31,174.00	+++	(\$39,467.00)	
		-	\$36,000.00	(\$27,953.67)	\$5,829.78	\$30,170.22	16%	(\$4,580.21)	
	Department	360 - Uses of Prop & Investment Totals	\$279,878.00	\$32,993.49	\$249,618.42	\$30,259.58	89%	\$238,274.71	
		Division 300 - Revenue Totals	\$279,878.00	\$32,993.49	\$249,618.42	\$30,259.58	89%	\$238,274.71	
		REVENUE TOTALS	Ψ2, 5,0,0,0	face for any or					
	PENSE								
	Division 600 - Operations								
	Department 630 - Operations								
5203	Electric		.00	(43,378.44)	(29,772.79)	29,772.79	+++	17,662.04	
5203.001	Electric	5203 - Totals	\$0.00	(\$43,378.44)	(\$29,772.79)	\$29,772.79	+++	\$17,662.04	
7204		5255	I was seen	, , , , , , , , ,					
5204	Telephone		2,640.00	237.61	2,727.83	(87.83)	103	2,408.93	
5204.000	тегернопе	5204 - Totals	\$2,640.00	\$237.61	\$2,727.83	(\$87.83)	103%	\$2,408.93	
5205									
5205.000	Insurance		5,000.00	357.72	4,292.86	707.14	86	3,473.40	
3203.000	Tilbui di ice	5205 - Totals	\$5,000.00	\$357.72	\$4,292.86	\$707.14	86%	\$3,473.40	
5208									
5208.000	Bldg Repair & Maint	•	90,000.00	19,202.65	63,134.97	26,865.03	70	40,696.40	
3200.000	Diag Repair & France	5208 - Totals	\$90,000.00	\$19,202.65	\$63,134.97	\$26,865.03	70%	\$40,696.40	



Income Statement

Account	Account Description		Annual Budget Amount	MTD Actual Amount	YTD Actual Amount	Budget Less YTD Actual	% of Budget	Prior Year Total Actual
Fund Cate		W.						
Fund Ty								
Fund								
	XPENSE							
	Division 600 - Operations							
	Department 630 - Operations							
5212						44 574 50	2	721.10
5212.000	Contracted/Purchased Serv	· _	42,386.00	.00	811.50	41,574.50	2%	\$721.10
		5212 - Totals	\$42,386.00	\$0.00	\$811.50	\$41,574.50	290	\$/21.10
5214					22 402 40	(2.211.40)	111	20,192.04
5214.000	Interdepartment Services		20,192.00	1,682.67	22,403.49	(2,211.49)	111%	\$20,192.04
		5214 - Totals	\$20,192.00	\$1,682.67	\$22,403.49	(\$2,211.49)	11170	\$20,192.04
5290			=00.00	00	.00	500.00	0	.00
5290.000	Other Expenses	, , , , , , , , , , , , , , , , , , ,	500.00	.00 \$0.00	\$0.00	\$500.00	0%	\$0.00
		5290 - Totals _	\$500.00 \$160,718.00	(\$21,897.79)	\$63,597.86	\$97,120.14	40%	\$85,153.91
		Department 630 - Operations Totals	\$160,718.00	(\$21,897.79)	\$63,597.86	\$97,120.14	40%	\$85,153.91
		Division 600 - Operations Totals	\$160,716.00	(\$21,097.79)	\$03,337.00	437/120121		
	Division 640 - Depreciation/Amo	rtization						
6201			.00	130.25	1,563.00	(1,563.00)	+++	1,563.00
6201.000	Depreciation-Land Improve	6201 - Totals	\$0.00	\$130.25	\$1,563.00	(\$1,563.00)	+++	\$1,563.00
		0201 - Totals	φ0.00	\$130.23	4-/	(1-7		
6205	Degraciation Buildings		.00	1,089.97	19,217.20	(19,217.20)	+++	19,775.20
6205.000	Depreciation-Buildings	6205 - Totals	\$0.00	\$1,089.97	\$19,217.20	(\$19,217.20)	+++	\$19,775.20
6206		020	4	,	,			
6206.000	Depreciation-Machinery		.00	927.18	11,126.16	(11,126.16)	+++	11,126.16
6206.000	Depreciation-Machinery	6206 - Totals	\$0.00	\$927.18	\$11,126.16	(\$11,126.16)	+++	\$11,126.16
	Division	- 640 - Depreciation/Amortization Totals	\$0.00	\$2,147.40	\$31,906.36	(\$31,906.36)	+++	\$32,464.36
	DIVISION	EXPENSE TOTALS	\$160,718.00	(\$19,750.39)	\$95,504.22	\$65,213.78	59%	\$117,618.27
		EAFENSE TOTALS						
		Fund 260 - Marine Service Center Totals						
		REVENUE TOTALS	279,878.00	32,993.49	249,618.42	30,259.58	89%	238,274.71
- i		EXPENSE TOTALS	160,718.00	(19,750.39)	95,504.22	65,213.78	59%	117,618.27
		2.1.52 10 1/125						



Income Statement

		Annual	MTD	YTD	Budget Less	% of	Prior Year
count Account Description		Budget Amount	Actual Amount	Actual Amount	YTD Actual	Budget	Total Actual
nd Category Proprietary Funds							
Fund Type Enterprise Funds	Fund 260 - Marine Service Center Net Gain (Loss)	\$119,160.00	\$52,743.88	\$154,114.20	\$34,954.20	129%	\$120,656.44
	Fund Type Enterprise Funds Totals REVENUE TOTALS	279,878.00	32,993.49	249,618.42	30,259.58 65,213.78	89% 59%	238,274.71 117,618.27
	EXPENSE TOTALS _ Fund Type Enterprise Funds Net Gain (Loss)	\$119,160.00	(19,750.39) \$52,743.88	95,504.22 \$154,114.20	\$34,954.20	129%	\$120,656.44
	Fund Category Proprietary Funds Totals REVENUE TOTALS	279,878.00 160,718.00	32,993.49 (19,750.39)	249,618.42 95,504.22	30,259.58 65,213.78	89% 59%	238,274.71 117,618.27
	Fund Category Proprietary Funds Net Gain (Loss)	\$119,160.00	\$52,743.88	\$154,114.20	\$34,954.20	129%	\$120,656.44
	Grand Totals REVENUE TOTALS EXPENSE TOTALS	279,878.00 160,718.00	32,993.49 (19,750.39)	249,618.42 95,504.22	30,259.58 65,213.78	89% 59%	238,274.71 117,618.27 \$120,656.44
	Grand Total Net Gain (Loss)	\$119,160.00	\$52,743.88	\$154,114.20	\$34,954.20	129%	\$120,030.44



Balance Sheet

-				Prior Year		
			Current YTD	Total Actual	Net Change	Change %
Account	Account Description		Balance	TOLAI ACLUAI	Net Change	Original Park
Fund Category	Proprietary Funds					
Fund Type	- ,					
Fund	260 - Marine Service Center					
ASSE	TS					
1027			(29,655.00)	1,519.00	(31,174.00)	(2,052.27)
1027.000	Change in FMV-Investments	1027 - Totals	(\$29,655.00)	\$1,519.00	(\$31,174.00)	(2,052.27%)
		1027 - Totals	(423/033:00)			
1030			1,983,894.25	1,791,095.49	192,798.76	10.76
1030.100	Investment-Central Trea.	1030 - Totals	\$1,983,894.25	\$1,791,095.49	\$192,798.76	10.76%
		1000	4-7			
1050	A Dog Mice Billing		24,395.80	.00	24,395.80	+++
1050.000	Accts RecMisc Billing	1050 - Totals	\$24,395.80	\$0.00	\$24,395.80	+++
4540		1000	,			
1510	Land Improvements		39,073.50	39,073.50	.00	.00
1510.000	Land Improvements	1510 - Totals	\$39,073.50	\$39,073.50	\$0.00	0.00%
1540						
1540.000	Buildings		3,121,870.43	3,121,870.43	.00	.00.
1340.000	bullulings	1540 - Totals	\$3,121,870.43	\$3,121,870.43	\$0.00	0.00%
1550						00
1550.000	Machinery & Equipment		285,817.91	285,817.91	.00	.00.
1330.000	Machinery & Equipment	1550 - Totals	\$285,817.91	\$285,817.91	\$0.00	0.00%
1570				•		00
1570.000	Furniture & Fixtures		59,629.66	59,629.66	.00	0.00%
1370.000	, diffically of the second	1570 - Totals	\$59,629.66	\$59,629.66	\$0.00	0.00%
1610					(4.552.00)	(7.83)
1610.000	Accumulated Depr. Land Im		(21,524.75)	(19,961.75)	(1,563.00)	(7.83%)
1010,000		1610 - Totals	(\$21,524.75)	(\$19,961.75)	(\$1,563.00)	(7.8570)
1640					(10.217.20)	(.65)
1640.000	Accumulated Depr Building	· .	(2,986,014.38)	(2,966,797.18)	(19,217.20)	(0.65%)
		1640 - Totals	(\$2,986,014.38)	(\$2,966,797.18)	(\$19,217.20)	(0.0370)
1650				(450,452,45)	(11,126.16)	(6.98)
1650.000	Accumulated Depr Equipmnt	· .	(170,579.61)	(159,453.45)	(\$11,126.16)	(6.98%)
		1650 - Totals	(\$170,579.61)	(\$159,453.45)	(\$11,120.10)	(0.2070)
1670			(50, 500, 55)	(50,630,66)	.00	.00
1670.000	Accumulated Depr furnitur		(59,629.66)	(59,629.66)	\$0.00	0.00%
		1670 - Totals	(\$59,629.66)	\$2,093,163.95	\$154,114.20	7.36%
		ASSETS TOTALS	\$2,247,278.15	\$2,033,103.33	415 1/11 1125	



Balance Sheet

Account	Account Description		Current YTD Balance	Prior Year Total Actual	Net Change	Change %
Fund Category Fund Type	Proprietary Funds				·	
	UND EQUITY					
2800 2800.002	Contributed CapState	2800 - Totals	2,500,000.00 \$2,500,000.00	2,500,000.00 \$2,500,000.00	.00 \$0.00	0.00%
2920 2920.000 2920.500	Undesignated/Re. Earnings Post Soft Close Entries	2920 - Totals	(406,719.27) (116.78) (\$406,836.05)	(406,719.27) (116.78) (\$406,836.05)	.00 .00 \$0.00	.00 .00 0.00%
	Prior Year Fund Equity Adjustment Fund Revenues	ND EQUITY TOTALS Prior to Current Year Changes	\$2,093,163.95 .00 (249,618.42) 95,504.22	\$2,093,163.95	\$0.00	0.00%
	Fund Expenses	FUND EQUITY TOTALS LIABILITIES AND FUND EQUITY TOTALS Fund 260 - Marine Service Center Totals Fund Type Enterprise Funds Totals	\$2,247,278.15 \$2,247,278.15 \$0.00 \$0.00	\$2,093,163.95 \$2,093,163.95 \$0.00 \$0.00	\$154,114.20 \$154,114.20 \$0.00 \$0.00	7.36% 7.36% +++ +++
*		Fund Category Proprietary Funds Totals Grand Totals	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	+++