

Nome Port and Harbor Development Analysis



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Executive Summary

The City of Nome contracted with Cordova Consulting to provide services examining historic revenues and expenses for the Port of Nome. This analysis focuses efforts on the operations at the Port to ensure that operational revenues cover expenses. If we take depreciation and grants out of the equation for the Port's revenues and expenses, we see that the years 1989 through 1994 showed expenses that were greater than revenues.

Three forecasts are represented here: 1) flat – no growth, 2) moderate – some growth, and 3) high growth scenarios. Commodity movements of cargo, gravel, and fuel are shown historically with projections to the year 2035. Forecasts for other vessels assume that for the flat forecast, the number of unique vessels annually will remain constant, the moderate forecast for unique vessels will grow at about 2 percent annually, and the high forecast will grow at about 5 percent annually.

When we examine the financials for the Port Enterprise Fund, we see that the flat forecast shows negative revenues beginning in 2030 while the moderate and high forecasts show that the operations from the Port cover the expenses for all the forecast years. Under all scenarios, when we add depreciation back into the equation, the net revenues are negative. Nome should continue to evaluate annual rate increases to plan for future infrastructure repairs, enhancement, and eventual replacement.

Recommendations for changes include the following:

1. Add a fee for capital replacement. The City currently takes depreciation on its infrastructure investment which helps to minimize losses in any given year. However, once the infrastructure is fully depreciated, the City would need to raise funds or successfully receive grants to be in a suitable position should it become necessary to replace these items.
2. Add a Cruise ship passenger fee. As global climate change continues to make the Arctic more available, the City of Nome can expect to have more passengers visiting the City for brief periods of time. Initiating this fee would allow the City to recoup expenses associated with police, fire, transportation, and other services provided.
3. Change security, line handling, and other harbor staff assist rates to a cost-plus structure. This will allow the City to capture changes in personnel and equipment costs in future years without having to repeatedly revisit the tariff.
4. Allow dockage, wharfage, and storage rates to automatically increase based on Anchorage Consumer Price Index. Regular small increases are going to be much more palatable to the Port's customers and will allow the City to recoup the ever-increasing operations at the Port.
5. Investigate partnering with other entities for infrastructure improvements, port enhancements, or port expansion. These are often referred to as P3 structures or public/private partnerships.

Introduction

The City of Nome contracted with Cordova Consulting to provide services examining historic revenues and expenses for the Port of Nome. The contract additionally provides for an examination of vessel traffic by commodity type with future projections of Port activity based on scenarios and funding options developed with the assistance of Port staff. This analysis is conducted in cooperation with the Sitnasuak Native Corporation to evaluate the long-term development of an expanded Port facility at Nome that will allow vessels drafting to minus 36-feet.

This report is the first phase of work that examines historic revenues and expenses, forecasts vessels and commodities, conducts financial analysis of future conditions, and makes recommendations for rate structure modifications. This first phase forms the baseline from which future work will be compared. If there are changes in the rate structure, varied assumptions for future vessel traffic, or modifications to the operations at the Port of Nome, this baseline will allow decision-makers to gauge the impacts to revenues and expenses as a result of those changes.

Historic Revenues and Expenses

There are two funds covering the Port of Nome:

1. **Enterprise Fund/Port of Nome Fund:** This fund was established to account for the operations of the port and harbor. User charges are designed to cover cost of operation and maintenance of the system.
2. **Enterprise Fund/Port of Nome Capital Projects Fund:** This fund was established to account for the financial resources, which are limited to expenditures for capital outlays, expended to acquire or construct major capital assets of a relative permanent nature. Such financial resources include grants, contributions, bond proceeds, and operating transfers from other funds.¹

Since both funds cover the Port of Nome, accounting for these two funds are sometimes lumped together. This evaluation focuses on the operations for the Port, the first enterprise fund mentioned, and attempts to separate out the capital projects where possible to demonstrate whether the Port is covering operations and maintenance of the system with user charges.

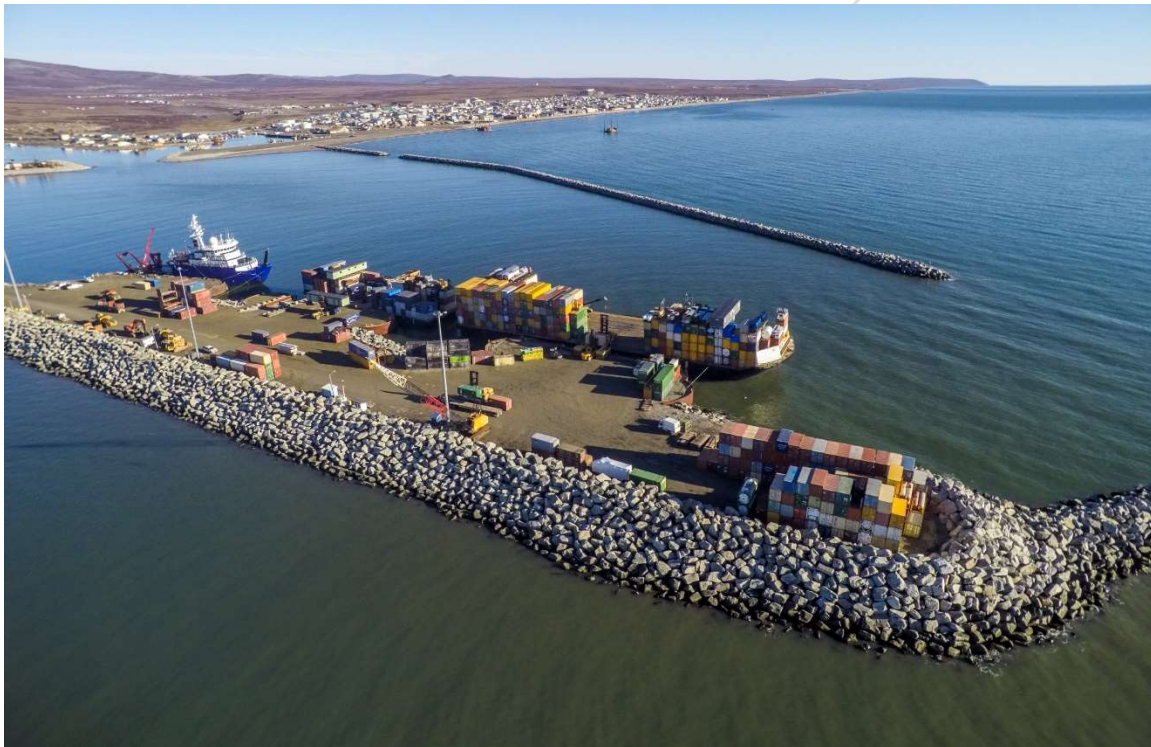


Figure 1 Port of Nome with completed Middle Dock

For instance, the Port of Nome constructed a third causeway dock in 2015, the Middle Dock (see Figure 1), resulting in total expenses in recent years that are more than double the total

¹ Annual Budgets for the Fiscal Year Ending June 30, 2017 prepared by the City of Nome.

http://www.nomealaska.org/egov/documents/1472677711_82095.pdf

expenses from previous years. Grant funding covered these expenses. Additional dredging was conducted at the Middle Dock in 2016.

When depreciation is added to the expenses for the Port, it appears that revenues do not exceed expenses for many years. However, the depreciation expense category is a marker for the City to set aside funds to replace assets in the future that are no longer useful. Having said that, even when an asset is fully depreciated, it may still have value. For instance, the causeway and its docks may be fully depreciated but continue to function normally. A wooden dock, on the other hand, may need replacement shortly after it has been fully depreciated. An evaluation of depreciated assets, their worth when fully depreciated, and funds required for repair or replacement of those assets is outside the purview of this report.

The City has successfully obtained some type of contribution or grant funds for the Port & Harbor Enterprise Fund every year since fiscal year 2002. See Figure 2.

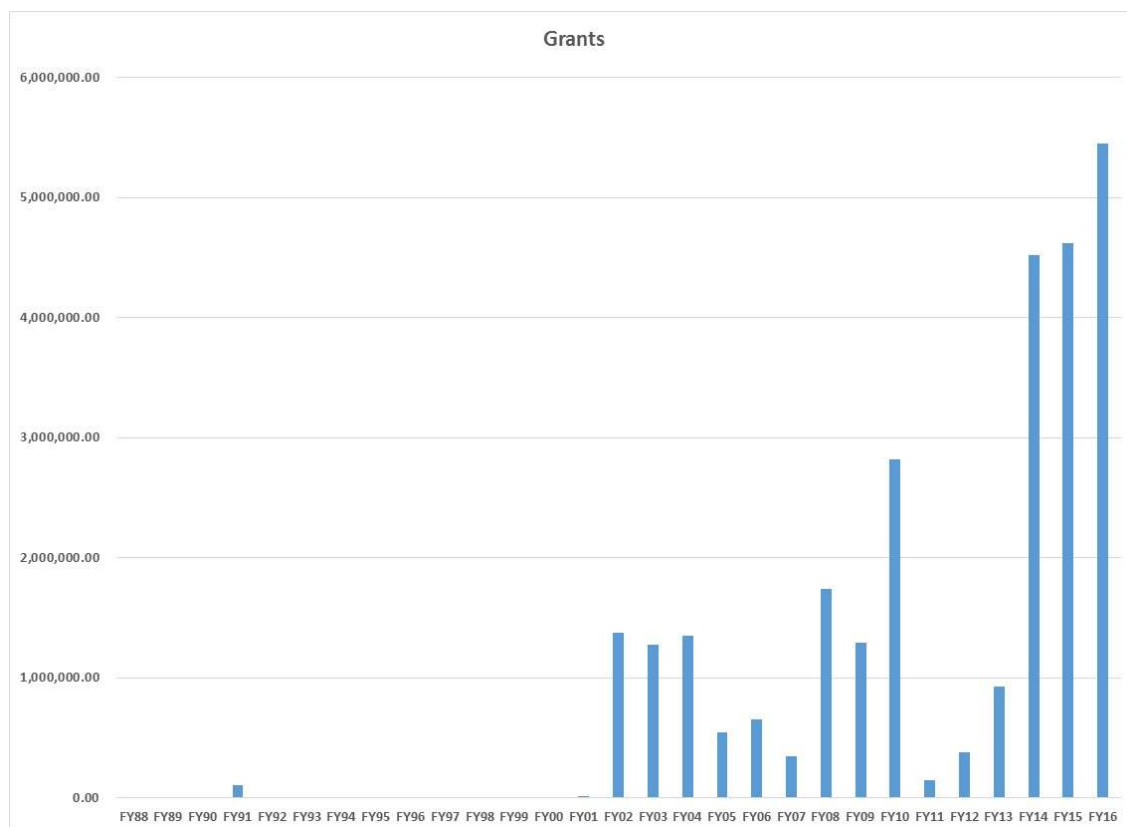


Figure 2 – Port of Nome historical grant status

Grant revenues are uncertain given the Federal and State fiscal condition, so for purposes of this analysis, we are going to assume that future grants are zero. This may not be the case, but if grant funds do become available, they would be used for specific purposes and not for covering inadequate operations revenues.

Revenues

Generally Accepted Accounting Principles (GAAP) requires state and local governments to use the enterprise fund type to account for “business-type activities”² – and the operations of the Port of Nome fit that description. The total cost of the activities of the Port need not be paid by user fees. The City, could in fact, decide that it wants to cover the operations of the Port through other funds for a variety of reasons. There are two funds covering the Port of Nome, operations and capital projects.

Funding operations is typically an ineligible expense for grants. Many grants stipulate that the recipient must be able to support ongoing maintenance and repairs after a project is constructed. For the balance of this evaluation, we will focus on operations only.

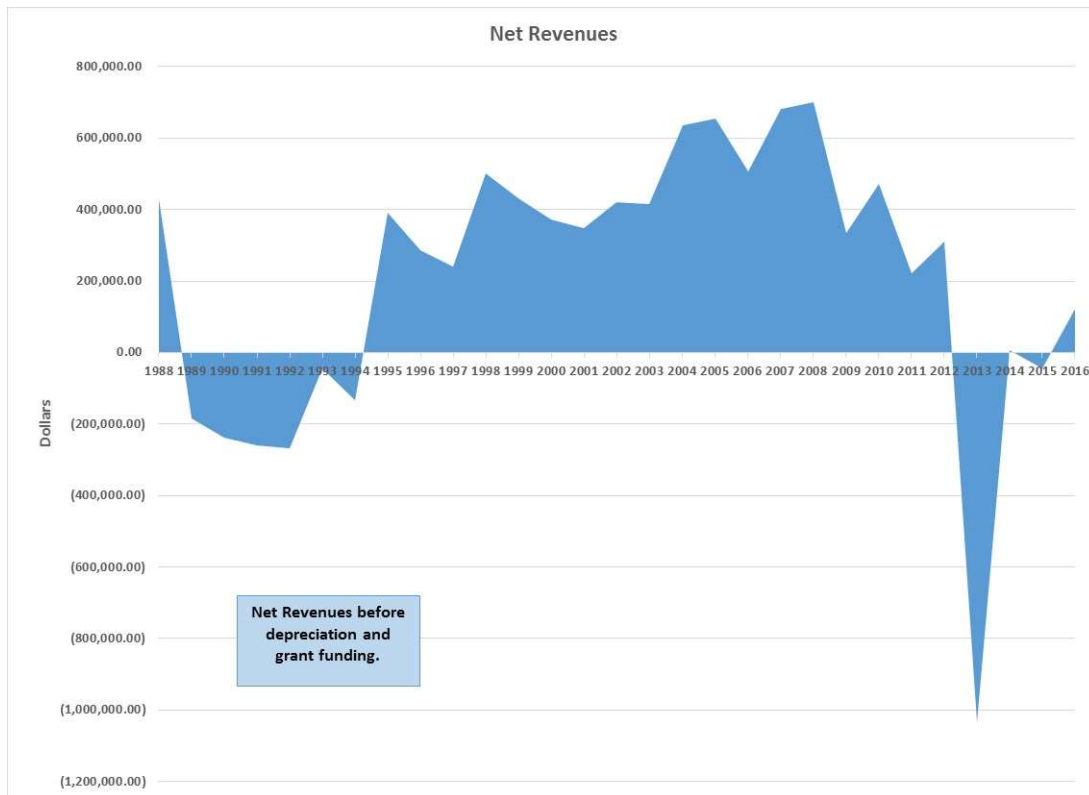


Figure 3 – Port of Nome net revenues 1988 – 2016

Note: Negative net revenues in 2013-2015 are due to a capital purchase and grant matches. Positive net revenues are used to offset negative net revenues in some years.

When we take depreciation and grants out of the equation for the Port’s revenues and expenses, we see that the years 1989 through 1994 showed expenses that were greater than revenues. Fiscal Year 2013 has negative net revenue due to property purchases, reduced Causeway revenue, and a 50/50 grant match with Alaska Department of Transportation for harbor

² <http://www.hud.gov/offices/reac/pdf/gaapflyer1.pdf>

improvements. The Port historically has done very well ensuring that revenues exceed expenses for operations as can be seen in Figure 3.

Revenues as a portion of the various harbor accounts has changed a bit over time. Whereas the Causeway has historically made up the lion’s share of the total revenues, that percentage has been shifting in recent years and the Industrial Pad and other revenue accounts are comprising more of this total. See Figure 4. The Other revenue account does not always reflect typical Port-related activity. Other revenues can include interest earnings, sales of assets (equipment, land, and stockpiled materials), the annual PERS Relief contributions, as well as appropriations from the Port's Fund Balance account to augment revenues when grant matches, capital purchases, and extraordinary expenses cause expenses to exceed revenue. An example of revenues from the Other revenue account was the sale of Recycled Asphalt Pavement (RAP) to a construction contractor working on the City’s new museum project.

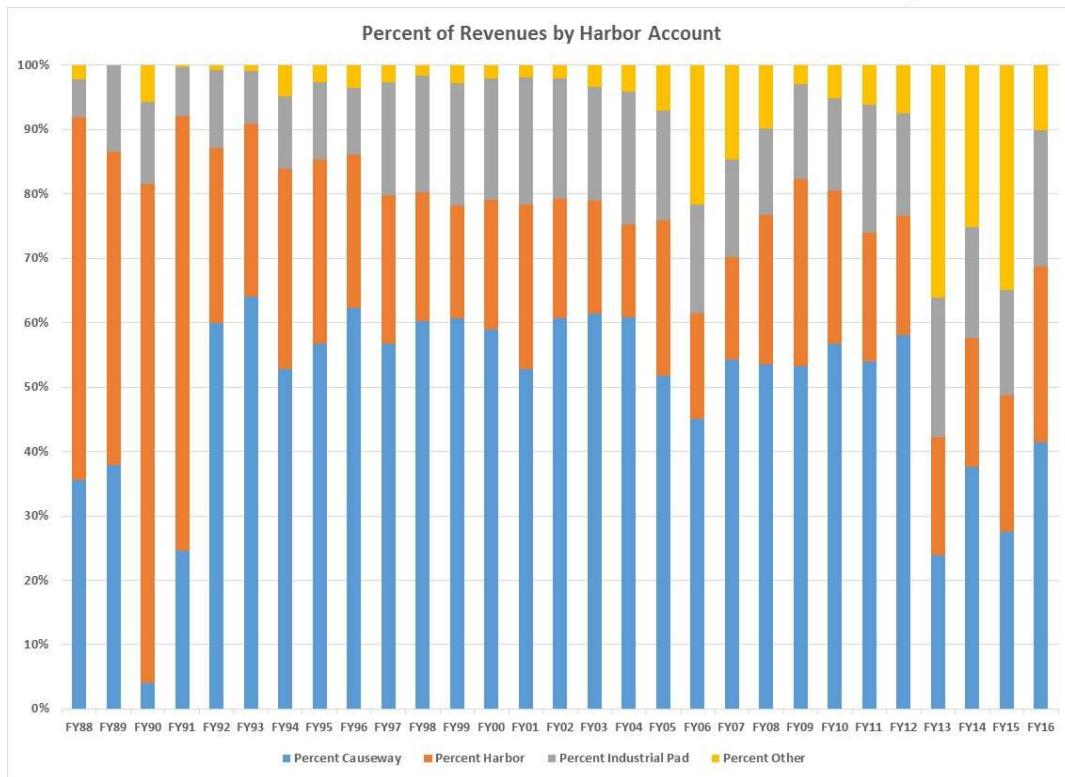


Figure 4 – Harbor Accounts as percent of total revenues

Expenses

The Bad Debt expense saw a significant increase in FY2013 due to the impound and recovery of a sunken tug, with an additional write-off to follow in FY2014 reflecting an adjustment in the collection of a dock damage incident. A subsequently high number shown in FY2015, consists of small additional bad debt, as well as a restatement of earlier bad debt as directed by the auditors. See Figure 5. As you can see from this figure, part of the recent bad debt expenses can be expected to be retrieved in future years. The credit in 1992 for instance, partially offset the bad debt expense in 1991.

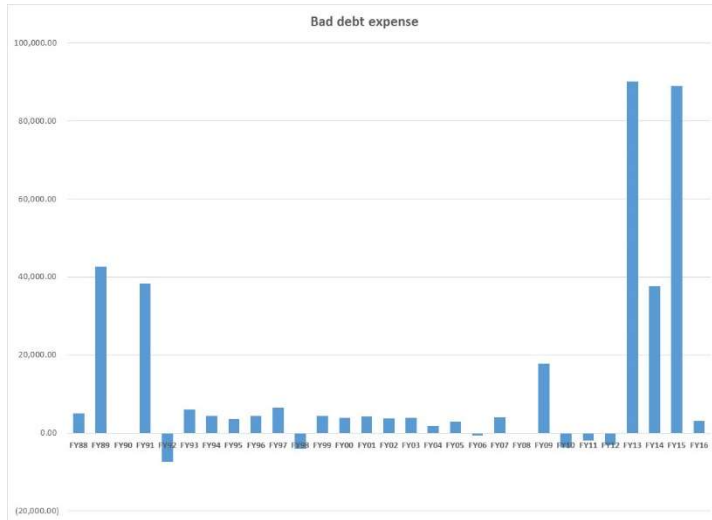


Figure 5 – Port of Nome bad debt expense 1988 – 2016.

Other expenses at the Port have also seen steady increases over the years. Labor, utilities, insurance, and professional services have all experienced increases as the Port works to meet the growing demand in vessel traffic and customer base, by expanding infrastructure and conducting maintenance and repairs to maintain a fully functional facility. See Figure 6 for historic expenses for the primary expense accounts at the Port.

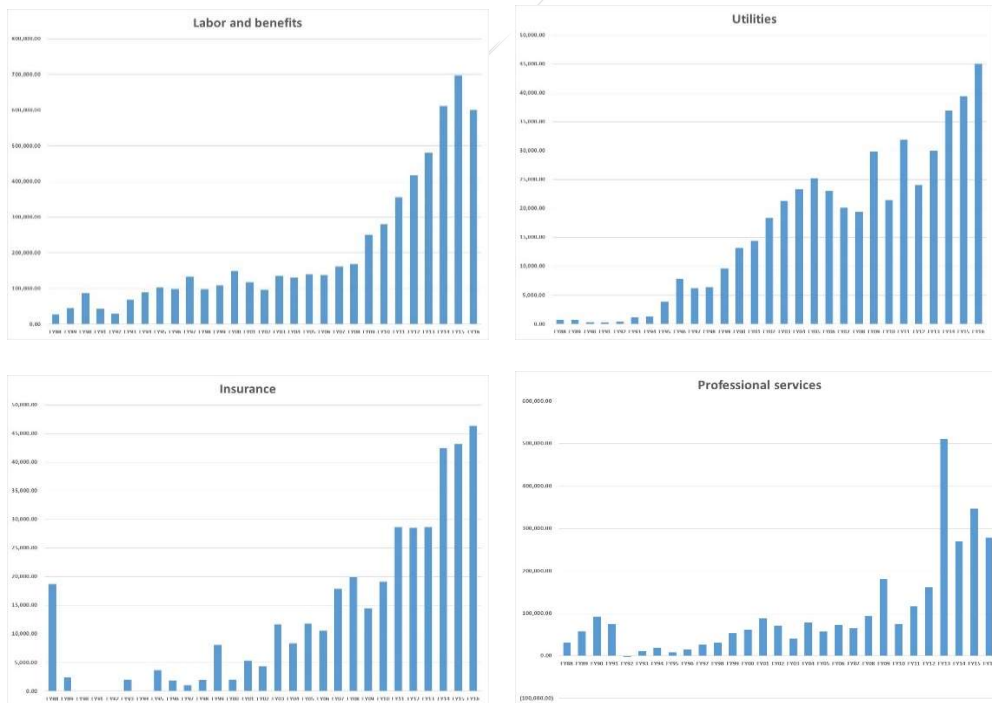


Figure 6 – Port of Nome Primary Expense Accounts – 1988 – 2016

The Port of Nome is a very busy place serving as a hub for the Western Alaska region communities, the “last gas” for vessels headed into the Arctic, strategically located near the Bering Strait, and an important asset for vessels needing a connection for services such as the hospital, groceries, airport, etc. Once the ice goes out in the spring, vessels are lined up to conduct their business at the Port so they can be on their way.

Global climate change seems most apparent in the Arctic regions and recent years resulted in an extension of the open water season for the Port of Nome. Generally, the Port is open for business around the first or second week of June. In 2015, however, the Port saw its first vessel on May 26. Generally, Port activity is done for the year by the third or fourth week of October. In 2015, the last vessel left the Port on November 18. Similar conditions occurred for the 2016 season.

The number of unique vessels calling at the Port of Nome have remained consistent in recent years. See Table 1. This contrasts with the number of calls and the number of days that vessels are staying at the Port to conduct business.

Table 1 – FY12 through FY16 Unique Vessels Calling at Port of Nome

NOME	2012	2013	2014	2015	2016
Bulk Cargo & Fuel	28	41	32	33	34
Govt. Ships	9	12	7	13	7
Gravel/Equipment	6	14	9	14	13
Miscellaneous	16	18	7	9	19
Pleasure - Cruise	2	3	3	5	5
Pleasure - S/V	20	27	13	15	14
Research	12	9	7	9	5
Homeported	153	134	148	133	109
Total Unique Vessels	246	258	226	231	206

Note: Unique vessels are individual vessels with unique call signs and names. These vessels may make multiple trips in any given year and will stay for varying lengths of time. These numbers therefore, will not correlate to the vessel call statistics produced by the Port as that data is reported by each day a vessel spent at the dock or at anchor. Historical data from 2012-2016 was reassessed to reflect all anchored traffic and pleasure vessels utilizing Port of Nome services.

In 2006, the combined calls at the dock including homeported vessels were 162. That number more than tripled by 2014 when the Port saw 584 vessel dockings and in 2016, that number had increased more than five times with 849 vessel dockings. This kind of growth is phenomenal and has led to vessels needing to conduct business in less than favorable conditions such as tying up to another vessel already at the dock to load/unload or resupply, as well as remaining at anchor until space is available. See Figure 7.



Figure 7 – Port of Nome Fuel Dock

Note: The vessels shown in Figure 7 are offloading/loading cargo as well as fueling by truck.

Vessel Forecast

The vessel forecast was developed using historic information on the various vessel types using the Port of Nome and the historic commodities moving over the docks at the port. Three forecasts are represented here: 1) flat – no growth, 2) moderate – some growth, and 3) high growth scenarios. Each of the forecasts were developed in cooperation with the Port of Nome for reasonable expectations. First, we will examine vessel forecasts for the commodities of cargo, gravel, and fuel. And secondly, we will examine the vessel forecasts for other harbor users defined by the Port as Miscellaneous vessels, Pleasure-Cruise, Pleasure-Sailing vessel, Government ships, and Research vessels. The vessel forecast for each of these categories relies on some underlying assumptions and those will be described in turn.

Commodities

Commodity movements of cargo, gravel, and fuel are shown historically with projections to the year 2035. The Port of Nome provided almost 30 years of historic commodity movements and this enables future projections that can capture the fluctuations over time or the episodic events for high and low years can be normalized for the future projections. Commodity movements are used for the underlying assumptions to project revenues and expenses further in this evaluation.

Cargo

Cargo moving through the Port of Nome enjoyed a steady climb from 1990 to 2011. In 2012, cargo took a dramatic jump due to the transshipment of contaminated soil from federal clean-up sites being exported for disposal, and heavy equipment and materials being shipped throughout the region for federal and state construction projects.

The flat forecast for cargo is an average of the most recent 10-years activity at the Port. The moderate forecast is based on the most recent 20-year trend and the high forecast adds an additional 5 percent to the moderate forecast.

Cargo tonnages in the flat forecast are about 36,000 tons per year, the moderate forecast starts at 42,000 tons per year and goes to 118,000 tons by the year 2035. The high forecast adds another 5 percent to the moderate forecast. See Appendix for details of cargo forecast.

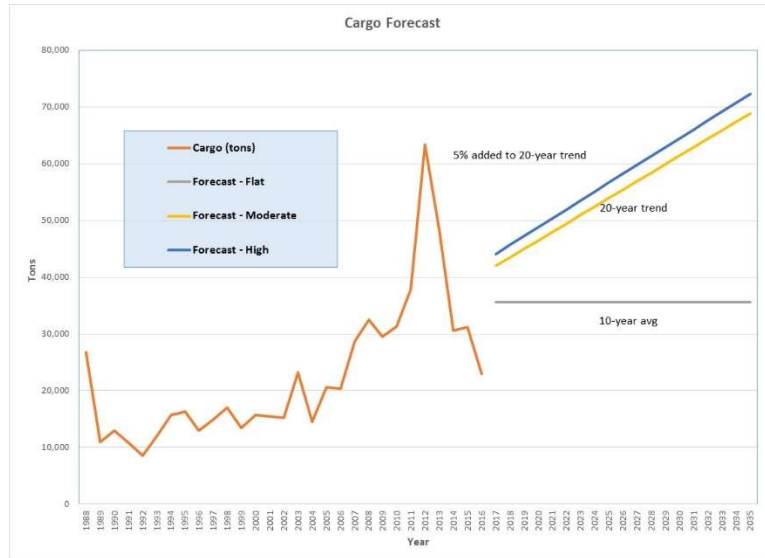


Figure 8 – Cargo forecast

Gravel

Gravel exports from the Port of Nome have enjoyed some wild swings over the years.

Similarly to Cargo, the flat forecast is an average of the most recent 10 years, the moderate forecast is the 20-year trend, and the high forecast adds 5 percent to the moderate forecast.

Gravel tonnages are estimated to be about 64,000 tons for the flat forecast, starts at 76,000 tons and rises to 112,000 tons for the moderate forecast, and rises an additional 5 percent for the high forecast. See Appendix for details of gravel forecast.

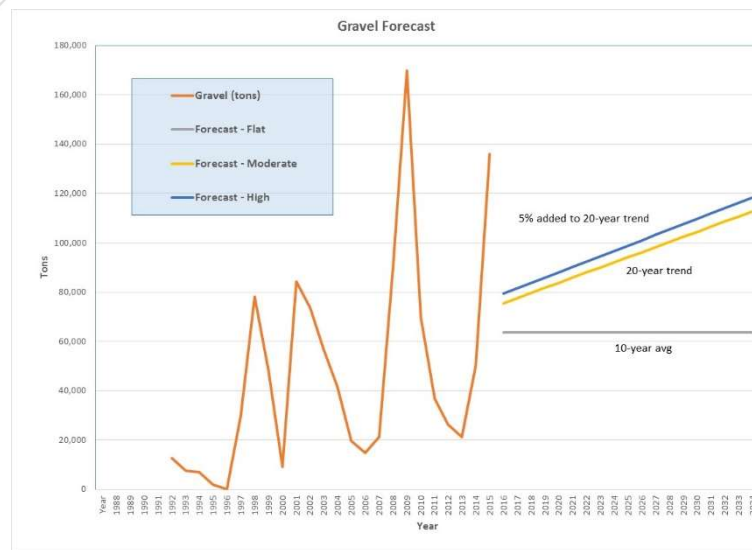


Figure 9 – Gravel forecast

Fuel

Fuel exports and imports moving through the Port of Nome have also seen some ups and downs. These fluctuations can be associated with large fuel deliveries that are held over from one year to the next, fuel operators taking advantage of low prices to stockpile product, and other factors associated with the limited season for delivery at Nome.

Maritime traffic in the Arctic is evolving with a longer ice-free season and increased economic development opportunities. In recent years, vessels traversing the Arctic have utilized the Port of Nome for fuel resupply. The outlook has potential for increased land-based oil and gas activity on the North Slope which will increase vessel traffic and transshipment logistics at the Port of Nome, requiring fuel resupply to support those efforts. Also, there is additional growth opportunities for fuel sales to cruise ship operators transiting the Arctic region.

The flat forecast for gallons of fuel is the most recent 10-year average, the moderate forecast is the 20-year trend, and the high forecast an additional 5 percent added to the moderate forecast.

The flat forecast is about 11 million gallons, the moderate forecast starts at 12.1 million gallons and rises to about 12.3 million gallons, and the high forecast starts at 13.3 million gallons and rises to 13.6 million gallons. The trend for the moderate and high forecasts vary little over time as the previous trend hovered up and down around similar volumes. See Appendix for details of fuel forecast.

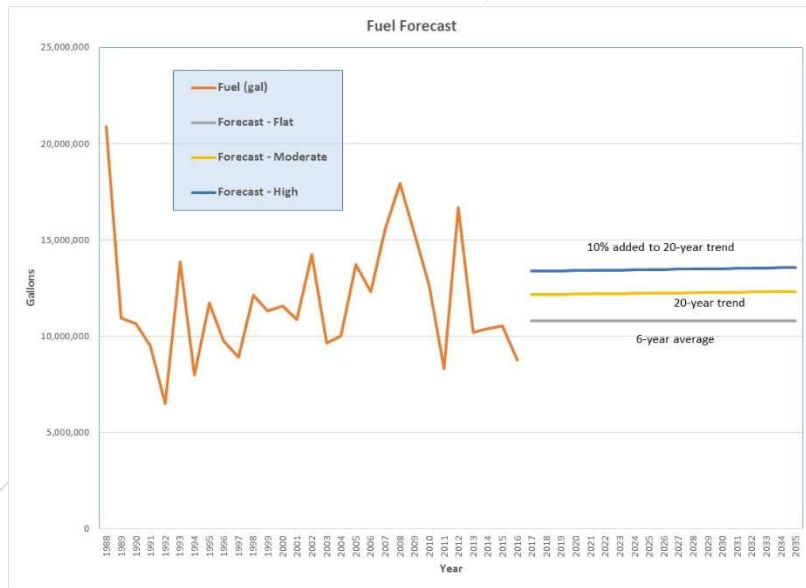


Figure 10 – Fuel forecast

Other Vessels

Other harbor users defined by the Port are Miscellaneous vessels, Pleasure-Cruise, Pleasure-Sailing, Government ships, and Research vessels. Forecasts for these vessels are based on various assumptions defined below.



Figure 11 – Nome Harbor – Cruise Ship, Gravel Barge, and Dredges

Forecasts for these other vessels assume that for the flat forecast, the number of unique vessels and vessel calls annually will remain constant, the moderate forecast for unique vessels will grow at about 2 percent annually, and the high forecast will grow at about 5 percent annually.



Figure 12 – Nome Harbor – Inner Harbor Docks

The flat forecast for vessel calls is about 250 individual vessels annually, the moderate forecast grows to 400 vessels by 2035, and the high forecast grows to 500 vessels by 2035. These are individual vessels calling at the port and not the combined calls typically tracked and shown in port statistics. Unique vessels shown in Table 1 are currently making an average of 250 calls at the Port in any given year. (From years 2012-2016) For details on the vessel calls by vessel type, see Appendix Tables.

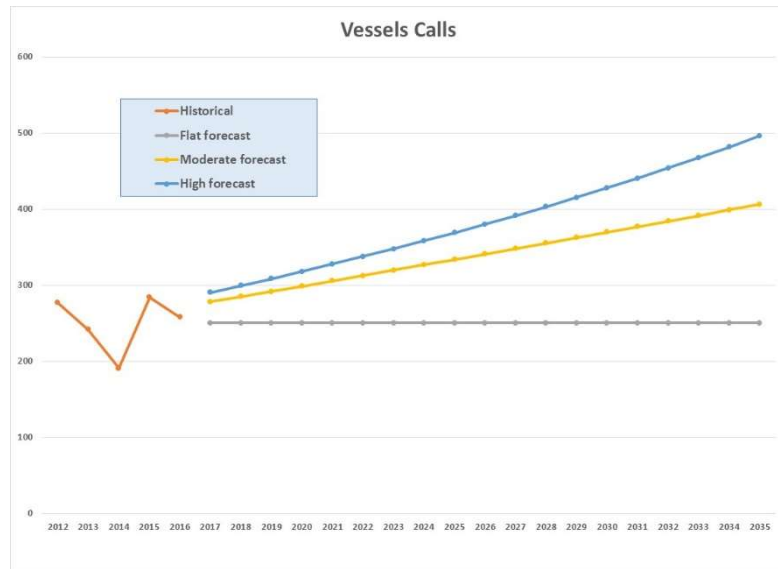


Figure 13 –Vessel Calls forecast

Since these vessels stay for varying lengths of time at the dock, additional analysis was conducted showing the average number of days vessels stay at the dock by vessel type. The number of days at the dock will be used for estimating future revenues. See Table 2.

Table 2 – 2012 through 2016 average calls and days at Port by vessel type

Vessel Type	Calls	Days	Avg Days per Call
Bulk Cargo	67.2	150.4	2.2
Fuel	47.6	207.6	4.4
Gravel & Equipment	49.8	108.6	2.2
Miscellaneous	17.8	87.8	4.9
Pleasure - Cruise	4.8	7.2	1.5
Pleasure - Sailing Vessel	18.2	155.4	8.5
Government Ships	15.6	48.4	3.1
Research	29.8	94.6	3.2
Average	250.8	860.0	

Source: Port of Nome monthly dock schedules for 2012 through 2016. Data in this table is reported by each day a vessel spent at the dock or at anchor. Historical data from 2012-2016 was reassessed to reflect all anchored traffic and pleasure vessels utilizing Port of Nome services.

Financial Analysis

To simplify the financial analysis, we first examine the operations only from Port activity. We are deliberately ignoring grant funds and depreciation in this initial analysis to see if operations expenses are covered by the Port revenues.

Revenue Assumptions

In addition to the assumptions previously described for commodities, unique vessels, and number of days spent at the Port by vessel type, we have also incorporated the following into the financial analysis:

- Docking permits increase by 5 percent for the moderate forecast and 10 percent for the high forecast. Docking permits are unchanged for the flat scenario.
- The Graphite One Mine begins exporting 50,000 tons of product in 2025 for the moderate forecast and in 2020 for the high forecast. Graphite One Mine may not increase the number of vessels as it is assumed that product will move as backhaul on barges leaving the Port of Nome based on current commodity volumes.
- Percentages for the various commodity rates are assigned as follows:

Table 3 – Commodity rates used for the forecast years by percentage

Cargo	Rates:		Percent
IN/OUT	11.55	per ton	72%
THRU/OS	5.78	per ton	20%
Inter-facility transfer	8.66	per ton	8%
Gravel	Rates:		Percent
2000 tons or under per barge load	2.55	per ton	21%
>2000 tons/load	1.94	per ton	69%
>40,000 tons/proj	1.64	per ton	10%
Project cargo >2000 tons	75% of rate	per ton	
Fuel	Rates:		Percent
IN	0.035	per gal	97%
OUT	0.023	per gal	2%
O/S	0.012	per gal	1%
Inter-facility transfer	0.035	per gal	

- Storage rentals for the flat scenario are based on the average FY14 to FY16, the moderate scenario increases these revenues by 5 percent, and the high scenario increases these revenues by 10 percent.
- Land leases for the flat scenario are based on the average FY13 to FY16 with increases of 5 percent starting in 2021 for the moderate scenario, and increases of 10 percent starting in 2019 for the high scenario.
- Utility sales are based on the average per vessel charge of \$85 from FY12 through FY16.
- Miscellaneous revenues are based on the average from FY12 through FY16.
- Interest earnings are based on the average from FY12 through FY16.

Expense Assumptions

Expense account assumptions are as follows:

- Labor and benefits:
 - Flat scenario is the same as FY 16 with 1 percent increases to the total to cover COLA for those covered employees

- Moderate scenario adds another employee in 2026 at an annual salary of \$35,000 and assumes 1.8 for the overhead factor.
- High scenario adds another employee in 2021 at an annual salary of \$35,000 and assumes 1.8 for the overhead factor.
- Utilities are based on the 10-year trend for expenses with 2 percent and 5 percent increases for the moderate and high scenarios respectively.
- Supplies are based on the 5-year average with 2 percent and 5 percent increases for the moderate and high scenarios respectively.
- Insurance is based on the 10-year trend for all scenarios.
- Professional services are based on the 10-year average with 5 percent and 10 percent increases for the moderate and high scenarios respectively.
- Repairs and maintenance are based on the FY14 to FY16 averages plus:
 - 5 percent for the flat scenario
 - 10 percent for the moderate scenario
 - 15 percent for the high scenario
- Equipment rental holds steady at \$500 annually for all scenarios.
- Bad debt expense holds steady at \$1,000 annually for all scenarios.
- Principal and interest expense is the average of FY07 to FY16 and holds steady for all years and all scenarios.
- Other/miscellaneous expenses are estimated at \$35,000 annually for all scenarios.
- Payment in Lieu of Taxes (PILT) are estimated as the average from FY12 through FY16 and holds steady for all years and all scenarios at \$34,700.

The net revenues before grants and depreciation are shown in Figure 14. The flat forecast shows negative revenues beginning in 2030 while the moderate and high forecasts show that the operations from the Port cover the operating expenses for all the forecast years. For details on the net revenues for operations, see the Appendix Tables.

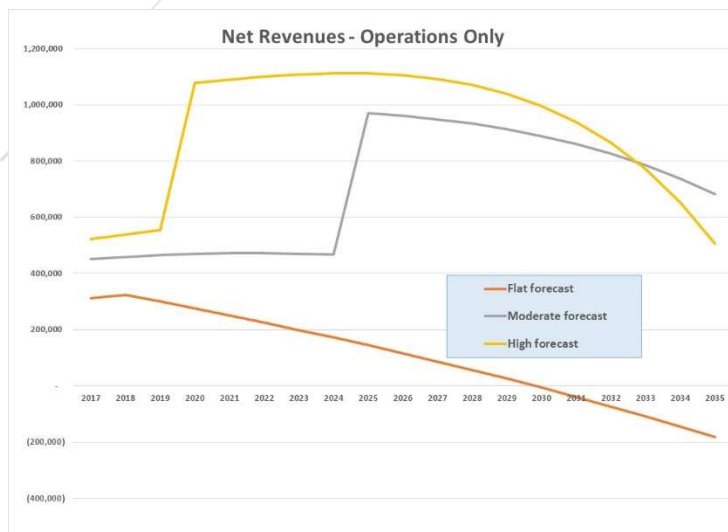


Figure 14 – Port Net Revenues before grants and depreciation

Rate Comparison

For this effort, we examined current tariff filings for the Ports of Seward, Dillingham, Bellingham, Unalaska, and Kodiak and compared sample billings to the Port of Nome. The Port of Nome

provided sample billings for vessels conducting business transferring gravel, cargo, fuel, and seeking dockage and storage.

Challenges in making these comparisons include the following differences:

- Customer bases for each of the ports are geared toward the type of customer generally encountered and their tariffs reflect these differences. The Port of Seward for instance has rates for timber and coal, their primary customers.
- Different means of measurement – the Port of Bellingham, for instance uses the metric system. The Port of Dillingham charges dockage based on the vessel tonnage whereas the rest of the ports examined use vessel length overall. Some dockage fees are based on a 12-hour period while others were based on a full day.

Even with these challenges, however, we can make the comparisons and base recommendations on the differences gleaned from the analysis.

Dockage

“Dockage” is the charge assessed to a vessel for docking at a wharf, dock, pier, float, revetment or other facility, or for mooring to a vessel so docked at a Port of Nome facility.

Table 4 – Dockage Rates comparison

Category	Nome – per foot per day	Seward – per foot per day	Unalaska – per foot per 12 hours	Bellingham – per 24-hour	Dillingham – per day per vessel tonnage	Kodiak – per foot for 12 hours
Dockage						
Vessels up to 200-ft in length	1.21					
Dockage - vessels over 200-ft	1.82					
Anchorage	0.61					
Vessels up to 500-ft LOA		0.74				
Vessels 500-ft and over		0.74				
All vessels			0.89			
0 to 100-ft LOA				194.00		
100-150-ft LOA				275.00		
150-200-ft LOA				375.00		
200-250-ft LOA				525.00		
250-300-ft LOA				898.00		
300-350-ft LOA				1,266.00		
0-40-ft LOA					60.00	
41-99-ft LOA					1.56	
100-299-ft LOA					1.20	
300-1,000-ft LOA					0.78	
0 to 150-ft LOA						2.00
151 to 300-ft LOA						2.30



In addition to these dockage fees, the Port of Nome has more detailed fees for smaller vessels. The Ports of Seward and Unalaska also provided additional fees schedules for smaller vessels.

Table 5 – Dockage rate comparison for vessels staying longer term

Category	Nome	Seward – per foot per day	Unalaska – per foot per 12 hours
Weekly Rate			
Vessels 32-ft and under	90.96		
Vessels over 32-ft to 52-ft	36.38		
Vessels over 52-ft to 72-ft	50.03		
Vessels over 72-ft to 92-ft	59.12		
Vessels over 92-ft	68.22		
Monthly Rate			
Vessels 32-ft and under	272.87	0.37	0.445
Vessels over 32-ft to 52-ft	68.22	0.37	0.445
Vessels over 52-ft to 72-ft	95.50	0.37	0.445
Vessels over 72-ft to 92-ft	122.79	0.37	0.445
Vessels over 92-ft	150.08	0.37	0.445
Season Rate			
Vessels 32-ft and under	788.29		
Vessels over 32-ft to 52-ft	118.24		
Vessels over 52-ft to 72-ft	197.07		
Vessels over 72-ft to 92-ft	275.90		
Vessels over 92-ft	354.73		



Port tariff rates are based on the needs of different customers. Amenities offered will also be determined because of customer needs and the desire of the Port to attract those customers. In addition, Port management can negotiate different rates for customers the Ports would like to encourage. Making a direct comparison between Ports can be somewhat problematic when there are different customer bases. Having said that however, a couple examples comparing actual Port of Nome invoices to other Alaska port rates can highlight some potential issues.

Table 6 – Dockage Fee Comparison

Qty	Description	Unit price	UoM	Nome	Seward	Unalaska	Dillingham	Kodiak
				Fees due	Fees due	Fees due	Fees due	Fees due
1	Docking permit - weekly in river	90.96	1	90.96	72.52	174.44	60.00	112.00
1	Sales Tax - Hrbr	0.05	1	4.55	2.90	5.23	5.22	6.72
Total				95.51	75.42	179.67	65.22	118.72
				100%	79%	188%	68%	124%
Qty	Description	Unit price	UoM	Fees due	Fees due	Fees due	Fees due	Fees due
1	Days Dockage	1.82	424	771.68	627.52	1,373.59	9,360.00	2,204.80
1	Sales Tax - Hrbr	0.05	1	38.58	25.10	41.21	814.32	132.29
Total				810.26	652.62	1,414.80	10,174.32	2,337.09
				100%	81%	175%	1256%	288%

Note: Dockage rate comparison includes Alaska Ports only – The Port of Bellingham has been removed from this comparison because of obvious differences in the Port’s customer base. Sales tax rates for Nome is 5%, Seward is 4%, Unalaska is 3%, Dillingham is 6%, and Kodiak is 7%. Green-shaded percentages indicate fees that are less than Nome rates while red-shaded cells indicate Ports that would charge more for similar invoices.

As can be seen from the example, Nome’s dockage fees for small vessels (example shows a 28-foot vessel) are greater than the rates charged by Seward and Dillingham but less than the rates charged by Unalaska and Kodiak. Nome’s dockage fees for larger vessels (example shows a 424-ft vessel) are greater than Port of Seward rates but less than Unalaska, Dillingham³, and Kodiak.

³ Dillingham Harbor may not be able to accommodate a 424-ft vessel, perhaps explaining why their rate structure shows much higher fees for dockage.

Gravel

Next, we examine an actual gravel barge billing and compare the rates. Using posted tariffs, we find that Nome's rates for a typical gravel vessel invoice is higher than the posted rates for Seward and Kodiak but lower than the posted rates for Unalaska and Dillingham. See Table 7.

Table 7 – Gravel Vessel Rate Comparison

Qty	Description	Unit price	UoM	Nome	Seward	Unalaska	Dillingham	Kodiak
				Fees Due	Fees Due	Fees Due	Fees Due	Fees Due
1	Days dockage at Westgold Dock	1.82	255	464.10	188.70	453.90	3,600.00	1,173.00
6456.9	Gravel Tons >40K Out at Westgold Dock	1.64	1	10,589.32	6,456.90	29,920.44	9,685.35	6,715.18
1	Fresh Water 1K Gallon flat Rate	181.91	1	181.91	58.82	38.10	50.00	130.00
2024	Fresh Water Gallons <10K at Cswy	0.06	1	121.44	65.29	40.67	80.96	131.95
1	Garbage Dumpster fee - Cswy	42.45	1	42.45	56.94	101.94	15.00	110.00
1	Sales Tax - Cswy	0.05	1	40.50	32.40	24.30	48.59	56.69
Total				11,439.71	6,859.05	30,579.35	13,479.90	8,316.82
				100%	60%	267%	118%	73%

Note: Sales tax rates for Nome is 5%, Seward is 4%, Unalaska is 3%, Dillingham is 6%, and Kodiak is 7%. Green-shaded percentages indicate fees that are less than Nome rates while red-shaded cells indicate Ports that would charge more for similar invoices.

Cargo

For the cargo vessel comparison, we use two typical invoices, one a 344-ft vessel and the other a 147-ft vessel. Nome's rates for the 344-ft vessel were less than posted tariffs for Seward and Dillingham but greater than the Unalaska and Kodiak rates. Nome rates for the 147-ft vessel are less than the other Alaska ports compared in this analysis.

Table 8 – Cargo Vessel Rate Comparison

Qty	Description	Unit price	UoM	Nome	Seward	Unalaska	Dillingham	Kodiak
				Fees Due	Fees Due	Fees Due	Fees Due	Fees Due
2	Days dockage at City Dock	1.82	344	1,252.16	509.12	1,224.64	18,720.00	3,164.80
1262.9	Cargo tons in at City Dock	11.55	1	14,586.50	3,914.99	6,028.04	9,398.33	8,208.85
1009.44	Cargo tons through Harbor	5.78	1	5,834.56	18,087.15	4,862.12	7,512.11	6,561.36
1	Garbage Dumpster fee - Cswy	42.45	1	42.45	56.94	101.94	15.00	110.00
1	Sales Tax - Cswy	0.05	1	64.73	51.78	38.84	77.68	90.62
Total				21,780.40	22,619.98	12,255.58	35,723.11	18,135.63
				100%	104%	56%	164%	83%
Qty	Description	Unit price	UoM	Nome	Seward	Unalaska	Dillingham	Kodiak
				Fees Due	Fees Due	Fees Due	Fees Due	Fees Due
1	Days dockage at City Dock	1.21	147	177.87	108.78	261.66	3,600.00	588.00
11	Cargo tons in at City Dock	11.55	1	127.05	34.10	269.30	81.86	71.50
71.28	Cargo tons through at Harbor	11.55	1	823.28	2,552.18	546.59	530.46	463.32
1	Garbage Dumpster fee	42.45	1	42.45	56.94	101.94	15.00	110.00
1	Sales Tax - Cswy	0.05	1	11.02	8.81	6.61	13.22	15.42
Total				1,181.67	2,760.82	1,186.10	4,240.54	1,248.24
				100%	234%	100%	359%	106%

Note: Sales tax rates for Nome is 5%, Seward is 4%, Unalaska is 3%, Dillingham is 6%, and Kodiak is 7%. Green-shaded percentages indicate fees that are less than Nome rates while red-shaded cells indicate Ports that would charge more for similar invoices.

Fuel

Nome is a hub serving Western Alaska communities, and as such, is vital for efficient delivery of an entire year's worth of fuel for many. This being the case, Nome can probably treat fuel customers to lesser rates than other Alaska ports accepting and delivering lesser quantities. That said, of the ports compared in this analysis, only Dillingham has rates higher than Nome for a typical fuel vessel calling at the port.

Table 9 – Fuel Vessel Rate Comparison

Qty	Description	Unit price	UoM	Nome	Seward	Unalaska	Dillingham	Kodiak
				Fees Due	Fees Due	Fees Due	Fees Due	Fees Due
2	Days dockage at East Dock	1.82	226	822.64	334.48	804.56	7,200.00	2,079.20
0.85	Cargo tons in at East Dock	11.55	1	9.82	2.64	222.61	6.33	5.53
39500	Gallons ULSD#1 at East Dock	0.035	1	1,382.50	169.29	1,008.70	1,422.00	310.36
46327	Gallons RUL In at East dock	0.035	1	1,621.45	286.79	1,145.24	1,667.77	364.00
1	Garbage Dumpster fee - Hrbr	42.45	1	42.45	56.94	101.94	15.00	110.00
1	Sales Tax - Hrbr	0.05	1	43.25	15.66	27.20	432.90	153.24
Total				3,922.11	865.79	3,310.25	10,744.00	3,022.32
				100%	22%	84%	274%	77%

Note: Sales tax rates for Nome is 5%, Seward is 4%, Unalaska is 3%, Dillingham is 6%, and Kodiak is 7%. Green-shaded percentages indicate fees that are less than Nome rates while red-shaded cells indicate Ports that would charge more for similar invoices.

Government Vessel

Government vessels are known to call on Alaska ports that are convenient and help to serve their mission. Nome's strategic location for entry to the Arctic and deeper depths than most Western Alaska ports provides an advantage that government vessels will continue to utilize for refueling, crew changes, and minor repairs. Nome's rates are higher than Seward and Unalaska for the first government vessel comparison and lower than Seward, about the same as Unalaska, and lower than Dillingham and Kodiak for both examples. See Table 10.

Table 10 - Government Vessel Rate Comparison

Qty	Description	Unit price	UoM	Nome	Seward	Unalaska	Dillingham	Kodiak
				Fees Due	Fees Due	Fees Due	Fees Due	Fees Due
4	Days dockage at City Dock	1.82	283	2,060.24	837.68	503.74	16,723.20	5,207.20
1	Fresh Water 1K Gallon flat Rate	181.91	1	181.91	58.82	38.10	4.00	6.50
5312	Fresh Water Gallons <10K at Cswy	0.06	1	318.72	86.07	35.59	212.48	345.80
1	Line Handling Fee - City Dock	1030.84	1	1,030.84	1,030.84	1,030.84	1,030.84	1,030.84
1	Unregulated Refuse - per truck - Cswy	424.46	1	424.46	56.94	101.94	15.00	110.00
Total				4,016.17	2,070.35	1,710.21	17,985.52	6,700.34
				100%	52%	43%	448%	167%
Qty	Description	Unit price	UoM	Nome	Seward	Unalaska	Dillingham	Kodiak
				Fees Due	Fees Due	Fees Due	Fees Due	Fees Due
1	Days dockage at Middle Dock	1.82	261	475.02	193.14	464.58	4,114.80	1,200.60
2	Days dockage at City Dock	1.82	261	950.04	386.28	929.16	7,200.00	2,401.20
1	Garbage dumpster fee - Cswy	42.45	1	42.45	56.94	101.94	15.00	110.00
1	Line Handling Fee - Cswy	1030.84	1	1,030.84	1,030.84	1,030.84	1,030.84	1,030.84
Total				2,498.35	1,667.20	2,526.52	12,360.64	4,742.64
				100%	67%	101%	495%	190%

Note: The line handling fee is the same for all of the Ports as Nome is the only Port with this tariff item. Other ports handle these fees by charging a cost-plus for personnel and equipment. Green-shaded percentages indicate fees that are less than Nome rates while red-shaded cells indicate Ports that would charge more for similar invoices.

Container Storage

Ports may offer container storage as part of their tariff or rely on private entities to develop and operate this business. In this case, Dillingham and Kodiak did not include posted rates in their tariffs for container storage while Seward and Unalaska did. Nome's rates for container storage are less than both Seward and Unalaska.

Table 11 – Container Storage Rate Comparison

Qty	Description	Unit price	UoM	Nome	Seward	Unalaska
				Fees Due	Fees Due	Fees Due
52.1	Weeks Container Storage on IP - 7/1/16 to 6/30/17	0.06	160	500.16	576.00	1,752.00
52.1	Weeks Container Storage on IP - 7/1/16 to 6/30/17	0.06	160	500.16	576.00	1,752.00
52.1	Weeks Container Storage on IP - 7/1/16 to 6/30/17	0.06	160	500.16	576.00	1,752.00
52.1	Weeks Container Storage on IP - 7/1/16 to 6/30/17	0.06	160	500.16	576.00	1,752.00
Total				2,000.64	2,304.00	7,008.00
				100%	115%	350%

Note: Green-shaded percentages indicate fees that are less than Nome rates while red-shaded cells indicate Ports that would charge more for similar invoices.

Rate Change Considerations

As can be seen from the previous examples, fees charged to individual vessels visiting Alaska ports are not a straight forward examination as fee structures are as varied as the number of ports in Alaska. However, a couple items were revealed after examining other Port tariffs that the City of Nome might consider. They are as follows:

1. Add a fee for capital replacement. The City currently takes depreciation on its infrastructure investment which helps to minimize losses in any given year. However, once the infrastructure is fully depreciated, the City would need to raise funds or successfully receive grants to replace these items. The City of Seward charges a Capital Renewal and Replacement Fee that ranges from \$5 to \$20 per month depending on the size of the vessel. These funds could then be set aside for eventual infrastructure repair and replacement.
2. Add a Cruise ship passenger fee. As global climate change continues to make the Arctic more accessible, the City of Nome can expect to have more passengers visiting the City for brief periods of time. Initiating this fee would allow the City to recoup expenses associated with police, fire, transportation, and other services provided. The City of Seward for instance, charges a \$3.50 fee for each passenger.
3. Change security, line handling, and other harbor staff assist rates to a cost-plus structure. This will allow the City to capture changes in personnel and equipment costs in future years without having to repeatedly revisit the tariff. Of the tariffs reviewed for this analysis, many have taken this approach and charge actual expenses with a 25-50 percent premium.
4. Allow dockage, wharfage, and storage rates to automatically increase based on Anchorage Consumer Price Index. Regular small increases are going to be much more palatable to the Port's customers and will allow the City to recoup the ever-increasing operations at the Port. Table 12 shows the percent change in the Anchorage Consumer

Price Index for recent years. Some ports have taken this approach while other ports have taken the approach of regular increases and posting tariff rates that cover future years.

Table 12 – Anchorage CPI

Year	Anchorage	
	Annual	Percent Change
2015	216.909	0.5
2014	215.805	1.6
2013	212.381	3.1
2012	205.916	2.2
2011	201.427	3.2
2010	195.144	1.8

5. Investigate partnering with other entities for infrastructure improvements, port enhancements, or port expansion. Often referred to as public/private partnerships or P3 structures, these negotiated contracts are becoming more attractive for port projects, especially during fiscally tight times as State and Federal funds will assuredly be limited in the near future. Examples of potential P3 arrangements are:
 - a. Contractual arrangement with a fuel terminal operator to install and operate an additional fuel header at the Causeway for an agreed tariff rate for throughput gallons.
 - b. An end-user fiber communication program for vessels requiring data transfers while at the dock.
 - c. Dock expansion with a preferential treatment for vessel companies willing to contribute construction funds.

References

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http://www.dillinghamak.us/vertical/sites/%7BC84DE958-9EE4-4CFE-90E3-D1666668A90E%7D/uploads/Port_of_Dillingham_Terminal_Tariff_No._1_-_9.16.2015.pdf

Port of Dutch Harbor Unalaska Marine Center terminal tariff effective July 1, 2011

<http://www.unalaska-ak.us/portsandharbors/page/terminal-tariff-6-july-1-2011>

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http://www.city.kodiak.ak.us/sites/default/files/fileattachments/port_and_harbors/page/252/final_tariff_12fmc_posted_5-20-16.pdf

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Appendix Tables



Table 13 – Individual Vessel Calls Historic

Year	Cargo	Gravel	Fuel	Miscellaneous	Pleasure - Cruise	Pleasure - Sailing Vessel	Government Ships	Research
2012	93	33	58	14	2	20	20	37
2013	70	52	41	9	5	21	16	28
2014	63	34	35	5	6	16	10	22
2015	63	76	45	15	5	15	22	45
2016	47	54	59	46	6	19	10	17
Average	67.2	49.8	47.6	17.8	4.8	18.2	15.6	29.8

Note: This table represents calls by vessels, not the days at the dock.



Table 14 – Individual Vessel Calls – Flat Forecast

Year	Cargo	Gravel	Fuel	Miscellaneous	Pleasure - Cruise	Pleasure - Sailing Vessel	Government Ships	Research
2017	61	58	46	18	5	18	16	30
2018	61	58	46	18	5	18	16	30
2019	61	58	46	18	5	18	16	30
2020	61	58	46	18	5	18	16	30
2021	61	58	46	18	5	18	16	30
2022	61	58	46	18	5	18	16	30
2023	61	58	46	18	5	18	16	30
2024	61	58	46	18	5	18	16	30
2025	61	58	46	18	5	18	16	30
2026	61	58	46	18	5	18	16	30
2027	61	58	46	18	5	18	16	30
2028	61	58	46	18	5	18	16	30
2029	61	58	46	18	5	18	16	30
2030	61	58	46	18	5	18	16	30
2031	61	58	46	18	5	18	16	30
2032	61	58	46	18	5	18	16	30
2033	61	58	46	18	5	18	16	30
2034	61	58	46	18	5	18	16	30
2035	61	58	46	18	5	18	16	30



Table 15 – Individual Vessels Calls – Moderate Forecast

Year	Cargo	Gravel	Fuel	Miscellaneous	Pleasure - Cruise	Pleasure - Sailing Vessel	Government Ships	Research
2017	72	69	51	18	5	18	16	30
2018	74	71	51	19	5	19	16	30
2019	77	73	51	20	5	19	16	31
2020	79	75	51	21	5	19	17	32
2021	82	76	51	22	5	20	17	32
2022	85	78	51	23	5	20	17	33
2023	87	80	51	24	5	20	18	34
2024	90	82	51	25	6	21	18	34
2025	92	84	51	26	6	21	18	35
2026	95	86	52	27	6	22	19	36
2027	97	88	52	28	6	22	19	36
2028	100	90	52	29	6	23	19	37
2029	102	92	52	30	6	23	20	38
2030	105	93	52	31	6	24	20	39
2031	108	95	52	32	6	24	21	39
2032	110	97	52	33	6	24	21	40
2033	113	99	52	34	7	25	21	41
2034	115	101	52	35	7	25	22	42
2035	118	103	52	36	7	26	22	43



Table 16 – Individual Vessel Calls– High Forecast

Year	Cargo	Gravel	Fuel	Miscellaneous	Pleasure - Cruise	Pleasure - Sailing Vessel	Government Ships	Research
2017	75	72	56	18	5	18	16	30
2018	78	74	56	19	5	19	16	31
2019	81	76	56	20	5	20	17	33
2020	83	78	56	21	6	21	18	34
2021	86	80	56	22	6	22	19	36
2022	89	82	56	23	6	23	20	38
2023	91	84	57	24	6	24	21	40
2024	94	86	57	25	7	26	22	42
2025	97	88	57	26	7	27	23	44
2026	100	90	57	28	7	28	24	46
2027	102	92	57	29	8	30	25	49
2028	105	94	57	30	8	31	27	51
2029	108	96	57	32	9	33	28	54
2030	110	98	57	34	9	34	29	56
2031	113	100	57	35	10	36	31	59
2032	116	102	57	37	10	38	32	62
2033	118	104	57	39	10	40	34	65
2034	121	106	57	41	11	42	36	68
2035	124	108	57	43	12	44	38	72



Table 17 – Total Vessel Days at Dock – Flat Forecast

Vessel Classification	FY17	FY18	FY19	FY20	FY22	FY24	FY26	FY28	FY30	FY31	FY32	FY33	FY34	FY35
Bulk Cargo	136.5	136.5	136.5	136.5	136.5	136.5	136.5	136.5	136.5	136.5	136.5	136.5	136.5	136.5
Fuel	198.5	198.5	198.5	198.5	198.5	198.5	198.5	198.5	198.5	198.5	198.5	198.5	198.5	198.5
Gravel & Equipment	126.6	126.6	126.6	126.6	126.6	126.6	126.6	126.6	126.6	126.6	126.6	126.6	126.6	126.6
Miscellaneous	87.8	87.8	87.8	87.8	87.8	87.8	87.8	87.8	87.8	87.8	87.8	87.8	87.8	87.8
Pleasure - Cruise	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2
Pleasure - Sailing Vessel	152.0	152.0	152.0	152.0	152.0	152.0	152.0	152.0	152.0	152.0	152.0	152.0	152.0	152.0
Government Ships	48.4	48.4	48.4	48.4	48.4	48.4	48.4	48.4	48.4	48.4	48.4	48.4	48.4	48.4
Research	94.6	94.6	94.6	94.6	94.6	94.6	94.6	94.6	94.6	94.6	94.6	94.6	94.6	94.6
Total Vessel Days	851.5	851.5	851.5	851.5	851.5	851.5	851.5	851.5	851.5	851.5	851.5	851.5	851.5	851.5

Note: Total vessel days at dock takes the individual calls at dock and multiplies by the average number of days at dock from Table 2 for each of the vessels types.



Table 18 – Total Vessel Days at Dock – Moderate Forecast

Vessel Classification	FY17	FY18	FY19	FY20	FY22	FY24	FY26	FY28	FY29	FY30	FY31	FY32	FY34	FY35
Bulk Cargo	160.8	166.5	172.2	177.9	189.3	200.7	212.2	223.6	229.3	235.0	240.7	246.4	257.8	263.5
Fuel	223.1	223.3	223.5	223.7	224.0	224.4	224.7	225.1	225.2	225.4	225.6	225.8	226.1	226.3
Gravel & Equipment	150.3	154.4	158.5	162.6	170.8	179.1	187.3	195.5	199.6	203.7	207.8	211.9	220.1	224.2
Miscellaneous	87.8	92.8	97.9	102.9	113.0	123.0	133.1	143.1	148.2	153.2	158.2	163.3	173.3	178.4
Pleasure - Cruise	7.2	7.3	7.5	7.6	7.9	8.3	8.6	9.0	9.1	9.3	9.5	9.7	10.1	10.3
Pleasure - Sailing Vessel	155.4	158.5	161.7	164.9	171.6	178.5	185.7	193.2	197.1	201.0	205.0	209.1	217.6	221.9
Government Ships	48.4	49.4	50.4	51.4	53.4	55.6	57.8	60.2	61.4	62.6	63.9	65.1	67.8	69.1
Research	94.6	96.5	98.4	100.4	104.4	108.7	113.1	117.6	120.0	122.4	124.8	127.3	132.5	135.1
Total Vessel Days	927.6	948.8	970.0	991.4	1,034.5	1,078.2	1,122.4	1,167.2	1,189.9	1,212.6	1,235.6	1,258.7	1,305.3	1,328.9

Note: Total vessel days at dock takes the individual calls at dock and multiplies by the average number of days at dock from Table 2 for each of the vessels types.



Table 19 – Total Vessel Days at Dock – High Forecast

Vessel Classification	FY17	FY18	FY19	FY20	FY22	FY24	FY26	FY28	FY29	FY30	FY31	FY32	FY33	FY34	FY35
Bulk Cargo	168.8	174.8	180.8	186.8	198.8	210.8	222.8	234.8	240.7	246.7	252.7	258.7	264.7	270.7	276.7
Fuel	245.4	245.6	245.8	246.0	246.4	246.8	247.2	247.6	247.8	248.0	248.2	248.4	248.5	248.7	248.9
Gravel & Equipment	157.8	162.1	166.4	170.8	179.4	188.0	196.6	205.3	209.6	213.9	218.2	222.5	226.8	231.1	235.4
Miscellaneous	87.8	92.2	96.8	101.6	112.1	123.5	136.2	150.2	157.7	165.6	173.8	182.5	191.7	201.2	211.3
Pleasure - Cruise	7.2	7.6	7.9	8.3	9.2	10.1	11.2	12.3	12.9	13.6	14.3	15.0	15.7	16.5	17.3
Pleasure - Sailing Vessel	155.4	163.2	171.3	179.9	198.3	218.7	241.1	265.8	279.1	293.0	307.7	323.1	339.2	356.2	374.0
Government Ships	48.4	50.8	53.4	56.0	61.8	68.1	75.1	82.8	86.9	91.3	95.8	100.6	105.7	110.9	116.5
Research	94.6	99.3	104.3	109.5	120.7	133.1	146.8	161.8	169.9	178.4	187.3	196.7	206.5	216.8	227.7
Total Vessel Days	965.5	995.7	1026.8	1059.0	1126.7	1199.1	1276.9	1360.4	1404.6	1450.4	1498.0	1547.4	1598.8	1652.3	1707.8

Note: Total vessel days at dock takes the individual calls at dock and multiplies by the average number of days at dock from Table 2 for each of the vessels types.



Table 20 – Commodities Forecast

Year	Cargo	Gravel	Fuel	Forecast - Flat			Forecast - Moderate			Forecast - High		
				Cargo (tons)	Gravel (tons)	Fuel (gallons)	Cargo (tons)	Gravel (tons)	Fuel (gallons)	Cargo (tons)	Gravel (tons)	Fuel (gallons)
2012	63,327	36,841	16,682,950									
2013	48,478	26,449	10,200,367									
2014	30,633	21,287	10,392,336									
2015	31,144	50,312	10,546,893									
2016	22,918	135,958	8,770,411									
2017				35,659	63,669	10,820,821	42,013	75,580	12,165,291	44,114	79,359	13,381,820
2018				35,659	63,669	10,820,821	43,504	77,645	12,174,906	45,680	81,527	13,392,397
2019				35,659	63,669	10,820,821	44,996	79,710	12,184,522	47,246	83,695	13,402,974
2020				35,659	63,669	10,820,821	46,488	81,775	12,194,138	49,812	85,864	13,413,552
2021				35,659	63,669	10,820,821	47,979	83,840	12,203,754	50,378	88,032	13,424,129
2022				35,659	63,669	10,820,821	49,471	85,905	12,213,370	51,944	90,201	13,434,706
2023				35,659	63,669	10,820,821	50,962	87,970	12,222,985	53,510	92,369	13,445,284
2024				35,659	63,669	10,820,821	52,454	90,036	12,232,601	55,076	94,537	13,455,861
2025				35,659	63,669	10,820,821	103,945	92,101	12,242,217	106,643	96,706	13,466,439
2026				35,659	63,669	10,820,821	105,437	94,166	12,251,833	108,209	98,874	13,477,016
2027				35,659	63,669	10,820,821	106,928	96,231	12,261,448	109,775	101,042	13,487,593
2028				35,659	63,669	10,820,821	108,420	98,296	12,271,064	111,341	103,211	13,498,171
2029				35,659	63,669	10,820,821	109,911	100,361	12,280,680	112,907	105,379	13,508,748
2030				35,659	63,669	10,820,821	111,403	102,426	12,290,296	114,473	107,548	13,519,325
2031				35,659	63,669	10,820,821	112,895	104,491	12,299,912	116,039	109,716	13,529,903
2032				35,659	63,669	10,820,821	114,386	106,556	12,309,527	117,605	111,884	13,540,480
2033				35,659	63,669	10,820,821	115,878	108,622	12,319,143	119,172	114,053	13,551,057
2034				35,659	63,669	10,820,821	117,369	110,687	12,328,759	120,738	116,221	13,561,635
2035				35,659	63,669	10,820,821	118,861	112,752	12,338,375	122,304	118,389	13,572,212



Table 21 – Historical Revenue FY97 through FY06

Revenue Category	FY97	FY98	FY99	FY00	FY01	FY02	FY03	FY04	FY05	FY06
Dockage	19,526.50	34,491.50	24,280.00	23,908.50	19,781.00	22,315.50	27,722.50	23,790.50	52,320.00	44,473.00
Docking permits	11,005.69	9,254.80	9,821.55	10,995.45	11,256.15	14,302.35	11,985.25	16,066.25	18,683.50	22,593.25
Wharfage/Fuel	262,956.24	328,716.21	279,291.67	304,072.74	302,883.19	374,796.68	260,041.48	269,525.38	373,475.90	300,012.60
Wharfage/Cargo	148,274.11	169,978.46	134,812.62	156,824.45	153,404.27	151,001.77	230,889.65	132,386.23	185,094.21	177,114.22
Wharfage/Gravel		31,877.42	97,664.04	59,990.41	11,402.84	85,041.10	91,826.79	71,286.25	62,509.46	29,394.00
Storage Rental	77,606.12	42,946.92	32,172.22	37,961.68	37,077.25	58,822.72	38,762.71	28,361.27	52,933.26	47,609.29
Land leases	36,374.49	104,065.57	116,363.66	125,365.28	131,342.00	134,606.92	143,900.55	145,954.99	147,300.49	144,981.60
Utility Sales	0.00	0.00	0.00	0.00	0.00	12.50	72.50	675.00	3,614.15	2,743.75
Misc revenue	0.00	0.00	0.00	1,500.00	500.00	0.00	0.00	2,400.00	4,550.00	4,060.00
Interest earnings	7,404.80	5,277.29	15,265.57	5,031.40	3,029.58	4,798.99	16,790.51	13,812.68	49,958.48	187,481.42
STAK PERS reimbursement										
Port of Nome Use Fund Balance										
Total revenues	563,147.95	726,608.17	709,671.33	725,649.91	670,676.28	845,698.53	821,991.94	704,258.55	950,439.45	960,463.13

Note: The “Port of Nome Use Fund Balance” is noted here to show when surpluses from previous years were used to counter deficits in current years.



Table 22 – Historical Revenue FY07 through FY16

Revenue Category	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16
Dockage	53,807.00	62,765.50	68,155.00	87,093.75	75,295.50	68,248.50	98,212.50	106,647.44	95,941.51	126,503.25
Docking permits	19,008.85	21,342.90	20,863.00	46,840.50	47,746.50	66,957.10	117,484.67	118,166.53	133,967.29	119,162.92
Wharfage/Fuel	396,912.42	448,747.78	404,531.88	302,304.43	244,875.79	375,836.07	302,944.27	443,231.49	319,647.28	259,306.24
Wharfage/Cargo	263,030.87	296,566.53	263,771.09	277,346.26	280,540.07	353,311.67	407,008.41	374,843.39	277,248.88	252,242.84
Wharfage/Gravel	25,301.51	31,962.00	125,035.48	231,657.71	123,020.34	93,103.74	60,389.78	68,341.01	70,066.73	75,955.69
Storage Rental	52,840.37	74,547.81	82,220.51	92,236.31	135,377.55	139,270.34	173,522.46	246,946.28	227,462.73	227,990.37
Land leases	173,071.39	152,114.73	158,055.40	140,046.68	153,397.68	152,045.64	210,760.98	250,037.77	244,472.16	237,725.18
Utility Sales	12,668.00	14,165.05	17,197.50	25,720.60	19,911.85	15,281.53	27,839.92	26,471.29	16,533.23	20,287.86
Misc revenue	6,500.00	16,595.00	27,110.00	25,795.00	36,877.06	36,569.80	511,539.66	84,943.54	81,037.51	144,011.20
Interest earnings	156,714.38	109,041.71	22,234.51	7,614.98	7,542.23	5,872.79	11,216.99	7,609.17	7,310.93	17,126.08
STAK PERS reimbursement				11,709.13	17,268.19	27,834.56	28,919.68	52,126.38	157,214.39	28,730.33
Port of Nome Use Fund Balance							1,033,664.55	472,589.45	555,779.17	0.00
Total revenues	1,159,854.79	1,227,849.01	1,189,174.37	1,248,365.35	1,141,852.76	1,334,331.74	2,983,503.87	2,251,953.74	2,186,681.81	1,509,041.96

Note: The “Port of Nome Use Fund Balance” is noted here to show when surpluses from previous years were used to counter deficits in current years.



Table 23 –Revenues - Flat Forecast

Revenue Category	FY17	FY18	FY20	FY22	FY24	FY26	FY28	FY30	FY32	FY34	FY35
Dockage	\$98,300	\$98,300	\$98,300	\$98,300	\$98,300	\$98,300	\$98,300	\$98,300	\$98,300	\$98,300	\$98,300
Docking permits	111,100	111,100	111,100	111,100	111,100	111,100	111,100	111,100	111,100	111,100	111,100
Wharfage/Fuel	373,600	373,600	373,600	373,600	373,600	373,600	373,600	373,600	373,600	373,600	373,600
Wharfage/Cargo	362,500	362,500	362,500	362,500	362,500	362,500	362,500	362,500	362,500	362,500	362,500
Wharfage/Gravel	129,800	129,800	129,800	129,800	129,800	129,800	129,800	129,800	129,800	129,800	129,800
Storage Rental	234,100	234,100	234,100	234,100	234,100	234,100	234,100	234,100	234,100	234,100	234,100
Land leases	235,700	235,700	235,700	235,700	235,700	235,700	235,700	235,700	235,700	235,700	235,700
Utility Sales	21,300	21,300	21,300	21,300	21,300	21,300	21,300	21,300	21,300	21,300	21,300
Misc revenue	171,600	171,600	171,600	171,600	171,600	171,600	171,600	171,600	171,600	171,600	171,600
Interest earnings	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800
Total revenues	\$1,747,800	\$1,747,800	\$1,747,800	\$1,747,800	\$1,747,800	\$1,747,800	\$1,747,800	\$1,747,800	\$1,747,800	\$1,747,800	\$1,747,800

Note: Only selected years are shown here. All revenue categories have been rounded to the nearest \$100.



Table 24 –Revenues - Moderate Forecast

Revenue Category	FY17	FY18	FY20	FY22	FY24	FY26	FY28	FY30	FY32	FY34	FY35
Dockage	\$107,000	\$109,500	\$114,400	\$119,400	\$124,400	\$129,500	\$134,700	\$139,900	\$145,300	\$150,600	\$153,400
Docking permits	116,700	122,500	135,000	148,900	164,100	180,900	199,400	219,900	242,400	267,200	280,600
Wharfage/Fuel	420,100	420,400	421,100	421,700	422,400	423,100	423,700	424,400	425,000	425,700	426,000
Wharfage/Cargo	427,100	442,200	472,500	502,900	533,200	1,071,700	1,102,100	1,132,400	1,162,700	1,193,000	1,208,200
Wharfage/Gravel	154,000	158,200	166,700	175,100	183,500	191,900	200,300	208,800	217,200	225,600	229,800
Storage Rental	245,800	258,100	284,600	313,700	345,900	381,400	420,500	463,600	511,100	563,500	591,700
Land leases	235,700	235,700	235,700	235,700	235,700	235,700	235,700	235,700	235,700	235,700	235,700
Utility Sales	23,600	24,200	25,400	26,600	27,800	29,000	30,200	31,400	32,700	33,900	34,600
Misc revenue	171,600	171,600	171,600	171,600	171,600	171,600	171,600	171,600	171,600	171,600	171,600
Interest earnings	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800
Total revenues	\$1,911,400	\$1,952,200	\$2,036,800	\$2,125,400	\$2,218,400	\$2,824,600	\$2,928,000	\$3,037,500	\$3,153,500	\$3,276,600	\$3,341,400

Note: Only selected years are shown here. All revenue categories have been rounded to the nearest \$100.



Table 25 –Revenues - High Forecast

Revenue Category	FY17	FY18	FY20	FY22	FY24	FY26	FY28	FY30	FY32	FY34	FY35
Dockage	\$111,400	\$114,900	\$122,200	\$130,000	\$138,400	\$147,300	\$157,000	\$167,400	\$178,500	\$190,600	\$197,000
Docking permits	122,300	134,500	162,800	197,000	238,400	288,400	348,900	422,200	510,800	618,100	679,900
Wharfage/Fuel	462,100	462,400	463,200	463,900	464,600	465,400	466,100	466,800	467,600	468,300	468,600
Wharfage/Cargo	448,400	464,300	1,004,400	1,036,200	1,068,100	1,099,900	1,131,800	1,163,600	1,195,400	1,227,300	1,243,200
Wharfage/Gravel	161,700	166,200	175,000	183,800	192,700	201,500	210,400	219,200	228,000	236,900	241,300
Storage Rental	257,500	283,300	342,800	414,800	501,900	607,300	734,800	889,100	1,075,800	1,301,700	1,431,900
Land leases	235,700	235,700	235,700	235,700	235,700	235,700	235,700	235,700	235,700	235,700	235,700
Utility Sales	24,700	25,400	27,000	28,700	30,500	32,300	34,300	36,400	38,600	40,900	42,200
Misc revenue	171,600	171,600	171,600	171,600	171,600	171,600	171,600	171,600	171,600	171,600	171,600
Interest earnings	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800
Total revenues	\$2,005,200	\$2,068,100	\$2,714,500	\$2,871,500	\$3,051,700	\$3,259,200	\$3,500,400	\$3,781,800	\$4,111,800	\$4,500,900	\$4,721,200

Note: Only selected years are shown here. All revenue categories have been rounded to the nearest \$100.



Table 26 –Expenses – Flat Forecast

Expense Category	FY17	FY18	FY20	FY22	FY24	FY26	FY28	FY30	FY32	FY34	FY35
Labor and benefits	\$601,100	\$607,100	\$619,300	\$631,800	\$644,500	\$657,400	\$670,600	\$684,100	\$697,800	\$711,800	\$718,900
Utilities	43,700	46,200	51,300	56,400	61,400	66,500	71,500	76,600	81,700	86,700	89,200
Supplies	49,700	50,700	52,700	54,900	57,100	59,400	61,800	64,300	66,900	69,600	71,000
Insurance	48,500	52,100	59,200	66,300	73,400	80,500	87,700	94,800	101,900	109,000	112,600
Professional services	235,500	235,500	235,500	235,500	235,500	235,500	235,500	235,500	235,500	235,500	235,500
Repairs and Maintenance	199,000	209,000	230,500	254,100	280,100	308,800	340,400	375,300	413,800	456,200	479,000
Equipment rental	500	500	500	500	500	500	500	500	500	500	500
Bad debt expense	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Principal/Interest expense	186,900	186,900	186,900	186,900	186,900	186,900	186,900	186,900	186,900	186,900	186,900
Other/Misc expense	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000
Payment in Lieu of Taxes	34,700	34,700	34,700	34,700	34,700	34,700	34,700	34,700	34,700	34,700	34,700
Subtotal	\$1,435,600	\$1,424,000	\$1,471,900	\$1,522,400	\$1,575,400	\$1,631,500	\$1,690,900	\$1,754,000	\$1,821,000	\$1,892,200	\$1,929,600

Note: Only selected years are shown here. All expense categories have been rounded to the nearest \$100.



Table 27 –Expenses – Moderate Forecast

Expense Category	FY17	FY18	FY20	FY22	FY24	FY26	FY28	FY30	FY32	FY34	FY35
Labor and benefits	\$601,100	\$607,100	\$619,300	\$631,800	\$644,500	\$657,400	\$670,600	\$684,100	\$697,800	\$711,800	\$718,900
Utilities	44,600	47,100	52,300	57,500	62,600	67,800	72,900	78,100	83,300	88,400	91,000
Supplies	50,700	51,700	53,800	56,000	58,200	60,600	63,000	65,600	68,200	71,000	72,400
Insurance	48,500	52,100	59,200	66,300	73,400	80,500	87,700	94,800	101,900	109,000	112,600
Professional services	247,300	247,300	247,300	247,300	247,300	247,300	247,300	247,300	247,300	247,300	247,300
Repairs and Maintenance	208,500	229,400	277,500	335,800	406,300	491,600	594,900	719,800	871,000	1,053,900	1,159,300
Equipment rental	500	500	500	500	500	500	500	500	500	500	500
Bad debt expense	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Principal/Interest expense	186,900	186,900	186,900	186,900	186,900	186,900	186,900	186,900	186,900	186,900	186,900
Other/Misc expense	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000
Payment in Lieu of Taxes	34,700	34,700	34,700	34,700	34,700	34,700	34,700	34,700	34,700	34,700	34,700
Subtotal	\$1,458,800	\$1,492,800	\$1,567,500	\$1,652,800	\$1,750,400	\$1,863,300	\$1,994,500	\$2,147,800	\$2,327,600	\$2,539,500	\$2,659,600

Note: Only selected years are shown here. All expense categories have been rounded to the nearest \$100.



Table 28 –Expenses – High Forecast

Expense Category	FY17	FY18	FY20	FY22	FY24	FY26	FY28	FY30	FY32	FY34	FY35
Labor and benefits	\$601,100	\$607,100	\$619,300	\$631,800	\$644,500	\$657,400	\$670,600	\$684,100	\$697,800	\$711,800	\$718,900
Utilities	45,900	48,500	53,900	59,200	64,500	69,800	75,100	80,400	85,800	91,000	93,700
Supplies	52,200	53,200	55,300	57,600	60,000	62,400	64,900	67,500	70,200	73,100	74,600
Insurance	48,500	52,100	59,200	66,300	73,400	80,500	87,700	94,800	101,900	109,000	112,600
Professional services	259,100	259,100	259,100	259,100	259,100	259,100	259,100	259,100	259,100	259,100	259,100
Repairs and Maintenance	217,900	250,600	331,400	438,300	579,600	766,500	1,013,700	1,340,700	1,773,100	2,345,000	2,696,800
Equipment rental	500	500	500	500	500	500	500	500	500	500	500
Bad debt expense	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Principal/Interest expense	186,900	186,900	186,900	186,900	186,900	186,900	186,900	186,900	186,900	186,900	186,900
Other/Misc expense	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000
Payment in Lieu of Taxes	34,700	34,700	34,700	34,700	34,700	34,700	34,700	34,700	34,700	34,700	34,700
Subtotal	\$1,482,800	\$1,528,700	\$1,636,300	\$1,770,400	\$1,939,200	\$2,153,800	\$2,429,200	\$2,784,700	\$3,246,000	\$3,847,100	\$4,213,800

Note: Only selected years are shown here. All expense categories have been rounded to the nearest \$100.



Table 29 –Net Revenues – Three Scenarios

Flat Projections											
Net Revenues	FY17	FY18	FY20	FY22	FY24	FY26	FY28	FY30	FY32	FY34	FY35
Operations summary	\$312,200	\$323,800	\$275,900	\$225,400	\$172,400	\$116,300	\$56,900	\$ (6,200)	\$ (73,200)	\$ (144,400)	\$ (181,800)

Moderate Projections											
Net Revenues	FY17	FY18	FY20	FY22	FY24	FY26	FY28	FY30	FY32	FY34	FY35
Operations summary	\$452,600	\$459,400	\$469,300	\$472,600	\$468,000	\$961,300	\$933,500	\$889,700	\$825,900	\$737,100	\$681,800

High Projections											
Net Revenues	FY17	FY18	FY20	FY22	FY24	FY26	FY28	FY30	FY32	FY34	FY35
Operations summary	\$522,400	\$539,400	\$1,078,200	\$1,101,100	\$1,112,500	\$1,105,400	\$1,071,200	\$997,100	\$865,800	\$653,800	\$507,400

Note: Only selected years are shown here. Net Revenues have been rounded to the nearest \$100.

