

Q1-Q2 2026 Financial Summary – Swantown

Damien Egan
Harbor Senior Manager
July 20, 2026

PORT of OLYMPIA

Support Staff

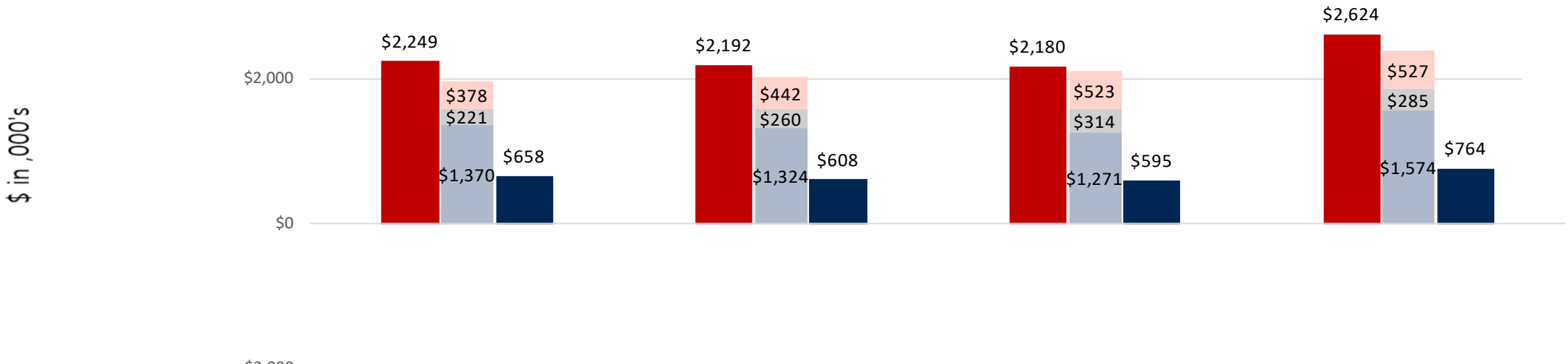
Swantown Marina & Boatworks

- Swantown - 16 Full Time Employees plus Seasonal Staff
  - Harbor Senior Manager, 4 Boatworks, 5 Marina, 6 Maintenance
  - Recent staff changes
    - Hired Seasonal Fuel Dock Attendant

Consolidated Swantown Operations - Overview

- Includes Swantown Departments
  - Dept. 020 – Swantown Marina
  - Dept. 022 – Swantown Boatworks
  - Dept. 024 – Swantown Fuel Facility
- Types of Revenue
  - Permanent Moorage, Transient Moorage, Liveaboard Fees, Launch Fees, Dry Boat Storage, TravelLift Fees, Work Yard Laytime Fees, Gasoline and Diesel Fuel Sales

Consolidated Swantown Operations

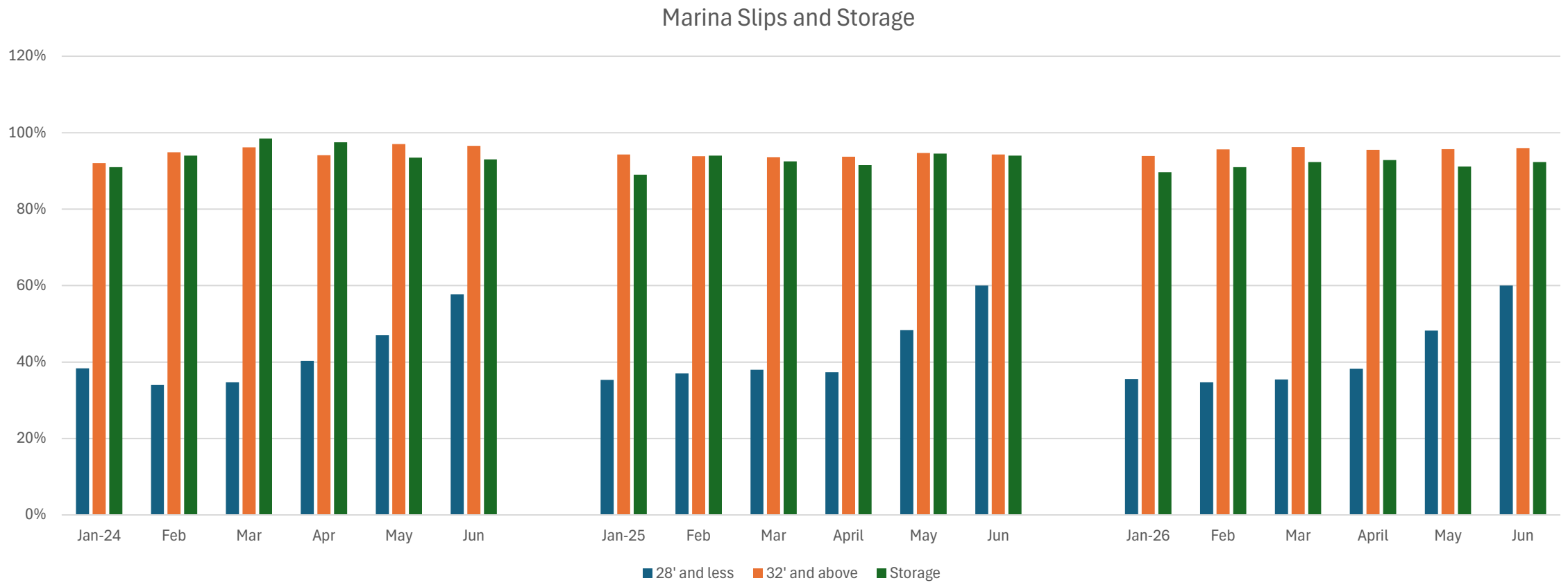


	2023 Q1-Q2	2024 Q1-Q2	2025 Q1-Q2	2026 Q1-Q2
Revenue	$2,249	$2,192	$2,180	$2,624
Income before Depreciation	$658	$608	$595	$764
Administration	$378	$442	$523	$527
Maintenance Expense	$221	$260	$314	$285
Operations Expense	$1,370	$1,324	$1,271	$1,574

PORT of OLYMPIA

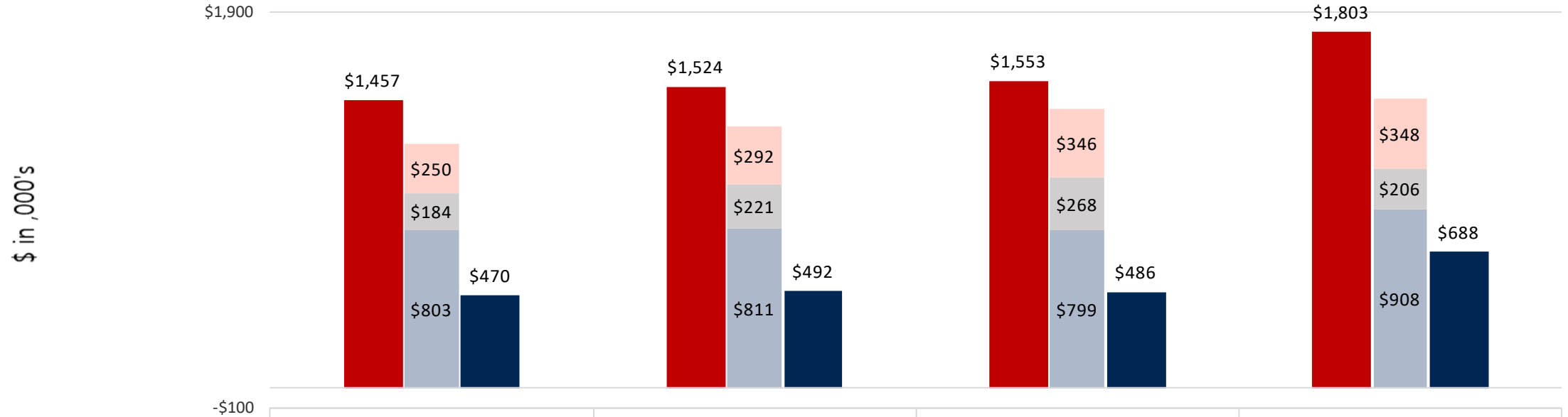
Swantown Marina

Occupancy Q1-Q2 2024-2026



PORT of OLYMPIA

Swantown Marina

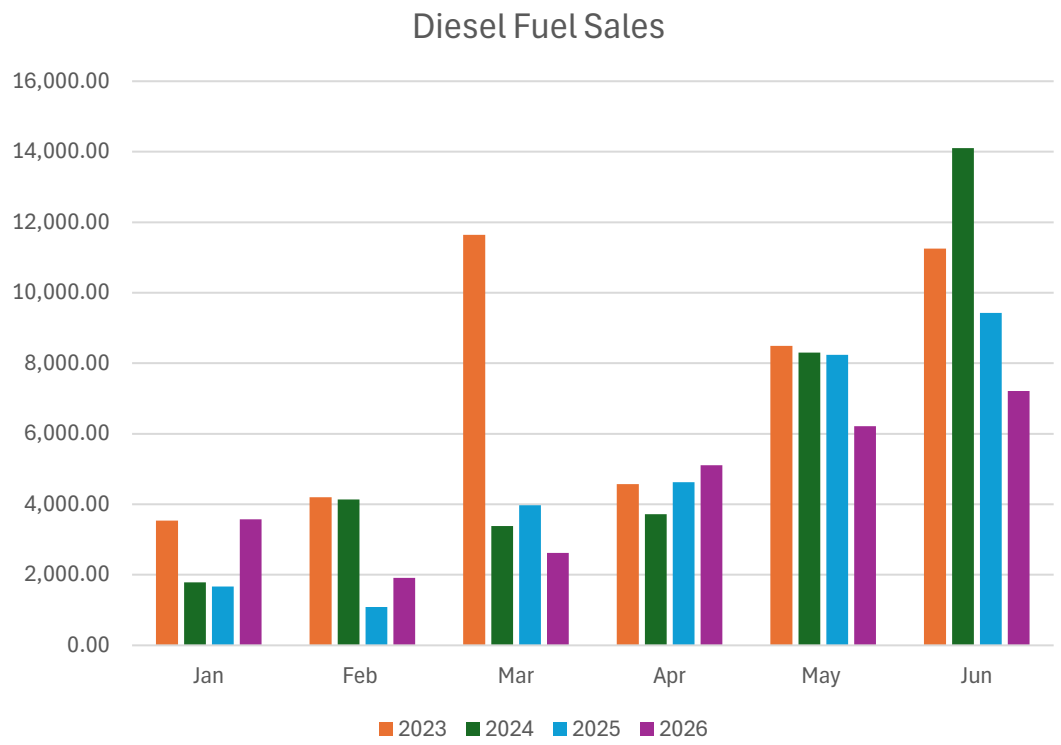


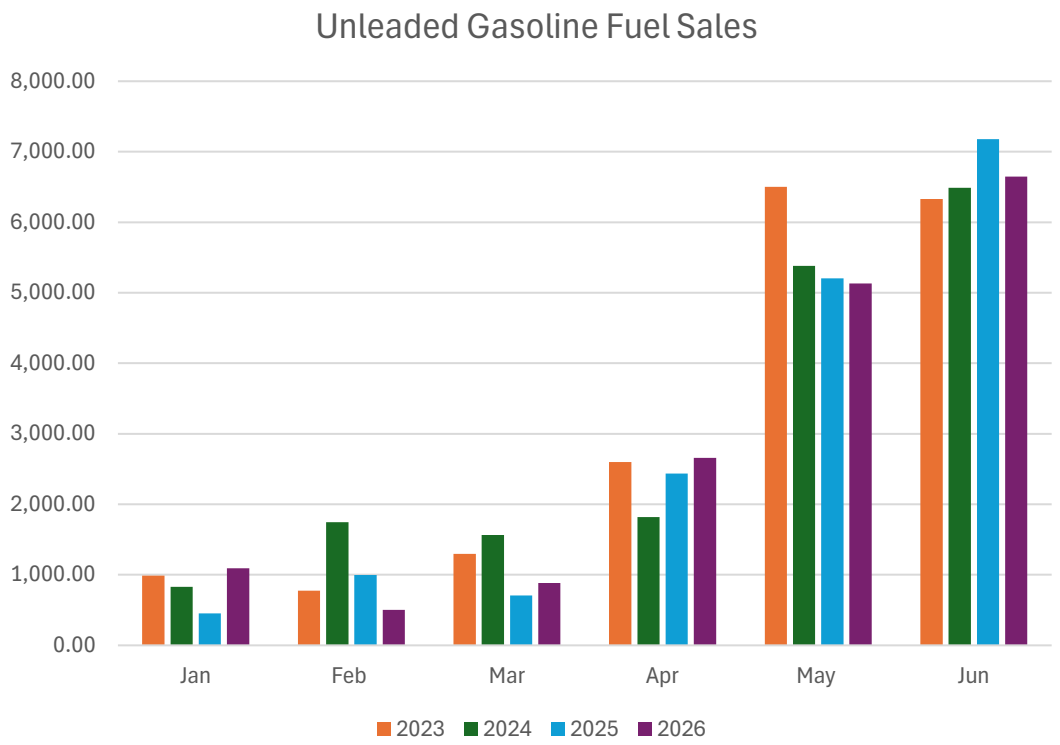
	2023 Q1-Q2	2024 Q1-Q2	2025 Q1-Q2	2026 Q1-Q2
Revenue	$1,457	$1,524	$1,553	$1,803
Income before Depreciation	$470	$492	$486	$688
Administration	$250	$292	$346	$348
Maintenance Expense	$184	$221	$268	$206
Operations Expense	$803	$811	$799	$908

PORT of OLYMPIA

Swantown Fuel Facility

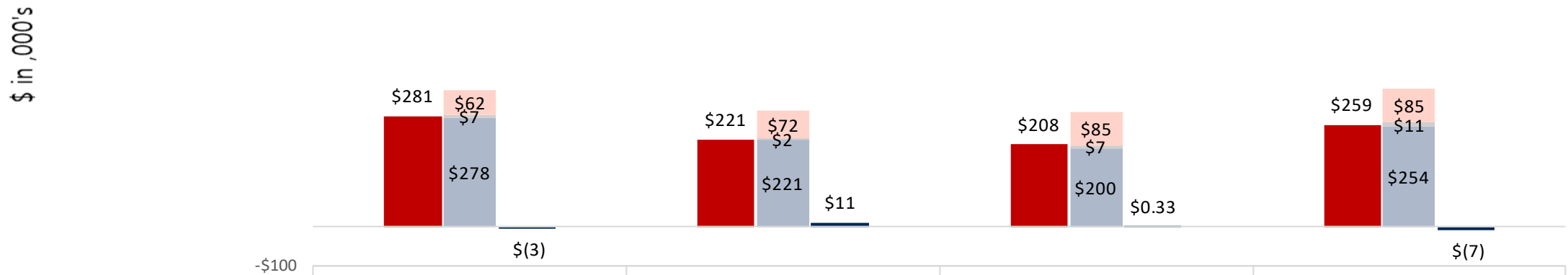
Fuel Sales Q1-Q2 2023-2026





PORT of OLYMPIA

Swantown Fuel Facility

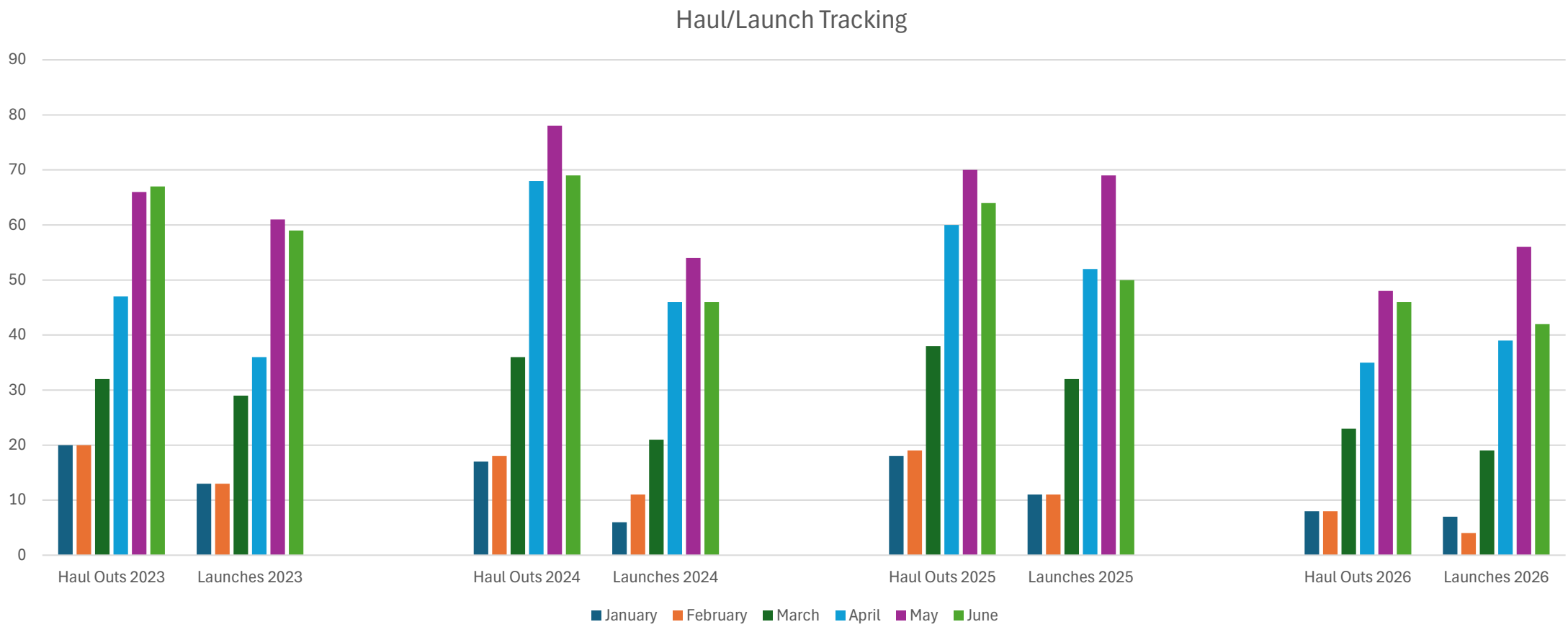


	2023 Q1-Q2	2024 Q1-Q2	2025 Q1-Q2	2026 Q1-Q2
Revenue	$281	$221	$208	$259
Income before Depreciation	$(3)	$11	$0.33	$(7)
Administration	$62	$72	$85	$85
Maintenance Expense	$7	$2	$7	$11
Operations Expense	$278	$221	$200	$254

PORT of OLYMPIA

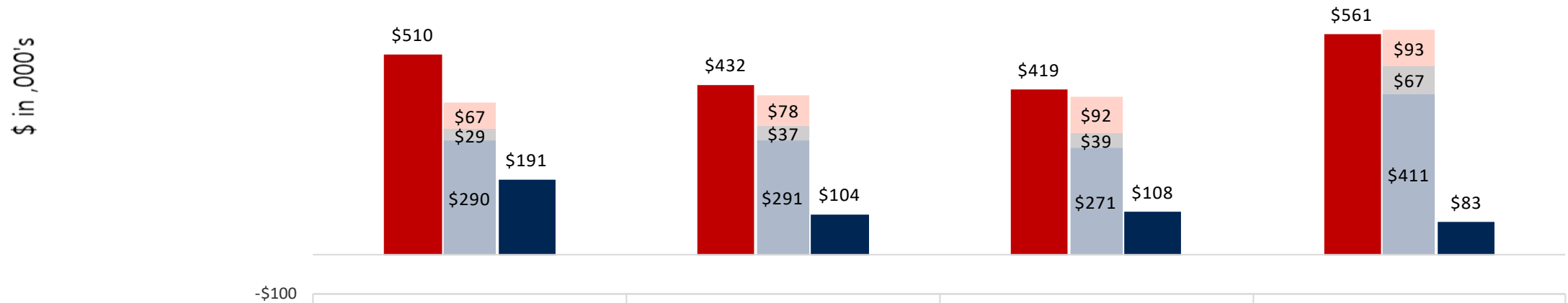
Swantown Boatworks

TraveLift Operations Q1-Q2 2023-2026



PORT of OLYMPIA

Swantown Boatworks



	2023 Q1-Q2	2024 Q1-Q2	2025 Q1-Q2	2026 Q1-Q2
Revenue	$510	$432	$419	$561
Income before Depreciation	$191	$104	$108	$83
Administration	$67	$78	$92	$93
Maintenance Expense	$29	$37	$39	$67
Operations Expense	$290	$291	$271	$411

PORT of OLYMPIA

Swantown Operations

What do the numbers tell us so far this year?

- Swantown Marina – keeping consistent with trends of seasonal operations.
- Marina occupancy remains strong in the larger slip sizes but continues to be mid-range and very seasonal on smaller slips.
- Swantown Fuel Facility – Gasoline sales are staying consistent with last year, even with increased fuel cost. Diesel sales have slightly decreased from last year (10%)
- Boatyard occupancy is down a bit, affected by Economic Conditions (Fuel and Supply Prices). Consistent with trends over the last few years.
- Boatyard Operating Expenses increasing due to Derelict Vessel Removals ($144k).

Rate Considerations

Rate and Fee Calculations

- Moorage rates are collected from Puget Sound Marinas and averaged for Thurston County specifically. ~80% of our Tenants are Thurston County Residents.
- Boat Yard rates are collected and averaged for the South Puget Sound Region similarly to the way moorage rates are calculated.
- Currently rates do not include Capital Infrastructure/Project replacements in the calculation.
- Future Rates to consider CPI, Facility Amenities and “End of Life” replacement for equipment and infrastructure. (TraveLift, Dock Replacement, Dredging etc.).

Operational Health KPI's

Looking ahead, what are the best metrics/KPI's (key performance indicators) that denote success?

- Marina Occupancy – Marina occupancy is key to the success of the business line.
- Boatworks TraveLift and Yard Occupancy – Boatyard operations are dependent on the TraveLift being operational and having the space to place vessels.
- Fuel Dock Operational Availability – The Fuel dock being available 7 days a week ensures revenue is maximized through operations.

Questions and Comments

PORT of OLYMPIA