

2012 General Manager's Report

Overview

The Port of Prescott experienced an excellent year with revenues surpassing 6.64 million dollars, making this the second highest year for revenue since the Township purchased the Port from the Federal government in 2000. Final pre-audited numbers show a profit of over 2.1 million dollars.

Total grain handled was 639,407 metric tonnes, a 7% increase over 2011. Marine traffic total 548,564 metric tonnes including 379,641mt of road salt, 134,370mt of grain and 34,552.44 mt of aggregate. In total, the Port finished the year processing over one million tonnes of bulk cargo.

The year included the addition of a new customer for the Port with Morris Chemicals Ltd. signing a new ten year lease to store and process Calcium Chloride at the Port. The New Marine Terminal project continues and is expected to add additional business to the Port.

Operations continue to provide excellent customer service to our grain brokers and private dealers. One of our major customers, Ethanol Greenfield, was very happy with our working relationship as noted when the Port opened the Annex over the holidays and prevented what could have been an expensive shutdown. Our appointment system continues to improve and decrease trucker waiting time at the Port.

The New Year will see a continued focus on Health and Safety and investment in critical infrastructure requirements at the Port. This will include a major project which includes the replacement of our electrical substation.

I would like to thank the Port of Prescott's management team and staff for a terrific year with continual improvements in all areas of the business. It is important to note that all of their hard work and dedication is what makes the Port of Prescott our customer's choice for grain and harbour services now and into the future. Also, I would like to thank the Port Management Committee and the Township's Treasurer and CAO for their continued support and look forward to another terrific year in 2013.

Again, thanks to all for our continued success.



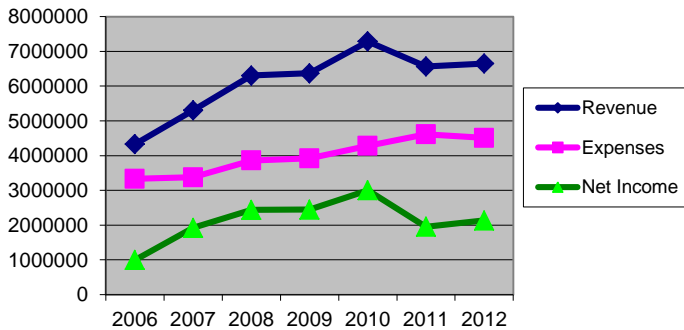
Robert Dalley
General Manager

**STATEMENT OF REVENUES AND EXPENSES
(YEAR ENDING DECEMBER 31, 2012)**

	<u>2012</u>	<u>2011</u>
<u>OPERATING REVENUES</u>		
HARBOUR SERVICES (WHARFAGE & BERTHAGE)	609,293	593,046
GRAIN SERVICES (ELEVATION, STORAGE,CLEANING,DRYING, MISC.)	5,343,472	5,300,329
PROPERTY SERVICES (RENTALS)	225,333	223,052
ALL OTHER REVENUE	<u>369,000</u>	<u>290,046</u>
<u>TOTAL OPERATING REVENUES</u>	<u>6,547,098</u>	<u>6,406,473</u>
<u>OPERATING EXPENSES</u>		
LABOUR & BENEFITS	2,238,561	2,256,450
SERVICES PURCHASED	310,072	365,469
MATERIALS, UTILITIES & SUPPLIES PURCHASED	595,103	610,505
TOWNSHIP ADMINISTRATION FEES	758,217	696,427
ALL OTHER EXPENSES	349,084	376,104
<u>TOTAL OPERATING EXPENSES</u>	<u>4,251,037</u>	<u>4,304,955</u>
AMORTIZATION OF CAPITAL CONTRIBUTIONS	159,369	159,369
AMORTIZATION OF CAPITAL ASSETS	(303,241)	(307,314)
<u>NET SURPLUS FOR THE YEAR</u>	<u>2,152,189</u>	<u>1,953,573</u>
<u>CAPITAL EXPENDITURE'S FOR PORT IMPROVEMENTS AND MAJOR MAINTENANCE</u>	5,762,140	4,217,294

NOTES:: 1 2012 Figures are audited
2 At December 31, 2012 working capital amounted to \$ 9,218,758 and is to be used as a contingency for poor crop years, and for future Port improvements

Port Finances



Port Traffic

