



Port of Valdez Rate Comparison & Revenue Context

**2026 Port Comparison Survey vs.
2025 Port of Valdez Revenue**

Methodology & Data Sources

- Scope
 - Rate data: 2024–2026 Port Comparison Survey, 2026 tab (Valdez and regional peers).
 - Revenue data: Port Revenue 2025 workbook (daily 2025 activity, all months).
 - 2025 billed revenue is grouped by major fee types (dockage, wharfage, demurrage, parking/power, guards, passengers, etc.).
 - 2026 Valdez rates are compared against peer averages for selected items where peer data exists.
 - Budget Expenditure for Fund 401-4500 as of 12/31/25
 - Note: Revenue totals exclude the accounting line ACCT REC and focus on billed user fees.

2025 Billed Revenue by Major Fee Type

- Total 2025 billed revenue (major fee lines only, excluding ACCT REC): \$1,612,001.

Fee Category	2025 Billed Revenue	% of Total Billed
Wharfage (all commodities)	\$313,123	19.4%
Dockage (deep draft)	\$302,495	18.8%
Demurrage	\$271,176	16.8%
Park / electric	\$235,114	14.6%
Security guards	\$198,840	12.3%
Passenger fees	\$91,725	5.7%
Use agreements	\$67,530	4.2%
All other (rent, storage, permits, utilities, etc.)	\$131,999	8.2%

2025 Ports Budget Expenditure Summary

- Current Year budget (as of 12/31/25): \$1,484,170.59
- YTD actual expenditures: \$1,159,418.63
 - 78.1% of the annual budget
- YTD Variance (unspent): \$324,751.96
 - 21.9% below budget
- Note that this reflects all operating line in the Fund 401-4500 (personnel, utilities, maintenance, security, operating supplies, etc.)

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Connecting Rates, Revenues & Expenditures

- 2025 Ports Expenditures are primarily driven by:
 - Personnel (salaries, wages, and benefits)
 - Utilities (electricity and fuels for vehicles/equipment)
 - Contracted services, maintenance, and parts & supplies for equipment
- These costs are funded by the revenue categories highlighted earlier (wharfage, dockage, demurrage, park/electric, guards, passenger fees, and use agreements).
- Underspending of roughly 22% in 2025 provides some flexibility but also underscores the importance of maintaining competitive, cost-recovering rates in future tariff updates.

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Deep Draft Dockage – Rate Comparison & Revenue Context

- Dockage billed revenue (2025): \$302,495 (~18.8% of billed revenue).
 - Valdez deep draft dockage rates are significantly below the peer average, especially for larger vessels (roughly 45–75% of peer averages in the examples shown).

Example vessel length	Valdez 2026 daily rate	Peer avg daily rate	Valdez vs peer avg
< 100 ft	\$168	\$374	44.9% of peer avg
200 ft	\$540	\$722	74.8% of peer avg
400 ft	\$1,080	\$1,838	58.7% of peer avg
1200 ft	\$8,064	\$16,093	50.1% of peer avg

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Non-Specific Freight & Wharfage

Item	Valdez 2026 rate	Peer avg rate	Valdez vs peer avg
Non-specific freight wharfage	\$6.25 per short ton	\$6.96 per short ton	89.8% of peer avg

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Passenger, Parking/Power & Guard Fees

- Passenger fees (2025 billed): \$91,725 (~5.7% of billed revenue).
 - Valdez 2026 passenger fee: \$3.00/cruise ship passenger
 - 56 Cruise Ships in 2026 – Approximately 48,000 pax in 2026 – Projected revenue around \$110K (5 Vessels will utilize SBH (\$30K pax Revenue for Harbor))
 - 25 port calls for Phillips Cruises & Tours
 - Peer ports use a mix of per-person facility charges and head fee (often higher than Valdez on a per-passenger basis).
- Parking & power (PARK/ELEC) billed 2025: \$235,114 (~14.6% of billed revenue).
- Security guard services (GUARD) billed 2025: \$198,840 (~12.3% of billed revenue).
 - • Valdez 2026 guard rates: \$90/hr (unarmed) and \$150/hr/guard (armed).
 - • Peer survey data show limited published guard rates (often handled as cost-plus arrangements, e.g., Port Mackenzie).

Water, Storage & Smaller Fee Lines

- Water services (WATER SRVC + WATER CONN) billed 2025: \$1,089 (0.1% of billed revenue).
 - Valdez 2026 water language: \$75 Hook up (\$200 Winter) \$3/1000 gal.
 - Peer ports often combine fixed hook-up fees with per-1,000 gallon rates that are generally higher than Valdez for small volumes.
- Storage and laydown (STORAGE) billed 2025: \$5,457 (a marginal revenue category at current utilization).
- Other smaller lines include rentals, permits, refuse, and miscellaneous fees that collectively make up the remainder of billed revenue.

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Key Takeaways

1. Revenue is concentrated in a few fee types.
 - • Wharfage, dockage, demurrage, park/electric, and guard fees together account for roughly 82% of billed 2025 revenue.
2. Deep draft dockage rates are well below regional peers.
 - • Across representative vessel lengths (under 100 ft, 200 ft, 400 ft, 1200 ft), Valdez daily dockage is roughly 45–75% of peer averages.
3. Non-specific freight wharfage is closer to market, but wharfage is the largest single revenue contributor.
4. Passenger, guard, and park/electric fees are meaningful revenue drivers and should be considered carefully in any future rate adjustments.
5. Water, storage, and other minor fees currently contribute relatively little revenue and may be better used as fine-tuning levers rather than primary revenue tools.