

**Key Performance Indicators**  
**Port Oswego Authority**  
FY 2020-2021

**1. Shipping Revenue. *A Challenging Year for the Port of Oswego***

- The Port's overall decrease in revenue of \$985,466 from the prior year was largely due to the decrease in aluminum due to Covid-19 and the plant which we supply reducing output.
- Grain exports stopped due to the loss of grain a customer which retracted from the New York State Market, and the construction of a new silo system not allowing us to move grain.
- Potash continues to be a stable Port commodity with an increase of 7% over last year.

**2. Intermodal Rail Transportation.**

- The Port was able to process 180 rail cars for 2020-2021 despite significant customer shut downs due to Covid-19.

**3. Longshoremen hours.**

- Longshoremen hours decreased by 7,921 hours (47.7%) from prior year mainly due to Covid-19.

**4. Maximize Marina Activity**

- Marina revenue decreased 25.4% from prior year largely due to the parts of NYS Canal being closed for construction and Covid-19 closing early operations of the marina.
- The Port opened up a former grain holding building, the barrel building, to indoor boat storage which increased boat storage revenue.

**5. Be a center of excellence in efficiency and safety**

- The Port has under construction, a new grain export center and USDA lab, to come on line in late 2021. In addition, we have a new warehouse under construction and have entered the final stage of the creation of a FTZ Zone.

**6. Contribute a positive economic impact on New York State.**

- The Port is in the process of building a new 25 slip marina that will be located on the ports west side property near downtown Oswego.
- The Port is leading the effort to construct a new maritime museum on the Port's west dock property.