

**Key Performance Indicators**  
**Port Oswego Authority**  
FY 2021-2022

**1. Shipping Revenue.**

- Total operating revenues of the Port increased by \$57,374 which is attributable to an uptick in business (aluminum and project cargo) and the Anderson grain contract.
- Grain exports increased due to the completion of the grain export center and the signing of a contract with Anderson Grain.

**2. Intermodal Rail Transportation.**

- The Port increased the rail capacity with a rail loading system for grain for the new silo system. Rail cars can be loaded at a rate of 20,000 bushels per hour.

**3. Longshoremen hours.**

- Longshoremen hours in 2020-2021 were 8,702. In 2021-2022 they increased to 10,470.75 hours or a 20.3 % increase directly related to increased business.

**4. Maximize Marina Activity**

- Marina revenue increased by 11.4 percent from prior year.
- The Port opened up a former grain holding building, the barrel building, to indoor boat storage which increased boat storage revenue.
- The Oswego Marina added an additional six slips to the existing number.

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

- The Port has constructed, a new grain export center and USDA lab, which saw the first grain export ship on the Great Lakes in 2022 of over 18,000 metric tons of soybeans.

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

- The Port is in the process of constructing a new 22 slip marina that will be located on the Port's west side property near downtown Oswego.
- Applied for a Marine Highway Grant of \$900,000 for the purchase of a container mover to expand business.