



**#22 MARINAS**

**MARINAS  
2018 BUDGET WORKSHEET**

	2012	2013	2014	2015	2016	2017	2017	2018	2018
	ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS	BUDGET	FORECAST	STAFF	FINAL
<b>REVENUE</b>									
389 FUEL SALES	633,378	649,901	593,185	702,050	682,085	648,000	586,000	567,000	
390 YEARLY SLIP RENTAL	168,600	161,788	133,060	150,641	160,864	164,400	165,487	168,524	
321 GRANTS	0	0	0	0	6,090	0	0	0	
391 DAY/WEEK RENTAL	2,328	1,602	2,075	2,940	3,937	1,600	325	500	
398 MERCHANDISE	7,748	8,389	6,109	9,037	12,269	13,000	11,795	11,500	
<b>TOTAL REVENUE</b>	<b>812,054</b>	<b>821,680</b>	<b>734,429</b>	<b>864,668</b>	<b>865,245</b>	<b>827,000</b>	<b>763,607</b>	<b>747,524</b>	<b>0</b>
<b>COST OF SALES</b>									
407 FUEL	545,566	563,046	519,370	609,078	552,170	540,000	450,763	441,000	
408 MERCHANDISE	4,836	5,252	5,450	8,509	7,632	8,450	8,840	8,500	
<b>TOTAL COST</b>	<b>550,402</b>	<b>568,298</b>	<b>524,820</b>	<b>617,587</b>	<b>559,802</b>	<b>548,450</b>	<b>459,603</b>	<b>449,500</b>	<b>0</b>
<b>NET REVENUE</b>	<b>261,652</b>	<b>253,382</b>	<b>209,609</b>	<b>247,081</b>	<b>305,443</b>	<b>278,550</b>	<b>304,004</b>	<b>298,024</b>	<b>0</b>
<b>EXPENSES</b>									
420 PAYROLL	55,848	59,184	45,757	55,416	55,166	59,103	54,000	58,574	
435 OVERTIME	0	128	203	270	0	250	250	250	
445 PAYROLL COST	15,694	17,524	14,864	14,965	14,188	13,501	12,000	13,088	
460 EMPLOYEE RELATIONS	180	91	0	68	200	120	130	120	
465 TRAINING	0	250	0	0	42	500	252	500	
<b>TOTAL PAYROLL</b>	<b>71,722</b>	<b>77,177</b>	<b>60,824</b>	<b>70,719</b>	<b>69,596</b>	<b>73,474</b>	<b>66,632</b>	<b>72,532</b>	<b>0</b>
<b>CONTRACT/SUPPLIES</b>									
480 CREDIT CARDS	11,414	10,758	9,854	12,640	13,480	14,000	12,000	13,000	
481 EMPLOYEE ADS	0	0	320	0	75	300	100	100	
499 UNIFORMS	323	386	1,126	1,108	1,018	1,000	1,000	1,000	
504 CONTRACT SERVICES	726	1,470	2,434	600	992	1,500	1,000	1,000	
513 CLEANING SUPP	0	0	468	2,020	216	1,000	500	500	
552 GAS/OIL	56	18	50	268	374	350	350	350	
558 POSTAGE	0	0	0	300	0	300	0	0	
564 SUPPLIES	2,409	1,653	2,982	1,938	2,262	2,200	2,000	2,000	
<b>TOTAL CONTR/SUPPLIES</b>	<b>14,928</b>	<b>14,285</b>	<b>17,234</b>	<b>18,874</b>	<b>18,417</b>	<b>20,650</b>	<b>16,950</b>	<b>17,950</b>	<b>0</b>
<b>REPAIRS/MAINTENANCE</b>									
581 EQUIPMENT-LABOR	400	120	2,810	2,560	2,280	2,500	2,500	0	
594 EQUIPMENT	3,551	1,802	2,869	3,230	738	3,500	3,500	3,500	
<b>TOTAL REPAIRS/MAINT</b>	<b>3,951</b>	<b>1,922</b>	<b>5,679</b>	<b>5,790</b>	<b>3,018</b>	<b>6,000</b>	<b>6,000</b>	<b>3,500</b>	<b>0</b>
<b>UTILITIES</b>									
620 ELECTRICITY	4,288	4,053	4,385	5,240	3,299	4,400	4,400	3,700	
626 REFUSE REMOVAL	1,012	852	990	1,105	1,165	1,165	1,165	1,165	
629 TELEPHONE	959	989	692	580	572	600	600	600	
633 WATER/SEWER	1,920	2,100	2,100	2,148	2,204	2,237	2,042	2,042	
<b>TOTAL UTILITIES</b>	<b>8,179</b>	<b>7,994</b>	<b>8,167</b>	<b>9,073</b>	<b>7,240</b>	<b>8,402</b>	<b>8,207</b>	<b>7,507</b>	<b>0</b>
<b>OTHER COSTS</b>									
688 INSURANCE	8,892	8,984	8,148	8,760	9,338	9,338	10,784	10,784	
696 PERMITS/LICENSES	534	322	522	209	322	300	300	300	
<b>TOTAL OTHER</b>	<b>9,426</b>	<b>9,306</b>	<b>8,670</b>	<b>8,969</b>	<b>9,660</b>	<b>9,638</b>	<b>11,084</b>	<b>11,084</b>	<b>0</b>
<b>TOTAL EXPENSES</b>	<b>108,206</b>	<b>110,684</b>	<b>100,574</b>	<b>113,425</b>	<b>107,931</b>	<b>118,164</b>	<b>108,873</b>	<b>112,573</b>	<b>0</b>
<b>NET OPERATING</b>	<b>153,446</b>	<b>142,698</b>	<b>109,035</b>	<b>133,656</b>	<b>197,512</b>	<b>160,386</b>	<b>195,131</b>	<b>185,451</b>	<b>0</b>

**Marina  
Selected Budget Details 2018**

<b>Fuel Sales</b>	<b>567,000</b>
Based on sales of 180,000 gals @ \$3.15	
<b>Fuel Cost</b>	<b>441,000</b>
Based on purchase of 180,000 gals @ \$2.45	
<b>Credit Cards</b>	<b>13,000</b>
Fees charged to OPA when customers purchase gas or merchandise on their cards.	
<b>Supplies</b>	<b>2,000</b>
Fire Extinguishers	300
Batteries for Navigational Aids	177
Signs	173
Misc.	350
Radios	400
Cash Register	600
<b>Insurance</b>	<b>10,784</b>
Liability	4,284
Pollution	1,340
Piers / Bldg / Tanks	5,160

**MARINA SLIP RATE HISTORY**

	2012	2013	2014	2015	2016	2017	BUDGET 2018
<b>YACHT CLUB - SUMMER</b>							
UNDER 26'	1,660	1,660	1,660	1,745	1,745	1,745	1,745
OVER 26' - UNDER 40'	2,265	2,265	2,265	2,380	2,380	2,380	2,380
OVER 40' & LIVE-ABOARDS	3,195	3,195	3,195	3,355	3,355	3,355	3,355
<b>SWIM &amp; RACQUET CLUB</b>							
ALL BOAT SLIPS	1,200	1,200	1,200	1,260	1,260	1,260	1,260
INCREASE				5%			