

MARINAS									
2019 BUDGET WORKSHEET									
	2015	2016	2017	2018	2018	2019	2019	2019	
	ACTUALS	ACTUALS	ACTUALS	BUDGET	FORECAST	PROPOSED	RECOMMEND	FINAL	
<b>REVENUE</b>									
389	FUEL SALES	702,050	682,085	585,712	567,000	595,304	601,200	601,200	601,200
390	YEARLY SLIP RENTAL	150,641	160,864	167,232	168,524	167,127	172,140	172,140	172,140
321	GRANTS	0	6,090		0	0	0	0	0
391	DAY/WEEK RENTAL	2,940	3,937	325	500	1,123	500	500	500
398	MERCHANDISE	9,037	12,269	11,795	11,500	11,230	13,000	13,000	13,000
	<b>TOTAL REVENUE</b>	<b>864,668</b>	<b>865,245</b>	<b>765,064</b>	<b>747,524</b>	<b>774,784</b>	<b>786,840</b>	<b>786,840</b>	<b>786,840</b>
<b>COST OF SALES</b>									
407	FUEL	609,078	552,170	450,763	441,000	469,867	475,200	475,200	475,200
408	MERCHANDISE	8,509	7,632	8,840	8,500	8,904	10,400	10,400	10,400
	<b>TOTAL COST</b>	<b>617,587</b>	<b>559,802</b>	<b>459,603</b>	<b>449,500</b>	<b>478,771</b>	<b>485,600</b>	<b>485,600</b>	<b>485,600</b>
	<b>NET REVENUE</b>	<b>247,081</b>	<b>305,443</b>	<b>305,461</b>	<b>298,024</b>	<b>296,013</b>	<b>301,240</b>	<b>301,240</b>	<b>301,240</b>
<b>EXPENSES</b>									
420	PAYROLL	55,416	55,166	49,363	58,574	55,844	62,636	62,636	62,590
435	OVERTIME	270	0	248	250	100	250	250	250
445	PAYROLL COST	14,965	14,188	11,459	13,088	10,544	13,761	13,761	13,573
460	EMPLOYEE RELATIONS	68	200	49	120	132	120	120	119
465	TRAINING	0	42	252	500	0	0	0	0
	<b>TOTAL PAYROLL</b>	<b>70,719</b>	<b>69,596</b>	<b>61,371</b>	<b>72,532</b>	<b>66,620</b>	<b>76,767</b>	<b>76,767</b>	<b>76,532</b>
<b>CONTRACT/SUPPLIES</b>									
480	CREDIT CARDS	12,640	13,480	11,010	13,000	11,735	11,500	11,500	11,500
481	EMPLOYEE ADS	0	75	112	100	36	100	100	100
499	UNIFORMS	1,108	1,018	224	1,000	204	500	500	500
504	CONTRACT SERVICES	600	992	466	1,000	1,000	1,000	1,000	1,000
513	CLEANING SUPP	2,020	216	140	500	500	500	500	500
552	GAS/OIL	268	374	164	350	350	350	350	350
558	POSTAGE	300	0	0	0	0	0	0	0
564	SUPPLIES	1,938	2,262	1,641	2,000	2,000	3,500	3,500	3,500
	<b>TOTAL CONTR/SUPPLIES</b>	<b>18,874</b>	<b>18,417</b>	<b>13,757</b>	<b>17,950</b>	<b>15,825</b>	<b>17,450</b>	<b>17,450</b>	<b>17,450</b>
<b>REPAIRS/MAINTENANCE</b>									
581	EQUIPMENT-LABOR	2,560	2,280	2,355	0	0	0	0	0
594	EQUIPMENT	3,230	738	5,062	3,500	3,500	3,500	3,500	3,500
	<b>TOTAL REPAIRS/MAINT</b>	<b>5,790</b>	<b>3,018</b>	<b>7,417</b>	<b>3,500</b>	<b>3,500</b>	<b>3,500</b>	<b>3,500</b>	<b>3,500</b>
<b>UTILITIES</b>									
620	ELECTRICITY	5,240	3,299	2,887	3,700	3,700	3,700	3,700	3,700
626	REFUSE REMOVAL	1,105	1,165	1,246	1,165	1,500	1,500	1,500	1,500
629	TELEPHONE	580	572	577	600	600	600	600	600
633	WATER/SEWER	2,148	2,204	2,232	2,042	2,042	2,042	2,042	2,042
	<b>TOTAL UTILITIES</b>	<b>9,073</b>	<b>7,240</b>	<b>6,942</b>	<b>7,507</b>	<b>7,842</b>	<b>7,842</b>	<b>7,842</b>	<b>7,842</b>
<b>OTHER COSTS</b>									
688	INSURANCE	8,760	9,338	10,768	10,784	11,509	11,509	11,509	11,509
696	PERMITS/LICENSES	209	322	485	300	300	300	300	300
	<b>TOTAL OTHER</b>	<b>8,969</b>	<b>9,660</b>	<b>11,253</b>	<b>11,084</b>	<b>11,809</b>	<b>11,809</b>	<b>11,809</b>	<b>11,809</b>
	<b>TOTAL EXPENSES</b>	<b>113,425</b>	<b>107,931</b>	<b>100,740</b>	<b>112,573</b>	<b>105,596</b>	<b>117,368</b>	<b>117,368</b>	<b>117,133</b>
	<b>NET OPERATING</b>	<b>133,656</b>	<b>197,512</b>	<b>204,721</b>	<b>185,451</b>	<b>190,417</b>	<b>183,872</b>	<b>183,872</b>	<b>184,107</b>

**Marina  
Selected Budget Details 2019**

<b>Fuel Sales</b>	<b>601,200</b>
Based on sales of 180,000 gals @ \$3.34	
<b>Fuel Cost</b>	<b>475,200</b>
Based on purchase of 180,000 gals @ \$2.64	
<b>Credit Cards</b>	<b>11,500</b>
Fees charged to OPA when customers purchase gas or merchandise on their cards.	
<b>Insurance</b>	<b>11,509</b>
Liability	4,284
Pollution	1,989
Piers / Bldg / Tanks	5,236

MARINA SLIP RATE HISTORY

	2012	2013	2014	2015	2016	2017	2018	BUDGET 2019
<b>YACHT CLUB - SUMMER</b>								
UNDER 26'	1,660	1,660	1,660	1,745	1,745	1,745	1,745	1,800
OVER 26' - UNDER 40'	2,265	2,265	2,265	2,380	2,380	2,380	2,380	2,450
OVER 40' & LIVE-ABOARDS	3,195	3,195	3,195	3,355	3,355	3,355	3,355	3,455
<b>SWIM &amp; RACQUET CLUB</b>								
ALL BOAT SLIPS	1,200	1,200	1,200	1,260	1,260	1,260	1,260	1,300
INCREASE				5%				3%