

**MARINAS  
2020 BUDGET WORKSHEET**

	2016	2017	2018	2019	2018	2019	2019	2020	2020	2020	
	ACTUALS	ACTUALS	ACTUALS	BUDGET	YTD NOV	YTD NOV	FORECAST	PROPOSED	RECOMMEND	FINAL	
<b>REVENUE</b>											
389	FUEL SALES	682,085	585,712	595,394	601,200	595,304	714,328	714,328	644,380	694,380	694,380
390	YEARLY SLIP RENTAL	160,864	167,232	167,127	172,140	167,127	174,277	174,277	173,677	173,677	173,677
321	GRANTS	6,090		0	0	0	0	0	0	0	0
391	DAY/WEEK RENTAL	3,937	325	1,808	500	633	50	50	50	50	50
398	MERCHANDISE	12,269	11,795	11,230	13,000	11,230	11,831	11,831	12,000	12,000	12,000
	<b>TOTAL REVENUE</b>	<b>865,245</b>	<b>765,064</b>	<b>775,559</b>	<b>786,840</b>	<b>774,294</b>	<b>900,486</b>	<b>900,486</b>	<b>830,107</b>	<b>880,107</b>	<b>880,107</b>
<b>COST OF SALES</b>											
407	FUEL	552,170	450,763	469,867	475,200	469,867	573,916	573,916	515,504	555,504	555,504
408	MERCHANDISE	7,632	8,840	9,063	10,400	8,904	8,190	10,400	10,400	10,400	10,400
	<b>TOTAL COST</b>	<b>559,802</b>	<b>459,603</b>	<b>478,930</b>	<b>485,600</b>	<b>478,771</b>	<b>582,106</b>	<b>584,316</b>	<b>525,904</b>	<b>565,904</b>	<b>565,904</b>
	<b>NET REVENUE</b>	<b>305,443</b>	<b>305,461</b>	<b>296,629</b>	<b>301,240</b>	<b>295,523</b>	<b>318,380</b>	<b>316,170</b>	<b>304,203</b>	<b>314,203</b>	<b>314,203</b>
<b>EXPENSES</b>											
420	PAYROLL	55,166	49,363	53,558	62,590	48,208	49,493	56,590	68,641	68,763	66,678
435	OVERTIME	0	248	100	250	83	94	92	250	250	250
445	PAYROLL COST	14,188	11,459	9,550	13,573	8,687	10,336	11,148	17,568	17,486	17,015
460	EMPLOYEE SUPPORT	200	49	143	119	132	90	90	120	120	120
465	TRAINING	42	252	0	0	0	0	0	0	0	0
	<b>TOTAL PAYROLL</b>	<b>69,596</b>	<b>61,371</b>	<b>63,351</b>	<b>76,532</b>	<b>57,110</b>	<b>60,013</b>	<b>67,920</b>	<b>86,579</b>	<b>86,619</b>	<b>84,063</b>
<b>CONTRACT/SUPPLIES</b>											
480	CREDIT CARDS	13,480	11,010	11,947	11,500	11,568	14,318	13,491	14,000	14,000	14,000
481	EMPLOYEE ADS	75	112	36	100	36	0	100	100	100	100
499	UNIFORMS	1,018	224	887	500	204	402	402	600	600	600
504	CONTRACT SERVICES	992	466	700	1,000	700	0	1,000	1,000	1,000	1,000
513	CLEANING SUPP	216	140	233	500	219	466	500	500	500	500
552	GAS/OIL	374	164	318	350	318	625	350	350	350	350
558	POSTAGE	0	0	0	0	0	0	0	0	0	0
564	SUPPLIES	2,262	1,641	1,851	3,500	1,651	1,177	3,500	4,500	4,500	4,500
	<b>TOTAL CONTR/SUPPLIES</b>	<b>18,417</b>	<b>13,757</b>	<b>15,972</b>	<b>17,450</b>	<b>14,696</b>	<b>16,988</b>	<b>19,343</b>	<b>21,050</b>	<b>21,050</b>	<b>21,050</b>
<b>REPAIRS/MAINTENANCE</b>											
581	EQUIPMENT-LABOR	2,280	2,355	0	0	0	0	0	0	0	0
594	EQUIPMENT	738	5,062	3,227	3,500	3,227	853	2,600	2,600	2,600	2,600
	<b>TOTAL REPAIRS/MAINT</b>	<b>3,018</b>	<b>7,417</b>	<b>3,227</b>	<b>3,500</b>	<b>3,227</b>	<b>853</b>	<b>2,600</b>	<b>2,600</b>	<b>2,600</b>	<b>2,600</b>
<b>UTILITIES</b>											
620	ELECTRICITY	3,299	2,887	3,560	3,700	2,126	2,314	3,824	3,825	3,825	3,825
626	REFUSE REMOVAL	1,165	1,246	1,431	1,500	1,431	2,323	2,000	2,000	2,000	2,000
629	TELEPHONE	572	577	604	600	338	343	600	600	600	600
633	WATER/SEWER	2,204	2,232	2,040	2,042	1,190	1,190	2,042	2,042	2,042	2,042
	<b>TOTAL UTILITIES</b>	<b>7,240</b>	<b>6,942</b>	<b>7,635</b>	<b>7,842</b>	<b>5,085</b>	<b>6,170</b>	<b>8,466</b>	<b>8,467</b>	<b>8,467</b>	<b>8,467</b>
<b>OTHER COSTS</b>											
688	INSURANCE	9,338	10,768	11,501	11,509	6,286	6,713	11,509	11,509	11,509	11,509
696	PERMITS/LICENSES	322	485	372	300	0	0	300	300	300	300
	<b>TOTAL OTHER</b>	<b>9,660</b>	<b>11,253</b>	<b>11,873</b>	<b>11,809</b>	<b>6,286</b>	<b>6,713</b>	<b>11,809</b>	<b>11,809</b>	<b>11,809</b>	<b>11,809</b>
	<b>TOTAL EXPENSES</b>	<b>107,931</b>	<b>100,740</b>	<b>102,058</b>	<b>117,133</b>	<b>86,404</b>	<b>90,737</b>	<b>110,138</b>	<b>130,505</b>	<b>130,545</b>	<b>127,989</b>
	<b>NET OPERATING</b>	<b>197,512</b>	<b>204,721</b>	<b>194,571</b>	<b>184,107</b>	<b>209,119</b>	<b>227,643</b>	<b>206,032</b>	<b>173,698</b>	<b>183,658</b>	<b>186,214</b>

**Marina  
Selected Budget Details 2020**

<b>Fuel Sales</b>	<b>694,380</b>
Based on 4 year average	
<b>Fuel Cost</b>	<b>555,504</b>
Based on 20% Margin	
<b>Credit Cards</b>	<b>14,000</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	2019	BUDGET 2020
<b>YACHT CLUB - SUMMER</b>									
UNDER 26'	1,660	1,660	1,660	1,745	1,745	1,745	1,745	1,800	1,800
OVER 26' - UNDER 40'	2,265	2,265	2,265	2,380	2,380	2,380	2,380	2,450	2,450
OVER 40' & LIVE-ABOARDS	3,195	3,195	3,195	3,355	3,355	3,355	3,355	3,455	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	1,300
INCREASE				5%				3%	