

CABRILLO WAY MARINA - FIVE YEAR REVENUE & EXPENSE BUDGET

	YEAR ONE 7/13-6/14 ACTUAL	YEAR TWO 7/14-6/15 ACTUAL	YEAR THREE 7/15-6/16 ACTUAL	YEAR FOUR 7/16-6/17 PROJECTED	YEAR FIVE 7/17-6/18 PROJECTED	FIVE YEAR TOTAL PROJECTED
REVENUE						
Operating Revenue						
Wet Slip Revenue	\$1,742,860	\$2,193,053	\$2,911,229	\$3,327,901	\$3,532,105	\$13,617,149.00
Guest Slips	79,481	150,731	95,607	155,500	145,607	626,926
Dry Storage	38,351	246,660	595,608	876,463	1,020,106	2,777,188
Laundry Machines	1,030	2,689	3,823	4,250	4,675	16,467
Vending Machines (Ice)	6,750	1,200	4,080	5,125	6,170	23,325
Live A-Boards	15,112	33,077	67,771	87,576	118,514	322,050
Storage Lockers	3,200	20,770	39,070	27,480	29,580	120,100
Electricity	57,911	64,970	76,585	85,950	90,248	375,664
Interest Income	339	2,882	3,125	4,025	4,226	14,597
Sub Total	\$1,945,034	\$2,716,032	\$3,796,898	\$4,574,270	\$4,951,231	\$17,893,466
Miscellaneous Revenue						
Tenant Refunds	(\$500)	(\$1,750)	(\$1,500)	(\$1,750)	(\$1,838)	(\$7,338)
Miscellaneous Revenue	5,450	11,152	4,250	1,805	1,895	24,601
Collection Income	17,225	18,600	25,977	8,520	8,946	79,268
Sub Total	\$22,175	\$28,002	\$28,727	\$8,575	\$9,003	\$96,531
Total Revenue	\$1,967,209	\$2,744,034	\$3,825,625	\$4,582,845	\$4,960,234	\$17,989,997

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EXPENSES						
OPERATING EXPENSES						
General & Administrative						
Management Fee	\$78,436	\$109,510	\$152,828	\$179,714	\$198,401	\$718,889
Marina Staff	495,795	494,462	625,683	448,773	402,703	\$2,467,416
Marketing, Events Promo	25,390	33,987	64,613	79,825	83,816	\$287,631
Accounting Services	69,360	69,360	69,360	69,360	69,360	\$346,800
Collection Services	1,821	4,713	7,210	1,520	3,610	\$18,874
Insurance	23,461	32,815	45,059	50,850	53,393	\$205,578
Permits/Licensing Fees	1,735	2,672	1,321	4,175	4,384	\$14,287
Sub-Contracting Services	214,892	238,200	302,700	368,417	530,658	\$1,654,867
Tax	3,469	3,907	5,186	4,150	4,980	\$21,692
Office Equip/Repairs	3,420	3,851	1,445	1,992	2,092	\$12,800
Office Supplies	25,391	44,703	64,942	73,732	77,419	\$286,187
Telecommunications	9,471	5,769	16,905	15,563	16,341	\$64,049
Sub-Total	\$952,641	\$1,043,949	\$1,357,252	\$1,298,071	\$1,447,157	\$6,099,070
Operations						
Security	\$254,118	\$310,343	\$506,278	\$524,712	\$550,948	\$2,146,399
Gardening/Landscaping	51,715	70,981	96,907	84,336	94,553	\$398,492
Refuse Disposal	15,021	20,014	20,934	29,004	38,004	\$122,977
Start-Up Costa	176,195	15,962	91,280	75,180	0	\$358,617
Janitorial/Custodal	59,422	60,570	44,926	43,294	30,310	\$238,522
Maintenance & Repair						\$0
Equipment	12,182	17,247	16,516	\$100,000	\$130,000	\$275,945
Supplies	3,480	476	903	14,600	15,330	\$34,789
Lighting	1,434	1,821	1,510	135,000	148,012	\$287,777
Filters	0	9,930	1,470	13,482	1,545	\$26,427
Docks & Related	65,933	96,307	140,186	140,050	156,800	\$599,276
Grounds	10,821	87,483	87,229	39,725	41,711	\$266,969
Irrigation	1,518	0	1,606	4,570	4,800	\$12,494
Vehicles/Boats	216	4,100	3,290	5,725	6,011	\$19,342
Sub-Total	\$652,055	\$695,234	\$1,013,035	\$1,209,678	1,218,024	\$4,788,026
Total Expenses	\$1,604,696	\$1,739,183	\$2,370,287	\$2,507,749	\$2,665,181	\$10,887,096
Total Revenue	\$1,967,209	\$2,744,034	\$3,825,625	\$4,582,845	\$4,960,234	\$17,989,997
Total Operating Income	\$362,513	\$1,004,851	\$1,455,338	\$2,075,096	\$2,295,053	\$7,102,901