

**PROPOSED OPERATING BUDGET**

Description	Year 2 FY 2014/2015		Year 3 FY 2015/2016		Year 4 FY 2016/2017
	(Proposed)	(Actuals)	(Proposed)	(Actuals)	Proposed
<b>Expenses</b>					
<b>Operations:</b>					
Security	\$ 263,280	\$ 310,343	\$ 499,726	\$ 506,278	\$ 524,712
Gardening/Landscaping	\$ 64,590	\$ 70,981	\$ 94,436	\$ 96,907	\$ 84,336
Janitorial/Custodial	\$ 74,328	\$ 60,570	\$ 57,724	\$ 44,926	\$ 61,765
Utilities	\$ 228,630	\$ -	\$ 275,335	\$ -	\$ -
Refuse Disposal	\$ 19,413	\$ 20,014	\$ 28,160	\$ 20,934	\$ 29,004
Start Up Cost/Equipment	\$ 40,000	\$ 15,962	\$ 95,339	\$ 91,280	\$ 75,180
<b>Sub Total</b>	<b>\$ 690,241</b>	<b>\$ 477,870</b>	<b>\$ 1,050,720</b>	<b>\$ 760,325</b>	<b>\$ 774,997</b>
<b>Maintenance and Repairs:</b>					
Equipment	\$ 15,820	\$ 17,247	\$ 28,275	\$ 16,516	\$ 100,000
Supplies	\$ 10,250	\$ 476	\$ 12,485	\$ 903	\$ 14,600
Lighting	\$ 2,090	\$ 1,821	\$ 1,912	\$ 1,510	\$ 135,000
Filters	\$ 12,000	\$ 9,930	\$ -	\$ 1,470	\$ 13,482
Docks and related	\$ 40,683	\$ 96,307	\$ 132,050	\$ 140,186	\$ 140,050
Grounds	\$ 35,000	\$ 87,483	\$ 65,725	\$ 87,229	\$ 39,725
Irrigation	\$ 115,750	\$ -	\$ 1,500	\$ 1,606	\$ -
Vehicles/Boats	\$ 3,157	\$ 4,100	\$ 5,250	\$ 3,290	\$ 5,725
<b>Sub Total</b>	<b>\$ 234,750</b>	<b>\$ 217,363</b>	<b>\$ 247,197</b>	<b>\$ 252,710</b>	<b>\$ 448,582</b>
<b>General &amp; Administration:</b>					
Management Fee	\$ 138,780	\$ 109,510	\$ 199,251	\$ 152,828	\$ 285,757
Marina Staff (labor/salaries/benefits)	\$ 711,297	\$ 494,462	\$ 602,683	\$ 625,683	\$ 701,571
Marketing, Events, Promo	\$ 23,504	\$ 33,987	\$ 70,825	\$ 64,613	\$ 79,825
Accounting Services	\$ 69,360	\$ 69,360	\$ 69,360	\$ 69,360	\$ 69,360
Collection Services	\$ 2,960	\$ 4,713	\$ 1,120	\$ 7,210	\$ 1,520
Insurance	\$ 28,400	\$ 32,815	\$ 41,850	\$ 45,059	\$ 50,850
Permits/Licensing fees	\$ 7,750	\$ 2,672	\$ 3,340	\$ 1,321	\$ 4,175
Sub-Contracting Services	\$ 252,417	\$ 238,200	\$ 341,700	\$ 302,700	\$ 342,443
Tax	\$ 3,500	\$ 3,907	\$ 4,150	\$ 5,186	\$ 4,150
Office Equipment Repairs	\$ 11,308	\$ 3,851	\$ 2,950	\$ 1,445	\$ 1,992
Office Supplies	\$ 43,468	\$ 44,703	\$ 22,260	\$ 64,942	\$ 23,845
Telecommunication	\$ 29,141	\$ 5,769	\$ 15,960	\$ 16,905	\$ 15,563
<b>Sub Total</b>	<b>\$ 1,321,885</b>	<b>\$ 1,043,950</b>	<b>\$ 1,375,449</b>	<b>\$ 1,357,252</b>	<b>\$ 1,581,051</b>
<b>TOTAL EXPENSES</b>	<b>\$ 2,246,876</b>	<b>\$ 1,739,183</b>	<b>\$ 1,622,646</b>	<b>\$ 2,370,287</b>	<b>\$ 2,804,630</b>

TRANSMITTAL 3

Description	2014/2015 (Proposed)	2014/2015 (actuals)	2015/2016 (Proposed)	2015/2016 (actuals)	2016/2017 Proposed
<b>Revenue</b>					
<b>Operating:</b>					
Wet Slip Rental	\$ 2,872,216	\$ 2,193,053	\$ 4,013,321	\$ 2,911,229	\$ 5,727,848
Guest slips	\$ 75,500	\$ 150,731	\$ 168,450	\$ 95,607	\$ 186,975
Dry Storage	\$ 408,133	\$ 246,660	\$ 620,364	\$ 595,608	\$ 990,394
Laundry Machines	\$ 3,212	\$ 2,689	\$ 3,875	\$ 3,823	\$ 4,250
Vending Machines (Ice)	\$ 7,194	\$ 1,200	\$ 4,525	\$ 4,080	\$ 5,125
Live A-Boards	\$ 38,915	\$ 33,077	\$ 60,735	\$ 67,771	\$ 103,312
Storage Lockers	\$ 20,160	\$ 20,770	\$ 24,000	\$ 39,070	\$ 27,480
Electricity	\$ 65,000	\$ 64,970	\$ 75,918	\$ 76,585	\$ 85,950
Interest Income	\$ 350	\$ 2,882	\$ -	\$ 3,125	\$ 4,025
<b>Sub Total</b>	<b>\$ 3,490,680</b>	<b>\$ 2,716,031</b>	<b>\$ 4,971,188</b>	<b>\$ 3,796,898</b>	<b>\$ 7,135,359</b>
<b>Miscellaneous Revenue:</b>					
Tenant Refunds	\$ (300)	\$ (1,750)	\$ -	\$ (1,500)	\$ (1,750)
Miscellaneous Revenue	\$ 2,175	\$ 11,152	\$ 1,200	\$ 4,250	\$ 1,805
Collection Income	\$ 7,000	\$ 18,600	\$ 7,270	\$ 25,977	\$ 8,520
<b>Sub Total</b>	<b>\$ 8,875</b>	<b>\$ 28,002</b>	<b>\$ 8,470</b>	<b>\$ 28,727</b>	<b>\$ 8,575</b>
<b>TOTAL REVENUE</b>	<b>\$ 3,499,555</b>	<b>\$ 2,744,033</b>	<b>\$ 4,979,658</b>	<b>\$ 3,825,625</b>	<b>\$ 7,143,934</b>
<b>TOTAL EXPENSES</b>	<b>\$ 2,246,876</b>	<b>\$ 1,739,183</b>	<b>\$ 2,673,366</b>	<b>\$ 2,370,287</b>	<b>\$ 2,804,630</b>
<b>TOTAL NET INCOME</b>	<b>\$ 1,252,679</b>	<b>\$ 1,004,850</b>	<b>\$ 2,306,292</b>	<b>\$ 1,455,338</b>	<b>\$ 4,339,304</b>