

**Cabrillo Way Marina Operating Budget FY 19/20**

	<b>FY 17/18 Actuals</b>	<b>FY 18/19 Approved</b>	<b>FY 19/20 Proposed</b>
<b>REVENUE</b>			
<b>Operating Revenue</b>			
Wet Slip Revenue	3,900,414	4,338,249	4,937,478
Guest Slips	177,627	159,500	150,000
Dry Storage	1,055,676	1,020,106	1,082,400
Laundry Machines	3,640	4,850	4,200
Vending Machines	7,609	5,250	7,200
Live-a-Boards	107,019	118,514	114,000
Storage Lockers	56,968	59,400	66,000
Electricity	86,037	90,250	98,400
<b>Total</b>	<b>5,394,990</b>	<b>5,796,119</b>	<b>6,459,678</b>
<b>Miscellaneous Revenue</b>			
Miscellaneous Income	6,489	1,987	6,600
Collection Income	25,695	9,395	25,800
Interest Income		4,450	4,500
<b>Total</b>	<b>32,184</b>	<b>15,832</b>	<b>32,400</b>
<b>TOTAL REVENUE</b>	<b>5,427,174</b>	<b>5,811,951</b>	<b>6,496,578</b>
<b>OPERATING EXPENSES</b>			
<b>General &amp; Administrative</b>			
Payroll	674,150	580,545	765,637
Management Fee	216,750	232,478	259,863
Marketing	101,004	97,650	84,000
Office Supplies	18,512	81,290	32,000
Accounting Services	79,776	75,206	90,000
Collection Services	7,322	4,320	8,400
Insurance	63,871	65,065	68,400
Permit/Lic. Fees	1,235	4,520	1,300
Sub- Contracting Services	535,407	571,610	577,850
Taxes	7,494	2,250	7,500
Office Equipment & Repair	14,414	2,150	3,000
Telecommunications	16,057	18,976	34,400
<b>Total</b>	<b>1,735,992</b>	<b>1,736,060</b>	<b>1,932,350</b>
	<b>FY 17/18 Actuals</b>	<b>FY 18/19 Approved</b>	<b>FY 19/20 Proposed</b>
<b>Operations</b>			
Start- Up Costs	-	-	-
Security	659,955	683,344	690,000
Gardening	97,768	168,280	170,000
Janitorial	7,517	31,219	125,000

Refuse Collection	29,773	39,860	48,000
<b>Total</b>	<b>795,013</b>	<b>922,703</b>	<b>1,033,000</b>
<b>OPERATING EXPENSES</b>			
<b>Repairs &amp; Maintenance</b>			
Equipment	136,662	114,050	63,120
Supplies	3,732	19,100	12,000
Lighting	105,997	55,800	284,000
Filters	1,470	17,500	1,500
Docks & Related	139,298	150,155	235,000
Grounds	38,832	50,450	42,000
Irrigation	2,217	4,800	4,800
Vehicles/ Boats	5,058	8,250	5,500
<b>Total</b>	<b>433,266</b>	<b>420,105</b>	<b>647,920</b>
<b>TOTAL EXPENSES</b>	<b>2,964,271</b>	<b>3,078,868</b>	<b>3,613,270</b>
<b>TOTAL INCOME</b>	<b>5,427,174</b>	<b>5,811,951</b>	<b>6,496,578</b>
<b>TOTAL NET INCOME</b>	<b>2,462,903</b>	<b>2,733,083</b>	<b>2,883,308</b>