

In \$	FY 2023	FY 2024	FY 2025	\$ Variances - FY 2025 Proposed vs.		% Variances - FY 2025 Proposed vs.	
	Actuals	Approved	Proposed	FY23 Actuals	FY24 Approved	FY23 Actuals	FY24 Approved
Operating Revenues:							
Wet Slip Rentals	6,836,247	6,542,408	7,331,443	495,196	789,035	7.2%	12.1%
Guest Slips	104,857	242,500	107,500	2,643	(135,000)	2.5%	-55.7%
Dry Storage	1,236,024	1,311,932	1,317,184	81,160	5,252	6.6%	0.4%
Laundry Machines	2,036	1,980	2,040	4	60	0.2%	3.0%
Vending Machines	6,306	8,160	6,300	(6)	(1,860)	-0.1%	-22.8%
Live-a-Boards	120,036	118,450	149,570	29,534	31,120	24.6%	26.3%
Storage Lockers	80,209	74,100	105,780	25,571	31,680	31.9%	42.8%
Electricity	142,289	130,848	146,629	4,340	15,781	3.1%	12.1%
Misc. Revenues:							
Misc. Income	6,680	3,000	6,684	4	3,684	0.1%	122.8%
Collection Income	23,540	25,920	23,544	4	(2,376)	0.0%	-9.2%
Interest Income	-	-	-	-	-	n/a	n/a
A Total Revenues	8,558,224	8,459,298	9,196,674	638,450	737,376	7.5%	8.7%
Operating Expenses:							
<i>General & Administration</i>							
Payroll	\$789,346	855,777	919,628	130,282	63,851	16.5%	7.5%
Management Fee	342,328	338,372	367,867	25,539	29,495	7.5%	8.7%
Marketing	31,715	64,450	64,060	32,345	(390)	102.0%	-0.6%
Office Supplies	193,316	56,992	111,540	(81,776)	54,548	-42.3%	95.7%
Accounting Services	92,700	92,700	92,700	-	-	0.0%	0.0%
Collection Services	5,623	6,221	5,651	28	(570)	0.5%	-9.2%
Insurance	110,176	111,663	121,396	11,220	9,733	10.2%	8.7%
Permit/Lic. Fees	1,381	1,500	1,400	19	(100)	1.4%	-6.7%
Sub- Contracting Services	557,693	600,665	654,580	96,887	53,915	17.4%	9.0%
Taxes	11,620	10,500	11,616	(4)	1,116	0.0%	10.6%
Office Equipment & Repair	6,043	6,216	13,968	7,925	7,752	131.1%	124.7%
Telecommunications	25,006	126,900	40,632	15,626	(86,268)	62.5%	-68.0%
B Subtotal - General & Administration	\$2,166,947	2,271,956	2,405,038	238,091	133,082	11.0%	5.9%
<i>Operations</i>							
Security	645,809	743,448	778,392	132,583	34,944	20.5%	4.7%
Gardening & Landscaping	144,032	121,560	142,860	(1,172)	21,300	-0.8%	17.5%
Janitorial & Custodial	135,151	147,780	159,828	24,677	12,048	18.3%	8.2%
Refuse Collection	75,704	77,556	79,488	3,784	1,932	5.0%	2.5%
C Subtotal - Operations	1,000,696	1,090,344	1,160,568	159,872	70,224	16.0%	6.4%
<i>Maintenance and Repairs</i>							
Equipment	97,294	91,540	79,477	(17,817)	(12,063)	-18.3%	-13.2%
Supplies	12,873	14,400	12,900	27	(1,500)	0.2%	-10.4%
Lighting	20,983	14,000	40,000	19,017	26,000	90.6%	185.7%
Filters	1,544	-	1,600	56	1,600	3.6%	n/a
Docks & Related	188,129	388,334	262,980	74,851	(125,354)	39.8%	-32.3%
Grounds	111,242	9,900	73,090	(38,152)	63,190	-34.3%	638.3%
Irrigation	-	-	-	-	-	n/a	n/a
Vehicles/Boats	54	1,200	480	426	(720)	788.9%	-60.0%
D Subtotal - Maintenance and Repairs	432,119	519,374	470,527	38,408	(48,847)	8.9%	-9.4%
E Total Expenses (B + C + D)	\$3,599,762	3,881,674	4,036,133	436,371	154,459	12.1%	4.0%
Expense Ratio %	42.1%	45.9%	43.9%			1.8%	-2.0%
Net Income (A - E)	4,958,462	4,577,624	5,160,541	202,079	582,917	4.1%	12.7%
Net Profit Margin %	57.9%	54.1%	56.1%				