

In \$	FY 2025	FY 2026	FY 2027	\$ Variances - FY 2027 Proposed vs.		% Variances - FY 2027 Proposed vs.	
	Actuals	Approved	Proposed	FY25 Actuals	FY26 Approved	FY25 Actuals	FY26 Approved
<b>Operating Revenues:</b>							
Wet Slip Rentals	7,436,396	7,819,208	8,400,000	963,604	580,792	13.0%	7.4%
Guest Slips	130,003	107,990	89,956	(40,047)	(18,034)	-30.8%	-16.7%
Dry Storage	1,317,184	1,378,114	1,446,000	128,816	67,886	9.8%	4.9%
Laundry Machines	2,040	2,040	2,160	120	120	5.9%	5.9%
Vending Machines	6,300	6,300	6,600	300	300	4.8%	4.8%
Live-a-Boards	149,570	160,501	170,731	21,161	10,230	14.1%	6.4%
Storage Lockers	105,780	111,173	116,375	10,595	5,202	10.0%	4.7%
Electricity	146,629	156,384	168,000	21,371	11,616	14.6%	7.4%
<b>Misc. Revenues:</b>							
Misc. Income	6,684	6,684	7,500	816	816	12.2%	12.2%
Collection Income	23,544	22,581	24,721	1,177	2,140	5.0%	9.5%
Interest Income				-	-	n/a	n/a
<b>A Total Revenues</b>	<b>9,324,130</b>	<b>9,770,975</b>	<b>10,432,043</b>	<b>1,107,913</b>	<b>661,068</b>	<b>11.9%</b>	<b>6.8%</b>
<b>Operating Expenses:</b>							
<i>General &amp; Administration</i>							
Payroll	\$919,628	945,032	917,583	(2,045)	(27,449)	-0.2%	-2.9%
Management Fee	367,867	390,839	417,282	49,415	26,443	13.4%	6.8%
Marketing	64,060	53,054	60,400	(3,660)	7,346	-5.7%	13.8%
Office Supplies	117,191	116,674	118,724	1,533	2,050	1.3%	1.8%
Accounting Services	92,700	92,700	94,560	1,860	1,860	2.0%	2.0%
Collection Services	5,651	5,651	5,820	169	169	3.0%	3.0%
Insurance	121,396	129,216	137,953	16,557	8,737	13.6%	6.8%
Permit/Lic. Fees	1,400	1,400	1,400	-	-	0.0%	0.0%
Sub- Contracting Services	629,380	678,766	704,448	75,068	25,682	11.9%	3.8%
Taxes	11,616	12,197	11,616	-	(581)	0.0%	-4.8%
Office Equipment & Repair	13,968	14,666	13,968	-	(698)	0.0%	-4.8%
Telecommunications	40,632	66,067	64,644	24,012	(1,423)	59.1%	-2.2%
<b>B Subtotal - General &amp; Administration</b>	<b>\$2,385,489</b>	<b>2,506,262</b>	<b>2,548,398</b>	<b>162,909</b>	<b>42,136</b>	<b>6.8%</b>	<b>1.7%</b>
<i>Operations</i>							
Security	778,392	801,744	789,090	10,698	(12,654)	1.4%	-1.6%
Gardening & Landscaping	142,860	116,220	193,727	50,867	77,507	35.6%	66.7%
Janitorial & Custodial	159,828	164,623	164,623	4,795	-	3.0%	0.0%
Refuse Collection	79,488	85,491	89,412	9,924	3,921	12.5%	4.6%
<b>C Subtotal - Operations</b>	<b>1,160,568</b>	<b>1,168,078</b>	<b>1,236,852</b>	<b>76,284</b>	<b>68,774</b>	<b>6.6%</b>	<b>5.9%</b>
<i>Maintenance and Repairs</i>							
Equipment	79,477	215,449	287,393	207,916	71,944	261.6%	33.4%
Supplies	12,900	13,545	12,000	(900)	(1,545)	-7.0%	-11.4%
Lighting	40,000	246,773	65,134	25,134	(181,639)	62.8%	-73.6%
Filters	1,600	1,680	75,600	74,000	73,920	4625.0%	4400.0%
Docks & Related	262,980	253,627	392,612	129,632	138,985	49.3%	54.8%
Grounds	10,240	200,689	130,594	120,354	(70,095)	1175.3%	-34.9%
Building (formerly Irrigation)	55,110	15,000	90,586	35,476	75,586	64.4%	503.9%
Vehicles/Boats	480	440	480	-	40	0.0%	9.1%
<b>D Subtotal - Maintenance and Repairs</b>	<b>462,787</b>	<b>947,203</b>	<b>1,054,399</b>	<b>591,612</b>	<b>107,196</b>	<b>127.8%</b>	<b>11.3%</b>
<b>E Total Expenses (B + C + D)</b>	<b>\$4,008,844</b>	<b>4,621,543</b>	<b>4,839,649</b>	<b>830,805</b>	<b>218,106</b>	<b>20.7%</b>	<b>4.7%</b>
Expense Ratio %	43.0%	47.3%	46.4%			3.4%	-0.9%
<b>Net Income (A - E)</b>	<b>5,315,286</b>	<b>5,149,432</b>	<b>5,592,394</b>	<b>277,108</b>	<b>442,962</b>	<b>5.2%</b>	<b>8.6%</b>
Net Profit Margin %	57.0%	52.7%	53.6%				