

In \$	FY 2020	FY 2021	FY 2022	\$ Variances - FY 2022 Proposed vs.		% Variances - FY 2022 Proposed vs.	
	Actuals	Approved	Proposed	FY20 Actuals	FY21 Approved	FY20 Actuals	FY21 Approved
Operating Revenues:							
Wet Slip Rentals	4,634,212	4,937,478	5,170,929	536,717	233,451	11.6%	4.7%
Guest Slips	144,527	143,561	153,996	9,469	10,435	6.6%	7.3%
Dry Storage	1,103,884	1,110,000	1,114,992	11,108	4,992	1.0%	0.4%
Laundry Machines	2,629	3,600	4,200	1,571	600	59.8%	16.7%
Vending Machines	5,767	7,200	6,504	737	(696)	12.8%	-9.7%
Live-a-Boards	97,110	113,596	110,004	12,894	(3,592)	13.3%	-3.2%
Storage Lockers	75,864	75,840	75,864	-	24	0.0%	0.0%
Electricity	110,188	102,000	120,000	9,812	18,000	8.9%	17.6%
Misc. Revenues:							
Misc. Income	5,117	7,500	8,000	2,883	500	56.3%	6.7%
Collection Income	26,648	24,000	20,000	(6,648)	(4,000)	-24.9%	-16.7%
Interest Income	-	-	-	-	-	n/a	n/a
A Total Revenues	6,205,946	6,524,775	6,784,489	578,543	259,714	9.3%	4.0%
Operating Expenses:							
General & Administration							
Payroll	654,984	744,157	766,482	111,498	22,325	17.0%	3.0%
Management Fee	248,238	261,274	269,412	21,174	8,138	8.5%	3.1%
Marketing	54,239	97,054	86,700	32,461	(10,354)	59.8%	-10.7%
Office Supplies	173,110	160,950	162,650	(10,460)	1,700	-6.0%	1.1%
Accounting Services	84,348	90,000	87,000	2,652	(3,000)	3.1%	-3.3%
Collection Services	2,911	3,500	3,500	589	-	20.2%	0.0%
Insurance	75,080	73,152	82,000	6,920	8,848	9.2%	12.1%
Permit/Lic. Fees	1,235	1,300	1,300	65	-	5.3%	0.0%
Sub- Contracting Services	586,656	540,900	585,300	(1,356)	44,400	-0.2%	8.2%
Taxes	8,844	8,400	9,000	156	600	1.8%	7.1%
Office Equipment & Repair	-	3,000	2,500	2,500	(500)	n/a	-16.7%
Telecommunications	17,565	25,000	25,000	7,435	-	42.3%	0.0%
B Subtotal - General & Administration	1,907,210	2,008,687	2,080,844	173,634	72,157	9.1%	3.6%
Operations							
Security	632,928	640,000	646,000	13,072	6,000	2.1%	0.9%
Gardening & Landscaping	111,584	115,000	125,000	13,416	10,000	12.0%	8.7%
Janitorial & Cusodial	124,330	127,000	135,000	10,670	8,000	8.6%	6.3%

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Refuse Collection	41,910	42,000	55,500	13,590	13,500	32.4%	32.1%
C Subtotal - Operations	910,752	924,000	961,500	50,748	37,500	5.6%	4.1%
Maintenance and Repairs							
Equipment	33,563	70,000	35,000	1,437	(35,000)	4.3%	-50.0%
Supplies	9,763	12,000	12,000	2,237	-	22.9%	0.0%
Lighting	212,708	125,000	130,000	(82,708)	5,000	-38.9%	4.0%
Filters	1,260	1,500	1,500	240	-	19.0%	0.0%
Docks & Related	175,064	165,000	236,700	61,636	71,700	35.2%	43.5%
Grounds	33,609	42,500	40,000	6,391	(2,500)	19.0%	-5.9%
Irrigation	-	3,500	500	500	(3,000)	n/a	-85.7%
Vehicles/Boats	225	1,500	2,750	2,525	1,250	1122.2%	83.3%
D Subtotal - Maintenance and Repairs	466,192	421,000	458,450	(7,742)	37,450	-1.7%	8.9%
E Total Expenses (B + C + D)	3,284,154	3,353,687	3,500,794	216,640	147,107	6.6%	4.4%
Expense Ratio %	52.9%	51.4%	51.6%			-1.3%	0.2%
Net Income (A - E)	2,921,792	3,171,088	3,283,695	361,903	112,607	12.4%	3.6%
Net Profit Margin %	47.1%	48.6%	48.4%				