

In \$	FY 2019	FY 2020	FY 2021	\$ Variances - FY 2021 Proposed vs.		% Variances - FY 2021 Proposed vs.		
	Actuals	Adj. Approved	Proposed	FY19 Actuals	FY20 Adj. App.	FY19 Actuals	FY20 Adj. App.	
Operating Revenues:								
Wet Slip Rentals	4,451,604	4,937,478	4,939,758	488,154	2,280	11.0%	0.0%	
Guest Slips	128,549	150,000	143,561	15,012	(6,439)	11.7%	-4.3%	
Dry Storage	1,094,220	1,082,400	1,110,000	15,780	27,600	1.4%	2.5%	
Laundry Machines	3,123	4,200	3,600	477	(600)	15.3%	-14.3%	
Vending Machines	5,579	7,200	7,200	1,621	-	29.1%	0.0%	
Live-a-Boards	101,118	114,000	113,596	12,478	(404)	12.3%	-0.4%	
Storage Lockers	68,332	66,000	75,840	7,508	9,840	11.0%	14.9%	
Electricity	98,358	98,400	102,000	3,642	3,600	3.7%	3.7%	
Misc. Revenues:								
Misc. Income	7,316	6,600	7,500	184	900	2.5%	13.6%	
Collection Income	24,825	25,800	24,000	(825)	(1,800)	-3.3%	-7.0%	
Interest Income	-	4,500	-	-	(4,500)	n/a	-100.0%	
A Total Revenues	5,983,024	6,496,578	6,527,055	544,031	30,477	9.1%	0.5%	
Operating Expenses:								
General & Administration								
Payroll	633,940	765,637	744,157	110,217	(21,480)	17.4%	-2.8%	
Management Fee	239,039	259,863	261,274	22,235	1,411	9.3%	0.5%	
Marketing	100,150	84,000	97,054	(3,096)	13,054	-3.1%	15.5%	
Office Supplies	218,189	140,000	160,950	(57,239)	20,950	-26.2%	15.0%	
Accounting Services	84,348	90,000	90,000	5,652	-	6.7%	0.0%	
Collection Services	6,756	8,400	3,500	(3,256)	(4,900)	-48.2%	-58.3%	
Insurance	70,884	68,400	73,152	2,268	4,752	3.2%	6.9%	
Permit/License Fees	1,735	1,300	1,300	(435)	-	-25.1%	0.0%	
Sub-Contracting Services	570,343	577,850	540,900	(29,443)	(36,950)	-5.2%	-6.4%	
Taxes	8,335	7,500	8,400	65	900	0.8%	12.0%	
Office Equipment & Repair	3,343	3,000	3,000	(343)	-	-10.3%	0.0%	
Telecommunications	29,844	34,400	25,000	(4,844)	(9,400)	-16.2%	-27.3%	
B Subtotal - General & Administration	1,966,906	2,040,350	2,008,687	41,781	(31,663)	2.1%	-1.6%	
Operations								
Security	569,737	690,000	640,000	70,263	(50,000)	12.3%	-7.2%	
Gardening	140,255	170,000	115,000	(25,255)	(55,000)	-18.0%	-32.4%	
Janitorial	5,104	125,000	127,000	121,896	2,000	2388.2%	1.6%	
Refuse Collection	39,553	48,000	42,000	2,447	(6,000)	6.2%	-12.5%	
C Subtotal - Operations	754,649	1,033,000	924,000	169,351	(109,000)	22.4%	-10.6%	
Maintenance and Repairs								
Equipment	72,811	63,120	70,000	(2,811)	6,880	-3.9%	10.9%	
Supplies	1,005	12,000	12,000	10,995	-	1094.0%	0.0%	
Lighting	5,532	284,000	125,000	119,468	(159,000)	2159.6%	-56.0%	
Filters	1,470	1,500	1,500	30	-	2.0%	0.0%	
Docks & Related	158,750	235,000	165,000	6,250	(70,000)	3.9%	-29.8%	
Grounds	19,165	42,000	42,500	23,335	500	121.8%	1.2%	
Irrigation	2,914	4,800	3,500	586	(1,300)	20.1%	-27.1%	
Vehicles/Boats	580	5,500	1,500	920	(4,000)	158.6%	-72.7%	
D Subtotal - Maintenance and Repairs	262,227	647,920	421,000	158,773	(226,920)	60.5%	-35.0%	
E Total Expenses (B + C + D)	2,983,782	3,721,270	3,353,687	369,905	(367,583)	12.4%	-9.9%	
<i>Expense Ratio %</i>	<i>49.9%</i>	<i>57.3%</i>	<i>51.4%</i>			<i>1.5%</i>	<i>-5.9%</i>	
Net Income (A - E)	2,999,242	2,775,308	3,173,368	174,126	398,060	5.8%	14.3%	
<i>Net Profit Margin %</i>	<i>50.1%</i>	<i>42.7%</i>	<i>48.6%</i>					