

In \$	FY 2021	FY 2022	FY 2023	\$ Variances - FY 2022 Proposed vs.		% Variances - FY 2022 Proposed vs.	
	Actuals	Approved	Proposed	FY21 Actuals	FY22 Approved	FY21 Actuals	FY22 Approved
<b>Operating Revenues:</b>							
Wet Slip Rentals	5,221,118	5,170,929	6,235,000	1,013,882	1,064,071	19.4%	20.6%
Guest Slips	147,936	153,996	175,200	27,264	21,204	18.4%	13.8%
Dry Storage	1,094,775	1,114,992	1,214,010	119,235	99,018	10.9%	8.9%
Laundry Machines	2,245	4,200	4,380	2,135	180	95.1%	4.3%
Vending Machines	5,902	6,504	6,780	878	276	14.9%	4.2%
Live-a-Boards	94,060	110,004	114,111	20,051	4,107	21.3%	3.7%
Storage Lockers	64,708	75,864	81,466	16,758	5,602	25.9%	7.4%
Electricity	128,430	120,000	130,020	1,590	10,020	1.2%	8.4%
<b>Misc. Revenues:</b>							
Misc. Income	16,285	8,000	10,020	(6,265)	2,020	-38.5%	25.3%
Collection Income	27,085	20,000	25,200	(1,885)	5,200	-7.0%	26.0%
Interest Income	-	-	-	-	-	n/a	n/a
<b>A Total Revenues</b>	<b>6,802,544</b>	<b>6,784,489</b>	<b>7,996,187</b>	<b>1,193,643</b>	<b>1,211,698</b>	<b>17.5%</b>	<b>17.9%</b>
<b>Operating Expenses:</b>							
<b>General &amp; Administration</b>							
Payroll	699,946	766,482	811,317	111,371	44,835	15.9%	5.8%
Management Fee	272,102	269,412	319,847	47,745	50,435	17.5%	18.7%
Marketing	32,475	86,700	54,500	22,025	(32,200)	67.8%	-37.1%
Office Supplies	176,094	162,650	120,188	(55,906)	(42,462)	-31.7%	-26.1%
Accounting Services	90,000	87,000	92,700	2,700	5,700	3.0%	6.6%
Collection Services	7,060	3,500	4,020	(3,040)	520	-43.1%	14.9%
Insurance	90,162	82,000	105,550	15,388	23,550	17.1%	28.7%
Permit/Lic. Fees	1,234	1,300	1,500	266	200	21.6%	15.4%
Sub- Contracting Services	637,845	585,300	571,518	(66,327)	(13,782)	-10.4%	-2.4%
Taxes	9,140	9,000	9,600	460	600	5.0%	6.7%
Office Equipment & Repair	6,894	2,500	3,000	(3,894)	500	-56.5%	20.0%
Telecommunications	26,688	25,000	28,020	1,332	3,020	5.0%	12.1%
<b>B Subtotal - General &amp; Administration</b>	<b>2,049,640</b>	<b>2,080,844</b>	<b>2,121,760</b>	<b>72,120</b>	<b>40,916</b>	<b>3.5%</b>	<b>2.0%</b>
<b>Operations</b>							
Security	561,760	646,000	636,000	74,240	(10,000)	13.2%	-1.5%
Gardening & Landscaping	126,200	125,000	130,800	4,600	5,800	3.6%	4.6%
Janitorial & Cusodial	-	135,000	130,020	130,020	(4,980)	n/a	-3.7%
Refuse Collection	60,995	55,500	70,800	9,805	15,300	16.1%	27.6%
<b>C Subtotal - Operations</b>	<b>748,955</b>	<b>961,500</b>	<b>967,620</b>	<b>218,665</b>	<b>6,120</b>	<b>29.2%</b>	<b>0.6%</b>
<b>Maintenance and Repairs</b>							
Equipment	32,124	35,000	35,040	2,916	40	9.1%	0.1%
Supplies	11,991	12,000	12,600	609	600	5.1%	5.0%
Lighting	93,570	130,000	132,000	38,430	2,000	41.1%	1.5%
Filters	-	1,500	-	-	(1,500)	n/a	-100.0%
Docks & Related	93,818	236,700	212,940	119,122	(23,760)	127.0%	-10.0%
Grounds	35,974	40,000	40,000	4,026	-	11.2%	0.0%
Irrigation	-	500	500	500	-	n/a	0.0%
Vehicles/Boats	105	2,750	1,200	1,095	(1,550)	1042.9%	-56.4%
<b>D Subtotal - Maintenance and Repairs</b>	<b>267,582</b>	<b>458,450</b>	<b>434,280</b>	<b>166,698</b>	<b>(24,170)</b>	<b>62.3%</b>	<b>-5.3%</b>
<b>E Total Expenses (B + C + D)</b>	<b>3,066,177</b>	<b>3,500,794</b>	<b>3,523,660</b>	<b>457,483</b>	<b>22,866</b>	<b>14.9%</b>	<b>0.7%</b>
<i>Expense Ratio %</i>	<i>45.1%</i>	<i>51.6%</i>	<i>44.1%</i>			<i>-1.0%</i>	<i>-7.5%</i>
<b>Net Income (A - E)</b>	<b>3,736,367</b>	<b>3,283,695</b>	<b>4,472,527</b>	<b>736,160</b>	<b>1,188,832</b>	<b>19.7%</b>	<b>36.2%</b>
<i>Net Profit Margin %</i>	<i>54.9%</i>	<i>48.4%</i>	<i>55.9%</i>				