

CABRILLO WAY MARINA THREE-YEAR REVENUE & EXPENSE BUDGET

| | 7/16-6/17 | 7/17-6/18 | 7/18-6/19 | 3 Year Total |
|------------------------------|--------------------|---------------------|--------------------|---------------------|
| | Actuals | BHC Approved | Proposed | Projected |
| REVENUE | | | | |
| Operating Revenue | | | | |
| Wet Slip | \$3,339,365 | \$3,532,105 | \$4,338,249 | \$11,209,719 |
| Guest Slips | \$133,708 | \$145,607 | \$159,500 | \$438,815 |
| Dry Storage | \$920,072 | \$1,020,106 | \$1,020,106 | \$2,960,284 |
| Laundry Machines | \$4,500 | \$4,675 | \$4,850 | \$14,025 |
| Vending Machines (Ice) | \$5,117 | \$6,176 | \$5,250 | \$16,543 |
| Liveaboards | \$96,806 | \$118,514 | \$118,514 | \$333,834 |
| Storage Lockers | \$46,760 | \$29,580 | \$59,400 | \$135,740 |
| Electricity | \$75,934 | \$90,248 | \$90,250 | \$256,432 |
| Interest Income | \$4,025 | \$4,226 | \$4,450 | \$12,701 |
| Sub Total | \$4,626,287 | \$4,951,237 | \$5,800,569 | \$15,378,093 |
| Miscellaneous Revenue | | | | |
| Tenant Refunds | \$0 | \$0 | \$0 | |
| Miscellaneous Revenue | \$14,016 | \$1,845 | \$1,987 | \$17,848 |
| Collection Income | \$26,977 | \$8,946 | \$9,395 | \$45,318 |
| Sub Total | \$40,993 | \$10,791 | \$11,382 | \$63,166 |

| | 7/16-6/17 | 7/17-6/18 | 7/18-6/19 | |
|---------------------------------|--------------------|---------------------|--------------------|--------------------|
| | Actuals | BHC Approved | Proposed | |
| EXPENSES | | | | |
| Operating Expenses | | | | |
| General Administration | | | | |
| Management Fee | \$186,300 | \$198,401 | \$232,478 | \$617,179 |
| Marina Staff | \$720,027 | \$402,703 | \$580,545 | \$1,703,275 |
| Marketing, Events Promo | \$98,032 | \$83,816 | \$97,650 | \$279,498 |
| Accounting Services | \$72,282 | \$69,360 | \$75,206 | \$216,848 |
| Insurance | \$54,358 | \$53,393 | \$65,065 | \$172,816 |
| Permits/Licensing Fees | \$1,379 | \$4,384 | \$4,520 | \$10,283 |
| Collection Services | \$7,307 | \$3,610 | \$4,320 | \$15,237 |
| Sub-Contracting Services | \$462,084 | \$530,658 | \$571,610 | \$1,564,352 |
| Tax | \$6,331 | \$4,980 | \$2,250 | \$13,561 |
| Office Equip/Repairs | \$9,483 | \$2,092 | \$2,150 | \$13,725 |
| Office Supplies | \$62,986 | \$77,419 | \$81,290 | \$221,695 |
| Telecomunicatons | \$15,936 | \$16,341 | \$18,976 | \$51,253 |
| Sub Total | \$1,696,505 | \$1,447,157 | \$1,736,060 | \$4,879,722 |
| Operations | | | | |
| Security | \$535,394 | \$550,948 | \$683,344 | \$1,769,686 |
| Gardening/Landscaping | \$121,521 | \$94,553 | \$168,280 | \$384,354 |
| Refuse Disposal | \$25,617 | \$38,004 | \$39,860 | \$103,481 |
| Start-Up Costs | \$74,400 | \$0 | \$0 | \$74,400 |
| Janitorial/Custodial | \$27,868 | \$30,310 | \$31,219 | \$89,397 |
| Maintenance & Repair | | | | |

TRANSMITTAL 1

| | | | | |
|-------------------------------|--------------------|--------------------|--------------------|--------------------|
| Equipment | \$111,145 | \$205,000 | \$114,050 | \$430,195 |
| Supplies | \$2,767 | \$15,330 | \$19,100 | \$37,197 |
| Lighting | \$42,948 | \$148,012 | \$55,800 | \$246,760 |
| Docks & Related | \$172,926 | \$154,175 | \$150,155 | \$477,256 |
| Filters | \$1,470 | \$1,545 | \$17,500 | \$20,515 |
| Grounds | \$132,546 | \$41,711 | \$50,450 | \$224,707 |
| Irrigation | \$1,559 | \$4,800 | \$4,800 | \$11,159 |
| Vehicles/Boats | \$16,819 | \$6,011 | \$8,250 | \$31,080 |
| Sub Total | \$1,266,980 | \$1,290,399 | \$1,342,808 | \$3,900,187 |
| Total Expenses | \$2,963,485 | \$2,737,556 | \$3,078,868 | \$8,779,909 |
| Total Revenue | \$4,667,280 | \$4,962,028 | \$5,811,951 | \$15,441,259 |
| Total Operating Income | \$1,703,795 | \$2,224,472 | \$2,733,083 | \$6,661,350 |