

Cabrillo Way Marina	FY 2024	FY 2025	FY 2026	Δ Variance from Approved FY2025		Δ Variance from 2024 Actual	
	Actual	Approved	Proposed	Amount	% Δ	Amount	% Δ
REVENUE							
Operating Revenue							
Wet Slip	\$7,233,202	\$7,331,443	\$7,819,208	\$487,765.00	6.65%	\$586,006.00	8.10%
Guest Slip	\$59,365	\$107,500	\$107,990	\$490.00	0.46%	\$48,625.00	81.91%
Dry Storage	\$1,266,203	\$1,317,184	\$1,378,114	\$60,930.00	4.63%	\$111,911.00	8.84%
Laundry Machines	\$2,268	\$2,040	\$2,040	\$0.00	0.00%	-\$228.00	-10.05%
Vending Machines	\$5,881	\$6,300	\$6,300	\$0.00	0.00%	\$419.00	7.12%
Live-a-Boards	\$149,349	\$149,570	\$160,501	\$10,931.00	7.31%	\$11,152.00	7.47%
Storage Lockers	\$102,089	\$105,780	\$111,173	\$5,393.00	5.10%	\$9,084.00	8.90%
Electricity	\$137,914	\$146,629	\$156,384	\$9,755.00	6.65%	\$18,470.00	13.39%
TOTAL	\$8,956,271	\$9,166,446	\$9,741,710	\$575,264.00	6.28%	\$785,439.00	8.77%
Miscellaneous Revenue							
Miscellaneous Income	\$4,134	\$6,684	\$6,684	\$0.00	0.00%	\$2,550.00	61.68%
Collection Income	\$24,563	\$23,544	\$22,581	-\$963.00	-4.09%	-\$1,982.00	-8.07%
TOTAL - Miscellaneous	\$28,697	\$30,228	\$29,265	-\$963.00	-3.19%	\$568.00	1.98%
TOTAL REVENUE	\$8,984,968	\$9,196,674	\$9,770,975	\$574,301.00	6.24%	\$786,007.00	8.75%
OPERATING EXPENSES							
General & Administrative							
Payroll	\$803,715	\$919,628	\$945,032	\$25,403.67	2.76%	\$141,316.67	17.58%
Management Fee	\$359,399	\$367,867	\$390,839	\$22,972.04	6.24%	\$31,440.04	8.75%
Marketing	\$44,740	\$64,060	\$53,054	-\$11,006.20	-17.18%	\$8,313.80	18.58%
Office Supplies	\$165,565	\$111,540	\$116,674	\$5,134.00	4.60%	-\$48,891.00	-29.53%
Accounting Services	\$92,700	\$92,700	\$92,700	\$0.00	0.00%	\$0.00	0.00%
Collection Services	\$2,774	\$5,651	\$5,651	\$0.00	0.00%	\$2,877.00	103.71%
Insurance	\$115,906	\$121,396	\$129,216	\$7,819.92	6.44%	\$13,309.92	11.48%
Permit/Lic. Fees	\$1,990	\$1,400	\$1,400	\$0.00	0.00%	-\$590.00	-29.65%
Sub- Contracting Services	\$548,131	\$654,580	\$678,766	\$24,186.00	3.69%	\$130,635.00	23.83%
Taxes	\$12,494	\$11,616	\$12,197	\$581.00	5.00%	-\$297.00	-2.38%
Office Equipment & Repair	\$1,616	\$13,968	\$14,666	\$698.00	5.00%	\$13,050.00	807.55%
Telecommunications	\$80,358	\$40,632	\$66,067	\$25,435.00	62.60%	-\$14,291.00	-17.78%
TOTAL - General & Administrative	\$2,229,388	\$2,405,038	\$2,506,261	\$101,223.42	4.21%	\$276,873.42	12.42%
Operational							
				\$0.00		\$0.00	
Security	\$702,431	\$778,392	\$801,744	\$23,352.00	3.00%	\$99,313.00	14.14%
Gardening & Landscaping	\$137,714	\$142,860	\$116,220	-\$26,640.00	-18.65%	-\$21,494.00	-15.61%
Janitorial & Cusodial	\$140,109	\$159,828	\$164,623	\$4,795.00	3.00%	\$24,514.00	17.50%
Refuse Collection	\$79,586	\$79,488	\$85,491	\$6,003.00	7.55%	\$5,905.00	7.42%
TOTAL - Operational	\$1,059,840	\$1,160,568	\$1,168,078	\$7,510.00	0.65%	\$108,238.00	10.21%
Repairs & Maintence							
Equipment	\$14,813	\$79,477	\$215,449.00	\$135,972.00	171.08%	\$200,636.00	1354.46%
Supplies	\$33,163	\$12,900	\$13,545.00	\$645.00	5.00%	-\$19,618.00	-59.16%
Lighting	\$48,193	\$40,000	\$246,773.00	\$206,773.00	516.93%	\$198,580.00	412.05%
Filters	\$0.00	\$1,600	\$1,680.00	\$80.00	5.00%	\$1,680.00	0
Docks & Related	\$158,355	\$262,980	\$253,627.00	-\$9,353.00	-3.56%	\$95,272.00	60.16%
Grounds	\$6,600	\$73,090	\$200,689.00	\$127,599.00	174.58%	\$194,089.00	2940.74%
Building	\$172,293.00	\$0.00	\$15,000.00	\$15,000.00	0.00%	-\$157,293.00	-91.29%
Vehicles/Boats	\$21,321	\$480	\$440.00	-\$40.00	-8.33%	-\$20,881.00	-97.94%
TOTAL - Repairs &	\$454,738	\$470,527	\$947,203	\$476,676.00	101.31%	\$492,465.00	108.30%
TOTAL EXPENSES	\$3,743,966	\$4,036,133	\$4,621,542	\$585,409.42	14.50%	\$877,576.42	23.44%
TOTAL REVENUE	\$8,984,968	\$9,196,674	\$9,770,975	\$574,301.00	6.24%	\$786,007.00	8.75%
TOTAL NET REVENUE	\$5,241,002	\$5,160,541	\$5,149,433	-\$11,108.42	-0.22%	-\$91,569.42	-1.75%
Net Revenue as a % of total Revenue	58.33%	56.11%	52.70%				