

In \$	FY 2022	FY 2023	FY 2024	\$ Variances - FY 2024 Proposed vs.		% Variances - FY 2024 Proposed vs.	
	Actuals	Approved	Proposed	FY22 Actuals	FY23 Approved	FY22 Actuals	FY23 Approved
Operating Revenues:							
Wet Slip Rentals	6,217,957	6,235,000	6,542,408	324,451	307,408	5.2%	4.9%
Guest Slips	211,530	175,200	242,500	30,970	67,300	14.6%	38.4%
Dry Storage	1,163,181	1,214,010	1,311,932	148,751	97,922	12.8%	8.1%
Laundry Machines	1,912	4,380	1,980	68	(2,400)	3.6%	-54.8%
Vending Machines	5,915	6,780	8,160	2,245	1,380	38.0%	20.4%
Live-a-Boards	85,917	114,111	118,450	32,533	4,339	37.9%	3.8%
Storage Lockers	66,825	81,466	74,100	7,275	(7,366)	10.9%	-9.0%
Electricity	136,967	130,020	130,848	(6,119)	828	-4.5%	0.6%
Misc. Revenues:							
Misc. Income	76,509	10,020	3,000	(73,509)	(7,020)	-96.1%	-70.1%
Collection Income	27,735	25,200	25,920	(1,815)	720	-6.5%	2.9%
Interest Income	-	-	-	-	-	n/a	n/a
A Total Revenues	7,994,448	7,996,187	8,459,298	464,850	463,111	5.8%	5.8%
Operating Expenses:							
General & Administration							
Payroll	\$763,705	811,317	855,777	92,072	44,460	12.1%	5.5%
Management Fee	319,778	319,847	338,372	18,594	18,525	5.8%	5.8%
Marketing	42,782	54,500	64,450	21,668	9,950	50.6%	18.3%
Office Supplies	183,519	120,188	56,992	(126,527)	(63,196)	-68.9%	-52.6%
Accounting Services	90,000	92,700	92,700	2,700	-	3.0%	0.0%
Collection Services	6,683	4,020	6,221	(462)	2,201	-6.9%	54.8%
Insurance	106,690	105,550	111,663	4,973	6,113	4.7%	5.8%
Permit/Lic. Fees	3,511	1,500	1,500	(2,011)	-	-57.3%	0.0%
Sub- Contracting Services	530,353	571,518	600,665	70,312	29,147	13.3%	5.1%
Taxes	10,499	9,600	10,500	1	900	0.0%	9.4%
Office Equipment & Repair	6,215	3,000	6,216	1	3,216	0.0%	107.2%
Telecommunications	25,908	28,021	126,900	100,992	98,879	389.8%	352.9%
B Subtotal - General & Administration	2,089,643	2,121,761	2,271,956	182,313	150,195	8.7%	7.1%
Operations							
Security	642,041	636,000	743,448	101,407	107,448	15.8%	16.9%
Gardening & Landscaping	115,472	130,800	121,560	6,088	(9,240)	5.3%	-7.1%
Janitorial & Custodial	131,105	130,020	147,780	16,675	17,760	12.7%	13.7%
Refuse Collection	70,290	70,800	77,556	7,266	6,756	10.3%	9.5%
C Subtotal - Operations	958,908	967,620	1,090,344	131,436	122,724	13.7%	12.7%
Maintenance and Repairs							
Equipment	87,761	35,040	91,540	3,779	56,500	4.3%	161.2%
Supplies	11,585	12,600	14,400	2,815	1,800	24.3%	14.3%
Lighting	11,181	132,000	14,000	2,819	(118,000)	25.2%	-89.4%
Filters	1,470	-	-	(1,470)	-	-100.0%	n/a
Docks & Related	270,365	212,940	388,334	117,969	175,394	43.6%	82.4%
Grounds	9,784	40,000	9,900	116	(30,100)	1.2%	-75.3%
Irrigation	-	500	-	-	(500)	n/a	-100.0%
Vehicles/Boats	1,050	1,200	1,200	150	-	14.3%	0.0%
D Subtotal - Maintenance and Repairs	393,196	434,280	519,374	126,178	85,094	32.1%	19.6%
E Total Expenses (B + C + D)	3,441,747	3,523,661	3,881,674	439,927	358,013	12.8%	10.2%
Expense Ratio %	43.1%	44.1%	45.9%			2.8%	1.8%
Net Income (A - E)	4,552,701	4,472,526	4,577,624	24,923	105,098	0.5%	2.3%
Net Profit Margin %	56.9%	55.9%	54.1%				