

NOYO HARBOR DISTRICT - MARINA
SUMMARY STATEMENT OF PRO FORMA OPERATIONS
12 Month Fiscal Projections - Year #2

DEPT. #	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	TOTAL	2016 / 2017 Actual \$	2017 / 2018 Budget \$
Marina Revenues															
Slip Rental Fees - Long-Term	01	48,947	48,947	48,947	48,947	48,947	36,803	36,299	36,299	36,299	43,060	52,452	\$ 534,894	493,435	507,000
Slip Rental Fees - Transient	02	0	150	150	150	150	100	50	50	50	100	100	\$ 1,200	12,014	15,000
Live-Aboard Fees	03	600	900	1,200	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	\$ 16,200	-	-
Utility Reimbursement	04	875	1,000	1,125	1,250	1,375	1,625	1,625	1,625	1,625	1,625	1,625	\$ 17,000	-	-
Laundry Revenue	05	180	180	120	120	120	90	90	120	120	180	180	\$ 1,590	-	-
Miscellaneous Labor & Services	06	375	375	375	375	300	225	225	225	225	300	375	\$ 3,675	1,460	1,700
Annual Contract / Payment Discount	01	(1,468)	(1,468)	(1,468)	(1,468)	(1,468)	(1,104)	(1,089)	(1,089)	(1,089)	(1,292)	(1,574)	\$ (16,047)	-	-
Total Revenue		\$ 49,509	\$ 50,084	\$ 50,449	\$ 50,874	\$ 50,924	\$ 39,239	\$ 38,700	\$ 38,730	\$ 38,730	\$ 45,473	\$ 54,658	\$ 558,512	506,909	523,700
Other District Revenues															
Fuel Dock Revenue	07	0	0	0	0	0	0	0	0	0	9,700	23,200	\$ 32,900	-	-
Fuel Dock Cost of Fuel Sold (75%)	07	0	0	0	0	0	0	0	0	0	(7,275)	(17,400)	\$ (24,675)	-	-
Parking & Launch Revenue	08	1,500	1,500	1,200	1,000	800	500	500	800	1,000	1,200	1,500	\$ 12,000	10,801	12,000
Ground Rents / Leases - Concession Fees	09	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	\$ 32,400	28,800	32,000
Encroachment & Other Revenue	10	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	\$ 18,000	18,400	18,500
Interest income	11	200	200	200	200	200	200	200	200	200	200	200	\$ 2,400	2,438	2,500
Mendocino County Taxes	12	23,000	0	0	23,000	0	23,000	0	0	23,000	0	0	\$ 92,000	94,682	92,000
Total Revenue		\$ 28,900	\$ 5,900	\$ 5,600	\$ 28,400	\$ 5,200	\$ 4,900	\$ 27,900	\$ 4,900	\$ 5,200	\$ 8,025	\$ 11,700	\$ 165,025	155,121	157,000
Total Revenues		\$ 78,409	\$ 55,984	\$ 56,049	\$ 79,274	\$ 56,124	\$ 67,139	\$ 43,600	\$ 43,930	\$ 67,130	\$ 53,498	\$ 66,358	\$ 723,537	\$ 662,030	\$ 680,700
Payroll & Taxes															
Office / Leasing / Administration	01	8,150	8,188	8,150	8,188	8,178	8,216	8,036	8,216	8,216	8,216	8,178	\$ 98,110	148,869	168,000
Docks / Maintenance	01	7,890	7,960	7,890	7,960	7,290	7,360	7,080	7,360	7,960	9,400	9,330	\$ 94,770	-	-
Other Labor	06	0	0	0	0	0	0	0	0	0	0	0	\$ -	-	-
Payroll taxes	30	1,764	1,776	1,764	1,776	1,701	1,713	1,663	1,713	1,779	1,938	1,926	\$ 21,217	17,289	19,000
Workers' compensation	30	2,406	2,422	2,406	2,422	2,320	2,336	2,267	2,336	2,426	2,642	2,626	\$ 28,932	8,867	7,690
Benefits & Administration	30	4,010	4,037	4,010	4,037	3,867	3,894	3,779	3,894	4,044	4,404	4,377	\$ 48,220	45,614	50,000
Total Payroll		\$ 24,220	\$ 24,383	\$ 24,220	\$ 24,383	\$ 23,357	\$ 23,520	\$ 22,825	\$ 23,520	\$ 24,426	\$ 26,600	\$ 26,437	\$ 291,249	220,639	244,690

MARINA BUSINESS ASSOCIATES
James "J" Mills, Consultant

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Operations Expenses																
Marketing / Advertising	200	0	0	0	500	0	500	0	500	0	500	0	\$ 2,000	311	1,500	
Postage & Freight	200	25	25	50	25	25	25	25	50	25	25	50	\$ 400	-	-	
Dock Maintenance & Repair	200	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	\$ 30,000	38,314	95,000	
Landscape Maintenance	200	300	300	300	300	100	100	300	300	300	300	300	\$ 3,000	-	-	
Equipment	200	500	500	500	500	500	500	500	500	500	500	500	\$ 6,000	26,576	11,000	
Small Tools & Supplies	200	500	500	500	500	500	500	500	500	500	500	500	\$ 6,000	7,995	7,750	
Office Supplies	200	500	500	500	500	500	500	500	500	500	500	500	\$ 6,000	12,912	6,000	
Uniforms / Employee Supplies	200	0	0	300	0	0	300	0	0	0	300	0	\$ 900	-	-	
Data Processing	200	200	200	200	200	200	200	200	200	200	200	200	\$ 2,400	-	1,000	
Permits, Licenses, Fees	200	500	0	500	0	500	0	500	0	500	0	500	\$ 3,000	3,548	3,600	
Auto / Cart Expense	200	100	100	100	100	100	100	100	100	100	100	100	\$ 1,200	-	-	
Boat Expense	200	100	100	100	100	100	100	100	100	100	100	100	\$ 1,200	-	-	
Electric Utility Expense	200	6,000	6,000	6,500	7,000	7,500	8,000	7,500	7,000	7,000	6,500	6,000	\$ 83,000	82,815	85,000	
Water Utility Expense	200	500	500	500	500	500	500	500	500	500	500	500	\$ 6,000	-	-	
Telephone & Radios	200	300	300	300	300	300	300	300	300	300	300	300	\$ 3,600	3,153	2,600	
Gas Utility Expense	200	100	100	100	100	100	100	100	100	100	100	100	\$ 1,200	-	-	
Garbage Expense	200	0	0	0	0	0	0	0	0	0	0	0	\$ -	-	-	
Debris Disposal Expense	200	500	500	500	500	500	500	500	500	500	500	500	\$ 6,000	-	-	
Lease / Rent Expense	200	0	0	0	0	0	0	0	0	0	0	0	\$ -	-	-	
Training & Education	200	500	500	500	500	500	500	500	500	500	100	100	\$ 5,200	3,269	5,000	
Insurance	200	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	\$ 72,000	76,283	80,000	
Credit Card / Bank Costa	200	300	300	300	300	300	300	300	300	300	300	300	\$ 3,600	1,416	1,750	
Legal / Professional Fees	200	1,000	1,000	1,000	1,000	3,000	3,000	3,000	3,000	1,000	1,000	1,000	\$ 22,000	24,799	31,000	
Security	200	500	500	500	500	500	500	500	500	500	500	500	\$ 6,000	-	5,000	
Miscellaneous	200	500	500	500	500	500	500	500	500	500	500	500	\$ 6,000	26,697	48,000	
Total Operating Expenses		\$ 21,425	\$ 20,925	\$ 22,250	\$ 21,925	\$ 25,225	\$ 24,750	\$ 26,025	\$ 24,425	\$ 24,950	\$ 21,925	\$ 22,325	\$ 20,550	\$ 276,700	308,088	384,200
Net Income (Loss)		\$ 32,763	\$ 10,675	\$ 9,578	\$ 32,965	\$ 7,542	\$ 7,937	\$ 17,594	\$ (3,650)	\$ (4,540)	\$ 20,779	\$ 4,573	\$ 19,371	\$ 155,588	\$ 133,303	\$ 51,810

Notes:
Year #2 Pro Forma Projections assume completion of new marina and amenities construction of Docks A, B, F, G, & H and New Fuel Dock by end of Year #2, including demolition and dredging of basin area, and implementation of industry best management practices