

NOYO HARBOR DISTRICT - MARINA
SUMMARY STATEMENT OF PRO FORMA OPERATIONS
12 Month Fiscal Projections - Year #3

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	52,452	52,452	52,452	52,452	52,452	52,452	40,812	40,812	40,812	48,805	59,115	\$ 597,520	493,435	507,000
Slip Rental Fees - Transient	02	150	225	225	225	225	150	75	75	75	150	150	\$ 1,950	12,014	15,000
Live-Aboard Fees	03	1,800	2,100	2,400	2,700	3,000	3,600	3,900	4,200	4,500	4,500	4,500	\$ 40,500	-	-
Utility Reimbursement	04	1,750	1,875	2,000	2,125	2,250	2,500	2,500	2,500	2,500	2,500	2,500	\$ 27,375	-	-
Laundry Revenue	05	300	300	240	240	240	180	180	210	240	300	300	\$ 2,910	-	-
Miscellaneous Labor & Services	06	600	600	600	600	600	450	450	450	450	600	600	\$ 6,600	1,460	1,700
Annual Contract / Payment Discount	01	(1,574)	(1,574)	(1,574)	(1,574)	(1,574)	(1,574)	(1,224)	(1,224)	(1,224)	(1,464)	(1,773)	\$ (17,926)	-	-
Total Revenue		\$ 55,478	\$ 55,978	\$ 56,343	\$ 56,768	\$ 57,193	\$ 57,558	\$ 46,693	\$ 47,023	\$ 47,353	\$ 55,391	\$ 65,392	\$ 658,929	506,909	523,700
Other District Revenues															
Fuel Dock Revenue	07	34,800	46,400	59,900	65,800	56,100	56,100	51,900	51,900	63,700	73,400	83,100	\$ 697,100	-	-
Fuel Dock Cost of Fuel Sold (75%)	07	(26,100)	(34,800)	(44,925)	(49,350)	(42,075)	(40,500)	(38,925)	(38,925)	(47,775)	(55,050)	(62,325)	\$ (522,825)	-	-
Parking & Launch Revenue	08	1,600	1,600	1,300	1,100	900	500	500	800	1,100	1,300	1,600	\$ 12,800	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		\$ 37,700	\$ 17,600	\$ 20,675	\$ 44,950	\$ 19,325	\$ 18,925	\$ 17,875	\$ 18,175	\$ 44,425	\$ 24,050	\$ 26,775	\$ 331,875	155,121	157,000
Total Revenues		\$ 93,178	\$ 73,578	\$ 77,018	\$ 101,718	\$ 76,518	\$ 76,483	\$ 64,568	\$ 65,198	\$ 91,778	\$ 79,441	\$ 92,167	\$ 990,804	\$ 662,030	\$ 680,700
Payroll & Taxes															
Office / Leasing / Administration	01	9,016	9,056	9,016	9,056	9,048	9,048	8,896	9,088	9,088	9,088	9,048	\$ 108,536	148,869	168,000
Docks / Maintenance	01	11,310	11,440	11,310	9,328	9,222	9,328	8,904	9,328	11,440	11,440	11,310	\$ 123,582	-	-
Other Labor	06	0	0	0	0	0	0	0	0	0	0	0	\$ -	-	-
Payroll taxes	30	2,236	2,255	2,236	2,022	2,010	2,026	1,958	2,026	2,258	2,258	2,239	\$ 25,533	17,289	19,000
Workers' compensation	30	3,049	3,074	3,049	2,758	2,741	2,762	2,670	2,762	3,079	3,079	3,054	\$ 34,818	8,867	7,690
Benefits & Administration	30	5,082	5,124	5,082	4,596	4,568	4,604	4,450	4,604	5,132	5,132	5,090	\$ 58,030	45,614	50,000
Total Payroll		\$ 30,692	\$ 30,949	\$ 30,692	\$ 27,760	\$ 27,588	\$ 27,808	\$ 26,878	\$ 27,808	\$ 30,997	\$ 30,997	\$ 30,741	\$ 350,498	220,639	244,690

MARINA BUSINESS ASSOCIATES
James "J" Mills, Consultant

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Operations Expenses																
Marketing / Advertising	200	0	0	500	0	500	0	500	0	500	0	500	0	\$ 2,500	311	1,500
Postage & Freight	200	50	25	50	25	25	50	25	25	50	25	50	50	\$ 450	-	-
Dock Maintenance & Repair	200	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	500	500	500	500	\$ 10,000	38,314	95,000
Landscape Maintenance	200	300	300	300	300	100	100	300	300	300	300	300	300	\$ 3,000	-	-
Equipment	200	300	300	300	300	300	300	300	300	300	300	300	300	\$ 3,600	26,576	11,000
Small Tools & Supplies	200	300	300	300	300	300	300	300	300	300	300	300	300	\$ 3,600	7,995	7,750
Office Supplies	200	300	300	300	300	300	300	300	300	300	300	300	300	\$ 3,600	12,912	6,000
Uniforms / Employee Supplies	200	0	0	300	0	0	300	0	0	0	300	0	0	\$ 900	-	-
Data Processing	200	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	0	\$ 3,000	3,548	3,600
Auto / Cart Expense	200	100	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	100	\$ 1,200	-	-
Electrc Utility Expense	200	6,000	6,000	6,500	7,000	7,500	8,000	8,000	7,500	7,000	6,500	6,000	6,000	\$ 83,000	82,815	85,000
Water Utility Expense	200	500	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	300	\$ 3,600	3,153	2,600
Gas Utility Expense	200	100	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	0	\$ -	-	-
Debris Disposal Expense	200	500	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	0	\$ -	-	-
Training & Education	200	500	500	500	500	500	500	500	500	500	100	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	6,000	\$ 72,000	76,283	80,000
Credit Card / Bank Costa	200	300	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	1,000	\$ 22,000	24,799	31,000
Security	200	500	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	500	\$ 6,000	26,697	48,000
Total Operating Expenses		\$ 19,350	\$ 18,825	\$ 20,650	\$ 19,825	\$ 23,125	\$ 22,650	\$ 23,925	\$ 22,325	\$ 22,350	\$ 19,325	\$ 19,750	\$ 17,950	\$ 250,050	308,088	384,200
Net Income (Loss)		\$ 43,136	\$ 23,804	\$ 25,676	\$ 54,134	\$ 25,806	\$ 26,246	\$ 47,425	\$ 15,365	\$ 15,039	\$ 41,455	\$ 28,694	\$ 43,476	\$ 390,256	\$ 133,303	\$ 51,810

Notes:

Year #3 Pro Forma Projections assume completion of new marina and amenities construction of Docks A, B, D, E, F, G, & H and New Fuel Dock, including demolition and dredging of basin area, by end of Year #3, and implementation of industry best management practices C Dock shall remain in place "as is" with rate increase to market rate slated for Year 4