

Marina Business Associates
James "J" Mills, Consultant

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NOYO HARBOR DISTRICT - MARINA
SUMMARY STATEMENT OF PRO FORMA OPERATIONS
12 Month Fiscal Projections - Year #4
Revised 1/3/18

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	63,722	63,322	62,712	62,102	61,654	61,296	60,686	60,328	60,628	61,596	62,564	63,322	\$ 743,932	493,435	507,000
Slip Rental Fees - Transient	02	0	300	500	600	600	400	300	100	300	400	500	0	\$ 4,000	12,014	15,000
Live-Aboard Fees	03	5,400	5,700	6,000	6,000	6,000	6,300	6,300	6,600	6,600	6,900	6,900	6,900	\$ 75,000	-	-
Utility Reimbursement	04	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	\$ 57,000	-	-
Laundry Revenue	05	360	360	330	330	300	300	270	240	300	330	360	360	\$ 3,750	-	-
Miscellaneous Labor & Services	06	750	750	675	675	600	600	525	600	675	750	825	825	\$ 8,175	1,460	1,700
Annual Contract / Payment Discount	01	(1,912)	(1,900)	(1,881)	(1,863)	(1,850)	(1,839)	(1,821)	(1,810)	(1,819)	(1,848)	(1,877)	(1,900)	\$ (22,318)	-	-
Total Revenue		\$ 73,070	\$ 73,282	\$ 73,086	\$ 72,594	\$ 72,054	\$ 71,807	\$ 71,010	\$ 70,508	\$ 71,404	\$ 72,548	\$ 73,917	\$ 74,257	\$ 869,539	506,909	523,700
Other District Revenues																
Fuel Dock Revenue	07	94,900	87,300	77,600	67,900	58,200	56,100	54,000	51,900	51,900	63,700	73,400	83,100	\$ 820,000	-	-
Fuel Dock Cost of Fuel Sold (75%)	07	(71,175)	(65,475)	(58,200)	(50,925)	(43,650)	(42,075)	(40,500)	(38,925)	(38,925)	(47,775)	(55,050)	(62,325)	\$ (615,000)	-	-
Parking & Launch Revenue	08	1,800	1,800	1,500	1,200	1,000	700	700	700	1,000	1,200	1,500	1,800	\$ 14,900	10,801	12,000
Ground Rents / Leases - Concession Fees	09	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	\$ 36,000	28,800	32,000
Encroachment & Other Revenue	10	1,500	1,500	1,200	1,000	1,000	800	800	800	1,000	1,200	1,500	2,000	\$ 13,300	18,400	18,500
Interest income	11	200	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	0	23,000	0	0	23,000	0	0	\$ 92,000	94,682	92,000
Total Revenue		\$ 53,225	\$ 28,325	\$ 25,300	\$ 45,375	\$ 19,750	\$ 18,725	\$ 41,200	\$ 17,675	\$ 18,175	\$ 44,325	\$ 24,250	\$ 27,275	\$ 363,600	155,121	157,000
Total Revenues		\$ 126,295	\$ 101,607	\$ 98,386	\$ 117,969	\$ 91,804	\$ 90,532	\$ 112,210	\$ 88,183	\$ 89,579	\$ 116,873	\$ 98,167	\$ 101,532	\$ 1,233,139	\$ 662,030	\$ 680,700
Payroll & Taxes																
Office / Leasing / Administration	01	9,708	9,748	9,708	9,748	9,744	9,744	9,784	9,588	9,784	9,784	9,784	9,744	\$ 116,868	148,869	168,000
Docks / Maintenance	01	13,920	14,080	13,920	14,080	9,222	9,222	9,328	8,904	9,328	11,968	14,080	13,920	\$ 141,972	-	-
Other Labor	06	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	-	-
Payroll taxes	30	2,599	2,621	2,599	2,621	2,086	2,086	2,102	2,034	2,102	2,393	2,625	2,603	\$ 28,472	17,289	19,000
Workers' compensation	30	3,544	3,574	3,544	3,574	2,845	2,845	2,867	2,774	2,867	3,263	3,580	3,550	\$ 38,826	8,867	7,690
Benefits & Administration	30	5,907	5,957	5,907	5,957	4,742	4,742	4,778	4,623	4,778	5,438	5,966	5,916	\$ 64,710	45,614	50,000
Total Payroll		\$ 35,678	\$ 35,980	\$ 35,678	\$ 35,980	\$ 28,639	\$ 28,639	\$ 28,859	\$ 27,923	\$ 28,859	\$ 32,846	\$ 36,035	\$ 35,733	\$ 390,848	220,639	244,690

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Operations Expenses																
Marketing / Advertising	200	500	0	500	0	500	0	500	0	500	0	500	0	\$ 3,000	311	1,500
Postage & Freight	200	25	50	25	50	25	50	25	50	25	50	25	50	\$ 450	-	-
Dock Maintenance & Repair	200	300	300	300	300	300	300	300	300	300	300	300	300	\$ 3,600	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	200	200	200	200	300	300	300	300	300	\$ 3,200	26,576	11,000
Small Tools & Supplies	200	200	200	200	200	200	200	200	200	200	200	200	200	\$ 2,400	7,995	7,750
Office Supplies	200	200	200	200	200	200	200	200	200	200	200	200	200	\$ 2,400	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	0	0	500	0	0	0	0	500	0	0	\$ 1,500	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	500	500	500	500	500	500	500	500	500	500	500	500	\$ 6,000	-	-
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	1,000	500	500	500	100	100	100	100	\$ 5,300	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	500	500	500	500	2,000	2,000	2,000	500	500	500	500	500	\$ 10,500	24,799	31,000
Security	200	500	500	500	500	500	500	500	500	500	500	500	500	\$ 6,000	-	5,000
Miscellaneous	200	100	100	100	100	100	100	100	100	100	100	100	100	\$ 1,200	26,697	48,000
Total Operating Expenses		\$ 18,525	\$ 17,550	\$ 18,825	\$ 18,550	\$ 19,725	\$ 21,250	\$ 21,525	\$ 20,450	\$ 19,025	\$ 18,150	\$ 18,925	\$ 17,150	\$ 229,650	308,088	384,200
Net Income (Loss)		\$ 72,092	\$ 48,077	\$ 43,882	\$ 63,439	\$ 43,441	\$ 40,643	\$ 61,826	\$ 39,810	\$ 41,695	\$ 65,878	\$ 43,207	\$ 48,650	\$ 612,641	\$ 133,303	\$ 51,810

Notes:

Year #4 Pro Forma Projections assume completion of new marina and amenities construction by end of Year #3, and implementation of industry best management practices