

**NOYO HARBOR DISTRICT - MARINA**  
SUMMARY STATEMENT OF PRO FORMA OPERATIONS  
12 Month Fiscal Projections - Year #1

DEPT. #	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	TOTAL	2016 / 2017 Actual \$	2017 / 2018 Budget \$	
<b>Marina Revenues</b>																
Slip Rental Fees - Long-Term	01	45,216	45,216	45,216	45,216	43,872	42,528	41,184	34,776	32,880	31,344	34,934	48,947	\$ 491,329	493,435	507,000
Slip Rental Fees - Transient	02	0	150	150	150	150	100	50	50	50	100	0	0	\$ 1,100	12,014	15,000
Live-Aboard Fees	03	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	-	-
Utility Reimbursement	04	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	-	-
Laundry Revenue	05	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	-	-
Miscellaneous Labor & Services	06	375	375	375	375	300	300	225	225	225	0	225	0	\$ 3,000	1,460	1,700
Annual Contract / Payment Discount	01	(1,356)	(1,356)	(1,356)	(1,356)	(1,316)	(1,276)	(1,236)	(1,043)	(986)	(940)	(1,048)	(1,468)	\$ (14,740)	-	-
<b>Total Revenue</b>		<b>\$ 44,235</b>	<b>\$ 44,385</b>	<b>\$ 44,385</b>	<b>\$ 44,385</b>	<b>\$ 43,006</b>	<b>\$ 41,702</b>	<b>\$ 40,273</b>	<b>\$ 34,008</b>	<b>\$ 32,169</b>	<b>\$ 30,454</b>	<b>\$ 33,986</b>	<b>\$ 47,704</b>	<b>\$ 480,689</b>	<b>506,909</b>	<b>523,700</b>
<b>Other District Revenues</b>																
Fuel Dock Revenue	07	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	-	-
Fuel Dock Cost of Fuel Sold (75%)	07	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	-	-
Parking & Launch Revenue	08	1,500	1,500	1,200	1,000	800	500	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	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	1,500	\$ 18,000	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
<b>Total Revenue</b>		<b>\$ 28,900</b>	<b>\$ 5,900</b>	<b>\$ 5,600</b>	<b>\$ 28,400</b>	<b>\$ 5,200</b>	<b>\$ 4,900</b>	<b>\$ 27,900</b>	<b>\$ 4,900</b>	<b>\$ 5,200</b>	<b>\$ 28,400</b>	<b>\$ 5,600</b>	<b>\$ 5,900</b>	<b>\$ 156,800</b>	<b>155,121</b>	<b>157,000</b>
<b>Total Revenues</b>		<b>\$ 73,135</b>	<b>\$ 50,285</b>	<b>\$ 49,985</b>	<b>\$ 72,785</b>	<b>\$ 48,206</b>	<b>\$ 46,602</b>	<b>\$ 68,173</b>	<b>\$ 38,908</b>	<b>\$ 37,369</b>	<b>\$ 58,854</b>	<b>\$ 39,586</b>	<b>\$ 53,604</b>	<b>\$ 637,489</b>	<b>\$ 662,030</b>	<b>\$ 680,700</b>
<b>Payroll &amp; Taxes</b>																
Office / Leasing / Administration	01	7,544	7,580	7,544	7,580	7,569	7,569	7,605	7,436	7,605	7,605	7,605	7,569	\$ 90,809	148,869	168,000
Docks / Maintenance	01	7,542	7,608	7,542	7,608	6,942	6,942	7,008	6,744	7,008	7,608	7,608	7,542	\$ 87,702	-	-
Other Labor	06	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	-	-
Payroll taxes	30	1,659	1,671	1,659	1,671	1,596	1,596	1,607	1,560	1,607	1,673	1,673	1,662	\$ 19,636	17,289	19,000
Workers' compensation	30	2,263	2,278	2,263	2,278	2,177	2,177	2,192	2,127	2,192	2,282	2,282	2,267	\$ 26,777	8,867	7,690
Benefits & Administration	30	3,771	3,797	3,771	3,797	3,628	3,628	3,653	3,545	3,653	3,803	3,803	3,778	\$ 44,628	45,614	50,000
<b>Total Payroll</b>		<b>\$ 22,779</b>	<b>\$ 22,933</b>	<b>\$ 22,779</b>	<b>\$ 22,933</b>	<b>\$ 21,912</b>	<b>\$ 21,912</b>	<b>\$ 22,066</b>	<b>\$ 21,411</b>	<b>\$ 22,066</b>	<b>\$ 22,972</b>	<b>\$ 22,972</b>	<b>\$ 22,818</b>	<b>\$ 269,551</b>	<b>220,639</b>	<b>244,690</b>

MARINA BUSINESS ASSOCIATES  
James "J" Mills, Consultant

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DEPT. #	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	TOTAL	2016 / 2017 Actual \$	2017 / 2018 Budget \$	
<b>Operations Expenses</b>																
Marketing / Advertising	200	0	0	0	0	0	500	0	500	0	500	0	\$ 1,500	311	1,500	
Postage & Freight	200	25	25	25	25	25	25	25	25	25	25	25	\$ 300	-	-	
Dock Maintenance & Repair	200	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	\$ 36,000	38,314	95,000	
Landscape Maintenance	200	300	300	300	300	300	300	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	-	-	
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	\$ 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	100	100	100	\$ 4,800	3,269	5,000	
Insurance	200	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	\$ 84,000	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	
<b>Total Operating Expenses</b>		<b>\$ 22,925</b>	<b>\$ 22,425</b>	<b>\$ 23,725</b>	<b>\$ 23,425</b>	<b>\$ 26,225</b>	<b>\$ 26,225</b>	<b>\$ 27,525</b>	<b>\$ 25,925</b>	<b>\$ 26,425</b>	<b>\$ 23,025</b>	<b>\$ 23,825</b>	<b>\$ 22,025</b>	<b>\$ 293,700</b>	<b>308,088</b>	<b>384,200</b>
<b>Net Income (Loss)</b>		<b>\$ 27,430</b>	<b>\$ 4,926</b>	<b>\$ 3,480</b>	<b>\$ 26,426</b>	<b>\$ 69</b>	<b>\$ (1,534)</b>	<b>\$ 18,583</b>	<b>\$ (8,428)</b>	<b>\$ (11,122)</b>	<b>\$ 12,857</b>	<b>\$ (7,211)</b>	<b>\$ 8,761</b>	<b>\$ 74,238</b>	<b>\$ 133,303</b>	<b>\$ 51,810</b>

**Notes:**

Year #1 Pro Forma Projections assume completion of new marina and amenities construction Docks F,G & H by end of Year #1, including demolition and dredging of basin area, and implementation of industry best management practices