

**ENTERPRISE FACILITIES DEPARTMENT**

**FY24 BUDGET PACKAGE**

**FACILITY: MARINA (4041)**

Status as of: 03/23/2023

**a) FINANCIAL RECAP:**

	FY22 ACTUAL	FY23 BUDGET	FY23 PROJ	FY24 BUDGET	VAR FY24 vs FY23 BUD FAV (UNF)	VAR FY24 634941 FAV (UNF)
Operating Revenue	5,465,057	4,817,849	6,053,369	5,375,564	557,715	(677,805)
Operating Expense	3,767,816	3,240,996	3,347,657	3,634,320	(393,324)	(286,663)
Operating Income (Loss)	1,697,242	1,576,853	2,705,712	1,741,244	164,391	(964,468)
Transfer to General	310,000	310,000	310,000	310,000	0	55,554
Transfer to Capital	250,000	250,000	250,000	250,000	0	12,992
Transfer to Debt Service	701,088	319,590	321,840	329,757	10,167	7,917
Net Inc (Dec) Fund Balance	436,154	697,263	1,823,872	851,487	154,224	(1,040,931)

**b) STAFFING HIGHLIGHTS:**

	FY22 ACTUAL	FY23 BUDGET	FY23 PROJ	FY24 BUDGET	VAR FY24 vs FY23 BUD FAV (UNF)	VAR FY24 634941 FAV (UNF)
Number of authorized:						
Demens Full Time	11.2	11.0	11.0	12.0	1.0	1.0
Demens Part Time - Regular	4.5	4.1	4.1	3.0	-1.1	-1.1
FTE	15.7	15.8	15.8	18.6	-0.1	-0.1

**c) MAJOR ASSUMPTIONS:**

- (1) The Marina's overall occupancy rate is just over 90% and is expected to remain steady during FY24. The new Pier along 2nd Avenue NE continues to draw more boaters to the Marina. We still have a waiting list for our larger slips and the Transient Dock demand has been and is expected to remain strong in FY24. The number of live-aboards has increased as the economy becomes stronger and more people can afford to purchase a boat. The Mooring Field was closed mid FY-18 as a result of Pier construction closing off all land access in the North Basin and we have a project to repair and we anticipate a re-open in FY24. Courtesy Dock revenues are expected to be steady or increase in FY-24.
- (2) There is a rate increase proposed for FY-24 of 10% as a major portion of Marina docks and finger piers have been replaced and the Pier is now open. 10% is shown for budgeting purposes. Management recommends a rate increase each year contingent on a continuing strong economy.
- (3) The addition of a new Maintenance Mechanic position is planned for FY24.

**d) ISSUES/SERVICE LEVEL ADJUSTMENT:**

- (1) The Marina continues to take steps to rebuild it's CIP Fund Balance. The CIP Fund Balance was depleted over the past several years during the economic downturn, which included an increased vacancy rate coupled with no slip rental rate increases while dealing with increasing operating expenses. The Marina raised rental rates by 3% in FY-16, FY-17 and FY-18. No rate increase in FY-19 nor planned in FY20, FY21 as mentioned above due to significant impacts to parking and accessibility during Pier construction. The CIP Fund Balance is expected to remain steady or slightly increase as a result of revenues increasing: 10% in FY-23 and planned 10% in FY24.

**e) ISSUES REMAINING TO BE CONSIDERED:**

- (1) The proposed first phase for re-build of the Marina are those facilities in the Central Yacht Basin, along the 2nd Ave., NE corridor. This will allow the Marina to compliment the new Pier/Pier Approach and amenities in this area. Those facilities in the South Yacht Basin, not immediately torn down and rebuilt will need to be maintained until their turn comes about. The Marina borrowed \$2.5M in FY-17 to begin plan/specification development and repairs in advance of the Marina re-build project. The Marina contributes \$310K to the City General Fund each year. An RFP for Marina Development is being planned in FY23 and could lead to a lease and development agreement in FY24.

**DEMENS LANDING MARINA (1885)**  
**STATEMENT OF REVENUE**  
**BUDGET COMPARISON FY24 vs. FY23**

**FY24 BUDGET PACKAGE**

Revised 03/23/2023

Object Code			FY21 ACTUAL	FY22 ACTUAL	FY23 BUDGET	FY23 PROJECTED @ 12/31/22	FY24 New PROPOSED	FY24 PROPOSED BUDGET	FY24 Net Zero	Level 2 FY24 Enhancement	FY24 Reductions
OPERATING REVENUE:											
4310000	1001	Grants - Federal Disaster Recovery			0		0	0			
4340000	1001	Grants - State Disaster Recovery			0		0	0			
4390000	0000	Other Governmental		371				0			
4476100	2920	Rent - Slip	2,470,912	2,776,806	3,002,762	3,477,792	3,002,762	3,303,038		300,276	
4476100	2923	Dry Storage			0		0	0			
4476100	2925	Dock Boxes	21,513	20,529	27,960	29,244	27,960	30,756		2,796	
4476100	2930	LOB	263,860	301,425	264,304	397,947	264,304	266,947		2,643	
4476100	2940	Rent - Transient	336,437	352,958	270,216	456,005	270,216	400,216		130,000	
4476100	2942	Courtesy Docks	9,188	6,087	13,300	5,425	13,300	8,300	-5,000		
4476100	2945	Late Fees	13,200	7,450	13,263	6,000	13,263	13,263			
4476100	2950	Mail Box Rent			376		376	376			
4476110	2415	Advertising			0		0	0			
4476110	2675	Parking	16,095	9,067	12,000	384	12,000	4,000	-8,000		
4476110	2953	Mooring Field Rent	3,850		0		0	0			
4476110	2955	Facilities Rental			0		0	14,500	14,500		
4476110	2956	Rent			0		0	0			
4476110	2957	Marina Percent Rent			0		0	0			
4476110	2958	Late Rent Fee	93	1,603	0	3,630	0	0			
4476120	2400	Merchandise Sales	61,463	57,229	60,500	50,661	60,500	60,500			
4476120	2405	Fuel Sales	1,282,611	2,014,172	1,115,343	1,653,451	1,115,343	1,265,343		150,000	
4476120	2650	Beer	7,619	10,171	7,500	7,774	7,500	8,500	1,000		
4476120	2655	Wine			100	0	100	100			
4476120	2980	Key Deposits	1,131	673	1,200	891	1,200	1,200			
4476120	2990	Laundry	17,058	19,704	19,000	19,342	19,000	20,000	1,000		
4476120	4835	Discounts	-44,024	-73,868	-20,000	-61,889	-20,000	-60,000			-40,000
4476130	3000	Pump Out Station	5,330	2,748	2,625	1,349	2,625	2,625			
4476130	3005	List Process Fees			3,500		3,500	0	-3,500		
4476130	3010	Resale Water			0		0	0			
4476190	2345	Vending Machines	1,761	619	1,400		1,400	1,400			
4476190	3010	Sales - Water (potable)			0		0	0			
4490200	0000	Other Charges for Services - Recoveries			0		0	0			
4511000	5265	Fines & Forfeitures	93		0		0	0			
4590200	5500	Misc			0		0	0			
4611000	3730	Investment Earnings - City	2,942	10,403	4,000	6,750	4,000	16,000		12,000	
4611200	3740	Trustee			0		0	0			
4611200	3780	Investment Earnings - Money Market	86	1,576	0	2,274	0	0			
4611000	3790	Investment Earnings - Premiums/Discounts	-680	-1,494	0	-54	0	0			
4613000	3810	Unrealized Gain/Loss - Investments	1,867	-44,398	0		0	0			
4613050	3800	Realized Gain/Loss On Investments			0		0	0			
4620000	4000	Rents & Royalties - Rent	13,720	12,921	18,000		18,000	18,000			
4660100	4400	Contributions - Citizens			0		0	0			
4693000	3240	Miscellaneous - Cell Phone Reimb			0		0	0			
4693000	4660	Recoveries from Prior Years		396	0		0	0			
4693000	5500	Miscellaneous	1,614	2	500	474	500	500			
4693000	5505	Misc Cost Reim			0		0	0			
4640000	0	Disposition of Fixed Assets		5,753	0		0	0			
4699700	0000	Uncollectible Charges	-12,535	-26,575	0	-4,053	0	0			
4840100	0	Debt Proceeds			0		0	0			
4999100	0000	Over & Short	433	-1,269	0	-28	0	0			
4476110	0	Default			0		0	0			
<b>TOTAL OPERATING REVENUE</b>			<b>4,475,634</b>	<b>5,465,057</b>	<b>4,817,849</b>	<b>6,053,369</b>	<b>4,817,849</b>	<b>5,375,564</b>	<b>0</b>	<b>597,715</b>	<b>-40,000</b>

**FY24 BUDGET DEPARTMENTAL EXPENSE - MARINA (FUND 4041)**

**FY24 BUDGET PACKAGE**

**DEPT: 282 1885 DEMENS LANDING MARINA**

REVISED: 3/23/23 3/23/23

OBJ CODE	DESCRIPTION	FY21 Actual	FY22 Actual	FY23 Budget	FY23 Projections 12/31/2022	FY24 NEW PROPOSED	FY24 PROPOSED BUDGET	FY24 Net Zero	Level 2 FY24 Enhancement	Level 3 FY24 Reductions
5110110	SALARIES & WAGES - FT	464,229	459,378	606,202	564,020	666,565	666,565			
5120110	SALARIES & WAGES - PT	93,777	115,644	272,431	222,986	240,387	240,387			
5130110	OTHER COMPENSATION	3,352	15,266	2,000	4,084	4,084	4,000		4,000	
5140110	OVERTIME	39,688	35,113	30,001	32,081	30,001	33,001	3,000		
5150110	SPECIAL PAY	4,622	1,815	1,500	1,570	1,500	1,500			
5199000	INTERFUND REIMBURSEMENTS - LABOR	63,312	72,318	95,449	95,449	95,449	106,216		10,767	
5199990	PROJECT BURDEN - ADMI	150	11	0	0	0	0			
5210110	SOCIAL SECURITY	33,977	36,744	54,475	49,027	56,229	56,229			
5210120	MEDICARE	8,008	8,593	12,741	11,467	13,152	13,152			
5220110	ICMA 401A RETIREMENT	6,797	7,046	7,390	7,386	7,890	7,890			
5220120	EMPLOYEE RETIREMENT	51,730	65,346	61,491	61,107	94,954	94,954			
5220145	PENSION EXPENSE		-35,401				0			
5230111	MEDICAL INSURANCE	92,256	84,200	115,546	107,614	129,824	129,824			
5230115	DISABILITY INSURANCE	251	281	320	324	320	320			
5230121	LIFE INSURANCE	222	229	282	269	254	254			
5240111	WORKERS' COMPENSATION	23,148	22,657	15,926	15,926	11,397	11,397			
5240120	WORKERS' COMPENSATION - CLAIMS	27,372	27,372	62,328	62,328	42,540	42,540			
5299000	INTERFUND REIMBURSEMENTS - BENEFITS	26,406	31,044	35,530	35,593	35,530	38,695		3,165	
5310130	LEGAL AND FISCAL	434	1,152	1,000	850	1,000	1,000			
5310131	LEGAL AND FISCAL	61	12	130	98		0			
5310140	MANAGEMENT	12,620	13,091	4,700	6,819	4,700	12,700	8,000		
5310142	BANK FEES	330	546	0	0		500		500	
5320110	ADVERTISING	7,086	11,922	9,184	4,635	9,184	6,184	(3,000)		
5320210	CUSTODIAL SERVICES	0		500	375	500	500			
5320510	OTHER SPECIALIZED SER	219,513	201,556	60,000	111,146		150,000		150,000	
5320511	OTHER SPECIALIZED SER	768	439	1,920	1,644	1,152	1,152			
5320610	PEST CONTROL	924	861	1,133	1,380	1,133	1,133			
5320811	PRINTING & BINDING - INTERNAL	1,266	698	1,700	1,625	1,700	1,700			
5320910	SECURITY	103,448	100,464	54,223	62,909	54,223	54,223			
5330110	MILEAGE REIMBURSEMENT	0		327	245	327	327			
5330210	TRAVEL - CITY BUSINESS	16		0	0		0			
5330310	TRAINING AND CONFEREN	0		0	200	0	0			
5330320	TRAINING FEES	555	275	1,000	750		1,040		1,040	
5340110	INTERNET SERVICES - E	7,957	4,527	9,019	6,764	9,019	7,019	(2,000)		
5340210	TELEPHONE - EXTERNAL	3,100	2,967	2,315	2,412	2,315	3,000		685	
5340211	TELEPHONE - INTERNAL	3,310	3,120	5,940	5,470	6,420	6,420			
5340311	DATA PROCESSING - INTERNAL	79,932	74,316	80,106	80,106	97,302	97,302			
5340321	REPLACEMENT TECHNOLOGY FUND \$10/EM	4,560	4,044	5,364	5,364		0			
5340710	POSTAGE/SPECIAL DELIV	605	1,407	625	1,667	625	625			
5350110	ELECTRIC	76,383	69,426	70,400	70,790	70,400	80,500		10,100	
5350120	WATER	18,697	24,163	21,408	20,231	26,495	26,495			
5350130	SEWER	27,354	35,564	32,620	31,704	41,003	41,003			
5350140	REFUSE	39,575	40,243	42,543	42,345	43,526	43,526			
5350150	GAS	-1,534	7,206	5,000	5,479	5,000	6,000	1,000		
5350160	STORMWATER UTILITY CH	16,123	19,842	23,789	23,545	26,241	26,241			
5350170	RECLAIMED WATER	0		15	11	15	15			
5350290	DISPOSAL FEES - OTHER	0		215	215	215	215			
5360310	RENT - OTHER EQUIPMENT - EXTERNAL	2,552	2,391	2,530	2,396	2,530	2,530			
5360411	VEHICLES REPLACEMENT	7,145	9,074	18,185	14,403	9,132	9,132			
5360421	RENT - VEHICLES - INTERNAL	9,300	16,348	0	2,027	2,691	2,691			
5360610	EQUIPMENT USAGE - HOURS	53	185	0	0		0			
5370111	INSURANCE CHARGES-INTERNAL	60,960	68,533	72,156	72,156	91,152	91,152			
5370261	CLAIMS - SELF - INTERNAL	11,076	12,120	13,104	13,104	1,680	1,680			
5380110	FACILITY REPAIRS & RE	63,994	101,779	75,000	82,231		100,000		100,000	
5380210	R/M GROUNDS - EXTERNAL	3,094		2,150	1,613	2,150	2,150			
5380410	R/M MATERIALS - EQUIP	96	42	152	114	152	152			
5380420	R/M OTHER EQUIPMENT M	1,042	3,565	5,818	4,364	5,818	5,818			
5380430	R/M OTHER EQUIPMENT M	0		13,000	9,750	13,000	2,775	(10,225)		
5380510	R/M RADIO - EXTERNAL		333		0					
5380610	R/M VEHICLES - EXTERNAL	4,702	2,913	1,000	853	1,000	1,000			
5380611	R/M VEHICLES - INTERNAL	16,240	12,381	13,571	12,288	18,094	18,094			
5380621	R/M ACCIDENT REPAIRS - INTERNAL	734	265	283	212	235	235			
5390110	COPY MACHINE COSTS	1,467	1,577	1,500	1,553	1,500	1,500			
5390120	OTHER OFFICE SUPPLIES	5,100	6,913	3,300	5,354	3,300	5,300	2,000		
5390210	EQUIPMENT - SMALL - E	7,059	1,659	2,000	5,046	2,000	2,000			
5390300	MISCELLANEOUS EXPENSE	246		0	0		0			
5399000	INTERFUND REIMBURSEMENT	15,128	462	0	0		0			
5400110	CHEMICAL - AGRICULTUR	55	466	0	0		0			
5400310	COMMODITIES - RESALE	46,423	100,700	46,500	70,941	46,500	46,500			
5400330	COMMODITIES - Beer	10,264	10,084	10,000	9,410	10,000	7,225	(2,775)		
5400340	COMMODITIES - WINE	0		75	56	75	75			
5400360	COMMODITIES - FUEL	927,214	1,422,338	786,754	895,484	786,754	906,754		120,000	
5400410	FOOD & ICE	1,077	2,065	1,275	1,872	1,275	1,275			
5400510	FUEL - EXTERNAL	1,131	6,422	1,629	1,796	1,629	1,629			
5400511	FUEL - INTERNAL	3,460	3,420	2,442	3,067	3,342	3,342			
5400610	JANITORIAL SUPPLIES	22,228	41,185	16,750	24,433	16,750	20,750	4,000		
5400630	MEDICAL SUPPLIES	0		200	150	200	200			
5400640	OPERATING SUPPLIES	7,000	125	1,650	1,238	1,650	1,650			
5400710	SMALL TOOLS & EQUIPME	5,916	5,456	2,600	2,717	2,600	2,600			
5400820	UNIFORMS & PROTECTIVE	2,996	3,578	3,200	6,217	3,200	3,200			
5400830	PERSONAL PROTECTIVE EQUIPMENT	792	1,058	0	859	0	0			
5420110	MEMBERSHIPS	500	1,069	260	460	260	260			
5420120	REFERENCE MATERIAL		22	0	0		0			
5430110	CREDIT CARD SETTLEMEN	76,684	102,366	60,650	66,965	60,650	100,650		40,000	
5430120	PROPERTY - TAX			0			0			
5430510	GENERAL ADMINISTRATIO	93,144	95,009	96,909	96,909	98,844	98,844			
5430710	PAYMENT IN LIEU OF TA	133,656	133,584	150,864	150,864	148,164	148,164			
5431310	PURCHASING CARD CLEAR		-588	0	99		0			
5499000	INTERFUND REIMBURSEMENTS - CONTRAC	25,497	23,453	26,701	26,701	26,701	29,249		2,548	
5650110	EQUIPMENT	9,035	9,968	0	0		0			
5910001	TRANSFER GENERAL FUND	310,000	310,000	310,000	310,000	310,000	310,000			
5710120	DEBT INTEREST - NOTES	615,000	640,000	260,000	260,000	270,000	270,000			
5720120	TRANSFER TO DEBT	76,867	60,244	47,590	47,590	47,757	47,757			
5730110	Debt Interest - Notes	44,829		0	2,250		0			
5730130	Debt Issue Expense	2,544,437	843	0	0		0			
5730140	FEES ON DEBT	0		12,000	12,000	12,000	12,000			
5914043	TRANSFER TO CIP	250,000	250,000	250,000	250,000	250,000	250,000			
<b>TOTAL EXPENSES FOR 282/1885 =</b>		<b>6,981,107</b>	<b>5,028,903</b>	<b>4,120,586</b>	<b>4,229,497</b>	<b>4,081,272</b>	<b>4,524,077</b>	<b>0</b>	<b>442,805</b>	<b>0</b>
<b>GROSS OPERATING REVENUE</b>		<b>4,475,634</b>	<b>5,465,057</b>	<b>4,817,849</b>	<b>6,053,369</b>	<b>4,817,849</b>	<b>5,375,564</b>			
<b>TOTAL INCREASE (DECREASE) FUND BALANCE</b>		<b>(2,505,473)</b>	<b>436,154</b>	<b>697,263</b>	<b>1,823,872</b>	<b>736,577</b>	<b>851,487</b>			