

MOSS LANDING HARBOR DISTRICT									
	A	B	C	D	E	F	G	H	
BUDGET FYE 6/30/2020									
	FYE 6/30/14	FYE 6/30/15	FYE 6/30/16	FYE 6/30/17	FYE 6/30/18	Projected FYE 6/30/19	Budget FYE 6/30/19	Budget FYE 6/30/20	CPI = 3.93%
Revenues	20.76%	17.87%	19.05%	20.24%	19.52%	19.52%	19.00%	19.00%	Vacancy Rate based on 22070 LF
Marina Revenues	6.80/ft	6.95/ft	7.15/ft	7.35/ft	7.55/ft	7.90/ft	7.90/ft	8.15/ft	
1 Assigned Berthing	1,427,124	1,528,415	1,532,803	1,552,554	1,609,161	1,694,711	1,694,711	1,748,341	Prior year \$7.90, CPI \$8.21
2 Temporary Berthing	177,190	227,629	228,103	288,794	274,000	255,000	245,122	252,392	12.15/ft no amenity fee (Prior year 11.80/ft, CPI \$12.26)
3 Transient Berthing	64,865	65,608	46,460	37,639	33,000	37,000	37,000	38,097	1.25/ft (Prior year 1.25/ft, CPI \$1.30)
4 Qtrly/Annual Discount	(6,961)	(5,290)	(6,626)	(4,818)	(4,000)	(2,000)	(4,500)	(4,500)	3% annual
5 Commercial Discount	(14,596)	(14,855)	(14,439)	(13,125)	(11,500)	(12,000)	(12,000)	(12,000)	less \$0.50/ft, 41 berth holders avg. 30 ft. boats
6 Liveaboard Fees	93,265	104,242	109,950	118,673	117,300	117,000	117,000	120,900	\$155 for each person (Prior year \$150, CPI \$155.90)
7 Intra-Harbor Towing	1,800	3,000	900	450	300	600	600	600	\$150 each way
8 Pump outs	950	200	1,000	1,000	400	800	800	800	\$200 per occurrence
9 Non-Op Surcharge	-	-	-	-	-	-	-	-	\$175 per month
10 Assigned Slip/LA App. Fee	10,895	10,115	8,527	9,587	9,450	6,000	9,000	9,000	\$75 filing fee/\$250 application fee liveaboard
11 Recovered Lien Costs	1,358	2,332	700	10,868	850	1,500	1,000	1,000	
12 Late Fees	26,681	27,597	28,395	31,778	38,800	35,000	30,000	30,000	\$30 dollar charge per month (\$25 in 2016), on balances over \$90 past due
13 Total Marina Revenues	1,782,571	1,948,993	1,935,773	2,033,400	2,067,761	2,133,611	2,118,733	2,184,631	
14 Trust Lands Lease Revenue									
15 MBARI - Dock	23,930	23,725	25,297	25,667	26,888	27,748	27,748	28,838	Paid annually w/CPI (Expires 4/39)
16 MBARI-MARS Cable	1,182	1,208	1,247	1,285	1,324	1,326	1,326	1,378	Paid annually w/CPI (Expires 2/31)
17 Dynegey Outfall	59,830	60,390	61,795	63,595	65,183	67,269	67,269	69,913	Paid annually w/CPI (Expires 3/56)
18 Total Trust Lands Lease Revenue	84,942	85,323	88,339	90,547	93,395	96,343	96,343	100,129	
19 Leases									
20 Cannery Suites - (3)	78,512	80,361	82,549	85,080	86,770	89,619	89,619	93,233	\$7,408.54 mo. (ML Seafood Lund's, Prev. Sea Harvest) (Expires 11/31)
21 - (4)	75,790	77,717	79,834	81,268	83,917	86,668	86,668	90,168	\$7,164.84/mo. (Monterey Fish) (Expires 11/31)
22 - (1&10)	15,914	16,427	16,832	17,268	17,651	18,229	18,229	18,962	\$1,507.36/mo. (Jablonski) (Expires 12/22)
23 - (2)	28,340	28,993	29,724	30,616	31,374	32,405	32,405	39,835	\$2,679.12/mo. (Deyerle) (Expires 8/21)
24 - (5A)	-	2,394	9,722	9,972	10,192	10,536	10,536	11,355	\$870.64 (Running Stream) (Expires 4/17) w/ (5) 1-yr options
25 - (5B)	-	7,840	13,645	13,788	14,315	14,334	14,334	15,061	\$1,185.20 (Local Bounty)(Expires 12/17) w/ (1) 1-yr options
26 - (6A, B & D)	41,276	23,834	24,545	25,112	25,679	26,514	26,514	27,588	\$2,192.11 (Biominerall LLC )(Expires 1/22) w/ (1) 1-yr option
27 - (7)	7,658	7,857	662	-	-	-	-	-	Upstairs Inside
28 - (9)	7,658	7,857	662	-	1,370	8,224	-	8,548	\$685.40/mo. (Veridian Advisors) (term. 5/1/2020)
29 - (8)						9,000	9,000	9,438	\$750.00/mo. (Verizon) Roof top and under stairs
31 - K-Pier	15,628	16,063	16,498	5,558	-	-	-	-	\$1,389.54/mo. (Upon Expiration 11/16)
32 Cannery NNN	39,611	65,728	13,340	36,140	30,000	50,000	30,000	40,000	Utility reimbursement per lease
33 Sea Harvest (Pacific House)	36,156	39,078	33,996	35,057	38,000	38,000	38,000	38,000	\$2,824.70 base + % rent (Expires 5/32)
34 Pot Stop	35,449	44,500	37,862	47,081	-	-	-	-	\$3,246.63/mo. (Month to month)
35 MB Kayak	30,251	45,736	39,195	58,478	40,000	40,000	40,000	40,000	\$1,543.79/mo, plus percentage rent (Month to month)
36 Martin/Mason	22,571	23,045	21,932	22,898	25,335	25,335	25,335	26,315	\$7,879.68, or 24% of gross, whichever is greater (Exp. 10/24)
37 S.H. Spare Office	4,917	5,044	5,146	1,772	-	-	-	-	\$436.21/mo.
38 RV Lot	29,055	29,794	30,605	31,466	32,171	33,228	33,228	34,567	\$2,746.76/mo. No less than 3% in lease agmt. (Expires 9/31)
39 Total Lease Revenue	468,786	522,268	456,749	501,554	436,774	482,091	453,867	493,072	
40 Revenues - Other									
41 Amenities Fee - Slip holders	254,070	263,230	286,334	281,892	290,000	275,600	275,600	275,600	\$53.00 for all assign. vessels in harbor (prior year \$53.00)
42 Passenger Vessel Fees	-	-	-	-	-	25,000	25,000	25,000	\$100 per multiplied by vessel capacity due annually.

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43 Dry Storage (2)-Gear & Trailer	47,831	50,809	58,454	57,318	60,796	64,000	64,000	65,000	10'X20'/\$90, 10'X30'/\$100, 10'X40'/\$110 (was \$85, \$95 and \$105)
44 Near Shore Storage	-	-	-	-	-	-	-	-	10'X20'/\$140, 10'X30'/\$160, 10'X40'/\$180
45 North Harbor Use Fee	66,291	69,040	68,762	72,334	75,000	85,000	75,000	90,000	Vessels: \$18 use/park, \$12 use, \$170 annual use/park. Kayaks/ PWC: \$12 use/park, \$7 use, \$150 annual use/park, \$72 annual use only
46 NH Boat Wash	2,919	2,855	2,945	1,718	2,500	1,250	2,500	2,500	*\$4 for 5 min
47 SH Parking	44,872	67,945	109,592	106,321	125,000	120,000	120,000	120,000	Monthly permits \$100, dally \$8, 24 hrs. \$15 (CCC Reg.)
48 Camping/RV	4,786	6,509	4,059	4,902	4,000	2,000	4,000	4,000	\$50.00 per night
49 Equipment Rental	7	803	1,725	-	-	250	250	250	
50 Facilities Use Permits	4,971	6,057	10,827	7,800	8,000	7,000	10,000	4,500	\$250 1st application, \$50 renewal Application, \$250 issuance fee
51 Vending (Soda/Laundry)	7,723	9,107	8,901	10,712	10,000	10,000	10,000	10,000	\$1.00-\$1.25 per load
52 Merchandise - Clothing, etc.	592	673	1,009	1,952	550	200	500	500	
53 Copies, Key Sales, Bid Packages, etc.	448	5,592	7,195	6,094	8,600	4,000	8,000	8,000	\$1.00 pg, .15 pg. thereafter, Gate Keys \$10-25
54 Grant - DBW Derelict Disposal	26,857	30,000	-	13,700	-	10,000	10,000	10,000	
55 Misc. Charge/Pet fee	5,624	11,024	2,884	1,450	6,000	2,000	3,000	3,000	
56 Surplus Sale & Misc., Insurance reimb.	-	33,624	-	135,242	-	100	100	100	Excess District equipment
57 Total Other Revenue	466,991	557,268	562,687	701,435	590,446	606,400	607,950	618,450	
58 TOTAL REVENUES	2,803,290	3,113,852	3,043,548	3,326,936	3,188,375	3,318,445	3,276,894	3,396,282	
59 Expenses									
60 Media/Publications/Advertising	12,155	3,797	2,663	6,408	5,000	2,500	5,500	5,500	Newspaper ads, NH Development, TV, website, public notice
61 General & Administrative	92,139	66,936	68,426	54,652	59,000	55,000	60,000	60,000	Telephone, office supplies, postage, etc.
62 Accountant	37,922	34,459	34,796	38,306	38,000	38,000	40,000	40,000	
63 Auditor	13,500	14,000	14,500	14,500	15,000	15,500	18,000	18,000	
64 Attorney	43,490	66,010	115,328	313,228	105,000	75,000	100,000	100,000	
65 Personnel	712,287	705,874	687,422	692,184	675,000	750,000	814,463	700,000	
66 Insurance & Bonding	115,019	114,425	115,426	124,653	124,000	125,000	125,000	130,000	Estimate
67 PG&E	162,654	218,251	223,714	230,000	210,000	210,000	210,000	210,000	CPI
68 Sewer	48,227	38,059	35,783	38,200	35,000	40,000	40,000	40,000	CPI
69 Water	30,971	28,722	32,238	26,802	30,000	90,000	32,000	32,000	CPI
70 Trash	49,072	50,241	48,044	52,392	52,000	53,000	53,000	53,000	CPI
71 Maintenance & Repairs	91,668	39,038	46,843	35,094	70,000	70,000	90,000	90,000	dock/mat'l/roofing/gangway
72 Operating Supplies	22,371	23,121	28,328	28,666	25,000	30,000	30,000	32,000	Fuel, paper products, parking envelopes, uniforms/CPI adj
73 Outside Service Contracts	63,650	63,368	66,427	93,170	55,000	60,000	70,000	70,000	
74 Bad Debt /bank charges	16,928	24,355	29,902	25,429	25,000	25,000	25,000	25,000	
75 Commissioner Expenses	13,620	14,967	13,984	13,043	16,000	15,000	15,000	15,000	
76 Comm Election		161,865				-	200,000	-	Only if incumbent challenged, \$3-\$5 per voter
77 Derelict Disposal	113,078	9,790	17,020	278	200	35,000	40,000	50,000	
78 LAFCO	4,677	5,303	5,637	5,589	6,411	6,160	6,411	6,411	Mandatory membership fee
79 CSDA	4,919	5,288	5,659	6,026	6,050	6,358	6,358	6,800	Optional membership (required for workers comp policy)
80 County EIR	-	-	-	-	-	-	-	-	Moss Landing Community planning
81 Dredging	11,534	31,001	82,602	22,750	75,000	1,000,000	1,000,000	500,000	
82 Depreciation	949,095	945,417	920,234	924,813	945,000	945,000	945,000	945,000	Increase due to piling replacement project.
83 Total Expenses	2,608,976	2,664,287	2,594,976	2,746,183	2,571,661	3,646,518	3,925,732	3,128,711	

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	FYE 6/30/14	FYE 6/30/15	FYE 6/30/16	FYE 6/30/17	FYE 6/30/18	Projected FYE 6/30/19	Budget FYE 6/30/19	Budget FYE 6/30/20	CPI = 3.93%	
84	<b>Net Operating Income (Loss)</b>	<b>194,314</b>	<b>449,565</b>	<b>448,572</b>	<b>580,753</b>	<b>616,714</b>	<b>(328,073)</b>	<b>(648,838)</b>	<b>267,571</b>	
85										
86	<b>Interest, Tax and Other Income</b>									
87	Interest - Pinnacle Bank CD's	3,750	350	-	-	-	-	-	-	Account closed out
88	Interest - First Capital Bank	3,085	3,074	3,089	3,086	3,100	3,000	1,500	1,500	.20% on \$1.55M
89	Interest Umpqua	-	1,625	1,515	1,513	1,513	1,500	1,500	1,500	.10% on \$1.0M
90	Interest Union Bank - Trust Account	-	-	-	-	-	25	50	50	.02% on 262k
91	Interest Union Bank	6,571	1,938	2,678	379	618	100	200	200	.02% on 4.8M
92	Desal Reimbursement	-	53,781	131,354	200,000	200,000	200,000	200,000	200,000	Nader Agha per reimbursement agreement
93	Property Taxes	255,693	258,407	269,055	279,193	275,000	200,000	200,000	200,000	
94	<b>Total Other Income</b>	<b>269,099</b>	<b>319,175</b>	<b>407,691</b>	<b>484,171</b>	<b>480,231</b>	<b>404,625</b>	<b>403,250</b>	<b>403,250</b>	
95										
96	<b>Interest and Other Expenses</b>									
97	Interest - UMPQUA (Includes refi. Fees)	-	197,713	126,402	116,185	110,072	99,407	99,407	88,453	Note Interest 2.85%
98	Interest - CIEDB	131,870	45,287	-	-	-	-	-	-	Refinanced 2014
99	Interest - DBAW	38,888	6,365	-	-	-	-	-	-	Refinanced 2014
100	Interest - Union	23,723	2,910	-	-	-	-	-	-	Refinanced 2014
101	Interest - Trust Funds	-	-	-	-	-	-	-	-	Borrowed from Trust account, approx. 1M at .25% interest
102	Interest - Municipal Finance	16,032	674	-	-	-	-	-	-	Refinanced 2014
103	CEQA-Desal Expenses reimbursable	-	20,705	-	200,000	200,000	200,000	200,000	200,000	Aspen Enviornmental
104	Interest - Premium Finance	800	800	800	800	800	800	800	800	Insurance policy, financed through AFCCO
105	<b>Total Other Expenses</b>	<b>211,313</b>	<b>274,454</b>	<b>127,202</b>	<b>316,985</b>	<b>310,872</b>	<b>300,207</b>	<b>300,207</b>	<b>289,253</b>	
106										
107	<b>NET INCOME (LOSS)</b>	<b>252,100</b>	<b>494,286</b>	<b>729,061</b>	<b>747,939</b>	<b>786,073</b>	<b>(223,655)</b>	<b>(545,795)</b>	<b>381,568</b>	
108										
109	<b>Capital Projects:</b>									
110	Electric Panel Cabinets (3 of 6)	-	-	-	-	-	-	100,000	100,000	Subject to quote
111	Security Camera	-	6,938	-	-	-	-	5,000	10,000	
112	Piling replacement project	-	-	-	-	-	-	-	250,000	\$11K each; pile only
113	Sea Lion Deterrent	-	25,970	-	-	-	-	25,000	25,000	Fencing and other materials
114	Dock maintenance	51,568	10,854	9,545	-	38,000	100,000	100,000	100,000	Lumber, material, electrical and floats
115	Concrete docks replacement	-	-	253,943	-	-	-	200,000	200,000	Replacement (B174-B178) including fingers
116	Computers (incl software)	-	-	-	-	-	-	25,000	50,000	Replace Marina program and system maintenance
117	New NH Building	-	62,130	46,913	399,033	210,000	210,000	3,000,000	1,000,000	New North Harbor Building, including lighting
118	NH Visitor Dock	-	-	-	-	-	-	400,000	400,000	Repair/replacement
119	NH Wharf entrance repair	-	-	9,070	12,186	-	-	-	-	
120	NH Pkg Resurfacing	-	-	-	-	-	-	-	50,000	
121	Sewer Lift Station	-	-	-	-	-	-	50,000	50,000	
122	Tsunami Erosion Repair	-	31,872	66,332	876,814	140,000	140,000	-	-	2 at NH, 1 at SH
123	NH 30 Rm. Hotel	-	-	-	-	-	-	165,000	75,000	Through permitting
124	Fisherman's Dorm/Café	-	-	-	-	-	-	165,000	-	Through permitting
125	Cannery - Roof	-	-	-	-	-	-	-	100,000	Roof and drywall
126	Cannery HVAC	-	5,995	10,982	-	-	-	36,000	36,000	1 replaced, 3 left to replace

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127	District Vehicle				-	-	35,000	8,000	-	annually under a lease including service
128	<b>Total Capital Requirements</b>	<b>51,568</b>	<b>143,759</b>	<b>396,785</b>	<b>1,288,033</b>	<b>388,000</b>	<b>485,000</b>	<b>4,279,000</b>	<b>2,446,000</b>	
129										
130	<b>Capital Project Funding:</b>									
131	From: FEMA				573,712			750,000	750,000	For dredging - 2017 Atmospheric River Storms
132	General Funds	51,568	143,759	396,785	1,288,033	388,000	485,000	3,529,000	1,696,000	All other capital projects funded by General funds
133	<b>Total Capital Contributions</b>	<b>51,568</b>	<b>143,759</b>	<b>396,785</b>	<b>1,861,745</b>	<b>388,000</b>	<b>485,000</b>	<b>4,279,000</b>	<b>2,446,000</b>	
134	<b>Capital Projects Budget</b>									
135										
136	<b>Loan Payments</b>									
137	Loan - UMPQUA	(339,359)	(349,825)	(359,358)	(363,425)	(369,147)	(379,197)	(379,197)	(389,516)	Principal Payment (Unpaid balance \$3,298,374 Int. rate 2.85%)
138	<b>Total Loan Payments</b>	<b>(339,359)</b>	<b>(349,825)</b>	<b>(359,358)</b>	<b>(363,425)</b>	<b>(369,147)</b>	<b>(379,197)</b>	<b>(379,197)</b>	<b>(389,516)</b>	
139										
140	<b>Cash Flow Reconciliation</b>									
141	Add: Net Income (Loss)	252,100	494,286	729,061	747,939	786,073	(223,655)	(545,795)	381,568	
142	Add: Depreciation	949,095	945,417	920,234	924,813	945,000	945,000	945,000	945,000	
143	Plus: Loan Payments	(513,062)	(349,825)	(359,358)	(363,425)	(369,147)	(379,197)	(379,197)	(389,516)	
144	<b>Net increase (decrease) in Cash</b>	<b>688,133</b>	<b>1,089,878</b>	<b>1,289,937</b>	<b>1,309,327</b>	<b>1,361,926</b>	<b>342,148</b>	<b>20,008</b>	<b>937,052</b>	
145										
146	<b>Reserved Funds Allocation</b>									
147	Capital Projects to be Funded	(51,568)	(143,759)	(396,785)	(1,288,033)	(388,000)	(485,000)	(3,529,000)	(1,696,000)	All other capital projects funded by General funds
148	Plus Net increase (decrease) in Cash	688,133	1,089,878	1,289,937	1,309,327	1,361,926	342,148	20,008	937,052	
149										
150	From General Funds	<b>636,565</b>	<b>946,119</b>	<b>893,152</b>	<b>21,294</b>	<b>973,926</b>	<b>(142,852)</b>	<b>(3,508,992)</b>	<b>(758,948)</b>	Extra funds needed for capital project funds