

MOSS LANDING HARBOR DISTRICT		A	B	C	D	E	F	G	H	
BUDGET FYE 6/30/2021										-
		FYE 6/30/15	FYE 6/30/16	FYE 6/30/17	FYE 6/30/18	FYE 6/30/19	Projected FYE 6/30/20	Budget FYE 6/30/20	Budget FYE 6/30/21	CPI = 3.08%
		17.87%	19.05%	20.24%	18.72%	22.25%	23.15%	19.00%	20.00%	Vacancy Rate based on 22070 LF
Revenues		6.95/ft	7.15/ft	7.35/ft	7.55/ft	7.90/ft	8.15/ft	8.15/ft	8.40/ft	
1	Assigned Berthing	1,528,415	1,532,803	1,552,554	1,625,225	1,626,780	1,658,664	1,748,341	1,779,725	Prior year \$8.15, with CPI \$8.40
2	Temporary Berthing	227,629	228,103	288,794	282,371	277,828	265,000	252,392	273,162	12.50/ft no amenity fee (Prior year 12.15/ft)
3	Transient Berthing	65,608	46,460	37,639	24,750	52,720	55,000	38,097	50,000	1.25/ft (Prior year 1.25/ft.)
4	Qtrly/Annual Discount	(5,290)	(6,626)	(4,818)	(3,270)	(2,499)	(2,000)	(4,500)	(3,500)	3% annual
5	Commercial Discount	(14,855)	(14,439)	(13,125)	(13,080)	(13,446)	(12,000)	(12,000)	(12,000)	less \$0.50/ft, 41 berth holders avg. 30 ft. boats
6	Liveaboard Fees	104,242	109,950	118,673	115,715	119,975	120,000	120,900	120,000	\$160 for each person (Prior year \$150)
7	Intra-Harbor Towing	3,000	900	450	150	450	300	600	600	\$150 each way
8	Pump outs	200	1,000	1,000	600	400	2,000	800	800	\$200 per occurrence
9	Non-Op Surcharge	-	-	-	-	-	-	-	-	\$175 per month
10	Assigned Slip/LA App. Fee	10,115	8,527	9,587	7,525	10,375	9,000	9,000	9,000	\$75 filing fee/\$250 application fee liveaboard
11	Recovered Lien Costs	2,332	700	10,868	560	2,985	1,000	1,000	2,000	
12	Late Fees	27,597	28,395	31,778	38,330	42,172	35,000	30,000	35,000	\$30 dollar charge per month (\$25 in 2016), on balances over \$110 past due
13	Total Marina Revenues	1,948,993	1,935,773	2,033,400	2,078,876	2,117,740	2,131,964	2,184,631	2,254,787	
14	Trust Lands Lease Revenue									
15	MBARI - Dock	23,725	25,297	25,667	28,713	28,254	28,838	28,838	29,442	Paid annually w/CPI (Expires 4/39)
16	MBARI-MARS Cable	1,208	1,247	1,285	1,326	1,378	1,378	1,378	1,421	Paid annually w/CPI (Expires 2/31)
17	Dynegy Outfall	60,390	61,795	63,595	65,533	67,716	69,913	69,913	69,790	Paid annually w/CPI (Expires 3/56)
18	Total Trust Lands Lease Revenue	85,323	88,339	90,547	95,572	97,348	100,129	100,129	100,652	
19	Leases									
20	Cannery Suites - (3)	80,361	82,549	85,080	88,440	90,216	93,233	93,233	95,980	\$7,932.25 mo. (ML Seafood Lund's, Prev. Sea Harvest) (Expires 11/31)
21	- (4)	77,717	79,834	81,268	84,413	88,420	90,168	90,168	92,816	\$7,671.32/mo. (Monterey Fish) (Expires 11/31)
22	- (1&10)	16,427	16,832	17,268	17,853	18,147	18,962	18,962	19,577	\$1,617.91/mo. (Jablonski) (Expires 12/22)
23	- (2)	28,993	29,724	30,616	31,481	32,668	33,719	33,719	34,702	\$2,868.50/mo. (Deyerle) (Expires 8/21)
24	- (5A)	2,394	9,722	9,972	10,311	10,448	10,589	11,355	10,941	\$870.64 (Running Stream) (Expires 3/20) w/ (5) 1-yr options
25	- (5B)	7,840	13,645	13,788	14,112	14,831	14,915	14,915	15,459	\$1,269.23 (Local Bounty)(Expires 7/21) w/ (1) 1-yr options
26	- (6A, B &D)	23,834	24,545	25,112	25,963	26,607	26,716	27,588	27,514	\$2,273.86 (Biomineral LLC)(Expires 1/22) w/ (1) 1-yr option
27	- (7)	7,857	662	-	-	-	-	-	-	\$1,225.62/mo. Upstairs inside (Miller Marine Solutions)(Exp. 10/21)
28	- (9)	7,857	662	-	1,370	9,127	8,544	8,548	8,879	\$733.85/mo. (Veridian Advisors) (term. 5/2020)
29	- (8)					9,090	9,270	9,438	9,438	\$779.00/mo. (Verizon) Roof top and under stairs
31	- K-Pier	16,063	16,498	5,558	-	-	-	-	-	\$1,389.54/mo. (Upon Expiration 11/16)
32	Cannery NNN	65,728	13,340	36,140	29,258	43,591	40,000	40,000	40,000	Utility reimbursement per lease
33	Sea Harvest	39,078	33,996	35,057	35,930	34,662	35,208	38,000	36,589	\$3,024.36 base + % rent (Expires 5/32)
34	Pot Stop	44,500	37,862	47,081	9,740	-	-	-	-	Not occupied
35	MB Kayak	45,736	39,195	58,478	31,329	40,511	40,000	40,000	40,000	\$1,543.79/mo, plus percentage rent (Month to month)
36	Martin/Mason	23,045	21,932	22,898	25,335	26,355	24,562	26,315	25,319	\$7,879.68, or 24% of gross, whichever is greater (Exp. 10/24)
37	S.H. Spare Office	5,044	5,146	1,772	-	-	-	-	-	\$436.21/mo.
38	RV Lot	29,794	30,605	31,466	32,447	33,599	34,567	34,567	35,585	\$2,940.92/mo. No less than 3% in lease agmt. (Expires 9/31)
39	Total Lease Revenue	522,268	456,749	501,554	437,982	478,272	480,453	486,810	492,800	
40	Revenues - Other									
41	Amenities Fee - Slip holders	263,230	286,334	281,892	290,878	281,184	278,000	275,600	346,045	\$65 for all assign. vessels in harbor (prior year \$53)
42	Passenger Vessel Fees	-	-	-	-	12,480	40,000	25,000	30,000	\$100 per multiplied by vessel capacity due annually.

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BUDGET FYE 6/30/2021									-
	FYE 6/30/15	FYE 6/30/16	FYE 6/30/17	FYE 6/30/18	FYE 6/30/19	Projected FYE 6/30/20	Budget FYE 6/30/20	Budget FYE 6/30/21	CPI = 3.08%
43 Dry Storage (2)-Gear & Trailer	50,809	58,454	57,318	60,088	58,463	60,000	65,000	60,000	10'X20'/\$95, 10'X30'/\$105, 10'X40'/\$115
44 Near Shore Storage	-	-	-	-	-	-	-	-	10'X20'/\$140, 10'X30'/\$160, 10'X40'/\$180
45 North Harbor Use Fee	69,040	68,762	72,334	100,829	121,398	130,000	90,000	125,000	Vessels: \$20 use/park, \$14 use, \$200 annual use/park. Kayaks/ PWC: \$15 use/park, \$9 use, \$150 annual use/park, \$90 annual use only
46 NH Boat Wash	2,855	2,945	1,718	1,993	1,559	1,250	2,500	2,000	*\$4 for 5 min
47 SH Parking	67,945	109,592	106,321	118,889	105,430	115,000	120,000	115,000	Monthly permits \$100, daily \$10, 24 hrs. \$18 (CCC Reg.)
48 Camping/RV	6,509	4,059	4,902	1,907	200	1,100	4,000	2,500	\$50.00 per night
49 Equipment Rental	803	1,725	-	-	-	250	250	250	
50 Facilities Use Permits	6,057	10,827	7,800	8,264	13,505	4,500	4,500	4,500	\$250 1st application, \$50 renewal Application, \$250 issuance fee
51 Vending (Soda/Laundry)	9,107	8,901	10,712	11,865	9,415	8,000	10,000	8,500	\$1.00-\$1.25 per load to wash/dry
52 Merchandise - Clothing, etc.	673	1,009	1,952	366	108	400	500	250	
53 Copies, Key Sales, Bid Packages, etc.	5,592	7,195	6,094	6,272	6,022	4,000	8,000	5,000	\$1.00 pg, .15 pg. thereafter, Gate Keys \$10-25
54 Government Grants	30,000	-	13,700	-	148,919	-	10,000	-	Derelict Disposal/OES
55 Misc. Charge/Pet fee	11,024	2,884	1,450	11,023	2,865	2,000	3,000	2,500	
56 Surplus Sale & Misc., Insurance reimb.	33,624	-	135,242	152,342	126,967	100	100	100	Excess District equipment
57 Total Other Revenue	557,268	562,687	701,435	764,716	888,515	644,600	618,450	701,645	
58 TOTAL REVENUES	3,113,852	3,043,548	3,326,936	3,377,146	3,581,875	3,357,146	3,390,020	3,549,884	
59 Expenses									
60 Media/Publications/Advertising	3,797	2,663	6,408	2,613	6,101	5,000	5,500	5,500	Newspaper ads, NH Development, TV, website, public notice
61 General & Administrative	66,936	68,426	54,652	73,680	58,954	80,000	60,000	60,000	Telephone, office supplies, postage, etc.
62 Accountant	34,459	34,796	38,306	40,645	35,250	38,000	40,000	45,000	
63 Auditor	14,000	14,500	14,500	15,000	15,500	16,500	18,000	18,000	
64 Attorney	66,010	115,328	313,228	67,618	69,873	58,000	100,000	100,000	
65 Personnel	705,874	687,422	692,184	638,500	739,957	650,000	700,000	788,000	
66 Insurance & Bonding	114,425	115,426	124,653	126,264	144,388	133,320	130,000	150,000	
67 PG&E	218,251	223,714	230,000	211,315	201,187	210,000	210,000	215,000	CPI
68 Sewer	38,059	35,783	38,200	39,741	37,246	42,000	40,000	42,000	CPI
69 Water	28,722	32,238	26,802	30,085	31,819	42,000	32,000	42,000	CPI
70 Trash	50,241	48,044	52,392	69,741	62,552	110,000	53,000	100,000	CPI
71 Maintenance & Repairs	39,038	46,843	35,094	73,345	65,674	65,000	90,000	75,000	dock/mat'l/roofing/gangway
72 Operating Supplies	23,121	28,328	28,666	26,432	26,047	30,000	32,000	32,000	Fuel, paper products, parking envelopes, uniforms/CPI adj
73 Outside Service Contracts	63,368	66,427	93,170	50,821	74,454	52,000	70,000	70,000	
74 Bad Debt /bank charges	24,355	29,902	25,429	23,736	52,378	25,000	25,000	30,000	
75 Commissioner Expenses	14,967	13,984	13,043	15,416	16,006	22,000	15,000	25,000	
76 Comm Election	161,865				-	-	-	500,000	Only if incumbent challenged, \$3-\$5 per voter
77 Derelict Disposal	9,790	17,020	278	100	19,184	50,000	50,000	70,000	
78 LAFCO	5,303	5,637	5,589	6,411	6,160	7,077	6,411	7,500	Mandatory membership fee
79 CSDA	5,288	5,659	6,026	6,358	6,740	6,357	6,800	6,800	Optional membership (required for workers comp policy)
80 County EIR	-	-	-	-	-	-	-	-	Moss Landing Community planning
81 Dredging	31,001	82,602	22,750	203,645	202,353	2,000,000	500,000	250,000	
82 Depreciation	945,417	920,234	924,813	909,479	841,062	919,333	945,000	1,000,000	Increase for NH Building
83 Total Expenses	2,664,287	2,594,976	2,746,183	2,630,945	2,712,885	4,561,587	3,128,711	3,631,800	

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BUDGET FYE 6/30/2021										-
		FYE 6/30/15	FYE 6/30/16	FYE 6/30/17	FYE 6/30/18	FYE 6/30/19	Projected FYE 6/30/20	Budget FYE 6/30/20	Budget FYE 6/30/21	CPI = 3.08%
84	Net Operating Income (Loss)	449,565	448,572	580,753	746,201	868,990	(1,204,441)	261,309	(81,916)	
85										
86	Interest, Tax and Other Income									
87	Interest - Pinnacle Bank CD's	350	-	-	-	-	-	-	-	Account closed out
88	Interest - First Capital Bank	3,074	3,089	3,086	3,084	3,090	3,164	1,500	3,100	.20% on \$1.55M
89	Interest Umpqua	1,625	1,515	1,513	1,515	2,586	3,838	1,500	3,600	.35% on \$1.0M
90	Interest Union Bank - Trust Account	-	-	-	-	200	25	50	-	
91	Interest Union Bank	1,938	2,678	379	590	200	209	200	300	.01% on 2.8M
92	Desal Reimbursement	53,781	131,354	200,000	244,650	6,879	100,000	200,000	200,000	Nader Agha per reimbursement agreement
93	Property Taxes	258,407	269,055	279,193	293,976	315,386	327,620	200,000	300,000	
94	Total Other Income	319,175	407,691	484,171	543,815	328,341	434,856	403,250	507,000	
95										
96	Interest and Other Expenses									
97	Interest - UMPQUA (Includes refi. Fees)	197,713	126,402	116,185	105,686	99,407	88,453	88,453	77,201	Note interest 2.85%
98	Interest - CIEDB	45,287	-	-	-	-	-	-	-	Refinanced 2014
99	Interest - DBAW	6,365	-	-	-	-	-	-	-	Refinanced 2014
100	Interest - Union	2,910	-	-	-	-	-	-	-	Refinanced 2014
101	Interest - Trust Funds	-	-	-	-	-	-	-	-	Borrowed from Trust account, approx. 1M at .25% interest
102	Interest - Municipal Finance	674	-	-	-	-	-	-	-	Refinanced 2014
103	CEQA-Desal Expenses reimbursable	20,705	-	200,000	214,217	5,781	100,000	200,000	200,000	Aspen Environmental
104	Interest - Premium Finance	800	800	800	800	800	800	800	800	Insurance policy, financed through AFCO
105	Total Other Expenses	274,454	127,202	316,985	320,703	105,988	189,253	289,253	278,001	
106										
107	NET INCOME (LOSS)	494,286	729,061	747,939	969,313	1,091,343	(958,838)	375,306	147,083	
108										
109	Capital Projects:									
110	Electric Panel Cabinets (3 of 6)	-	-	-	2,700	-	-	100,000	100,000	Subject to quote
111	Security Camera	6,938	-	-	-	-	-	10,000	50,000	
112	Piling replacement project	-	-	-	6,593	-	100,000	250,000	100,000	\$12K each; pile only
113	Sea Lion Deterrent	25,970	-	-	-	-	-	25,000	25,000	Fencing and other materials
114	Dock maintenance	10,854	9,545	-	34,008	104,546	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)	-	-	-	1,157	-	-	50,000	225,000	Replace Marina program and system maintenance
117	New NH Building	62,130	46,913	399,033	1,584,972	2,204,319	400,000	1,000,000	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	100,000	
121	Sewer Lift Station	-	-	-	-	-	-	50,000	50,000	
122	SH Streetlight replacement	-	-	-	-	-	-	-	40,000	
123	Tsunami Erosion Repair	31,872	66,332	876,814	152,985	79,307	-	-	-	2 at NH, 1 at SH
124	NH 30 Rm. Hotel	-	-	-	-	-	-	75,000	75,000	Through permitting
125	Fisherman's Dorm/Café	-	-	-	-	-	-	-	-	Through permitting
126	Cannery - Roof	-	-	-	-	-	-	100,000	250,000	Roof and drywall

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BUDGET FYE 6/30/2021										-
							Projected	Budget	Budget	CPI = 3.08%
		FYE 6/30/15	FYE 6/30/16	FYE 6/30/17	FYE 6/30/18	FYE 6/30/19	FYE 6/30/20	FYE 6/30/20	FYE 6/30/21	
127	Cannery HVAC	5,995	10,982	-	-	-	-	36,000	50,000	1 replaced, 3 left to replace
128	Misc. Small Capital Purchases	-	-	-	10,642	-	-	-	-	
129	Pot Stop Building demo.	-	-	-	-	-	-	-	50,000	
130	District Vehicle			-	-	33,000	-	-	-	annually under a lease including service
131	Total Capital Requirements	143,759	396,785	1,288,033	1,793,057	2,421,172	600,000	2,446,000	2,815,000	
132										
133	Capital Project Funding:									
134	From: FEMA			573,712				750,000	600,000	For dredging - 2017 Atmospheric River Storms
135	General Funds	143,759	396,785	1,288,033	1,793,057	2,421,172	600,000	1,696,000	2,215,000	All other capital projects funded by General funds
136	Total Capital Contributions	143,759	396,785	1,861,745	1,793,057	2,421,172	600,000	2,446,000	2,815,000	
137	Capital Projects Budget							-	-	
138										
139	Loan Payments									
140	Loan - UMPQUA	(349,825)	(359,358)	(363,425)	(369,147)	(379,197)	(389,516)	(389,516)	(400,107)	Principal Payment (Unpaid balance \$2,908,858 Int. rate 2.85%)
141	Total Loan Payments	(349,825)	(359,358)	(363,425)	(369,147)	(379,197)	(389,516)	(389,516)	(400,107)	
142										
143	Cash Flow Reconciliation									
144	Add: Net Income (Loss)	494,286	729,061	747,939	969,313	1,091,343	(958,838)	375,306	147,083	
145	Add: Depreciation	945,417	920,234	924,813	909,479	841,062	919,333	945,000	1,000,000	
146	Plus: Loan Payments	(349,825)	(359,358)	(363,425)	(369,147)	(379,197)	(389,516)	(389,516)	(400,107)	
147	Net Increase (decrease) in Cash	1,089,878	1,289,937	1,309,327	1,509,645	1,553,208	(429,021)	930,790	746,976	
148										
149	Reserved Funds Allocation									
150	Capital Projects to be Funded	(143,759)	(396,785)	(1,288,033)	(1,793,057)	(2,421,172)	(600,000)	(1,696,000)	(2,215,000)	All other capital projects funded by General funds
151	Plus Net increase (decrease) in Cash	1,089,878	1,289,937	1,309,327	1,509,645	1,553,208	(429,021)	930,790	746,976	
152										
153	From General Funds	946,119	893,152	21,294	(283,412)	(867,964)	(1,029,021)	(765,210)	(1,468,024)	Extra funds needed for capital project funds