

**Canaveral Port Authority
Proposed Operating Budget
For the year ending September 30, 2020**

	Original FY2020 Budget	Proposed Changes	Final Proposed FY2020 Budget
<u>Operating Revenues</u>			
<u>Ship Activity</u>			
Wharfage	\$ 67,397,780	\$ (35,079,335)	\$ 32,318,445
Dockage	9,089,740	24,765	9,114,505
Parking	20,410,770	(11,036,380)	9,374,390
Line handling	1,350,845	(114,900)	1,235,945
Water	1,245,380	(239,880)	1,005,500
Cranes	200,000	341,705	541,705
Total Ship Activity	<u>99,694,515</u>	<u>(46,104,025)</u>	<u>53,590,490</u>
<u>Leasing</u>			
Leases	<u>9,999,100</u>	<u>(180,605)</u>	<u>9,818,495</u>
Total Leasing	<u>9,999,100</u>	<u>(180,605)</u>	<u>9,818,495</u>
<u>Jetty Park</u>			
Camping	1,886,718	(745,523)	1,141,195
Recreational parking	847,939	(335,059)	512,880
Camp store & laundry	120,405	(47,575)	72,830
Other recreational	158,802	(62,752)	96,050
Concessions	10,151	(4,011)	6,140
Total Jetty Park	<u>3,024,015</u>	<u>(1,194,920)</u>	<u>1,829,095</u>
<u>Exploration Tower</u>			
Entry fees & annual passes, net	185,430	(81,620)	103,810
Café & gift shop	121,123	(53,313)	67,810
Special event rentals	194,892	(85,787)	109,105
Total Exploration Tower	<u>501,445</u>	<u>(220,720)</u>	<u>280,725</u>
<u>Other</u>			
Fire training facility	300,000	(165,630)	134,370
Permits & licenses	65,000	(5,145)	59,855
Badging	30,000	(2,375)	27,625
Commercial vehicle	1,550,000	(641,460)	908,540
Miscellaneous	598,000	(47,340)	550,660
Total Other	<u>2,543,000</u>	<u>(861,950)</u>	<u>1,681,050</u>
Total Operating Revenues	<u>\$ 115,762,075</u>	<u>\$ (48,562,220)</u>	<u>\$ 67,199,855</u>

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	Original FY2020 Budget	Proposed Changes	Final Proposed FY2020 Budget
<u>Operating Expenses</u>			
<u>Operations</u>			
Salaries	\$ 3,504,920	\$ (601,100)	\$ 2,903,820
Benefits	2,035,900	(297,317)	1,738,583
Service contracts	546,500	(158,150)	388,350
Utilities	46,000	(13,160)	32,840
Maintenance & supplies	175,500	(30,480)	145,020
Office expense	62,050	(12,090)	49,960
Trade development	-	-	-
Fuel	46,300	(36,200)	10,100
Contractual obligations	2,850,000	(1,208,850)	1,641,150
Travel	23,400	(16,990)	6,410
Education & seminars	2,400	(2,315)	85
Other	32,900	(15,665)	17,235
Total Operations	9,325,870	(2,392,317)	6,933,553
<u>Facilities</u>			
Salaries	3,092,620		3,092,620
Benefits	1,763,920		1,763,920
Service contracts	2,198,900	(512,540)	1,686,360
Utilities	4,055,350	(745,050)	3,310,300
Maintenance & supplies	1,107,500	(302,400)	805,100
Office expense	23,550	3,070	26,620
Fuel	130,000	(42,000)	88,000
Travel	6,000	(4,600)	1,400
Education & seminars	3,500	(1,100)	2,400
Other	20,000	(9,000)	11,000
Total Facilities	12,401,340	(1,613,620)	10,787,720
<u>Parks & Recreation</u>			
Salaries	752,070	(148,175)	603,895
Benefits	469,420	(111,370)	358,050
Store merchandise	52,150	(19,750)	32,400
Service contracts	217,110	(680)	216,430
Utilities	243,200	(57,200)	186,000
Maintenance & supplies	15,500	5,200	20,700
Office expense	25,600	(7,020)	18,580
Advertising	-	300	300
Travel	3,000	(2,760)	240
Education & seminars	3,000	(2,720)	280
Other	14,000	(5,500)	8,500
Total Parks & Recreation	1,795,050	(349,675)	1,445,375
<u>Exploration Tower</u>			
Salaries	310,770	(69,280)	241,490
Benefits	162,430	(55,520)	106,910
Store merchandise	74,500	(26,000)	48,500
Service contracts	27,300	(14,800)	12,500
Utilities	18,800	(4,600)	14,200
Exhibit fees	41,000	(27,500)	13,500
Maintenance & supplies	1,200	840	2,040
Office expense	11,700	(7,150)	4,550
Promotions	8,300	(7,200)	1,100
Advertising	24,000	(8,000)	16,000
Trade development	4,000	(700)	3,300
Travel	2,500	(2,190)	310
Education & seminars	350	(350)	-
Other	750	(450)	300
Total Exploration Tower	\$ 687,600	\$ (222,900)	\$ 464,700

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<u>Public Safety</u>			
Salaries	\$ 495,060		\$ 495,060
Benefits	158,110		158,110
Service contracts	4,000	(3,150)	850
Fire protection	2,469,985	(78,445)	2,391,540
Police protection	7,259,620	(240,000)	7,019,620
Maintenance & supplies	10,000	(7,400)	2,600
Computer support & training	-	1,600	1,600
Office expense	20,000	(16,320)	3,680
Communication services	13,000	(10,070)	2,930
Travel	32,000	(23,485)	8,515
Education & seminars	22,200	(21,410)	790
Other	8,000	(1,430)	6,570
Total Public Safety	10,491,975	(400,110)	10,091,865
<u>Fire Training Facility</u>			
Service contracts	197,400	(13,100)	184,300
Utilities	33,900	(5,085)	28,815
Insurance	44,500	(6,675)	37,825
Maintenance & supplies	84,250	(42,050)	42,200
Office expense	500	(75)	425
Accounting & auditing	1,000	(1,000)	-
Total Fire Training Facility	361,550	(67,985)	293,565
<u>Commission</u>			
Salaries - commissioners	54,020		54,020
Salaries - administrative	64,010		64,010
Benefits	109,890		109,890
Legal	55,000	(10,000)	45,000
Maintenance & supplies	-	10	10
Office expense	9,350	(3,320)	6,030
Promotions	7,500	(1,125)	6,375
Advertising	1,000		1,000
Travel-staff	1,500	200	1,700
Travel-commissioners	50,000	(39,550)	10,450
Education & seminars	2,200	(475)	1,725
Total Commission	354,470	(54,260)	300,210
<u>Executive</u>			
Salaries	1,196,960		1,196,960
Benefits	389,430		389,430
Legal	206,000	(106,000)	100,000
Maintenance & supplies	-	150	150
Office expense	172,150	24,000	196,150
Fraud hotline	2,700		2,700
Travel	26,000	(14,900)	11,100
Education & seminars	6,000	(2,785)	3,215
Engineering-general	-	12,000	12,000
Total Executive	1,999,240	(87,535)	1,911,705
<u>Finance & Accounting</u>			
Salaries	1,054,420		1,054,420
Benefits	449,910		449,910
Service contracts	65,500	(35,000)	30,500
Office expense	78,900	(27,075)	51,825
Computer support & training	1,200	(1,200)	-
Advertising	3,600	(2,600)	1,000
Travel	9,300	(8,270)	1,030
Education & seminars	11,400	(11,200)	200
Accounting	130,000	(5,000)	125,000
Total Finance & Accounting	\$ 1,804,230	\$ (90,345)	\$ 1,713,885

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<u>Administrative Services</u>			
Salaries	\$ 2,237,100	\$ 15,700	\$ 2,252,800
Benefits	885,150	19,220	904,370
Maintenance & supplies	-	3,860	3,860
Service contracts	77,580	(18,145)	59,435
Legal	55,000	10,000	65,000
Insurance	3,025,000	53,275	3,078,275
Office expense	167,540	(37,485)	130,055
Personnel training & recruiting	142,000	(59,600)	82,400
Computer support & training	1,526,350	(238,675)	1,287,675
Advertising	4,000	(2,000)	2,000
Travel	22,650	(15,740)	6,910
Education & seminars	35,300	(14,065)	21,235
Total Administrative Services	8,177,670	(283,655)	7,894,015
<u>Engineering & Environmental</u>			
Salaries	1,161,110		1,161,110
Benefits	478,190		478,190
Service contracts	95,000	(1,000)	94,000
Maintenance & supplies	-	12,325	12,325
Office expense	32,120	(24,315)	7,805
Advertising	4,200	(2,500)	1,700
Travel	21,500	(19,940)	1,560
Education & seminars	19,050	(17,650)	1,400
Engineering - general	267,000	(14,000)	253,000
Engineering - environmental	539,000	(167,950)	371,050
Total Engineering & Environmental	2,617,170	(235,030)	2,382,140
<u>Business Development</u>			
Salaries	700,330	89,325	789,655
Benefits	275,540	25,800	301,340
Maintenance & supplies	-	22,905	22,905
Office expense	75,650	(17,970)	57,680
Promotions	800	(550)	250
Advertising	392,500	(226,120)	166,380
Trade development	389,600	(203,675)	185,925
Travel	145,000	(104,700)	40,300
Education & seminars	100	(70)	30
Total Business Development	1,979,520	(415,055)	1,564,465
<u>Tenant & Property Development</u>			
Salaries	274,470	(69,825)	204,645
Benefits	82,300	(4,475)	77,825
Service contracts	300	820	1,120
Utilities	10,000	(6,000)	4,000
Maintenance & supplies	-	450	450
Office expense	4,550	(2,365)	2,185
Land use planning	15,000	(2,250)	12,750
Lease administration & preparation	485,000	(217,775)	267,225
Promotions	1,000	(890)	110
Travel	3,000	(2,955)	45
Education & seminars	3,000	(3,000)	-
Total Tenant & Property Dev.	878,620	(308,265)	570,355
<u>Government & Strategic Communications</u>			
Salaries	617,570		617,570
Benefits	193,220		193,220
Maintenance & supplies	-	200	200
Office expense	21,600	(4,000)	17,600
Computer support & training	-	1,670	1,670
Planning and Studies	50,000	(44,700)	5,300
Promotions	262,500	(222,500)	40,000
Publications	125,000	(114,000)	11,000
Electronic media	175,000	1,260	176,260
Advertising	70,000	(43,585)	26,415
Sponsorships	110,000	(55,000)	55,000
Travel	30,000	(13,000)	17,000
Professional services	216,300		216,300
Education & seminars	12,400	(4,000)	8,400
Total Government & Strategic Communications	\$ 1,883,590	\$ (497,655)	\$ 1,385,935

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Total Operating Expenses Before Amortization and Depreciation	\$ 54,757,895	\$ (7,018,407)	\$ 47,739,488
Operating Income (Loss) Before Amortization and Depreciation	61,004,180	(41,543,813)	19,460,367
<u>Amortization</u>			
Maintenance dredging	199,785		199,785
Computer software	205,920		205,920
Master plan	170,295		170,295
Total Amortization	576,000	-	576,000
Depreciation	45,000,000	(1,700,000)	43,300,000
Operating Income (Loss)	\$ 15,428,180	\$ (39,843,813)	\$ (24,415,633)
<u>Non-Operating Revenues</u>			
Interest income	\$ 1,650,000	\$ (120,000)	\$ 1,530,000
Income from grant administration	895,300		895,300
Non-Operating Revenues	2,545,300	(120,000)	2,425,300
Non-operating expenses			
Amortization of bond discounts	\$ 175,130		\$ 175,130
Commissions & fees	100,200	260,000	360,200
Interest	9,035,320		9,035,320
Grant administration fees	60,000		60,000
Litigation expense	263,000	(153,000)	110,000
Non-operating expenses	9,633,650	107,000	9,740,650
Income (Loss) Before Capital Contributions	8,339,830	(40,070,813)	(31,730,983)
Capital Contributions	-	14,287,000	14,287,000
Change in Net Position	\$ 8,339,830	\$ (25,783,813)	\$ (17,443,983)

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For the year ending September 30, 2020**

	Original FY2020 Budget	Proposed Changes	Final Proposed FY2020 Budget
<u>Ship related revenue</u>			
Cruise operations	\$ 89,787,960	\$ (45,680,825)	\$ 44,107,135
Cargo operations	9,906,555	(423,200)	9,483,355
Total ship related	<u>99,694,515</u>	<u>(46,104,025)</u>	<u>53,590,490</u>
<u>Non-ship related</u>			
Leases	9,999,100	(180,605)	9,818,495
Park operations	3,024,015	(1,194,920)	1,829,095
Fire training facility	300,000	(165,630)	134,370
Exploration tower	501,445	(220,720)	280,725
Commercial vehicle	1,550,000	(641,460)	908,540
Badging, permits, etc.	693,000	(54,860)	638,140
Total non-ship related	<u>16,067,560</u>	<u>(2,458,195)</u>	<u>13,609,365</u>
TOTAL OPERATING REVENUES	115,762,075	(48,562,220)	67,199,855
TOTAL OPERATING EXPENSES BEFORE AMORTIZATION AND DEPRECIATION	<u>54,757,895</u>	<u>(7,018,407)</u>	<u>47,739,488</u>
OPERATING INCOME (LOSS) BEFORE AMORTIZATION AND DEPRECIATION	61,004,180	(41,543,813)	19,460,367
AMORTIZATION AND DEPRECIATION	<u>45,576,000</u>	<u>(1,700,000)</u>	<u>43,876,000</u>
OPERATING INCOME (LOSS)	<u>15,428,180</u>	<u>(39,843,813)</u>	<u>(24,415,633)</u>
TOTAL NON-OPERATING REVENUES	2,545,300	(120,000)	2,425,300
TOTAL NON-OPERATING EXPENSES	<u>9,633,650</u>	<u>107,000</u>	<u>9,740,650</u>
INCOME (LOSS) BEFORE CAPITAL CONTRIBUTIONS	8,339,830	(40,070,813)	(31,730,983)
CAPITAL CONTRIBUTIONS	<u>-</u>	<u>14,287,000</u>	<u>14,287,000</u>
CHANGE IN NET POSITION	<u>\$ 8,339,830</u>	<u>\$ (25,783,813)</u>	<u>\$ (17,443,983)</u>