

**Canaveral Port Authority
Proposed Operating Budget
For the year ending September 30, 2018**

	Preliminary Proposed FY2018 Budget	Proposed Changes	Final Proposed FY2018 Budget
<u>Operating Revenues</u>			
<u>Ship Activity</u>			
Wharfage	\$ 57,820,900	\$ 64,300	\$ 57,885,200
Dockage	7,902,100	(147,800)	7,754,300
Parking	17,908,100	524,100	18,432,200
Line handling	1,357,600	9,600	1,367,200
Water	1,639,000	(33,800)	1,605,200
Total Ship Activity	<u>86,627,700</u>	<u>416,400</u>	<u>87,044,100</u>
<u>Land Leasing</u>			
Land leases-tenants	<u>7,957,100</u>	-	<u>7,957,100</u>
Total Land Leasing	<u>7,957,100</u>	-	<u>7,957,100</u>
<u>Jetty Park</u>			
Camping	1,871,100	-	1,871,100
Recreational parking	915,500	-	915,500
Camp store & laundry	165,600	-	165,600
Other recreational	119,300	-	119,300
Concessions	8,000	-	8,000
Total Jetty Park	<u>3,079,500</u>	-	<u>3,079,500</u>
<u>Exploration Tower</u>			
Entry fees & annual passes, net	197,100	-	197,100
Café & gift shop	108,900	-	108,900
Special event rentals	212,700	-	212,700
Total Exploration Tower	<u>518,700</u>	-	<u>518,700</u>
<u>Other</u>			
Fire training facility	125,000		125,000
Permits & licenses	60,000		60,000
Badging	40,000		40,000
Commercial Vehicle	900,000		900,000
Miscellaneous	318,500		318,500
Total Other	<u>1,443,500</u>	-	<u>1,443,500</u>
Total Operating Revenues	<u>99,626,500</u>	<u>416,400</u>	<u>100,042,900</u>
<u>Non-Operating Revenues</u>			
Interest income	100,000		100,000
Income from grant administration	300,000		300,000
Total Non-Operating Revenues	<u>400,000</u>	-	<u>400,000</u>
TOTAL REVENUES	<u>\$ 100,026,500</u>	<u>\$ 416,400</u>	<u>\$ 100,442,900</u>

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	Preliminary Proposed FY2018 Budget	Proposed Changes	Final Proposed FY2018 Budget
<u>Operating Expenses</u>			
<u>Operations</u>			
Salaries	\$ 3,180,600	\$ 55,210	\$ 3,235,810
Benefits	2,042,500	31,750	2,074,250
Service contracts	536,500	-	536,500
Utilities	35,000	-	35,000
Maintenance and supplies	196,740	-	196,740
Office expense	55,900	-	55,900
Fuel	91,800	-	91,800
Promotions	1,850,000	-	1,850,000
Travel	23,200	-	23,200
Education & seminars	3,200	-	3,200
Other	27,500	-	27,500
Total Operations	8,042,940	86,960	8,129,900
<u>Facilities</u>			
Salaries	2,805,430	\$ -	2,805,430
Benefits	1,770,700	-	1,770,700
Service contracts	2,135,760	11,600	2,147,360
Utilities	3,257,150	-	3,257,150
Maintenance and supplies	900,500	-	900,500
Office expense	26,950	-	26,950
Fuel	86,000	-	86,000
Travel	7,500	-	7,500
Education & seminars	4,500	-	4,500
Other	16,000	-	16,000
Total Facilities	11,010,490	11,600	11,022,090
<u>Parks & Recreation</u>			
Salaries	505,060	\$ -	505,060
Benefits	349,210	-	349,210
Service contracts	52,000	-	52,000
Utilities	252,450	-	252,450
Maintenance and supplies	262,700	-	262,700
Office expense	13,800	-	13,800
Camp store merchandise	10,100	-	10,100
Travel	900	-	900
Education & seminars	900	-	900
Other	16,600	-	16,600
Total Parks & Recreation	\$ 1,463,720	\$ -	\$ 1,463,720
<u>Exploration Tower</u>			
Salaries	307,750	\$ -	\$ 307,750
Benefits	183,350	-	183,350
Store merchandise	60,500	-	60,500
Service contracts	19,800	-	19,800
Utilities	83,100	-	83,100
Exhibit fees	42,200	-	42,200
Maintenance and supplies	10,200	-	10,200
Office expense	4,700	-	4,700
Promotions	4,200	-	4,200
Advertising	14,000	-	14,000
Travel	1,600	-	1,600
Education & seminars	300	-	300
Other expenses	1,100	-	1,100
Total Exploration Tower	732,800	-	732,800

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<u>Public Safety</u>			
Salaries	\$ 377,900	\$ -	377,900
Benefits	125,120	-	125,120
Service contracts	4,500	-	4,500
Fire protection	2,249,335	-	2,249,335
Police protection	6,214,950	-	6,214,950
Badging	4,500	-	4,500
Maintenance and supplies	20,000	-	20,000
Office expense	45,335	-	45,335
Communication services	8,000	-	8,000
Travel	15,000	-	15,000
Education & seminars	3,000	-	3,000
Other	3,100	-	3,100
Total Public Safety	9,070,740	-	9,070,740
<u>Fire Training Facility</u>			
Service contracts	82,300	\$ -	82,300
Utilities	29,600	-	29,600
Insurance	42,250	-	42,250
Maintenance and supplies	75,550	-	75,550
Office expense	500	-	500
Accounting and auditing	1,000	-	1,000
Total Fire Training Facility	231,200	-	231,200
<u>Commission</u>			
Salaries - commissioners	56,100	\$ -	56,100
Salaries - administrative	63,200	-	63,200
Benefits	111,510	-	111,510
Legal	50,000	-	50,000
Office expense	10,700	-	10,700
Promotions	7,500	-	7,500
Advertising	1,200	-	1,200
Travel-staff	2,200	-	2,200
Commissioners travel & exp.	40,000	-	40,000
Education & seminars	1,200	-	1,200
Total Commission	343,610	-	343,610
<u>Executive</u>			
Salaries	786,320	\$ -	786,320
Benefits	244,120	-	244,120
Legal	260,000	-	260,000
Office expense	202,250	-	202,250
Planning and studies	18,000	-	18,000
Fraud hotline	2,000	-	2,000
Travel	26,000	-	26,000
Education & seminars	5,000	-	5,000
Total Executive	\$ 1,543,690	\$ -	\$ 1,543,690

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<u>Finance & Accounting</u>			
Salaries	\$ 936,670	\$ -	\$ 936,670
Benefits	414,390	-	414,390
Service contracts	15,000	-	15,000
Office expense	57,450	-	57,450
Computer support and training	120,000	-	120,000
Advertising	6,500	-	6,500
Travel	9,500	-	9,500
Education & seminars	11,750	-	11,750
Accounting and auditing	106,000	-	106,000
Total Finance & Accounting	1,677,260	-	1,677,260
<u>Administrative Services</u>			
Salaries	2,072,190	\$ -	2,072,190
Benefits	863,480	-	863,480
Service contracts	61,200	-	61,200
Legal	40,000	-	40,000
Insurance	2,495,000	-	2,495,000
Office expense	133,350	-	133,350
Personnel training and recruiting	113,000	-	113,000
Computer support & training	1,191,700	-	1,191,700
Advertising	4,000	-	4,000
Travel	21,150	-	21,150
Education & seminars	31,800	-	31,800
Total Administrative Services	7,026,870	-	7,026,870
<u>Engineering & Environmental</u>			
Salaries	987,060	\$ -	987,060
Benefits	391,980	-	391,980
Office expense	65,300	-	65,300
Advertising	3,000	-	3,000
Travel	23,600	-	23,600
Education & seminars	20,200	-	20,200
Engineering - general	291,000	-	291,000
Engineering - environmental	669,000	-	669,000
Total Engineering & Environmental	2,451,140	-	2,451,140
<u>Business Development</u>			
Salaries	615,600	\$ -	615,600
Benefits	273,710	-	273,710
Office expense	78,450	-	78,450
Promotions	700	-	700
Advertising	346,500	-	346,500
Trade development	375,100	-	375,100
Travel	180,000	-	180,000
Education & seminars	2,500	-	2,500
Total Business Development	1,872,560	-	1,872,560
<u>Tenant & Property Development</u>			
Salaries	214,470	\$ -	214,470
Benefits	72,830	-	72,830
Office expense	13,800	-	13,800
Land use planning	30,000	-	30,000
Lease administration & preparation	405,000	-	405,000
Promotions	1,000	-	1,000
Advertising	15,000	-	15,000
Travel	7,000	-	7,000
Education & seminars	5,000	-	5,000
Total Tenant & Property Dev.	\$ 764,100	\$ -	\$ 764,100

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<u>Government & Strategic Communications</u>			
Salaries	\$ 436,060	\$ -	\$ 436,060
Benefits	160,930	-	160,930
Office expense	21,300	-	21,300
Planning and Studies	60,000	-	60,000
Promotions	240,000	-	240,000
Publications	155,000	-	155,000
Electronic media	142,000	-	142,000
Advertising	70,000	-	70,000
Sponsorships	200,000	-	200,000
Travel	31,000	-	31,000
State legislative consultant	100,000	-	100,000
Federal legislative consultant	100,000	-	100,000
Education & seminars	11,200	-	11,200
Total Government & Strategic Communications	1,727,490	-	1,727,490
Total Operating Expenses Before Amortization and Depreciation	\$ 47,958,610	\$ 98,560	\$ 48,057,170
<u>Amortization</u>			
Maintenance dredging	\$ 200,000	\$ -	\$ 200,000
Computer software	204,000	-	204,000
Cruise master plan	0	-	-
Total Amortization	404,000	-	404,000
Depreciation	40,000,000	-	40,000,000
Total Operating Expenses	88,362,610	98,560	88,461,170
Net Operating Income	11,263,890	317,840	11,581,730
<u>Non-operating expenses</u>			
Amortization of bond discounts	175,130	\$ -	175,130
Commissions and fees	6,000	-	6,000
Interest	8,381,660	-	8,381,660
Grant administration fees	45,000	-	45,000
Total Non-operating expenses	8,607,790	-	8,607,790
Net non-operating deficit	(8,207,790)	-	(8,207,790)
TOTAL REVENUES	100,026,500	\$ 416,400	100,442,900
TOTAL EXPENSES	96,970,400	98,560	97,068,960
ADDITION TO NET POSITION FOR DEBT REDUCTION AND PORT DEVELOPMENT	\$ 3,056,100	\$ 317,840	\$ 3,373,940

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	Preliminary Proposed FY2018 Budget	Proposed Changes	Final Proposed FY2018 Budget
<u>Ship related revenue</u>			
Cruise operations	\$ 77,459,800	\$ 836,300	\$ 78,296,100
Cargo operations	9,167,900	\$ (419,900)	8,748,000
Total ship related	<u>86,627,700</u>	<u>416,400</u>	<u>87,044,100</u>
Non-ship related			
Land leasing	7,957,100	-	7,957,100
Park operations	3,079,500	-	3,079,500
Fire training facility	125,000	-	125,000
Exploration Tower	518,700	-	518,700
Commercial vehicle	900,000	-	900,000
Badging, permits, etc.	418,500	-	418,500
Total non-ship related	<u>12,998,800</u>	<u>-</u>	<u>12,998,800</u>
TOTAL OPERATING REVENUES	99,626,500	416,400	100,042,900
TOTAL OPERATING EXPENSES	<u>88,362,610</u>	<u>98,560</u>	<u>88,461,170</u>
OPERATING INCOME	11,263,890	317,840	11,581,730
NON-OPERATING INCOME (EXPENSE)	(8,207,790)	-	(8,207,790)
ADDITION TO NET POSITION FOR DEBT REDUCTION AND PORT DEVELOPMENT	<u>\$ 3,056,100</u>	<u>\$ 317,840</u>	<u>\$ 3,373,940</u>