

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

|                                      | <b>Proposed<br/>FY2020<br/>Budget</b> |
|--------------------------------------|---------------------------------------|
| <b><u>Operating Revenues</u></b>     |                                       |
| <b><u>Ship Activity</u></b>          |                                       |
| Wharfage                             | \$ 67,397,780                         |
| Dockage                              | 9,089,740                             |
| Parking                              | 20,410,770                            |
| Line handling                        | 1,350,845                             |
| Water                                | 1,245,380                             |
| Cranes                               | 200,000                               |
| Total Ship Activity                  | 99,694,515                            |
| <b><u>Leasing</u></b>                |                                       |
| Leases                               | 9,999,100                             |
| Total Leasing                        | 9,999,100                             |
| <b><u>Jetty Park</u></b>             |                                       |
| Camping                              | 1,886,718                             |
| Recreational parking                 | 847,939                               |
| Camp store & laundry                 | 120,405                               |
| Other recreational                   | 158,802                               |
| Concessions                          | 10,151                                |
| Total Jetty Park                     | 3,024,015                             |
| <b><u>Exploration Tower</u></b>      |                                       |
| Entry fees & annual passes, net      | 185,430                               |
| Café & gift shop                     | 121,123                               |
| Special event rentals                | 194,892                               |
| Total Exploration Tower              | 501,445                               |
| <b><u>Other</u></b>                  |                                       |
| Fire training facility               | 300,000                               |
| Permits & licenses                   | 65,000                                |
| Badging                              | 30,000                                |
| Commercial vehicle                   | 1,550,000                             |
| Miscellaneous                        | 598,000                               |
| Total Other                          | 2,543,000                             |
| <b>Total Operating Revenues</b>      | <b>115,762,075</b>                    |
| <b><u>Non-Operating Revenues</u></b> |                                       |
| Insurance proceeds                   | -                                     |
| Interest income                      | 1,650,000                             |
| Income from grant administration     | 895,300                               |
| Total Non-Operating Revenues         | 2,545,300                             |
| <b><u>TOTAL REVENUES</u></b>         | <b>\$ 118,307,375</b>                 |

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|                                      | <b>Proposed<br/>FY2020<br/>Budget</b> |
|--------------------------------------|---------------------------------------|
| <b><u>Operating Expenses</u></b>     |                                       |
| <b><u>Operations</u></b>             |                                       |
| Salaries                             | \$ 3,538,760                          |
| Benefits                             | 2,043,800                             |
| Service contracts                    | 546,500                               |
| Utilities                            | 46,000                                |
| Maintenance & supplies               | 175,500                               |
| Office expense                       | 62,050                                |
| Fuel                                 | 46,300                                |
| Contractual obligations              | 2,850,000                             |
| Travel                               | 23,400                                |
| Education & seminars                 | 2,400                                 |
| Other                                | 32,900                                |
| <b>Total Operations</b>              | <b>9,367,610</b>                      |
| <b><u>Facilities</u></b>             |                                       |
| Salaries                             | 3,058,780                             |
| Benefits                             | 1,756,020                             |
| Service contracts                    | 2,198,900                             |
| Utilities                            | 4,055,350                             |
| Maintenance & supplies               | 1,107,500                             |
| Office expense                       | 23,550                                |
| Fuel                                 | 130,000                               |
| Travel                               | 6,000                                 |
| Education & seminars                 | 3,500                                 |
| Other                                | 20,000                                |
| <b>Total Facilities</b>              | <b>12,359,600</b>                     |
| <b><u>Parks &amp; Recreation</u></b> |                                       |
| Salaries                             | 752,070                               |
| Benefits                             | 469,420                               |
| Store merchandise                    | 52,150                                |
| Service contracts                    | 217,110                               |
| Utilities                            | 243,200                               |
| Maintenance & supplies               | 15,500                                |
| Office expense                       | 25,600                                |
| Travel                               | 3,000                                 |
| Education & seminars                 | 3,000                                 |
| Other                                | 14,000                                |
| <b>Total Parks &amp; Recreation</b>  | <b>1,795,050</b>                      |
| <b><u>Exploration Tower</u></b>      |                                       |
| Salaries                             | 310,770                               |
| Benefits                             | 162,430                               |
| Store merchandise                    | 74,500                                |
| Service contracts                    | 27,300                                |
| Utilities                            | 18,800                                |
| Exhibit fees                         | 41,000                                |
| Maintenance & supplies               | 1,200                                 |
| Office expense                       | 11,700                                |
| Promotions                           | 8,300                                 |
| Advertising                          | 24,000                                |
| Trade development                    | 4,000                                 |

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|--------------------------------------|---------------------------------------|
| Travel                               | 2,500                                 |
| Education & seminars                 | 350                                   |
| Other                                | 750                                   |
| <b>Total Exploration Tower</b>       | <b>\$ 687,600</b>                     |
| <br>                                 |                                       |
| <b><u>Public Safety</u></b>          |                                       |
| Salaries                             | \$ 495,060                            |
| Benefits                             | 158,110                               |
| Service contracts                    | 4,000                                 |
| Fire protection                      | 2,469,985                             |
| Police protection                    | 7,259,620                             |
| Maintenance & supplies               | 10,000                                |
| Office expense                       | 20,000                                |
| Communication services               | 13,000                                |
| Travel                               | 32,000                                |
| Education & seminars                 | 22,200                                |
| Other                                | 8,000                                 |
| <b>Total Public Safety</b>           | <b>10,491,975</b>                     |
| <br>                                 |                                       |
| <b><u>Fire Training Facility</u></b> |                                       |
| Service contracts                    | 197,400                               |
| Utilities                            | 33,900                                |
| Insurance                            | 44,500                                |
| Maintenance & supplies               | 84,250                                |
| Office expense                       | 500                                   |
| Accounting & auditing                | 1,000                                 |
| <b>Total Fire Training Facility</b>  | <b>361,550</b>                        |
| <br>                                 |                                       |
| <b><u>Commission</u></b>             |                                       |
| Salaries - commissioners             | 54,020                                |
| Salaries - administrative            | 64,010                                |
| Benefits                             | 109,890                               |
| Legal                                | 55,000                                |
| Office expense                       | 9,350                                 |
| Promotions                           | 7,500                                 |
| Advertising                          | 1,000                                 |
| Travel-staff                         | 1,500                                 |
| Travel-commissioners                 | 40,000                                |
| Education & seminars                 | 2,200                                 |
| <b>Total Commission</b>              | <b>344,470</b>                        |
| <br>                                 |                                       |
| <b><u>Executive</u></b>              |                                       |
| Salaries                             | 1,196,960                             |
| Benefits                             | 389,430                               |
| Legal                                | 206,000                               |
| Office expense                       | 172,150                               |
| Planning & studies                   | -                                     |
| Fraud hotline                        | 2,700                                 |
| Travel                               | 26,000                                |
| Education & seminars                 | 6,000                                 |
| <b>Total Executive</b>               | <b>\$ 1,999,240</b>                   |

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|---|---------------------------------------|
| <b><u>Finance &amp; Accounting</u></b>          |                                       |
| Salaries  | \$ 1,054,420                          |
| Benefits  | 449,910                               |
| Service contracts                               | 65,500                                |
| Office expense                                  | 78,900                                |
| Computer support & training                     | 1,200                                 |
| Advertising                                     | 3,600                                 |
| Travel  | 9,300                                 |
| Education & seminars                            | 11,400                                |
| Accounting                                      | 130,000                               |
| <b>Total Finance &amp; Accounting</b>           | <b>1,804,230</b>                      |
| <b><u>Administrative Services</u></b>           |                                       |
| Salaries  | 2,237,100                             |
| Benefits  | 885,150                               |
| Service contracts                               | 77,580                                |
| Legal   | 55,000                                |
| Insurance                                       | 3,025,000                             |
| Office expense                                  | 167,540                               |
| Personnel training & recruiting                 | 142,000                               |
| Computer support & training                     | 1,526,350                             |
| Advertising                                     | 4,000                                 |
| Travel  | 22,650                                |
| Education & seminars                            | 35,300                                |
| <b>Total Administrative Services</b>            | <b>8,177,670</b>                      |
| <b><u>Engineering &amp; Environmental</u></b>   |                                       |
| Salaries  | 1,161,110                             |
| Benefits  | 478,190                               |
| Service contracts                               | 95,000                                |
| Office expense                                  | 32,120                                |
| Advertising                                     | 4,200                                 |
| Travel  | 21,500                                |
| Education & seminars                            | 19,050                                |
| Engineering - general                           | 267,000                               |
| Engineering - environmental                     | 539,000                               |
| <b>Total Engineering &amp; Environmental</b>    | <b>2,617,170</b>                      |
| <b><u>Business Development</u></b>              |                                       |
| Salaries  | 700,330                               |
| Benefits  | 275,540                               |
| Office expense                                  | 75,650                                |
| Promotions                                      | 800                                   |
| Advertising                                     | 392,500                               |
| Trade development                               | 389,600                               |
| Travel  | 145,000                               |
| Education & seminars                            | 100                                   |
| <b>Total Business Development</b>               | <b>1,979,520</b>                      |
| <b><u>Tenant &amp; Property Development</u></b> |                                       |
| Salaries  | 274,470                               |
| Benefits  | 82,300                                |
| Service contracts                               | 300                                   |
| Utilities                                       | 10,000                                |

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|--|---------------------------------------|
| Office expense   | 4,550                                 |
| Land use planning  | 15,000                                |
| Lease administration & preparation   | 485,000                               |
| Promotions   | 1,000                                 |
| Advertising  | -                                     |
| Travel   | 3,000                                 |
| Education & seminars   | 3,000                                 |
| <b>Total Tenant &amp; Property Dev.</b>                                      | <b>\$ 878,620</b>                     |
| <br><b><u>Government &amp; Strategic Communications</u></b>                  |                                       |
| Salaries   | \$ 627,570                            |
| Benefits   | 193,220                               |
| Office expense   | 21,600                                |
| Planning and Studies   | 50,000                                |
| Promotions   | 262,500                               |
| Publications   | 125,000                               |
| Electronic media   | 175,000                               |
| Advertising  | 70,000                                |
| Sponsorships   | 110,000                               |
| Travel   | 30,000                                |
| Professional services  | 216,300                               |
| Education & seminars   | 12,400                                |
| <b>Total Government &amp; Strategic Communications</b>                       | <b>1,893,590</b>                      |
| <br><b>Total Operating Expenses Before<br/>Amortization and Depreciation</b> | <br><b>54,757,895</b>                 |
| <br><b><u>Amortization</u></b>   |                                       |
| Maintenance dredging   | 199,785                               |
| Computer software  | 205,920                               |
| Master plan  | 170,295                               |
| <b>Total Amortization</b>  | <b>576,000</b>                        |
| <br><b>Depreciation</b>  | <br><b>45,000,000</b>                 |
| <br><b>Total Operating Expenses</b>  | <br><b>\$ 100,333,895</b>             |
| <br><b>Net Operating Income</b>  | <br><b>\$ 15,428,180</b>              |
| <br><b>Non-operating expenses</b>  |                                       |
| Amortization of bond discounts   | \$ 175,130                            |
| Commissions & fees   | 100,200                               |
| Interest   | 9,035,320                             |
| Grant administration fees  | 60,000                                |
| Litigation expense   | 263,000                               |
| <b>Total Non-operating expenses</b>  | <b>9,633,650</b>                      |
| <br><b>Net non-operating loss</b>  | <br><b>(7,088,350)</b>                |

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|---|---------------------------------------|
| <b>TOTAL REVENUES</b>   | 118,307,375                           |
| <b>TOTAL EXPENSES</b>   | 109,967,545                           |
| <b>ADDITION TO NET POSITION<br/>FOR DEBT REDUCTION<br/>AND PORT DEVELOPMENT</b> | <b>\$ 8,339,830</b>                   |
| <br>  |                                       |
| <b><u>Ship related revenue</u></b>  |                                       |
| Cruise operations   | \$ 89,787,960                         |
| Cargo operations  | 9,906,555                             |
| Total ship related  | 99,694,515                            |
| Non-ship related  |                                       |
| Leases  | 9,999,100                             |
| Park operations   | 3,024,015                             |
| Fire training facility  | 300,000                               |
| Exploration tower   | 501,445                               |
| Commercial vehicle  | 1,550,000                             |
| Badging, permits, etc.  | 693,000                               |
| Total non-ship related  | 16,067,560                            |
| <b>TOTAL OPERATING REVENUES</b>   | 115,762,075                           |
| <b>TOTAL OPERATING EXPENSES</b>   | 100,333,895                           |
| <b>OPERATING INCOME</b>   | 15,428,180                            |
| <b>TOTAL NON-OPERATING REVENUES</b>   | 2,545,300                             |
| <b>TOTAL NON-OPERATING EXPENSES</b>   | 9,633,650                             |
| <b>NET NON-OPERATING LOSS</b>   | (7,088,350)                           |
| <b>ADDITION TO NET POSITION<br/>FOR DEBT REDUCTION<br/>AND PORT DEVELOPMENT</b> | <b>\$ 8,339,830</b>                   |