

CITY OF KEY WEST
 FY 13-14 BUDGET
 CRUISESHIP Base BUDGET SUMMARY

	Mallory	Pier B	Mole	Anchorage	Total
Revenues					
Disembarkation Fees					
Passengers @ 98% arrival rate	29,430	561,373	139,725	-	730,528
Disembarkation Rate / Pass.	\$ 10.00	\$ 2.50	\$ 10.00		
Subtotal	294,300	1,403,433	1,397,250		3,094,983
Security Surcharge					
Passengers @ 98% arrival rate	29,430	561,373	139,725		730,528
Port Security Rate / Pass.	\$0.63	\$0.00	\$0.63		
Subtotal	18,541	-	88,027		106,568
Disembarkation Fees Total	\$ 312,841	\$ 1,403,433	\$ 1,485,277		\$ 3,201,550
Cruiseship Utilities					
001-0000-344.21 (Mallory)	10,000	0	0		10,000
Dockage Fees					
Based on tonnage rates	12,520		36,281		\$ 48,801
Revenue Subtotal	\$ 335,361	\$ 1,403,433	\$ 1,521,558		\$ 3,260,351
Revenue Offset:					
Outer Mole Navy Lease					
Gross Revenue Total (calculated above)	N/A	N/A	\$ 1,433,531		\$ 1,433,531
Rate	N/A	N/A	37.50%		38%
Revenue Offset Subtotal	0	0	\$ (537,574)		\$ (537,574)
Revenue Total	\$ 335,361	\$ 1,403,433	\$ 983,984	\$ -	\$ 2,722,777
Direct Expenses					
Contract Security					
Budgeted Calls @ 100%	33		73		106
Hours Per Call	9.0	0.0	9.0		
Guards Per Call	2.0	0.0	5.0		
Total Hours	594	-	3,285		3,879
	\$18.00	\$0.00	\$18.00		\$18.00
Contract Security Expenses	\$10,692	\$0	\$59,130		\$69,822
Outer Mole Transportation					
Passengers @ 98% arrival rate			139,725		139,725
Billing % per contract			80%		80%
Adjusted Passenger count for billing			111,780		111,780
Transportation fee per passenger (contract)			\$ 3.66		\$ 3.66
Transportation Fee (passenger) Subtotal	N/A	N/A	\$ 409,115	N/A	\$ 409,115
Crew at 100%			64,865		64,865
Arrival Rate			98%		98%
Crew at Arrival %			63,568		63,568
Billing % per contract			50%		50%
Adjusted Crew Count for billing			31,784		31,784
Transportation fee per crew employee (contract)			\$ 3.66		\$ 3.66
Transportation Fee (crew) Subtotal	N/A	N/A	\$ 116,329	N/A	\$ 116,329
Transportation Fee Total	0	0	\$ 525,444	\$0	\$ 525,444
Certified PD Officers *	\$ 63,000	\$ -	\$ 375,000	\$ -	\$ 438,000
Port Admin Coordinator **	\$ 11,000	\$ 11,000	\$ 33,000	\$ -	\$ 55,000
Operating Costs ***	\$ 7,953	\$ -	\$ 45,068	\$ -	\$ 53,021
Indirect Costs ****	\$ -	\$ -	\$ -	\$ -	\$ -
Expense Total	\$ 92,645	\$ 11,000	\$ 1,037,642	\$ -	\$ 1,141,287
Net Gain/(Loss)	242,716	1,392,433	(53,658)	0	1,581,490

0

* Based on a 15/85 Percent Split between Mallory and Outer Mole. Based on Passenger Count for those 2 venues

** Based on a 20/20/60 Percent Split between Mallory, Pier B and Outer Mole. Based on Level of Effort

*** Based on a 15/85 Percent Split between Mallory and Outer Mole. Based on Passenger Count for those 2 venues

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**** This net gain/loss statement does not recognize a critical cost impact, indirect costs. Efforts should be undertaken to quantify the impact to the bottom line.