

**Key West Bight/Ferry Terminal
Year to Year Revenue Comparison
Monthly – March 23/24**

	<u>March 2023</u>	<u>March 2024</u>
KW Bight	\$ 1,067,308.88	\$ 1,195,400.58
Ferry Terminal	\$ 360,706.79	328,177.85
Grand Total	\$ 1,428,015.67	\$ 1,523,578.43

Revenue Detail

Key West Bight:

Transient Dockage	+31%
Dinghy Dockage	-13%
Retail Sales	-9 %
Parking	+1%
Fuel	+28%

Ferry Terminal:

Passenger Fees	+1%
Security Fees	-5%
Parking	-8%
Fuel	-14%

**FY 2024 Annual Budget Comparison to
February 2024 Actual Year-to-Date Revenue**

<u>Key West Bight</u>	<u>Annual Budget</u>	<u>Year-to-Date Actual</u>	<u>42 Lapsed % Achieved</u>
Charges for Services	\$995,718.33	\$ 4,032,951.66	34%
Fines & Forfeits	\$ 10,255.00	\$ 49,172.00	40%
Misc. Revenues	\$ 480,821.67	\$ 1,787,794.18	31%

A detailed financial report follows.

REVENUE DETAIL MARCH 2024

KEY WEST BIGHT

TRANSIENT DOCKAGE		
	<u>Mar-23</u>	<u>Mar-24</u>
	\$166,863.44	\$218,981.21
Percent Change:	31%	

DINGHY DOCKAGE		
	<u>Mar-23</u>	<u>Mar-24</u>
	\$16,295.76	\$14,134.88
Percent Change:	-13%	

RETAIL SALES		
	<u>Mar-23</u>	<u>Mar-24</u>
	\$1,435.97	\$1,303.28
Percent Change:	-9%	

PARKING		
	<u>Mar-23</u>	<u>Mar-24</u>
	\$234,747.58	\$237,942.45
Percent Change:	1%	

FUEL		
	<u>Mar-23</u>	<u>Mar-24</u>
	\$137,458.95	\$175,989.40
Percent Change:	28%	

FERRY TERMINAL

PASSENGER FEES		
	<u>Mar-23</u>	<u>Mar-24</u>
	\$42,890.30	\$43,482.13
Percent Change:	1%	

SECURITY FEES		
	<u>Mar-23</u>	<u>Mar-24</u>
	\$6,560.44	\$6,249.20
Percent Change:	-5%	

PARKING		
	<u>Mar-23</u>	<u>Mar-24</u>
	\$12,290.97	\$11,288.31
Percent Change:	-8%	

FUEL		
	<u>Mar-23</u>	<u>Mar-24</u>
	\$263,603.12	\$227,413.51
Percent Change:	-14%	

This is due to KWE credit from Reconciliation.

**KEY WEST FERRY TERMINAL
KEY WEST EXPRESS PASSENGER COUNTS**

FY 2022

Month	PASSENGERS PER VESSEL			TOTAL PASSENGERS	
	KW Express	Big Cat (FMB)	Big Cat (Marco)	Per Month	Cumulative
Oct. 21	11,744	0	0	11,744	11,744
Nov.	12,092	0	0	12,092	23,836
Dec.	14,184	0	1,579	15,763	39,599
Jan. 22	14,937	0	2,121	17,058	56,657
Feb.	18,774	0	6,364	25,138	81,795
Mar.	21,089	0	7,903	28,992	110,787
Apr.	17,291	0	2,878	20,169	130,956
May	10,822	5,927	0	16,749	147,705
Jun.	8,329	3,571	0	11,900	159,605
Jul.	11,584	1,337	0	12,921	172,526
Aug.	8,405	2,049	0	10,454	182,980
Sept.	3,879	3,569	0	7,448	190,428
TOTALS:	153,130	16,453	20,845	190,428	190,428

FY 2023

Month	PASSENGERS PER VESSEL			TOTAL PASSENGERS	
	KW Express	Big Cat (FMB)	Big Cat (Marco)	Per Month	Cumulative
Oct. 22	0	0	1,267	1,267	1,267
Nov.	1,079	907	1,793	3,779	5,046
Dec.	2,263	5,640	986	8,889	13,935
Jan. 23	8,576	2,269	2,422	13,267	27,202
Feb.	13,427	787	5,095	19,309	46,511
Mar.	15,969	0	6,971	22,940	69,451
Apr.	10,912	3,044	1,308	15,264	84,715
May	13,299	0	0	13,299	98,014
Jun.	11,076	0	0	11,076	109,090
Jul.	10,211	0	0	10,211	119,301
Aug.	7,194	0	0	7,194	126,495
Sept.	7,410	0	0	9,634	136,129
TOTALS:	101,416	12,647	19,842	136,129	136,129

FY 2024

Month	PASSENGERS PER VESSEL			TOTAL PASSENGERS	
	KW Express	Big Cat (FMB)	Big Cat (Marco)	Per Month	Cumulative
Oct. 23	9,634	0	0	9,634	9,634
Nov.	11,004	0	0	11,004	20,638
Dec.	8,882	1,414	1,417	11,713	32,351
Jan. 24	13,089	0	2,321	15,410	47,761
Feb.	15,398	0	4,492	19,890	67,651
Mar.	15,653	0	6,075	21,728	89,379
Apr.	0	0	0	0	89,379
May	0	0	0	0	89,379
Jun.	0	0	0	0	89,379
Jul.	0	0	0	0	89,379
Aug.	0	0	0	0	89,379
Sept.	0	0	0	0	89,379
TOTALS:	73,660	1,414	14,305	89,379	89,379

MONTHLY FUEL SALES COMPARISON (GALLONS)

	FY21			FY22			FY23			FY24		
	KWB		FT	KWB		FT	KWB		FT	KWB		FT
	GAS	DIESEL	DIESEL	GAS	DIESEL	DIESEL	GAS	DIESEL	DIESEL	GAS	DIESEL	DIESEL
OCT	9,143	13,325	25,203	10,751	13,773	22,306	7,294	3,452	24,800	10,453	12,056	14,696
NOV	15,273	12,221	15,309	17,927	11,137	36,444	12,269	12,540	29,446	22,292	10,420	15,452
DEC	9,530	11,614	26,435	16,901	14,655	40,394	9,292	6,725	28,121	6,304	15,696	26,533
JAN	13,189	16,321	39,165	10,202	17,634	39,289	12,223	15,228	35,165	10,144	16,596	45,856
FEB	11,196	22,005	42,658	9,649	14,880	59,755	3,927	7,045	52,919	2,143	13,859	54,857
MAR	16,322	21,423	58,978	12,279	21,097	71,336	18,415	23,571	76,224	18,167	23,672	72,601
APR	19,763	39,005	43,647	11,641	32,030	42,865	13,456	24,846	28,471	0	0	0
MAY	23,905	24,150	5,709	17,413	16,625	20,033	21,731	12,754	20,759	0	0	0
JUN	27,794	29,837	9,032	23,635	18,271	17,826	21,030	24,696	19,503	0	0	0
JUL	48,276	30,660	18,094	38,709	14,310	19,795	56,583	22,730	19,866	0	0	0
AUG	24,102	18,609	17,678	17,047	19,717	19,216	23,250	16,848	17,967	0	0	0
SEP	15,201	19,269	18,669	11,446	10,818	12,614	10,874	8,319	19,201	0	0	0
TOTALS:	233,694	258,439	320,577	197,600	204,947	401,873	210,344	178,754	372,442	69,503	92,299	229,995

NOTE: Yankee Freedom dry docked for repairs 10-25-20 to 11-05-20.

Fuel pump down at Ferry Terminal 05-04-21 through 06-19-21.

NOTE: Yankee Freedom fuel for 3/16/2022 was corrected 4/8/22.

NOTE: Fuel pumps down at Ferry Terminal 9-10-2022 through 9-20-2022. Yankee Freedom fueled at KWB Marina.

FT pumps were down 10/01/22 through 10/10/2022.