

MOSS LANDING HARBOR DISTRICT									
	A	B	C	D	E	F	G	H	
BUDGET FYE 6/30/2025									
	FYE 6/30/19	FYE 6/30/20	FYE 6/30/21	FYE 6/30/22	FYE 6/30/23	Projected FYE 6/30/24	Budget FYE 6/30/24	Budget FYE 6/30/25	CPI = 2.72%
Revenues	22.25%	23.79%	21.30%	21.94%	21.81%	21.38%	21.50%	21.50%	Vacancy Rate based on 22070 LF
Marina Revenues	7.90/ft	8.15/ft	8.40/ft	8.55/ft	9.02/ft	9.44/ft	9.44/ft	9.70/ft	
1 Assigned Berthing	1,626,780	1,644,944	1,750,735	1,767,672	1,867,815	1,965,502	1,962,570	2,016,624	Prior year \$9.44, with CPI \$9.70
2 Temporary Berthing	277,828	254,746	285,457	274,643	223,482	190,000	275,000	200,000	14.48/ft no amenity fee (Prior year 14.10/ft)(added CPI)
3 Transient Berthing	52,720	38,852	23,093	10,466	12,521	14,000	15,000	15,000	1.25/ft (Prior year 1.25/ft.)
4 Qtrly/Annual Discount	(2,499)	(1,890)	(3,328)	(4,637)	(5,754)	(3,000)	(3,000)	(3,000)	3% quarterly/ annual
5 Commercial Discount	(13,446)	(12,574)	(12,123)	(12,130)	(12,417)	(12,750)	(12,750)	(12,750)	less \$0.50/ft, 41 berth holders avg. 30 ft. boats
6 Liveaboard Fees	119,975	125,558	128,895	135,210	139,795	150,000	150,000	160,000	\$200 for each person (Prior year \$190)(Added \$10) *
7 Intra-Harbor Towing	450	900	600	650	150	600	600	600	\$200 each way
8 Pump outs	400	1,850	1,600	600	1,200	1,500	1,000	1,000	\$200 per occurrence
9 Non-Op Surcharge	-	-	-	-	-	-	-	-	\$175 per month
10 Assigned Slip/LA App. Fee	10,375	5,625	9,603	10,450	7,025	5,000	7,500	7,500	\$100 filing fee/\$300 application fee liveaboard
11 Recovered Lien Costs	2,985	1,790	200	100	700	1,500	2,000	2,000	
12 Late Fees	42,172	24,540	33,510	31,556	35,550	38,000	38,000	40,000	\$35 dollar charge per month (Prior year \$30), on balances over \$140 past due
13 Total Marina Revenues	2,117,740	2,084,341	2,218,244	2,214,580	2,270,067	2,350,352	2,435,920	2,426,974	
14 Trust Lands Lease Revenue									
15 MBARI - Dock	28,254	28,961	29,058	29,749	30,793	32,296	32,296	33,123	Paid annually w/CPI (Expires 4/39)
16 MBARI-MARS Cable	1,378	1,378	1,421	1,449	1,453	1,524	1,524	1,563	Paid annually w/CPI (Expires 2/31)
17 Vistra	67,716	69,070	72,437	73,927	72,038	75,554	75,554	77,488	Paid annually w/CPI (Expires 3/56)
18 Total Trust Lands Lease Revenue	97,348	99,409	102,916	105,125	104,284	109,374	109,374	112,174	
19 Leases									
20 Cannery Suites - (3)	90,216	93,555	95,270	99,149	103,677	107,441	107,441	110,257	\$9,071.97 mo. (ML Seafood Lund's, Prev. Sea Harvest) (Expires 5/30)
21 - (4)	88,420	91,368	93,283	95,952	100,266	103,907	103,907	106,630	\$8,773.54/mo. (Monterey Fish) (Expires 5/30)
22 - (1&10)	18,147	18,788	22,331	19,803	22,540	29,101	29,101	29,863	\$2,457.17/mo. (Local Bounty) (Expires 9/37)
23 - (2)	32,668	33,736	34,863	35,855	37,492	38,853	38,853	39,872	\$3,280.65/mo. (Deyerle) (Expires 8/31)
24 - (5 A&B, 4B)	-	-	19,439	38,055	48,252	51,185	51,185	53,936	\$4,437.87 (Lusamerica) (Expires 8/30)
25 - (5A)	10,448	12,350	11,077	6,671	-	-	-	-	\$865.21 (Running Stream) (Month to Month)
26 - (5B)	14,831	15,621	15,883	10,456	8,251	-	-	-	\$1,391.07 (Local Bounty)(Expires 7/22) w/ (1) 1-yr options
27 - (6A, B &D)	26,607	26,947	21,884	10,740	-	-	-	-	\$1,244.00 (Deep Water Desal)(Expires 2/23) w/ (1) 1-yr option
28 - (7 A&B, 4A)	-	9,734	14,861	17,155	22,730	24,130	24,130	24,762	\$2,037.43/mo. Upstairs inside (Miller Marine Solutions)(Exp. 4/27)
29 - (9)	9,127	8,544	8,225	9,175	9,813	9,940	9,940	10,200	\$839.29/mo. (Veridian Advisors) (Month to month)
30 - (8)	9,090	9,363	9,644	9,933	10,356	10,590	10,590	10,838	\$891.72/mo. (Verizon) Roof top and under stairs (3/23)
32 Cannery NNN	43,591	20,878	67,981	45,909	40,000	40,000	40,000	40,000	Utility reimbursement per lease
33 Sea Harvest/Deyerle	34,662	35,750	36,716	40,863	39,452	40,967	40,967	42,038	\$3,458.91 base + % rent (Expires 8/30)
34 Pot Stop	-	-	-	-	-	-	-	-	Not occupied
35 MB Kayak	40,511	44,572	103,093	64,988	42,302	60,561	80,561	60,561	\$1,713.39/mo, plus percentage rent (Month to month)
36 Martin/Mason	26,355	24,562	28,481	26,911	30,984	32,496	32,496	33,328	\$7,879.68, or 24% of gross, whichever is greater (Exp. 10/24)
37 S.H. Spare Office	-	-	-	-	-	-	-	-	\$436.21/mo.
38 RV Lot	33,599	34,764	35,525	36,417	38,364	39,834	39,834	40,879	\$3,363.49/mo. (Reynolds Resort) No less than 3% In lease agmt. (Expires 9/31)
39 Total Lease Revenue	478,272	480,532	618,556	568,032	554,480	589,005	609,005	603,164	
40 Revenues - Other									
41 Amenities Fee - Slip holders	281,184	277,938	345,647	354,156	370,919	410,000	410,000	451,000	\$90.00 for all assign. vessels in harbor (prior year \$77.55)
42 Passenger Vessel Fees	12,480	28,946	-	12,748	27,978	33,000	30,000	30,000	\$100 per multiplied by vessel capacity due annually.
43 Dry Storage (2)-Gear & Trailer	58,463	60,557	58,209	62,541	60,796	55,000	60,000	60,000	10'X20'/\$120, 10'X30'/\$130, 10'X40'/\$140
44 Near Shore Storage	-	-	-	-	-	-	-	-	Current 10'X20'/\$180, 10'X30'/\$200, 10'X40'/\$220
45 North Harbor Use Fee	121,398	112,693	195,085	224,038	153,645	180,000	160,000	185,000	Current Vessels: \$23 use/park, \$17 use, \$230 annual use/park. Kayaks/ PWC: \$18 use/park, \$12 use, \$180 annual use/park, \$115 annual use only
46 NH Boat Wash	1,559	1,076	551	731	150	50	1,200	200	*\$4 for 5 min
47 SH Parking	105,430	84,330	92,313	121,557	103,827	140,000	130,000	140,000	Monthly permits \$140, daily \$14 (CCC Reg.)
48 Camping/RV	200	650	643	2,182	52	500	1,500	1,500	\$75.00 per night
49 Equipment Rental	-	-	118	285	2,303	500	50	50	
50 Facilities Use Permits	13,505	4,920	8,082	10,906	8,362	6,500	6,500	6,500	\$250 1st application, \$50 renewal Application, \$250 issuance fee
51 Vending (Soda/Laundry)	9,415	8,123	6,577	10,340	7,179	6,500	8,500	8,000	\$1.25-\$1.50 per load to wash/dry
52 Merchandise - Clothing, etc.	108	222	42	-	-	-	-	-	
53 Key Sales, Copies, Bid Packages, etc.	6,022	4,617	1,708	5,546	9,016	6,000	5,000	5,000	\$1.00 pg, .15 pg. thereafter, Gate Keys \$10-25
54 Citations	-	-	6,052	6,759	1,370	6,000	4,500	4,500	
55 Government Grants	148,919	-	-	-	-	-	-	1,000,000	State and Federal Grants (Budget year FEMA Dredging)

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	FYE 6/30/19	FYE 6/30/20	FYE 6/30/21	FYE 6/30/22	FYE 6/30/23	Projected FYE 6/30/24	Budget FYE 6/30/24	Budget FYE 6/30/25	CPI = 2.72%
56 Misc. Charge/Pet fee	2,865	1,531	3,840	1,130	2,756	750	2,500	1,500	Pet fee \$5 monthly
57 Surplus Sale & Misc., Insurance reimb.	126,967	-	-	7,972	-	-	100	100	Excess District equipment
58 Total Other Revenue	888,515	585,603	718,867	820,891	748,353	844,800	819,850	1,893,350	
59 TOTAL REVENUES	3,581,875	3,249,885	3,658,583	3,708,628	3,677,184	3,893,531	3,974,150	5,035,662	
60 Expenses									
61 Media/Publications/Advertising	6,101	7,192	5,175	10,341	1,770	4,000	6,500	6,500	Newspaper ads, NH Development, website, public notice
62 General & Administrative	58,954	68,835	87,888	68,930	65,080	65,000	80,000	80,000	Telephone, office supplies, postage, etc.
63 Accountant	35,250	38,179	37,751	37,918	46,200	42,000	42,000	42,000	
64 Auditor	15,500	16,500	16,500	17,000	17,250	18,000	20,000	20,000	
65 Attorney	69,873	52,770	43,909	36,512	41,789	50,000	100,000	100,000	
66 Personnel	739,957	639,705	711,931	691,082	798,964	815,000	920,000	976,000	
67 Insurance & Bonding	144,388	163,307	189,644	172,180	179,500	200,000	200,000	250,000	
68 PG&E	201,187	281,088	275,064	298,555	313,710	320,000	320,000	350,000	
69 Sewer	37,246	39,865	43,196	47,623	52,453	55,000	55,000	60,000	
70 Water	31,819	38,097	36,922	38,757	47,736	53,000	50,000	55,000	
71 Trash	62,552	98,269	114,138	119,225	135,645	148,000	135,000	165,000	
72 Maintenance & Repairs	65,674	68,002	50,810	25,382	46,953	60,000	80,000	80,000	dock/mat'l/roofing/gangway
73 Operating Supplies	26,047	32,109	33,480	25,858	31,821	25,000	40,000	35,000	Fuel, paper products, parking envelopes, uniforms
74 Outside Service Contracts	74,454	74,325	76,522	110,546	162,273	90,000	80,000	100,000	
75 Bad Debt (berthing revenue)	52,378	29,531	34,872	30,102	20,577	32,000	32,000	32,000	
76 Commissioner Expenses	16,006	14,588	18,343	17,896	16,776	12,000	25,000	25,000	
77 Comm Election	-	-	-	-	350,145	-	-	750,000	Only if incumbent challenged, \$7-\$10 per voter
78 Derelict Disposal	19,184	34,666	40,690	42,161	38,264	50,000	50,000	50,000	
79 LAFCO	6,160	6,357	5,425	5,393	5,868	6,466	7,000	7,000	Mandatory membership fee
80 CSDA	6,740	7,077	7,253	7,615	8,186	8,187	8,200	8,200	Optional membership (required for workers comp policy)
81 County EIR	-	-	-	-	-	-	-	-	Moss Landing Community planning
82 Dredging	202,353	1,483,856	-	18,305	24,906	27,411	1,250,000	3,000,000	
83 Depreciation	841,062	772,652	757,058	761,784	777,285	1,500,000	1,500,000	1,500,000	Increase for NH Building (Est. to start 7/1/24)
84 Total Expenses	2,712,885	3,966,970	2,586,571	2,583,165	3,183,151	3,581,064	5,000,700	7,691,700	
85 Net Operating Income (Loss)	868,990	(717,085)	1,072,012	1,125,463	494,033	312,467	(1,026,550)	(2,656,038)	
86									
87 Interest, Tax and Other Income									
88 Interest - First Capital Bank Investment	3,090	3,131	3,111	9,983	8,882	9,600	9,500	9,600	1.50% on \$1.90M
89 Interest Umpqua	2,586	2,815	508	102	102	100	100	100	.05% on \$1.17M
90 Interest 1st Capital Bank - Trust Account	200	-	-	-	48,644	60,000	40,000	60,000	1.61% on \$3.5M
91 Interest Union Bank	200	296	285	387	-	-	-	-	
92 Desal Reimbursement	6,879	20,553	5,686	-	-	-	-	-	Nader Agha per reimbursement agreement
93 Property Taxes	315,386	325,922	348,780	373,362	402,733	400,000	325,000	375,000	
94 Total Other Income	328,341	352,717	358,370	383,834	460,361	469,700	374,600	444,700	
95									
96 Interest and Other Expenses									
97 Interest - UMPQUA (Includes refi. Fees)	99,407	83,776	72,449	62,540	53,663	49,475	49,475	42,463	Note interest 2.85%
98 CEQA-Desal Expenses reimbursable	5,781	20,553	5,686	-	-	-	-	-	Aspen Environmental
99 Interest - Premium Finance	800	800	800	800	800	800	800	800	Insurance policy, financed through AFCO
100 Total Other Expenses	105,988	105,129	78,935	63,340	54,463	50,275	50,275	43,263	
101									
102 NET INCOME (LOSS)	1,091,343	(469,497)	1,351,447	1,445,957	899,931	731,892	(702,225)	(2,254,601)	
103									
104 Capital Projects:									
105 Electric Panel Cabinets (3 of 6)	-	-	12,101	-	-	-	-	-	Subject to quote
106 Security Camera	-	-	-	9,617	-	-	-	-	
107 Piling replacement project	-	-	-	-	-	-	-	-	\$12K each; pile only, tsunami damage repair
108 Dock maintenance	104,546	-	126,562	-	-	-	175,000	175,000	Lumber, material, electrical and floats
109 B Dock Concrete/Electrical	-	-	-	-	-	350,000	350,000	-	Concrete and electrical
110 Harbor Infrastructure improvement proj.	-	-	-	-	-	450,000	1,500,000	1,050,000	Dock infrastructure/Improvements

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	FYE 6/30/19	FYE 6/30/20	FYE 6/30/21	FYE 6/30/22	FYE 6/30/23	Projected FYE 6/30/24	Budget FYE 6/30/24	Budget FYE 6/30/25	CPI = 2.72%
111 Computers (incl software)		9,763		-	-	-	5,000	5,000	Replace Marina program and system maintenance
112 New NH Building	2,204,319	306,397		16,830	134,877	2,150,000	3,000,000	1,450,000	New North Harbor Building, including lighting
113 NH Visitor Dock									Repair/replacement
114 NH Pkg Resurfacing				76,718					
115 SH Pkg Resurfacing				28,081			100,000	100,000	
116 SH Streetlight replacement							40,000	40,000	
117 Tsunami Erosion Repair	79,307	-							2 at NH, 1 at SH
118 NH 30 Rm. Hotel									Through permitting
119 Fisherman's Dorm/Café									Through permitting
120 Cannery - Roof								40,000	Roof and drywall
121 Cannery HVAC/Mechanical Penthouse				298,707	181,229				1 replaced, 3 left to replace
122 Misc. Small Capital Purchases			12,473	17,240	25,324	15,000	60,000	60,000	Example: Painting, siding, etc.
123 Pot Stop Building demo.				19,253	90,458				
124 District Vehicle	33,000								Maint. Truck
125 Total Capital Requirements	2,421,172	316,160	151,136	466,446	431,888	2,965,000	5,230,000	2,920,000	
126									
127 Capital Project Funding:									
128 From: FEMA		662,710		329,034		-	-	-	For dredging - 2017 Atmospheric River Storms
129 General Funds	2,421,172	316,160	151,136	466,446	431,888	2,965,000	5,230,000	2,920,000	All other capital projects funded by General funds
130 Total Capital Contributions	2,421,172	978,870	151,136	795,480	431,888	2,965,000	5,230,000	2,920,000	
131 Capital Projects Budget									
132									
133 Loan Payments									
134 Loan - UMPQUA	(379,197)	(389,516)	(400,107)	(344,871)	(306,504)	(242,841)	(242,841)	(249,176)	Principal Payment (Unpaid balance \$1,614,535 Int. rate 2.85%)
135 Total Loan Payments	(379,197)	(389,516)	(400,107)	(344,871)	(306,504)	(242,841)	(242,841)	(249,176)	
136									
137 Cash Flow Reconciliation									
138 Add: Net Income (Loss)	1,091,343	(469,497)	1,351,447	1,445,957	899,931	731,892	(702,225)	(2,254,601)	
139 Add: Depreciation	841,062	772,652	757,058	761,784	777,285	1,500,000	1,500,000	1,500,000	
140 Plus: Loan Payments	(379,197)	(389,516)	(400,107)	(344,871)	(306,504)	(242,841)	(242,841)	(249,176)	
141 Net Increase (decrease) in Cash	1,553,208	(86,361)	1,708,398	1,862,870	1,370,712	1,989,051	554,934	(1,003,777)	
142									
143 Reserved Funds Allocation									
144 Capital Projects to be Funded	(2,421,172)	(316,160)	(151,136)	(466,446)	(431,888)	(2,965,000)	(5,230,000)	(2,920,000)	All other capital projects funded by General funds
145 Plus Net increase (decrease) in Cash	1,553,208	(86,361)	1,708,398	1,862,870	1,370,712	1,989,051	554,934	(1,003,777)	
146									
147 From General Funds	(867,964)	(402,521)	1,557,262	1,396,424	938,824	(975,949)	(4,675,066)	(3,923,777)	Extra funds needed for capital project funds