

REVENUE FORECAST / ADJUSTMENTS

The FY26 proposed budget funds current operations within revenue projections that are approximately the same as FY25. While modest increases are projected for some user fees and RV parking, revenue projections for some categories, including slip rent, tenant concession rent, parking, and boatyard services have been adjusted to account for potential impacts associated with the City of Santa Cruz’s Murray Street Bridge Seismic Retrofit and Barrier Replacement Project and storm surge recovery efforts. Adjustments are outlined below:

Description	FY25 Budget	FY26 Budget	Difference	Note
OPERATING INCOME				
Slip Rent Permanent	\$5,181,621	5,392,800	211,179	<i>Approx. 1% (\$48,000) decrease budgeted.</i>
Slip Rent Visitors	\$215,000	248,750	33,750	
Annual Slip Rent Discount	(\$1,225)	(1,225)	-	
Tenant Concession Rent	\$2,097,000	2,123,000	26,000	<i>Approx 1.5% (\$31,000) decrease budgeted.</i>
Misc. Tenant Rent (Sewer)	\$140,000	155,000	15,000	
Launch Fees	\$155,000	155,000	-	
Liveaboard	\$92,500	102,000	9,500	
Catamaran Storage	\$26,000	26,500	500	
North Harbor Dry Storage	\$200,000	206,000	6,000	
7th Ave Dry Storage	\$125,000	130,000	5,000	
Waiting List	\$135,000	138,000	3,000	
Slip Leave Option	\$3,000	4,000	1,000	
Partnership Fees	\$30,000	34,000	4,000	
Sublease Fees	\$35,000	35,000	-	
Variable/Utility Fees	\$235,000	242,000	7,000	
Late Fees	\$50,000	50,000	-	
Citations	\$110,000	115,000	5,000	
Credit Card Convenience Charges	\$24,000	30,000	6,000	
Parking - Concession Lot	\$910,000	925,000	15,000	<i>Approx. 2% (\$15,000) decrease budgeted.</i>
Parking - Launch Area				
Parking - Southwest				
Parking - North				
Parking - Southeast				
Meter Permits				
Slip Renter Parking Permits	\$28,000	32,000	4,000	
RV Parking	\$215,000	250,000	35,000	
Fuel Sales Gasoline	\$285,000	285,000	-	
Fuel Sales Diesel	\$305,000	305,000	-	
Wash Rack	\$6,500	6,500	-	
Boatyard Retail	\$16,500	16,500	-	
Boatyard Labor	\$750	750	-	
Boatyard Rental	\$3,000	2,000	-1,000	<i>Approx. 33% (\$1,000) decrease budgeted.</i>
Boatyard Misc.	\$32,000	30,000	-2,000	<i>Approx. 6% (\$2,000) decrease budgeted.</i>
Lay Days/Storage	\$130,000	125,000	-5,000	<i>Approx. 4% (\$5,000) decrease budgeted.</i>
Vessel Haulout	\$132,000	128,000	-4,000	<i>Approx. 3% (\$4,000) decrease budgeted.</i>
Vessel Berthing	\$34,000	30,000	-4,000	<i>Approx. 12% (\$4,000) decrease budgeted.</i>
Unallocated Revenue				
OPERATING INCOME	\$10,950,646	11,321,575	370,929	