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	40%		40%
Revenue Offset Subtotal	**0**	**0**	**$ (573,412)**		**$ (573,412)**
Revenue Total	**$ 335,361**	**$ 1,403,433**	**$ 948,145**	**$ -**	**$ 2,686,939**
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
Final Cost per Hour FY 10-11 new contract (ass	$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**
Expense Total	**$ 10,692**	**$ -**	**$ 584,574**	**$ -**	**$ 595,266**
Net Income/(Loss)	**324,669**	**1,403,433**	**363,572**	**0**	**2,091,673**
					0
Net Revenues per Passenger	**$ 10.27**	**$ 2.50**	**$ 2.34**		**$ 2.78**
Net Revenues as a % of Gross Revenue	**97%**	**100%**	**24%**		**64%**