

**CITY OF KEY WEST
FY 20-21 BUDGET
CRUISESHIP Base BUDGET SUMMARY**

Up dated on 4/24/20

75%PC/50%PAX

	<u>Mallory</u>	<u>Pier B</u>	<u>Mole</u>	<u>Anchorage</u>	<u>Total</u>
Revenues					
Disembarkation Fees					
Passengers @ 50% arrival rate	19,637	316,713	164,611	-	500,961
Disembarkation Rate / Pass.	\$ 10.50	\$ 2.63	\$ 10.50		
Subtotal	206,189	831,372	1,728,416		2,765,976
Security Surcharge					
Passengers @ 50% arrival rate	19,637	316,713	164,611		500,961
Port Security Rate / Pass.	\$0.63	\$0.00	\$0.63		
Subtotal	12,371	-	103,705		116,076
Disembarkation Fees Total	\$ 218,560	\$ 831,372	\$ 1,832,120		\$ 2,882,052
Transportation Surcharge					
Cost per Pass/Crew			\$ 1.34		
Total	\$ -	\$ -	\$ 264,723		264,723
Dockage Fees					
Based on tonnage rates	65,540		281,251		\$ 346,791
Revenue Subtotal	\$ 284,100	\$ 831,372	\$ 2,378,094		\$ 3,493,566
Revenue Offset:					
Outer Mole Navy Lease					
Gross Revenue Total (calculated above)	N/A	N/A	\$ 164,611		\$ 164,611
Rate	N/A	N/A	\$3.75		375%
Revenue Offset Subtotal	0	0	\$ (617,291)		\$ (617,291)
Revenue Total	\$ 284,100	\$ 831,372	\$ 1,760,803	\$ -	\$ 2,876,274

Direct Expenses

Contract Security

Budgeted Calls @ 75%	36	191	115		342
Hours Per Call	9.0	0.0	9.0		
Guards Per Call	2.0	0.0	5.0		
Total Hours	648	-	5,175		5,823
Final Cost per Hour FY 10-11 new contract (assu	\$22.00	\$0.00	\$22.00		\$22.00

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Contract Security Expenses	\$14,256	\$0	\$113,850		\$128,106
Outer Mole Transportation					
Passengers @ 50% arrival rate			164,611		164,611
Billing % per contract			80%		80%
Adjusted Passenger count for billing			131,689		131,689
Transportation fee per passenger (contract)		\$	5.25	\$	5.25
Transportation Fee (passenger) Subtotal	N/A	N/A	\$ 691,366	N/A	\$ 691,366
Crew at 100%			134,419		134,419
Arrival Rate			98%		98%
Crew at Arrival %			131,731		131,731
Billing % per contract			50%		50%
Adjusted Crew Count for billing			65,865		65,865
Transportation fee per crew employee (contract)		\$	5.25	\$	5.25
Transportation Fee (crew) Subtotal	N/A	N/A	\$ 345,793	N/A	\$ 345,793
Transportation Fee Total	0	0	\$ 1,037,159	\$0	\$ 1,037,159
Expense Total	\$ 14,256	\$ -	\$ 1,151,009	\$ -	\$ 1,165,265
Net Income/(Loss)	269,844	831,372	609,794	0	1,711,009
					0
Net Revenues per Passenger	\$ 13.74	\$ 2.63	\$ 3.70		\$ 3.42
Net Revenues as a % of Gross Revenue	95%	100%	26%		49%

Dockage 3.0000
0.0475
0.0425
0.0375
0.0325
0.0300