



ATTACHMENT 1

Santa Barbara Waterfront Revenue Summary Fiscal Year 2012 vs. 2011

Property Management

Description	Annual Budget	Actual YTD 6/30/12	Actual YTD 6/30/11	\$ Amount < or > FY 2011	Change from prior year
Harbor Commercial	755,027	786,276	778,446	7,830	1.01%
Wharf Commercial	428,473	502,321	419,063	83,259	19.87%
SB Waterfront Center (Museum)	149,369	151,036	145,842	5,194	3.56%
Harbor Food Service	915,670	926,831	925,608	1,222	0.13%
Wharf Food Service	1,240,340	1,304,454	1,225,502	78,952	6.44%
SB Waterfront Center (WF Grill)	196,244	255,508	206,360	49,148	23.82%
Harbor Other	150,000	174,459	181,551	(7,092)	-3.91%
Wharf Other	-	-	410	(410)	-100.00%
SB Waterfront Center (NOAA)	49,579	48,607	48,607	-	0.00%
Ice Machine	35,000	32,380	26,368	6,012	22.80%
CAM	101,594	91,183	100,788	(9,604)	-9.53%
Miscellaneous Revenue	119,000	211,602	126,970	84,632	66.65%
Total Property Management	4,140,296	4,484,657	4,185,515	299,142	7.15%

Financial Management

Description	Budget	Actual YTD 6/30/12	Actual YTD 6/30/11	\$ Amount < or > FY 2011	Change from prior year
Interest Income	185,859	160,588	188,324	(27,736)	-14.73%
Total Financial Management	185,859	160,588	188,324	(27,736)	-14.73%

Parking Services

Description	Budget	Actual YTD 6/30/12	Actual YTD 6/30/11	\$ Amount < or > FY 2011	Change from prior year
Cabrillo East	77,000	80,241	72,795	7,446	10.23%
Cabrillo West	82,000	81,349	71,790	9,559	13.31%
Palm Park	341,000	361,779	325,059	36,720	11.30%
Garden Street	171,000	185,535	176,254	9,281	5.27%
Harbor West	97,000	119,328	82,723	36,605	44.25%
Leadbetter	186,000	206,618	172,375	34,243	19.87%
La Playa East	10,000	18,616	10,551	8,065	76.44%
La Playa West	8,000	12,203	9,448	2,755	29.16%
Harbor Lot	614,000	581,874	509,660	72,214	14.17%
Stearns Wharf	244,000	255,775	223,524	32,251	14.43%
Waterfront Parking Permits	325,000	364,354	336,161	28,193	8.39%
Boat Wash Machine	3,000	3,198	3,014	184	6.09%
Harbor Valet Parking	450	403	607	(204)	-33.61%
Total Parking Services	2,158,450	2,271,273	1,993,962	277,311	13.91%

Marina Management

Description	Budget	Actual YTD 6/30/12	Actual YTD 6/30/11	\$ Amount < or > FY 2011	Change from prior year
Live Aboard Fees	164,000	149,917	163,645	(13,728)	-8.39%
Slip Rentals	3,998,521	3,973,521	3,858,104	115,417	2.99%
Visitor Fees	463,000	400,350	416,262	(15,912)	-3.82%
Skiff Tie-Ups	9,000	5,641	7,530	(1,889)	-25.09%
Fish Hoist 1	8,000	7,584	7,793	(210)	-2.69%
Fish Hoist 2	500	660	792	(132)	-16.69%
Wharfage & Dockage	141,000	107,874	151,081	(43,207)	-28.60%
Slip Transfer Fees	425,000	614,000	428,875	185,125	43.17%
Slip Waiting List	2,600	2,360	2,640	(280)	-10.61%
Key Card	12,000	10,651	10,936	(285)	-2.60%
SB Mooring Area Permit	4,000	6,050	6,221	(171)	-2.76%
Yacht Club Hoist	1,811	1,812	1,759	53	3.01%
Miscellaneous Revenue	36,000	31,417	34,817	(3,400)	-9.77%
Total Marina Management	5,265,432	5,311,836	5,090,454	221,382	4.40%

Department Total **11,750,037** **12,228,354** **11,458,256** **770,098** **6.72%**