

JAN 24 2013
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**Santa Barbara Waterfront Revenue Summary
as of December 31, 2012**

Property Management

Description	Annual Budget	Actual YTD 12/31/12	Actual YTD 12/31/11	\$ Amount < or > FY 2012	Change from prior year
Harbor Commercial	1,018,000	474,166.64	449,244	24,923	5.55%
Wharf Commercial	488,000	311,100.04	278,006	33,094	11.90%
SB Waterfront Center (Museum)	151,000	76,689.85	75,293	1,397	1.86%
Harbor Food Service	932,000	589,742.23	518,104	71,638	13.83%
Wharf Food Service	1,291,000	769,529.51	737,995	31,534	4.27%
SB Waterfront Center (WF Grill)	200,000	200,347.41	113,945	86,402	75.83%
Harbor Other	178,000	99,478.70	96,370	3,109	3.23%
Wharf Other	-	-	-	-	-
SB Waterfront Center (NOAA)	24,000	24,303.60	24,304	-	0.00%
Ice Machine	35,000	13,531.25	20,336	(6,804)	-33.46%
CAM	108,952	43,542.00	54,768	(11,226)	-20.50%
Miscellaneous Revenue	250,000	140,490.00	54,399	86,091	158.26%
Cruise Ships	175,000	96,660.00	-	96,660	n/a
Total Property Management	4,675,952	2,742,921	2,422,763	320,158	13.21%

Financial Management

Description	Budget	Actual YTD 12/31/12	Actual YTD 12/31/11	\$ Amount < or > FY 2012	Change from prior year
Interest Income	150,900	72,249	89,673	(17,424)	-19.43%
Total Financial Management	150,900	72,249	89,673	(17,424)	-19.43%

Parking Services

Description	Budget	Actual YTD 12/31/12	Actual YTD 12/31/11	\$ Amount < or > FY 2012	Change from prior year
Cabrillo East	75,000	46,353	41,379	4,974	12.02%
Cabrillo West	73,000	52,538	44,110	8,428	19.11%
Palm Park	349,000	208,095	204,647	3,447	1.68%
Garden Street	184,000	106,001	110,924	(4,923)	-4.44%
Harbor West	111,000	76,987	65,259	11,728	17.97%
Leadbetter	206,000	129,816	118,438	11,379	9.61%
La Playa East	10,200	10,207	15,807	(5,599)	-35.42%
La Playa West	8,160	8,860	9,774	(915)	-9.36%
Harbor Lot	551,000	328,176	308,989	19,187	6.21%
Stearns Wharf	248,880	134,263	120,606	13,657	11.32%
Waterfront Parking Permits	318,500	110,318	96,220	14,097	14.65%
Boat Wash Machine	2,000	1,176	1,110	66	5.90%
Harbor Valet Parking	500	418	-	418	n/a
Micellaneous Revenue	-	(20)	13,170	(13,190)	-100.15%
Total Parking Services	2,137,240	1,213,187	1,150,433	62,754	5.45%

Marina Management

Description	Budget	Actual YTD 12/31/12	Actual YTD 12/31/11	\$ Amount < or > FY 2012	Change from prior year
Live Aboard Fees	156,000	74,293.37	77,947	(3,654)	-4.69%
Slip Rentals	4,041,464	2,037,360.92	1,981,827	55,534	2.80%
Visitor Fees	383,000	245,117.02	221,922	23,195	10.45%
Skiff Tie-Ups	4,800	3,555.00	2,391	1,164	48.69%
Fish Hoist 1	6,000	5,571.50	3,609	1,963	54.39%
Fish Hoist 2	1,000	258.00	440	(182)	-41.36%
Wharfage & Dockage	10,000	11,226.45	72,007	(60,780)	-84.41%
Slip Transfer Fees	450,000	313,500.00	299,150	14,350	4.80%
Slip Waiting List	2,360	1,880.00	2,360	(480)	-20.34%
Key Card	12,000	6,459.80	6,092	368	6.04%
SB Mooring Area Permit	4,000	5,505.00	5,800	(295)	-5.09%
Yacht Club Hoist	1,848	924.00	906	18	2.01%
Miscellaneous Revenue	36,000	10,404.00	55,747	(45,343)	-81.34%
Total Marina Management	5,108,472	2,716,055	2,730,198	(14,143)	-0.52%
Department Total	12,072,564	6,744,413	6,393,066	351,346	5.50%

ATTACHMENT #1

Waterfront Department Expenditures
Consolidated 12/31/12

Description	Fiscal Year 2013 Budget	YTD 12/31/12 Expense	Fiscal Year 13 % of Budget
Total Salaries & Benefits	5,741,416	2,853,640	49.70%
Total Supplies & Services	3,621,195	2,301,825	63.57%
Community Promotions (1)	61,400	39,900	64.98%
Transfers to Capital (2)	1,540,978	770,489	50.00%
Non-Capitalized Transfers (3)	129,369	62,389	48.23%
Beach Lifeguard Service	79,285	39,642	50.00%
Computer Software (4)	40,000	0	0.00%
Principal	741,425	636,118	85.80%
Interest	1,107,680	590,747	53.33%
Fiscal Agent Charges	0	1,000	1000.00%
Appropriated Reserves	100,000	0	0.00%
Total Other	1,949,105	1,227,865	63.00%
Subtotal	13,162,748	7,295,750	55.43%
Encumbrances (5)		<u>605,661</u>	
Adjusted Total		6,690,089	50.83%

- (1) July 4th Fireworks
- (2) Transfer to fund Capital Projects
- (3) Non-capitalized equipment and computer hardware
- (4) Marina Management Software
- (5) Funding committed but not yet expended i.e., contracts