

CITY OF SANTA BARBARA WATERFRONT DEPARTMENT

MEMORANDUM

Date: May 19, 2022
To: Harbor Commission
From: Mike Wiltshire, Waterfront Director
Subject: **Business Services Report**

DEPARTMENT BUDGET UPDATE

Waterfront staff will provide a brief overview on the status of revenue and expenditures at the end of the third quarter for Fiscal Year 2022.

Revenues:

Table 1: Waterfront Department Revenue Summary

By Program 3/31/2022

Program	FY 2022 Budget	FY 2022 Actual July-Mar	FY 2022 % of Budget
Property Management	\$ 5,545,073	\$ 4,745,787	86%
Financial Management	\$ 89,945	\$ 78,550	87%
Parking Services	\$ 2,999,109	\$ 2,628,374	88%
Marina Management	\$ 7,024,874	\$ 5,755,054	82%
Totals	\$ 15,659,001	\$ 13,207,764	84%

The table above shows actual revenues at the end of the third quarter at \$13,207,764 or 84% of the fiscal year budget. Revenues exceed budgeted estimates mainly due to the following factors:

- Commercial lease revenue (includes both Stearns Wharf and the Harbor) is up 21% (+\$290,359) over last year at the same time.
- Food Service Leases (includes both Stearns Wharf and the Harbor) is up nearly 31% (+\$614,858) versus last year.
- Slip Permit Transfer Fees continue to be strong although down 6.2% (-\$77,375) over last year at the same time. A total of 75 transfers took place in the first three quarters of the year representing \$1,168,300 in revenue.
- Parking Revenue is up 37.8% (+\$715,220) versus last year.
- Marina Management is up 3.9% (\$215,524) over last year.

Expenditures:

Table 2: Waterfront Expenditures through 3/31/2022			
Description	FY 2022 Budget	YTD Expense as of 3/31/2022	FY 2022 % of Budget
Salaries	\$ 4,985,686	\$ 3,583,569	71.88%
Benefits	\$ 2,724,989	\$ 1,938,897	71.15%
Allocated Costs	\$ 1,837,559	\$ 1,378,170	75.00%
Supplies & Services	\$ 3,642,032	\$ 2,073,565	56.93%
Community Promotions (1)	\$ -	\$ -	n/a
Transfers to Capital (2)	\$ 436,852	\$ 409,498	93.74%
Non-Capitalized Outlays (3)	\$ 210,972	\$ 30,084	14.26%
Special Projects	\$ 233,348	\$ 116,851	50.08%
Subtotal	\$14,071,438	\$ 9,530,634	67.73%
Other			
Principal	\$ 1,407,542	\$ 1,407,542	100.00%
Interest	\$ 630,958	\$ 630,958	100.00%
Appropriated Reserves/Fiscal Agent	\$ 102,375	\$ 2,513	2.45%
Total Other	\$ 2,140,875	\$ 2,041,013	95.34%
Subtotal	\$16,212,313	\$ 11,571,647	71.38%
Adjusted Total	\$16,212,313	\$ 11,571,647	71.38%
(1) July 4th and Parade of Lights firework shows			
(2) Transfer to fund capital projects, patrol boat, West Beach dredging			
(3) Non-capitalized equipment and computer hardware/software			

The table above shows third quarter actual expenditures at \$11,571,647 or 71.38% of the annual budget mainly due to the following factors:

- Continued general savings and reductions in Supplies and Services.
- Salaries and Benefits finished slightly below budget for the third quarter. The savings are the result of positions being held vacant, including a Harbor Patrol Officer, Facilities Maintenance Workers, as well as numerous hourly positions.
- Special Project expenditures were budgeted significantly lower than prior years due to the continued cancellation of the Waterfront Shuttle and the Waterfront Department's \$300,000 annual contribution to that service. Additionally, the July 4th celebration and the Parade of Lights firework shows were scaled-back resulting in lower expenditures.

The Waterfront Department will continue to closely monitor revenues and expenditures for all funds managed by the Department and will keep the Harbor Commission informed of any budgetary issues that may arise.

Attachment: Waterfront Revenues through 3/31/2022

Prepared By: Brian Bosse, Waterfront Business Manager

Waterfront Department Revenue					
Description	Annual Budget	Actual YTD 3/31/2022	Actual YTD 3/31/2021	Change from Prior Year	Change from Prior Year %
Leases - Commercial	1,850,000	1,674,117	1,383,758	290,359	20.98%
Leases - Food Service	2,795,000	2,606,723	1,991,865	614,858	30.87%
Leases Other	300,000	260,245	241,137	19,108	7.92%
CAM	85,000	60,386	58,084	2,302	3.96%
Ice Machine	39,302	28,596	36,747	(8,151)	-22.18%
Cruise Ships	400,000	35,225	-	35,225	N/A
Harbor Festival	-	-	-	-	N/A
Miscellaneous/Other Revenue	75,771	80,495	28,233	52,262	185.11%
Total Property Management	5,545,073	4,745,787	3,739,824	1,005,963	26.90%
				-	
Interest Income	89,945	78,550	86,895	(8,346)	-9.60%
Total Financial Management	89,945	78,550	86,895	(8,346)	-9.60%
				-	
Cabrillo East	110,000	116,280	69,872	46,408	66.42%
Cabrillo West	160,000	146,382	90,729	55,653	61.34%
Palm Park	525,000	375,138	264,408	110,730	41.88%
Garden Street	250,000	241,901	94,112	147,789	157.04%
Harbor West	183,600	111,690	89,974	21,716	24.14%
Leadbetter	316,200	242,830	213,177	29,653	13.91%
La Playa East	10,200	3,297	0	3,297	N/A
La Playa West	6,885	3,666	1,964	1,702	86.66%
Harbor Lot	652,800	590,067	472,864	117,203	24.79%
Stearns Wharf	180,000	203,524	155,039	48,486	31.27%
Waterfront Parking Permits	600,000	590,930	458,145	132,785	28.98%
Boat Wash Machine	4,424	1,894	1,963	(69)	-3.53%
Harbor Valet Parking	0	0	0	-	N/A
Over (short)/Other		775	906	(131)	-14.45%
Total Parking Services	2,999,109	2,628,374	1,913,153	715,220	37.38%
				-	
Live Aboard Fees	152,770	120,176	114,509	5,667	4.95%
Slip Rentals	4,829,458	3,676,273	3,551,244	125,028	3.52%
Visitor Fees	649,459	606,162	508,043	98,118	19.31%
Skiff Tie-Ups	4,794	5,079	3,930	1,149	29.22%
Fish Hoist 1	5,304	3,146	2,843	303	10.67%
Wharfage & Dockage	7,500	11,518	(8,859)	20,377	230.01%
Slip Transfer Fees	1,200,000	1,168,300	1,245,675	(77,375)	-6.21%
Slip Waiting List	2,000	1,520	1,800	(280)	-15.56%
Key Card	13,260	10,147	7,932	2,215	27.92%
SB Mooring Area Permit	4,000	5,000	4,800	200	4.17%
Yacht Club Hoist	2,208	1,656	1,608	48	2.99%
Miscellaneous Revenue	54,121	48,555	15,322	33,232	216.89%
Electricity Cost Recovery	100,000	84,588	90,683	(6,095)	
Over/Short/Used Oil	-	12,935	(1)	12,936	
Total Marina Management	7,024,874	5,755,054	5,539,530	215,524	3.89%
Department Total	15,659,001	13,207,764	11,279,402	1,928,362	17.10%