Final Approved

REVENUE	<u>2008</u> Budget	<u>2009</u> Budget	2009 Annualized	<u>2010</u> Budget
Rent (see attached rent roll)	\$2,761,972.00	\$2,902,451.00	\$2,941,527.00	\$2,998,525.00
Easements	0	0	0	0
Dockage	325,000	400,000	198,529	210,000
Wharfage	325,000	410,000	318,759	325,000
Cargo Storage	45,000	42,000	42,000	42,000
Security	178,500	251,000	209,996	240,000
Water Sales & Fees Stevedore Revenue Share	2,000 150,000	2,000 235,000	3,778 60,000	4,000 60,000
Crane Rental	165,000	189,000	78,000	80,000
Utility Reimbursement	55,000	58,000	68,913	62,000
Postage Reimbursement	30	25	,-	, , , , , , ,
Fuel Reimbursement	55,000	80,000	33,333	30,000
Service To Stevedore	41,000	48,000	2,049	5,000
Service To Tenants	30,000	36,000	36,362	35,000
Interest Income & sweep	76,000	62,000	44,622	40,000
Misc (Grant Revenue)	<u>3,000</u>	<u>6,500,000</u>	<u>6,500,000</u>	<u>6,125,000</u>
TOTAL REVENUES	\$4,212,502	\$11,215,476	\$10,537,868	\$10,256,525
OPERATING EXPENSES				
ADMINISTRATION DEPARTMENT -PERSONAL SERVICES				
General Manager	\$82,165	82,165	82,263	82,263
Financial Officer	84,753	84,763	84,949	84,949
Business Manager	61,058	61,058	60,471	60,471
Security Director	52,000	52,000	52,000	52,000
Maintenance Foreman	69,940	45,750	45,750	45,750
Data processing Manager	59,280	59,280	59,160	59,160
Information services Secretarial	34,428	45,000 35,805	45,000 35,880	45,000 35,880
Real estate	59,666	59,666	03,000	33,000
General Counsel	<u>65,000</u>	<u>65,000</u>	102,980	<u>150,000</u>
TOTAL PERSONAL SERVICES	\$568,290	590,487	\$568,453	\$615,473
:				Final Approved
BENIFITS				
Payroll taxes-FICA	\$84,500	83,000	78,000	75,000
Workmens Compensation	6,500	6,000	4,000	4,000
Employees Health Ins	260,000	275,000	225,000	240,000
Dental Ins. (active)	23,500	25,000	22,500	25,000
Empire Vision Ins. (active) Medicare Reimbursement (retired)	5,200 9,200	5,200 9,000	7,275 9,200	8,250 9,300
Retirement	85,000	68,000	30,000	68,000
TOTAL BENEFITS	\$473,900	471,200	375,975	429,550

OFFICE EXPENSE				
Office supplies	\$5,200	7,500	7,000	7,500
Office Equip Maintenance	3,640	3,700	1,000	1,000
Miscellaneous Office Expense	10,246	11,000	20,720	22,500
Printing	2,862	2,500	1,800	2,000
Photo Copier Supplies	2,030	2,500	2,000	2,000
Postage	2,497	2,800	2,000	2,500
Courier	224	650	250	200
Subscriptions	<u>958</u>	<u>3,200</u>	<u>2,200</u>	<u>2,500</u>
TOTAL OFFICE EXPENSE	\$27,657	33,850	36,970	40,200
SALES				
Marketing	\$77,000	82,000	81,500	82,000
Public Relations	23,500	26,000	13,500	16,500
Media Advertising	27,500	30,000	12,000	33,000
Media Relations		18,000	5,000	8,000
Local Sales	9,000	6,500	0	0
Travel & Incidental Expense	<u>12,200</u>	<u>15,000</u>	<u>16,000</u>	<u>17,000</u>
TOTAL SALES	\$149,200	177,500	128,000	156,500
PROMOTIONAL				
Material/Events	\$50,000	50,000	50,000	60,000
Association Dues	11,000	13,000	<u>1,400</u>	7,520
TOTAL PROMOTIONAL	\$61,000	63,000	51,400	67,520
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PROFESSIONAL SERVICES				
Consultants	\$137,500	87,000	100,000	125,000
Consultants Attorney(Outside counsel)	10,000	87,000 5,000	100,000 30,000	125,000 30,000
Consultants Attorney(Outside counsel) Legal Fees	10,000 0	5,000	30,000	30,000
Consultants Attorney(Outside counsel) Legal Fees Auditors	10,000 0 48,000	5,000 38,500	30,000 38,500	30,000
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning	10,000 0 48,000 120,000	5,000 38,500 110,000	30,000 38,500 130,000	30,000 39,500 140,000
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning Payroll Serv.	10,000 0 48,000 120,000 9,500	5,000 38,500 110,000 11,000	30,000 38,500 130,000 11,250	30,000 39,500 140,000 13,000
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning Payroll Serv. Waterfront Development	10,000 0 48,000 120,000 9,500 68,000	5,000 38,500 110,000 11,000 72,000	30,000 38,500 130,000 11,250 78,000	39,500 140,000 13,000 80,000
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning Payroll Serv.	10,000 0 48,000 120,000 9,500	5,000 38,500 110,000 11,000	30,000 38,500 130,000 11,250	30,000 39,500 140,000 13,000
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning Payroll Serv. Waterfront Development	10,000 0 48,000 120,000 9,500 68,000	5,000 38,500 110,000 11,000 72,000	30,000 38,500 130,000 11,250 78,000	39,500 140,000 13,000 80,000
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning Payroll Serv. Waterfront Development Education & Training	10,000 0 48,000 120,000 9,500 68,000 \$10,525	5,000 38,500 110,000 11,000 72,000 12,000	30,000 38,500 130,000 11,250 78,000 12,000	30,000 39,500 140,000 13,000 80,000 13,000
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning Payroll Serv. Waterfront Development Education & Training	10,000 0 48,000 120,000 9,500 68,000 \$10,525	5,000 38,500 110,000 11,000 72,000 12,000	30,000 38,500 130,000 11,250 78,000 12,000	30,000 39,500 140,000 13,000 80,000 13,000
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning Payroll Serv. Waterfront Development Education & Training TOTAL PROFESSIONAL SEVICES Insurance	10,000 0 48,000 120,000 9,500 68,000 \$10,525	5,000 38,500 110,000 11,000 72,000 12,000 576,000	30,000 38,500 130,000 11,250 78,000 12,000 579,150	30,000 39,500 140,000 13,000 80,000 13,000 664,520
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning Payroll Serv. Waterfront Development Education & Training TOTAL PROFESSIONAL SEVICES Insurance UTILITIES	10,000 0 48,000 120,000 9,500 68,000 \$10,525 \$613,725	5,000 38,500 110,000 11,000 72,000 12,000 576,000	30,000 38,500 130,000 11,250 78,000 12,000 579,150	30,000 39,500 140,000 13,000 80,000 13,000 664,520
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning Payroll Serv. Waterfront Development Education & Training TOTAL PROFESSIONAL SEVICES Insurance UTILITIES Electricity & Gas	10,000 0 48,000 120,000 9,500 68,000 \$10,525 \$613,725 \$198,000 \$141,000	5,000 38,500 110,000 11,000 72,000 12,000 576,000 196,000	30,000 38,500 130,000 11,250 78,000 12,000 579,150 194,000	30,000 39,500 140,000 13,000 80,000 13,000 664,520 195,000
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning Payroll Serv. Waterfront Development Education & Training TOTAL PROFESSIONAL SEVICES Insurance UTILITIES Electricity & Gas Fuel Oil	10,000 0 48,000 120,000 9,500 68,000 \$10,525 \$613,725 \$198,000 \$141,000 2,452	5,000 38,500 110,000 11,000 72,000 12,000 576,000 196,000 165,000 6,000	30,000 38,500 130,000 11,250 78,000 12,000 579,150 194,000 155,000 5,100	30,000 39,500 140,000 13,000 80,000 13,000 664,520 195,000 150,000 5,000
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning Payroll Serv. Waterfront Development Education & Training TOTAL PROFESSIONAL SEVICES Insurance UTILITIES Electricity & Gas	10,000 0 48,000 120,000 9,500 68,000 \$10,525 \$613,725 \$198,000 \$141,000 2,452 18,254	5,000 38,500 110,000 11,000 72,000 12,000 576,000 196,000 165,000 6,000 22,000	30,000 38,500 130,000 11,250 78,000 12,000 579,150 194,000 155,000 5,100 24,500	30,000 39,500 140,000 13,000 80,000 13,000 664,520 195,000 5,000 26,000
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning Payroll Serv. Waterfront Development Education & Training TOTAL PROFESSIONAL SEVICES Insurance UTILITIES Electricity & Gas Fuel Oil Telephone Water & Sewer	10,000 0 48,000 120,000 9,500 68,000 \$10,525 \$613,725 \$198,000 \$141,000 2,452 18,254 7,911	5,000 38,500 110,000 11,000 72,000 12,000 576,000 196,000 165,000 6,000 22,000 8,000	30,000 38,500 130,000 11,250 78,000 12,000 579,150 194,000 155,000 5,100 24,500 7,500	30,000 39,500 140,000 13,000 80,000 13,000 664,520 195,000 5,000 26,000 9,000
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning Payroll Serv. Waterfront Development Education & Training TOTAL PROFESSIONAL SEVICES Insurance UTILITIES Electricity & Gas Fuel Oil Telephone	10,000 0 48,000 120,000 9,500 68,000 \$10,525 \$613,725 \$198,000 \$141,000 2,452 18,254	5,000 38,500 110,000 11,000 72,000 12,000 576,000 196,000 165,000 6,000 22,000	30,000 38,500 130,000 11,250 78,000 12,000 579,150 194,000 155,000 5,100 24,500	30,000 39,500 140,000 13,000 80,000 13,000 664,520 195,000 5,000 26,000
Consultants Attorney(Outside counsel) Legal Fees Auditors Engineering Service/ Enviromental/Planning Payroll Serv. Waterfront Development Education & Training TOTAL PROFESSIONAL SEVICES Insurance UTILITIES Electricity & Gas Fuel Oil Telephone Water & Sewer	10,000 0 48,000 120,000 9,500 68,000 \$10,525 \$613,725 \$198,000 \$141,000 2,452 18,254 7,911	5,000 38,500 110,000 11,000 72,000 12,000 576,000 196,000 165,000 6,000 22,000 8,000	30,000 38,500 130,000 11,250 78,000 12,000 579,150 194,000 155,000 5,100 24,500 7,500	30,000 39,500 140,000 13,000 80,000 13,000 664,520 195,000 5,000 26,000 9,000

MAINTENANCE DEPARTMENT Laborers Security Summer help/Custodial TOTAL SALARIES	2008 Budget 209,115 158,880 7,500 375,495	2009 Budget 161,600 268,000 7500 437,100	2009 Annualized 152,000 220,000 22,500 394,500	2010 Budget 154,000 236,170 27,600 417,770
OVERTIME Port Facilities Stevedoring Ship Watering	19,500 22,121 <u>450</u>	7,000 21,000 <u>700</u>	7,000 9,200 <u>300</u>	9,000 9,000 <u>300</u>
TOTAL OVERTIME	\$42,071	28,700	16,500	18,300
TOTAL PERSONAL SERVICES	\$417,566	465,800	411,000	436,070
Hardware Buildings Paint Misc. Janitoral	\$21,250 81,000 7,100 4,100 3,100	12,000 80,000 6,000 2,000 <u>9,700</u>	6,000 91,000 7,500 2,000 <u>9,000</u>	6,000 92,000 10,000 5,000 10,000
TOTAL SUPPLIES AND SERVICES MATERIAL HANDLING Equipment Rental-for ships Equipment Rental-Forklift	\$116,550 \$11,250 8,025	109,700 10,000 7,000	115,000 1,000 0	123,000 2,500 1,500
Equipment-Mechanical/Welding Crane Repairs Forklift Repairs Parts & Supplies-Crane Parts & Supplies-Forklift Stevedore equip repair	1,500 21,000 15,250 8,000 23,250 33,035	6,000 15,000 15,000 6,000 20,000 <u>23,000</u>	5,000 20,000 21,000 5,500 21,000 10,000	7,000 25,000 15,000 8,000 25,000 10,000
TOTAL MATERIAL HANDLING	654,500	599,500	609,500	653,070
MAINTENANCE CONTRACTS				
Crane Security Fire Equipment Sprinkers Uniform fees Trash Removal Snow Removal Twic exp	0 24,500 9,600 5,800 8,900 39,500 <u>5,000</u>	0 25,000 15,000 7,800 4,500 50,000 <u>3,000</u>	0 25,000 23,000 8,000 3,800 35,000 1,000	28,000 27,000 23,000 8,000 6,000 40,000 1,000
TOTAL MAINTENANCE CONTRACTS	\$93,300	105,300	95,800	133,000
FUEL AND REPAIRS Repairs-Port	8,500	9,500	6,200	6,500
-1- 	2,000	2,000	3,200	3,000

TOTAL OPERATIONS	\$3,092,689.00	\$3,120,337.12	\$2,892,548.00	\$3,201,333.00
TOTAL MAINTENANCE DEPARTMENT	831,300	811,300	766,500	842,570
Fuel and Lubricants-A TOTAL FUELS AND REPAIRS	75,000 <u>83,500</u>	97,000 <u>106,500</u>	55,000 <u>61,200</u>	50,000 <u>56,500</u>