

Valdez Small Boat Harbor

Estimated Tenant and Transient Moorage Revenue Increase Based on Percentage of Rate Increase

Annual Reserved Moorage Rate Comparisons

Reserved Moorage Revenue Increase From 2017 Revenues*

	1%	3%	5%	7%	10%
2018	\$ 5,390	\$ 16,171	\$ 26,952	\$ 37,732	\$ 53,903
2019	\$ 5,444	\$ 16,656	\$ 28,299	\$ 40,373	\$ 59,294
2020	\$ 5,445	\$ 16,671	\$ 28,367	\$ 40,558	\$ 59,833
Total	\$ 16,279	\$ 49,498	\$ 83,617	\$ 118,664	\$ 173,029

*2017 Estimated Reserved Moorage Revenue - \$582,273

Yearly Reserved Moorage* (Based on 30 ft. vessel rate)

	1%	3%	5%	7%	10%
2018	\$ 1,148.67	\$ 1,171.42	\$ 1,194.17	\$ 1,216.91	\$ 1,251.03
2019	\$ 1,160.19	\$ 1,206.65	\$ 1,254.02	\$ 1,301.98	\$ 1,376.10
2020	\$ 1,218.11	\$ 1,242.80	\$ 1,291.62	\$ 1,393.14	\$ 1,513.71

*2017 Annual Rate - \$1,137.30

Reserved Moorage Per Foot Increase From 2017*

	1%	3%	5%	7%	10%
2018	\$ 38.29	\$ 39.05	\$ 39.81	\$ 40.56	\$ 41.70
2019	\$ 38.67	\$ 40.22	\$ 41.80	\$ 43.40	\$ 45.87
2020	\$ 40.60	\$ 41.43	\$ 43.05	\$ 46.44	\$ 50.46

*2017 Rate - \$ 37.91/ft.

Yearly Reserved Moorage Increase From 2017 Rates (Based on 30 ft. vessel rate)

	1%	3%	5%	7%	10%
2018	\$ 11.37	\$ 34.12	\$ 56.87	\$ 79.61	\$ 113.73
2019	\$ 11.94	\$ 36.51	\$ 62.55	\$ 89.56	\$ 130.79
2020	\$ 12.54	\$ 39.06	\$ 68.81	\$ 100.76	\$ 150.41

Annual Transient Moorage Rate Comparisons

Transient Moorage Revenue Increase From 2017 Revenue*

	1%	3%	5%	7%	10%
2018	\$ 2,960	\$ 8,881	\$ 14,801	\$ 20,722	\$ 29,603
2019	\$ 2,990	\$ 9,147	\$ 15,542	\$ 22,173	\$ 32,563
2020	\$ 2,990	\$ 9,155	\$ 15,579	\$ 22,274	\$ 32,859
Total	\$ 8,940	\$ 27,183	\$ 45,921	\$ 65,169	\$ 95,025

*2017 Estimated Transient Moorage Revenue - \$371,535

Yearly Transient Moorage* (Based on 30 ft. vessel rate)

	1%	3%	5%	7%	10%
2016	\$ 1,321.08	\$ 1,347.24	\$ 1,373.40	\$ 1,399.56	\$ 1,438.80
2017	\$ 1,334.41	\$ 1,387.72	\$ 1,442.07	\$ 1,497.47	\$ 1,582.68
2018	\$ 1,347.74	\$ 1,429.43	\$ 1,514.21	\$ 1,602.43	\$ 1,741.08

*2017 Annual Rate - \$1,308.00

Transient Moorage Per Foot Increase From 2017*

	1%	3%	5%	7%	10%
2018	\$ 44.04	\$ 44.91	\$ 45.78	\$ 46.65	\$ 47.96
2019	\$ 44.48	\$ 46.26	\$ 48.07	\$ 49.92	\$ 52.76
2020	\$ 44.92	\$ 47.65	\$ 50.47	\$ 53.41	\$ 58.04

*2017 Rate - \$ 43.60/ft.

Yearly Transient Moorage Increase From 2017 Rates (Based on 30 ft. vessel rate)

	1%	3%	5%	7%	10%
2016	\$ 13.08	\$ 39.24	\$ 65.40	\$ 91.56	\$ 130.80
2017	\$ 26.41	\$ 79.72	\$ 134.07	\$ 189.47	\$ 274.68
2018	\$ 39.74	\$ 121.43	\$ 206.21	\$ 294.43	\$ 433.08

**Valdez Small Boat Harbor
Tour Dock**

Estimated Tenant and Transient Moorage Revenue Increase Based on Percentage of Rate Increase

Annual Reserved Moorage Rate Comparisons - Tour Dock

Reserved Moorage Revenue Increase From 2017 Revenues*

	1%	3%	5%	7%	10%
2018	\$ 250	\$ 750	\$ 1,249	\$ 1,749	\$ 2,499
2019	\$ 252	\$ 772	\$ 1,312	\$ 1,871	\$ 2,748
2020	\$ 252	\$ 773	\$ 1,315	\$ 1,880	\$ 2,773
Total	\$ 755	\$ 2,294	\$ 3,876	\$ 5,500	\$ 8,021

*2017 Estimated Reserved Moorage Revenue - \$24,986

Reserved Moorage Per Foot Increase From 2017*

	1%	3%	5%	7%	10%
2018	\$ 77.17	\$ 78.70	\$ 80.23	\$ 81.76	\$ 84.05
2019	\$ 77.94	\$ 81.06	\$ 84.24	\$ 87.48	\$ 92.46
2020	\$ 78.72	\$ 83.49	\$ 88.45	\$ 93.60	\$ 101.71

*2017 Rate - \$ 76.41/ft.

Yearly Reserved Moorage*
(Based on 60 ft. vessel rate)

	1%	3%	5%	7%	10%
2018	\$ 4,630.45	\$ 4,722.14	\$ 4,813.83	\$ 4,905.52	\$ 5,043.06
2019	\$ 4,676.50	\$ 4,863.66	\$ 5,054.49	\$ 5,248.99	\$ 5,547.30
2020	\$ 4,723.16	\$ 5,009.51	\$ 5,307.12	\$ 5,616.22	\$ 6,102.36

*2017 Rate - \$4,584.60

Yearly Reserved Moorage Increase From 2017 Rates
(Based on 60 ft. vessel rate)

	1%	3%	5%	7%	10%
2018	\$ 462.85	\$ 554.54	\$ 646.23	\$ 737.92	\$ 875.46
2019	\$ 508.90	\$ 696.06	\$ 886.89	\$ 1,081.39	\$ 1,379.70
2020	\$ 555.56	\$ 841.91	\$ 1,139.52	\$ 1,448.62	\$ 1,934.76

Annual Transient Moorage Rate Comparisons - Tour Dock

Transient Moorage Revenue Increase From 2017 Revenue*

	1%	3%	5%	7%	10%
2018	\$ 619	\$ 866	\$ 1,238	\$ 1,547	\$ 1,857
2019	\$ 650	\$ 927	\$ 1,362	\$ 1,741	\$ 2,135
2020	\$ 651	\$ 931	\$ 1,374	\$ 1,765	\$ 2,177
Total	\$ 1,920	\$ 2,725	\$ 3,973	\$ 5,053	\$ 6,169

*2017 Estimated Transient Moorage Revenue - \$14,237

Transient Moorage Per Foot Increase From 2017*

	1%	3%	5%	7%	10%
2018	\$ 80.23	\$ 81.76	\$ 84.05	\$ 85.96	\$ 87.87
2019	\$ 84.24	\$ 90.14	\$ 92.66	\$ 94.77	\$ 96.88
2020	\$ 88.45	\$ 94.64	\$ 97.30	\$ 99.51	\$ 101.72

*2017 Rate - \$ 87.88/ft.

Yearly Transient Moorage*
(Based on 60 ft. vessel rate)

	1%	3%	5%	7%	10%
2018	\$ 4,813.83	\$ 4,905.52	\$ 5,043.06	\$ 5,157.68	\$ 5,272.29
2019	\$ 5,054.49	\$ 5,408.21	\$ 5,559.84	\$ 5,686.20	\$ 5,812.56
2020	\$ 5,307.12	\$ 5,678.49	\$ 5,837.70	\$ 5,970.38	\$ 6,103.05

*2017 Rate - \$5,272.80

Yearly Transient Moorage Increase From 2017 Rates
(Based on 60 ft. vessel rate)

	1%	3%	5%	7%	10%
2018	\$ 229.23	\$ 320.92	\$ 458.46	\$ 573.07	\$ 687.69
2019	\$ 469.89	\$ 823.61	\$ 975.24	\$ 1,101.60	\$ 1,227.96
2020	\$ 722.52	\$ 1,093.89	\$ 1,253.10	\$ 1,385.78	\$ 1,518.45

Valdez Small Boat Harbor
Estimated Annual Revenue with Rate Increases

HARBOR REVENUE ACCOUNTS	2017 BUDGETED REVENUE	2017 ANTICIPATED REVENUE	2018 ANTICIPATED REVENUE WITH CURRENT RATES	PROPOSED RATE CHANGE	2018 ANTICIPATED REVENUE WITH PROPOSED RATE CHANGE	REVENUE WITH 5% MOORAGE RATE INCREASES	REVENUE WITH 10% MOORAGE RATE INCREASES
Berth Rental	\$ 588,688	\$ 582,273	\$ 588,188	7.5% increase annual moorage	\$ 626,188	\$ 617,597	\$ 647,007
Transient Berth Fees							
Grid Use	\$ 296,029	\$ 371,535	\$ 346,506	7.5% increase annual moorage	\$ 372,494	\$ 363,831	\$ 381,157
Boat Lift Fees	\$ 2,500	\$ 1,671	\$ 2,500		\$ 2,500	\$ 2,500	\$ 2,500
Shower Fees	\$ 70,000	\$ 73,350	\$ 65,000	\$40.00 increase	\$ 84,240	\$ 84,240	\$ 84,240
Electricity	\$ 9,000	\$ 9,636	\$ 9,000		\$ 9,000	\$ 9,000	\$ 9,000
Electric Installation Fees				Usage on top of monthly service charge			
Slip Listing Fees	\$ 120,000	\$ 151,382	\$ 140,000		\$ 150,125	\$ 150,125	\$ 150,125
Launch Fees	\$ 4,000	\$ 4,200	\$ 4,000		\$ 4,000	\$ 4,000	\$ 4,000
Hoist and Crane Fees	\$ 13,000	\$ 14,450	\$ 6,900	New Harbor	\$ 6,900	\$ 6,900	\$ 6,900
Boat Storage				Addition of Kayak fees & launch attendant			
Maintenance Pad Fee	\$ 20,000	\$ 20,153	\$ 25,000		\$ 25,000	\$ 25,000	\$ 25,000
Other Harbor Revenue (Boat Moves, Fish Pump, etc.)	\$ 10,000	\$ 10,830	\$ 10,000	\$40.00/hr increase	\$ 21,000	\$ 21,000	\$ 21,000
TOTAL OPERATIONS REVENUE	\$ 75,000	\$ 66,181	\$ 75,000		\$ 80,000	\$ 80,000	\$ 80,000
Interest Income	\$ 13,000	\$ 10,713	\$ 13,000		\$ 13,000	\$ 13,000	\$ 13,000
Harbor A/R Int/ Late Charges	\$ 1,800	\$ 4,600	\$ 4,054		\$ 2,000	\$ 2,000	\$ 2,000
Recovery of Written off Accts.	\$ -	\$ 78	\$ -		\$ -	\$ -	\$ -
TOTAL PROJECTED REVENUE	\$ 1,228,717	\$ 1,330,974	\$ 1,292,594		\$ 1,404,447	\$ 1,387,193	\$ 1,433,929
TOTAL PROJECTED EXPENSES	\$ 1,289,570	\$ 1,170,130	\$ 1,360,092	New FTE	\$ 1,360,092	\$ 1,360,092	\$ 1,360,092
PROJECTED TRANSFER TO RESERVE FUND							
Raw Fish Tax	\$ 302,068	\$ 200,438	\$ 301,159		\$ 301,159	\$ 301,159	\$ 301,159
Shared Fisheries Business Tax	\$ 33,323	\$ 39,560	\$ 33,769		\$ 33,769	\$ 33,769	\$ 33,769
TOTAL FISH TAX REVENUE	\$ 335,391	\$ 239,998	\$ 334,928		\$ 334,928	\$ 334,928	\$ 334,928
TOTAL PROJECTED TRANSFER TO RESERVE FUND WITH FISH TAXES	\$ 289,338	\$ 414,974	\$ 281,484		\$ 394,283	\$ 377,029	\$ 423,765