



January 12, 2023

Caring for Our Coast

♦ ♦ ♦
Gary Jones
Director

Amy M. Caves
Chief Deputy Director

Carol Baker
Deputy Director

ADDENDUM ONE REQUEST FOR PROPOSAL FOR DOCK 55 MANAGEMENT AGREEMENT

The Department of Beaches and Harbors issues this Addendum One to the Request for Proposal (RFP) for Dock 55 Management Agreement, which was released on December 20, 2022.

As indicated in the RFP, Section IV. D. DBH's Right to Amend RFP, the County reserves the right to amend the RFP by written addendum. This Addendum One contains the answers to the questions that were submitted prior to the deadline of December 29, 2022.

The information contained in this Addendum One supersedes any related information previously provided.

Thank you for your interest in our Request for Proposal for Dock 55 Management Agreement. As a reminder, applications must be received at the address listed in the RFP and by no later than 11:59 a.m., January 30, 2023.

We look forward to receiving your submittals.

Very truly yours,

GARY JONES, DIRECTOR

Susana V. Graether, Chief Property Manager
Asset Management Division



ADDENDUM ONE
DOCK 55 MANAGEMENT AGREEMENT
PAGE 1

QUESTIONS AND ANSWERS

The information hereunder, specific to the sections discussed below, supersedes any information previously provided as to those sections.

1. For financial reporting requirement, will two years of the Dock 55 financials be sufficient? Otherwise which other entity financials would satisfy the requirement?

A1: Per Section II.7 of the RFP, Manager must provide copies of the company's most current and prior two (2) fiscal years financial statements.

2. For the community service requirement, will providing free of charge charter fees to the individual operator to design their own community service program be sufficient? In other words, how do we require an operator to participate in a program?

A2: We do not prescreen ideas. Please submit your program plan with as much detail as possible.

3. For the description of the program; the requirement asks for a parking plan, but the parking is controlled by the county. How do we propose a plan for a lot that is not under our control?

A3: We do not prescreen ideas. Please submit your parking plan considering all ongoing constraints on parking in MdR.

4. What is the gross volume of the charter business in the year 2020, 2021, and 2022?

A4: See attached 2019, 2020, and 2021 breakdown. DBH does not have 2022 figures yet.

5. What is the net dollar amount provided to LA County in the year 2020, 2021, and 2022?

A5: See response to question number 4.

6. For the previous management company how many employees did they have? Office employees? Dock Security employees?

A6: DBH does not maintain this information.

7. Please provide the existing operation manual.

A7: DBH does not have an operation manual for Dock 55.

8. Does DBH have any concerns with regard to contacting existing operators?

A8: No

9. Please define "underserved and low-income community" and detail existing community service programs and subsidies.

A9: Underserved communities refer to populations sharing a particular characteristic that have been systematically denied a full opportunity to participate in aspects of economic,

ADDENDUM ONE
DOCK 55 MANAGEMENT AGREEMENT
PAGE 2

social, and civic life. Low-income is defined as families whose incomes do not exceed 80 percent of the Los Angeles County median family income. DBH expects Managers to submit their proposed community service programming.

10. Please detail how the audit of gross revenues will be conducted given we are not in control of the charter operators financial records.

A10: Please refer to Section 16 of the Sample Management Agreement for audit and accounting related questions.

11. What documents will the new manager be required to maintain beyond operator self-reported gross revenue per reservation amounts?

A11: In addition to the documents or information referenced in Sections 5, 12, 13, 15, and 24 of the Sample Management Agreement, Manager should maintain all records related to its performance of the Agreement.

12. Does this contract expect the dock manager to audit individual charter operators bank deposits?

A12: No

13. Does the DBH plan to continue permitting the default payment of \$50 minimum per use, without auditing the charter operators?

A13: DBH reserves the right to modify the minimum payments or percentages per use. DBH expects the Manager to ensure that accurate payments are collected from charter operators.

14. Please provide a detailed list that will meet DBH requirements for documenting the reservation transactions.

A14: Please refer to Section 13 "Agreement with Charter Operators" of the Sample Management Agreement.

15. Where do charter operators currently direct their customers to park, use restrooms, wait for departure and arrival times, dispose of trash, etc.? Are there any storage facilities specifically available to the new operator?

A15: Please refer to Section 13 of the Sample Management Agreement. "Charters must provide their own offsite parking solutions for guests, staff and operators, at their sole cost." Manager will be required to reach an agreement with a nearby property for the use of their restrooms and/or facilities.

16. Items like parking, dock supervision, daily maintenance and other commitments as required by the proposal are also required of the current prime lease manager.

Please explain the operational consequences of the Item 2 clause. "The parking lot at parcel 55 are not part of the Premises and shall be under the sole control and responsibility of the

ADDENDUM ONE
DOCK 55 MANAGEMENT AGREEMENT
PAGE 3

County.” California employers are required to provide accommodations for rest, shade and water when employees are required to work outside. Do facilities already exist for the dock workers? If so, will they be available to the new manager? If not, will they be developed by the County? What process is planned to provide onsite employees with facilities that meet minimum workplace standards?

A16: It is the Manager’s responsibility to have a plan for how they will meet these requirements, including parking, bathroom facilities, etc. DBH does not have any prearranged facilities.

17. The RFP details the dock is 149 feet but doesn’t detail how the dock manager assigns different sections of the dock to charter boats. Since the charter boats vary in size from less than 40 feet to over 70 feet, how does the current manager isolate the dock so that multiple boats use of dock 55 concurrently?

A17: DBH is not involved in the day-to-day activity with Dock 55. We expect the Dockmaster/Manager to initiate a safe operational plan that streamlines the process while complying with State and federal laws.

18. Please provide the details referenced in Item 3. The text mentions, “rules and regulations are updated based on the manager’s business judgment and best practices”.

A18: DBH did not devise the rules and regulations that the current manager utilizes. We expect the Dockmaster/Manager to initiate a safe operational plan that streamlines the process while complying with State and federal laws.

19. What rules and regulations currently exist?

A19: DBH did not devise the rules and regulations the current manager utilizes. We expect the Dockmaster/Manager to initiate a safe operational plan that streamlines the process while complying with State and federal laws.

20. Please provide a copy of all regulations that dictate charter operators load and unload procedures. Once awarded how will the current primary lease holder interact with future Dock 55 management.

A20: DBH did not devise the rules and regulations the current manager utilizes. We expect the Dockmaster/Manager to initiate a safe operational plan that streamlines the process while complying with State and federal laws.

21. There is no discussion in the RFP to suggest how the new management will interface with the existing facility management. What does the existing leasehold expect to permit/allow/allocate in terms of resources? Is the new manager responsible for negotiating the right to use facilities outside the premises as defined?

A21: The Manager will need to negotiate with Fisherman’s Village lessee for use, if any, of their facilities.

ADDENDUM ONE
DOCK 55 MANAGEMENT AGREEMENT
PAGE 4

22. Has there been any prior discussion between the current prime lease holder and DBH as to the prime lease holder's interest in providing services to the new manager?

A22: No

23. Please itemize the number of accidents requiring County repairs and other events requiring extended maintenance. How many times have boats damaged the docks? How many times has the facility been defaced with graffiti? How many boat to boat collisions have occurred at the dock?

A23: DBH does not maintain the above requested information.

24. DBH already maintains similar docks, could the County provide dock cleaning services (bird feces removal) to the new manager for a fee?

A24: No

25. Do adequate signs currently exist?

A25: Per Section 10 of the Sample Management Agreement, County is responsible for providing and posting signs on the premises.

26. Are they to remain in place after the existing management contract is terminated?

A26: See response to question number 25.

27. Has there been any discussion to indicate that they are currently inadequate?

A27: See response to question number 25.

28. Please list the current credentials/ certifications/ training required of current Dock 55 management and staff. Please provide the following employee counts. Current number of full time and part time staff managing. Current number of full and part time security staff. Current number of hours per day and day of the week security staff is present on the dock or at the gate. Current participant parking plan. Current transportation plan. Current staff parking plan. Charter boat usage data requested. Number of days per year and month reservations were recorded.

A28: DBH does not maintain the above requested information.

29. Number of reservations per day.

A29: DBH does not have such information. According to the current dock manager, the number of reservations vary daily, and from season to season.

30. We want to structure a reservation system that enhances current capabilities and is audit-able for DBH purposes.

Please detail the existing system.

The RFP Item 13 (3) does not detail the process existing Charter operators use to document the gross revenue of the specific charter. To minimize service disruptions and ensure a

ADDENDUM ONE
DOCK 55 MANAGEMENT AGREEMENT
PAGE 5

smooth transition to the new manager, understanding how current charter operators request and pay for reservations will allow the new manager to avoid repeating mistakes and structure a transition with the concerns of existing users.

A30: The Manager will be put in contact with the current management in order to ensure a smooth transition of management. DBH expects Managers to submit their proposal for a plan to safely operate and manage the dock consistent with State and federal laws.

31. The County originally limited the number of companies and boats permitted to use Dock 55. Once protocols were established, the County approved new operators and boats until the dock was determined to be “at capacity.”

Please provide the number of approved operators and number of boats currently approved.

A31: See below list

List of Dock 55 Authorized Charter Operators as of 12/17/2022

Operator Name	Company Name	DBA / Alias	Vessel Name	Size	Type	Remark
Melvin Rutzick	Health Club Marketing Specialist Inc	The Duchess Yacht	The Duchess	56	Power	UPV 6
Melvin Rutzick	Health Club Marketing Specialist Inc	The Legend Yacht	Legend	65	Power	COI-12
Melvin Rutzick	Health Club Marketing Specialist Inc		Side Hustle	72	Power	UPV 12
Gustavo Santi	Charters 2000 LLC	Charters 2000	La Gitana	52	Sail	Bareboat
Gustavo Santi	Charters 2000 LLC	Charters 2000	La Sirena	51	Sail	Bareboat
Gustavo Santi	Charters 2000 LLC	Charters 2000	Chief	47	Power	Bareboat
John Feldheim	JDF Ventures, LLC	LA Sportsfishing	MarSea	32	Power	UPV 6
Steven Leigh	California Boating Ventures, LLC	CruiserMDR	Blue Horizon	28	Power	UPV 6
Steven Leigh	California Boating Ventures, LLC	CruiserMDR	Good Life	41	Power	Bareboat
Mack Steagall	Mariner Sailing Charters, LLC	Mariner Sailing Charters, LLC	Amethyst	46	Sail	UPV 6
Chris Medinger	Blue Blue Moon Dolphin Cruises LLC		Blue Moon	40	Power	Bareboat
Mar Jean Emery	Los Angeles Yacht Charter LLC		The Lady M	50	Power	Bareboat
Joseph Abloh/Roy Souza	Yacht Management & Captain Services International, Inc.		Serenity	34	Sail	UPV 6
Jose Martinez	California Dream Tours, LLC		EmorySland	40	Power	COI-12
Matthew Mancini	Old Plank Adventures, LLC		Prima Stella	36	Sail	UPV 6
Robert Kessler III	Bella Marine LLC		Bella	45	Power	Bareboat
Brian Norris	Fin Fetish Sportfishing LLC		Fin Fetish 1	31	Power	UPV 6
Brian Norris	Fin Fetish Sportfishing LLC		Fin Fetish 2	33	Power	UPV 6
Kevin Wang/Fang Shi	Sailaway Bareboat Charters LLC	Afloat Yacht Charters	Mayan Sol	38	Catamaran	Bareboat
Kevin Wang/Fang Shi	Sailaway Bareboat Charters LLC	Afloat Yacht Charters	Xena	40	Power	Bareboat
Kevin Wang/Fang Shi	Sailaway Bareboat Charters LLC	Afloat Yacht Charters	Viana	43	Catamaran	Bareboat
Omar Miguel	Vovo Ventures LLC		Victoria	40	Catamaran	UPV 12
JuliaFord	Happiest Hours Inc.	Happiest Ours Inc.	Happiest Ours	60	Power	Bareboat
JuliaFord	Happiest Hours Inc.	Happiest Ours Inc.	Princessa	64	Power	Bareboat
JuliaFord	Happiest Hours Inc.	Happiest Ours Inc.	DoubleDown	58	Power	Bareboat
Jonathan Ladwig	Latitude 33 Charters Inc.	Latitude 33 Charters Inc.	Outsiders	58	Power	Bareboat
Robert Colin Kurcz	Calico Yacht Charters LLC		Calico	38	Power	UPV 6
Darryl Aken	Capital Partners LLC	Parties At Sea	Marcelona	44	Power	Bareboat
Darryl Aken	Capital Partners LLC	Parties At Sea	Last Light	54	Power	Bareboat
Valter & Nicole Golfeiri	Maritime Institute of the Atlantic LLC		Lei	42	Catamaran	UPV 6
Bingli Wang	Venezia LLC		Aha	35	Catamaran	Bareboat
Bingli Wang	Venezia LLC		Aloha	47	Catamaran	Bareboat
Ryan Kirk	Tiki Boat MDR LLC		January	55	Power	Bareboat
Glisten Wallace	Cairi Excursions		Cairi Excursions	21	Power	UPV 6
Lori Klaidman	Meant to Be Charters		Meant to Be	40	Catamaran	UPV 6

32. How many COI boats are approved?

A32: See response to question number 31.

33. How many UPV boats are approved?

A33: See response to question number 31.

ADDENDUM ONE
DOCK 55 MANAGEMENT AGREEMENT
PAGE 6

34. Will UPV boats be allowed to operate using "Bareboat Charter Contracts"

A34: Manager and operators will be required to follow all applicable State and federal laws, rules and regulations.

35. Please provide a count of the number of charter operator applications that are currently pending approval.

A35: As of January 12, 2023, there are 49 applications on the waitlist.

36. Please provide the number of operators specifically excluded from Dock 55 and the date of termination.

A36: DBH does not maintain this information.

37. What procedures exist when a non-approved charter boat attempts to use Dock 55?

A37: Manager is responsible for contacting the appropriate authorities.

38. Please provide the following Dock 55 usage reports, quantify past revenue, and other usage statistics.

Please itemize usage by type, year, and month from dock open date to present.

Reservation data:

Number of transactions per month and year

A38: DBH does not maintain this information.

Gross revenue per month and year

A38: See attached 2019, 2020, and 2021 revenues.

Number and type of reservations by lead time:

A38: DBH does not maintain this information.

How many reservations are executed within 24 hours, between 25-48 hours, 49 - 96 hours.

A38: DBH does not maintain this information.

Are there any reservations limits? How many per operator, per boat, per day?

A38: DBH does not maintain this information.

Are reservations allowed prior to 97 hours?

A38: DBH does not maintain this information.

39. The current charter operators all have expectations on the cost of business in the marina. The new contract will probably change the fee structure and total cost of Dock 55 utilization.

How are they itemized?

A39: DBH does not have this information.

ADDENDUM ONE
DOCK 55 MANAGEMENT AGREEMENT
PAGE 7

40. Does the current Dock Manager charge fees to the charter operators that exceed the County's 6% gross revenue surcharge?

A40: DBH does not have this information.

41. What documents are provided to approve a \$50 (minimum designation) gross revenue fee? Is there a process to validate each operator's gross revenue?

A41: See response to question number 13.

42. What documents are required by the current dock manager to provide an audit trail to the County's auditors?

A42: Generally, Manager will be responsible for maintaining accurate and complete financial records of its activities and operations relating to the agreement.

43. Are gross revenue fees collected via cashier's check currently or are their other forms of payment accepted?

A43: Please refer to Section 13 of the Sample Management Agreement, "Charters must provide payment by cashier's check and provide a copy of the charter contract to make a reservation"

44. What future plans is the County considering regarding the effort to audit charter boat companies' revenues.

A44: DBH expects the Manager to ensure that accurate payments are collected from charter operators.

45. Please detail what actions by the dock manager that would trigger a notice to terminate? Is there a list of prohibited activities that would require the County to protect or safeguard persons or property from impending danger, hazard or harm?

A45: Please refer to the provisions of the Sample Management Agreement for terms related to contract termination and/or the obligations of the respective parties.

46. If charter operators complain to the County about changes to their operations, costs or about policies implemented by the new dock manager in response to the management agreement, what process is in place to mediate potential complaints without jeopardizing termination of the agreement.

A46: DBH will review and investigate each and every complaint brought to its attention and take necessary actions accordingly.

47. What enforcement actions will the County implement if charter operators (approved and non-approved) use illegal docks to board customers in an effort to avoid paying fees associated with the new contract?

A47: DBH continues to collaborate with the law enforcement agencies, including, without limitation, the MdR Harbormaster and USCG, for any unauthorized charter activity.

Dock 55 Landing

Operating Under Gold Coast Village, LLC

INCOME STATEMENT

For the period January 1, 2019 to December 31, 2019

	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Total</u>
Landing Fees Collected (Income)	\$ 1,936.70	\$ 1,185.38	\$ 4,346.66	\$ 6,498.14	\$ 8,479.34	\$ 12,267.01	\$ 14,923.85	\$ 17,323.29	\$ 11,770.72	\$ 7,923.74	\$ 5,967.40	\$ 4,080.20	\$ 96,702.43
Expenses													
Minimum Rent	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 6,000.00
Security Services*	\$ 864.00	\$ 864.00	\$ 864.00	\$ 864.00	\$ 864.00	\$ 864.00	\$ 936.00	\$ 864.00	\$ 936.00	\$ 864.00	\$ 864.00	\$ 907.20	\$ 10,555.20
Trash Services*	\$ 206.39	\$ 244.42	\$ 221.56	\$ 221.56	\$ 221.56	\$ 221.56	\$ 221.56	\$ 221.56	\$ 221.56	\$ 221.56	\$ 221.56	\$ 221.56	\$ 2,666.42
Restroom Cleaning/Supplies	\$ 1,767.91	\$ 1,562.25	\$ 1,702.58	\$ 1,729.11	\$ 1,843.52	\$ 1,768.45	\$ 1,909.46	\$ 1,986.29	\$ 1,941.02	\$ 1,971.82	\$ 1,913.38	\$ 2,057.51	\$ 22,153.31
Insurance	\$ 119.00	\$ 119.00	\$ 119.00	\$ 119.00	\$ 119.00	\$ 119.00	\$ 119.00	\$ 119.00	\$ 119.00	\$ 119.00	\$ 119.00	\$ 119.00	\$ 1,428.00
Admin/Accounting**	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 7,200.00
Manager **	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 24,000.00
Maintenance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 6,057.29	\$ 5,889.68	\$ 6,007.14	\$ 6,033.67	\$ 6,148.09	\$ 6,073.01	\$ 6,286.03	\$ 6,290.86	\$ 6,317.58	\$ 6,276.38	\$ 6,217.94	\$ 6,405.27	\$ 74,002.93
Net Income	(\$4,120.59)	(\$4,704.30)	(\$1,660.48)	\$464.47	\$2,331.26	\$6,194.00	\$8,637.83	\$11,032.44	\$5,453.14	\$1,647.36	(\$250.54)	(\$2,325.07)	\$ 22,699.50

*- Dock 55 necessitates security services and shared use of restrooms & trash bins for its customers with Fisherman's Village.

Fisherman Village Security guard spends large portion of the day monitoring the dock against illegal mooring, fishing and loitering; particularly on weekends, holidays and anytime when there's warm weather.

** - Allocated Share of Employee Wages & Benefits & Worker's Compensation Insurance.

Dock 55 Landing

Operating Under Gold Coast Village, LLC

INCOME STATEMENT

For the period January 1 to December 31, 2020

	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Total</u>
Landing Fees Collected (Income)	\$ 2,688.50	\$ 3,082.52	\$ 2,532.64	\$ -	\$ 2,586.40	\$ 16,237.14	\$ 37,355.14	\$ 48,558.20	\$ 35,475.62	\$ 28,646.87	\$ 11,078.94	\$ 920.94	<u><u>\$ 189,162.91</u></u>
Expenses													
Minimum Rent	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 6,000.00
Security Services*	\$ 936.00	\$ 936.00	\$ 1,404.00	\$ 936.00	\$ 936.00	\$ 2,291.25	\$ 936.00	\$ 1,404.00	\$ 936.00	\$ 936.00	\$ 936.00	\$ 1,092.00	\$ 13,679.25
Trash Services*	\$ 224.29	\$ 224.29	\$ 224.29	\$ 275.50	\$ 224.29	\$ 224.29	\$ 224.29	\$ 224.29	\$ 224.29	\$ 224.29	\$ 224.29	\$ 224.29	\$ 2,742.71
Restroom Cleaning/Supplies	\$ 1,872.61	\$ 1,622.73	\$ 2,029.09	\$ 1,521.45	\$ 3,072.38	\$ 2,943.66	\$ 1,974.92	\$ 1,718.84	\$ 1,873.76	\$ 1,921.36	\$ 1,823.15	\$ 1,756.09	\$ 24,130.04
Insurance	\$ 125.00	\$ 125.00	\$ 125.00	\$ 125.00	\$ 125.00	\$ 125.00	\$ 125.00	\$ 125.00	\$ 125.00	\$ 125.00	\$ 125.00	\$ 125.00	\$ 1,500.00
Admin/Accounting**	\$ 800.00	\$ 800.00	\$ 800.00	\$ 800.00	\$ 800.00	\$ 800.00	\$ 800.00	\$ 800.00	\$ 800.00	\$ 800.00	\$ 800.00	\$ 800.00	\$ 9,600.00
Manager **	\$ 2,520.41	\$ 2,520.41	\$ 2,520.41	\$ 2,520.41	\$ 2,520.41	\$ 2,520.41	\$ 2,520.41	\$ 2,520.41	\$ 2,520.41	\$ 2,520.41	\$ 2,520.41	\$ 2,520.41	\$ 30,244.92
Maintenance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 6,978.31	\$ 6,728.43	\$ 7,602.79	\$ 6,678.35	\$ 8,178.08	\$ 9,404.61	\$ 7,080.62	\$ 7,292.54	\$ 6,979.46	\$ 7,027.06	\$ 6,928.86	\$ 7,017.79	<u><u>\$ 87,896.91</u></u>
Net Income	(\$4,289.81)	(\$3,645.91)	(\$5,070.15)	(\$6,678.35)	(\$5,591.68)	\$6,832.53	\$30,274.52	\$41,265.66	\$28,496.16	\$21,619.81	\$4,150.08	(\$6,096.85)	<u><u>\$101,266.00</u></u>

*- Dock 55 necessitates security services and shared use of restrooms & trash bins for its customers with Fisherman's Village.

Fisherman Village Security guard spends large portion of the day monitoring the dock against illegal mooring, fishing and loitering; particularly on weekends, holidays and anytime when there's warm weather.

** - Allocated Share of Employee Wages & Benefits & Worker's Compensation Insurance.

***-Dock 55 was closed on April due Coviid-19 lockdown restriction.

***Dock 55 was closed from Dec. 6 to Dec 31, 2020 due to covid-19 lockdown restriction.

Dock 55 Landing

Operating Under Gold Coast Village, LLC

INCOME STATEMENT

For the period January 1 to December 31, 2021

	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Total</u>
Landing Fees Collected (Inco	\$ 131.82	\$ 7,165.09	\$ 17,267.80	\$ 26,756.74	\$ 38,579.90	\$ 35,228.17	\$ 47,057.88	\$ 14,034.97	\$ 26,301.84	\$ 25,718.15	\$ 9,791.17	\$ 6,513.09	\$ 254,546.62
Expenses													
Minimum Rent	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 6,000.00
Security Service*	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Trash Service*	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Restroom Cleanir	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insurance	\$ 420.00	\$ 420.00	\$ 420.00	\$ 420.00	\$ 420.00	\$ 420.00	\$ 420.00	\$ 420.00	\$ 420.00	\$ 420.00	\$ 420.00	\$ 420.00	\$ 5,040.00
Admin/Accountin	\$ 13.18	\$ 716.51	\$ 1,726.78	\$ 2,675.67	\$ 3,857.99	\$ 3,522.82	\$ 4,705.79	\$ 1,403.50	\$ 2,630.18	\$ 2,571.82	\$ 979.12	\$ 651.31	\$ 25,454.66
Manager ***	\$ 3,520.41	\$ 3,520.41	\$ 3,520.41	\$ 3,520.41	\$ 3,520.41	\$ 3,520.41	\$ 3,520.41	\$ 3,520.41	\$ 3,520.41	\$ 3,520.41	\$ 3,520.41	\$ 3,520.41	\$ 42,244.92
Maintenance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 4,453.59	\$ 5,156.92	\$ 6,167.19	\$ 7,116.08	\$ 8,298.40	\$ 7,963.23	\$ 9,146.20	\$ 5,843.91	\$ 7,070.59	\$ 7,012.23	\$ 5,419.53	\$ 5,091.72	\$ 78,739.58
Net Income	(\$4,321.77)	\$2,008.17	\$11,100.61	\$19,640.66	\$30,281.50	\$27,264.94	\$37,911.68	\$8,191.06	\$19,231.25	\$18,705.93	\$4,371.64	\$1,421.37	\$175,807.04

*- Dock 55 necessitates security services and shared use of restrooms & trash bins for its customers with Fisherman's Village.

Fisherman Village Security guard spends large portion of the day monitoring the dock against illegal mooring, fishing and loitering; particularly on weekends, holidays and anytime when there's warm weather.

** Accounting Fee -10% of Gross Revenue

***- Allocated Share of Employee Wages & Benefits & Worker's Compensation Insurance.