



DATE: April 20, 2011
TO: Honorable Mayor and City Council
FROM: Department of Public Works, Harbor and Beaches
SUBJECT: **ADOPTION OF A RESOLUTION SETTING SLIP RENT AND MISCELLANEOUS FEES FOR THE OCEANSIDE HARBOR**

SYNOPSIS

Staff recommends that the City Council and the Harbor Board of Directors adopt a resolution setting fees in the City of Oceanside Harbor, specifically, the Oceanside Harbor Slip Rental Fee Schedule, and the Oceanside Harbor Miscellaneous Fee Schedule, including increases to certain fees.

BACKGROUND

On April 8, 2009, staff recommended slip rent increases to the City Council and the Harbor Board of Directors. The Council directed staff to work with the Harbor and Beaches Advisory Committee (HBAC) to find a solution that would be equitable to the slip-renters and the Harbor.

In 2009, staff began a Harbor Financial Planning Study to project the Harbor District's revenues and expenditures for the next twenty years. Staff identified that over that period, unless slip rental rates are raised, the District's operating budget will have a cumulative \$9.6 million shortfall and the Capital Improvement Program (CIP) will have a \$19 million shortfall.

The Harbor has four principal revenue sources; (1) investment revenue; (2) slip rental-related fees (including permanent slips, liveaboard rental fees, guest fees and miscellaneous charges); (3) harbor leases; and (4) parking revenue. Of these, slip rental-related revenue accounts for 70 percent of revenue. It is likely that there will be minimal if any increase in investment and parking revenue. Revenue from leases, based on receipt of percentage rent, could increase over time and present policy is to adjust the slip rates with the Consumer Price Index every two years.

From 2006 to 2010, total overall harbor revenue has ranged between \$5.2 million to \$5.9 million annually, while expenditures have been between \$5.1 million and \$5.9 million annually. In three of the past five years, there have been shortfalls of between \$100,000 and \$200,000.

Capital Improvement Program

The Harbor has ten restroom/service buildings, thirty-two boat docks, twelve parking lots, an administration/police office building, one and one half miles of sidewalk and rip-rap (large rocks that line the water protecting the shoreline), a boat launching ramp and the related utilities and site furnishings. The majority of the original Harbor assets, built in the early 1960s, were replaced in the 1980-90s. Staff is now planning the next remodel and replacement schedule. Staff surveyed and measured each asset and, using current construction costs, estimated the useful service life of the assets and the cost of the work. The projected cost for Harbor capital improvements from 2012 to 2032 is \$9,401,413.

The only source of funding for Harbor capital improvements is revenue that is generated by operations; therefore, without enhanced revenue it is not possible to fund capital improvements. The essential requirement is an approach that generates the equivalent of \$471,000 per year, escalating at 2.5 percent for twenty years.

The Harbor Financial Strategy Plan is Attachment 1.

ANALYSIS

A) Slip Rental Fee Schedule

The District continues to maintain the desire to balance a market-competitive fee-based marina operation with a financially sound operational organization. Since the revised fee schedule adopted by the Oceanside Harbor District Board of Directors seven years ago, the only increases have been minimal, based on the published San Diego Area Consumer Price Index (CPI) every two years in January. Upon reevaluation of the competitive market and fiscal sustainability, staff is recommending single tier across the board slip rent increases. The table below shows the current and proposed slip rents. This rate proposal is Scenario B in the Keyser Marston and Associates report of March 2011.

Boat Length	Existing Rent	Proposed Rent
29' and under	\$10.10/ft. per month	\$12.90/ft. per month
29'1 and over	11.30/ft. per month	14.20/ft. per month
Commercial fishing	8.60/ft. per month	10.70/ft. per month
Live-Aboard addition	2.60/ft. per month	3.30/ft. per month

The slip occupancy rate in Oceanside Harbor has remained at 100 percent occupancy since the 2003 report and has maintained a waiting list of over 150 names. Currently 130 names remain on the waiting list indicating that there is a high demand for slips. Raising the fees by the proposed amounts is not expected to significantly reduce this

demand. The current wait time for a slip is three to ten years, depending on the length of the slip desired.

B) Miscellaneous Fee Schedule

The Miscellaneous Fee Schedule contains fees such as vessel transfer fees, dock storage and dinghy rack fees, waiting list fees, etc. These fees were last adjusted by the Board of Directors in June 2003. The increases reflect increases in the CPI between 2003 and 2011.

Two new fees have been added to the schedule. The first is an Oceanside Police Department administrative cost recovery fee of \$165 that will be charged to the owner of a vessel that is impounded by the Police Department. This is the same amount that is charged to impounded vehicles in the City. Only boats that are required to be registered or documented are charged this fee. Dinghies and other small boats are not affected.

The second new fee is a metered-water fee for the boat launch ramp wash-down and recreational vehicle dump site. The water meter servicing this area used 785,000 gallons of water in the past twelve months at a cost to the City of \$2,616. In addition, staff feels that if water use at this site is reduced, the runoff that is washed into the storm drain system and ultimately into the harbor waters will be reduced. The 25-cent-for-five-minutes fee will pay for the water and maintenance of the coin meters.

C) Alternatives to Slip Rent Increases

In the absence of slip rent increases, the following alternatives are provided.

1. Reduction of customer service hours, reduction of maintenance services response level and some maintenance will be deferred.
2. All CIP projects scheduled for after 2012 will be delayed indefinitely.
3. Privatizing marina operations. A Request for Proposal will be sent to marina management companies requesting proposals on assuming management of the marina.

FISCAL IMPACT

The proposed rent and fee increases are expected to generate an additional \$925,000 in annual revenue.

Projections show that increased rents will generate sufficient revenue to fund operating costs and all of the identified capital requirements. In addition, the Harbor Reserve fund will have funds for emergency storm repairs to the breakwaters and docks or other unexpected expenses.

COMMISSION OR COMMITTEE REPORT

At their March 24, 2011 meeting, the Harbor and Beaches Advisory Committee did not vote for or against slip rental rate adjustments, citing the need for more information.

CITY ATTORNEY'S ANALYSIS

The referenced documents have been reviewed by the City Attorney and approved as to form.

RECOMMENDATION

Staff recommends that the City Council and the Harbor Board of Directors adopt a resolution setting fees in the City of Oceanside Harbor, specifically, the Oceanside Harbor Slip Rental Fee Schedule, including increases; and the Oceanside Harbor Miscellaneous Fee Schedule, including, among others, impound, transfer, slip waiting list, dinghy rack, and storage locker fees; and direct staff to implement the amended fees.

PREPARED BY:



Frank Quan
Harbor and Beaches Coordinator

SUBMITTED BY:



Peter A. Weiss
City Manager

REVIEWED BY:

Michelle Skaggs Lawrence, Deputy City Manager
Don Hadley, Deputy City Manager
Joseph Arranaga, Deputy Public Works Director
Teri Ferro, Financial Services Director



Attachments:

Attachment 1: Harbor Financial Strategy Plan

Attachment 2: Miscellaneous Fee Schedule

Attachment 3: Resolution

Attachment 4: January 25, 2011 Memo to Addressing Questions from Slip Renters



KEYSER MARSTON ASSOCIATES
ADVISORS IN PUBLIC/PRIVATE REAL ESTATE DEVELOPMENT

MEMORANDUM

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To: Frank Quan
City of Oceanside, Oceanside Harbor District

From: KEYSER MARSTON ASSOCIATES, INC.

Date: April 7, 2011

Subject: Capital Improvement Financing Strategy

I. INTRODUCTION

A. Objective

This evaluation has been prepared by Keyser Marston Associates, Inc. (KMA) at the request of the Harbor & Beaches Division of the City of Oceanside (Division). The purpose of the report has been to assist the Division in identifying an approach to meeting the Oceanside Harbor District (District) funding requirements over the next 20 years. These requirements include the need to raise additional revenue to meet operating costs as well as fund a Capital Improvement Program (CIP) for the District that totals \$7.5 million (2011\$).

B. Background

Oceanside Harbor (Harbor) is San Diego County's northernmost harbor, situated 37 miles north of San Diego and 83 miles south of Los Angeles. The Harbor includes Harbor Village, a collection of specialty shops and restaurants; a sport fishing center; small commercial fishing fleet and watersports rentals; and a marina with approximately 900 slips available for recreational boaters and guest slips. The Oceanside Marina Suites, situated on a peninsula surrounded by the ocean and the Harbor, is owned by the District and operated by an independent management company. Marina Del Mar is a resort condominium located on land at the Harbor and is a land lease tenant of the Harbor.

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The District is an Enterprise Fund. Therefore, General Fund revenues are not available to fund operating costs or capital improvements. Since operating expenses and capital costs must be funded from operating revenues, it is necessary to consider the overall revenue and expense performance of the District in projecting the ability to fund capital improvement needs.

C. Method of Analysis

In completing the feasibility analysis, KMA undertook the following key work tasks:

- Review of operating results for the Harbor from Fiscal Year (FY) 2006 to FY 2010, as well as provisions of the major operating agreements and leases that are in place at the Harbor.
- Identification of assumptions for future operations (revenue and expenses) based on discussions with Harbor and City of Oceanside (City) staff.
- Identification, in consultation with Harbor staff, of alternative approaches to fund the capital requirements.
- Financial modeling of Harbor operations for a 20-year period, with identification of amounts that would be available to fund capital needs after operational expenses have been met.

D. Report Organization

This memorandum report has been organized as follows:

- Section II presents KMA's key findings.
- Section III presents KMA's methodology for the financial analyses. The detailed financial analyses of the scenarios are presented in the attached tables.
- Limiting conditions pertaining to this analysis are listed in Section IV.

II. KEY FINDINGS

A. Identification of Scenarios

KMA and Harbor staff identified four (4) scenarios, as described below:

Existing Situation – This base case scenario identified the funding parameters if present rates and practices continued into the future. The Harbor is comprised of 887 permanent slips. The current rent per lineal foot (LF) is shown below for each category. The average rent per LF is estimated at \$10.83/LF. This scenario did not identify the impact of funding the CIP.

	Current Rate	
	Per LF/Month	Per Month
1. Slips less than (or equal to) 29'	\$10.10	\$268
2. Slips greater than 29'	\$11.30	\$412
3. Commercial fishing slips	\$8.60	\$274
Weighted Average	\$10.83	\$347

Scenario A – This tiered scenario identified the balance remaining in the Harbor Fund (Fund) if present rates remained the same for existing boat owners, but increased as the slip rentals were turned over. The new renters would be faced with a rate (on average) that is approximately 33% higher than the base case, or an average of \$14.40/LF, as shown below:

	Scenario A	
	Current Rate	New Tier
1. Slips less than (or equal to) 29'	\$10.10	\$13.60
2. Slips greater than 29'	\$11.30	\$15.00
3. Commercial fishing slips	\$8.60	\$11.20
Weighted Average	\$10.83	\$14.40

Scenario B – This scenario applies an across the board rate increase to all existing boat owners, effective FY 2012, as well as to all new slip rentals that come on-line as the slips turn over. As shown below, the new rate is projected to be approximately 27% higher than current rates, or an average of \$13.70/LF:

	Scenario B	
	Current Rate	Across the Board
1. Slips less than (or equal to) 29'	\$10.10	\$12.90
2. Slips greater than 29'	\$11.30	\$14.30
3. Commercial fishing slips	\$8.60	\$10.70
Weighted Average	\$10.83	\$13.70

Scenario C – This scenario is a combination of Scenario A and Scenario B. The existing boaters will be faced with an across the board increase beginning in FY 2012. The new rate would be an average of \$12.18/LF, or a 12% increase over the existing rate. When the slips turn over, the new boat owners would pay an average of \$14.40/LF, as illustrated below:

	Scenario C		
	Current Rate	Across the Board	New Tier
1. Slips less than (or equal to) 29'	\$10.10	\$11.50	\$13.60
2. Slips greater than 29'	\$11.30	\$12.70	\$15.00
3. Commercial fishing slips	\$8.60	\$9.50	\$11.20
Weighted Average	\$10.83	\$12.18	\$14.40

B. Existing Harbor Operations

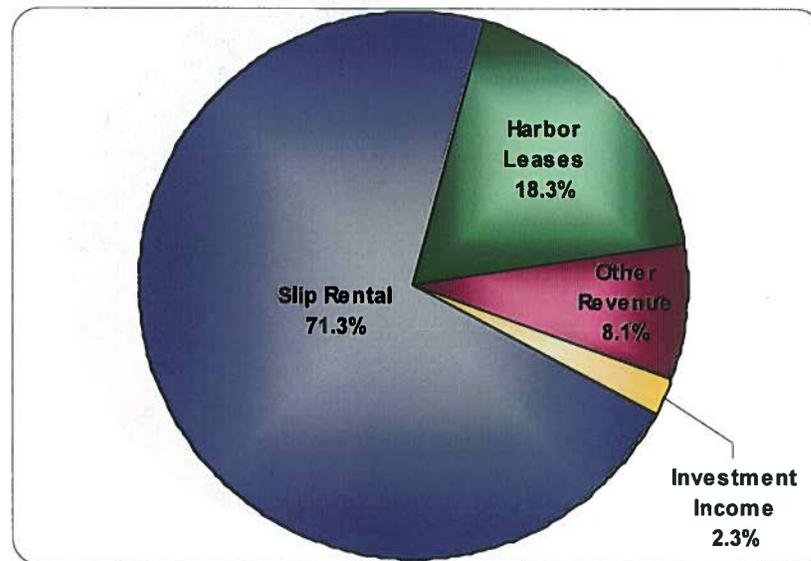
As described above, the objective of the study process was to identify an approach that will generate sufficient revenue to fund operating costs and all of the identified capital requirements for the next 20 years, with the least impact to the existing boaters.

Revenues

As shown in Table 1, revenue to the Harbor Fund is derived from four principal sources:

1. Investment Income;
2. Slip Rental (including liveaboard fees, guest fees, and miscellaneous charges);
3. Harbor Leases; and
4. Other Revenue.

As indicated in the chart below, the dominant source of revenue at the Harbor is slip rental income, which accounts for more than 70% of revenue. These figures are based on actual results from FY 2010.



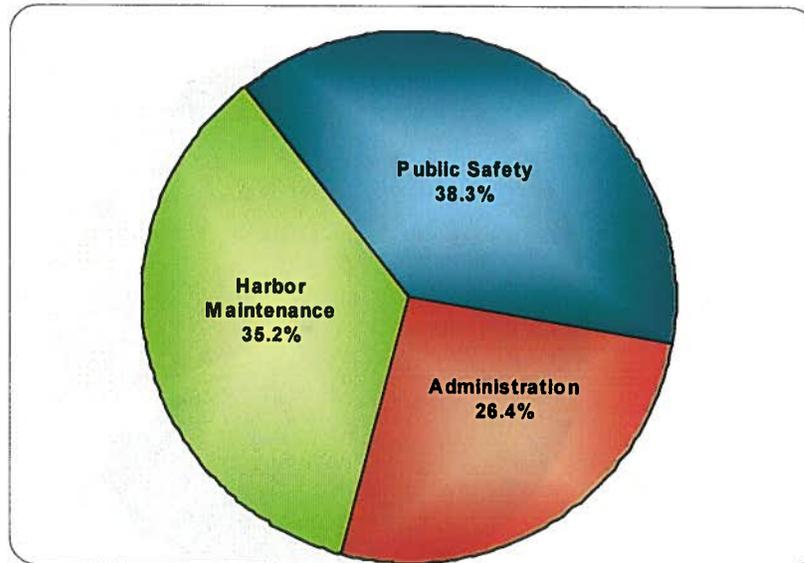
Of the major revenue sources, it appears likely that there will be minimal, if any, increase in the investment income and parking lot revenue (unless increased parking fees are implemented). Revenue from Harbor leases, based on receipt of percentage rent, will increase slightly over time. Present policy is to apply a Consumer Price Index (CPI) adjustment every two years to slip rates.

Expenditures

Table 2 itemizes the projected operating expenses of the Harbor Fund through FY 2032. Expenditures of the Fund include the following:

1. Administration (including slip rental program and debt management);
2. Harbor Maintenance; and
3. Public Safety.

As indicated in the chart below, derived from actual results for FY 2010, public safety expenditures account for 39% of expenses, maintenance at 35%, and administration comprising the remaining 26% of expenditures.



The expenditures are all susceptible to some inflationary increase over time. The projections assume that the Harbor will continue to be operated at a high level of maintenance and service to the public.

Summary of Revenues and Expenditures

Table 3 shows actual Harbor Fund revenue and expenditures from FY 2010 and projected results from FY 2011 through FY 2032 based on continuation of current practices. Projections show that without revenue enhancement, it is projected that revenues will lag expenditures. Before the funding of capital costs there is a *negative*

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cumulative balance of \$9.6 million in FY 2032, in spite of the \$1.5 million reserve (FY 2011) that is drawn upon to fund operating deficits. Absent the reserve, true cash flow is *negative* \$11.1 million (cumulative) over the next 20 years.

The only source of funding for the CIP for the Harbor is revenue that is generated by operations. Therefore, without enhanced revenue it will not be possible to fund capital programs.

C. Capital Improvement Program

As depicted in Table 4, Harbor staff has identified a 20-year CIP for the Harbor whose cost is estimated to total \$7.5 million (2011\$) and at \$9.4 million in actual costs (inclusive of escalation) when programs are implemented.

Elements of the program are shown in Table 4 and include utility infrastructure, reconstruction of restrooms, dock replacement, rip rap reconstruction, and other items. Cost estimates by Harbor staff are based on City experience in comparable projects.

III. METHODOLOGY

A. Incremental Slip Rental Revenue

KMA first isolated the current rental slip rates per LF for the existing boaters. As shown in Table 5, the current rate for slips is comprised of \$10.10/LF for slips less than or equal to 29', \$11.30/LF for slips greater than 29', and \$8.60/LF for commercial fishing slips. Based on direction from Harbor staff, KMA tested three alternative slip rate increase scenarios. It was the KMA objective to identify an approach that appears capable of providing for the operation of the Harbor and the funding of all identified capital needs over the next 20 years with minimal financial impact to the existing boaters.

Scenario A

The first scenario is a tiered scenario that would allow for the rates to remain the same for the existing boaters (aside from the biennial CPI adjustment). As the slips turned over, the rates would increase to \$13.60/LF for slips less than or equal to 29', \$15.00/LF for slips greater than 29', and \$11.20/LF for commercial fishing slips in FY 2012 dollars (or \$13.60/\$15.00/\$11.20 for ease of presentation). Therefore, the new renters would be faced with a rate that is approximately 33% higher than the current rate. After accounting for other income, the total revenue per slip is estimated to be \$5,580/year (FY 2012 dollars).

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As shown in Table 6, in FY 2012, the revenue projected from boaters if the rates remain unchanged is estimated to be \$3,911,000, or \$4,409/year per slip. Based on historical data provided by Harbor staff, the turnover rate was estimated to be 11% per year (most of the turnover would result from the sale of boats rather than new boaters entering the Harbor from the waiting list). Therefore, in the first year of the tiered scenario, 100 slips are estimated to pay the higher rate of \$5,580/year and 787 slips will pay the current rate of \$4,409/year. As such, it is estimated that the annual revenue from the existing boaters is projected to be \$3,470,000 and the revenue from new boaters is projected to be \$558,000, for a total of \$4,028,000.

Comparing the projected revenue of \$4,028,000 to the existing revenue if the rates remain unchanged (\$3,911,000) results in increased slip revenue of \$117,000, i.e., implementing Scenario A yields an additional \$117,000 in slip rental revenue in FY 2012. Applying an assumed 5% biennial CPI adjustment to all existing and new slip renters results in \$1,555,000 of incremental income by FY 2032, with approximately 815 of the 887 turned over to the higher rate.

Scenario B

This scenario applies an across the board increase to all existing boaters effective FY 2012, as well as to all new slip rentals that come on-line as the slips turn over. The new rate is projected to be approximately 27% higher than the base case, or \$12.90/\$14.30/\$10.70 for each respective category of slips. After accounting for other income, the total revenue per slip is estimated to be \$5,310/year (FY 2012 dollars).

As illustrated in Table 7, applying \$5,310/year to all 887 boaters results in annual slip rental revenue of \$4,710,000 in FY 2012. Comparing the projected revenue of \$4,710,000 to the existing revenue if the rates remain unchanged (\$3,911,000) translates to incremental slip revenue of \$799,000 in FY 2012. Applying an assumed 5% biennial CPI adjustment to all existing and new slip renters results in \$1,301,000 of additional income by FY 2032.

Scenario C

This scenario is a combination of Scenarios A and B. The existing boaters will be faced with an across the board increase of 12%, or \$11.50/\$12.70/\$9.50 beginning in FY 2012. When the slips turn over, the new boat owners would pay \$13.60/\$15.00/\$11.20 (FY 2012 dollars). After accounting for other income, the total revenue per slip is estimated

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to be \$4,720/year for existing boaters and \$5,580/year for new boaters (FY 2012 dollars). As in Scenario A, the turnover rate was estimated to be 11% annually.

As shown in Table 8, in the first year of Scenario C, 100 slips are estimated to pay the higher rate of \$5,580/year and 787 slips will pay the current rate of \$4,720/year. As such, it is estimated that the annual revenue from the existing boaters is projected to be \$3,715,000 and the revenue from new boaters is projected to be \$558,000, for a total of \$4,273,000.

Comparing the projected revenue of \$4,723,000 to the existing revenue if the rates remain unchanged (\$3,911,000) results in incremental slip revenue of \$362,000. Applying an assumed 5% biennial CPI adjustment to all existing and new slip renters results in \$1,591,000 of incremental income by FY 2032, with approximately 815 of the 887 turned over to the higher rate.

B. Harbor Fund

Tables 9 and 10 illustrate the impact on the Fund of keeping the rental rates the same (Existing Situation) compared to implementing Scenarios A, B, or C. As discussed earlier, if there were no rate increases to the current boaters, operations at the Harbor would result in *negative* net operating income by FY 2013. This would not generate any funding to implement a CIP at the Harbor.

Scenario A

Scenario A yields incremental slip revenue of \$117,000 in FY 2012. That income, combined with an increase in miscellaneous fees of \$23,000 (see Worksheet 1), results in a larger Fund balance than if the rates were not increased. However, the Fund balance becomes negative in FY 2013 and remains negative through FY 2028. At the end of FY 2032, the Fund balance is estimated to total \$769,000 after implementation of the full CIP.

Scenario B

Scenario B yields incremental slip revenue of \$799,000 and incremental miscellaneous fees of \$23,000 in FY 2012. That income results in a positive Fund balance for virtually the entire 20-year term. (There is a projected minor shortfall in FY 2015, where the Fund balance drops to *negative* \$17,750.) At the end of FY 2032, the Fund balance is estimated to be \$3,006,000 after implementation of the full CIP.

Scenario C

Scenario C yields incremental slip revenue of \$362,000 and incremental miscellaneous fees of \$23,000 in FY 2012. There is a projected negative Fund balance beginning in FY 2013 through FY 2023. Thereafter, the Fund balance is projected to remain positive until the end of the 20-year term. The Fund balance at the end of FY 2032 is projected to total \$3,066,000 after implementation of the full CIP.

C. Summary of Approaches

The previous section presents three approaches to increase slip rental income in order to ensure sufficient revenues to cover operating expenses and to implement the proposed CIP. All three approaches are projected to generate sufficient funds to implement the full CIP, with a remaining balance in the Harbor Fund at the conclusion of the 20-year projection period. However, Scenarios A and C, which rely on a tiered approach to implementing new slip rental rates, result in negative Fund balances for extended time periods, as summarized below:

	Existing Situation	Scenario A	Scenario B	Scenario C
Fund Balance FY 2032	(\$18,977,000)	\$769,000	\$3,006,000	\$3,066,000
Years of Negative Fund Balance	20 years	16 years	1 year	11 years

Only Scenario B, which implements an across-the-board rate increase, generates sufficient revenues to cover annual operating expenses and implement the full CIP without shortfall.

In addition to the approaches discussed above, KMA reviewed two other possible alternatives, as described below.

Renegotiation of Commercial Leases

The renegotiation of the existing commercial leases is not feasible because the major leases are fixed for long terms (cannot be renegotiated) and the lease terms are at market rates.

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Development of Additional Properties

Development of additional properties at the Harbor is not a viable option to yield more revenue as there are no development sites available at the Harbor, nor is the major existing uses at the Harbor candidates for tear-down or for redevelopment.

IV. LIMITING CONDITIONS

1. Keyser Marston Associates, Inc. (KMA) has made extensive efforts to confirm the accuracy and timeliness of the information contained in this document. Although KMA believes all information in this document is correct, it does not guarantee the accuracy of such and assumes no responsibility for inaccuracies in the information provided by third parties.
2. The findings are based on economic rather than political considerations. Therefore, they should be construed neither as a representation nor opinion that government approvals for development can be secured. No guarantee is made as to the possible effect on development of current or future Federal, State, or local legislation including environmental or ecological matters.
3. The analysis, opinions, recommendations, and conclusions of this document are KMA's informed judgment based on market and economic conditions as of the date of this report. Due to the volatility of market conditions and complex dynamics influencing the economic conditions of the building and development industry, conclusions and recommended actions contained herein should not be relied upon as sole input for final business decisions regarding current and future development and planning.
4. Any estimates of development costs, project income, and/or value in this evaluation are based on the best available project-specific data as well as the experiences of similar projects. They are not intended to be predictions of the future for the specific project. No warranty or representation is made that any of these estimates or projections will actually materialize.

TABLE 1

REVENUE PROJECTIONS (\$000s) - EXISTING SITUATION
OCEANSIDE HARBOR DISTRICT
CITY OF OCEANSIDE

	Fiscal Year:	PROJECTED REVENUES												
		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
I. Investment Income (1)		\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130
II. Slip Rental Related		\$3,725	\$3,911	\$3,911	\$3,911	\$4,107	\$4,312	\$4,312	\$4,528	\$4,528	\$4,754	\$4,754	\$4,992	
Slip Rentals (2)		\$93	\$98	\$98	\$98	\$103	\$108	\$108	\$113	\$113	\$119	\$119	\$125	
Liveboard Fees (2)		\$110	\$110	\$110	\$110	\$110	\$110	\$110	\$110	\$110	\$121	\$121	\$121	
Guest Fees (3)		\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$83	\$83	\$83	
Other (3)		\$4,003	\$4,194	\$4,194	\$4,194	\$4,394	\$4,605	\$4,605	\$4,826	\$4,826	\$5,076	\$5,076	\$5,320	
Subtotal - Slip Rental Related		\$4,003	\$4,194	\$4,194	\$4,194	\$4,394	\$4,605	\$4,605	\$4,826	\$4,826	\$5,076	\$5,076	\$5,320	
III. Harbor Leases (4)		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Marina Towers (1)		\$78	\$82	\$82	\$84	\$86	\$90	\$90	\$95	\$95	\$100	\$102	\$105	
Joe's Crab Shack		\$169	\$178	\$178	\$182	\$187	\$196	\$196	\$206	\$206	\$216	\$222	\$227	
Harbor Village		\$131	\$138	\$138	\$141	\$145	\$152	\$152	\$160	\$160	\$168	\$172	\$176	
Marina Dei Mar		\$4	\$4	\$4	\$4	\$4	\$4	\$4	\$4	\$4	\$4	\$4	\$4	
Vacation International (1)		\$257	\$270	\$270	\$277	\$284	\$298	\$298	\$313	\$313	\$329	\$337	\$346	
Oceanside Marina Suites		\$36	\$38	\$38	\$39	\$40	\$42	\$42	\$44	\$44	\$46	\$47	\$48	
Jolly Roger		\$82	\$86	\$86	\$88	\$91	\$95	\$95	\$100	\$100	\$105	\$108	\$110	
Marine Centre		\$82	\$86	\$86	\$88	\$91	\$95	\$95	\$100	\$100	\$105	\$108	\$110	
Monterey Bay Cannery		\$25	\$26	\$26	\$27	\$28	\$29	\$29	\$30	\$30	\$32	\$33	\$34	
Harbor Fuel		\$80	\$84	\$84	\$86	\$88	\$91	\$93	\$97	\$97	\$102	\$105	\$108	
Helgrens Sports Fishing		\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	
Yacht Club (1)		\$7	\$7	\$7	\$7	\$7	\$7	\$7	\$7	\$7	\$7	\$7	\$7	
Yearley Sailboats (1)		\$18	\$19	\$19	\$19	\$20	\$21	\$21	\$22	\$22	\$23	\$24	\$24	
Nautical Bean		\$22	\$23	\$23	\$24	\$24	\$26	\$26	\$27	\$27	\$28	\$29	\$30	
Breakwater Yachts		\$14	\$15	\$15	\$15	\$16	\$16	\$17	\$17	\$17	\$18	\$18	\$19	
Boat Rental America		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Marine Surveyors (1)		\$6	\$6	\$6	\$6	\$6	\$6	\$6	\$6	\$6	\$6	\$6	\$6	
Bait Company (1)		\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	
Azure Seas		\$1,025	\$1,076	\$1,076	\$1,102	\$1,129	\$1,185	\$1,185	\$1,243	\$1,243	\$1,305	\$1,337	\$1,370	
Subtotal - Harbor Leases		\$1,025	\$1,076	\$1,076	\$1,102	\$1,129	\$1,185	\$1,185	\$1,243	\$1,243	\$1,305	\$1,337	\$1,370	
IV. Other Revenue (1)		\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	
Parking Lot		\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	
Miscellaneous		\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$456	
Subtotal - Other Revenue		\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	
V. Total Revenue		\$5,614	\$5,855	\$5,855	\$5,882	\$6,109	\$6,375	\$6,375	\$6,655	\$6,685	\$6,967	\$6,999	\$7,276	

(1) No escalation (flat or ceased).
(2) Assume increase at CPI (2.5%) every 2 years.
(3) Assume 10% increase every 10 years.
(4) Unless otherwise stated, assume CPI at 2.5% per year.

TABLE 1 (CONT'D.)

REVENUE PROJECTIONS (\$000s) - EXISTING SITUATION
OCEANSIDE HARBOR DISTRICT
CITY OF OCEANSIDE

	PROJECTED REVENUES										
Fiscal Year:	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	
I. Investment Income (1)	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130
II. Slip Rental Related											
Slip Rentals (2)	\$4,992	\$5,241	\$5,241	\$5,504	\$5,504	\$5,779	\$5,779	\$6,068	\$6,068	\$6,371	\$6,371
Liveaboard Fees (2)	\$125	\$131	\$131	\$137	\$137	\$144	\$144	\$151	\$151	\$159	\$159
Guest Fees (3)	\$121	\$121	\$121	\$121	\$121	\$121	\$121	\$133	\$133	\$133	\$133
Other (3)	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$91	\$91	\$91	\$91
Subtotal - Slip Rental Related	\$5,320	\$5,576	\$5,576	\$5,844	\$5,844	\$6,126	\$6,126	\$6,443	\$6,443	\$6,754	\$6,754
III. Harbor Leases (4)											
Marina Towers (1)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Joe's Crab Shack	\$108	\$110	\$113	\$116	\$119	\$122	\$125	\$128	\$131	\$134	\$134
Harbor Village	\$233	\$239	\$245	\$251	\$257	\$264	\$270	\$277	\$284	\$291	\$291
Marina Del Mar	\$181	\$185	\$190	\$194	\$199	\$204	\$209	\$215	\$220	\$226	\$226
Vacation International (1)	\$4	\$4	\$4	\$4	\$4	\$4	\$4	\$4	\$4	\$4	\$4
Oceanside Marina Suites	\$354	\$363	\$372	\$382	\$391	\$401	\$411	\$421	\$432	\$442	\$442
Jolly Roger	\$50	\$51	\$52	\$53	\$55	\$56	\$58	\$59	\$60	\$62	\$62
Marine Centre	\$113	\$116	\$119	\$122	\$125	\$128	\$131	\$134	\$138	\$141	\$141
Monterey Bay Cannery	\$113	\$116	\$119	\$122	\$125	\$128	\$131	\$134	\$138	\$141	\$141
Harbor Fuel	\$34	\$35	\$36	\$37	\$38	\$39	\$40	\$41	\$42	\$43	\$43
Helgrens Sports Fishing	\$110	\$113	\$116	\$119	\$122	\$125	\$128	\$131	\$134	\$138	\$138
Yacht Club (1)	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9
Yearley Sailboats (1)	\$7	\$7	\$7	\$7	\$7	\$7	\$7	\$7	\$7	\$7	\$7
Nautical Bean	\$25	\$25	\$26	\$27	\$27	\$28	\$29	\$29	\$30	\$31	\$31
Breakwater Yachts	\$30	\$31	\$32	\$33	\$33	\$34	\$35	\$36	\$37	\$38	\$38
Boat Rental America	\$19	\$20	\$20	\$21	\$21	\$22	\$22	\$23	\$24	\$24	\$24
Marine Surveyors (1)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bait Company (1)	\$6	\$6	\$6	\$6	\$6	\$6	\$6	\$6	\$6	\$6	\$6
Azure Seas	\$7	\$7	\$7	\$7	\$8	\$8	\$8	\$8	\$8	\$8	\$8
Subtotal - Harbor Leases	\$1,403	\$1,438	\$1,473	\$1,509	\$1,546	\$1,584	\$1,623	\$1,663	\$1,704	\$1,746	\$1,746
IV. Other Revenue (1)											
Parking Lot	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448
Miscellaneous	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8
Subtotal - Other Revenue	\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$456
V. Total Revenue	\$7,309	\$7,599	\$7,635	\$7,939	\$7,977	\$8,297	\$8,336	\$8,692	\$8,733	\$9,086	\$9,086

(1) No escalation (flat or ceased).
(2) Assume increase at CPI (2.5%) every 2 years.
(3) Assume 10% increase every 10 years.
(4) Unless otherwise stated, assume CPI at 2.5% per year.

TABLE 2

EXPENDITURE PROJECTIONS (\$000s) - EXISTING SITUATION
OCEANSIDE HARBOR DISTRICT
CITY OF OCEANSIDE

	PROJECTED EXPENDITURES												
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
I. Administration (1)													
Permanent Employees	\$338	\$346	\$355	\$364	\$373	\$382	\$392	\$402	\$412	\$422	\$433	\$443	\$455
Other/Employment-Related	\$102	\$105	\$107	\$110	\$113	\$115	\$118	\$121	\$124	\$127	\$131	\$134	\$137
Professional Fees/Other	\$115	\$118	\$121	\$124	\$127	\$130	\$133	\$137	\$140	\$144	\$147	\$151	\$155
Management Info. Services (2)	\$88	\$89	\$91	\$92	\$93	\$95	\$96	\$98	\$99	\$101	\$102	\$104	\$105
Garage Maintenance/Replacement (2)	\$10	\$10	\$10	\$10	\$11	\$11	\$11	\$11	\$11	\$11	\$12	\$12	\$12
Lifeguards (2)	\$238	\$242	\$245	\$249	\$253	\$256	\$260	\$264	\$268	\$272	\$276	\$280	\$285
Property Management (2)	\$38	\$39	\$39	\$40	\$40	\$41	\$42	\$42	\$43	\$43	\$44	\$45	\$45
Tidelands Lease (3)	\$386	\$405	\$449	\$451	\$498	\$500	\$551	\$553	\$608	\$611	\$639	\$642	\$670
General Administration/Other (2)	\$36	\$37	\$37	\$38	\$38	\$39	\$39	\$40	\$41	\$41	\$42	\$42	\$43
PERS Unfunded DS	\$16	\$16	\$17	\$17	\$18	\$18	\$19	\$19	\$19	\$20	\$20	\$21	\$22
Debt Service/DBW Loan (4)	\$173	\$411	\$411	\$411	\$411	\$411	\$347	\$347	\$116	\$116	\$116	\$116	\$116
Subtotal - Administration	\$1,540	\$1,817	\$1,882	\$1,905	\$1,974	\$1,999	\$2,008	\$2,034	\$1,881	\$1,909	\$1,962	\$1,990	\$2,044
II. Harbor Maintenance (1)													
Permanent Employees	\$625	\$641	\$657	\$673	\$690	\$707	\$725	\$743	\$762	\$781	\$800	\$820	\$841
Other/Employment-Related	\$288	\$295	\$303	\$310	\$318	\$326	\$334	\$342	\$351	\$360	\$369	\$378	\$387
Repair/Maintenance	\$610	\$625	\$641	\$657	\$673	\$690	\$707	\$725	\$743	\$762	\$781	\$800	\$820
Electric, Water, Gas	\$316	\$324	\$332	\$340	\$349	\$358	\$366	\$376	\$385	\$395	\$405	\$415	\$425
Other Capital Improvements/Inf.	\$31	\$32	\$33	\$33	\$34	\$35	\$36	\$37	\$38	\$39	\$40	\$41	\$42
Management Info. Services (2)	\$59	\$60	\$61	\$62	\$63	\$64	\$65	\$65	\$66	\$67	\$68	\$69	\$71
Garage (2)	\$28	\$28	\$29	\$29	\$30	\$30	\$31	\$31	\$32	\$32	\$32	\$33	\$33
PERS Unfunded DS	\$6	\$6	\$6	\$6	\$6	\$7	\$7	\$7	\$7	\$7	\$8	\$8	\$8
General Administration (2)	\$87	\$88	\$90	\$91	\$92	\$94	\$95	\$97	\$98	\$99	\$101	\$102	\$104
Subtotal - Harbor Maintenance	\$2,050	\$2,100	\$2,150	\$2,202	\$2,255	\$2,310	\$2,366	\$2,423	\$2,482	\$2,542	\$2,603	\$2,666	\$2,731
III. Public Safety (1)													
Permanent Employees	\$1,095	\$1,122	\$1,150	\$1,179	\$1,209	\$1,239	\$1,270	\$1,302	\$1,334	\$1,368	\$1,402	\$1,437	\$1,473
Other/Employment-Related	\$486	\$498	\$511	\$523	\$536	\$550	\$564	\$578	\$592	\$607	\$622	\$638	\$654
Professional Services	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Management Info. Services (2)	\$49	\$50	\$50	\$51	\$52	\$53	\$54	\$54	\$55	\$56	\$57	\$58	\$59
Garage (2)	\$34	\$35	\$35	\$36	\$36	\$37	\$37	\$38	\$38	\$39	\$39	\$40	\$41
General Administration (2)	\$149	\$151	\$154	\$156	\$158	\$161	\$163	\$165	\$168	\$170	\$173	\$176	\$178
PERS Unfund DS	\$80	\$82	\$84	\$86	\$88	\$91	\$93	\$95	\$97	\$100	\$102	\$105	\$108
Maintenance and Operations/Other (2)	\$340	\$345	\$350	\$356	\$361	\$366	\$372	\$377	\$383	\$389	\$395	\$401	\$407
(Less) Adjustments for Grants, Etc.	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal - Public Safety	\$2,233	\$2,283	\$2,334	\$2,387	\$2,441	\$2,495	\$2,552	\$2,609	\$2,668	\$2,728	\$2,790	\$2,853	\$2,918
IV. Total Expenditures	\$5,823	\$6,200	\$6,366	\$6,494	\$6,670	\$6,804	\$6,926	\$7,067	\$7,031	\$7,179	\$7,355	\$7,510	\$7,693

(3) Reflects total revenue (less parking lot and investment income) * 8% [increases to 10% by FY 2021].

(4) Escalates per debt service schedules.

TABLE 2 (CONT'D.)

EXPENDITURE PROJECTIONS (\$000s) - EXISTING SITUATION
OCEANSIDE HARBOR DISTRICT
CITY OF OCEANSIDE

	PROJECTED EXPENDITURES										
	Fiscal Year:										
	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	
I. Administration (1)											
Permanent Employees	\$466	\$478	\$490	\$502	\$514	\$527	\$540	\$554	\$568	\$582	
Other/Employee-Related	\$141	\$144	\$148	\$151	\$155	\$159	\$163	\$167	\$171	\$176	
Professional Fees/Other	\$159	\$162	\$167	\$171	\$175	\$179	\$184	\$188	\$193	\$198	
Management Info. Services (2)	\$107	\$108	\$110	\$112	\$113	\$115	\$117	\$119	\$120	\$122	
Garage Maintenance/Replacement (2)	\$12	\$12	\$13	\$13	\$13	\$13	\$13	\$13	\$14	\$14	
Lifeguards (2)	\$289	\$293	\$298	\$302	\$307	\$311	\$316	\$321	\$325	\$330	
Property Management (2)	\$46	\$47	\$48	\$48	\$49	\$50	\$50	\$51	\$52	\$53	
Tidelands Lease (3)	\$673	\$702	\$706	\$736	\$740	\$772	\$776	\$811	\$815	\$851	
General Administration/Other (2)	\$44	\$44	\$45	\$46	\$46	\$47	\$48	\$48	\$49	\$50	
PERS Unfunded DS	\$22	\$23	\$23	\$24	\$24	\$25	\$26	\$26	\$27	\$28	
Debt Service/DBW Loan (4)	\$116	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Subtotal - Administration	\$2,074	\$2,014	\$2,045	\$2,104	\$2,137	\$2,198	\$2,233	\$2,299	\$2,335	\$2,403	
II. Harbor Maintenance (1)											
Permanent Employees	\$862	\$883	\$905	\$928	\$951	\$975	\$999	\$1,024	\$1,050	\$1,076	
Other/Employee-Related	\$397	\$407	\$417	\$428	\$438	\$449	\$460	\$472	\$484	\$496	
Repair/Maintenance	\$841	\$862	\$883	\$906	\$928	\$951	\$975	\$1,000	\$1,025	\$1,050	
Electric, Water, Gas	\$436	\$446	\$458	\$469	\$481	\$493	\$505	\$518	\$531	\$544	
Other Capital Improvements/Inf.	\$43	\$44	\$45	\$46	\$47	\$48	\$50	\$51	\$52	\$53	
Management Info. Services (2)	\$72	\$73	\$74	\$75	\$76	\$77	\$78	\$79	\$81	\$82	
Garage (2)	\$34	\$34	\$35	\$36	\$36	\$37	\$37	\$38	\$38	\$39	
PERS Unfunded DS	\$8	\$8	\$9	\$9	\$9	\$9	\$10	\$10	\$10	\$10	
General Administration (2)	\$106	\$107	\$109	\$110	\$112	\$114	\$115	\$117	\$119	\$121	
Subtotal - Harbor Maintenance	\$2,797	\$2,865	\$2,935	\$3,006	\$3,079	\$3,153	\$3,230	\$3,308	\$3,389	\$3,471	
III. Public Safety (1)											
Permanent Employees	\$1,509	\$1,547	\$1,586	\$1,626	\$1,666	\$1,708	\$1,751	\$1,794	\$1,839	\$1,885	
Other/Employee-Related	\$670	\$687	\$704	\$721	\$740	\$758	\$777	\$796	\$816	\$837	
Professional Services	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Management Info. Services (2)	\$59	\$60	\$61	\$62	\$63	\$64	\$65	\$66	\$67	\$68	
Garage (2)	\$41	\$42	\$43	\$43	\$44	\$44	\$45	\$46	\$46	\$47	
General Administration (2)	\$181	\$184	\$186	\$189	\$192	\$195	\$198	\$201	\$204	\$207	
PERS Unfund DS	\$110	\$113	\$116	\$119	\$122	\$125	\$128	\$131	\$134	\$138	
Maintenance and Operations/Other (2)	\$413	\$419	\$425	\$431	\$438	\$444	\$451	\$458	\$465	\$472	
(Less) Adjustments for Grants, Etc.	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Subtotal - Public Safety	\$2,984	\$3,052	\$3,121	\$3,192	\$3,264	\$3,338	\$3,414	\$3,492	\$3,572	\$3,653	
IV. Total Expenditures	\$7,855	\$7,931	\$8,101	\$8,301	\$8,480	\$8,690	\$8,877	\$9,100	\$9,296	\$9,527	

(1) Unless otherwise stated, assume CPI at 2.5% per year.

(2) Per City staff, assume 1.5% per year.

Source: City of Oceanside

Prepared by: Keyser Marston Associates, Inc.

Filename: i:\Oceanside\Oceanside Harbor_v7_4-7-11\4/7/2011.rks

(3) Reflects total revenue (less parking lot and investment income) * 8% [increases to 10% by FY 2021].

(4) Escalates per debt service schedules.

TABLE 3

SUMMARY OF REVENUES AND EXPENDITURES (\$000s) PER FISCAL YEAR
 OCEANSIDE HARBOR DISTRICT
 CITY OF OCEANSIDE

	ACTUAL	PROJECTED REVENUES AND EXPENDITURES												
		Fiscal Year: 2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
I. Revenue														
Investment Income	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130
Slip Rental Related	\$4,003	\$4,194	\$4,194	\$4,194	\$4,394	\$4,605	\$4,605	\$4,605	\$4,826	\$4,826	\$5,076	\$5,076	\$5,320	
Harbor Leases	\$1,025	\$1,076	\$1,102	\$1,129	\$1,129	\$1,156	\$1,185	\$1,213	\$1,243	\$1,274	\$1,305	\$1,337	\$1,370	
Parking Lot	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	
Miscellaneous	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	
Total Revenue	\$5,614	\$5,855	\$5,882	\$6,109	\$6,137	\$6,375	\$6,404	\$6,655	\$6,685	\$6,967	\$6,999	\$7,276		
II. Expenditures														
Administration	\$1,540	\$1,817	\$1,882	\$1,905	\$1,974	\$1,999	\$2,034	\$1,881	\$1,909	\$1,962	\$1,990	\$2,044		
Harbor Maintenance	\$2,050	\$2,100	\$2,150	\$2,202	\$2,255	\$2,310	\$2,366	\$2,423	\$2,482	\$2,542	\$2,603	\$2,666		
Harbor Public Safety	\$2,233	\$2,283	\$2,334	\$2,387	\$2,441	\$2,495	\$2,552	\$2,609	\$2,668	\$2,728	\$2,790	\$2,853		
Total Expenditures	\$5,823	\$6,200	\$6,366	\$6,494	\$6,670	\$6,804	\$7,067	\$7,031	\$7,179	\$7,355	\$7,510	\$7,693		
III. Net Operating Income														
Add: Reserve (1)	(\$209)	(\$561)	(\$511)	(\$613)	(\$561)	(\$668)	(\$662)	(\$662)	(\$376)	(\$493)	(\$388)	(\$511)	(\$417)	
	\$0	\$1,500	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
IV. Annual Available Funds														
	(\$209)	\$939	(\$511)	(\$613)	(\$561)	(\$668)	(\$662)	(\$662)	(\$376)	(\$493)	(\$388)	(\$511)	(\$417)	
V. Cumulative Available Funds														
	(\$209)	\$730	\$219	(\$394)	(\$955)	(\$1,623)	(\$2,173)	(\$2,835)	(\$3,212)	(\$3,705)	(\$4,093)	(\$4,604)	(\$5,021)	

(1) Per City of Oceanside staff correspondence dated January 4, 2011.

TABLE 3 (CONTD.)

SUMMARY OF REVENUES AND EXPENDITURES (\$000s) PER FISCAL YEAR
 OCEANSIDE HARBOR DISTRICT
 CITY OF OCEANSIDE

PROJECTED REVENUES AND EXPENDITURES										
	Fiscal Year:									
	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
I. Revenue										
Investment Income	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130	\$130
Slip Rental Related	\$5,320	\$5,576	\$5,576	\$5,844	\$5,844	\$6,126	\$6,126	\$6,443	\$6,443	\$6,754
Harbor Leases	\$1,403	\$1,438	\$1,473	\$1,509	\$1,546	\$1,584	\$1,623	\$1,663	\$1,704	\$1,746
Parking Lot	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448	\$448
Miscellaneous	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8
Total Revenue	\$7,309	\$7,599	\$7,635	\$7,939	\$7,977	\$8,297	\$8,336	\$8,692	\$8,733	\$9,086
II. Expenditures										
Administration	\$2,074	\$2,014	\$2,045	\$2,104	\$2,137	\$2,198	\$2,233	\$2,299	\$2,335	\$2,403
Harbor Maintenance	\$2,797	\$2,865	\$2,935	\$3,006	\$3,079	\$3,153	\$3,230	\$3,308	\$3,389	\$3,471
Harbor Public Safety	\$2,984	\$3,052	\$3,121	\$3,192	\$3,264	\$3,338	\$3,414	\$3,492	\$3,572	\$3,653
Total Expenditures	\$7,855	\$7,931	\$8,101	\$8,301	\$8,480	\$8,690	\$8,877	\$9,100	\$9,296	\$9,527
III. Net Operating Income	(\$546)	(\$331)	(\$466)	(\$362)	(\$503)	(\$394)	(\$541)	(\$408)	(\$563)	(\$441)
Add: Reserve (1)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
IV. Annual Available Funds	(\$546)	(\$331)	(\$466)	(\$362)	(\$503)	(\$394)	(\$541)	(\$408)	(\$563)	(\$441)
V. Cumulative Available Funds	(\$5,567)	(\$5,898)	(\$6,364)	(\$6,726)	(\$7,229)	(\$7,622)	(\$8,164)	(\$8,572)	(\$9,134)	(\$9,576)

(1) Per City of Oceanside staff correspondence dated January 4, 2011.

TABLE 4

**20-YEAR CAPITAL IMPROVEMENT PLAN (1)
OCEANSIDE HARBOR DISTRICT
CITY OF OCEANSIDE**

FY Year	Project Name	Location	Escalation	
			@ 2.5%/Yr.	Total
FY 2013	Sewer Line Replacement	300 Harbor Drive South	\$400,000	\$400,000
	Sewer Line Replacement	200 Harbor Drive South	\$300,000	\$300,000
	Electrical System Repairs	Harbor	\$500,000	\$500,000
FY 2014	SB2 Restroom Design	240 Harbor Drive South	\$90,000	\$92,250
FY 2015	SB2 Restroom Build	240 Harbor Drive South	\$450,000	\$472,500
FY 2016	SB8 Restroom Design	1400 Harbor Drive North	\$75,000	\$80,625
FY 2017	SB8 Restroom Build	1400 Harbor Drive North	\$375,000	\$412,500
FY 2018	J Dock Replacement Design	2000 Block of Harbor Drive North	\$80,000	\$90,000
	Gangway Replacement (10)	Various Docks	\$170,000	\$191,250
FY 2019	J Dock Replacement	2000 Block of Harbor Drive North	\$400,000	\$460,000
	F Dock Restroom Design	1925 Harbor Drive North	\$36,000	\$41,400
FY 2020	F Dock Restroom Build	1925 Harbor Drive North	\$180,000	\$211,500
	SB4 Restroom Design	1304 North Pacific	\$33,000	\$38,775
FY 2021	Gangway Replacement (8)	Various Docks	\$136,000	\$163,200
FY 2022	Y Dock Rip Rap Design	1400 Block of Harbor Drive	\$106,000	\$129,850
FY 2023	SB4 Restroom Build	1304 North Pacific	\$165,000	\$206,250
	SB4 Restroom Design	1351 Harbor Drive North	\$66,000	\$82,500
FY 2024	SB9 Restroom Build	1351 Harbor Drive North	\$330,000	\$420,750
FY 2025	Electrical Pedestal Replacement (15)	Various Docks	\$90,000	\$117,000
	SB7 Restroom Design	1620 Harbor Drive North	\$55,000	\$71,500
FY 2026	Y Dock Rip Rap Build	1400 Block of Harbor Drive North	\$1,060,000	\$1,404,500
FY 2027	SB7 Restroom Build	1620 Harbor Drive North	\$275,000	\$371,250
FY 2028	SB5 Restroom Design	1950 Harbor Drive North	\$38,500	\$52,938
FY 2029	SB1 Restroom Design	315 Harbor Drive South	\$32,500	\$45,500
	SB5 Restroom Build	1950 Harbor Drive North	\$193,000	\$270,200
FY 2030	SB6 Restroom Design	1850 Harbor Drive North	\$82,500	\$117,563
	SB1 Restroom Build	315 Harbor Drive South	\$162,500	\$231,563
FY 2031	J Dock Rip Rap Design	2000 Block of Harbor Drive North	\$102,000	\$147,900
	SB6 Restroom Build	1850 Harbor Drive North	\$412,500	\$598,125
FY 2032	Gangway Replacement (7)	Various Docks	\$119,000	\$175,525
	J Dock Rip Rap Build	2000 Block of Harbor Drive North	\$1,020,000	\$1,504,500
Grand Total			\$7,534,500	\$9,401,413
Or Say (Rounded)			\$7,535,000	\$9,401,000

(1) Per City of Oceanside staff correspondence dated February 22, 2011.

Source: City of Oceanside

Prepared by: Keyser Marston Associates, Inc.

Filename: i: Oceanside\Oceanside Harbor_v.7_4-7-11;4/7/2011;rk

TABLE 5

SLIP SIZES AND RATES
OCEANSIDE HARBOR DISTRICT
CITY OF OCEANSIDE

	Existing Situation				Scenario A Tiered Scenario			Scenario B Across the Board			
	Average Size (1)	# of Slips	\$/LF	\$/Month	Total Annual	\$/LF	\$/Month	Total Annual	\$/LF	\$/Month	Total Annual
I. Slip Rental Revenue											
Slip ≤ 29'	26.5 LF	383	\$10.10	\$268	\$1,241,000	\$13.60	\$361	\$1,657,000	\$12.90	\$342	\$1,572,000
Slip > 29'	36.5 LF	480	\$11.30	\$412	\$2,374,000	\$15.00	\$547	\$3,151,000	\$14.30	\$522	\$3,004,000
Commercial	32.0 LF	24	\$8.60	\$274	\$79,000	\$11.20	\$358	\$103,000	\$10.70	\$342	\$98,000
Total/Average	32.0 LF	887	\$10.83	\$347	\$3,694,000	\$14.40	\$461	\$4,911,000	\$13.70	\$439	\$4,674,000
Add: Other Income					\$31,000			\$41,000			\$39,000
Total Slip Rental Revenue					\$3,725,000			\$4,952,000			\$4,713,000
Per Slip					\$4,200			\$5,580			\$5,310
Scenario C											
One Time Increase FY 12											
New Tier for Turnovers											
I. Slip Rental Revenue											
Slip ≤ 29'	26.5 LF	383	\$10.10	\$268	\$1,241,000	\$11.50	\$305	\$1,401,000	\$13.60	\$361	\$1,657,000
Slip > 29'	36.5 LF	480	\$11.30	\$412	\$2,374,000.00	\$12.70	\$463	\$2,668,000	\$15.00	\$547	\$3,151,000
Commercial	32.0 LF	24	\$8.60	\$274	\$79,000.00	\$9.50	\$304	\$87,000	\$11.20	\$358	\$103,000
Total/Average	32.0 LF	887	\$10.83	\$347	\$3,694,000	\$12.18	\$390	\$4,156,000	\$14.40	\$461	\$4,911,000
Add: Other Income					\$31,000			\$35,000			\$41,000
Total Slip Rental Revenue					\$3,725,000			\$4,191,000			\$4,952,000
Per Slip					\$4,200			\$4,720			\$5,580

(1) Per City of Oceanside staff correspondence dated January 24, 2011.

TABLE 6

SCENARIO A - TIERED SCENARIO
OCEANSIDE HARBOR DISTRICT
CITY OF OCEANSIDE

	Fiscal Year:										
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
I. Scenario A											
Existing Slips											
Projected Revenue (Table 1)	\$3,911,000	\$3,911,000	\$4,107,000	\$4,107,000	\$4,312,000	\$4,312,000	\$4,528,000	\$4,528,000	\$4,754,000	\$4,754,000	\$4,992,000
Estimated Annual Rent per Slip	\$4,409	\$4,409	\$4,630	\$4,630	\$4,861	\$4,861	\$5,105	\$5,105	\$5,360	\$5,360	\$5,628
Number of Turnovers per Year (1)	100	89	79	70	62	55	49	43	38	34	30
Cumulative Turnovers	—	189	268	338	400	455	504	547	585	620	650
Number of Existing Slips	787	698	619	549	487	432	383	340	302	267	237
Projected Revenue - Existing Slips	\$3,470,000	\$3,078,000	\$2,867,000	\$2,543,000	\$2,368,000	\$2,101,000	\$1,957,000	\$1,735,000	\$1,616,000	\$1,434,000	\$1,335,000
Turnover Slips											
Rent for Turnover Slips Per Year	\$5,580	\$5,580	\$5,859	\$5,859	\$6,152	\$6,152	\$6,460	\$6,460	\$6,783	\$6,783	\$7,122
Number of Turnover Slips	100	189	268	338	400	455	504	547	585	620	650
Projected Revenue - Turnover Slips	\$558,000	\$1,054,000	\$1,569,000	\$1,979,000	\$2,460,000	\$2,798,000	\$3,254,000	\$3,534,000	\$3,971,000	\$4,202,000	\$4,627,000
II. Total Revenue	\$4,028,000	\$4,132,000	\$4,436,000	\$4,522,000	\$4,828,000	\$4,899,000	\$5,211,000	\$5,269,000	\$5,587,000	\$5,636,000	\$5,962,000
Incremental Revenue	\$117,000	\$221,000	\$329,000	\$415,000	\$516,000	\$587,000	\$683,000	\$741,000	\$833,000	\$882,000	\$970,000

(1) These are turnovers from original pool of 887; does not include subsequent turnovers of slips.

TABLE 6 (CONT'D.)

SCENARIO A - TIERED SCENARIO
OCEANSIDE HARBOR DISTRICT
CITY OF OCEANSIDE

	Fiscal Year:										
	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	
I. Scenario A											
Existing Slips											
Projected Revenue (Table 1)	\$4,992,000	\$5,241,000	\$5,241,000	\$5,504,000	\$5,504,000	\$5,779,000	\$5,779,000	\$6,068,000	\$6,068,000	\$6,371,000	
Estimated Annual Rent per Slip	\$5,628	\$5,909	\$5,909	\$6,205	\$6,205	\$6,515	\$6,515	\$6,841	\$6,841	\$7,183	
Number of Turnovers per Year (1)	27	24	21	19	17	15	13	12	10	9	
Cumulative Turnovers	677	700	721	740	757	771	785	796	806	815	
Number of Existing Slips	210	187	166	147	130	116	102	91	81	72	
Projected Revenue - Existing Slips	\$1,184,000	\$1,103,000	\$978,000	\$911,000	\$808,000	\$753,000	\$668,000	\$622,000	\$552,000	\$514,000	
Turnover Slips											
Rent for Turnover Slips Per Year	\$7,122	\$7,478	\$7,478	\$7,852	\$7,852	\$8,244	\$8,244	\$8,656	\$8,656	\$9,089	
Number of Turnover Slips	677	700	721	740	757	771	785	796	806	815	
Projected Revenue - Turnover Slips	\$4,818,000	\$5,237,000	\$5,395,000	\$5,811,000	\$5,942,000	\$6,360,000	\$6,468,000	\$6,891,000	\$6,980,000	\$7,412,000	
III. Total Revenue	\$6,002,000	\$6,340,000	\$6,373,000	\$6,722,000	\$6,750,000	\$7,113,000	\$7,136,000	\$7,513,000	\$7,532,000	\$7,926,000	
Incremental Revenue	\$1,010,000	\$1,099,000	\$1,132,000	\$1,218,000	\$1,246,000	\$1,334,000	\$1,357,000	\$1,445,000	\$1,464,000	\$1,555,000	

(1) These are turnovers from original pool of 887; does not include subsequent turnovers of slips.

TABLE 7

SCENARIO B - ACROSS THE BOARD
OCEANSIDE HARBOR DISTRICT
CITY OF OCEANSIDE

	Fiscal Year:										
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
I. Scenario B											
Existing Slips											
Projected Revenue (Table 1)	\$3,911,000	\$3,911,000	\$4,107,000	\$4,107,000	\$4,312,000	\$4,312,000	\$4,528,000	\$4,528,000	\$4,754,000	\$4,754,000	\$4,992,000
Estimated Annual Rent per Slip	\$4,409	\$4,409	\$4,630	\$4,630	\$4,861	\$4,861	\$5,105	\$5,105	\$5,360	\$5,360	\$5,628
Number of Existing Slips	-	-	-	-	-	-	-	-	-	-	-
Projected Revenue - Existing Slips	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
One-Time Increase											
Rent for All Slips Per Year	\$5,310	\$5,310	\$5,576	\$5,576	\$5,854	\$5,854	\$6,147	\$6,147	\$6,454	\$6,454	\$6,777
Number of Slips	887	887	887	887	887	887	887	887	887	887	887
Projected Revenue - All Slips	\$4,710,000	\$4,710,000	\$4,945,000	\$4,945,000	\$5,193,000	\$5,193,000	\$5,452,000	\$5,452,000	\$5,725,000	\$5,725,000	\$6,011,000
II. Total Revenue	\$4,710,000	\$4,710,000	\$4,945,000	\$4,945,000	\$5,193,000	\$5,193,000	\$5,452,000	\$5,452,000	\$5,725,000	\$5,725,000	\$6,011,000
Incremental Revenue	\$799,000	\$799,000	\$838,000	\$838,000	\$881,000	\$881,000	\$924,000	\$924,000	\$971,000	\$971,000	\$1,019,000

TABLE 7 (CONT'D.)

SCENARIO B - ACROSS THE BOARD
OCEANSIDE HARBOR DISTRICT
CITY OF OCEANSIDE

	Fiscal Year:										
	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	
I. Scenario B											
Existing Slips											
Projected Revenue (Table 1)	\$4,992,000	\$5,241,000	\$5,241,000	\$5,504,000	\$5,504,000	\$5,779,000	\$5,779,000	\$6,068,000	\$6,068,000	\$6,371,000	
Estimated Annual Rent per Slip	\$5,628	\$5,909	\$5,909	\$6,205	\$6,205	\$6,515	\$6,515	\$6,841	\$6,841	\$7,183	
Number of Existing Slips	-	-	-	-	-	-	-	-	-	-	
Projected Revenue - Existing Slips	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
One-Time Increase											
Rent for All Slips Per Year	\$6,777	\$7,116	\$7,116	\$7,472	\$7,472	\$7,845	\$7,845	\$8,238	\$8,238	\$8,649	
Number of Slips	887	887	887	887	887	887	887	887	887	887	
Projected Revenue - All Slips	\$6,011,000	\$6,312,000	\$6,312,000	\$6,627,000	\$6,627,000	\$6,959,000	\$6,959,000	\$7,307,000	\$7,307,000	\$7,672,000	
II. Total Revenue	\$6,011,000	\$6,312,000	\$6,312,000	\$6,627,000	\$6,627,000	\$6,959,000	\$6,959,000	\$7,307,000	\$7,307,000	\$7,672,000	
Incremental Revenue	\$1,019,000	\$1,071,000	\$1,071,000	\$1,123,000	\$1,123,000	\$1,180,000	\$1,180,000	\$1,239,000	\$1,239,000	\$1,301,000	

TABLE 8

SCENARIO C - ONE-TIME INCREASE / NEW TIER FOR TURNOVERS
 OCEANSIDE HARBOR DISTRICT
 CITY OF OCEANSIDE

	Fiscal Year:										
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
I. Scenario C											
Existing Slips											
Projected Revenue (Table 1)	\$3,911,000	\$3,911,000	\$4,107,000	\$4,107,000	\$4,312,000	\$4,312,000	\$4,528,000	\$4,528,000	\$4,754,000	\$4,754,000	\$4,992,000
Estimated Annual Rent per Slip	\$4,720	\$4,720	\$4,956	\$4,956	\$5,204	\$5,204	\$5,464	\$5,464	\$5,737	\$5,737	\$6,024
Number of Turnovers per Year (1)	100	89	79	70	62	55	49	43	38	34	30
Cumulative Turnovers	—	189	268	338	400	455	504	547	585	620	650
Number of Existing Slips	787	698	619	549	487	432	383	340	302	267	237
Projected Revenue - Existing Slips	\$3,715,000	\$3,295,000	\$3,069,000	\$2,722,000	\$2,535,000	\$2,249,000	\$2,094,000	\$1,858,000	\$1,730,000	\$1,535,000	\$1,429,000
Turnover Slips											
Rent for Turnover Slips Per Year	\$5,580	\$5,580	\$5,859	\$5,859	\$6,152	\$6,152	\$6,460	\$6,460	\$6,783	\$6,783	\$7,122
Number of Turnover Slips	100	189	268	338	400	455	504	547	585	620	650
Projected Revenue - Turnover Slips	\$558,000	\$1,054,000	\$1,569,000	\$1,979,000	\$2,460,000	\$2,798,000	\$3,254,000	\$3,534,000	\$3,971,000	\$4,202,000	\$4,627,000
II. Total Revenue	\$4,273,000	\$4,349,000	\$4,638,000	\$4,701,000	\$4,995,000	\$5,047,000	\$5,348,000	\$5,392,000	\$5,701,000	\$5,737,000	\$6,056,000
Incremental Revenue	\$362,000	\$438,000	\$531,000	\$594,000	\$683,000	\$735,000	\$820,000	\$864,000	\$947,000	\$983,000	\$1,064,000

(1) These are turnovers from original pool of 887; does not include subsequent turnovers of slips.

TABLE 8 (CONT'D.)

SCENARIO C - ONE-TIME INCREASE / NEW TIER FOR TURNS
 OCEANSIDE HARBOR DISTRICT
 CITY OF OCEANSIDE

	Fiscal Year:										
	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	
I. Scenario C											
Existing Slips											
Projected Revenue (Table 1)	\$4,992,000	\$5,241,000	\$5,241,000	\$5,504,000	\$5,504,000	\$5,779,000	\$5,779,000	\$6,068,000	\$6,068,000	\$6,371,000	
Estimated Annual Rent per Slip	\$6,024	\$6,325	\$6,325	\$6,642	\$6,642	\$6,974	\$6,974	\$7,322	\$7,322	\$7,688	
Number of Turnovers per Year (1)	27	24	21	19	17	15	13	12	10	9	
Cumulative Turnovers	677	700	721	740	757	771	785	796	806	815	
Number of Existing Slips	210	187	166	147	130	116	102	91	81	72	
Projected Revenue - Existing Slips	\$1,288,000	\$1,181,000	\$1,047,000	\$975,000	\$865,000	\$806,000	\$715,000	\$666,000	\$590,000	\$550,000	
Turnover Slips											
Rent for Turnover Slips Per Year	\$7,122	\$7,478	\$7,478	\$7,852	\$7,852	\$8,244	\$8,244	\$8,656	\$8,656	\$9,089	
Number of Turnover Slips	677	700	721	740	757	771	785	796	806	815	
Projected Revenue - Turnover Slips	\$4,818,000	\$5,237,000	\$5,395,000	\$5,811,000	\$5,942,000	\$6,360,000	\$6,468,000	\$6,891,000	\$6,980,000	\$7,412,000	
II. Total Revenue	\$6,086,000	\$6,418,000	\$6,442,000	\$6,786,000	\$6,807,000	\$7,183,000	\$7,183,000	\$7,557,000	\$7,570,000	\$7,962,000	
Incremental Revenue	\$1,094,000	\$1,177,000	\$1,201,000	\$1,282,000	\$1,303,000	\$1,387,000	\$1,404,000	\$1,489,000	\$1,502,000	\$1,591,000	

(1) These are turnovers from original pool of 887; does not include subsequent turnovers of slips.

TABLE 9

ABILITY TO FUND PROJECTED CAPITAL PROGRAMS - SCENARIOS A AND B
 OCEANSIDE HARBOR DISTRICT
 CITY OF OCEANSIDE

	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>
I. Existing Situation											
Beginning Balance	\$730,000	\$219,000	(\$1,593,000)	(\$2,246,250)	(\$3,385,750)	(\$4,017,375)	(\$5,092,875)	(\$5,750,125)	(\$6,745,525)	(\$7,383,800)	(\$8,058,000)
Base Revenue	\$5,855,000	\$5,882,000	\$6,109,000	\$6,137,000	\$6,375,000	\$6,404,000	\$6,655,000	\$6,685,000	\$6,967,000	\$6,999,000	\$7,276,000
(Less) Projected Expenses	(\$6,366,000)	(\$6,494,000)	(\$6,670,000)	(\$6,804,000)	(\$6,926,000)	(\$7,067,000)	(\$7,031,000)	(\$7,179,000)	(\$7,355,000)	(\$7,510,000)	(\$7,693,000)
II. Net Income	\$219,000	(\$393,000)	(\$2,154,000)	(\$2,913,250)	(\$3,936,750)	(\$4,680,375)	(\$5,468,875)	(\$6,244,125)	(\$7,133,525)	(\$7,894,800)	(\$8,475,000)
III. (Less) Capital Program	\$0	(\$1,200,000)	(\$92,250)	(\$472,500)	(\$80,625)	(\$412,500)	(\$281,250)	(\$501,400)	(\$250,275)	(\$163,200)	(\$129,850)
IV. Net Cash Flow	\$219,000	(\$1,593,000)	(\$2,246,250)	(\$3,385,750)	(\$4,017,375)	(\$5,092,875)	(\$5,750,125)	(\$6,745,525)	(\$7,383,800)	(\$8,058,000)	(\$8,604,850)
I. Scenario A											
Beginning Balance	\$730,000	\$359,000	(\$1,209,000)	(\$1,509,250)	(\$2,209,750)	(\$2,300,375)	(\$2,763,875)	(\$2,712,125)	(\$2,940,525)	(\$2,718,800)	(\$2,484,000)
Base Revenue	\$5,855,000	\$5,882,000	\$6,109,000	\$6,137,000	\$6,375,000	\$6,404,000	\$6,655,000	\$6,685,000	\$6,967,000	\$6,999,000	\$7,276,000
Add: Incremental Income											
Slip Rental Income	\$117,000	\$221,000	\$329,000	\$415,000	\$516,000	\$587,000	\$683,000	\$741,000	\$833,000	\$882,000	\$970,000
Miscellaneous Fees (1)	\$23,000	\$23,000	\$24,000	\$24,000	\$25,000	\$25,000	\$26,000	\$26,000	\$27,000	\$27,000	\$28,000
Subtotal - Revenue	\$6,725,000	\$6,485,000	\$5,253,000	\$5,066,750	\$4,706,250	\$4,715,625	\$4,600,125	\$4,739,875	\$4,886,475	\$5,189,200	\$5,790,000
(Less) Projected Expenses	(\$6,366,000)	(\$6,494,000)	(\$6,670,000)	(\$6,804,000)	(\$6,926,000)	(\$7,067,000)	(\$7,031,000)	(\$7,179,000)	(\$7,355,000)	(\$7,510,000)	(\$7,693,000)
II. Net Income	\$359,000	(\$9,000)	(\$1,417,000)	(\$1,737,250)	(\$2,219,750)	(\$2,351,375)	(\$2,430,875)	(\$2,439,125)	(\$2,468,525)	(\$2,320,800)	(\$1,903,000)
III. (Less) Capital Program	\$0	(\$1,200,000)	(\$92,250)	(\$472,500)	(\$80,625)	(\$412,500)	(\$281,250)	(\$501,400)	(\$250,275)	(\$163,200)	(\$129,850)
IV. Net Cash Flow	\$359,000	(\$1,209,000)	(\$1,509,250)	(\$2,209,750)	(\$2,300,375)	(\$2,763,875)	(\$2,712,125)	(\$2,940,525)	(\$2,718,800)	(\$2,484,000)	(\$2,032,850)
I. Scenario B											
Beginning Balance	\$730,000	\$1,041,000	\$51,000	\$259,750	(\$17,750)	\$256,625	\$87,125	\$379,875	\$334,475	\$694,200	\$1,018,000
Base Revenue	\$5,855,000	\$5,882,000	\$6,109,000	\$6,137,000	\$6,375,000	\$6,404,000	\$6,655,000	\$6,685,000	\$6,967,000	\$6,999,000	\$7,276,000
Add: Incremental Income											
Slip Rental Income	\$799,000	\$799,000	\$838,000	\$838,000	\$881,000	\$881,000	\$924,000	\$924,000	\$971,000	\$971,000	\$1,019,000
Miscellaneous Fees (1)	\$23,000	\$23,000	\$24,000	\$24,000	\$25,000	\$25,000	\$26,000	\$26,000	\$27,000	\$27,000	\$28,000
Subtotal - Revenue	\$7,407,000	\$7,745,000	\$7,022,000	\$7,258,750	\$7,263,250	\$7,566,625	\$7,692,125	\$8,014,875	\$8,299,475	\$8,691,200	\$9,341,000
(Less) Projected Expenses	(\$6,366,000)	(\$6,494,000)	(\$6,670,000)	(\$6,804,000)	(\$6,926,000)	(\$7,067,000)	(\$7,031,000)	(\$7,179,000)	(\$7,355,000)	(\$7,510,000)	(\$7,693,000)
II. Net Income	\$1,041,000	\$1,251,000	\$352,000	\$454,750	\$337,250	\$499,625	\$661,125	\$835,875	\$944,475	\$1,181,200	\$1,648,000
III. (Less) Capital Program	\$0	(\$1,200,000)	(\$92,250)	(\$472,500)	(\$80,625)	(\$412,500)	(\$281,250)	(\$501,400)	(\$250,275)	(\$163,200)	(\$129,850)
IV. Net Cash Flow	\$1,041,000	\$51,000	\$259,750	(\$17,750)	\$256,625	\$87,125	\$379,875	\$334,475	\$694,200	\$1,018,000	\$1,518,150

(1) See Worksheet 1.

TABLE 9 (CONT'D.)

ABILITY TO FUND PROJECTED CAPITAL PROGRAMS - SCENARIOS A AND B
OCEANSIDE HARBOR DISTRICT
CITY OF OCEANSIDE

	<u>2023</u>	<u>2024</u>	<u>2025</u>	<u>2026</u>	<u>2027</u>	<u>2028</u>	<u>2029</u>	<u>2030</u>	<u>2031</u>	<u>2032</u>
Fiscal Year:										
I. Existing Situation										
Beginning Balance	(\$8,604,850)	(\$9,439,600)	(\$10,192,350)	(\$10,846,850)	(\$12,613,350)	(\$13,487,600)	(\$13,933,538)	(\$14,790,238)	(\$15,547,363)	(\$16,856,388)
Base Revenue	\$7,309,000	\$7,599,000	\$7,635,000	\$7,939,000	\$7,977,000	\$8,297,000	\$8,336,000	\$8,692,000	\$8,733,000	\$9,086,000
(Less) Projected Expenses	(\$7,855,000)	(\$7,931,000)	(\$8,101,000)	(\$8,301,000)	(\$8,480,000)	(\$8,690,000)	(\$8,877,000)	(\$9,100,000)	(\$9,296,000)	(\$9,527,000)
II. Net Income	(\$9,150,850)	(\$9,771,600)	(\$10,658,350)	(\$11,208,850)	(\$13,116,350)	(\$13,880,600)	(\$14,474,538)	(\$15,198,238)	(\$16,110,363)	(\$17,297,388)
III. (Less) Capital Program	(\$288,750)	(\$420,750)	(\$188,500)	(\$1,404,500)	(\$371,250)	(\$52,938)	(\$315,700)	(\$349,125)	(\$746,025)	(\$1,680,025)
IV. Net Cash Flow	(\$9,439,600)	(\$10,192,350)	(\$10,846,850)	(\$12,613,350)	(\$13,487,600)	(\$13,933,538)	(\$14,790,238)	(\$15,547,363)	(\$16,856,388)	(\$18,977,413)
I. Scenario A										
Beginning Balance	(\$2,032,850)	(\$1,829,600)	(\$1,454,350)	(\$947,850)	(\$1,466,350)	(\$1,064,600)	(\$144,538)	\$387,763	\$1,109,638	\$1,298,613
Base Revenue	\$7,309,000	\$7,599,000	\$7,635,000	\$7,939,000	\$7,977,000	\$8,297,000	\$8,336,000	\$8,692,000	\$8,733,000	\$9,086,000
Add: Incremental Income										
Slip Rental Income	\$1,010,000	\$1,099,000	\$1,132,000	\$1,218,000	\$1,246,000	\$1,334,000	\$1,357,000	\$1,445,000	\$1,464,000	\$1,555,000
Miscellaneous Fees (1)	\$28,000	\$29,000	\$29,000	\$30,000	\$30,000	\$32,000	\$32,000	\$34,000	\$34,000	\$36,000
Subtotal - Revenue	\$6,314,150	\$6,897,400	\$7,341,650	\$8,239,150	\$7,786,650	\$8,598,400	\$9,580,463	\$10,558,763	\$11,340,638	\$11,975,613
(Less) Projected Expenses	(\$7,855,000)	(\$7,931,000)	(\$8,101,000)	(\$8,301,000)	(\$8,480,000)	(\$8,690,000)	(\$8,877,000)	(\$9,100,000)	(\$9,296,000)	(\$9,527,000)
II. Net Income	(\$1,540,850)	(\$1,033,600)	(\$759,350)	(\$61,850)	(\$693,350)	(\$91,600)	\$703,463	\$1,458,763	\$2,044,638	\$2,448,613
III. (Less) Capital Program	(\$288,750)	(\$420,750)	(\$188,500)	(\$1,404,500)	(\$371,250)	(\$52,938)	(\$315,700)	(\$349,125)	(\$746,025)	(\$1,680,025)
IV. Net Cash Flow	(\$1,829,600)	(\$1,454,350)	(\$947,850)	(\$1,466,350)	(\$1,064,600)	(\$144,538)	\$387,763	\$1,109,638	\$1,298,613	\$768,588
I. Scenario B										
Beginning Balance	\$1,518,150	\$1,730,400	\$2,077,650	\$2,523,150	\$1,909,650	\$2,188,400	\$2,954,463	\$3,309,763	\$3,825,638	\$3,789,613
Base Revenue	\$7,309,000	\$7,599,000	\$7,635,000	\$7,939,000	\$7,977,000	\$8,297,000	\$8,336,000	\$8,692,000	\$8,733,000	\$9,086,000
Add: Incremental Income										
Slip Rental Income	\$1,019,000	\$1,071,000	\$1,071,000	\$1,123,000	\$1,123,000	\$1,180,000	\$1,180,000	\$1,239,000	\$1,239,000	\$1,301,000
Miscellaneous Fees (1)	\$28,000	\$29,000	\$29,000	\$30,000	\$30,000	\$32,000	\$32,000	\$34,000	\$34,000	\$36,000
Subtotal - Revenue	\$9,874,150	\$10,429,400	\$10,812,650	\$11,615,150	\$11,039,650	\$11,697,400	\$12,502,463	\$13,274,763	\$13,831,638	\$14,212,613
(Less) Projected Expenses	(\$7,855,000)	(\$7,931,000)	(\$8,101,000)	(\$8,301,000)	(\$8,480,000)	(\$8,690,000)	(\$8,877,000)	(\$9,100,000)	(\$9,296,000)	(\$9,527,000)
II. Net Income	\$2,019,150	\$2,498,400	\$2,711,650	\$3,314,150	\$2,559,650	\$3,007,400	\$3,625,463	\$4,174,763	\$4,535,638	\$4,685,613
III. (Less) Capital Program	(\$288,750)	(\$420,750)	(\$188,500)	(\$1,404,500)	(\$371,250)	(\$52,938)	(\$315,700)	(\$349,125)	(\$746,025)	(\$1,680,025)
IV. Net Cash Flow	\$1,730,400	\$2,077,650	\$2,523,150	\$1,909,650	\$2,188,400	\$2,954,463	\$3,309,763	\$3,825,638	\$3,789,613	\$3,005,588

(1) See Worksheet 1.

TABLE 10

ABILITY TO FUND PROJECTED CAPITAL PROGRAMS - SCENARIO C
 OCEANSIDE HARBOR DISTRICT
 CITY OF OCEANSIDE

	Fiscal Year:										
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
i. Existing Situation											
Beginning Balance	\$730,000	\$219,000	(\$1,593,000)	(\$2,246,250)	(\$3,385,750)	(\$4,017,375)	(\$5,092,875)	(\$5,750,125)	(\$6,745,525)	(\$7,383,800)	(\$8,058,000)
Base Revenue	\$5,855,000	\$5,882,000	\$6,109,000	\$6,137,000	\$6,375,000	\$6,404,000	\$6,655,000	\$6,685,000	\$6,967,000	\$6,999,000	\$7,276,000
(Less) Projected Expenses	(\$6,366,000)	(\$6,494,000)	(\$6,670,000)	(\$6,804,000)	(\$6,926,000)	(\$7,067,000)	(\$7,031,000)	(\$7,179,000)	(\$7,355,000)	(\$7,510,000)	(\$7,693,000)
II. Net Income	\$219,000	(\$393,000)	(\$2,154,000)	(\$2,913,250)	(\$3,936,750)	(\$4,680,375)	(\$5,468,875)	(\$6,244,125)	(\$7,133,525)	(\$7,894,800)	(\$8,475,000)
III. (Less) Capital Program	\$0	(\$1,200,000)	(\$92,250)	(\$472,500)	(\$80,625)	(\$412,500)	(\$281,250)	(\$501,400)	(\$250,275)	(\$163,200)	(\$129,850)
IV. Net Cash Flow	\$219,000	(\$1,593,000)	(\$2,246,250)	(\$3,385,750)	(\$4,017,375)	(\$5,092,875)	(\$5,750,125)	(\$6,745,525)	(\$7,383,800)	(\$8,058,000)	(\$8,604,850)
i. Scenario C											
Beginning Balance	\$730,000	\$604,000	(\$747,000)	(\$845,250)	(\$1,366,750)	(\$1,290,375)	(\$1,605,875)	(\$1,417,125)	(\$1,522,525)	(\$1,186,800)	(\$851,000)
Base Revenue	\$5,855,000	\$5,882,000	\$6,109,000	\$6,137,000	\$6,375,000	\$6,404,000	\$6,655,000	\$6,685,000	\$6,967,000	\$6,999,000	\$7,276,000
Add: Incremental Income											
Slip Rental Income	\$362,000	\$438,000	\$531,000	\$594,000	\$683,000	\$735,000	\$820,000	\$864,000	\$947,000	\$983,000	\$1,064,000
Miscellaneous Fees (1)	\$23,000	\$23,000	\$24,000	\$24,000	\$25,000	\$25,000	\$26,000	\$26,000	\$27,000	\$27,000	\$28,000
Subtotal - Revenue	\$6,970,000	\$6,947,000	\$5,917,000	\$5,909,750	\$5,716,250	\$5,873,625	\$5,895,125	\$6,157,875	\$6,418,475	\$6,822,200	\$7,517,000
(Less) Projected Expenses	(\$6,366,000)	(\$6,494,000)	(\$6,670,000)	(\$6,804,000)	(\$6,926,000)	(\$7,067,000)	(\$7,031,000)	(\$7,179,000)	(\$7,355,000)	(\$7,510,000)	(\$7,693,000)
II. Net Income	\$604,000	\$453,000	(\$753,000)	(\$894,250)	(\$1,209,750)	(\$1,193,375)	(\$1,135,875)	(\$1,021,125)	(\$936,525)	(\$687,800)	(\$176,000)
III. (Less) Capital Program	\$0	(\$1,200,000)	(\$92,250)	(\$472,500)	(\$80,625)	(\$412,500)	(\$281,250)	(\$501,400)	(\$250,275)	(\$163,200)	(\$129,850)
IV. Net Cash Flow	\$604,000	(\$747,000)	(\$845,250)	(\$1,366,750)	(\$1,290,375)	(\$1,605,875)	(\$1,417,125)	(\$1,522,525)	(\$1,186,800)	(\$851,000)	(\$305,850)

(1) See Worksheet 1.

TABLE 10 (CONT'D.)

ABILITY TO FUND PROJECTED CAPITAL PROGRAMS - SCENARIO C
 OCEANSIDE HARBOR DISTRICT
 CITY OF OCEANSIDE

	Fiscal Year:										
	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	
I. Existing Situation											
Beginning Balance	(\$8,604,850)	(\$9,439,600)	(\$10,192,350)	(\$10,846,850)	(\$12,613,350)	(\$13,487,600)	(\$13,933,538)	(\$14,790,238)	(\$15,547,363)	(\$16,856,388)	
Base Revenue	\$7,309,000	\$7,599,000	\$7,635,000	\$7,939,000	\$7,977,000	\$8,297,000	\$8,336,000	\$8,692,000	\$8,733,000	\$9,086,000	
(Less) Projected Expenses	(\$7,855,000)	(\$7,931,000)	(\$8,101,000)	(\$8,301,000)	(\$8,480,000)	(\$8,690,000)	(\$8,877,000)	(\$9,100,000)	(\$9,296,000)	(\$9,527,000)	
II. Net Income	(\$9,150,850)	(\$9,771,600)	(\$10,658,350)	(\$11,208,850)	(\$13,116,350)	(\$13,880,600)	(\$14,474,538)	(\$15,198,238)	(\$16,110,363)	(\$17,297,388)	
III. (Less) Capital Program	(\$288,750)	(\$420,750)	(\$188,500)	(\$1,404,500)	(\$371,250)	(\$52,938)	(\$315,700)	(\$349,125)	(\$746,025)	(\$1,680,025)	
IV. Net Cash Flow	(\$9,439,600)	(\$10,192,350)	(\$10,846,850)	(\$12,613,350)	(\$13,487,600)	(\$13,933,538)	(\$14,790,238)	(\$15,547,363)	(\$16,856,388)	(\$18,977,413)	
I. Scenario C											
Beginning Balance	(\$305,850)	(\$18,600)	\$434,650	\$1,010,150	\$555,650	\$1,014,400	\$1,987,463	\$2,566,763	\$3,332,638	\$3,559,613	
Base Revenue	\$7,309,000	\$7,599,000	\$7,635,000	\$7,939,000	\$7,977,000	\$8,297,000	\$8,336,000	\$8,692,000	\$8,733,000	\$9,086,000	
Add: Incremental Income											
Slip Rental Income	\$1,094,000	\$1,177,000	\$1,201,000	\$1,282,000	\$1,303,000	\$1,387,000	\$1,404,000	\$1,489,000	\$1,502,000	\$1,591,000	
Miscellaneous Fees (1)	\$28,000	\$29,000	\$29,000	\$30,000	\$30,000	\$32,000	\$32,000	\$34,000	\$34,000	\$36,000	
Subtotal - Revenue	\$8,125,150	\$8,786,400	\$9,299,650	\$10,261,150	\$9,865,650	\$10,730,400	\$11,759,463	\$12,781,763	\$13,601,638	\$14,272,613	
(Less) Projected Expenses	(\$7,855,000)	(\$7,931,000)	(\$8,101,000)	(\$8,301,000)	(\$8,480,000)	(\$8,690,000)	(\$8,877,000)	(\$9,100,000)	(\$9,296,000)	(\$9,527,000)	
II. Net Income	\$270,150	\$855,400	\$1,198,650	\$1,960,150	\$1,385,650	\$2,040,400	\$2,882,463	\$3,681,763	\$4,305,638	\$4,745,613	
III. (Less) Capital Program	(\$288,750)	(\$420,750)	(\$188,500)	(\$1,404,500)	(\$371,250)	(\$52,938)	(\$315,700)	(\$349,125)	(\$746,025)	(\$1,680,025)	
IV. Net Cash Flow	(\$18,600)	\$434,650	\$1,010,150	\$555,650	\$1,014,400	\$1,987,463	\$2,566,763	\$3,332,638	\$3,559,613	\$3,065,588	

(1) See Worksheet 1.

WORKSHEET 1

**PROPOSED NEW FEE SCHEDULE (1)
OCEANSIDE HARBOR DISTRICT
CITY OF OCEANSIDE**

I. Proposed Fee Schedule	<u>Current</u>	<u>Proposed</u>
Visiting Boat Fees Per Foot Per Day	\$1.00	\$1.20
Key Deposit	\$30.00	\$35.00
Boat Inspection	\$10.00	\$12.00
Transfer Fee per Foot	\$16.50	\$20.00
Transfer Fee (repossession) per Foot	\$85.00	\$100.00
Slip Waiting List (Initial Fee)	\$75.00	\$90.00
Slip Waiting List (Annual Renewal)	\$75.00	\$90.00
Slip Waiting List, Live-Aboard (One-time Fee)	\$85.00	\$100.00
Dinghy Rack - Slip Renter Per Month	\$4.00	\$5.00
Dinghy Rack - Non-Slip Renter - Six Months	\$66.00	\$78.00
Storage Lock Per Month	\$16.50	\$20.00
Hotel Pass	\$22.00	\$26.00
Slip Change	\$42.00	\$50.00
Sublease Fee (3-month period)	\$42.00	\$50.00
Returned Check	\$25.00	\$25.00
Electrical Adapter Deposit	\$100.00	\$100.00
Launch Ramp Water	\$0.00	\$0.25/5-min.
Increased Fee Revenue		\$23,120

(1) Per City correspondence dated January 4, 2011; effective FY 2012.

ATTACHMENT 2

Oceanside Harbor Miscellaneous Fee Schedule		
<u>Item</u>	<u>Current Rate</u>	<u>Proposed Rate</u>
Visiting Boater Fees Per Foot Per Day	\$1.00	\$1.20
Key Deposit	30.00	35.00
Boat Inspection	10.00	12.00
Transfer Fee Per Foot	16.50	20.00
Transfer Fee (repossession) per foot	85.00	100.00
Slip Waiting List (Initial Fee)	75.00	90.00
Slip Waiting List (Annual Renewal)	75.00	90.00
Slip Waiting List, Live-Aboard (One-time Fee)	85.00	100.00
Dinghy Rack - Slip Renter Per Month	4.00	5.00
Dinghy Rack - Non-Slip Renter Per 6-Months	66.00	78.00
Storage Locker Per Month	16.50	20.00
Hotel Pass	22.00	26.00
Slip Change	42.50	50.00
Sublease Fee (3-month period)	42.00	50.00
Returned check	25.00	25.00
Electrical adapter deposit	100.00	100.00
Launch Ramp water	0.00	.25/ 5-min

RESOLUTION NO. _____

A RESOLUTION OF THE OCEANSIDE HARBOR DISTRICT BOARD OF DIRECTORS REPEALING RESOLUTION NO. _____ AND ANY AMENDMENTS THERETO AND ESTABLISHING A NEW MASTER RENT AND FEE RESOLUTION

WHEREAS, the Oceanside Harbor District Board of Directors has reviewed rents and fees assessed for various activities and services provided in the District; and

WHEREAS, the Board desires to adjust certain rents and assessed fees as established in Harbor Resolution No. _____ ("Master Fee Resolution") in order to maintain a balance with a market competitive fee-based marina operation with a financially sound operational organization.

NOW, THEREFORE, BE IT RESOLVED by the Oceanside Harbor District Board of Directors that Harbor Resolution No. _____ and any amendments thereto are hereby repealed and the following schedule of slip rents and fees imposed by the Oceanside Harbor District shall constitute the District's Master Fee Resolution.

A. GENERAL PROVISIONS.

1. Rent for Berthing. Effective July 1, 2011 berthing rents (due and payable on the first day of each month) shall be at the rate per linear foot of the vessel's hull length or the slip length, whichever is greater, at the following rate:

- a. Vessels 29' and under - \$12.90 per foot per month;
- Vessels 29'1" and over - \$14.20 per foot per month.
- b. Commercial Fishing Vessels shall be assessed a rental fee at the rate of \$10.70 per foot per month provided that they are berthed at docks U through X, inclusive.

2. Upon approval of the Harbor District, slip permittees who sell their vessel have the privilege of transferring their slip along with that vessel to the new owner(s). A fee of \$20.00 per linear foot of the vessel or slip,

1 whichever is greater, shall be charged to the buyer prior to any slip
2 transfer except as otherwise provided in Resolution 86-03 or any
3 amendments thereto. A transfer fee of \$100.00 per linear foot of the vessel
4 or slip, whichever is larger, shall be charged to the lien holder of a
5 repossessed vessel prior to any slip transfer. A slip renter who sells their
6 vessel and wishes to retain their slip may do so provided they purchase
7 another vessel within ninety days.

8 **B. FEE SCHEDULE.**

9 1. Permanent Vessel Slips. To be placed on the waiting list for a permanent
10 slip in Oceanside Harbor, a \$90.00 non-refundable fee must be paid to the
11 Harbor District. This is a calendar year waiting list, renewable each year
12 in January with a \$90.00 fee to retain your position on the list. If the
13 applicant wishes to be placed on more than one list, they must pay a fee for
14 each list they wish to be on.

15 2. Liveaboard Status.

16 a. To be placed and remain on the liveaboard waiting list, applicant
17 must be a current, permanent slip renter and remit a \$100.00 non-
18 refundable one time fee. Permittee's vessel must meet criteria to
19 liveaboard as defined in Harbor Resolution No. 86-13. Slip
20 reassignment may be required to accept liveaboard status. Failure
21 to accept relocation will cause removal from the waiting list.

22 b. In addition to the regular slip rental fees, an individual with
23 liveaboard status shall pay an additional rental fee of \$3.30 per
24 foot charge.

25 3. Transient Vessel Rates.

26 a. Any transient vessel which requires a double space, such as multi-
27 hull craft, shall be required to pay the existing transient rate for
28 two slips.

- 1 b. The transient vessel daily rate shall be \$1.20 per linear foot.
2 c. The following areas are hereby designated as transient mooring
3 facilities:

- 4 I) Jolly Roger (JR) Dock
5 II) Harbor Village (HV) Dock
6 III) Transient (TR) Dock
7 IV) Dolphin Dock and Coast Guard Dock

- 8 d. District reserves the right to use temporarily unoccupied slips
9 other than those set forth above for transient vessels if needed, to
10 accommodate visiting vessels. However, the owners of transient
11 vessels shall agree to move their vessel to another slip or to the
12 transient dock any time the permanent renter returns to their slip.

13 4. Hotel Passes.

14 A flat rate of \$26.00 shall be charged for each hotel pass period regardless
15 of vessel or slip size.

- 16 5. Key Deposits. There will be a \$35.00 deposit for each dock or restroom
17 key issued. This deposit will be refunded upon return of said key and key
18 deposit receipt. If receipt and key are not returned, deposit will be
19 forfeited.

20 6. Dinghy Rack and Storage Locker Fees.

- 21 a. Dinghy racks for Slip Permittees: \$5.00 per month
22 b. Dinghy racks for Non-Slip Permittees: \$78.00 per six-month period
23 c. Storage lockers: \$20.00 per month (rented to slip permittees only)

- 24 7. Delinquent Fees. Rental fees (including fees for slips, liveaboard permits,
25 lockers and dinghy racks) are due on the first day of each month. If rental
26 fees are not received on or before the fifteenth (15th) of each month, a late
27 charge equal to ten percent (10%) of the amount due shall be added to the
28 outstanding balance; payable by permittee to compensate the District for

1 additional administrative, regulatory, clerical and investigative costs
2 incurred by the District for the delinquency.

3 8. Subleasing. With prior approval of the Harbor District, slip permittees
4 may sublease their slips for limited periods when their vessels are
5 temporarily away from their slips. Slip permittees will pay \$50.00 for
6 each three-month period or fraction thereof. If a slip permittee does not
7 receive approval from the Harbor District prior to allowing another to
8 occupy their slip, the sublease fee charged to the slip permittee will be
9 doubled.

10 9. Police and Maintenance Services.

11 a. Non-Emergency Services: For the purposes of this section, the
12 term "non-emergency" shall refer to any situation which is not
13 life-threatening. Fees for non-emergency services performed by
14 either the Maintenance or Police personnel will be charged on an
15 hourly basis. The minimum charge will be one hour of labor plus
16 cost of materials.

17 b. The charges for labor are as follows:

18 I) Maintenance labor is \$35.00 per person, per hour.

19 II) Police labor is \$50.00 per person, per hour.

20 c. The charges for equipment are as follows:

21 I) Harbor District Vessels: \$100.00 per hour/one hour
22 minimum

23 II) Harbor District Vehicles: \$33.00 per hour/one hour
24 minimum

25 III) Miscellaneous Equipment (pumps, power tools, etc.): \$10.00
26 per hour/one hour minimum

27 10. Vessel Inspections. A fee of \$12.00 will be charged for each vessel
28 inspection performed.

1 11. Impounded Items. The following storage fees will be charged for each
2 impounded item:

- 3 a. Vessels: storage fees equal to transient vessel fees
- 4 b. Dinghies and sabots: storage fees of \$5.00 per day
- 5 c. Miscellaneous items: storage fee of \$2.00 per day

6 12. Miscellaneous Fees.

- 7 a. A fee of \$25.00 will be charged for any account which has a
8 check returned by the bank.
- 9 b. Any permittee desiring to change slips after their first slip change,
10 which is free, shall be charged a fee of \$50.00.
- 11 c. Any transient boater desiring to use a Harbor District-owned
12 electrical plug adapter shall pay a \$100.00 deposit. This deposit
13 will be refunded upon return of the adapter in good working
14 condition and the receipt.
- 15 d. Water at Boat Wash Rack – RV Dump Station: \$0.25 for five
16 minutes.

17 13. Date and Formula for Implementation.

18 The Master Fee Schedule shall be effective July 1, 2011. Slip rents,
19 transient slip rents and liveaboard slip fees will be adjusted, based upon
20 the San Diego Area Consumer Price Index, every other year thereafter,
21 beginning January, 2012.

22 The adjustment shall be for the period subsequent to the previous
23 adjustment. Slip rents shall not be decreased. Any fee adjustment shall be
24 rounded to the nearest tenth of a dollar. In such case as the overall slip
25 occupancy falls below 90%, no slip rate adjustment shall be effective until
26 90% occupancy is attained.

27 The District will reserve the right to make future adjustments as
28 appropriate.

1 PASSED AND ADOPTED by the City Council of the City of Oceanside, California,
2 this _____ day of _____, 2011, by the following vote:

3 AYES:

4 NAYS:

5 ABSENT:

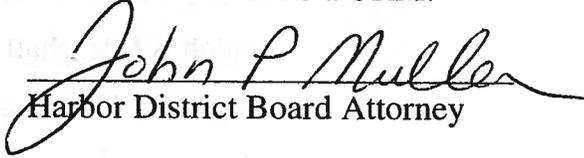
6 ABSTAIN:

7 _____
8 President, Harbor Board of Directors

9 ATTEST:

APPROVED AS TO FORM:

10 _____
11 Harbor District Board Secretary

12 
13 Harbor District Board Attorney

14
15
16
17
18 A RESOLUTION OF THE OCEANSIDE HARBOR DISTRICT BOARD OF DIRECTORS REPEALING
19 RESOLUTION NO. _____ AND ANY AMENDMENTS THERETO AND ESTABLISHING A NEW MASTER
20 RENT AND FEE RESOLUTION

ATTACHMENT 4

MEMORANDUM

Public Works - Harbor and Beaches

TO: City Council

THROUGH: Peter Weiss, City Manager

CC: Don Hadley, Deputy City Manager
Joseph Arranaga, Deputy Director of Public Works

FROM: Frank Quan, Harbor & Beaches Coordinator

DATE: January 25, 2011

SUBJECT: Harbor Community Information Request 1-6-11

Councilmember Sanchez requested the attached information related to the Harbor. The attached document includes the questions and staff's responses.

Attachments: 5

- 1) How much in property tax have been paid to the City and placed in the General Fund harbor property in the last ten years? Include all secured, unsecured, and property transfer taxes and possessory interest taxes.

Property tax revenue generated in the Harbor from Fiscal Year 200-01 to Fiscal Year 2010-11 was \$1,026,022.64.

- 2) How much room tax has been generated in the harbor and paid to the City General Fund in the last ten years?

We do not have records available that would be responsive to the question.

- 3) How much business license taxes have been paid by Harbor business to the City and placed in the General Fund in each of the last ten years?

We do not have records available that would be responsive to the question.

- 4) How much in parking fines has been generated from parking violations in each of the last ten years and placed in the General Fund?

We do not have records available that would be responsive to the question.

- 5) How much in sales taxes has the combined sales of the shops, boat yard and others generated inside the Harbor for the last ten years?

Sales tax revenue in the Harbor for Fiscal Year 2000-01 to Fiscal Year 2009-10 was \$2,027,986.

- 6) How much annual revenue is directly created by the Harbor for the City General Fund?

We do not have records available that would be responsive to the question.

- 7) Why, according to 2008-and 2009 financial statements did the transfers from the Harbor Enterprise fund raise more than \$5 million in 2009 from 2008?

With the merger of harbor function in the General Fund (police, fire and public works) in 2009, the expenses are showing up in General Fund and the Harbor fund is transferring the monies to fund those services.

- 8) Why were the Department of Boating and Waterways loans not paid off when cash was available and to saving of more than a million dollars in principal avoided?

At the time the Harbor received more in investment income than by paying the loans off.

9) If the harbor slip renters, or condo owners as well as businesses are already paying general property, sales and room taxes to the City for City general services, then why are public safety costs being billed again as part of the rents?

The public safety cost in the Harbor fund is used to fund a specialized unit to deal with maritime issues.

10) Why is the Harbor Enterprise Fund the only City enterprise fund that does not get all its revenues allocated to it?

The Harbor fund receives funding from slip-rents, leases of harbor property, parking and income investment. It does not receive property taxes, sales taxes or transient occupancy (TOT) taxes.

This is similar to the city airport. The airport sells fuel but the sales tax from the fuel goes to the General Fund.

11) When compared to other harbors, how many other harbors generating property taxes do not use the taxes for harbor purposes?

Property taxes are collected by local counties then used for public education, emergency services and local infrastructure.

Santa Barbara Harbor is a public harbor. Their Harbormaster was contacted and asked if they received property tax revenue for their harbor. His reply was,

“The simple answer is that the SB Harbor does not receive any property tax monies and therefore does not use these taxes for harbor purposes.

The Harbor tenants/slipholders do pay a possessory interest tax to the County for leasehold value of publicly owned property. We do not receive any of these funds in return. Same with sales tax, etc”.

12) Why does the Keyser-Marston report not show all the revenues of the Harbor? (i.e. property taxes, sale taxes, room taxes or other revenues)?

This information is on Table A-7 of the report.

13) Do these funds go to the General Fund?

Yes.

14) Do these revenues pay for Public Safety expenses of the City?

The revenues go into the General Fund which funds many programs including public safety programs.

15) Why does the Keyser-Marston report not use actual figures for 08-09?

Keyser Marston used the latest figures available when they were contracted to do the work.

16) How much in the red was the Harbor for the last five years?

\$466,000.

17) The K/M report shows the Harbor revenues exceeding expenses in 09-10 and the City budget for 10-11 shows the harbor fund balanced for both 09-10 and 10-11. Why does the Keyser-Marston report show deficits in future years when the current and immediate past years are reported in the City budget as balanced with "revenues" and "expenses"?

There was a sufficient amount of reserve funding to balance the budget.

18) Why does the Keyser-Marston report include operating cost "Lifeguards" in the "Administrative" portion of the harbor expenses?

That is an inter-city transfer of funds to fund the lifeguards on Harbor Beach.

19) Why does the Keyser-Marston report show tidewater lease expenses at \$386,000 and the City 2010-11 General Fund Budget show "R & L HBR Tideland" as a \$375,000 revenue under Use and Money & Property?

This was a mistake. The two numbers should be the same (\$386,000).

20) Why does the Harbor use a twenty year horizon when no other activity of the City is subject to that standard?

Harbor staff feels that it is prudent to make long term plans. However, due to concerns from the boaters expressed in the December 2010 public workshops, staff has reduced the plan to ten years. However, most of the city's master plans including Parks and Recreation, Transportation, Drainage and Sewer & Water are 20-year plans that include funding provisions.

21) Why are beach cabanas listed in the Harbor CIP if no Harbor money is being used for beach activity?

The cabanas listed are on Harbor beach.

22)The Harbor has used debt financing in the past. Why does the Keyser Marston report not assume any debt financing?

The August 2010 Keyser Marston Associates (KMA) report assumes that the Harbor District will pay for the programmed capital improvements using existing reserves and projected cash flow (revenues less operating expenditures) on a pay-as-you-go basis over the period FY 2010 through FY 2030. We believe that this approach is appropriate in that it funds capital improvements required for the 20-year time horizon solely from operating income derived during the same period.

It is possible that the Harbor District could issue bonds secured by the operating cash flow. KMA did not independently verify the Harbor District's creditworthiness, prior history of bond issuances, or potential investor pricing for Harbor District bonds serviced by District operating cash flow. Typically such bonds cannot be issued until the District can demonstrate stabilized operating cash flow.

23)Why does the Keyser Marston report assume that all capital projects will be paid with rent fees from users that will never see or use the projects?

Capital projects are funded in advance.

Many of the current Harbor facilities are used exclusively by the slip renters yet in the past ten years the Harbor Fund has received more than \$16 million dollars in non-slip rental related revenues.

24)According to the 2008-2010 City budget the Harbor and Beaches Department overtime, grew from \$663,925 in 2005-06 to a budgeted \$966,600 in 2009-10. How much of the 46% increase was attributable to the Harbor itself?

In 2006/06, the budgeted amount for overtime for Harbor public safety, administration and maintenance was \$103,400.

The budgeted amount for overtime in 2009/10 for Harbor public safety, administration and maintenance was \$154,000.

25)And since the Harbor is an enterprise fund, why would it expend more overtime-or extra help than it can afford?

Overtime is used to fill vacancies caused by unfilled positions, illness, officers on court duty and emergencies.

26)In the 2010-11 City budget, the City budget does not report any detail of Harbor personnel expenses, it just states that all expenses are in other budgets (p 118)

when you look into the Police budget (p 69) and Fire budget (p 72) and there is no detail for the Harbor. In the PW budget (p 78) it is reported that two sources "Harbor Maintenance" for \$2,150,892 and Harbor and "Beach Administration" are "resources" to the PW department. These do not refer to Fund 00751 the usual enterprise fund reference. And it is unclear from the second title how much is Harbor versus Beach or Recreation revenues.

Please see the four attachments. Three are details of the Harbor Public Safety, Administration and Maintenance budgets. The fourth is the Public Works – Harbor and Beaches organization chart. Please note that the organization chart shows Beach and Pier Maintenance, which are both General Fund programs.

27) While the 10-11 budget shows the transfer of \$5,157,568 from the Harbor to the City General, the expenses in the PW, Fire, Police, and Risk Management only add up to approximately 3.5 million. What happened to the other \$1.6 million?

Please see attached details. The budgeted amounts for each division are,

Harbor Maintenance	\$2,150,893
Harbor Public Safety	1,829,068
Harbor Administration	1,389,497
Total	\$5,369,458

28) Which lifeguards are being funded with Harbor funds?

The lifeguards funded with Harbor funds guard Harbor Beach.

29) Why are Harbor positions not identified as assigned to the enterprise fund, when all other enterprise funds report their authorized positions and staffing costs?

Please see attached organization chart.

Budget Detailed with Notes

Costing Center: Harbor Maintenance

GL Accounts	Comments	GL Account Subtotals	2011 Budget
Revenues			
Transfers In			
6800.0751 - Trns-f Harbor Fd			2,150,893
		Total:	2,150,893
		Total Revenues:	2,150,893
Expenditures			
Personnel Services			
5105 - Regular Employees	Holiday Pay off	240	
5105 - Regular Employees	Payment in lieu of accrued sick leave	2,364	
5105 - Regular Employees	Updated by the Salaries Module on 6/16/2010 9:16 AM	604,505	
			607,109
5105.0001 - Personnel Vacancy Facto			(17,649)
5110 - Temporary/Part Time Employe			27,000
5120 - Overtime			40,000
5205.0001 - Employee Benefits-Worke	Updated by the Salaries Module on 6/16/2010 9:16 AM		8,889
5205.0002 - Employee Benefits	Updated by the Salaries Module on 6/16/2010 9:16 AM		266,625
		Total:	931,975
Maintenance & Operations			
5315.0001 - Electricity			219,000
5315.0002 - Gas			11,000
5315.0003 - Water			83,000
5320 - Repair and Maintenance			533,200
5325 - Infrastructure < \$100K			50,000
5330 - Machinery & Equipment < \$10K			5,000
5335 - Rents & Leases - Equip, Bldgs			14,000
5345 - Travel & Conference			1,900
5355 - Materials & Supplies			36,000
5375 - Books,Pubs&Subs			300
5385 - Telephone			2,000
5440 - Radio Network Operating Cost	Per Fee Schedule for FY10-11		5,722
		Total:	961,122
Interfund Service Charges			
5415.0004 - Information Technologies			35,132
5415.0005 - Garage Maintenance	M and O only		28,114
5415.0014 - PERS Unfunded Debt Ser			7,437
5415.0015 - General Admin Allocation	See spread sheet for allocation amount		87,113
		Total:	157,796
Capital Outlay			
5703 - Infrastructure			100,000
5705 - Auto Equipment			0
		Total:	100,000
		Total Expenditures:	2,150,893
		Net Total:	0

Budget Detailed with Notes

Costing Center: Harbor Police

GL Accounts	Comments	GL Account Subtotals	2011 Budget
Revenues			
Intergovernmental			
4368.0009 - Oth Agencies-DEA Reimb		0	
4368.0009 - Oth Agencies-DEA Reimb	Operation Stone Garden - S-100520 Overtime and Equipment	250,000	
			250,000
		Total:	250,000
Other Revenues and Transfers			
6800.0751 - Trns-f Harbor Fd		1,534,068	
6800.0751 - Trns-f Harbor Fd	increase for auto equipment	45,000	
			1,579,068
		Total:	1,579,068
		Total Revenues:	1,829,068
Expenditures			
Personnel Services			
5105 - Regular Employees	Holiday Pay off	26,234	
5105 - Regular Employees	Updated by the Salaries Module on 6/16/2010 9:16 AM	820,414	
			846,648
5105.0001 - Personnel Vacancy Facto			(24,718)
5120 - Overtime	per Chief McCoy - 5/11/10		98,000
5205.0001 - Employee Benefits-Worke	Updated by the Salaries Module on 6/16/2010 9:16 AM		64,519
5205.0002 - Employee Benefits	Updated by the Salaries Module on 6/16/2010 9:16 AM		371,978
5415.0014 - PERS Unfunded Debt Ser			63,208
		Total:	1,419,635
Maintenance & Operations			
5305 - Professional Services		3,600	
5305 - Professional Services	increase to \$5,000 total per Lt. Mata 5/13/2010	1,400	
			5,000
5320 - Repair and Maintenance		43,702	
5320 - Repair and Maintenance	increase to \$69,600 total per Lt. Mata 5/13/2010	25,898	
			69,600
5345 - Travel & Conference		5,586	
5345 - Travel & Conference	increase to \$10,700 total per Lt. Mata 5/13/2010	5,114	
			10,700
5350 - Training - Registrtn Fees			3,600
5355 - Materials & Supplies		16,453	
5355 - Materials & Supplies	change to \$28,500 total per Lt. Mata 5/13/2010	12,047	
			28,500
5375 - Books,Pubs&Subs			1,200
5380 - Uniform	Updated by the Salaries Module on 6/16/2010 9:16 AM		6,300
5385 - Telephone			806
5440 - Radio Network Operating Cost	Per Fee Schedule for FY10-11		7,629
		Total:	133,335
Interfund Charges			
5415.0004 - Information Technologies			19,517
5415.0005 - Garage Maintenance	M and O only		44,718
5415.0015 - General Admin Allocation		121,863	

Budget Detailed with Notes

Costing Center: Harbor Police

GL Accounts	Comments	GL Account Subtotals	2011 Budget
5415.0015 - General Admin Allocation	Not applicable to GF Business Units	0	121,863
		Total:	186,098
Capital Outlay			
5705 - Auto Equipment		45,000	
5705 - Auto Equipment	additional amount to come from Harbor reserves per Peter Weiss 6/3/10	45,000	
		Total:	90,000
		Total Expenditures:	1,829,068
		Net Total:	0

Budget Detailed with Notes

Costing Center: H&B-Admin

GL Accounts	Comments	GL Account Subtotals	2011 Budget
Revenues			
Transfers In			
6800.0751 - Trns-f Harbor Fd			1,389,497
		Total:	1,389,497
		Total Revenues:	1,389,497
Expenditures			
Personnel Services			
5105 - Regular Employees	Holiday Pay off	704	
5105 - Regular Employees	Payment in lieu of accrued sick leave	2,431	
5105 - Regular Employees	Updated by the Salaries Module on 6/16/2010 9:16 AM	308,055	
			311,190
5105.0001 - Personnel Vacancy Facto			(8,798)
5110 - Temporary/Part Time Employe			49,000
5115 - Elected Officials	\$50 per HDB meeting (NTE \$200/month) per Councilperson		12,000
5120 - Overtime			16,000
5205.0001 - Employee Benefits-Worke	Updated by the Salaries Module on 6/16/2010 9:16 AM		1,424
5205.0002 - Employee Benefits	Updated by the Salaries Module on 6/16/2010 9:16 AM		112,369
5230 - Auto Allowance	Updated by the Salaries Module on 6/16/2010 9:16 AM		480
		Total:	493,665
Maintenance & Operations			
5305 - Professional Services			69,000
5345 - Travel & Conference			10,700
5355 - Materials & Supplies			31,000
5360 - Advertising			25,000
5370 - Postage			8,000
5375 - Books,Pubs&Subs			6,600
5385 - Telephone			1,200
5440 - Radio Network Operating Cost	Per Fee Schedule for FY10-11		636
		Total:	152,136
Interfund Service Charges			
5415.0004 - Information Technologies			52,700
5415.0005 - Garage Maintenance	M and O only		13,067
5415.0009 - Lifeguard			237,500
5415.0010 - Harbor Tideland Lease			386,300
5415.0014 - PERS Unfunded Debt Ser			3,559
5415.0015 - General Admin Allocation	See spread sheet for allocation amount		41,689
5415.0018 - Garage Replacement			8,881
		Total:	743,696
Principal			
5421 - Principal			0
		Total:	0
Interest			
5422 - Interest			0
		Total:	0
		Total Expenditures:	1,389,497
		Net Total:	0

Budget Detailed with Notes

Costing Center: H&B-Admin



ORGANIZATIONAL CHART

