

**AGENDA**  
**PORT OF SIUSLAW COMMISSION MEETING**

Wednesday, March 16, 2022, 7:00pm  
Port of Siuslaw Conference Room  
100 Harbor St, Florence, OR 97439

---

Terry Duman, President; Mike Buckwald, Secretary,  
Bill Meyer, 1<sup>st</sup> VP, Robert Ward, Treasurer  
Craig Zolezzi, 2nd VP

---

Join Zoom Meeting

<https://us06web.zoom.us/j/82404021384?pwd=QUZNRHFweldXeDMyeVloMU8zeDgrQT09>

---

**Call to Order**

Duman

**Public Comment:** *This is an opportunity for members of the audience to bring to the Commission's attention any item not otherwise listed on the agenda. Comments will be limited to five (5) minutes per person, with a maximum time of 15 minutes for all items. Speakers may not yield their time to others.*

**1. Action from Executive Session** if needed

Duman

**2. Approval of the Agenda by consent**

Duman

**3. Approval of the Minutes by consent**

Duman

a. 2-16-22 minutes

**4. Approval of the financials by consent**

Stewart

a. Checks printed in February were \$60,066.42

b. Occupancy for Campground was up 10% and moorage was up 1%.

**5. Manager and Commissioner Reports**

**Public Comment:** *Comments will be limited to five (5) minutes per person, with a maximum time of 15 minutes for all items. Speakers may not yield their time to others.*

**Upcoming Meetings and Conferences**

- April 12<sup>th</sup> to 15<sup>th</sup> Pacific Coast Congress of Harbormasters and Port Managers
- April 20, 2022 Commission Meeting 7:00pm

**Adjourn**

Duman

**MINUTES**  
**PORT OF SIUSLAW COMMISSION MEETING**

Wednesday, February 16, 2022, 7:00pm  
Port of Siuslaw Conference Room  
100 Harbor St, Florence, OR 97439

These minutes will be reviewed for approval at the March 16, 22022 meeting

---

Via zoom - Terry Duman, President; Mike Buckwald, Secretary,  
Absent - Bill Meyer, 1<sup>st</sup> VP, Craig Zolezzi, 2nd VP  
In person - Robert Ward, Treasurer

---

Join Zoom Meeting

<https://us06web.zoom.us/j/84806600032?pwd=QWg5OHFwK1ZMSVhnZkxyRFBXVklSUT09>

---

**Call to Order** 7:00pm

**Public Comment:** *none*

**1. Approval of the Agenda by consent**

**2. Approval of the Minutes by consent**

- a. 1-19-22 minutes

**3. Approval of the financials by consent**

- a. Checks printed in January were \$117,138.41
- b. Occupancy for Campground was up 10% and moorage was up 1%.

**4. Manager and Commissioner Reports** – Huntington said he has been in contact with the Coast Guard and said their project to decommission the facility would happen in 2023 and probably continue for a couple years. Huntington said the Commission would need to get together sometime around September to discuss terms of leasing some moorage and camp sites. The Coast Guard was inquiring if the Port would be interested in purchasing a couple tiny homes (cabins) for them to use. Huntington said it would be a good idea since we have some sites that are undesirable and small, and we could rent those out. Ward said it was a good idea and we should check out sizes and pricing. He said they would be paid for in the two years the Coast Guard would have them leased. Duman said we need to look at it anyway to increase revenue for the campground.

Huntington said he has information regarding the kayak launches and that we could possibly get a grant for it. Huntington said we are looking to get two launches and one could be for Mapleton. He is not sure how readily available they are.

Huntington said he also has been talking with an electric vehicle company that installs charging stations. They would like to put in a couple stations in the Nopal lot. Huntington said we would need an Executive Session to discuss certain aspects due to information being protected. Huntington said we get a lot of people looking for charging stations and he thinks it's a good idea.

**Public Comment:** *none*

**Adjourn 7:18pm**

**Port of Siuslaw**  
**Combined Balance Sheet**  
As of February 28, 2022

	Feb 28, 22
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1006 · Umpqua General Checking	22,649.42
1007 · Umpqua Savings	226,406.71
1009 · Umpqua MMA General Fund	1,913,781.29
1011 · Umpqua MMA ICM	5,179.71
1070 · Petty Cash	1,000.00
<b>Total Checking/Savings</b>	2,169,017.13
<b>Other Current Assets</b>	
1130 · Inventory - Gas	4,467.30
1140 · Inventory - Diesel	2,063.10
1220 · Accounts Receivable	13,566.92
1250 · Taxes receivable	49,177.00
1450 · Prepaid insurance	18,865.50
1499 · Undeposited Funds	7,424.00
<b>Total Other Current Assets</b>	95,563.82
<b>Total Current Assets</b>	2,264,580.95
<b>Fixed Assets</b>	
1510 · Land	2,617,874.00
1515 · Land Improvements	1,995,894.50
1520 · Buildings & Docks	8,028,026.56
1525 · Equipment & Vehicles	761,055.71
1600 · Accumulated Depreciation	-989,953.00
1615 · Accum Depr - Land Improvements	-1,321,558.70
1620 · Accum Depr - Buildings & Docks	-4,731,734.33
1625 · Accum Depr - Equip & Vehicles	-706,731.44
<b>Total Fixed Assets</b>	5,652,873.30
<b>TOTAL ASSETS</b>	<b>7,917,454.25</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · *Accounts Payable	11,437.83
<b>Total Accounts Payable</b>	11,437.83
<b>Credit Cards</b>	
2021 · Port Credit Card 1	6,220.87
2022 · Port Credit Card 2	144.00
<b>Total Credit Cards</b>	6,364.87
<b>Other Current Liabilities</b>	
2030 · Deposits Held	7,360.00
2040 · Gift Certificates	100.00
2045 · Unearned CG Revenue (Hercules)	298,373.16
2050 · Deferred Compensation Plan NRS	9,281.63
<b>Total Other Current Liabilities</b>	315,114.79
<b>Total Current Liabilities</b>	332,917.49
<b>Long Term Liabilities</b>	
2390 · OBD Loan L0004 Bdwk	55,307.42
2440 · OBD Loan 524016 Dredging	42,291.96
2491 · OBD Loan 525186 MSLTD	347,805.57
2492 · OBD Loan 525196 Wharf	267,080.69
2993 · BB Loan 1000214241 PVIP	-11,307.00
<b>Total Long Term Liabilities</b>	701,178.64

11:46 AM

03/07/22

Accrual Basis

**Port of Siuslaw**  
**Combined Balance Sheet**  
As of February 28, 2022

---

	<u>Feb 28, 22</u>
<b>Total Liabilities</b>	1,034,096.13
<b>Equity</b>	
3300 · Invested in Capital Assets	4,738,587.40
3900 · Fund Balance	-122,845.07
Net Income	<u>2,267,615.79</u>
<b>Total Equity</b>	<u>6,883,358.12</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>7,917,454.25</u></u>

**Port of Siuslaw**  
**Profit & Loss Budget vs. Actual - General Fund**  
July 2021 through February 2022

										TOTAL	
	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Year to Date	Budget	Variance
<b>Income</b>											
4100 - Available Beginning Cash	1,162,312.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,162,312.00	1,162,312.00	0.00
<b>4140 - Campground Revenue</b>											
4141 - RV Sites- Taxable	75,286.63	65,165.97	68,372.58	45,968.85	15,810.56	8,135.91	12,685.90	18,722.60	310,149.00		
4142 - RV Sites -Non Taxable	42,753.13	52,885.32	36,336.43	14,667.86	17,768.69	17,243.65	19,499.98	18,144.69	219,299.75		
4143 - RV Site - Add'l revenue	1,590.78	870.00	1,216.00	1,266.26	868.09	542.66	1,138.74	538.04	8,030.57		
4144 - Transient Room Tax	7,813.37	6,630.98	7,024.88	4,716.85	1,659.91	854.39	1,327.33	1,812.48	31,840.19		
4145 - Reservation Fees	6,560.00	5,840.00	6,620.00	3,200.00	750.00	460.00	500.00	950.00	24,880.00		
4140 - Campground Revenue - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	610,000.00	-610,000.00
<b>Total 4140 - Campground Revenue</b>	<b>134,003.91</b>	<b>131,392.27</b>	<b>119,569.89</b>	<b>69,819.82</b>	<b>36,857.25</b>	<b>27,236.61</b>	<b>35,151.95</b>	<b>40,167.81</b>	<b>594,199.51</b>	<b>610,000.00</b>	<b>-15,800.49</b>
<b>4150 - Leases</b>											
4151 - Building Lease - 1499 Bay St	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	9,600.00		
4153 - Wharf lease - ICM	4,542.08	4,542.08	4,542.08	4,542.08	4,542.08	4,542.08	4,542.08	4,542.08	36,336.64		
4154 - Wharf lease - Mo's	6,033.00	6,033.00	6,033.00	6,033.00	6,033.00	6,033.00	6,033.00	6,033.00	48,264.00		
4155 - Concessions	0.00	150.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00		
4156 - Docking Lease	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	1,600.00		
4150 - Leases - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	143,000.00	-143,000.00
<b>Total 4150 - Leases</b>	<b>11,975.08</b>	<b>12,125.08</b>	<b>11,975.08</b>	<b>11,975.08</b>	<b>11,975.08</b>	<b>11,975.08</b>	<b>11,975.08</b>	<b>11,975.08</b>	<b>95,950.64</b>	<b>143,000.00</b>	<b>-47,049.36</b>
<b>4160 - Moorage</b>											
4162 - Commercial Moorage	1,209.44	943.98	572.49	572.49	572.49	572.49	572.53	1,002.43	6,018.34		
4163 - Sport Moorage	10,457.62	15,108.44	17,963.63	8,423.16	3,412.74	3,204.99	4,977.99	3,192.00	66,740.57		
4165 - Liveaboard Fees	241.36	241.36	465.04	200.00	280.00	40.00	280.00	280.00	2,027.76		
4160 - Moorage - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	95,000.00	-95,000.00
<b>Total 4160 - Moorage</b>	<b>11,908.42</b>	<b>16,293.78</b>	<b>19,001.16</b>	<b>9,195.65</b>	<b>4,265.23</b>	<b>3,817.48</b>	<b>5,830.52</b>	<b>4,474.43</b>	<b>74,786.67</b>	<b>95,000.00</b>	<b>-20,213.33</b>
4170 - Storage	94.61	94.61	94.61	219.61	125.86	125.86	125.86	125.82	1,006.84	2,800.00	-1,793.16
4190 - Marine Fuel	2,911.26	8,708.18	20,292.19	3,953.24	53.98	394.98	0.00	114.84	36,428.67	21,000.00	15,428.67
4200 - Other Facility Income	5,993.18	5,798.11	5,471.53	4,930.68	1,406.97	1,266.54	1,892.42	1,004.96	27,764.39	20,300.00	7,464.39
4500 - Levied Taxes	25,648.83	1,046.34	726.81	573.36	238,686.22	90,234.32	5,494.22	1,890.24	364,300.34	338,083.00	26,217.34
4515 - State Forest Sales	0.00	9,364.78	0.00	0.00	0.00	941.09	0.00	0.00	10,305.87	20,000.00	-9,694.13
4540 - Interest Income	10.50	13.68	13.49	13.94	14.07	16.49	16.36	14.68	113.21	500.00	-386.79
4550 - Maintenance Assistance Program	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	21,350.00	-21,350.00
4600 - Miscellaneous Income	2,539.57	3,066.76	150.54	380.95	16,392.74	522.96	376.13	5,790.92	29,220.57	18,000.00	11,220.57
4670 - Sale of Surplus Property	557,492.92	0.00	0.00	0.00	0.00	0.00	0.00	0.00	557,492.92		
4750 - Business Oregon Reimb Fund	0.00	0.00	11,377.00	0.00	0.00	0.00	10,967.00	0.00	22,344.00	27,144.00	-4,800.00
<b>Total Income</b>	<b>1,914,890.28</b>	<b>187,903.59</b>	<b>188,672.30</b>	<b>101,062.33</b>	<b>309,777.40</b>	<b>136,531.41</b>	<b>71,829.54</b>	<b>65,558.78</b>	<b>2,976,225.63</b>	<b>2,479,489.00</b>	<b>496,736.63</b>
<b>Expense</b>											
<b>5000 - Personal Services</b>											
5020 - Port Manager	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	9,995.94	3,416.67	6,833.34	50,245.95	72,000.00	-21,754.05
5030 - Administrative Assistant	4,414.50	4,200.00	4,640.51	4,427.75	4,222.00	6,846.85	2,200.00	4,416.50	35,368.11	52,000.00	-16,631.89
5045 - Services Lead	2,953.60	2,864.32	3,257.19	3,080.01	2,754.08	4,852.85	1,584.00	3,181.50	24,527.55	36,005.00	-11,477.45
5050 - Office Assistant	2,446.08	2,679.04	2,446.08	2,664.64	2,770.62	3,971.00	1,512.00	2,772.00	21,261.46	31,492.00	-10,230.54

**Port of Siuslaw**  
**Profit & Loss Budget vs. Actual - General Fund**  
July 2021 through February 2022

										TOTAL	
	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Year to Date	Budget	Variance
5075 · Maintenance I Lead	3,919.80	3,862.32	4,230.16	4,016.88	4,399.44	6,474.84	2,104.08	4,399.45	33,406.97	51,730.00	-18,323.03
5077 · Maintenance IV	1,064.00	2,240.00	2,492.00	2,596.00	2,604.00	4,254.60	1,364.00	2,728.00	19,342.60	31,200.00	-11,857.40
5079 · Maint II/ Staff	3,520.00	3,360.00	3,680.00	3,520.00	3,360.00	5,442.60	1,760.00	3,520.00	28,162.60	41,600.00	-13,437.40
5080 · Maint III / groundskeeper	2,665.52	2,961.39	0.00	0.00	0.00	0.00	0.00	0.00	5,626.91	32,116.00	-26,489.09
5110 · Payroll taxes	2,863.22	2,935.76	2,666.48	2,618.51	2,683.25	3,766.33	1,503.32	5,035.32	24,072.19	34,814.00	-10,741.81
5180 · Health Insurance	4,338.18	4,338.18	3,098.70	3,718.44	3,718.44	3,718.44	3,718.44	3,718.44	30,367.26	60,000.00	-29,632.74
5181 · Life Insurance	638.70	16.59	11.85	14.22	14.22	14.22	14.22	14.22	738.24	300.00	438.24
5182 · Dental Insurance	419.92	367.43	262.45	314.94	314.94	314.94	314.94	314.94	2,624.50	5,200.00	-2,575.50
5190 · Workers Compensation Insurance	19,199.58	0.00	1,188.73	0.00	0.00	0.00	0.00	0.00	20,388.31	12,000.00	8,388.31
5270 · Retirement	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12,263.60	12,263.60	13,000.00	-736.40
5275 · Compensated absences	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,500.00	-8,500.00
5280 · Overtime	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	-3,000.00
<b>Total 5000 · Personal Services</b>	<b>54,443.10</b>	<b>35,825.03</b>	<b>33,974.15</b>	<b>32,971.39</b>	<b>32,840.99</b>	<b>49,652.61</b>	<b>19,491.67</b>	<b>49,197.31</b>	<b>308,396.25</b>	<b>484,957.00</b>	<b>-176,560.75</b>
5300 · Material and Services	61,232.53	55,802.44	48,865.61	42,535.22	32,436.45	28,533.54	95,151.84	25,416.75	389,974.38	593,800.00	-203,825.62
<b>6000 · Capital Outlay</b>											
6060 · Operations Equipment											
6062 · Boat replacement and tractor	0.00	32,500.00	0.00	17,569.45	0.00	0.00	0.00	0.00	50,069.45	55,000.00	-4,930.55
<b>Total 6060 · Operations Equipment</b>	<b>0.00</b>	<b>32,500.00</b>	<b>0.00</b>	<b>17,569.45</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>50,069.45</b>	<b>55,000.00</b>	<b>-4,930.55</b>
6130 · Land											
6146 · Landscape and Rock	0.00	2,425.32	0.00	0.00	0.00	832.00	0.00	2,688.00	5,945.32	15,000.00	-9,054.68
6147 · Mapleton and E Dock Repairs	0.00	0.00	0.00	0.00	0.00	0.00	2,617.17	350.87	2,968.04	20,000.00	-17,031.96
<b>Total 6130 · Land</b>	<b>0.00</b>	<b>2,425.32</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>832.00</b>	<b>2,617.17</b>	<b>3,038.87</b>	<b>8,913.36</b>	<b>35,000.00</b>	<b>-26,086.64</b>
6150 · Facilities											
6153 · 080A Harbor	0.00	0.00	0.00	0.00	0.00	0.00	0.00	114.62	114.62	10,000.00	-9,885.38
6155 · Wharf/Bdwc Fire System	0.00	0.00	0.00	3,500.00	16,535.74	0.00	0.00	0.00	20,035.74	20,000.00	35.74
6157 · Business Oregon Fees	15,168.87	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,168.87	11,250.00	3,918.87
<b>Total 6150 · Facilities</b>	<b>15,168.87</b>	<b>0.00</b>	<b>0.00</b>	<b>3,500.00</b>	<b>16,535.74</b>	<b>0.00</b>	<b>0.00</b>	<b>114.62</b>	<b>35,319.23</b>	<b>41,250.00</b>	<b>-5,930.77</b>
6170 · Marine Facilities											
6174 · West Basin Portable Pump Out	12,505.00	42.36	89.60	30.00	656.84	0.00	0.00	0.00	13,323.80	15,000.00	-1,676.20
<b>Total 6170 · Marine Facilities</b>	<b>12,505.00</b>	<b>42.36</b>	<b>89.60</b>	<b>30.00</b>	<b>656.84</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>13,323.80</b>	<b>15,000.00</b>	<b>-1,676.20</b>
<b>Total 6000 · Capital Outlay</b>	<b>27,673.87</b>	<b>34,967.68</b>	<b>89.60</b>	<b>21,099.45</b>	<b>17,192.58</b>	<b>832.00</b>	<b>2,617.17</b>	<b>3,153.49</b>	<b>107,625.84</b>	<b>146,250.00</b>	<b>-38,624.16</b>
6700 · Contingency	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	900,000.00	-900,000.00
7000 · Debt Service	11,599.93	7,424.94	11,599.93	0.00	29,262.16	0.00	11,599.93	7,424.94	78,911.83	115,150.00	-36,238.17
7600 · Unappropriated Ending Fund Bal	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	189,332.00	-189,332.00
7700 · Transfer to other funds	0.00	0.00	50,000.00	0.00	0.00	0.00	0.00	0.00	50,000.00	50,000.00	0.00
<b>Total Expense</b>	<b>154,949.43</b>	<b>134,020.09</b>	<b>144,529.29</b>	<b>96,606.06</b>	<b>111,732.18</b>	<b>79,018.15</b>	<b>128,860.61</b>	<b>85,192.49</b>	<b>934,908.30</b>	<b>2,479,489.00</b>	<b>-1,544,580.70</b>
<b>Net Income</b>	<b>1,759,940.85</b>	<b>53,883.50</b>	<b>44,143.01</b>	<b>4,456.27</b>	<b>198,045.22</b>	<b>57,513.26</b>	<b>-57,031.07</b>	<b>-19,633.71</b>	<b>2,041,317.33</b>	<b>0.00</b>	<b>2,041,317.33</b>

**Port of Siuslaw**  
**Profit & Loss Budget vs. Actual - Capital Maint Fund**  
 July 2021 through February 2022

										TOTAL	
	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Year to Date	Budget	Variance
<b>Income</b>											
4100 - Available Beginning Cash	176,332.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	176,332.00	176,332.00	0.00
4540 - Interest Income	13.42	10.42	0.00	0.00	0.00	0.00	0.00	0.00	23.84	25.00	-1.16
4700 - Incoming Transfer	0.00	0.00	50,000.00	0.00	0.00	0.00	0.00	0.00	50,000.00	50,000.00	0.00
<b>Total Income</b>	<b>176,345.42</b>	<b>10.42</b>	<b>50,000.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>226,355.84</b>	<b>226,357.00</b>	<b>-1.16</b>
<b>Gross Profit</b>	<b>176,345.42</b>	<b>10.42</b>	<b>50,000.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>226,355.84</b>	<b>226,357.00</b>	<b>-1.16</b>
<b>Expense</b>											
7600 - Unappropriated Ending Fund B:	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	226,357.00	-226,357.00
<b>Total Expense</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>226,357.00</b>	<b>-226,357.00</b>
<b>Net Income</b>	<b>176,345.42</b>	<b>10.42</b>	<b>50,000.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>226,355.84</b>	<b>0.00</b>	<b>226,355.84</b>

	Campground 2018/2019			Campground 2019/2020			Campground 2020/2021			Campground 2021-2022		
	% Occ.	YTD %	Nights	% Occ.	YTD %	Nights	% Occ.	YTD %	Nights	% Occ.	YTD %	Nights
<b>JULY</b>	86%	78%	2862	78%	86%	2617	77%	78%	2939	96%	96%	3660
<b>AUG</b>	94%	90%	3052	89%	84%	2978	88%	83%	3357	97%	97%	3705
<b>SEPT</b>	88%	89%	2760	84%	84%	2724	88%	84%	3243	92%	95%	3408
<b>OCT</b>	43%	78%	1398	42%	73%	1393	47%	75%	1780	51%	84%	1948
<b>NOV</b>	30%	68%	878	33%	65%	1059	20%	64%	752	34%	74%	1258
<b>DEC</b>	32%	62%	1035	28%	59%	937	18%	56%	680	25%	66%	957
<b>JAN</b>	36%	58%	1168	25%	54%	842	20%	51%	742	32%	61%	1210
<b>FEB</b>	<b>39%</b>	<b>56%</b>	<b>1152</b>	<b>28%</b>	<b>51%</b>	<b>861</b>	<b>22%</b>	<b>48%</b>	<b>763</b>	<b>37%</b>	<b>58%</b>	<b>1270</b>
<b>MAR</b>	44%	55%	1417	25%	48%	847	30%	46%	1143			
<b>APR</b>	39%	53%	1232	13%	45%	423	36%	45%	1324			
<b>MAY</b>	44%	52%	1418	13%	42%	417	40%	44%	1522			
<b>JUN</b>	45%	52%	1452	48%	42%	1566	69%	46%	2528			
<b>TL YTD</b>	<b>52%</b>	<b>52%</b>	<b>19824</b>	<b>42%</b>	<b>42%</b>	<b>16664</b>	<b>46%</b>	<b>46%</b>	<b>20773</b>			
<b>REV YTD</b>	<b>\$549,278.00</b>			<b>\$519,620.00</b>			<b>\$756,828.00</b>			<b>\$551,993.00</b>		

	Moorage 2019/20			Moorage 2020-21		
	% Occ.	YTD %	Nights	% Occ.	YTD %	Nights
<b>JULY</b>	44%	37%	1608	48%	44%	1745
<b>AUG</b>	65%	55%	2413	63%	56%	2293
<b>SEPT</b>	79%	63%	2836	79%	63%	2796
<b>OCT</b>	43%	58%	1575	49%	60%	1790
<b>NOV</b>	28%	52%	994	26%	53%	915
<b>DEC</b>	27%	48%	992	23%	48%	852
<b>JAN</b>	26%	45%	961	23%	44%	846
<b>FEB</b>	<b>26%</b>	<b>42%</b>	<b>903</b>	<b>24%</b>	<b>42%</b>	<b>783</b>
<b>MAR</b>	26%	40%	934	24%	40%	878
<b>APR</b>	26%	39%	914	25%	38%	871
<b>MAY</b>	30%	38%	1088	28%	37%	1038
<b>JUN</b>	39%	38%	1367	38%	38%	1351
<b>TL YTD</b>	<b>38%</b>	<b>38%</b>	<b>16585</b>	<b>38%</b>	<b>38%</b>	<b>16158</b>
<b>REV YTD</b>	<b>\$97,214.00</b>			<b>\$99,027.00</b>		

Moorage 2021-22		
% Occ.	YTD %	Nights
51%	51%	1850
64%	58%	2339
78%	64%	2759
47%	60%	1725
26%	53%	929
26%	49%	932
26%	45%	965
<b>25%</b>	<b>43%</b>	<b>840</b>
<b>\$72,675.00</b>		