

	AMERICAN YACHT HARBOR							YACHT HAVEN GRANDE						
	2009 Budget	2009 Reforecast	Actual vs Budg	% Variance to Budget	2008 Actual	2009 Reforecast vs 2008 Actual	to 2008 Actual	2009 Budget	2009 Reforecast	Actual vs Budg	% Variance to Budget	2008 Actual	2009 Reforecast vs 2008 Actual	% Variance to 2008 Actual
<b>REVENUE</b>														
Slip Revenue	1,695,950	1,652,784	(43,166)	-2.5%	1,665,171	(12,387)	-0.7%	2,698,760	2,271,771	(426,989)	-15.8%	2,363,717	(91,946)	-3.9%
Utility Revenue	575,723	515,435	(60,288)	-10.5%	593,853	(78,418)	-13.2%	1,390,317	953,350	(436,967)	-31.4%	1,477,127	(523,777)	-35.5%
Fuel Revenue	2,721,000	2,288,034	(432,966)	-15.9%	3,036,017	(747,983)	-24.6%	2,402,688	2,870,972	468,284	19.5%	2,529,663	341,309	13.5%
Concierge Services	61,926	57,257	(4,669)	-7.5%	71,401	(14,144)	-19.8%	222,636	171,117	(51,519)	-23.1%	175,611	(4,494)	-2.6%
Upland Revenue	1,389,347	1,374,056	(15,291)	-1.1%	1,350,323	23,732	1.8%	3,587,477	2,791,375	(796,102)	-22.2%	3,369,440	(578,065)	-17.2%
Other	476,141	458,307	(17,834)	-3.7%	413,694	44,613	10.8%	1,970,880	1,730,522	(240,358)	-12.2%	1,726,735	3,787	0.2%
<b>GROSS REVENUE</b>	<b>6,920,087</b>	<b>6,345,873</b>	<b>(574,214)</b>	<b>-8.3%</b>	<b>7,130,459</b>	<b>(784,586)</b>	<b>-11.0%</b>	<b>12,272,758</b>	<b>10,789,107</b>	<b>(1,483,651)</b>	<b>-12.1%</b>	<b>11,642,293</b>	<b>(853,186)</b>	<b>-7.3%</b>
<b>COGS</b>														
Utilities	276,349	185,339	(91,010)	-32.9%	319,728	(134,390)	-42.0%	967,853	405,779	(562,074)	-58.1%	1,109,999	(704,220)	-63.4%
<i>Profit Margin %</i>	52.0%	64.0%			46.2%			30.4%	57.4%			24.9%		
Fuel	1,999,935	1,612,668	(387,267)	-19.4%	2,342,650	(729,982)	-31.2%	1,898,124	2,256,266	358,142	18.9%	1,997,839	258,427	12.9%
<i>Profit Margin %</i>	26.5%	29.5%			22.8%			21.0%	21.4%			21.0%		
Other	114,507	113,104	(1,403)	-1.2%	99,460	13,644	13.7%	157,056	101,763	(55,293)	-35.2%	96,396	5,367	5.6%
	2,390,791	1,911,110	(479,681)	-20.1%	2,761,838	(850,728)		3,023,033	2,763,808	(259,225)	-8.6%	3,204,234	(440,426)	
<b>GROSS PROFIT</b>	<b>4,529,296</b>	<b>4,434,763</b>	<b>(94,533)</b>	<b>-2.1%</b>	<b>4,368,621</b>	<b>66,142</b>	<b>1.5%</b>	<b>9,249,725</b>	<b>8,025,300</b>	<b>(1,224,425)</b>	<b>-13.2%</b>	<b>8,438,059</b>	<b>(412,759)</b>	<b>-4.9%</b>
	65.5%	69.9%			61.3%			75.4%	74.4%			72.5%		
Payroll	1,178,187	1,062,642	(115,545)	-9.8%	993,721	68,921	6.9%	2,504,809	1,997,768	(507,041)	-20.2%	2,928,252	(930,484)	-31.8%
Operating Expenses	1,888,084	1,898,789	10,705	0.6%	2,194,639	(295,850)	-13.5%	6,524,301	6,506,333	(17,968)	-0.3%	9,215,106	(2,708,773)	-29.4%
<b>NET OPERATING INCOME</b>	<b>1,463,025</b>	<b>1,473,332</b>	<b>10,307</b>	<b>0.7%</b>	<b>1,180,261</b>	<b>293,071</b>	<b>24.8%</b>	<b>220,615</b>	<b>(478,801)</b>	<b>(699,416)</b>	<b>-317.0%</b>	<b>(3,705,299)</b>	<b>3,226,498</b>	<b>-87.1%</b>
	21.1%	23.2%			16.6%			1.8%	-4.4%			-31.8%		