

**QUILCENE - HERB BECK MARINA**  
**PRIOR 5 YEARS' PERFORMANCE & TO DATE MID YEAR JUNE 2016**

	<b>12/31/11</b>	<b>12/31/12</b>	<b>12/31/13</b>	<b>12/31/14</b>	<b>12/31/15</b>	<b>6/30/16</b>
	<b>Year End</b>	<b>Year End</b>	<b>Year End</b>	<b>Year End</b>	<b>Year End</b>	<b>Mid Year</b>
<b>Revenues</b>						
Permanent Moorage	45,234	41,576	35,296	34,276	29,616	12,936
Nightly Moorage	1,361	1,843	2,662	2,632	4,314	2,100
Nightly R.V.	802	1,072	1,116	1,304	1,243	114
Electric	3,520	2,577	2,079	1,799	1,043	557
Showers	1,950	2,650	2,580	2,300	2,310	724
Fuel Sales	37,938	26,458	34,491	26,683	20,456	5,535
Lease Revenue	44,924	52,033	55,399	56,445	56,894	28,972
Rental Property Revenue	6,000	6,000	6,000	6,000	6,000	3,000
Water	8,461	8,624	6,898	6,968	6,749	3,533
Miscellaneous Revenue	25	-	-	-	-	-
<b>Total Revenues</b>	<b>150,214</b>	<b>142,834</b>	<b>146,521</b>	<b>138,406</b>	<b>128,625</b>	<b>57,471</b>
<b>Year to year change</b>		<b>(7,380)</b>	<b>3,687</b>	<b>(8,115)</b>	<b>(9,781)</b>	
<b>Expenses</b>						
Personnel expenses	26,257	22,596	15,879	26,315	19,088	16,128
Contract services	19,587	19,386	20,110	20,775	19,170	8,385
Supplies, Bank chrgs, Misc, etc.	3,446	3,687	3,688	5,110	3,746	806
Cost of Fuel Sold	33,800	24,162	31,541	24,055	18,060	4,725
Insurance	6,804	6,684	6,606	6,016	5,886	2,714
Utilities	10,949	11,198	14,357	11,630	8,640	4,374
Repair & Maintenance	8,718	2,927	6,702	6,083	7,371	8,572
Allocated A & G	25,657	27,871	29,192	34,422	26,699	12,258
<b>Total Expenses before depreciation</b>	<b>135,218</b>	<b>118,511</b>	<b>128,075</b>	<b>134,406</b>	<b>108,660</b>	<b>57,962</b>
<b>Net Income (Loss) Before Depreciation</b>	<b>14,994</b>	<b>24,322</b>	<b>18,445</b>	<b>3,999</b>	<b>19,964</b>	<b>(491)</b>
<b>Depreciation Expense</b>	<b>90,833</b>	<b>69,506</b>	<b>68,746</b>	<b>66,318</b>	<b>66,318</b>	<b>33,159</b>
<b>Net Income (Loss)</b>	<b>(75,839)</b>	<b>(45,183)</b>	<b>(50,301)</b>	<b>(62,318)</b>	<b>(46,354)</b>	<b>(33,650)</b>

Notes:

- Rental Property Revenue is the off-set to the Caretaker cost of living in the house provided. This revenue and expense are a wash (non-cash).*
- Personnel costs are primarily the Maintenance department.*
- Contract services include the Caretaker costs (dollar value of house and monthly stipend), and PUD contract for water utility servicing.*
- A&G is allocated based on revenues and calculated quarterly.*