

CITY OF WASHBURN
119 Washington Avenue
P.O. Box 638
Washburn, WI 54891



715-373-6160
715-373-6161
FAX 715-373-6148

To: President: Carl Broberg
VP: Nick Suminski
Vacant Gruebele

Caroline Nelson
Matt Crowell
City Administrator

Candace Kolenda
Rodger Reiswig
Marina Manager

NOTICE OF HARBOR COMMISSION MEETING

DATE: Wednesday, May 18, 2022

TIME: 5:30 P.M.

LOCATION: Washburn City Hall – 119 Washington Avenue

This meeting may have members participating via tele or web conferencing. Public participants can listen to the proceedings by utilizing a computer or smart phone and using the link <https://us02web.zoom.us/j/83187537739?pwd=WkxIVFNpZTQxd1dQaUxna1dyMTF4QT09> or by calling 1 (877) 853-5247 (Toll Free) and entering Webinar ID: **831 8753 7739** and using passcode **902607** as opposed to being present for the meeting. Limited seating will be available at the meeting and guests are asked to keep a six-foot distance from one another.

Agenda

- A. Call to Order – Roll Call
- B. Approval of Minutes of the March 16, 2022 Meeting
- C. Public Comments/Member Comments
- D. Election of President and Vice President
- E. Treasurer's Report
 - 1. Payment of Invoices
- F. Slip Transfers – None
- G. Marina Manager's Report
 - 1. March and April Financial Reports
 - 2. Discussion & Action on Float Purchase Request
 - 3. Discussion & Action on Gravel Purchase Request
- H. Update on the Following Projects/Items
 - 1. Service Bay Heater
 - 2. Travelift Tire Replacement
 - 3. Door Replacement
- I. Discussion & Action on Agreement with Pearl Beach Construction Co. for Use of Coal Dock
- J. Report on 2021 Coal Dock Usage
- K. Adjourn

The City of Washburn is an equal opportunity provider, employer, and lender.

March 16, 2022

HARBOR COMMISSION MEETING

5:30 P.M.

WASHBURN CITY HALL - 119 N WASHINGTON AVENUE

Commission Members Present: President Carl Broberg; Rodger Reiswig (arrived at 5:35pm); Nick Suminski; Candace Kolenda; Caroline Nelson; Rick Gruebele via Zoom

Commission Members Absent: Matt Crowell

Municipal Personnel Present: Scott J. Kluver, City Administrator; Arianna Austin, City Administrative Assistant, Michelle Shrider, Marina Manager via Zoom

Call to Order – President Broberg called the meeting to order at 5:33 p.m.

Approval of Minutes of the February 16, 2022 Meeting – Kolenda moved, and Suminski seconded, to approve and place on file the February 16, 2022 meeting minutes. Motion carried 5-0.

Public/Member Comment – None.

Treasurer's Report – Suminski moved, and Kolenda seconded to accept and place on file the Marina Operating reports. Motion carried 6-0.

1. **Payment of Invoices** – None.

Slip Transfers – Slip #42 Bischoff/Beeksma - Reiswig moved, and Nelson seconded the approval of the slip transfer for slip #42, Bischoff/Beeksma. Motion carried 6-0.

Slip #72 Kirchoff/Hafner - Nelson moved, and Reiswig seconded the approval of the slip transfer for slip #72 Kirchoff/Hafner. Motion carried 6-0.

Slip #27 Floyd/Johnson – Completion of slip transfer report noted.

Marina Manager's Report:

1. **February Financial Report** – Shrider reported operations are going well. Launch packets were sent out yesterday. Winter season is wrapping up. All departments are doing well. Booking is currently through the end of June. Report placed on file.

Update on the Following Projects/Items:

1. **Service Bay Heater** – No new progress but should move forward as temperatures warm.
2. **Travelift Tire Replacement** – Two sets of tires were taken off. A set was taken to Pumps in Superior for replacement. After contract liability revisions between Pumps, Travelift, and the City, progress continued. Last night, one side slipped off the blocks due to the quick melting rate. Tires will be put on with 40 pounds of pressure, while remaining on blocks, and will fill with nitrogen. The project should be completed by the end of this month. Reiswig asks about filling safety, Shrider reviewed the process.

- 3. Bulkhead Wall Bumper Replacement/Ice Shield Replacement** – Bumpers have been reinstalled on the outside of the wall, with a few missing on each end. The missing section of the rail on the ice shield was replaced today. The missing timbers will be replaced before the ice goes out.

Other Business as approved – None.

Adjourn – Broberg stated the agenda items have been completed and adjourned the meeting at 5:50 p.m.

Respectfully Submitted,
Arianna Austin
Administrative Assistant

Harbor Pass Book - 2022**12/31/2021 Balance Carried Forward****\$482,751.38**

17-Jan Chamber Dues	-85.00
31-Jan Deposit Slip #27 Transfer	100.00
31-Jan Interest	12.30
24-Feb Trust Fund Loan	-18,381.46
24-Feb January Payroll	-612.51
January Fringe	-49.02
Pomp's Tire	-18,950.72
Black Warrior Marine	-900.00
Wisconsin Commercial Ports	-250.00
28-Feb Interest	10.95
16-Mar Bremer Bank Loan	-42,597.46
Wi Harbor Towns Association	-250.00
Fringe Feb & March	-98.04
February Payroll	-1,319.28
29-Mar March Payroll	-654.18
31-Mar Slip Transfer #72	100.00
31-Mar Interest	10.72
8-Apr Deposit Dock Usage Pearl Beach	1,950.00
14-Apr April Fringe	-49.02
Nasi Construction	-10,182.65
Scandia Marine Products	-2,239.98
22-Apr Slip Fees	4,531.50
Annual Fee	150.00
Sales Tax	257.49
29-Apr Slip Fees	26,833.90
Annual Fee	1,150.00
Sales Tax	1,539.12
30-Apr Interest	9.77
6-May Slip Fees	30,040.40
Annual Fee	1,100.00
Sales Tax	1,712.77
9-May Slip Fees	15,375.30
Annual Fee	550.00
Sales Tax	875.91

Balance as of 5/9/22**\$472,442.19**

Marina Operating Account 2022

12/31/2021 Balance Carried Forward		271,043.20
3-Jan Ck# 897	Washburn Marina	-15,201.00
7-Jan CK# 898	Washburn Marina	-15,201.00
14-Jan	Deposit	75,720.08
14-Jan Ck# 899	Washburn Marina	-23,736.00
18-Jan	Deposit	10,809.61
21-Jan Ck# 900	Washburn Marina	-18,064.80
28-Jan	Deposit	23,562.17
31-Jan	Deposit	4,572.96
31-Jan	Interest	2.41
1-Feb Ck# 901	Washburn Marina	-14,115.00
4-Feb Ck# 902	Washburn Marina	-14,115.00
11-Feb	Deposit	42,665.06
14-Feb Ck#903	Washburn Marina	-14,114.00
18-Feb Ck# 904	Washburn Marina	-14,114.00
	Sales tax	-4,484.97
18-Feb	Deposit	20,853.54
25-Feb	Deposit	33,938.59
28-Feb	Interest	2.44
1-Mar Ck# 905	Washburn Marina	-13,875.00
4-Mar	Deposit	5,150.16
4-Mar Ck# 906	Washburn Marina	-13,873.00
10-Mar	Deposit	53,018.57
11-Mar Ck# 907	Washburn Marina	-13,873.00
14-Mar Ck# 908	Washburn Marina	-5,000.00
16-Mar	Deposit	14,904.03
17-Mar Ck# 909	Washburn Marina	-16,848.92
24-Mar Ck# 910	Washburn Marina	-13,873.00
25-Mar	Deposit	13,561.94
31-Mar	Deposit	12,775.27
31-Mar	Interest	3.06
1-Apr Ck# 911	Washburn Marina	-16,013.00
7-Apr Ck# 912	Washburn Marina	-16,013.00
8-Apr	Deposit	9,860.09
14-Apr	Deposit	40,427.04
15-Apr Ck# 913	Washburn Marina	-23,013.00
12-Apr	Deposit	23,098.66
22-Apr Ck# 914	Washburn Marina	-19,064.07
29-Apr	Deposit	13,829.33
29-Apr	Interest	3.04
1-May Ck# 915	Washburn Marina	-20,957.00
6-May Ck# 916	Washburn Marina	-20,957.00
7-May	Deposit	75,154.05

Balance as of 5/9/2022

418,449.54

NASI CONSTRUCTION, LLC

FAX: 715-561-3065
700 GRANITE STREET
HURLEY, WI 54534

Invoice

Date	Invoice #
3/16/2022	02/28/22wm

Bill To
WASHBURN MARINA

[Handwritten Signature]
022221
210-00-53540-342-00

P.O. No.	Terms	Project
FEBRUARY 2022	Due on receipt	2022 T&M BUMPER REP...

Quantity	Description	Rate	Amount
136	LABOR FROM FEBRUARY TO REPAIR WASHBURN MARINA BUMPER	50.00	6,800.00
	MATERIALS PURCHASED IN FEBRUARY TO REPAIR WASHBURN MARINA BUMPER	2,791.54	2,791.54
	SHOP MATERIALS IN FEBRUARY TO REPAIR WASHBURN MARINA BUMPER	15.75	15.75
	MILEAGE FOR 8 DAYS OF TRAVEL (8 DAYS X \$.62/MILE X 116 MILEAGE ROUND TRIP)	575.36	575.36
<i>Hold for HC</i>			
Total			\$10,182.65

NASI CONSTRUCTION, LLC


FAX: 715-561-3065
700 GRANITE STREET
HURLEY, WI 54534

Invoice

Date	Invoice #
3/31/2022	04/14/22WB

Bill To
WASHBURN MARINA

P.O. No.	Terms	Project
MARCH 2022	Due on receipt	2022 T&M BUMPER REP...

Quantity	Description	Rate	Amount
27	LABOR HOURS FROM MARCH TO REPAIR WASHBURN MARINA BUMPER	50.00	1,350.00
	MATERIALS PURCHASED IN MARCH TO REPAIR WASHBURN MARINA BUMPER	2,807.63	2,807.63
	MILEAGE FOR 3 DAYS OF TRAVEL (3 DAYS X \$.62/MILE X 116 MILEAGE ROUND TRIP)	215.76	215.76
 037221 210-00-53540-342-000			
Total			\$4,373.39



POMP'S TIRE SERVICE, INC.

REMITTANCE ADDRESS:
POMP'S TIRE SERVICE, INC.
PO BOX 88697
MILWAUKEE, WI 53288-8697

POMP'S TIRE-SUPERIOR
116 OGDEN AVE

SUPERIOR, WI 54880

715/398-0901

** NEW REMIT TO: **
** PO BOX 88697 **
** MILWAUKEE, WI **
** 53288-8697 **

INVOICE #: 530115870

PAGE: 1

CUSTOMER: CITY OF WASHBURN
119 WASHINGTON

3736171

WASHBURN, WI

54891

CREATED BY ERIQ
BUSINESS: 715/373-6171
SALESMAN: TYLER VILTZ
INVOICE DATE: 04/22/22

0

TERMS: 1 PMT DUE 10TH OF MON AFTR INV

PRODUCT	MECHANIC	QUANTITY	PRICE	F.E.T.	EXTENSION
TUBE TYPE LABOR-SHOP TTLS	5324	14.00	200.00		2800.00
COMMERCIAL SHOP/SERVICE SUPPLIES SUPL		-1	100.00		-100.00
SCRAP DISPOSAL FEE ODISP1314		8	65.00		520.00
COMMERCIAL SHOP/SERVICE SUPPLIES SUPL			100.00		100.00

OFFICE COPY

LABOR: 2800.00
OTHER: 520.00
INVOICE TOTAL: 3320.00
*****THIS IS A REPRINTED INVOICE*****

ON ACCOUNT A/R

3320.00



P.O. Box 482
Washburn, WI 54891

COMPLETION OF SLIP ASSIGNMENT TRANSFER REPORT

Date of Closing: March 28th, 2022

Slip Description: Pier 2, Slip #72

Final Price: \$ 14,000

Terms:

Maintenance Fees Due by Buyer: \$ Paid in full

Slip Rental Proceeds Due to Buyer: N/A

Registration Fees Paid by: Buyer

Seller: Craig Kirchoff

Buyer: Kenneth R. Hafner & Darlene D. Hafner

Transfer Processed by: Washburn Marina

Copy of Recorded Transfer Provided to City on: April 1st, 2022

Greetings Washburn Harbor Commission:

This report confirms the completion of the transfer of slip as described above.

Sincerely,

Kate P. Johnson

Kate Johnson
Administrative Manager

	<u>Mar 31, 22</u>		
ASSETS		LIABILITIES & EQUITY	
Current Assets		Liabilities	
Checking/Savings		Current Liabilities	
1-1100 · Cash		Accounts Payable	
1-1110 · Checking	-448.91	2-1100 · Accounts Payable	18,071.78
1-1120 · Petty Cash	242.19	Total Accounts Payable	18,071.78
Total 1-1100 · Cash	<u>-206.72</u>	Credit Cards	
Total Checking/Savings	-206.72	2-1110 · Credit Card Payable	6,798.35
Accounts Receivable		Total Credit Cards	6,798.35
1-1200 · Accounts Receivable		Other Current Liabilities	
1-1210 · Billed Invoices	-25,520.30	2-1300 · Payroll Liabilities	
Total 1-1200 · Accounts Receivable	<u>-25,520.30</u>	2-1310 · Employee Health Benefits	328.49
Total Accounts Receivable	-25,520.30	2-1320 · Unemployment Comp Tax	1,073.92
Other Current Assets		2-1330 · State Withholding	1,461.67
1-1300 · Ship Store Inventory		2-1340 · Federal/FICA Withholding	3,228.07
1-1311 · Clothing	272.94	Total 2-1300 · Payroll Liabilities	6,092.15
1-1313 · Marine Supplies	54,633.54	2-1400 · Tax Liabilities	
1-1314 · Personal Items	1,633.92	2-1410 · Sales Tax Payable	2,966.03
1-1316 · Diesel Fuel	9,269.69	Total 2-1400 · Tax Liabilities	2,966.03
1-1317 · Gasoline	7,784.27	2-1500 · Other Liabilities	
1-1318 · Service Parts	430.42	2-1520 · Deferred Unearned Revenue	
1-1319 · Slow Moving Contra	935.22	2-1522 · Gift Certificates Outstanding	292.88
Total 1-1300 · Ship Store Inventory	<u>74,960.00</u>	2-1523 · Haul Out, Storage, Launch	60,029.68
1-1340 · Prepaid Expenses	19,891.51	Total 2-1520 · Deferred Unearned Revenue	60,322.56
12000 · Undeposited Funds	8,436.58	2-1530 · Refundable Deposits	4,070.30
Total Other Current Assets	<u>103,288.09</u>	Total 2-1500 · Other Liabilities	64,392.86
Total Current Assets	77,561.07	Total Other Current Liabilities	73,451.04
Fixed Assets		Total Current Liabilities	98,321.17
1-2100 · Furniture, Fixtures, Equipment	1,528.47	Total Liabilities	98,321.17
Total Fixed Assets	<u>1,528.47</u>	Equity	
TOTAL ASSETS	<u><u>79,089.54</u></u>	3-3000 · Retained Earnings	-35,752.99
		Net Income	16,521.36
		Total Equity	-19,231.63
		TOTAL LIABILITIES & EQUITY	<u><u>79,089.54</u></u>

Washburn Marina
Washburn Marina Budget vs. Actual
March 2022

BUDGET V ACTUAL	Mar 22	Budget	\$ Over Budget	% of Budget	Apr '21 - Mar 22	Budget	\$ Over Budget	% of Budget
	Ordinary Income/Expense							
Income								
4-1000 · Facility Income	2,440.18	500.00	1,940.18	488.04%	293,458.72	241,500.00	51,958.72	121.52%
4-2000 · Service Dept Income	48,249.28	50,990.00	-2,740.72	94.63%	759,888.14	631,672.00	128,216.14	120.3%
4-3000 · Ship Store Income	3,394.26	3,750.00	-355.74	90.51%	205,557.06	195,930.00	9,627.06	104.91%
Total Income	54,083.72	55,240.00	-1,156.28	97.91%	1,258,903.92	1,069,102.00	189,801.92	117.75%
Cost of Goods Sold								
5-2000 · Service Dept COGS	18,040.99	19,313.00	-1,272.01	93.41%	288,673.43	199,274.00	89,399.43	144.86%
5-3000 · Ship Store COGS	3,125.16	2,450.00	675.16	127.56%	152,017.51	137,505.00	14,512.51	110.55%
Total COGS	21,166.15	21,763.00	-596.85	97.26%	440,690.94	336,779.00	103,911.94	130.86%
Gross Profit	32,917.57	33,477.00	-559.43	98.33%	818,212.98	732,323.00	85,889.98	111.73%
Expense								
6-1000 · Facility Expenses	3,300.70	4,550.00	-1,249.30	72.54%	51,992.10	54,325.00	-2,332.90	95.71%
6-2000 · Service Dept Expenses	14,599.92	10,811.00	3,788.92	135.05%	109,720.43	129,003.00	-19,282.57	85.05%
6-3000 · Ship Store Expenses	3,776.28	5,070.00	-1,293.72	74.48%	48,132.66	66,493.00	-18,360.34	72.39%
6-4000 · General Expenses	30,177.43	27,223.00	2,954.43	110.85%	287,869.81	281,709.00	6,160.81	102.19%
Total Expense	51,854.33	47,654.00	4,200.33	108.81%	497,715.00	531,530.00	-33,815.00	93.64%
Net Ordinary Income	-18,936.76	-14,177.00	-4,759.76	133.57%	320,497.98	200,793.00	119,704.98	159.62%
Net Income	-18,936.76	-14,177.00	-4,759.76	133.57%	320,497.98	200,793.00	119,704.98	159.62%

PREVIOUS YEAR COMPARISON	Mar 22	Mar 21	\$ Change	% Change	Apr '21 - Mar 22	Apr '20 - Mar 21	\$ Change	% Change
	Ordinary Income/Expense							
Income								
4-1000 · Facility Income	2,440.18	2,894.68	-454.50	-15.7%	293,458.72	262,729.32	30,729.40	11.7%
4-2000 · Service Dept Income	48,249.28	40,561.30	7,687.98	18.95%	759,888.14	597,957.60	161,930.54	27.08%
4-3000 · Ship Store Income	3,394.26	10,140.10	-6,745.84	-66.53%	205,557.06	164,645.31	40,911.75	24.85%
Total Income	54,083.72	53,596.08	487.64	0.91%	1,258,903.92	1,025,332.23	233,571.69	22.78%
Cost of Goods Sold								
5-2000 · Service Dept COGS	18,040.99	23,083.72	-5,042.73	-21.85%	288,673.43	261,737.45	26,935.98	10.29%
5-3000 · Ship Store COGS	3,125.16	6,494.29	-3,369.13	-51.88%	152,017.51	110,540.81	41,476.70	37.52%
Total COGS	21,166.15	29,578.01	-8,411.86	-28.44%	440,690.94	372,278.26	68,412.68	18.38%
Gross Profit	32,917.57	24,018.07	8,899.50	37.05%	818,212.98	653,053.97	165,159.01	25.29%
Expense								
6-1000 · Facility Expenses	3,300.70	4,285.16	-984.46	-22.97%	51,992.10	47,618.26	4,373.84	9.19%
6-2000 · Service Dept Expenses	14,599.92	10,507.67	4,092.25	38.95%	109,720.43	97,013.22	12,707.21	13.1%
6-3000 · Ship Store Expenses	3,776.28	1,847.44	1,928.84	104.41%	48,132.66	55,923.57	-7,790.91	-13.93%
6-4000 · General Expenses	30,177.43	29,221.66	955.77	3.27%	287,869.81	268,728.02	19,141.79	7.12%
Total Expense	51,854.33	45,861.93	5,992.40	13.07%	497,715.00	469,283.07	28,431.93	6.06%
Net Ordinary Income	-18,936.76	-21,843.86	2,907.10	13.31%	320,497.98	183,770.90	136,727.08	74.4%
Net Income	-18,936.76	-21,843.86	2,907.10	13.31%	320,497.98	183,770.90	136,727.08	74.4%

Washburn Marina Washburn Marina Budget vs. Actual March 2022

BUDGET V ACTUAL								
	Mar 22	Budget	\$ Over Budget	% of Budget	Apr '21 - Mar 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense								
Income								
4-1000 · Facility Income								
4-1100 · In-Season	75.00	0.00	75.00	100.0%	157,586.37	134,500.00	23,086.37	117.17%
4-1200 · Off-Season	2,325.00	0.00	2,325.00	100.0%	127,516.20	101,000.00	26,516.20	126.25%
4-1400 · Misc Services	40.18	500.00	-459.82	8.04%	8,356.15	6,000.00	2,356.15	139.27%
Total 4-1000 · Facility Income	2,440.18	500.00	1,940.18	488.04%	293,458.72	241,500.00	51,958.72	121.52%
4-2000 · Service Dept Income								
4-2100 · Labor								
4-2111 · Electrical-Plumbing	7,982.50	11,952.00	-3,969.50	66.79%	50,377.50	94,820.00	-44,442.50	53.13%
4-2112 · Fiberglass-Woodwork	22,370.00	18,326.00	4,044.00	122.07%	144,649.79	138,977.00	5,672.79	104.08%
4-2113 · Mechanical	8,505.00	7,968.00	537.00	106.74%	191,321.87	114,628.00	76,693.87	166.91%
4-2114 · Rigging	472.50	1,594.00	-1,121.50	29.64%	27,723.75	19,996.00	7,727.75	138.65%
4-2120 · Unit Billed Services								
4-2121 · Haul Out/Launch	0.00	0.00	0.00	0.0%	119,723.30	110,209.00	9,514.30	108.63%
4-2122 · Other Unit Billed	0.00	0.00	0.00	0.0%	18,222.25	20,992.00	-2,769.75	86.81%
Total 4-2120 · Unit Billed Services	0.00	0.00	0.00	0.0%	137,945.55	131,201.00	6,744.55	105.14%
Total 4-2100 · Labor	39,330.00	39,840.00	-510.00	98.72%	552,018.46	499,622.00	52,396.46	110.49%
4-2200 · Materials	4,894.88	11,000.00	-6,105.12	44.5%	134,798.78	97,500.00	37,298.78	138.26%
4-2300 · Contract Services	3,725.00	0.00	3,725.00	100.0%	52,626.70	16,000.00	36,626.70	328.92%
4-2400 · Misc Charges	299.40	250.00	49.40	119.76%	20,444.20	19,750.00	694.20	103.52%
4-2500 · Credit/Refunds	0.00	-100.00	100.00	0.0%	0.00	-1,200.00	1,200.00	0.0%
Total 4-2000 · Service Dept Income	48,249.28	50,990.00	-2,740.72	94.63%	759,888.14	631,672.00	128,216.14	120.3%
4-3000 · Ship Store Income								
4-3100 · Store Sales								
4-3110 · Clothing	0.00	0.00	0.00	0.0%	2,663.57	3,000.00	-336.43	88.79%
4-3120 · Consumables	-5.21	0.00	-5.21	100.0%	1,632.73	1,350.00	282.73	120.94%
4-3130 · Marine Supplies	1,884.71	3,500.00	-1,615.29	53.85%	83,205.38	98,500.00	-15,294.62	84.47%
4-3140 · Personal Items	27.99	0.00	27.99	100.0%	3,219.69	4,200.00	-980.31	76.66%
4-3150 · Special Orders	1,496.25	250.00	1,246.25	598.5%	54,296.10	25,250.00	29,046.10	215.03%
Total 4-3100 · Store Sales	3,403.74	3,750.00	-346.26	90.77%	145,017.47	132,300.00	12,717.47	109.61%
4-3200 · Fuel Dock Sales								
4-3210 · Diesel	0.00	0.00	0.00	0.0%	11,718.09	12,000.00	-281.91	97.65%
4-3220 · Gasoline	0.00	0.00	0.00	0.0%	47,627.01	49,500.00	-1,872.99	96.22%
4-3230 · Pump Out	-9.48	0.00	-9.48	100.0%	1,194.49	2,130.00	-935.51	56.08%
Total 4-3200 · Fuel Dock Sales	-9.48	0.00	-9.48	100.0%	60,539.59	63,630.00	-3,090.41	95.14%
Total 4-3000 · Ship Store Income	3,394.26	3,750.00	-355.74	90.51%	205,557.06	195,930.00	9,627.06	104.91%
Total Income	54,083.72	55,240.00	-1,156.28	97.91%	1,258,903.92	1,069,102.00	189,801.92	117.75%
Cost of Goods Sold								
5-2000 · Service Dept COGS								
5-2100 · Labor								
5-2110 · Billable Hourly Labor								
5-2111 · Electrical-Plumbing	3,027.05	2,787.00	240.05	108.61%	11,698.41	18,560.00	-6,861.59	63.03%

Washburn Marina Washburn Marina Budget vs. Actual March 2022

BUDGET V ACTUAL								
	Mar 22	Budget	\$ Over Budget	% of Budget	Apr '21 - Mar 22	Budget	\$ Over Budget	% of Budget
5-2112 · Fiberglass-Woodworking	5,589.34	4,877.00	712.34	114.61%	39,438.31	41,300.00	-1,861.69	95.49%
5-2113 · Mechanical	4,398.98	3,019.00	1,379.98	145.71%	46,385.84	25,932.00	20,453.84	178.88%
5-2114 · Rigging	69.53	465.00	-395.47	14.95%	4,964.06	4,533.00	431.06	109.51%
Total 5-2110 · Billable Hourly Labor	13,084.90	11,148.00	1,936.90	117.37%	102,486.62	90,325.00	12,161.62	113.46%
5-2120 · Unit Billed Services								
5-2121 · Haul Out/Launch	0.00	0.00	0.00	0.0%	28,704.04	20,853.00	7,851.04	137.65%
5-2122 · Other	0.00	465.00	-465.00	0.0%	2,273.62	5,446.00	-3,172.38	41.75%
Total 5-2120 · Unit Billed Services	0.00	465.00	-465.00	0.0%	30,977.66	26,299.00	4,678.66	117.79%
Total 5-2100 · Labor	13,084.90	11,613.00	1,471.90	112.68%	133,464.28	116,624.00	16,840.28	114.44%
5-2200 · Subcontract Services	1,600.00	0.00	1,600.00	100.0%	46,482.06	14,400.00	32,082.06	322.79%
5-2300 · Materials	3,356.09	7,700.00	-4,343.91	43.59%	108,727.09	68,250.00	40,477.09	159.31%
Total 5-2000 · Service Dept COGS	18,040.99	19,313.00	-1,272.01	93.41%	288,673.43	199,274.00	89,399.43	144.86%
5-3000 · Ship Store COGS								
5-3100 · Store Sales								
5-3110 · Clothing	0.00	0.00	0.00	0.0%	1,742.20	2,400.00	-657.80	72.59%
5-3120 · Consumables	0.00	0.00	0.00	0.0%	1,428.20	1,013.00	415.20	140.99%
5-3130 · Marine Supplies	1,873.24	2,275.00	-401.76	82.34%	59,420.13	64,025.00	-4,604.87	92.81%
5-3140 · Personal Items	-82.98	0.00	-82.98	100.0%	1,420.64	3,192.00	-1,771.36	44.51%
5-3150 · Special Orders	1,129.39	175.00	954.39	645.37%	42,635.20	17,675.00	24,960.20	241.22%
Total 5-3100 · Store Sales	2,919.65	2,450.00	469.65	119.17%	106,646.37	88,305.00	18,341.37	120.77%
5-3200 · Fuel Dock Sales								
5-3210 · Diesel	97.58	0.00	97.58	100.0%	8,892.06	9,600.00	-707.94	92.63%
5-3220 · Gasoline	107.93	0.00	107.93	100.0%	36,479.08	39,600.00	-3,120.92	92.12%
Total 5-3200 · Fuel Dock Sales	205.51	0.00	205.51	100.0%	45,371.14	49,200.00	-3,828.86	92.22%
Total 5-3000 · Ship Store COGS	3,125.16	2,450.00	675.16	127.56%	152,017.51	137,505.00	14,512.51	110.55%
Total COGS	21,166.15	21,763.00	-596.85	97.26%	440,690.94	336,779.00	103,911.94	130.86%
Gross Profit	32,917.57	33,477.00	-559.43	98.33%	818,212.98	732,323.00	85,889.98	111.73%
Expense								
6-1000 · Facility Expenses								
6-1100 · Utilities								
6-1110 · Marina	479.71	500.00	-20.29	95.94%	10,068.45	9,725.00	343.45	103.53%
6-1120 · Buildings/Grounds	2,130.93	2,250.00	-119.07	94.71%	20,240.47	19,950.00	290.47	101.46%
Total 6-1100 · Utilities	2,610.64	2,750.00	-139.36	94.93%	30,308.92	29,675.00	633.92	102.14%
6-1200 · Maintenance & Supplies								
6-1210 · Marina	0.00	0.00	0.00	0.0%	3,623.72	3,100.00	523.72	116.89%
6-1220 · Buildings/Grounds	690.06	1,300.00	-609.94	53.08%	18,059.46	15,550.00	2,509.46	116.14%
Total 6-1200 · Maintenance & Supplies	690.06	1,300.00	-609.94	53.08%	21,683.18	18,650.00	3,033.18	116.26%
6-1300 · Contingent Expense	0.00	500.00	-500.00	0.0%	0.00	6,000.00	-6,000.00	0.0%
Total 6-1000 · Facility Expenses	3,300.70	4,550.00	-1,249.30	72.54%	51,992.10	54,325.00	-2,332.90	95.71%
6-2000 · Service Dept Expenses								
6-2100 · Non-Billable Wages & Taxes								
6-2110 · Non-Billable Salary & Wages								
6-2111 · Administrative	4,617.21	2,766.00	1,851.21	166.93%	33,418.77	33,300.00	118.77	100.36%

Washburn Marina
Washburn Marina Budget vs. Actual
March 2022

BUDGET V ACTUAL								
	Mar 22	Budget	\$ Over Budget	% of Budget	Apr '21 - Mar 22	Budget	\$ Over Budget	% of Budget
6-2112 · Warranty/Credit	749.70	395.00	354.70	189.8%	3,712.48	4,754.00	-1,041.52	78.09%
6-2113 · General Maintenance	1,156.10	790.00	366.10	146.34%	5,794.93	9,516.00	-3,721.07	60.9%
Total 6-2110 · Non-Billable Salary & Wages	6,523.01	3,951.00	2,572.01	165.1%	42,926.18	47,570.00	-4,643.82	90.24%
6-2120 · FICA/Medicare	1,546.39	1,665.00	-118.61	92.88%	14,503.99	14,430.00	73.99	100.51%
6-2130 · Unemployment Compensation	379.57	500.00	-120.43	75.91%	1,215.89	2,610.00	-1,394.11	46.59%
6-2140 · Workers Compensation	470.24	654.00	-183.76	71.9%	6,781.88	7,848.00	-1,066.12	86.42%
Total 6-2100 · Non-Billable Wages & Taxes	8,919.21	6,770.00	2,149.21	131.75%	65,427.94	72,458.00	-7,030.06	90.3%
6-2200 · Employee Benefits								
6-2210 · Holiday Pay	0.00	0.00	0.00	0.0%	4,643.08	3,912.00	731.08	118.69%
6-2220 · Personal Time Compensation	606.24	761.00	-154.76	79.66%	9,058.14	9,132.00	-73.86	99.19%
6-2230 · Health Insurance	2,210.76	1,040.00	1,170.76	212.57%	10,772.93	12,480.00	-1,707.07	86.32%
6-2240 · Retirement Plan	425.46	653.00	-227.54	65.16%	3,269.85	5,656.00	-2,386.15	57.81%
Total 6-2200 · Employee Benefits	3,242.46	2,454.00	788.46	132.13%	27,744.00	31,180.00	-3,436.00	88.98%
6-2310 · Education & Training	196.66	167.00	29.66	117.76%	3,077.02	4,404.00	-1,326.98	69.87%
6-2320 · Equipment Maintenance	333.28	525.00	-191.72	63.48%	4,868.42	6,490.00	-1,621.58	75.01%
6-2330 · Freight & Shipping	369.89	250.00	119.89	147.96%	3,112.95	3,000.00	112.95	103.77%
6-2340 · Hazardous Waste Removal	0.00	0.00	0.00	0.0%	929.30	850.00	79.30	109.33%
6-2350 · Small Tools	0.00	400.00	-400.00	0.0%	5,219.30	4,800.00	419.30	108.74%
6-2360 · Supplies	1,299.99	0.00	1,299.99	100.0%	-3,738.19	0.00	-3,738.19	100.0%
6-2370 · Travel/Lodging/Meals	0.00	0.00	0.00	0.0%	0.00	1,750.00	-1,750.00	0.0%
6-2380 · Uniforms	0.00	0.00	0.00	0.0%	869.23	1,125.00	-255.77	77.27%
6-2390 · Utilities	99.99	95.00	4.99	105.25%	1,291.49	1,146.00	145.49	112.7%
6-2400 · Warranty Parts	138.44	150.00	-11.56	92.29%	918.97	1,800.00	-881.03	51.05%
Total 6-2000 · Service Dept Expenses	14,599.92	10,811.00	3,788.92	135.05%	109,720.43	129,003.00	-19,282.57	85.05%
6-3000 · Ship Store Expenses								
6-3100 · Wages & Taxes								
6-3110 · Regular & OT Wages	2,971.98	3,135.00	-163.02	94.8%	33,974.81	41,580.00	-7,605.19	81.71%
6-3120 · FICA/Medicare	227.36	272.00	-44.64	83.59%	2,783.17	3,670.00	-886.83	75.84%
6-3130 · Unemployment Compensation	55.56	75.00	-19.44	74.08%	216.29	645.00	-428.71	33.53%
6-3140 · Workers Compensation	69.14	316.00	-246.86	21.88%	1,382.07	3,792.00	-2,409.93	36.45%
Total 6-3100 · Wages & Taxes	3,324.04	3,798.00	-473.96	87.52%	38,356.34	49,687.00	-11,330.66	77.2%
6-3200 · Employee Benefits								
6-3210 · Holiday Pay	0.00	0.00	0.00	0.0%	1,045.40	1,398.00	-352.60	74.78%
6-3220 · Personal Time Compensation	0.00	417.00	-417.00	0.0%	1,620.00	5,004.00	-3,384.00	32.37%
6-3230 · Health Insurance	4.70	300.00	-295.30	1.57%	56.40	3,600.00	-3,543.60	1.57%
6-3240 · Retirement Plan	0.00	239.00	-239.00	0.0%	828.79	2,068.00	-1,239.21	40.08%
Total 6-3200 · Employee Benefits	4.70	956.00	-951.30	0.49%	3,550.59	12,070.00	-8,519.41	29.42%
6-3300 · Education & Training	0.00	0.00	0.00	0.0%	66.95	250.00	-183.05	26.78%
6-3310 · Equipment/Maintenance	0.00	25.00	-25.00	0.0%	1,786.32	275.00	1,511.32	649.57%
6-3320 · Freight/Shipping	45.22	100.00	-54.78	45.22%	1,712.78	1,805.00	-92.22	94.89%
6-3330 · Supplies	-15.67	100.00	-115.67	-15.67%	723.55	700.00	23.55	103.36%
6-3340 · Travel/Lodging/Meals	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
6-3350 · Uniforms	318.00	0.00	318.00	100.0%	557.25	600.00	-42.75	92.88%

Washburn Marina Washburn Marina Budget vs. Actual March 2022

BUDGET V ACTUAL								
	Mar 22	Budget	\$ Over Budget	% of Budget	Apr '21 - Mar 22	Budget	\$ Over Budget	% of Budget
6-3360 · Utilities	99.99	91.00	8.99	109.88%	1,291.46	1,106.00	185.46	116.77%
6-3370 · Over/Under	0.00	0.00	0.00	0.0%	87.42	0.00	87.42	100.0%
Total 6-3000 · Ship Store Expenses	3,776.28	5,070.00	-1,293.72	74.48%	48,132.66	66,493.00	-18,360.34	72.39%
6-4000 · General Expenses								
6-4100 · Wages & Taxes								
6-4110 · Administration Wages	15,487.88	14,383.00	1,104.88	107.68%	125,619.66	122,600.00	3,019.66	102.46%
6-4120 · Repair/Maintenance Wages	3,248.80	4,343.00	-1,094.20	74.81%	39,575.76	40,001.00	-425.24	98.94%
6-4130 · FICA/Medicare	1,447.58	1,466.00	-18.42	98.74%	13,258.16	13,042.00	216.16	101.66%
6-4140 · Unemployment Compensation	355.61	246.00	109.61	144.56%	1,266.75	2,011.00	-744.25	62.99%
6-4150 · Workers Compensation	579.52	365.00	214.52	158.77%	6,059.04	4,446.00	1,613.04	136.28%
Total 6-4100 · Wages & Taxes	21,119.39	20,803.00	316.39	101.52%	185,779.37	182,100.00	3,679.37	102.02%
6-4200 · Employee Benefits								
6-4210 · Holiday Pay	0.00	0.00	0.00	0.0%	1,717.40	1,326.00	391.40	129.52%
6-4220 · Personal Time Compensation	186.00	218.00	-32.00	85.32%	3,210.03	2,616.00	594.03	122.71%
6-4230 · Health Insurance	1,440.99	1,630.00	-189.01	88.4%	16,262.49	19,560.00	-3,297.51	83.14%
6-4240 · Retirement Plan	497.22	575.00	-77.78	86.47%	4,138.85	4,730.00	-591.15	87.5%
Total 6-4200 · Employee Benefits	2,124.21	2,423.00	-298.79	87.67%	25,328.77	28,232.00	-2,903.23	89.72%
6-4300 · Advertising & Marketing	-8.57	115.00	-123.57	-7.45%	11,081.03	8,985.00	2,096.03	123.33%
6-4310 · Contract Services	36.24	38.00	-1.76	95.37%	475.73	456.00	19.73	104.33%
6-4320 · Donations	50.00	0.00	50.00	100.0%	1,450.00	1,400.00	50.00	103.57%
6-4330 · Education & Training	400.61	167.00	233.61	239.89%	2,261.86	2,637.00	-375.14	85.77%
6-4340 · Equipmt/Furnish/Sm Tools/Maint	67.47	25.00	42.47	269.88%	346.88	250.00	96.88	138.75%
6-4350 · Insurance	1,864.94	1,750.00	114.94	106.57%	20,880.32	19,800.00	1,080.32	105.46%
6-4370 · License/Permit/Fee/Dues/Subscr	188.85	100.00	88.85	188.85%	3,406.50	3,325.00	81.50	102.45%
6-4380 · Office Supplies/Postage	558.65	175.00	383.65	319.23%	2,568.84	2,100.00	468.84	122.33%
6-4390 · Professional Services	800.00	100.00	700.00	800.0%	4,316.38	5,250.00	-933.62	82.22%
6-4400 · Service Charges	2,312.15	1,000.00	1,312.15	231.22%	24,054.05	19,100.00	4,954.05	125.94%
6-4410 · Supplies	36.98	100.00	-63.02	36.98%	535.97	1,200.00	-664.03	44.66%
6-4420 · Travel/Lodging/Miles	60.00	100.00	-40.00	60.0%	349.27	2,600.00	-2,250.73	13.43%
6-4430 · Uniforms	0.00	0.00	0.00	0.0%	163.44	350.00	-186.56	46.7%
6-4440 · Utilities	264.94	277.00	-12.06	95.65%	3,289.43	3,324.00	-34.57	98.96%
6-4450 · Misc Expenses	325.34	100.00	225.34	325.34%	2,020.90	1,200.00	820.90	168.41%
6-4460 · Purchases Discount	-23.77	-50.00	26.23	47.54%	-438.93	-600.00	161.07	73.16%
Total 6-4000 · General Expenses	30,177.43	27,223.00	2,954.43	110.85%	287,869.81	281,709.00	6,160.81	102.19%
Total Expense	51,854.33	47,654.00	4,200.33	108.81%	497,715.00	531,530.00	-33,815.00	93.64%
Net Ordinary Income	-18,936.76	-14,177.00	-4,759.76	133.57%	320,497.98	200,793.00	119,704.98	159.62%
Net Income	-18,936.76	-14,177.00	-4,759.76	133.57%	320,497.98	200,793.00	119,704.98	159.62%

Washburn Marina Facilities Budget vs. Actual March 2022

BUDGET V ACTUAL					Apr '21 -			
	Mar 22	Budget	\$ Over Budget	% of Budget	Mar 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense								
Income								
4-1000 · Facility Income								
4-1100 · In-Season	75.00	0.00	75.00	100.0%	157,586.37	134,500.00	23,086.37	117.17%
4-1200 · Off-Season	2,325.00	0.00	2,325.00	100.0%	127,516.20	101,000.00	26,516.20	126.25%
4-1300 · Maintenance Fees	0.00	0.00	0.00	0.0%	140,234.80	140,235.00	-0.20	100.0%
4-1400 · Misc Services	40.18	500.00	-459.82	8.04%	8,356.15	6,000.00	2,356.15	139.27%
Total 4-1000 · Facility Income	2,440.18	500.00	1,940.18	488.04%	433,693.52	381,735.00	51,958.52	113.61%
Total Income	2,440.18	500.00	1,940.18	488.04%	433,693.52	381,735.00	51,958.52	113.61%
Gross Profit	2,440.18	500.00	1,940.18	488.04%	433,693.52	381,735.00	51,958.52	113.61%
Expense								
6-1000 · Facility Expenses								
6-1100 · Utilities								
6-1110 · Marina	479.71	500.00	-20.29	95.94%	10,068.45	9,725.00	343.45	103.53%
6-1120 · Buildings/Grounds	2,130.93	2,250.00	-119.07	94.71%	20,240.47	19,950.00	290.47	101.46%
Total 6-1100 · Utilities	2,610.64	2,750.00	-139.36	94.93%	30,308.92	29,675.00	633.92	102.14%
6-1200 · Maintenance & Supplies								
6-1210 · Marina	0.00	0.00	0.00	0.0%	3,623.72	3,100.00	523.72	116.89%
6-1220 · Buildings/Grounds	690.06	1,300.00	-609.94	53.08%	18,059.46	15,550.00	2,509.46	116.14%
Total 6-1200 · Maintenance & Supplies	690.06	1,300.00	-609.94	53.08%	21,683.18	18,650.00	3,033.18	116.26%
6-1300 · Contingent Expense	0.00	500.00	-500.00	0.0%	0.00	6,000.00	-6,000.00	0.0%
Total 6-1000 · Facility Expenses	3,300.70	4,550.00	-1,249.30	72.54%	51,992.10	54,325.00	-2,332.90	95.71%
Total Expense	3,300.70	4,550.00	-1,249.30	72.54%	51,992.10	54,325.00	-2,332.90	95.71%
Net Ordinary Income	-860.52	-4,050.00	3,189.48	21.25%	381,701.42	327,410.00	54,291.42	116.58%
Net Income	-860.52	-4,050.00	3,189.48	21.25%	381,701.42	327,410.00	54,291.42	116.58%
PREVIOUS YEAR COMPARISON								
	Mar 22	Mar 21	\$ Change	% Change	Apr '21 - Mar 22	Apr '20 - Mar 21	\$ Change	% Change
Ordinary Income/Expense								
Income								
4-1000 · Facility Income	2,440.18	2,894.68	-454.50	-15.7%	433,693.52	402,964.12	30,729.40	7.63%
Total Income	2,440.18	2,894.68	-454.50	-15.7%	433,693.52	402,964.12	30,729.40	7.63%
Gross Profit	2,440.18	2,894.68	-454.50	-15.7%	433,693.52	402,964.12	30,729.40	7.63%
Expense								
6-1000 · Facility Expenses	3,300.70	4,285.16	-984.46	-22.97%	51,992.10	47,618.26	4,373.84	9.19%
Total Expense	3,300.70	4,285.16	-984.46	-22.97%	51,992.10	47,618.26	4,373.84	9.19%
Net Ordinary Income	-860.52	-1,390.48	529.96	38.11%	381,701.42	355,345.86	26,355.56	7.42%
Net Income	-860.52	-1,390.48	529.96	38.11%	381,701.42	355,345.86	26,355.56	7.42%

Washburn Marina Service Department Budget vs. Actual March 2022

BUDGET V ACTUAL					Apr '21 -			
	Mar 22	Budget	\$ Over Budget	% of Budget	Mar 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense								
Income								
4-2000 · Service Dept Income								
4-2100 · Labor								
4-2111 · Electrical-Plumbing	7,982.50	11,952.00	-3,969.50	66.79%	50,377.50	94,820.00	-44,442.50	53.13%
4-2112 · Fiberglass-Woodwork	22,370.00	18,326.00	4,044.00	122.07%	144,649.79	138,977.00	5,672.79	104.08%
4-2113 · Mechanical	8,505.00	7,968.00	537.00	106.74%	191,321.87	114,628.00	76,693.87	166.91%
4-2114 · Rigging	472.50	1,594.00	-1,121.50	29.64%	27,723.75	19,996.00	7,727.75	138.65%
4-2120 · Unit Billed Services								
4-2121 · Haul Out/Launch	0.00	0.00	0.00	0.0%	119,723.30	110,209.00	9,514.30	108.63%
4-2122 · Other Unit Billed	0.00	0.00	0.00	0.0%	18,222.25	20,992.00	-2,769.75	86.81%
Total 4-2120 · Unit Billed Services	0.00	0.00	0.00	0.0%	137,945.55	131,201.00	6,744.55	105.14%
Total 4-2100 · Labor	39,330.00	39,840.00	-510.00	98.72%	552,018.46	499,622.00	52,396.46	110.49%
4-2200 · Materials	4,894.88	11,000.00	-6,105.12	44.5%	134,798.78	97,500.00	37,298.78	138.26%
4-2300 · Contract Services	3,725.00	0.00	3,725.00	100.0%	52,626.70	16,000.00	36,626.70	328.92%
4-2400 · Misc Charges	299.40	250.00	49.40	119.76%	20,444.20	19,750.00	694.20	103.52%
4-2500 · Credit/Refunds	0.00	-100.00	100.00	0.0%	0.00	-1,200.00	1,200.00	0.0%
Total 4-2000 · Service Dept Income	48,249.28	50,990.00	-2,740.72	94.63%	759,888.14	631,672.00	128,216.14	120.3%
Total Income	48,249.28	50,990.00	-2,740.72	94.63%	759,888.14	631,672.00	128,216.14	120.3%
Cost of Goods Sold								
5-2000 · Service Dept COGS								
5-2100 · Labor								
5-2110 · Billable Hourly Labor								
5-2111 · Electrical-Plumbing	3,027.05	2,787.00	240.05	108.61%	11,698.41	18,560.00	-6,861.59	63.03%
5-2112 · Fiberglass-Woodworking	5,589.34	4,877.00	712.34	114.61%	39,438.31	41,300.00	-1,861.69	95.49%
5-2113 · Mechanical	4,398.98	3,019.00	1,379.98	145.71%	46,385.84	25,932.00	20,453.84	178.88%
5-2114 · Rigging	69.53	465.00	-395.47	14.95%	4,964.06	4,533.00	431.06	109.51%
Total 5-2110 · Billable Hourly Labor	13,084.90	11,148.00	1,936.90	117.37%	102,486.62	90,325.00	12,161.62	113.46%
5-2120 · Unit Billed Services								
5-2121 · Haul Out/Launch	0.00	0.00	0.00	0.0%	28,704.04	20,853.00	7,851.04	137.65%
5-2122 · Other	0.00	465.00	-465.00	0.0%	2,273.62	5,446.00	-3,172.38	41.75%
Total 5-2120 · Unit Billed Services	0.00	465.00	-465.00	0.0%	30,977.66	26,299.00	4,678.66	117.79%
Total 5-2100 · Labor	13,084.90	11,613.00	1,471.90	112.68%	133,464.28	116,624.00	16,840.28	114.44%
5-2200 · Subcontract Services	1,600.00	0.00	1,600.00	100.0%	46,482.06	14,400.00	32,082.06	322.79%
5-2300 · Materials	3,356.09	7,700.00	-4,343.91	43.59%	108,727.09	68,250.00	40,477.09	159.31%
Total 5-2000 · Service Dept COGS	18,040.99	19,313.00	-1,272.01	93.41%	288,673.43	199,274.00	89,399.43	144.86%
Total COGS	18,040.99	19,313.00	-1,272.01	93.41%	288,673.43	199,274.00	89,399.43	144.86%
Gross Profit	30,208.29	31,677.00	-1,468.71	95.36%	471,214.71	432,398.00	38,816.71	108.98%
Expense								
6-2000 · Service Dept Expenses								
6-2100 · Non-Billable Wages & Taxes								
6-2110 · Non-Billable Salary & Wages								
6-2111 · Administrative	4,617.21	2,766.00	1,851.21	166.93%	33,418.77	33,300.00	118.77	100.36%

Washburn Marina
Service Department Budget vs. Actual
March 2022

BUDGET V ACTUAL					Apr '21 -			
	Mar 22	Budget	\$ Over Budget	% of Budget	Mar 22	Budget	\$ Over Budget	% of Budget
6-2112 · Warranty/Credit	749.70	395.00	354.70	189.8%	3,712.48	4,754.00	-1,041.52	78.09%
6-2113 · General Maintenance	1,156.10	790.00	366.10	146.34%	5,794.93	9,516.00	-3,721.07	60.9%
Total 6-2110 · Non-Billable Salary & Wages	6,523.01	3,951.00	2,572.01	165.1%	42,926.18	47,570.00	-4,643.82	90.24%
6-2120 · FICA/Medicare	1,546.39	1,665.00	-118.61	92.88%	14,503.99	14,430.00	73.99	100.51%
6-2130 · Unemployment Compensation	379.57	500.00	-120.43	75.91%	1,215.89	2,610.00	-1,394.11	46.59%
6-2140 · Workers Compensation	470.24	654.00	-183.76	71.9%	6,781.88	7,848.00	-1,066.12	86.42%
Total 6-2100 · Non-Billable Wages & Taxes	8,919.21	6,770.00	2,149.21	131.75%	65,427.94	72,458.00	-7,030.06	90.3%
6-2200 · Employee Benefits								
6-2210 · Holiday Pay	0.00	0.00	0.00	0.0%	4,643.08	3,912.00	731.08	118.69%
6-2220 · Personal Time Compensation	606.24	761.00	-154.76	79.66%	9,058.14	9,132.00	-73.86	99.19%
6-2230 · Health Insurance	2,210.76	1,040.00	1,170.76	212.57%	10,772.93	12,480.00	-1,707.07	86.32%
6-2240 · Retirement Plan	425.46	653.00	-227.54	65.16%	3,269.85	5,656.00	-2,386.15	57.81%
Total 6-2200 · Employee Benefits	3,242.46	2,454.00	788.46	132.13%	27,744.00	31,180.00	-3,436.00	88.98%
6-2310 · Education & Training	196.66	167.00	29.66	117.76%	3,077.02	4,404.00	-1,326.98	69.87%
6-2320 · Equipment Maintenance	333.28	525.00	-191.72	63.48%	4,868.42	6,490.00	-1,621.58	75.01%
6-2330 · Freight & Shipping	369.89	250.00	119.89	147.96%	3,112.95	3,000.00	112.95	103.77%
6-2340 · Hazardous Waste Removal	0.00	0.00	0.00	0.0%	929.30	850.00	79.30	109.33%
6-2350 · Small Tools	0.00	400.00	-400.00	0.0%	5,219.30	4,800.00	419.30	108.74%
6-2360 · Supplies	1,299.99	0.00	1,299.99	100.0%	-3,738.19	0.00	-3,738.19	100.0%
6-2370 · Travel/Lodging/Meals	0.00	0.00	0.00	0.0%	0.00	1,750.00	-1,750.00	0.0%
6-2380 · Uniforms	0.00	0.00	0.00	0.0%	869.23	1,125.00	-255.77	77.27%
6-2390 · Utilities	99.99	95.00	4.99	105.25%	1,291.49	1,146.00	145.49	112.7%
6-2400 · Warranty Parts	138.44	150.00	-11.56	92.29%	918.97	1,800.00	-881.03	51.05%
Total 6-2000 · Service Dept Expenses	14,599.92	10,811.00	3,788.92	135.05%	109,720.43	129,003.00	-19,282.57	85.05%
Total Expense	14,599.92	10,811.00	3,788.92	135.05%	109,720.43	129,003.00	-19,282.57	85.05%
Net Ordinary Income	15,608.37	20,866.00	-5,257.63	74.8%	361,494.28	303,395.00	58,099.28	119.15%
Net Income	15,608.37	20,866.00	-5,257.63	74.8%	361,494.28	303,395.00	58,099.28	119.15%

PREVIOUS YEAR COMPARISON					Apr '21 -			
	Mar 22	Mar 21	\$ Change	% Change	Mar 22	Mar 21	\$ Change	% Change
Ordinary Income/Expense								
Income								
4-2000 · Service Dept Income	48,249.28	40,561.30	7,687.98	18.95%	759,888.14	597,957.60	161,930.54	27.08%
Total Income	48,249.28	40,561.30	7,687.98	18.95%	759,888.14	597,957.60	161,930.54	27.08%
Cost of Goods Sold								
5-2000 · Service Dept COGS	18,040.99	23,083.72	-5,042.73	-21.85%	288,673.43	261,737.45	26,935.98	10.29%
Total COGS	18,040.99	23,083.72	-5,042.73	-21.85%	288,673.43	261,737.45	26,935.98	10.29%
Gross Profit	30,208.29	17,477.58	12,730.71	72.84%	471,214.71	336,220.15	134,994.56	40.15%
Expense								
6-2000 · Service Dept Expenses	14,599.92	10,507.67	4,092.25	38.95%	109,720.43	97,013.22	12,707.21	13.1%
Total Expense	14,599.92	10,507.67	4,092.25	38.95%	109,720.43	97,013.22	12,707.21	13.1%
Net Ordinary Income	15,608.37	6,969.91	8,638.46	123.94%	361,494.28	239,206.93	122,287.35	51.12%
Net Income	15,608.37	6,969.91	8,638.46	123.94%	361,494.28	239,206.93	122,287.35	51.12%

Washburn Marina Ship Store Budget vs. Actual March 2022

BUDGET V ACTUAL					Apr '21 -			
	Mar 22	Budget	\$ Over Budget	% of Budget	Mar 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense								
Income								
4-3000 · Ship Store Income								
4-3100 · Store Sales								
4-3110 · Clothing	0.00	0.00	0.00	0.0%	2,663.57	3,000.00	-336.43	88.79%
4-3120 · Consumables	-5.21	0.00	-5.21	100.0%	1,632.73	1,350.00	282.73	120.94%
4-3130 · Marine Supplies	1,884.71	3,500.00	-1,615.29	53.85%	83,205.38	98,500.00	-15,294.62	84.47%
4-3140 · Personal Items	27.99	0.00	27.99	100.0%	3,219.69	4,200.00	-980.31	76.66%
4-3150 · Special Orders	1,496.25	250.00	1,246.25	598.5%	54,296.10	25,250.00	29,046.10	215.03%
Total 4-3100 · Store Sales	3,403.74	3,750.00	-346.26	90.77%	145,017.47	132,300.00	12,717.47	109.61%
4-3200 · Fuel Dock Sales								
4-3210 · Diesel	0.00	0.00	0.00	0.0%	11,718.09	12,000.00	-281.91	97.65%
4-3220 · Gasoline	0.00	0.00	0.00	0.0%	47,627.01	49,500.00	-1,872.99	96.22%
4-3230 · Pump Out	-9.48	0.00	-9.48	100.0%	1,194.49	2,130.00	-935.51	56.08%
Total 4-3200 · Fuel Dock Sales	-9.48	0.00	-9.48	100.0%	60,539.59	63,630.00	-3,090.41	95.14%
Total 4-3000 · Ship Store Income	3,394.26	3,750.00	-355.74	90.51%	205,557.06	195,930.00	9,627.06	104.91%
Total Income	3,394.26	3,750.00	-355.74	90.51%	205,557.06	195,930.00	9,627.06	104.91%
Cost of Goods Sold								
5-3000 · Ship Store COGS								
5-3100 · Store Sales								
5-3110 · Clothing	0.00	0.00	0.00	0.0%	1,742.20	2,400.00	-657.80	72.59%
5-3120 · Consumables	0.00	0.00	0.00	0.0%	1,428.20	1,013.00	415.20	140.99%
5-3130 · Marine Supplies	1,873.24	2,275.00	-401.76	82.34%	59,420.13	64,025.00	-4,604.87	92.81%
5-3140 · Personal Items	-82.98	0.00	-82.98	100.0%	1,420.64	3,192.00	-1,771.36	44.51%
5-3150 · Special Orders	1,129.39	175.00	954.39	645.37%	42,635.20	17,675.00	24,960.20	241.22%
Total 5-3100 · Store Sales	2,919.65	2,450.00	469.65	119.17%	106,646.37	88,305.00	18,341.37	120.77%
5-3200 · Fuel Dock Sales								
5-3210 · Diesel	97.58	0.00	97.58	100.0%	8,892.06	9,600.00	-707.94	92.63%
5-3220 · Gasoline	107.93	0.00	107.93	100.0%	36,479.08	39,600.00	-3,120.92	92.12%
Total 5-3200 · Fuel Dock Sales	205.51	0.00	205.51	100.0%	45,371.14	49,200.00	-3,828.86	92.22%
Total 5-3000 · Ship Store COGS	3,125.16	2,450.00	675.16	127.56%	152,017.51	137,505.00	14,512.51	110.55%
Total COGS	3,125.16	2,450.00	675.16	127.56%	152,017.51	137,505.00	14,512.51	110.55%
Gross Profit	269.10	1,300.00	-1,030.90	20.7%	53,539.55	58,425.00	-4,885.45	91.64%
Expense								
6-3000 · Ship Store Expenses								
6-3100 · Wages & Taxes								
6-3110 · Regular & OT Wages	2,971.98	3,135.00	-163.02	94.8%	33,974.81	41,580.00	-7,605.19	81.71%
6-3120 · FICA/Medicare	227.36	272.00	-44.64	83.59%	2,783.17	3,670.00	-886.83	75.84%
6-3130 · Unemployment Compensation	55.56	75.00	-19.44	74.08%	216.29	645.00	-428.71	33.53%
6-3140 · Workers Compensation	69.14	316.00	-246.86	21.88%	1,382.07	3,792.00	-2,409.93	36.45%
Total 6-3100 · Wages & Taxes	3,324.04	3,798.00	-473.96	87.52%	38,356.34	49,687.00	-11,330.66	77.2%
6-3200 · Employee Benefits								
6-3210 · Holiday Pay	0.00	0.00	0.00	0.0%	1,045.40	1,398.00	-352.60	74.78%

Washburn Marina Ship Store Budget vs. Actual March 2022

BUDGET V ACTUAL

	Mar 22	Budget	\$ Over Budget	% of Budget	Apr '21 - Mar 22	Budget	\$ Over Budget	% of Budget
6-3220 · Personal Time Compensation	0.00	417.00	-417.00	0.0%	1,620.00	5,004.00	-3,384.00	32.37%
6-3230 · Health Insurance	4.70	300.00	-295.30	1.57%	56.40	3,600.00	-3,543.60	1.57%
6-3240 · Retirement Plan	0.00	239.00	-239.00	0.0%	828.79	2,068.00	-1,239.21	40.08%
Total 6-3200 · Employee Benefits	4.70	956.00	-951.30	0.49%	3,550.59	12,070.00	-8,519.41	29.42%
6-3300 · Education & Training	0.00	0.00	0.00	0.0%	66.95	250.00	-183.05	26.78%
6-3310 · Equipment/Maintenance	0.00	25.00	-25.00	0.0%	1,786.32	275.00	1,511.32	649.57%
6-3320 · Freight/Shipping	45.22	100.00	-54.78	45.22%	1,712.78	1,805.00	-92.22	94.89%
6-3330 · Supplies	-15.67	100.00	-115.67	-15.67%	723.55	700.00	23.55	103.36%
6-3340 · Travel/Lodging/Meals	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
6-3350 · Uniforms	318.00	0.00	318.00	100.0%	557.25	600.00	-42.75	92.88%
6-3360 · Utilities	99.99	91.00	8.99	109.88%	1,291.46	1,106.00	185.46	116.77%
6-3370 · Over/Under	0.00	0.00	0.00	0.0%	87.42	0.00	87.42	100.0%
Total 6-3000 · Ship Store Expenses	3,776.28	5,070.00	-1,293.72	74.48%	48,132.66	66,493.00	-18,360.34	72.39%
Total Expense	3,776.28	5,070.00	-1,293.72	74.48%	48,132.66	66,493.00	-18,360.34	72.39%
Net Ordinary Income	-3,507.18	-3,770.00	262.82	93.03%	5,406.89	-8,068.00	13,474.89	-67.02%
Net Income	-3,507.18	-3,770.00	262.82	93.03%	5,406.89	-8,068.00	13,474.89	-67.02%

PREVIOUS YEAR COMPARISON

	Mar 22	Mar 21	\$ Change	% Change	Apr '21 - Mar 22	Apr '20 - Mar 21	\$ Change	% Change
Ordinary Income/Expense								
Income								
4-3000 · Ship Store Income	3,394.26	10,140.10	-6,745.84	-66.53%	205,557.06	164,645.31	40,911.75	24.85%
Total Income	3,394.26	10,140.10	-6,745.84	-66.53%	205,557.06	164,645.31	40,911.75	24.85%
Cost of Goods Sold								
5-3000 · Ship Store COGS	3,125.16	6,494.29	-3,369.13	-51.88%	152,017.51	110,540.81	41,476.70	37.52%
Total COGS	3,125.16	6,494.29	-3,369.13	-51.88%	152,017.51	110,540.81	41,476.70	37.52%
Gross Profit	269.10	3,645.81	-3,376.71	-92.62%	53,539.55	54,104.50	-564.95	-1.04%
Expense								
6-3000 · Ship Store Expenses	3,776.28	1,847.44	1,928.84	104.41%	48,132.66	55,923.57	-7,790.91	-13.93%
Total Expense	3,776.28	1,847.44	1,928.84	104.41%	48,132.66	55,923.57	-7,790.91	-13.93%
Net Ordinary Income	-3,507.18	1,798.37	-5,305.55	-295.02%	5,406.89	-1,819.07	7,225.96	397.23%
Net Income	-3,507.18	1,798.37	-5,305.55	-295.02%	5,406.89	-1,819.07	7,225.96	397.23%

Washburn Marina General Expenses Budget vs. Actual March 2022

BUDGET V ACTUAL					Apr '21 - Mar			
	Mar 22	Budget	\$ Over Budget	% of Budget	22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense								
Expense								
6-4000 · General Expenses								
6-4100 · Wages & Taxes								
6-4110 · Administration Wages	15,487.88	14,383.00	1,104.88	107.68%	125,619.66	122,600.00	3,019.66	102.46%
6-4120 · Repair/Maintenance Wages	3,248.80	4,343.00	-1,094.20	74.81%	39,575.76	40,001.00	-425.24	98.94%
6-4130 · FICA/Medicare	1,447.58	1,466.00	-18.42	98.74%	13,258.16	13,042.00	216.16	101.66%
6-4140 · Unemployment Compensation	355.61	246.00	109.61	144.56%	1,266.75	2,011.00	-744.25	62.99%
6-4150 · Workers Compensation	579.52	365.00	214.52	158.77%	6,059.04	4,446.00	1,613.04	136.28%
Total 6-4100 · Wages & Taxes	21,119.39	20,803.00	316.39	101.52%	185,779.37	182,100.00	3,679.37	102.02%
6-4200 · Employee Benefits								
6-4210 · Holiday Pay	0.00	0.00	0.00	0.0%	1,717.40	1,326.00	391.40	129.52%
6-4220 · Personal Time Compensation	186.00	218.00	-32.00	85.32%	3,210.03	2,616.00	594.03	122.71%
6-4230 · Health Insurance	1,440.99	1,630.00	-189.01	88.4%	16,262.49	19,560.00	-3,297.51	83.14%
6-4240 · Retirement Plan	497.22	575.00	-77.78	86.47%	4,138.85	4,730.00	-591.15	87.5%
Total 6-4200 · Employee Benefits	2,124.21	2,423.00	-298.79	87.67%	25,328.77	28,232.00	-2,903.23	89.72%
6-4300 · Advertising & Marketing	-8.57	115.00	-123.57	-7.45%	11,081.03	8,985.00	2,096.03	123.33%
6-4310 · Contract Services	36.24	38.00	-1.76	95.37%	475.73	456.00	19.73	104.33%
6-4320 · Donations	50.00	0.00	50.00	100.0%	1,450.00	1,400.00	50.00	103.57%
6-4330 · Education & Training	400.61	167.00	233.61	239.89%	2,261.86	2,637.00	-375.14	85.77%
6-4340 · Equipmt/Furnish/Sm Tools/Maint	67.47	25.00	42.47	269.88%	346.88	250.00	96.88	138.75%
6-4350 · Insurance	1,864.94	1,750.00	114.94	106.57%	20,880.32	19,800.00	1,080.32	105.46%
6-4370 · License/Permit/Fee/Dues/Subscr	188.85	100.00	88.85	188.85%	3,406.50	3,325.00	81.50	102.45%
6-4380 · Office Supplies/Postage	558.65	175.00	383.65	319.23%	2,568.84	2,100.00	468.84	122.33%
6-4390 · Professional Services	800.00	100.00	700.00	800.0%	4,316.38	5,250.00	-933.62	82.22%
6-4400 · Service Charges	2,312.15	1,000.00	1,312.15	231.22%	24,054.05	19,100.00	4,954.05	125.94%
6-4410 · Supplies	36.98	100.00	-63.02	36.98%	535.97	1,200.00	-664.03	44.66%
6-4420 · Travel/Lodging/Miles	60.00	100.00	-40.00	60.0%	349.27	2,600.00	-2,250.73	13.43%
6-4430 · Uniforms	0.00	0.00	0.00	0.0%	163.44	350.00	-186.56	46.7%
6-4440 · Utilities	264.94	277.00	-12.06	95.65%	3,289.43	3,324.00	-34.57	98.96%
6-4450 · Misc Expenses	325.34	100.00	225.34	325.34%	2,020.90	1,200.00	820.90	168.41%
6-4460 · Purchases Discount	-23.77	-50.00	26.23	47.54%	-438.93	-600.00	161.07	73.16%
Total 6-4000 · General Expenses	30,177.43	27,223.00	2,954.43	110.85%	287,869.81	281,709.00	6,160.81	102.19%
Total Expense	30,177.43	27,223.00	2,954.43	110.85%	287,869.81	281,709.00	6,160.81	102.19%
Net Ordinary Income	-30,177.43	-27,223.00	-2,954.43	110.85%	-287,869.81	-281,709.00	-6,160.81	102.19%
Net Income	-30,177.43	-27,223.00	-2,954.43	110.85%	-287,869.81	-281,709.00	-6,160.81	102.19%

PREVIOUS YEAR COMPARISON					Apr '21 - Mar			
	Mar 22	Mar 21	\$ Change	% Change	22	21	\$ Change	% Change
Ordinary Income/Expense								
Expense								
6-4000 · General Expenses	30,177.43	29,221.66	955.77	3.27%	287,869.81	268,728.02	19,141.79	7.12%
Total Expense	30,177.43	29,221.66	955.77	3.27%	287,869.81	268,728.02	19,141.79	7.12%
Net Ordinary Income	-30,177.43	-29,221.66	-955.77	-3.27%	-287,869.81	-268,728.02	-19,141.79	-7.12%
Net Income	-30,177.43	-29,221.66	-955.77	-3.27%	-287,869.81	-268,728.02	-19,141.79	-7.12%

Washburn Marina Revenue - Draw Report March 2022

	Mar 22	Apr '21 - Mar 22
9-1100 · Draws from City	-77,342.92	-1,097,891.32
9-2100 · Revenues Paid to City	94,259.81	1,542,102.92
	<u>16,916.89</u>	<u>444,211.60</u>
Revenues Paid to City Detail		
Operating Revenue		1,401,867.92
Maintenance Fees-2021		140,235.00
Total		<u>1,542,102.92</u>

Scott Kluver

From: Michelle Shrider <michelle@washburnmarina.com>
Sent: Wednesday, May 4, 2022 10:17 AM
To: Scott Kluver; 'Carl Broberg'
Subject: FW: Floats - pricing and availability

Greetings:

Below is the current float pricing. 20 week delivery.

Sincerely,
Michelle Shrider, CMM
Washburn Marina, Gen'l Mgr.
Marina Management, Inc. Pres.
1 Marina Drive
Washburn, WI 54891
715-373-5050
www.washburnmarina.com

[Live Webcam at the Marina - Click Here](#)
[Join us on Facebook](#)

From: Mark Coy <markc@denhartogindustries.com>
Sent: Tuesday, May 3, 2022 1:27 PM
To: 'Michelle Shrider' <michelle@washburnmarina.com>
Subject: RE: Floats - pricing and availability

Hello Michelle:

Thank you for your request for an ACE float price quote!

Please see the following ACE Float Price Quote you requested:

<u>Quantity</u>	<u>Model</u>			
<u>Number</u>	<u>Size</u>	<u>Buoyancy</u>	<u>Price</u>	<u>Extended Price</u>
12	FF3648-20	3' x 4' x		
20"	1088lbs.	\$185.52/ea.	\$2,226.24	
Freight.....			
.....\$350.00			
Total.....			
.....\$2,576.24			

Prices are subject to change without notice due to production or material increases.

The freight charges may change prior to shipment of order.

Lead Time: 20 Weeks.

Michelle, we currently employ 360 people and to optimize our production capacity we need to hire 40 additional employees. We have had (6) Jobs Fairs in the last 16 months and have hired additional employees. We are gaining manufacturing efficiencies but obviously are not where we want to be to reduce our lead times! We would normally have a substantial inventory on the ground but today we are in a build to order scenario. We do not currently have any other orders that are shipping to the area but I will contact a couple of the other marinas in the area.

We appreciate your business!

Mark

From: Michelle Shrider <michelle@washburnmarina.com>
Sent: Tuesday, May 3, 2022 9:13 AM
To: Mark Coy <markc@denhartogindustries.com>
Subject: Floats - pricing and availability

CAUTION: This email originated outside of Den Hartog Industries. Do not follow guidance, click links, or open attachments unless you recognize the sender and know the content is safe.

Hi Mark:

Sounds like a temporary solution presented itself for WMA ED position – that’s a good thing.

I’m in need of a 12 floats – we have the 3648-20 float. What is the pricing and availability? Are you making a delivery in this area this spring/summer? Let me know at your earliest convenience. Thanks!

Sincerely,
Michelle Shrider, CMM
Washburn Marina, Gen’l Mgr.
Marina Management, Inc. Pres.
1 Marina Drive
Washburn, WI 54891
715-373-5050
www.washburnmarina.com

Scott Kluver

From: Michelle Shrider <michelle@washburnmarina.com>
Sent: Thursday, May 5, 2022 9:32 AM
To: 'Scott Kluver'; 'Carl Broberg'
Cc: 'Dpw'
Subject: RE: Gravel order for this spring

Greetings;

Yes, provided there is some left for the marina. I believe there is and Gerry has it on his radar.

Sincerely,
Michelle Shrider, CMM
Washburn Marina, Gen'l Mgr.
Marina Management, Inc. Pres.
1 Marina Drive
Washburn, WI 54891
715-373-5050
www.washburnmarina.com

Est. \$17 ton
100 yds = 200 tons
est = \$3,400

Live Webcam at the Marina – [Click Here](#)
Join us on [Facebook](#)

From: Scott Kluver <washburnadmin@cityofwashburn.org>
Sent: Thursday, May 5, 2022 9:27 AM
To: 'Michelle Shrider' <michelle@washburnmarina.com>; 'Carl Broberg' <Crbroberg@centurytel.net>
Cc: 'Dpw' <dpw@cityofwashburn.org>
Subject: RE: Gravel order for this spring

Michelle,

Are you requesting additional gravel from what was stockpiled?

Scott J. Kluver
City of Washburn

From: Michelle Shrider <michelle@washburnmarina.com>
Sent: Wednesday, April 27, 2022 3:06 PM
To: Scott Kluver <washburnadmin@cityofwashburn.org>; 'Carl Broberg' <Crbroberg@centurytel.net>
Cc: 'Dpw' <dpw@cityofwashburn.org>
Subject: Gravel order for this spring

Greetings:

I believe this spring we can get away with 100 yards of gravel to fill and level things off at the marina. If the Public Works could possibly fill a rather large sink hole that regularly crops up at the drain in the back lot in the very near future, that would be great. Likely a yard or bit more. Thanks.

Sincerely,

CITY OF WASHBURN
119 Washington Avenue
P.O. Box 638
Washburn, WI 54891



715-373-6160
715-373-6161
FAX 715-373-6148

To: Harbor Commission Members
From: Scott J. Kluver, ^{SSK} Administrator
Re: Pearl Beach Dock Agreement/2021 Coal Dock Report
Date: May 11, 2022

Enclosed you will find the draft agreement for use of the Coal Dock by Pearl Beach Construction, Inc. There are no substantive changes from the previous agreement. Pearl Beach did report their tonnage and storage and made payment. Pearl Beach will need to provide an updated certificate of insurance before the agreement would be executed.

As for the use of the dock in 2021, a total of 1548 tons were transloaded across and total revenues of \$5,910. For the record, the Marina reported 656 tons of commercial vessel transport last year.



Pearl Beach Construction
 23450 Reynolds Ct.
 Clinton Twp, MI 48036-1240
 Ph: 586-598-4780
 Fax: 866-470-5954



April 1, 2021

Scott J. Kluver, Administrator
 City of Washburn
 P.O. Box 638
 119 Washington Ave.
 Washburn, WI 54891

Subject: 2021 Coal Dock Agreement (Term: 06/01/2021 – 05/31/2022)

Scott,

Enclosed is Check # 5538, dated April 1, 2022 in the amount of **\$1,950** to cover usage per the subject agreement.

- BULK STORAGE: 4,000 sq. ft. used @ \$25 per 1,000 sq. ft. x 12 months \$ 1,200
- LOADING/UNLOADING FEE: Rock (300 tons @ \$2.50/ton) \$ 750

Appreciate City of Washburn’s continued support and look forward to working with you in the future.

Sincerely,

Karl Dornburg, President
 Pearl Beach Construction Company

**AGREEMENT BY AND BETWEEN THE
HARBOR COMMISSION
OF THE
CITY OF WASHBURN
AND PEARL BEACH CONSTRUCTION COMPANY, INC.**

THIS NONEXCLUSIVE AGREEMENT (hereinafter referred to as the “Agreement”) by and between the Harbor Commission of the City of Washburn, Bayfield County, Wisconsin (hereafter referred to as the “Commission”) and Pearl Beach Construction Company, Inc. of Clinton TWP, Michigan (hereafter referred to as the “User”) is hereby made effective on June 1, 2022.

WITNESSETH:

WHEREAS, the Commission has available a Dock at the Port of Washburn for the transloading and storage of bulk materials; and,

WHEREAS, this Agreement is intended to provide for certain duties and responsibilities of the Commission and User for use of the Dock.

NOW THEREFORE, in consideration of the mutual promises and covenants contained herein, the parties hereby agree as follows:

**ARTICLE 1
COMMISSION COVENANTS**

The Commission hereby covenants and agrees that it will:

Section 1.1 Use. Give the User free and unrestricted use of all /part of the Dock as described in the Addendum, by User, within the conditions, covenants, requirements, and responsibilities of this Agreement. City allows use of the Dock to the User “as is” and makes no representations as to its suitability or fitness to bear the weight of vehicle traffic and rock storage and movement.

Section 1.2 Access. Give the User vehicle access to the Dock, contingent upon applicable local street, road and highway load limits, however, the Commission and City will have the authority to determine the local roads the User shall be permitted to utilize to access the Dock.

Draft 04/07/22

ARTICLE II USER COVENANTS

The User hereby covenants and agrees that it will:

Section 2.1 Responsibilities. Abide by the restrictions and responsibilities established by this Agreement.

Section 2.2 Insurance. Shall provide the Commission with a certificate of liability insurance indicating public liability insurance with limits of liability no less than the amount set forth in the Addendum, and naming both the Washburn Harbor Commission and the City of Washburn as additional insureds, and maintain such insurance coverage for the term of the agreement. User agrees that at no time will materials be stored on the Dock prior to the Commission's receipt of the required certificate of insurance.

Section 2.3 Material Removal. It will remove all materials from the Dock at the conclusion of the agreement term. If material remains on the Dock charges will apply as provided in the Addendum. In the event that weight restrictions remain on local and county streets, roads and highways at the conclusion of the agreement term, User shall remove said materials not less than two weeks after the removal of weight restrictions by the Bayfield County Highway Commissioner.

Section 2.4 Lawful Storage. It will not place materials on the Dock in any unlawful, or disreputable manner or in a condition which would be considered hazardous by the Commission. In the event materials are stored in a hazardous manner, the User agrees that it shall take immediate steps, upon notification of the Commission, to eliminate any unlawful, disreputable or hazardous condition.

Section 2.5 Hazardous Materials. It will not store any hazardous or toxic materials on the Dock. It will not allow any debris or other material to enter the waters of Lake Superior, and will immediately report any such incident to the Commission and the Wisconsin Department of Natural Resources (DNR), will remove any such material, will comply with any orders of the DNR or of any other state or federal agency, and will defend, indemnify, and hold the Commission and the City of Washburn harmless for any fines, forfeitures, damages, costs, and fees associated with any such release.

Section 2.6 Permits. It will comply with all local, state and federal regulations related to the storage, transportation, sale and distribution of said storage materials referred to herein and shall be responsible to obtain all licenses and permits necessary for the storage and transportation of said materials. Any violation by User of any permit or license or violation for failure to obtain

Draft 04/07/22

said permit or license shall be grounds for termination of this Agreement in accordance with Article III. The User agrees that it alone has responsibility to acquire the necessary licenses and permits to carry on its activities on the agreed upon premises of the Commission and that it shall hold the Commission and City harmless in the event said licenses and permits are not obtained by the User.

Section 2.7 Post Agreement Condition. It will, upon removal of stored materials on the Dock, leave the Dock surface and structure in as good or better condition than before the storage took place on said Dock. Further, if the Dock or the storage area is damaged by the User, the User agrees to be responsible for the costs of any repairs incurred by the City to the Dock caused by the User.

Section 2.8 Dock Access. It will follow the local roads designated by the Commission and City for access to the Dock and abide by local load and weight restrictions imposed by the Commission and City for local roads and city streets. The User agrees to be responsible for the costs of any repairs to any street or alley damaged by hauling to or from the dock.

Section 2.9 Nuisance Creation. It will not conduct any operation within the agreed upon area of use or in the course of transporting materials to or from the agreed upon area of use area that will create excessive noise, odors, smoke, dust, vibration, industrial waste, toxic matter or other excessive measurable external nuisances in violation of any municipal ordinance or applicable Wisconsin law or regulation. It will transport materials to and from the dock only during the hours specified by the Commission. It will conduct operations on the Dock only during the hours specified by the Commission. The User shall not allow any materials of any sort to fall onto any street or alley of the City or any property adjacent thereto from any truck on its way to or from the Dock, and if any material does so fall, shall remove it immediately, and if it does not remove it immediately shall be liable for the cost to the City for its removal.

Section 2.10 Reports. It will provide reports on the quantities of materials stored on the agreed upon area of use within 15 calendar days of a request submitted to it by the Commission.

Section 2.11. Third-party hauling. The User shall be responsible for compliance with the provisions of this Article II, whether or not any activities undertaken pursuant to this Agreement are undertaken by the User, or by a subcontractor, vendor, purchaser or other.

Draft 04/07/22

**ARTICLE III
PUBLIC INFRASTRUCTURE PROTECTION**

Section 3.1. Prevention of spills; cleanup and repair. The User shall take reasonable precautions to prevent rocks, debris, soil or dust from being dropped or spilled from trucks onto roadways within the City limits and to assure that project-related trucking activities are conducted in such a manner that roadways are maintained in good condition for public use, all by and at the expense of the User. If rocks, debris, soil or dust originating from trucks hauling to and from the Dock fall into the roadway within City limits, the User shall remove such material immediately and at its expense. If the material is not removed immediately, the City's Director of Public Works shall contact the User and require that the necessary cleanup work occur. If the User fails to respond to said request by 4:00 p.m. of the day the request is made, the City may perform the work at the User's expense. However, if in the opinion of the City's Director of Public Works or its Police Chief, the material presents a public safety hazard, the City may immediately remove the material at the User's expense. The City's Director of Public Works may also require that any damage to a roadway caused by such materials be either temporarily or permanently repaired, or both, and upon User's failure to do so satisfactorily within the time allowed by the City, the City may undertake the repair at the User's expense. The User shall not be obligated to reimburse the City for routine street sweeping expenses or expenses of cleaning dust, debris or mud not originating from trucks hauling to and from the Dock. The City may enforce all applicable provisions of state and local law, including the provisions of Chapter 348 and Sec. 86.01, Wis. Stats., and any ordinances adopted in conformity therewith.

**ARTICLE IV
TERM, RENEWAL & TERMINATION**

Section 4.1 Term. The term of this Agreement shall be as set forth in the Addendum.

Section 4.2 Renewal. All outstanding fees due the Commission shall be paid prior to the Renewal of this Agreement.

Section 4.3 Termination for Non Payment. Should the User fail to remit payments as required in this Agreement, or should the User fail to comply with any other term of this Agreement, the Commission may at its option, immediately terminate this Agreement and order any materials stored on the Dock at the time of termination immediately removed at the sole expense of the User.

Section 4.4 Notice to Terminate. It is understood by both parties that termination of this Agreement for any reason other than Non-Payment requires a written "Notice to Terminate" issued by the terminating party a minimum of thirty days in advance of the effective date of

Draft 04/07/22

termination.

A. If such “Notice of Termination” should be issued by the Commission, a prorated refund of the Agreement payment shall be returned to the User after taking into account any amounts due the Commission.

B. If such “Notice of Termination” should be issued by the User, the Commission shall not be obligated to return any portion of the Agreement fee paid by the User to the Commission.

ARTICLE V AGREEMENT PAYMENT

Section 5.1 Fee. The Fee for use of the dock shall be as set forth in the Addendum.

ARTICLE VI TRANSFER RIGHTS

Section 6.1. Transfer Rights. The User may not assign or transfer this agreement, or any of the rights conveyed herein, without written consent of the Commission.

ARTICLE VII INDEMNITY

Section 7.1 Indemnification. The User hereby agrees to indemnify and hold the City, its Commissions, Authorities, Boards, Committees, officers agents, and employees harmless from and against any and all liabilities, obligations, claims damages, injuries, penalties, causes of action, judgments, costs and expenses (including, but not limited to, reasonable attorney’s fees) imposed upon, incurred by or asserted against the Commission or City during or with respect to the term hereof, arising from the User’s use of the Dock or any failure of the User to duly and fully perform or comply with each and all of the terms of this Agreement.

ARTICLE VIII NOTICES

Section 8.1 For the City: All notices and issues involving the terms of this Agreement and payments required of this Agreement shall be directed, on behalf of the City, to:

Draft 04/07/22

Scott J. Kluver
City Administrator
City of Washburn
P.O. Box 638
Washburn, Wisconsin 54891
715-373-6160 Extension 4
Fax: 715-373-6148

The City's contact person for issues involving the use of the commercial (coal) dock shall be the office of Public Works Director:

Public Works Director
City of Washburn
P.O. Box 638
Washburn, Wisconsin 54891
715-373-6171
Fax: 715-373-6148

Section 8.2 For User: All notices to the User shall be directed to:

Karl D. Dornburg
Pearl Beach Construction Company, Inc.
23450 Reynolds Court
Clinton TWP, Michigan 48036-1240
586-598-4780
Fax: 866-470-5954
E-mail: pbdisaster@hotmail.com

ARTICLE IX MISCELLANEOUS

Section 9.1. Addendum. The Addendum to this Agreement is made a part hereof and its terms are fully incorporated in this Agreement as if set out in full.

Section 9.2 Amendments. Neither this Agreement nor any of the terms, covenants, or conditions herein may be modified or amended except by an agreement in writing approved and executed by the Commission and User.

Section 9.3 Severability. If any term, covenant or condition of this Agreement or the application thereof to any person or circumstance shall, to any extent, be invalid or unenforceable under applicable law, then the remainder of the Agreement shall not be affected.

Section 9.4 Construction. The headings of the paragraphs and subparagraphs of this Agreement are for convenience only and shall in no way affect the construction or effect of any of the terms, covenants, or conditions hereof.

Section 9.5 Interpretation. This Agreement shall be interpreted and applied in accordance with the laws of the State of Wisconsin.

Section 9.6 Binding Effect. This Agreement shall inure to the benefit of, and shall be binding upon the Commission and User and their respective successors and assigns.

Section 9.7. Forum for Resolution of Disputes. Any dispute between the parties that cannot be amicably resolved shall be resolved in the Circuit Court for Bayfield County, Wisconsin.

IN WITNESS WHEREOF, THE HARBOR COMMISSION OF THE CITY OF WASHBURN has caused this Agreement to be signed by Carl Broberg, its President and countersigned by Scott J. Kluver, Clerk of the City of Washburn, Wisconsin this 21st day of April, 2022.

Carl R. Broberg, Commission President

Scott J. Kluver, Clerk

USER:

By:

Karl D. Dornburg, President
Pearl Beach Construction Company, Inc.

Date

**ADDENDUM TO AGREEMENT BY AND BETWEEN THE
HARBOR COMMISSION OF THE CITY OF WASHBURN
AND PEARL BEACH COMPANY, INC.**

1. Insurance.

a. General liability. Limits of liability shall be:

Commercial General Liability \$1,000,000 for each occurrence/\$3,000,000 general aggregate

Automobile \$1,000,000

Umbrella \$1,000,000

Workman Compensation – As required by State and Federal law.

2. Term.

Start date: June 1, 2022

End date: May 31, 2023

Special provisions: Term may be extended by mutual agreement. No activities may be conducted on Sundays. No activities may be conducted outside the hours of 6:00 a.m. to 8:00 p.m. Monday through Friday, and 6:00 a.m. to 6:00 p.m. on Saturday.

3. Fees.

a. Loading/Unloading Fee for term: \$2.50/ton of material over dock including up to thirty (30) days free laytime storage.

b. Bulk Storage in Excess of Free Laytime: Of the actual dock area used, \$25 per 1,000 square feet or portion thereof for each month material is stored. *

c. Equipment Storage/Marine Related Construction: Of the actual dock area used, \$25 per 1,000 square feet or portion thereof for each month. *

d. Commercial Vessel Mooring: \$.25/ foot LOA per each 24-hour period. *

e. Special provisions: Documentation of tonnage trans-loaded/stored material shall be provided on a monthly basis.

f. No loading/unloading fees or storage fees shall be charged for material that is owned by the City of Washburn or for use in projects under contract with the City of Washburn.

4. Portion of dock for use:

All.

Part. Describe: Approximate 150' x 40' area on west side of dock, as depicted on Map Exhibit A.

Set forth any load limits: Shall follow established road limits.

5. Dust control: Efforts shall be taken to minimize any dust. Should dust be an issue, watering shall occur.
6. Other special provisions: (1) Barricades and/or fencing will be used if necessary. (2) The intent of use is for staging of materials for various projects, not throughout the term of the Agreement. (3) Storage of materials, equipment and activities shall not impede traffic ingress or egress to other sections of the dock not covered by this agreement.