

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



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To: President: Carl Broberg
VP: John Baregi
Don Swedberg

Bradley Lemire
Stephen Schram
City Administrator

Mary McGrath
Rodger Reiswig
Marina Manager

NOTICE OF HARBOR COMMISSION MEETING

DATE: Wednesday, April 18, 2018
TIME: 5:30 P.M.
LOCATION: Washburn City Hall – 119 Washington Avenue

Agenda

- A. Call to Order – Roll Call
- B. Approval of Minutes of the March 21, 2018 Meeting
- C. Public Comments
- D. Treasurer's Report
 - 1. Payment of Invoices
- E. Slip Transfers –
 - 1. #73 Hultgren/Moen
- F. Marina Manager's Report
 - 1. March Financial Reports
- G. Discussion and Action on Contract with Smithgroup JJR Design and Engineering Services for the Coal Dock Sheetpile Project
- H. Discussion and Action on Purchase of Parts Washer
- I. Update on Boat Ramp Project Electrical Fix
- J. Adjourn

Cc: Posted Ashland Daily Press File

MARCH 21, 2018 HARBOR COMMISSION MEETING

5:30 P.M. WASHBURN CITY HALL – 119 NORTH WASHINGTON AVENUE

Commission Members Present: Vice President John Baregi, Mary McGrath, Rodger Reiswig, Stephen Schram, and Don Swedberg.

Commission Member Absent: President Carl Broberg, Bradley Lemire.

Municipal Personnel Present: Scott Kluver, City Administrator/Clerk, Kay Bratley, Deputy Clerk/Treasurer and Michelle Shrider, Marina Manager.

Call to Order – Vice President John Baregi called the meeting to order at 5:30 p.m.

Approval of Minutes of the February 14, 2018 Meeting – Swedberg moved to approve and place on file the February 14, 2018 Meeting Minutes and Schram seconded. Motion carried 5-0.

Public Comment – None.

Treasurer's Report – Schram made a motion to approve and place on file the Marina Operating Account and the Harbor Passbook reports and Swedberg seconded. Motion carried 5-0

1. **Payment of Invoices** – Schram moved to approve MSA Professional Services invoice #1 for \$6,230.86 and Swedberg seconded 5-0. Kluver stated this will finalize the project and a claim will be filed to reimburse \$4,512.72 from the PECFA program. Swedberg moved to approve International Dock Products, Inc. sales order ID#18-0080239 for \$9,959.40 and Schram seconded. Motion carried 5-0. Swedberg moved to approve Washburn Area Chamber of Commerce membership fee of \$85.00 and Schram seconded. Motion carried 5-0.

Slip Transfers – Baregi stated slip transfer of Slip #101 from Lupa-Fleig to Patterson has been completed.

Marina Manager's Report – Shrider stated spring work requests come in at this time however they are not and the service department work has slowed down; she has had requests for boat launching however the ice is still in the marina.

1. **January and February Financial Reports** – Shrider stated our February Financial report shows that our budget surplus is below by 3.1% year to date and we are under 15.85% compared to this time last year; believes it has to do with the 5 year commercial boat inspections done last year and the service department staffing changes last summer. Reiswig moved to approve and place on file the January and February Financial Reports and Schram seconded. Motion carried 5-0.
2. **Update on Marina Basin Tree Trimming/Removal** – Shrider stated she discussed with Quality Tree Service what trees should be removed and what should be trimmed, which was done and they will be back to remove stumps and clean up when the snow is gone. Shrider stated they will ask the owner of Harbor View Event Center to allow them to chip out a bunch of trees to put ground cover down in an area that was cleared to create a park like area and to prevent thicket brush to grow up. Shrider stated this project is being paid by the owner of the Harbor View Event Center and hotel.

Discussion and Action on Surrender of Slip 109 – Bob Mick, Petitioner – Shrider stated Mick has agreed to give up ownership of slip 109 which will put it into the marina rental pool and the only slip available for rent at this time. Reiswig moved to accept Slip 109 and Schram seconded. Motion carried 5-0.

Discussion and Action on Proposed Signage for Marina - Shrider wanted to wait until the boat launch project was completed before ordering the signs. The sign drafts were reviewed and critiqued by commissioners. Schram moved to accept the signage with changes as discussed for \$1,521.50 and McGrath seconded. Motion carried 5-0. Shrider will check on the “No Power Loading” sign at the boat launch.

Update on Boat Ramp Project Electrical Matter Dispute – Kluver stated Ashland Construction/Brown Plumbing/5-Star Electric are to fix the whole electrical issue in one day, which was agreed upon in a February 22nd email from Wright at SmithGroup JJR; they are to contact us to set up a date in which they will do the work, but have not heard from them yet.

Update on Coal Dock Project – Kluver stated the DOT needed photos of the coal dock for publicity exposure and they stated they are working on the grant contract.

Adjourn – Schram moved and Reiswig seconded motion to adjourn. Motion carried 5-0 at 6:38 p.m.

Respectfully Submitted,
Kay Bratley, Deputy Clerk/Treasurer

Harbor Pass Book - 2018

| | |
|---|---------------------|
| 12/31/2017 Balance Carried Forward | \$302,313.65 |
| 12-Jan Bremer Bank Loan | -8,732.16 |
| Smith Group JJR | -875.00 |
| January Fringe | -104.34 |
| 26-Jan Slip Tansfer Fee | 100.00 |
| 31-Jan Slip Tansfer Fee | 100.00 |
| 31-Jan Interest | 73.85 |
| 16-Feb Wis. DNR | -1,350.00 |
| International Dock Products | -8,646.80 |
| Daily Press-Decking Project Ad | -322.40 |
| February Fringe | -104.34 |
| Wis. Harbor Towns Assoc. -Dues | -250.00 |
| Pine Ridge Land Surveying, LLC | -700.00 |
| Payroll January/February | -1,419.22 |
| T&D Enterprises, LLC | -1,500.00 |
| 23-Feb Slip Tansfer Fee | 100.00 |
| 28-Feb Interest | 59.29 |
| 15-Mar Trust Fund Loan | -18,381.46 |
| International Dock Products | -9,959.40 |
| March Fringe | -104.34 |
| 28-Mar Bremer Bank Loan | -283.48 |
| MSA | -6,230.86 |
| 31-Mar Interest | 84.92 |
| 6-Apr Slip Fees | 2,618.38 |
| Sales Tax | 146.78 |
| Annual Fee | 100.00 |
| | |
| Balance as of 4/11/18 | \$246,733.07 |

Marina Operating Account 2018

| | | |
|---|----------------------------|-------------------|
| 12/31/2017 Balance Carried Forward | | 184,549.56 |
| 2-Jan Ck# 676 | Washburn Marina | -12,898.00 |
| 5-Jan | Deposit | 13,525.45 |
| 8-Jan Ck# 677 | Washburn Marina | -12,897.00 |
| 12-Jan | Deposit | 16,450.14 |
| 15-Jan Ck# 678 | Washburn Marina | -12,897.00 |
| | Sales Tax | -3,334.63 |
| 22-Jan Ck# 679 | Washburn Marina | -12,897.00 |
| 26-Jan | Deposit | 78,929.44 |
| 29-Jan Ck# 680 | Washburn Marina | -12,897.00 |
| 31-Jan | Deposit | 5,363.83 |
| 31-Jan | Interest | 1.59 |
| 5-Feb Ck# 681 | Washburn Marina | -17,284.00 |
| 12-Feb Ck# 682 | Washburn Marina | -17,284.00 |
| 16-Feb | Deposit | 46,697.67 |
| 19-Feb Ck# 683 | Washburn Marina | -20,237.84 |
| 23-Feb | Deposit | 17,813.96 |
| 26-Feb Ck# 684 | Washburn Marina | -17,283.00 |
| 28-Feb | Deposit | 4,501.00 |
| 28-Feb | Interest | 1.72 |
| 5-Mar Ck# 685 | Washburn Marina | -15,581.00 |
| 9-Mar | Deposit | 14,158.28 |
| 19-Mar Ck# 686 | Washburn Marina | -15,581.00 |
| | Sales Tax | -3,030.10 |
| 26-Mar Ck# 587 | Washburn Marina | -15,579.00 |
| 26-Mar | Deposit | 51,663.22 |
| 31-Mar | Interest | 1.86 |
| 2-Apr Ck# 688 | Washburn Marina | -5,000.00 |
| 2-Apr Ck# 689 | Harbor Commission Slip Fee | -800.00 |
| 6-Apr | Deposit | 14,188.17 |
| 9-Apr Ck# 690 | Washburn Marina | -5,000.00 |
| Balance as of 4/119/18 | | 247,365.32 |



P.O. Box 482
Washburn, WI 54891

NOTIFICATION OF PENDING SLIP ASSIGNMENT

Date of Offer: March 15, 2018

Slip Description: Pier 2, Slip #73, Size: 15' x 36'

Offered Price: \$16,500.00

Terms:

Maintenance Fees Due by Buyer: \$0.00

Slip Rental Proceeds Due to Buyer: \$0.00

Registration Fees Paid by: Buyer

Seller: Gordon & Terry Hultgren

Buyer: Micheal R. Moen

Transfer Processed by: Washburn Marina

RESPONSE REQUIRED BY: April 18, 2018

Greetings Washburn Harbor Commission:

You are being advised of the above pending slip sale to a non-slip holder. Please consider this Assignment of Boat/Slip and render your authorization or decline no later than the Response Required By date as indicated above.

Sincerely,

Michelle Shrider, CMM
General Manager

Washburn Marina
Balance Sheet
As of March 31, 2018

| | <u>Mar 31, 18</u> | | |
|--|-------------------------|---|-------------------------|
| ASSETS | | LIABILITIES & EQUITY | |
| Current Assets | | Liabilities | |
| Checking/Savings | | Current Liabilities | |
| 1-1100 · Cash | | Accounts Payable | |
| 1-1110 · Checking | 14,292.55 | 2-1100 · Accounts Payable | 19,460.65 |
| 1-1120 · Petty Cash | 200.00 | Total Accounts Payable | <u>19,460.65</u> |
| Total 1-1100 · Cash | <u>14,492.55</u> | Credit Cards | |
| Total Checking/Savings | 14,492.55 | 2-1110 · Credit Card Payable | 4,454.52 |
| Accounts Receivable | | Total Credit Cards | <u>4,454.52</u> |
| 1-1200 · Accounts Receivable | | Other Current Liabilities | |
| 1-1210 · Billed Invoices | -17,996.59 | 2-1300 · Payroll Liabilities | |
| 1-1220 · Slip Holder Fees | -2,865.16 | 2-1310 · Employee Health Benefits | 490.66 |
| Total 1-1200 · Accounts Receivable | <u>-20,861.75</u> | 2-1320 · Unemployment Comp Tax | 1,359.92 |
| Total Accounts Receivable | <u>-20,861.75</u> | 2-1330 · State Withholding | -307.01 |
| Other Current Assets | | Total 2-1300 · Payroll Liabilities | <u>1,543.57</u> |
| 1-1300 · Ship Store Inventory | | 2-1400 · Tax Liabilities | |
| 1-1311 · Clothing | 219.97 | 2-1410 · Sales Tax Payable | 2,251.98 |
| 1-1313 · Marine Supplies | 45,132.08 | Total 2-1400 · Tax Liabilities | <u>2,251.98</u> |
| 1-1314 · Personal Items | 922.26 | 2-1500 · Other Liabilities | |
| 1-1316 · Diesel Fuel | 1,509.24 | 2-1520 · Deferred Unearned Revenue | |
| 1-1317 · Gasoline | 2,088.27 | 2-1521 · Slip Rent and Sales | 200.00 |
| 1-1318 · Service Parts | 629.97 | 2-1522 · Gift Certificates Outstanding | 192.88 |
| 1-1319 · Slow Moving Contra | 935.22 | 2-1523 · Haul Out, Storage, Launch | 53,923.75 |
| Total 1-1300 · Ship Store Inventory | <u>51,437.01</u> | Total 2-1520 · Deferred Unearned Revenue | <u>54,316.63</u> |
| 1-1330 · Notes Receivable | -255.00 | 2-1530 · Refundable Deposits | 11,820.30 |
| 1-1340 · Prepaid Expenses | 27,279.32 | Total 2-1500 · Other Liabilities | <u>66,136.93</u> |
| 12000 · Undeposited Funds | 56.77 | Total Other Current Liabilities | <u>69,932.48</u> |
| Total Other Current Assets | <u>78,518.10</u> | Total Current Liabilities | <u>93,847.65</u> |
| Total Current Assets | <u>72,148.90</u> | Total Liabilities | 93,847.65 |
| Fixed Assets | | Equity | |
| 1-2100 · Furniture, Fixtures, Equipment | 1,528.47 | 3-3000 · Retained Earnings | -14,696.72 |
| Total Fixed Assets | <u>1,528.47</u> | Net Income | -5,473.56 |
| TOTAL ASSETS | <u><u>73,677.37</u></u> | Total Equity | <u>-20,170.28</u> |
| | | TOTAL LIABILITIES & EQUITY | <u><u>73,677.37</u></u> |

Washburn Marina
Washburn Marina Budget vs. Actual
March 2018

| BUDGET V ACTUAL | | | | | Apr 17 - | | | |
|--------------------------------|------------------|------------------|-------------------|-----------------|---------------------|---------------------|-------------------|---------------|
| | Mar 18 | Budget | \$ Over Budget | % of Budget | Mar 18 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | | | | | |
| Income | | | | | | | | |
| 4-1000 · Facility Income | 2,057.75 | 500.00 | 1,557.75 | 411.55% | 221,791.66 | 207,500.00 | 14,291.66 | 106.89% |
| 4-2000 · Service Dept Income | 33,797.43 | 60,154.00 | -26,356.57 | 56.19% | 666,171.40 | 726,209.00 | -60,037.60 | 91.73% |
| 4-3000 · Ship Store Income | 4,337.75 | 4,000.00 | 337.75 | 108.44% | 180,597.14 | 181,670.00 | -1,072.86 | 99.41% |
| Total Income | 40,192.93 | 64,654.00 | -24,461.07 | 62.17% | 1,068,560.20 | 1,115,379.00 | -46,818.80 | 95.8% |
| Cost of Goods Sold | | | | | | | | |
| 5-2000 · Service Dept COGS | 9,112.28 | 19,450.00 | -10,337.72 | 46.85% | 227,014.22 | 233,318.00 | -6,303.78 | 97.3% |
| 5-3000 · Ship Store COGS | 3,377.61 | 2,625.00 | 752.61 | 128.67% | 131,555.74 | 130,330.00 | 1,225.74 | 100.94% |
| Total COGS | 12,489.89 | 22,075.00 | -9,585.11 | 56.58% | 358,569.96 | 363,648.00 | -5,078.04 | 98.6% |
| Gross Profit | 27,703.04 | 42,579.00 | -14,875.96 | 65.06% | 709,990.24 | 751,731.00 | -41,740.76 | 94.45% |
| Expense | | | | | | | | |
| 6-1000 · Facility Expenses | 3,208.18 | 4,572.00 | -1,363.82 | 70.17% | 46,556.73 | 51,765.00 | -5,208.27 | 89.94% |
| 6-2000 · Service Dept Expenses | 8,664.22 | 12,785.00 | -4,120.78 | 67.77% | 140,129.97 | 150,640.00 | -10,510.03 | 93.02% |
| 6-3000 · Ship Store Expenses | 3,470.74 | 3,235.00 | 235.74 | 107.29% | 64,673.40 | 61,972.00 | 2,701.40 | 104.36% |
| 6-4000 · General Expenses | 16,174.80 | 19,654.00 | -3,479.20 | 82.3% | 252,252.81 | 268,053.00 | -15,800.19 | 94.11% |
| Total Expense | 31,517.94 | 40,246.00 | -8,728.06 | 78.31% | 503,612.91 | 532,430.00 | -28,817.09 | 94.59% |
| Net Ordinary Income | -3,814.90 | 2,333.00 | -6,147.90 | -163.52% | 206,377.33 | 219,301.00 | -12,923.67 | 94.11% |
| Net Income | -3,814.90 | 2,333.00 | -6,147.90 | -163.52% | 206,377.33 | 219,301.00 | -12,923.67 | 94.11% |

| PREVIOUS YEAR COMPARISON | | | | | Apr 17 - | | | |
|--------------------------------|------------------|------------------|-------------------|----------------|---------------------|---------------------|-------------------|----------------|
| | Mar 18 | Mar 17 | \$ Change | % Change | Mar 18 | Mar 17 | \$ Change | % Change |
| Ordinary Income/Expense | | | | | | | | |
| Income | | | | | | | | |
| 4-1000 · Facility Income | 2,057.75 | 2,597.00 | -539.25 | -20.76% | 221,791.66 | 235,904.98 | -14,113.32 | -5.98% |
| 4-2000 · Service Dept Income | 33,797.43 | 59,548.57 | -25,751.14 | -43.24% | 666,171.40 | 726,262.75 | -60,091.35 | -8.27% |
| 4-3000 · Ship Store Income | 4,337.75 | 8,992.61 | -4,654.86 | -51.76% | 180,597.14 | 184,001.83 | -3,404.69 | -1.85% |
| Total Income | 40,192.93 | 71,138.18 | -30,945.25 | -43.5% | 1,068,560.20 | 1,146,169.56 | -77,609.36 | -6.77% |
| Cost of Goods Sold | | | | | | | | |
| 5-2000 · Service Dept COGS | 9,112.28 | 31,325.07 | -22,212.79 | -70.91% | 227,014.22 | 261,832.07 | -34,817.85 | -13.3% |
| 5-3000 · Ship Store COGS | 3,377.61 | 7,630.15 | -4,252.54 | -55.73% | 131,555.74 | 139,379.63 | -7,823.89 | -5.61% |
| Total COGS | 12,489.89 | 38,955.22 | -26,465.33 | -67.94% | 358,569.96 | 401,211.70 | -42,641.74 | -10.63% |
| Gross Profit | 27,703.04 | 32,182.96 | -4,479.92 | -13.92% | 709,990.24 | 744,957.86 | -34,967.62 | -4.69% |
| Expense | | | | | | | | |
| 6-1000 · Facility Expenses | 3,208.18 | 3,730.54 | -522.36 | -14.0% | 46,556.73 | 49,129.30 | -2,572.57 | -5.24% |
| 6-2000 · Service Dept Expenses | 8,664.22 | 8,476.32 | 187.90 | 2.22% | 140,129.97 | 132,707.49 | 7,422.48 | 5.59% |
| 6-3000 · Ship Store Expenses | 3,470.74 | 3,369.58 | 101.16 | 3.0% | 64,673.40 | 58,648.58 | 6,024.82 | 10.27% |
| 6-4000 · General Expenses | 16,174.80 | 22,538.72 | -6,363.92 | -28.24% | 252,252.81 | 260,347.60 | -8,094.79 | -3.11% |
| Total Expense | 31,517.94 | 38,115.16 | -6,597.22 | -17.31% | 503,612.91 | 500,832.97 | 2,779.94 | 0.56% |
| Net Ordinary Income | -3,814.90 | -5,932.20 | 2,117.30 | 35.69% | 206,377.33 | 244,124.89 | -37,747.56 | -15.46% |
| Net Income | -3,814.90 | -5,932.20 | 2,117.30 | 35.69% | 206,377.33 | 244,124.89 | -37,747.56 | -15.46% |

Washburn Marina Washburn Marina Budget vs. Actual March 2018

| | Mar 18 | Budget | \$ Over Budget | % of Budget | Apr 17 - Mar 18 | Budget | \$ Over Budget | % of Budget |
|--|------------------|------------------|-------------------|----------------|---------------------|---------------------|-------------------|----------------|
| Ordinary Income/Expense | | | | | | | | |
| Income | | | | | | | | |
| 4-1000 · Facility Income | | | | | | | | |
| 4-1100 · In-Season | 423.67 | 0.00 | 423.67 | 100.0% | 113,283.98 | 113,000.00 | 283.98 | 100.25% |
| 4-1200 · Off-Season | 1,500.00 | 0.00 | 1,500.00 | 100.0% | 103,401.00 | 88,500.00 | 14,901.00 | 116.84% |
| 4-1400 · Misc Services | 134.08 | 500.00 | -365.92 | 26.82% | 5,106.68 | 6,000.00 | -893.32 | 85.11% |
| Total 4-1000 · Facility Income | 2,057.75 | 500.00 | 1,557.75 | 411.55% | 221,791.66 | 207,500.00 | 14,291.66 | 106.89% |
| 4-2000 · Service Dept Income | | | | | | | | |
| 4-2100 · Labor | | | | | | | | |
| 4-2111 · Electrical-Plumbing | 1,034.00 | 4,965.00 | -3,931.00 | 20.83% | 84,482.00 | 62,177.00 | 22,305.00 | 135.87% |
| 4-2112 · Fiberglass-Woodwork | 28,682.20 | 27,310.00 | 1,372.20 | 105.03% | 210,086.88 | 250,635.00 | -40,548.12 | 83.82% |
| 4-2113 · Mechanical | 3,008.00 | 15,889.00 | -12,881.00 | 18.93% | 101,311.09 | 129,713.00 | -28,401.91 | 78.1% |
| 4-2114 · Rigging | 0.00 | 1,490.00 | -1,490.00 | 0.0% | 16,250.50 | 17,258.00 | -1,007.50 | 94.16% |
| 4-2120 · Unit Billed Services | | | | | | | | |
| 4-2121 · Haul Out/Launch | 0.00 | 0.00 | 0.00 | 0.0% | 116,565.94 | 116,139.00 | 426.94 | 100.37% |
| 4-2122 · Other Unit Billed | 0.00 | 0.00 | 0.00 | 0.0% | 13,492.00 | 23,787.00 | -10,295.00 | 56.72% |
| Total 4-2120 · Unit Billed Services | 0.00 | 0.00 | 0.00 | 0.0% | 130,057.94 | 139,926.00 | -9,868.06 | 92.95% |
| Total 4-2100 · Labor | 32,724.20 | 49,654.00 | -16,929.80 | 65.9% | 542,188.41 | 599,709.00 | -57,520.59 | 90.41% |
| 4-2200 · Materials | 949.35 | 10,000.00 | -9,050.65 | 9.49% | 84,326.44 | 88,000.00 | -3,673.56 | 95.83% |
| 4-2300 · Contract Services | 0.00 | 500.00 | -500.00 | 0.0% | 16,792.75 | 22,000.00 | -5,207.25 | 76.33% |
| 4-2400 · Misc Charges | 123.88 | 250.00 | -126.12 | 49.55% | 22,863.78 | 19,500.00 | 3,363.78 | 117.25% |
| 4-2500 · Credit/Refunds | 0.00 | -250.00 | 250.00 | 0.0% | 0.02 | -3,000.00 | 3,000.02 | -0.0% |
| Total 4-2000 · Service Dept Income | 33,797.43 | 60,154.00 | -26,356.57 | 56.19% | 666,171.40 | 726,209.00 | -60,037.60 | 91.73% |
| 4-3000 · Ship Store Income | | | | | | | | |
| 4-3100 · Store Sales | | | | | | | | |
| 4-3110 · Clothing | 0.00 | 0.00 | 0.00 | 0.0% | 2,247.18 | 1,850.00 | 397.18 | 121.47% |
| 4-3120 · Consumables | 0.00 | 0.00 | 0.00 | 0.0% | 1,199.15 | 1,270.00 | -70.85 | 94.42% |
| 4-3130 · Marine Supplies | 3,223.23 | 3,000.00 | 223.23 | 107.44% | 97,867.06 | 88,750.00 | 9,117.06 | 110.27% |
| 4-3140 · Personal Items | 22.82 | 0.00 | 22.82 | 100.0% | 4,629.62 | 4,250.00 | 379.62 | 108.93% |
| 4-3150 · Special Orders | 1,091.70 | 1,000.00 | 91.70 | 109.17% | 22,458.37 | 25,750.00 | -3,291.63 | 87.22% |
| Total 4-3100 · Store Sales | 4,337.75 | 4,000.00 | 337.75 | 108.44% | 128,401.38 | 121,870.00 | 6,531.38 | 105.36% |
| 4-3200 · Fuel Dock Sales | | | | | | | | |
| 4-3210 · Diesel | 0.00 | 0.00 | 0.00 | 0.0% | 10,816.89 | 15,000.00 | -4,183.11 | 72.11% |
| 4-3220 · Gasoline | 0.00 | 0.00 | 0.00 | 0.0% | 39,568.99 | 42,250.00 | -2,681.01 | 93.65% |
| 4-3230 · Pump Out | 0.00 | 0.00 | 0.00 | 0.0% | 1,809.88 | 2,550.00 | -740.12 | 70.98% |
| Total 4-3200 · Fuel Dock Sales | 0.00 | 0.00 | 0.00 | 0.0% | 52,195.76 | 59,800.00 | -7,604.24 | 87.28% |
| Total 4-3000 · Ship Store Income | 4,337.75 | 4,000.00 | 337.75 | 108.44% | 180,597.14 | 181,670.00 | -1,072.86 | 99.41% |
| Total Income | 40,192.93 | 64,654.00 | -24,461.07 | 62.17% | 1,068,560.20 | 1,115,379.00 | -46,818.80 | 95.8% |
| Cost of Goods Sold | | | | | | | | |
| 5-2000 · Service Dept COGS | | | | | | | | |
| 5-2100 · Labor | | | | | | | | |
| 5-2110 · Billable Hourly Labor | | | | | | | | |
| 5-2111 · Electrical-Plumbing | 919.31 | 1,110.00 | -190.69 | 82.82% | 24,370.29 | 14,734.00 | 9,636.29 | 165.4% |
| 5-2112 · Fiberglass-Woodworking | 6,702.89 | 5,217.00 | 1,485.89 | 128.48% | 60,136.91 | 63,234.00 | -3,097.09 | 95.1% |
| 5-2113 · Mechanical | 731.97 | 2,331.00 | -1,599.03 | 31.4% | 22,215.48 | 30,240.00 | -8,024.52 | 73.46% |
| 5-2114 · Rigging | 0.00 | 333.00 | -333.00 | 0.0% | 2,728.82 | 4,319.00 | -1,590.18 | 63.18% |

Washburn Marina
Washburn Marina Budget vs. Actual
March 2018

| | Mar 18 | Budget | \$ Over Budget | % of Budget | Apr 17 - Mar 18 | Budget | \$ Over Budget | % of Budget |
|---|-----------|-----------|----------------|-------------|-----------------|------------|----------------|-------------|
| Total 5-2110 · Billable Hourly Labor | 8,354.17 | 8,991.00 | -636.83 | 92.92% | 109,451.50 | 112,527.00 | -3,075.50 | 97.27% |
| 5-2120 · Unit Billed Services | | | | | | | | |
| 5-2121 · Haul Out/Launch | 0.00 | 1,729.00 | -1,729.00 | 0.0% | 31,067.75 | 25,805.00 | 5,262.75 | 120.39% |
| 5-2122 · Other | 0.00 | 380.00 | -380.00 | 0.0% | 2,592.54 | 5,666.00 | -3,073.46 | 45.76% |
| Total 5-2120 · Unit Billed Services | 0.00 | 2,109.00 | -2,109.00 | 0.0% | 33,660.29 | 31,471.00 | 2,189.29 | 106.96% |
| 5-2100 · Labor - Other | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 | 0.00 | 0.00 | 0.0% |
| Total 5-2100 · Labor | 8,354.17 | 11,100.00 | -2,745.83 | 75.26% | 143,111.79 | 143,998.00 | -886.21 | 99.39% |
| 5-2200 · Subcontract Services | 0.00 | 450.00 | -450.00 | 0.0% | 18,598.30 | 19,800.00 | -1,201.70 | 93.93% |
| 5-2300 · Materials | 758.11 | 7,900.00 | -7,141.89 | 9.6% | 65,304.13 | 69,520.00 | -4,215.87 | 93.94% |
| Total 5-2000 · Service Dept COGS | 9,112.28 | 19,450.00 | -10,337.72 | 46.85% | 227,014.22 | 233,318.00 | -6,303.78 | 97.3% |
| 5-3000 · Ship Store COGS | | | | | | | | |
| 5-3100 · Store Sales | | | | | | | | |
| 5-3110 · Clothing | -47.52 | 0.00 | -47.52 | 100.0% | 1,748.54 | 1,573.00 | 175.54 | 111.16% |
| 5-3120 · Consumables | 211.21 | 0.00 | 211.21 | 100.0% | 1,133.92 | 827.00 | 306.92 | 137.11% |
| 5-3130 · Marine Supplies | 1,434.95 | 1,875.00 | -440.05 | 76.53% | 64,758.98 | 55,470.00 | 9,288.98 | 116.75% |
| 5-3140 · Personal Items | 155.38 | 0.00 | 155.38 | 100.0% | 3,653.00 | 3,189.00 | 464.00 | 114.55% |
| 5-3150 · Special Orders | 980.36 | 750.00 | 230.36 | 130.72% | 17,333.72 | 19,313.00 | -1,979.28 | 89.75% |
| Total 5-3100 · Store Sales | 2,734.38 | 2,625.00 | 109.38 | 104.17% | 88,628.16 | 80,372.00 | 8,256.16 | 110.27% |
| 5-3200 · Fuel Dock Sales | | | | | | | | |
| 5-3210 · Diesel | -13.75 | 0.00 | -13.75 | 100.0% | 9,289.30 | 13,200.00 | -3,910.70 | 70.37% |
| 5-3220 · Gasoline | 656.98 | 0.00 | 656.98 | 100.0% | 33,638.28 | 36,758.00 | -3,119.72 | 91.51% |
| Total 5-3200 · Fuel Dock Sales | 643.23 | 0.00 | 643.23 | 100.0% | 42,927.58 | 49,958.00 | -7,030.42 | 85.93% |
| Total 5-3000 · Ship Store COGS | 3,377.61 | 2,625.00 | 752.61 | 128.67% | 131,555.74 | 130,330.00 | 1,225.74 | 100.94% |
| Total COGS | 12,489.89 | 22,075.00 | -9,585.11 | 56.58% | 358,569.96 | 363,648.00 | -5,078.04 | 98.6% |
| Gross Profit | 27,703.04 | 42,579.00 | -14,875.96 | 65.06% | 709,990.24 | 751,731.00 | -41,740.76 | 94.45% |
| Expense | | | | | | | | |
| 6-1000 · Facility Expenses | | | | | | | | |
| 6-1100 · Utilities | | | | | | | | |
| 6-1110 · Marina | 707.82 | 730.00 | -22.18 | 96.96% | 10,201.23 | 9,759.00 | 442.23 | 104.53% |
| 6-1120 · Buildings/Grounds | 1,956.54 | 2,167.00 | -210.46 | 90.29% | 20,476.61 | 20,306.00 | 170.61 | 100.84% |
| Total 6-1100 · Utilities | 2,664.36 | 2,897.00 | -232.64 | 91.97% | 30,677.84 | 30,065.00 | 612.84 | 102.04% |
| 6-1200 · Maintenance & Supplies | | | | | | | | |
| 6-1210 · Marina | 0.00 | 0.00 | 0.00 | 0.0% | 3,275.94 | 3,430.00 | -154.06 | 95.51% |
| 6-1220 · Buildings/Grounds | 543.82 | 1,075.00 | -531.18 | 50.59% | 12,602.95 | 11,070.00 | 1,532.95 | 113.85% |
| Total 6-1200 · Maintenance & Supplies | 543.82 | 1,075.00 | -531.18 | 50.59% | 15,878.89 | 14,500.00 | 1,378.89 | 109.51% |
| 6-1300 · Contingent Expense | 0.00 | 600.00 | -600.00 | 0.0% | 0.00 | 7,200.00 | -7,200.00 | 0.0% |
| Total 6-1000 · Facility Expenses | 3,208.18 | 4,572.00 | -1,363.82 | 70.17% | 46,556.73 | 51,765.00 | -5,208.27 | 89.94% |
| 6-2000 · Service Dept Expenses | | | | | | | | |
| 6-2100 · Non-Billable Wages & Taxes | | | | | | | | |
| 6-2110 · Non-Billable Salary & Wages | | | | | | | | |
| 6-2111 · Administrative | 2,502.84 | 2,649.00 | -146.16 | 94.48% | 41,310.76 | 30,175.00 | 11,135.76 | 136.9% |
| 6-2112 · Warranty/Credit | 1,455.16 | 378.00 | 1,077.16 | 384.96% | 10,295.14 | 4,309.00 | 5,986.14 | 238.92% |
| 6-2113 · General Maintenance | 25.10 | 757.00 | -731.90 | 3.32% | 7,813.14 | 8,620.00 | -806.86 | 90.64% |
| Total 6-2110 · Non-Billable Salary & Wages | 3,983.10 | 3,784.00 | 199.10 | 105.26% | 59,419.04 | 43,104.00 | 16,315.04 | 137.85% |
| 6-2120 · FICA/Medicare | 1,042.37 | 1,294.00 | -251.63 | 80.55% | 17,027.59 | 16,820.00 | 207.59 | 101.23% |

Washburn Marina Washburn Marina Budget vs. Actual March 2018

| | Mar 18 | | | | Apr 17 - Mar 18 | | | |
|--|-----------------|------------------|------------------|----------------|-------------------|-------------------|-------------------|----------------|
| | Budget | \$ Over Budget | % of Budget | Budget | \$ Over Budget | % of Budget | Budget | |
| 6-2130 · Unemployment Compensation | 171.79 | 1,336.00 | -1,164.21 | 12.86% | 1,617.81 | 5,391.00 | -3,773.19 | 30.01% |
| 6-2140 · Workers Compensation | 681.20 | 862.00 | -180.80 | 79.03% | 8,428.64 | 10,344.00 | -1,915.36 | 81.48% |
| Total 6-2100 · Non-Billable Wages & Taxes | 5,878.46 | 7,278.00 | -1,397.54 | 80.79% | 86,493.08 | 75,659.00 | 10,834.08 | 114.32% |
| 6-2200 · Employee Benefits | | | | | | | | |
| 6-2210 · Holiday Pay | 0.00 | 0.00 | 0.00 | 0.0% | 4,247.52 | 5,045.00 | -797.48 | 84.19% |
| 6-2220 · Personal Time Compensation | 597.45 | 1,155.00 | -557.55 | 51.73% | 11,974.36 | 13,860.00 | -1,885.64 | 86.4% |
| 6-2230 · Health Insurance | 1,755.60 | 1,847.00 | -91.40 | 95.05% | 19,033.46 | 22,164.00 | -3,130.54 | 85.88% |
| 6-2240 · Retirement Plan | 352.47 | 507.00 | -154.53 | 69.52% | 5,004.77 | 6,592.00 | -1,587.23 | 75.92% |
| Total 6-2200 · Employee Benefits | 2,705.52 | 3,509.00 | -803.48 | 77.1% | 40,260.11 | 47,661.00 | -7,400.89 | 84.47% |
| 6-2310 · Education & Training | 541.00 | 500.00 | 41.00 | 108.2% | 6,612.95 | 5,120.00 | 1,492.95 | 129.16% |
| 6-2320 · Equipment Maintenance | 74.06 | 525.00 | -450.94 | 14.11% | 4,969.83 | 6,300.00 | -1,330.17 | 78.89% |
| 6-2330 · Freight & Shipping | 123.81 | 250.00 | -126.19 | 49.52% | 2,541.48 | 3,000.00 | -458.52 | 84.72% |
| 6-2340 · Hazardous Waste Removal | 0.00 | 0.00 | 0.00 | 0.0% | 718.00 | 700.00 | 18.00 | 102.57% |
| 6-2350 · Small Tools | 101.63 | 400.00 | -298.37 | 25.41% | 4,484.23 | 4,800.00 | -315.77 | 93.42% |
| 6-2360 · Supplies | -850.71 | 0.00 | -850.71 | 100.0% | -9,648.26 | 0.00 | -9,648.26 | 100.0% |
| 6-2370 · Travel/Lodging/Meals | 0.00 | 50.00 | -50.00 | 0.0% | 40.34 | 2,500.00 | -2,459.66 | 1.61% |
| 6-2380 · Uniforms | 0.00 | 0.00 | 0.00 | 0.0% | 1,432.26 | 1,600.00 | -167.74 | 89.52% |
| 6-2390 · Utilities | 90.45 | 100.00 | -9.55 | 90.45% | 1,085.00 | 1,200.00 | -115.00 | 90.42% |
| 6-2400 · Warranty Parts | 0.00 | 175.00 | -175.00 | 0.0% | 1,140.95 | 2,100.00 | -959.05 | 54.33% |
| Total 6-2000 · Service Dept Expenses | 8,664.22 | 12,785.00 | -4,120.78 | 67.77% | 140,129.97 | 150,640.00 | -10,510.03 | 93.02% |
| 6-3000 · Ship Store Expenses | | | | | | | | |
| 6-3100 · Wages & Taxes | | | | | | | | |
| 6-3110 · Regular & OT Wages | 1,660.40 | 1,820.00 | -159.60 | 91.23% | 43,522.39 | 40,221.00 | 3,301.39 | 108.21% |
| 6-3120 · FICA/Medicare | 195.16 | 169.00 | 26.16 | 115.48% | 3,362.14 | 3,531.00 | -168.86 | 95.22% |
| 6-3130 · Unemployment Compensation | 32.16 | 174.00 | -141.84 | 18.48% | 384.19 | 1,177.00 | -792.81 | 32.64% |
| 6-3140 · Workers Compensation | 127.54 | 182.00 | -54.46 | 70.08% | 2,083.88 | 2,184.00 | -100.12 | 95.42% |
| Total 6-3100 · Wages & Taxes | 2,015.26 | 2,345.00 | -329.74 | 85.94% | 49,352.60 | 47,113.00 | 2,239.60 | 104.75% |
| 6-3200 · Employee Benefits | | | | | | | | |
| 6-3210 · Holiday Pay | 0.00 | 0.00 | 0.00 | 0.0% | 1,207.48 | 1,290.00 | -82.52 | 93.6% |
| 6-3220 · Personal Time Compensation | 761.40 | 386.00 | 375.40 | 197.25% | 4,073.91 | 4,632.00 | -558.09 | 87.95% |
| 6-3230 · Health Insurance | 436.96 | 95.00 | 341.96 | 459.96% | 3,299.19 | 1,140.00 | 2,159.19 | 289.4% |
| 6-3240 · Retirement Plan | 151.83 | 147.00 | 4.83 | 103.29% | 2,189.16 | 1,878.00 | 311.16 | 116.57% |
| Total 6-3200 · Employee Benefits | 1,350.19 | 628.00 | 722.19 | 215.0% | 10,769.74 | 8,940.00 | 1,829.74 | 120.47% |
| 6-3300 · Education & Training | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 | 500.00 | -500.00 | 0.0% |
| 6-3310 · Equipment/Maintenance | 0.00 | 0.00 | 0.00 | 0.0% | 6.08 | 250.00 | -243.92 | 2.43% |
| 6-3320 · Freight/Shipping | 14.84 | 25.00 | -10.16 | 59.36% | 1,581.79 | 2,100.00 | -518.21 | 75.32% |
| 6-3330 · Supplies | 0.00 | 150.00 | -150.00 | 0.0% | 983.83 | 1,150.00 | -166.17 | 85.55% |
| 6-3340 · Travel/Lodging/Meals | 0.00 | 0.00 | 0.00 | 0.0% | 150.00 | 400.00 | -250.00 | 37.5% |
| 6-3350 · Uniforms | 0.00 | 0.00 | 0.00 | 0.0% | 749.91 | 475.00 | 274.91 | 157.88% |
| 6-3360 · Utilities | 90.45 | 87.00 | 3.45 | 103.97% | 1,085.00 | 1,044.00 | 41.00 | 103.93% |
| 6-3370 · Over/Under | 0.00 | 0.00 | 0.00 | 0.0% | -5.55 | 0.00 | -5.55 | 100.0% |
| Total 6-3000 · Ship Store Expenses | 3,470.74 | 3,235.00 | 235.74 | 107.29% | 64,673.40 | 61,972.00 | 2,701.40 | 104.36% |
| 6-4000 · General Expenses | | | | | | | | |
| 6-4100 · Wages & Taxes | | | | | | | | |
| 6-4110 · Administration Wages | 7,511.50 | 9,032.00 | -1,520.50 | 83.17% | 118,183.14 | 117,416.00 | 767.14 | 100.65% |
| 6-4120 · Repair/Maintenance Wages | 2,053.05 | 2,677.00 | -623.95 | 76.69% | 32,266.65 | 37,416.00 | -5,149.35 | 86.24% |

Washburn Marina
Washburn Marina Budget vs. Actual
March 2018

| | Mar 18 | | | | Apr 17 - Mar 18 | | | |
|---|------------------|------------------|------------------|-----------------|-------------------|-------------------|-------------------|---------------|
| | Mar 18 | Budget | \$ Over Budget | % of Budget | Mar 18 | Budget | \$ Over Budget | % of Budget |
| 6-4130 · FICA/Medicare | 668.95 | 905.00 | -236.05 | 73.92% | 11,368.14 | 11,994.00 | -625.86 | 94.78% |
| 6-4140 · Unemployment Compensation | 110.25 | 433.00 | -322.75 | 25.46% | 1,029.43 | 3,977.00 | -2,947.57 | 25.89% |
| 6-4150 · Workers Compensation | 437.17 | 614.00 | -176.83 | 71.2% | 5,422.40 | 7,368.00 | -1,945.60 | 73.59% |
| Total 6-4100 · Wages & Taxes | 10,780.92 | 13,661.00 | -2,880.08 | 78.92% | 168,269.76 | 178,171.00 | -9,901.24 | 94.44% |
| 6-4200 · Employee Benefits | | | | | | | | |
| 6-4210 · Holiday Pay | 0.00 | 0.00 | 0.00 | 0.0% | 714.28 | 490.00 | 224.28 | 145.77% |
| 6-4220 · Personal Time Compensation | 0.00 | 123.00 | -123.00 | 0.0% | 1,669.94 | 1,476.00 | 193.94 | 113.14% |
| 6-4230 · Health Insurance | 1,432.47 | 2,019.00 | -586.53 | 70.95% | 18,729.38 | 24,228.00 | -5,498.62 | 77.31% |
| 6-4240 · Retirement Plan | 205.44 | 355.00 | -149.56 | 57.87% | 3,184.44 | 4,299.00 | -1,114.56 | 74.07% |
| Total 6-4200 · Employee Benefits | 1,637.91 | 2,497.00 | -859.09 | 65.6% | 24,298.04 | 30,493.00 | -6,194.96 | 79.68% |
| 6-4300 · Advertising & Marketing | 256.75 | 60.00 | 196.75 | 427.92% | 8,606.78 | 6,645.00 | 1,961.78 | 129.52% |
| 6-4310 · Contract Services | 36.72 | 30.00 | 6.72 | 122.4% | 390.31 | 960.00 | -569.69 | 40.66% |
| 6-4320 · Donations | 0.00 | 50.00 | -50.00 | 0.0% | 1,306.02 | 1,200.00 | 106.02 | 108.84% |
| 6-4330 · Education & Training | 253.33 | 167.00 | 86.33 | 151.7% | 2,202.96 | 2,940.00 | -737.04 | 74.93% |
| 6-4340 · Equipmt/Furnish/Sm Tools/Maint | 245.98 | 25.00 | 220.98 | 983.92% | 471.24 | 300.00 | 171.24 | 157.08% |
| 6-4350 · Insurance | 1,369.74 | 1,190.00 | 179.74 | 115.1% | 15,095.26 | 14,280.00 | 815.26 | 105.71% |
| 6-4370 · License/Permit/Fee/Dues/Subscr | 0.00 | 139.00 | -139.00 | 0.0% | 2,493.48 | 4,494.00 | -2,000.52 | 55.49% |
| 6-4380 · Office Supplies/Postage | 132.01 | 220.00 | -87.99 | 60.01% | 1,496.94 | 2,640.00 | -1,143.06 | 56.7% |
| 6-4390 · Professional Services | 85.00 | 100.00 | -15.00 | 85.0% | 6,240.12 | 5,100.00 | 1,140.12 | 122.36% |
| 6-4400 · Service Charges | 915.61 | 1,000.00 | -84.39 | 91.56% | 15,325.65 | 12,000.00 | 3,325.65 | 127.71% |
| 6-4410 · Supplies | 57.02 | 100.00 | -42.98 | 57.02% | 1,085.83 | 1,200.00 | -114.17 | 90.49% |
| 6-4420 · Travel/Lodging/Miles | 108.90 | 50.00 | 58.90 | 217.8% | 1,789.83 | 2,850.00 | -1,060.17 | 62.8% |
| 6-4430 · Uniforms | 0.00 | 0.00 | 0.00 | 0.0% | 228.92 | 400.00 | -171.08 | 57.23% |
| 6-4440 · Utilities | 277.36 | 290.00 | -12.64 | 95.64% | 3,260.58 | 3,480.00 | -219.42 | 93.7% |
| 6-4450 · Misc Expenses | 101.77 | 125.00 | -23.23 | 81.42% | 1,008.81 | 1,500.00 | -491.19 | 67.25% |
| 6-4460 · Purchases Discount | -84.22 | -50.00 | -34.22 | 168.44% | -1,317.72 | -600.00 | -717.72 | 219.62% |
| Total 6-4000 · General Expenses | 16,174.80 | 19,654.00 | -3,479.20 | 82.3% | 252,252.81 | 268,053.00 | -15,800.19 | 94.11% |
| Total Expense | 31,517.94 | 40,246.00 | -8,728.06 | 78.31% | 503,612.91 | 532,430.00 | -28,817.09 | 94.59% |
| Net Ordinary Income | -3,814.90 | 2,333.00 | -6,147.90 | -163.52% | 206,377.33 | 219,301.00 | -12,923.67 | 94.11% |
| Net Income | -3,814.90 | 2,333.00 | -6,147.90 | -163.52% | 206,377.33 | 219,301.00 | -12,923.67 | 94.11% |

**Washburn Marina
Facilities Budget vs. Actual
March 2018**

| BUDGET V ACTUAL | | | | | Apr '17 - | | | |
|--|------------------|------------------|------------------|-----------------|-------------------------|-------------------------|-------------------|-----------------|
| | Mar 18 | Budget | \$ Over Budget | % of Budget | Mar 18 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | | | | | |
| Income | | | | | | | | |
| 4-1000 · Facility Income | | | | | | | | |
| 4-1100 · In-Season | 423.67 | 0.00 | 423.67 | 100.0% | 113,283.98 | 113,000.00 | 283.98 | 100.25% |
| 4-1200 · Off-Season | 1,500.00 | 0.00 | 1,500.00 | 100.0% | 103,401.00 | 88,500.00 | 14,901.00 | 116.84% |
| 4-1300 · Maintenance Fees | 0.00 | 0.00 | 0.00 | 0.0% | 127,837.12 | 128,170.00 | -332.88 | 99.74% |
| 4-1400 · Misc Services | 134.08 | 500.00 | -365.92 | 26.82% | 5,106.68 | 6,000.00 | -893.32 | 85.11% |
| Total 4-1000 · Facility Income | 2,057.75 | 500.00 | 1,557.75 | 411.55% | 349,628.78 | 335,670.00 | 13,958.78 | 104.16% |
| Total Income | 2,057.75 | 500.00 | 1,557.75 | 411.55% | 349,628.78 | 335,670.00 | 13,958.78 | 104.16% |
| Gross Profit | 2,057.75 | 500.00 | 1,557.75 | 411.55% | 349,628.78 | 335,670.00 | 13,958.78 | 104.16% |
| Expense | | | | | | | | |
| 6-1000 · Facility Expenses | | | | | | | | |
| 6-1100 · Utilities | | | | | | | | |
| 6-1110 · Marina | 707.82 | 730.00 | -22.18 | 96.96% | 10,201.23 | 9,759.00 | 442.23 | 104.53% |
| 6-1120 · Buildings/Grounds | 1,956.54 | 2,167.00 | -210.46 | 90.29% | 20,476.61 | 20,306.00 | 170.61 | 100.84% |
| Total 6-1100 · Utilities | 2,664.36 | 2,897.00 | -232.64 | 91.97% | 30,677.84 | 30,065.00 | 612.84 | 102.04% |
| 6-1200 · Maintenance & Supplies | | | | | | | | |
| 6-1210 · Marina | 0.00 | 0.00 | 0.00 | 0.0% | 3,275.94 | 3,430.00 | -154.06 | 95.51% |
| 6-1220 · Buildings/Grounds | 543.82 | 1,075.00 | -531.18 | 50.59% | 12,602.95 | 11,070.00 | 1,532.95 | 113.85% |
| Total 6-1200 · Maintenance & Supplies | 543.82 | 1,075.00 | -531.18 | 50.59% | 15,878.89 | 14,500.00 | 1,378.89 | 109.51% |
| 6-1300 · Contingent Expense | 0.00 | 600.00 | -600.00 | 0.0% | 0.00 | 7,200.00 | -7,200.00 | 0.0% |
| Total 6-1000 · Facility Expenses | 3,208.18 | 4,572.00 | -1,363.82 | 70.17% | 46,556.73 | 51,765.00 | -5,208.27 | 89.94% |
| Total Expense | 3,208.18 | 4,572.00 | -1,363.82 | 70.17% | 46,556.73 | 51,765.00 | -5,208.27 | 89.94% |
| Net Ordinary Income | -1,150.43 | -4,072.00 | 2,921.57 | 28.25% | 303,072.05 | 283,905.00 | 19,167.05 | 106.75% |
| Net Income | -1,150.43 | -4,072.00 | 2,921.57 | 28.25% | 303,072.05 | 283,905.00 | 19,167.05 | 106.75% |
| PREVIOUS YEAR COMPARISON | Mar 18 | Mar 17 | \$ Change | % Change | Apr '17 - Mar 18 | Apr '16 - Mar 17 | \$ Change | % Change |
| Ordinary Income/Expense | | | | | | | | |
| Income | | | | | | | | |
| 4-1000 · Facility Income | 2,057.75 | 2,597.00 | -539.25 | -20.76% | 349,628.78 | 362,585.30 | -12,956.52 | -3.57% |
| Total Income | 2,057.75 | 2,597.00 | -539.25 | -20.76% | 349,628.78 | 362,585.30 | -12,956.52 | -3.57% |
| Gross Profit | 2,057.75 | 2,597.00 | -539.25 | -20.76% | 349,628.78 | 362,585.30 | -12,956.52 | -3.57% |
| Expense | | | | | | | | |
| 6-1000 · Facility Expenses | 3,208.18 | 3,730.54 | -522.36 | -14.0% | 46,556.73 | 49,129.30 | -2,572.57 | -5.24% |
| Total Expense | 3,208.18 | 3,730.54 | -522.36 | -14.0% | 46,556.73 | 49,129.30 | -2,572.57 | -5.24% |
| Net Ordinary Income | -1,150.43 | -1,133.54 | -16.89 | -1.49% | 303,072.05 | 313,456.00 | -10,383.95 | -3.31% |
| Net Income | -1,150.43 | -1,133.54 | -16.89 | -1.49% | 303,072.05 | 313,456.00 | -10,383.95 | -3.31% |

Washburn Marina Service Department Budget vs. Actual March 2018

| BUDGET V ACTUAL | | | | | Apr '17 - | | | |
|---|------------------|------------------|-------------------|---------------|-------------------|-------------------|-------------------|----------------|
| | Mar 18 | Budget | \$ Over Budget | % of Budget | Mar 18 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | | | | | |
| Income | | | | | | | | |
| 4-2000 · Service Dept Income | | | | | | | | |
| 4-2100 · Labor | | | | | | | | |
| 4-2111 · Electrical-Plumbing | 1,034.00 | 4,965.00 | -3,931.00 | 20.83% | 84,482.00 | 62,177.00 | 22,305.00 | 135.87% |
| 4-2112 · Fiberglass-Woodwork | 28,682.20 | 27,310.00 | 1,372.20 | 105.03% | 210,086.88 | 250,635.00 | -40,548.12 | 83.82% |
| 4-2113 · Mechanical | 3,008.00 | 15,889.00 | -12,881.00 | 18.93% | 101,311.09 | 129,713.00 | -28,401.91 | 78.1% |
| 4-2114 · Rigging | 0.00 | 1,490.00 | -1,490.00 | 0.0% | 16,250.50 | 17,258.00 | -1,007.50 | 94.16% |
| 4-2120 · Unit Billed Services | | | | | | | | |
| 4-2121 · Haul Out/Launch | 0.00 | 0.00 | 0.00 | 0.0% | 116,565.94 | 116,139.00 | 426.94 | 100.37% |
| 4-2122 · Other Unit Billed | 0.00 | 0.00 | 0.00 | 0.0% | 13,492.00 | 23,787.00 | -10,295.00 | 56.72% |
| Total 4-2120 · Unit Billed Services | 0.00 | 0.00 | 0.00 | 0.0% | 130,057.94 | 139,926.00 | -9,868.06 | 92.95% |
| Total 4-2100 · Labor | 32,724.20 | 49,654.00 | -16,929.80 | 65.9% | 542,188.41 | 599,709.00 | -57,520.59 | 90.41% |
| 4-2200 · Materials | 949.35 | 10,000.00 | -9,050.65 | 9.49% | 84,326.44 | 88,000.00 | -3,673.56 | 95.83% |
| 4-2300 · Contract Services | 0.00 | 500.00 | -500.00 | 0.0% | 16,792.75 | 22,000.00 | -5,207.25 | 76.33% |
| 4-2400 · Misc Charges | 123.88 | 250.00 | -126.12 | 49.55% | 22,863.78 | 19,500.00 | 3,363.78 | 117.25% |
| 4-2500 · Credit/Refunds | 0.00 | -250.00 | 250.00 | 0.0% | 0.02 | -3,000.00 | 3,000.02 | -0.0% |
| Total 4-2000 · Service Dept Income | 33,797.43 | 60,154.00 | -26,356.57 | 56.19% | 666,171.40 | 726,209.00 | -60,037.60 | 91.73% |
| Total Income | 33,797.43 | 60,154.00 | -26,356.57 | 56.19% | 666,171.40 | 726,209.00 | -60,037.60 | 91.73% |
| Cost of Goods Sold | | | | | | | | |
| 5-2000 · Service Dept COGS | | | | | | | | |
| 5-2100 · Labor | | | | | | | | |
| 5-2110 · Billable Hourly Labor | | | | | | | | |
| 5-2111 · Electrical-Plumbing | 919.31 | 1,110.00 | -190.69 | 82.82% | 24,370.29 | 14,734.00 | 9,636.29 | 165.4% |
| 5-2112 · Fiberglass-Woodworking | 6,702.89 | 5,217.00 | 1,485.89 | 128.48% | 60,136.91 | 63,234.00 | -3,097.09 | 95.1% |
| 5-2113 · Mechanical | 731.97 | 2,331.00 | -1,599.03 | 31.4% | 22,215.48 | 30,240.00 | -8,024.52 | 73.46% |
| 5-2114 · Rigging | 0.00 | 333.00 | -333.00 | 0.0% | 2,728.82 | 4,319.00 | -1,590.18 | 63.18% |
| Total 5-2110 · Billable Hourly Labor | 8,354.17 | 8,991.00 | -636.83 | 92.92% | 109,451.50 | 112,527.00 | -3,075.50 | 97.27% |
| 5-2120 · Unit Billed Services | | | | | | | | |
| 5-2121 · Haul Out/Launch | 0.00 | 1,729.00 | -1,729.00 | 0.0% | 31,067.75 | 25,805.00 | 5,262.75 | 120.39% |
| 5-2122 · Other | 0.00 | 380.00 | -380.00 | 0.0% | 2,592.54 | 5,666.00 | -3,073.46 | 45.76% |
| Total 5-2120 · Unit Billed Services | 0.00 | 2,109.00 | -2,109.00 | 0.0% | 33,660.29 | 31,471.00 | 2,189.29 | 106.96% |
| 5-2100 · Labor - Other | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 | 0.00 | 0.00 | 0.0% |
| Total 5-2100 · Labor | 8,354.17 | 11,100.00 | -2,745.83 | 75.26% | 143,111.79 | 143,998.00 | -886.21 | 99.39% |
| 5-2200 · Subcontract Services | 0.00 | 450.00 | -450.00 | 0.0% | 18,598.30 | 19,800.00 | -1,201.70 | 93.93% |
| 5-2300 · Materials | 758.11 | 7,900.00 | -7,141.89 | 9.6% | 65,304.13 | 69,520.00 | -4,215.87 | 93.94% |
| Total 5-2000 · Service Dept COGS | 9,112.28 | 19,450.00 | -10,337.72 | 46.85% | 227,014.22 | 233,318.00 | -6,303.78 | 97.3% |
| Total COGS | 9,112.28 | 19,450.00 | -10,337.72 | 46.85% | 227,014.22 | 233,318.00 | -6,303.78 | 97.3% |
| Gross Profit | 24,685.15 | 40,704.00 | -16,018.85 | 60.65% | 439,157.18 | 492,891.00 | -53,733.82 | 89.1% |
| Expense | | | | | | | | |
| 6-2000 · Service Dept Expenses | | | | | | | | |
| 6-2100 · Non-Billable Wages & Taxes | | | | | | | | |
| 6-2110 · Non-Billable Salary & Wages | | | | | | | | |
| 6-2111 · Administrative | 2,502.84 | 2,649.00 | -146.16 | 94.48% | 41,310.76 | 30,175.00 | 11,135.76 | 136.9% |

Washburn Marina
Service Department Budget vs. Actual
March 2018

| BUDGET V ACTUAL | | | | | Apr '17 - | | | |
|---|------------------|------------------|-------------------|----------------|-------------------|-------------------|-------------------|----------------|
| | Mar 18 | Budget | \$ Over Budget | % of Budget | Mar 18 | Budget | \$ Over Budget | % of Budget |
| 6-2112 · Warranty/Credit | 1,455.16 | 378.00 | 1,077.16 | 384.96% | 10,295.14 | 4,309.00 | 5,986.14 | 238.92% |
| 6-2113 · General Maintenance | 25.10 | 757.00 | -731.90 | 3.32% | 7,813.14 | 8,620.00 | -806.86 | 90.64% |
| Total 6-2110 · Non-Billable Salary & Wages | 3,983.10 | 3,784.00 | 199.10 | 105.26% | 59,419.04 | 43,104.00 | 16,315.04 | 137.85% |
| 6-2120 · FICA/Medicare | 1,042.37 | 1,294.00 | -251.63 | 80.55% | 17,027.59 | 16,820.00 | 207.59 | 101.23% |
| 6-2130 · Unemployment Compensation | 171.79 | 1,336.00 | -1,164.21 | 12.86% | 1,617.81 | 5,391.00 | -3,773.19 | 30.01% |
| 6-2140 · Workers Compensation | 681.20 | 862.00 | -180.80 | 79.03% | 8,428.64 | 10,344.00 | -1,915.36 | 81.48% |
| Total 6-2100 · Non-Billable Wages & Taxes | 5,878.46 | 7,276.00 | -1,397.54 | 80.79% | 86,493.08 | 75,659.00 | 10,834.08 | 114.32% |
| 6-2200 · Employee Benefits | | | | | | | | |
| 6-2210 · Holiday Pay | 0.00 | 0.00 | 0.00 | 0.0% | 4,247.52 | 5,045.00 | -797.48 | 84.19% |
| 6-2220 · Personal Time Compensation | 597.45 | 1,155.00 | -557.55 | 51.73% | 11,974.36 | 13,860.00 | -1,885.64 | 86.4% |
| 6-2230 · Health Insurance | 1,755.60 | 1,847.00 | -91.40 | 95.05% | 19,033.46 | 22,164.00 | -3,130.54 | 85.88% |
| 6-2240 · Retirement Plan | 352.47 | 507.00 | -154.53 | 69.52% | 5,004.77 | 6,592.00 | -1,587.23 | 75.92% |
| Total 6-2200 · Employee Benefits | 2,705.52 | 3,509.00 | -803.48 | 77.1% | 40,260.11 | 47,661.00 | -7,400.89 | 84.47% |
| 6-2310 · Education & Training | 541.00 | 500.00 | 41.00 | 108.2% | 6,612.95 | 5,120.00 | 1,492.95 | 129.16% |
| 6-2320 · Equipment Maintenance | 74.06 | 525.00 | -450.94 | 14.11% | 4,969.83 | 6,300.00 | -1,330.17 | 78.89% |
| 6-2330 · Freight & Shipping | 123.81 | 250.00 | -126.19 | 49.52% | 2,541.48 | 3,000.00 | -458.52 | 84.72% |
| 6-2340 · Hazardous Waste Removal | 0.00 | 0.00 | 0.00 | 0.0% | 718.00 | 700.00 | 18.00 | 102.57% |
| 6-2350 · Small Tools | 101.63 | 400.00 | -298.37 | 25.41% | 4,484.23 | 4,800.00 | -315.77 | 93.42% |
| 6-2360 · Supplies | -850.71 | 0.00 | -850.71 | 100.0% | -9,648.26 | 0.00 | -9,648.26 | 100.0% |
| 6-2370 · Travel/Lodging/Meals | 0.00 | 50.00 | -50.00 | 0.0% | 40.34 | 2,500.00 | -2,459.66 | 1.61% |
| 6-2380 · Uniforms | 0.00 | 0.00 | 0.00 | 0.0% | 1,432.26 | 1,600.00 | -167.74 | 89.52% |
| 6-2390 · Utilities | 90.45 | 100.00 | -9.55 | 90.45% | 1,085.00 | 1,200.00 | -115.00 | 90.42% |
| 6-2400 · Warranty Parts | 0.00 | 175.00 | -175.00 | 0.0% | 1,140.95 | 2,100.00 | -959.05 | 54.33% |
| Total 6-2000 · Service Dept Expenses | 8,664.22 | 12,785.00 | -4,120.78 | 67.77% | 140,129.97 | 150,640.00 | -10,510.03 | 93.02% |
| Total Expense | 8,664.22 | 12,785.00 | -4,120.78 | 67.77% | 140,129.97 | 150,640.00 | -10,510.03 | 93.02% |
| Net Ordinary Income | 16,020.93 | 27,919.00 | -11,898.07 | 57.38% | 299,027.21 | 342,251.00 | -43,223.79 | 87.37% |
| Net Income | 16,020.93 | 27,919.00 | -11,898.07 | 57.38% | 299,027.21 | 342,251.00 | -43,223.79 | 87.37% |

| PREVIOUS YEAR COMPARISON | | | | | Apr '17 - | | | |
|--------------------------------|------------------|------------------|-------------------|----------------|-------------------|-------------------|-------------------|---------------|
| | Mar 18 | Mar 17 | \$ Change | % Change | Mar 18 | Mar 17 | \$ Change | % Change |
| Ordinary Income/Expense | | | | | | | | |
| Income | | | | | | | | |
| 4-2000 · Service Dept Income | 33,797.43 | 59,548.57 | -25,751.14 | -43.24% | 666,171.40 | 726,262.75 | -60,091.35 | -8.27% |
| Total Income | 33,797.43 | 59,548.57 | -25,751.14 | -43.24% | 666,171.40 | 726,262.75 | -60,091.35 | -8.27% |
| Cost of Goods Sold | | | | | | | | |
| 5-2000 · Service Dept COGS | 9,112.28 | 31,325.07 | -22,212.79 | -70.91% | 227,014.22 | 261,832.07 | -34,817.85 | -13.3% |
| Total COGS | 9,112.28 | 31,325.07 | -22,212.79 | -70.91% | 227,014.22 | 261,832.07 | -34,817.85 | -13.3% |
| Gross Profit | 24,685.15 | 28,223.50 | -3,538.35 | -12.54% | 439,157.18 | 464,430.68 | -25,273.50 | -5.44% |
| Expense | | | | | | | | |
| 6-2000 · Service Dept Expenses | 8,664.22 | 8,476.32 | 187.90 | 2.22% | 140,129.97 | 132,707.49 | 7,422.48 | 5.59% |
| Total Expense | 8,664.22 | 8,476.32 | 187.90 | 2.22% | 140,129.97 | 132,707.49 | 7,422.48 | 5.59% |
| Net Ordinary Income | 16,020.93 | 19,747.18 | -3,726.25 | -18.87% | 299,027.21 | 331,723.19 | -32,695.98 | -9.86% |
| Net Income | 16,020.93 | 19,747.18 | -3,726.25 | -18.87% | 299,027.21 | 331,723.19 | -32,695.98 | -9.86% |

Washburn Marina Ship Store Budget vs. Actual March 2018

| BUDGET V ACTUAL | | | | | Apr '17 - | | | |
|---|-----------------|-----------------|----------------|----------------|-------------------|-------------------|------------------|----------------|
| | Mar 18 | Budget | \$ Over Budget | % of Budget | Mar 18 | 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% | 2,247.18 | 1,850.00 | 397.18 | 121.47% |
| 4-3120 · Consumables | 0.00 | 0.00 | 0.00 | 0.0% | 1,199.15 | 1,270.00 | -70.85 | 94.42% |
| 4-3130 · Marine Supplies | 3,223.23 | 3,000.00 | 223.23 | 107.44% | 97,867.06 | 88,750.00 | 9,117.06 | 110.27% |
| 4-3140 · Personal Items | 22.82 | 0.00 | 22.82 | 100.0% | 4,629.62 | 4,250.00 | 379.62 | 108.93% |
| 4-3150 · Special Orders | 1,091.70 | 1,000.00 | 91.70 | 109.17% | 22,458.37 | 25,750.00 | -3,291.63 | 87.22% |
| Total 4-3100 · Store Sales | 4,337.75 | 4,000.00 | 337.75 | 108.44% | 128,401.38 | 121,870.00 | 6,531.38 | 105.36% |
| 4-3200 · Fuel Dock Sales | | | | | | | | |
| 4-3210 · Diesel | 0.00 | 0.00 | 0.00 | 0.0% | 10,816.89 | 15,000.00 | -4,183.11 | 72.11% |
| 4-3220 · Gasoline | 0.00 | 0.00 | 0.00 | 0.0% | 39,568.99 | 42,250.00 | -2,681.01 | 93.65% |
| 4-3230 · Pump Out | 0.00 | 0.00 | 0.00 | 0.0% | 1,809.88 | 2,550.00 | -740.12 | 70.98% |
| Total 4-3200 · Fuel Dock Sales | 0.00 | 0.00 | 0.00 | 0.0% | 52,195.76 | 59,800.00 | -7,604.24 | 87.28% |
| Total 4-3000 · Ship Store Income | 4,337.75 | 4,000.00 | 337.75 | 108.44% | 180,597.14 | 181,670.00 | -1,072.86 | 99.41% |
| Total Income | 4,337.75 | 4,000.00 | 337.75 | 108.44% | 180,597.14 | 181,670.00 | -1,072.86 | 99.41% |
| Cost of Goods Sold | | | | | | | | |
| 5-3000 · Ship Store COGS | | | | | | | | |
| 5-3100 · Store Sales | | | | | | | | |
| 5-3110 · Clothing | -47.52 | 0.00 | -47.52 | 100.0% | 1,748.54 | 1,573.00 | 175.54 | 111.16% |
| 5-3120 · Consumables | 211.21 | 0.00 | 211.21 | 100.0% | 1,133.92 | 827.00 | 306.92 | 137.11% |
| 5-3130 · Marine Supplies | 1,434.95 | 1,875.00 | -440.05 | 76.53% | 64,758.98 | 55,470.00 | 9,288.98 | 116.75% |
| 5-3140 · Personal Items | 155.38 | 0.00 | 155.38 | 100.0% | 3,653.00 | 3,189.00 | 464.00 | 114.55% |
| 5-3150 · Special Orders | 980.36 | 750.00 | 230.36 | 130.72% | 17,333.72 | 19,313.00 | -1,979.28 | 89.75% |
| Total 5-3100 · Store Sales | 2,734.38 | 2,625.00 | 109.38 | 104.17% | 88,628.16 | 80,372.00 | 8,256.16 | 110.27% |
| 5-3200 · Fuel Dock Sales | | | | | | | | |
| 5-3210 · Diesel | -13.75 | 0.00 | -13.75 | 100.0% | 9,289.30 | 13,200.00 | -3,910.70 | 70.37% |
| 5-3220 · Gasoline | 656.98 | 0.00 | 656.98 | 100.0% | 33,638.28 | 36,758.00 | -3,119.72 | 91.51% |
| Total 5-3200 · Fuel Dock Sales | 643.23 | 0.00 | 643.23 | 100.0% | 42,927.58 | 49,958.00 | -7,030.42 | 85.93% |
| Total 5-3000 · Ship Store COGS | 3,377.61 | 2,625.00 | 752.61 | 128.67% | 131,555.74 | 130,330.00 | 1,225.74 | 100.94% |
| Total COGS | 3,377.61 | 2,625.00 | 752.61 | 128.67% | 131,555.74 | 130,330.00 | 1,225.74 | 100.94% |
| Gross Profit | 960.14 | 1,375.00 | -414.86 | 69.83% | 49,041.40 | 51,340.00 | -2,298.60 | 95.52% |
| Expense | | | | | | | | |
| 6-3000 · Ship Store Expenses | | | | | | | | |
| 6-3100 · Wages & Taxes | | | | | | | | |
| 6-3110 · Regular & OT Wages | 1,660.40 | 1,820.00 | -159.60 | 91.23% | 43,522.39 | 40,221.00 | 3,301.39 | 108.21% |
| 6-3120 · FICA/Medicare | 195.16 | 169.00 | 26.16 | 115.48% | 3,362.14 | 3,531.00 | -168.86 | 95.22% |
| 6-3130 · Unemployment Compensation | 32.16 | 174.00 | -141.84 | 18.48% | 384.19 | 1,177.00 | -792.81 | 32.64% |
| 6-3140 · Workers Compensation | 127.54 | 182.00 | -54.46 | 70.08% | 2,083.88 | 2,184.00 | -100.12 | 95.42% |
| Total 6-3100 · Wages & Taxes | 2,015.26 | 2,345.00 | -329.74 | 85.94% | 49,352.60 | 47,113.00 | 2,239.60 | 104.75% |
| 6-3200 · Employee Benefits | | | | | | | | |
| 6-3210 · Holiday Pay | 0.00 | 0.00 | 0.00 | 0.0% | 1,207.48 | 1,290.00 | -82.52 | 93.6% |
| 6-3220 · Personal Time Compensation | 761.40 | 386.00 | 375.40 | 197.25% | 4,073.91 | 4,632.00 | -558.09 | 87.95% |

Washburn Marina
Ship Store Budget vs. Actual
March 2018

| BUDGET V ACTUAL | | | | | Apr '17 - | | | |
|---|------------------|------------------|----------------|----------------|-------------------|-------------------|------------------|----------------|
| | Mar 18 | Budget | \$ Over Budget | % of Budget | Mar 18 | Budget | \$ Over Budget | % of Budget |
| 6-3230 · Health Insurance | 436.96 | 95.00 | 341.96 | 459.96% | 3,299.19 | 1,140.00 | 2,159.19 | 289.4% |
| 6-3240 · Retirement Plan | 151.83 | 147.00 | 4.83 | 103.29% | 2,189.16 | 1,878.00 | 311.16 | 116.57% |
| Total 6-3200 · Employee Benefits | 1,350.19 | 628.00 | 722.19 | 215.0% | 10,769.74 | 8,940.00 | 1,829.74 | 120.47% |
| 6-3300 · Education & Training | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 | 500.00 | -500.00 | 0.0% |
| 6-3310 · Equipment/Maintenance | 0.00 | 0.00 | 0.00 | 0.0% | 6.08 | 250.00 | -243.92 | 2.43% |
| 6-3320 · Freight/Shipping | 14.84 | 25.00 | -10.16 | 59.36% | 1,581.79 | 2,100.00 | -518.21 | 75.32% |
| 6-3330 · Supplies | 0.00 | 150.00 | -150.00 | 0.0% | 983.83 | 1,150.00 | -166.17 | 85.55% |
| 6-3340 · Travel/Lodging/Meals | 0.00 | 0.00 | 0.00 | 0.0% | 150.00 | 400.00 | -250.00 | 37.5% |
| 6-3350 · Uniforms | 0.00 | 0.00 | 0.00 | 0.0% | 749.91 | 475.00 | 274.91 | 157.88% |
| 6-3360 · Utilities | 90.45 | 87.00 | 3.45 | 103.97% | 1,085.00 | 1,044.00 | 41.00 | 103.93% |
| 6-3370 · Over/Under | 0.00 | 0.00 | 0.00 | 0.0% | -5.55 | 0.00 | -5.55 | 100.0% |
| Total 6-3000 · Ship Store Expenses | 3,470.74 | 3,235.00 | 235.74 | 107.29% | 64,673.40 | 61,972.00 | 2,701.40 | 104.36% |
| Total Expense | 3,470.74 | 3,235.00 | 235.74 | 107.29% | 64,673.40 | 61,972.00 | 2,701.40 | 104.36% |
| Net Ordinary Income | -2,510.60 | -1,860.00 | -650.60 | 134.98% | -15,632.00 | -10,632.00 | -5,000.00 | 147.03% |
| Net Income | -2,510.60 | -1,860.00 | -650.60 | 134.98% | -15,632.00 | -10,632.00 | -5,000.00 | 147.03% |

| PREVIOUS YEAR COMPARISON | | | | | Apr '17 - | | | |
|--------------------------------|------------------|------------------|------------------|----------------|-------------------|-------------------|------------------|----------------|
| | Mar 18 | Mar 17 | \$ Change | % Change | Mar 18 | Apr '16 - Mar 17 | \$ Change | % Change |
| Ordinary Income/Expense | | | | | | | | |
| Income | | | | | | | | |
| 4-3000 · Ship Store Income | 4,337.75 | 8,992.61 | -4,654.86 | -51.76% | 180,597.14 | 184,001.83 | -3,404.69 | -1.85% |
| Total Income | 4,337.75 | 8,992.61 | -4,654.86 | -51.76% | 180,597.14 | 184,001.83 | -3,404.69 | -1.85% |
| Cost of Goods Sold | | | | | | | | |
| 5-3000 · Ship Store COGS | 3,377.61 | 7,630.15 | -4,252.54 | -55.73% | 131,555.74 | 139,379.63 | -7,823.89 | -5.61% |
| Total COGS | 3,377.61 | 7,630.15 | -4,252.54 | -55.73% | 131,555.74 | 139,379.63 | -7,823.89 | -5.61% |
| Gross Profit | 960.14 | 1,362.46 | -402.32 | -29.53% | 49,041.40 | 44,622.20 | 4,419.20 | 9.9% |
| Expense | | | | | | | | |
| 6-3000 · Ship Store Expenses | 3,470.74 | 3,369.58 | 101.16 | 3.0% | 64,673.40 | 58,648.58 | 6,024.82 | 10.27% |
| Total Expense | 3,470.74 | 3,369.58 | 101.16 | 3.0% | 64,673.40 | 58,648.58 | 6,024.82 | 10.27% |
| Net Ordinary Income | -2,510.60 | -2,007.12 | -503.48 | -25.09% | -15,632.00 | -14,026.38 | -1,605.62 | -11.45% |
| Net Income | -2,510.60 | -2,007.12 | -503.48 | -25.09% | -15,632.00 | -14,026.38 | -1,605.62 | -11.45% |

Washburn Marina
General Expenses Budget vs. Actual
March 2018

| BUDGET V ACTUAL | | | | | Apr '17 - | | | |
|---|-------------------|-------------------|------------------|---------------|--------------------|--------------------|-------------------|---------------|
| | Mar 18 | Budget | \$ Over Budget | % of Budget | Mar 18 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | | | | | |
| Expense | | | | | | | | |
| 6-4000 · General Expenses | | | | | | | | |
| 6-4100 · Wages & Taxes | | | | | | | | |
| 6-4110 · Administration Wages | 7,511.50 | 9,032.00 | -1,520.50 | 83.17% | 118,183.14 | 117,416.00 | 767.14 | 100.65% |
| 6-4120 · Repair/Maintenance Wages | 2,053.05 | 2,677.00 | -623.95 | 76.69% | 32,266.65 | 37,416.00 | -5,149.35 | 86.24% |
| 6-4130 · FICA/Medicare | 668.95 | 905.00 | -236.05 | 73.92% | 11,368.14 | 11,994.00 | -625.86 | 94.78% |
| 6-4140 · Unemployment Compensation | 110.25 | 433.00 | -322.75 | 25.46% | 1,029.43 | 3,977.00 | -2,947.57 | 25.89% |
| 6-4150 · Workers Compensation | 437.17 | 614.00 | -176.83 | 71.2% | 5,422.40 | 7,368.00 | -1,945.60 | 73.59% |
| Total 6-4100 · Wages & Taxes | 10,780.92 | 13,661.00 | -2,880.08 | 78.92% | 168,269.76 | 178,171.00 | -9,901.24 | 94.44% |
| 6-4200 · Employee Benefits | | | | | | | | |
| 6-4210 · Holiday Pay | 0.00 | 0.00 | 0.00 | 0.0% | 714.28 | 490.00 | 224.28 | 145.77% |
| 6-4220 · Personal Time Compensation | 0.00 | 123.00 | -123.00 | 0.0% | 1,669.94 | 1,476.00 | 193.94 | 113.14% |
| 6-4230 · Health Insurance | 1,432.47 | 2,019.00 | -586.53 | 70.95% | 18,729.38 | 24,228.00 | -5,498.62 | 77.31% |
| 6-4240 · Retirement Plan | 205.44 | 355.00 | -149.56 | 57.87% | 3,184.44 | 4,299.00 | -1,114.56 | 74.07% |
| Total 6-4200 · Employee Benefits | 1,637.91 | 2,497.00 | -859.09 | 65.6% | 24,298.04 | 30,493.00 | -6,194.96 | 79.68% |
| 6-4300 · Advertising & Marketing | 256.75 | 60.00 | 196.75 | 427.92% | 8,606.78 | 6,645.00 | 1,961.78 | 129.52% |
| 6-4310 · Contract Services | 36.72 | 30.00 | 6.72 | 122.4% | 390.31 | 960.00 | -569.69 | 40.66% |
| 6-4320 · Donations | 0.00 | 50.00 | -50.00 | 0.0% | 1,306.02 | 1,200.00 | 106.02 | 108.84% |
| 6-4330 · Education & Training | 253.33 | 167.00 | 86.33 | 151.7% | 2,202.96 | 2,940.00 | -737.04 | 74.93% |
| 6-4340 · Equipmt/Furnish/Sm Tools/Maint | 245.98 | 25.00 | 220.98 | 983.92% | 471.24 | 300.00 | 171.24 | 157.08% |
| 6-4350 · Insurance | 1,369.74 | 1,190.00 | 179.74 | 115.1% | 15,095.26 | 14,280.00 | 815.26 | 105.71% |
| 6-4370 · License/Permit/Fee/Dues/Subscr | 0.00 | 139.00 | -139.00 | 0.0% | 2,493.48 | 4,494.00 | -2,000.52 | 55.49% |
| 6-4380 · Office Supplies/Postage | 132.01 | 220.00 | -87.99 | 60.01% | 1,496.94 | 2,640.00 | -1,143.06 | 56.7% |
| 6-4390 · Professional Services | 85.00 | 100.00 | -15.00 | 85.0% | 6,240.12 | 5,100.00 | 1,140.12 | 122.36% |
| 6-4400 · Service Charges | 915.61 | 1,000.00 | -84.39 | 91.56% | 15,325.65 | 12,000.00 | 3,325.65 | 127.71% |
| 6-4410 · Supplies | 57.02 | 100.00 | -42.98 | 57.02% | 1,085.83 | 1,200.00 | -114.17 | 90.49% |
| 6-4420 · Travel/Lodging/Miles | 108.90 | 50.00 | 58.90 | 217.8% | 1,789.83 | 2,850.00 | -1,060.17 | 62.8% |
| 6-4430 · Uniforms | 0.00 | 0.00 | 0.00 | 0.0% | 228.92 | 400.00 | -171.08 | 57.23% |
| 6-4440 · Utilities | 277.36 | 290.00 | -12.64 | 95.64% | 3,260.58 | 3,480.00 | -219.42 | 93.7% |
| 6-4450 · Misc Expenses | 101.77 | 125.00 | -23.23 | 81.42% | 1,008.81 | 1,500.00 | -491.19 | 67.25% |
| 6-4460 · Purchases Discount | -84.22 | -50.00 | -34.22 | 168.44% | -1,317.72 | -600.00 | -717.72 | 219.62% |
| Total 6-4000 · General Expenses | 16,174.80 | 19,654.00 | -3,479.20 | 82.3% | 252,252.81 | 268,053.00 | -15,800.19 | 94.11% |
| Total Expense | 16,174.80 | 19,654.00 | -3,479.20 | 82.3% | 252,252.81 | 268,053.00 | -15,800.19 | 94.11% |
| Net Ordinary Income | -16,174.80 | -19,654.00 | 3,479.20 | 82.3% | -252,252.81 | -268,053.00 | 15,800.19 | 94.11% |
| Net Income | -16,174.80 | -19,654.00 | 3,479.20 | 82.3% | -252,252.81 | -268,053.00 | 15,800.19 | 94.11% |

| PREVIOUS YEAR COMPARISON | | | | | Apr '17 - | | | |
|----------------------------|-------------------|-------------------|------------------|----------------|--------------------|--------------------|------------------|---------------|
| | Mar 18 | Mar 17 | \$ Change | % Change | Mar 18 | Apr '16 - Mar 17 | \$ Change | % Change |
| Ordinary Income/Expense | | | | | | | | |
| Expense | | | | | | | | |
| 6-4000 · General Expenses | 16,174.80 | 22,538.72 | -6,363.92 | -28.24% | 252,252.81 | 260,347.60 | -8,094.79 | -3.11% |
| Total Expense | 16,174.80 | 22,538.72 | -6,363.92 | -28.24% | 252,252.81 | 260,347.60 | -8,094.79 | -3.11% |
| Net Ordinary Income | -16,174.80 | -22,538.72 | 6,363.92 | 28.24% | -252,252.81 | -260,347.60 | 8,094.79 | 3.11% |
| Net Income | -16,174.80 | -22,538.72 | 6,363.92 | 28.24% | -252,252.81 | -260,347.60 | 8,094.79 | 3.11% |

Washburn Marina
Revenue - Draw Report
March 2018

| | Mar 18 | Apr '17 - Mar 18 |
|-------------------------------------|------------------|-------------------------|
| 9-1100 · Draws from City | -49,771.10 | -1,015,531.07 |
| 9-2100 · Revenues Paid to City | 82,074.83 | 1,355,192.54 |
| Net Paid to City | 32,303.73 | 339,661.47 |
| Revenues paid to City Detail | | |
| Operating Revenue | | 1,226,347.06 |
| Maintenance Fees-2017 | | 126,780.32 |
| Maintenance Fees-2018 PREPAID | | 2,065.16 |
| Total | | 1,353,127.38 |

washburnadmin@cityofwashburn.org

From: Jason Stangland <Jason.Stangland@smithgroupjjr.com>
Sent: Wednesday, April 11, 2018 3:29 PM
To: washburnadmin@cityofwashburn.org
Cc: Robert Wright
Subject: RE: Contract
Attachments: CON 2018-0411 Washburn Coal Dock Design and CA.PDF

Scott,

See attached. Nothing will be a surprise - \$ stayed the same.

Jason

From: washburnadmin@cityofwashburn.org <washburnadmin@cityofwashburn.org>
Sent: Wednesday, April 11, 2018 11:59 AM
To: Jason Stangland <Jason.Stangland@smithgroupjjr.com>
Subject: RE: Contract

Jason,

If you can get it to me yet today, I can get it out for the Harbor Commission meeting for next Wednesday for approval, along with having the DOT review it in the meantime.

Scott Kløver
City of Washburn

From: Jason Stangland <Jason.Stangland@smithgroupjjr.com>
Sent: Wednesday, April 11, 2018 10:31 AM
To: washburnadmin@cityofwashburn.org
Cc: Robert Wright <Robert.Wright@smithgroupjjr.com>
Subject: RE: Contract

Hi Scott,

Rob and I sat down to review the agreement in detail this morning. We have made some small changes primarily related to clarification of responsibilities (stuff like wage rate interviews, etc.) and also removed Task 1 services as they have already been contracted and completed. We will have the updated document to you shortly.

Any thoughts on your end on timing for approval of our agreement on the Harbor Commission side of things and when you'd like us to begin work?

Jason

From: washburnadmin@cityofwashburn.org <washburnadmin@cityofwashburn.org>
Sent: Tuesday, April 10, 2018 3:36 PM
To: Jason Stangland <Jason.Stangland@smithgroupjjr.com>

Cc: Robert Wright <Robert.Wright@smithgroupijr.com>

Subject: Contract

Jason,

We have approved the contract with the state for the grant. Do you have any modifications to your contract before we submit it to the DOT for review?

Scott J. Kluver, Administrator

City of Washburn

P.O. Box 638

119 Washington Ave.

Washburn, WI 54891

Phone – 715-373-6160 Ext. 4

Fax – 715-373-6148

<http://www.cityofwashburn.org/>

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

SMITHGROUP JJR

April 11, 2018

Mr. Scott Kluver, City Administrator
City of Washburn
119 Washington Avenue
Washburn, WI 54891

RE: Proposal of Professional Services
City of Washburn Coal Dock Renovation - Coal Dock Northeast Wall Reconstruction Design

Dear Mr. Kluver:

On behalf of SmithGroupJJR, Inc., ("SmithGroupJJR"), we are pleased to submit this proposal for the design of replacement structures, and construction support services at the Washburn Coal Dock. The following is our understanding of the services which are to be provided.

UNDERSTANDING OF THE PROJECT

The timber cribs along the northwest and northeast faces of the City of Washburn Coal Dock have been badly damaged and need repair. SmithGroupJJR, on behalf of the City, has performed previous investigations of the structure, presented possible replacement alternatives, and helped secure funding to assist with reconstruction efforts. This proposal outlines the recommended approach for advancing with the development of replacement facilities.

SCOPE OF SERVICES

Scope of Work

Task 1 Site Investigations

Task 1.1 Geotechnical Exploration

SmithGroupJJR will contract with and manage a geotechnical engineering and testing firm to perform up to six (6) borings along the perimeter of the coal dock. The results will be used to guide the design of the replacement structure. Structural and material composition will be analyzed and a geotechnical report will be prepared. The report will include a log of the soil borings including bedrock locations, recommendations for minimum requirements for lakebed embedment (if applicable), and other pertinent recommendations for the design of tie-backs or other replacement structures.

Task 1.2 Site Survey

SmithGroupJJR will contract with and manage a licensed professional to complete a survey of the project area. The survey will identify the location of surface and underground utilities on the dock as well as topography of the coal dock area. The survey will provide the necessary base for future construction document preparation.

City of Washburn

Coal Dock Rehabilitation – Design and Contract Administration
Washburn, Wisconsin

SmithGroupJJR

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Task 1.3 Limited Bathymetric Survey

SmithGroupJJR will perform, or will contract and manage a qualified firm to perform, a bathymetric survey of an area extending approximately 200 feet offshore of the face of the coal dock. The results of the limited survey will confirm the water depths adjacent to the coal dock and aid in the design of replacement facilities.

Task 1 Deliverables

- Geotechnical Inspection Report
- Site Survey
- Bathymetric Survey

Task 2 Design & Permitting Services

Task 2.1 Preliminary Engineering

SmithGroupJJR will prepare Design Development Plans and outline specifications to describe the size, material, and character of the planned improvements. As part of the Design Development Plans, SmithGroupJJR will:

- Prepare Preliminary Design Development Plans and outline specifications to a 35% level of final construction drawings (level typically required for submittal with project permit applications);
- Complete draft permit applications and required environmental review documents and providing the required documentation, calculations, and drawings;
- Provide a Design Development Level Opinion of Probable Construction Costs.

Upon completion of the draft documents, SmithGroupJJR and the City will meet to review and discuss the draft documents and identify any changes or additional information that may be needed prior to the formal application for permit and environmental review.

Task 2.2 Agency Approvals

The Design Development Plans, permit and environmental review documents will be submitted to agency staff. Upon agency confirmation of a complete application, SmithGroupJJR will assist the City in communicating with each agency by clarifying application details and preparing responses to agency comments or concerns. SmithGroupJJR will provide documentation of the correspondence with the agencies throughout the process to keep the City apprised of specific requests and the level of effort associated with agency negotiations.

Task 2.3 Contract Documents

Following notice of agency approval of the proposed project, SmithGroupJJR will complete final engineering for the coal dock improvements and prepare the required Contract Documents. As part of the Contract Document preparation process, SmithGroupJJR will:

- Submit documentation to the City and participate in a review meeting midway through construction documentation development. The submittal will include plans, technical specifications, and an updated Opinion of Probable Construction Costs.
- Incorporate City review comments and prepare and submit documentation for final City review. The submittal will include plans, a complete project manual (contract, front end, and technical specifications) and a final Opinion of Probable Construction Costs. The City shall issue a letter indicating acceptance of the documents prior to proceed with bidding.

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Task 2 Deliverables

- Draft and Final Preliminary Engineering Documents
- Agency Communication Updates
- Permit Negotiation Submittals
- Draft and Final Contract Documents

Task 3 Bidding Assistance

In support of the City and to solicit bids from qualified contractors, SmithGroupJJR will provide the following services:

- Coordinate the development of bid documents with the City;
- Manage the distribution of the bidding documents with a plan house;
- Conduct a pre-bid meeting with interested contractors;
- Receive and respond to contractors' and/or suppliers' pre-bid questions;
- Prepare and distribute addenda as required to clarify the bidding documents; and
- Assist in evaluation of bids and offer input to the City on the award of a construction contract.

Task 3 Deliverables

- Pre-bid Inquires and Meeting Notes
- Addenda and Clarifications

Task 4 Contract Administration Services

SmithGroupJJR will support the City by performing the required services associated with the HAP Grant during the construction phase:

- Lead a pre-construction meeting with the contractor(s) to review project requirements, processes and milestones;
- Review submittals and shop drawings;
- Review and respond to RFIs and assist the Client with any field orders or contract modifications;
- Provide periodic on-site observation for the duration of construction process. This includes on-site representation for an average of approximately 3 days per week for an anticipated duration of 12 weeks (a total of up to 36 days on site for observation services).
 - Prepare site observation reports in a Project Diary. Project Diary shall be signed daily and will include:
 - Record progress of work;
 - Compliance with the drawings and specifications; and
 - Documentation of any unusual events.
 - Conduct necessary interviews regarding Contractor wages paid to employees (Davis-Bacon Act)
- Review contractor pay requests and provide recommendations to the City based on contractor progress;
- Submit necessary final completion documents to applicable regulatory agencies upon completion of construction;
- Prepare punch lists, conduct a final inspection, review contract closeout documentation and recommend final payment to closeout the construction contract; and
- Provide the City with as-built record drawings and an electronic disk in AutoCAD and Adobe Acrobat format of the as-built record drawings.

Task 4 Deliverables

- RFI Responses
- Pay Request Reviews
- Field Orders and/or Contract Modifications

City of Washburn

Coal Dock Rehabilitation – Design and Contract Administration

SmithGroupJJR

Washburn, Wisconsin

SMITHGROUP JJR

- Site Observation Reports
- Documentation pertaining to shop drawing review records, calculations, change-orders, pay estimates, punchlists, as-built record drawings and electronic files, and substantial completion certificate (optional)

ASSUMPTIONS & OWNER RESPONSIBILITIES

- The City will designate a single representative to act on its behalf for the duration of the project. The City representative shall review documents submitted by SmithGroupJJR and shall render decisions pertaining thereto promptly to avoid unreasonable delay in the progress of SmithGroupJJR's services.
- Permit fees are not included in the SmithGroupJJR's compensation. The City shall pay all permit and review fees.
- Environmental review versus an environmental impact assessment will be required. It is anticipated that the project will require an Individual Permit.
- Submerged land lease documentation and negotiation is not anticipated as part of this project.
- The engineer's Project Diary will be stored with the City or Marina Office when a SmithGroupJJR representative is not on-site.
- Wetland delineation and Archeological review will not be required to comply with State WRAP Permit or WisDOT HAP funding requirements.
- City shall manage and maintain financial records for three years in accordance with the HAP Grant Requirements.
- WisDOT HAP Grant Agreement states that the Engineer shall be present each day work is being performed by the Contractor. Subsequent correspondence with the HAP Grant Staff at WisDOT has stated that full-time on-site observation is not mandatory, but shall be at a level necessary to verify compliance with the Drawings, Specifications, and the HAP Grant Agreement terms. If additional on-site Contract Administration Services are requested or required beyond what is specified above in Task 4 due to HAP requirements, City request, or Contractor delays, Additional Services will be incurred.
- Due to WisDOT and HAP funding requirements, there shall be no deviation from the approved drawings and specifications unless otherwise directed by Engineer or otherwise approved by WisDOT and Engineer.

USE OF ANY SPECIALIZED EQUIPMENT

SmithGroupJJR may, on occasion, use laser scanning equipment for data gathering purposes. Use of such equipment is for the limited purpose of assisting SmithGroupJJR in processes associated with the delivery of its services and is not a survey or inspection of existing conditions.

PREPARATION OF DIGITAL DATA

In the event SmithGroupJJR is requested to prepare digital data for transmission to the Owner's consultants, contractors or other Owner authorized recipients ("Digital Data"), the Owner acknowledges that due to the limitations of the digital data software, not all elements of SmithGroupJJR's services may be represented in the Digital Data, this being in the sole discretion of SmithGroupJJR. Accordingly, although SmithGroupJJR will endeavor to represent all material elements of SmithGroupJJR's services in the Digital Data, any use shall not relieve the Owner's consultants, contractors, or other Owner authorized recipients or their respective obligations. The Owner agrees that it will include this provision in any agreements with its consultants, contractors, or other Owner authorized recipients, in which Digital Data is provided.

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SCHEDULE

The specific schedule will be determine through consultation with the City based on the contract approval timeline, HAP staff review and approval timelines and goals with respect to project construction timing. Preparation of the Contract Documents is anticipated to require a minimum of 8 – 12 weeks.

COMPENSATION

The City of Washburn shall compensate SmithGroupJJR for the scope of services outlined above and for the fixed fee lump sum amounts as further detailed and described below.

- Task 1: \$ 40,000
- Task 2: \$ 135,800
- Task 3: \$ 76,300

ADDITIONAL SERVICES

Requests for additional services or staff will be documented by SmithGroupJJR (if given verbally), and the work will commence upon City of Washburn approval of an estimated fee for that effort or, if not agreed otherwise, City of Washburn shall reimburse SmithGroupJJR on an hourly basis of SmithGroupJJR's project staff actively engaged for all man hours worked on the project.

PAYMENTS

Invoices will be prepared monthly on the basis of percentage of completion.

All payments due to SmithGroupJJR shall be made monthly upon presentation of the statement of services rendered. All payments due SmithGroupJJR under this agreement shall bear interest at one-and one-half (1½%) percent per month commencing thirty (30) days after the date of billing.

DELIVERY OF CADD GRAPHIC FILES

Any electronic/data/digital files (Files) from SmithGroupJJR shall be deemed Instruments of Service, and/or Work Product, as the case may be, for the Project identified above. City of Washburn covenants and agrees that: 1) the Files are Instruments of Service of SmithGroupJJR, the author, and/or Work Product of SmithGroupJJR, as the case may be; 2) in providing the Files, SmithGroupJJR does not transfer common law, statutory law, or other rights, including copyrights; 3) the Files are not Contract Documents, in whole or in part; and 4) the Files are not As-Built files. City of Washburn agrees to report any defects in the Files to SmithGroupJJR, within 45 days of the initial Files transmittal date (Acceptance Period). It is understood that SmithGroupJJR will correct such defects, in a timely manner, and retransmit the Files. City of Washburn further agrees to compensate SmithGroupJJR, as Additional Services, for the cost of correcting defects reported to SmithGroupJJR after the Acceptance Period. City of Washburn understands that the Files have been prepared to SmithGroupJJR's criteria and may not conform to (Client's Name) drafting or other documentation standards. City of Washburn understands that, due to the translation process of certain CADD formats, and the transmission of such Files to City of Washburn that SmithGroupJJR does not guarantee the accuracy, completeness or integrity of the data, and that the City of Washburn will hold SmithGroupJJR harmless for any data or file clean-up required to make these Files usable. City of Washburn understands that even though SmithGroupJJR may have computer virus scanning software to detect the presence of computer viruses, there is no guarantee that computer viruses are not present in the Files, and that

City of Washburn

Coal Dock Rehabilitation – Design and Contract Administration

SmithGroupJJR

Washburn, Wisconsin

SMITHGROUP JJR

City of Washburn will hold SmithGroupJJR harmless for such viruses and their consequences, as well as any and all liability or damage caused by the presence of a computer virus in the Files. City of Washburn agrees, to the fullest extent permitted by law, to indemnify and hold SmithGroupJJR harmless from any and all damage, liability, or cost (including protection from loss due to attorney's fees and costs of defense), arising from or in any way connected with and changes made to the Files by City of Washburn.

Under no circumstances shall transfer of Files to City of Washburn be deemed a sale by SmithGroupJJR. SmithGroupJJR makes no warranties, express or implied, of merchantability or fitness for any particular purpose.

LIMITATION OF LIABILITY

NOTWITHSTANDING ANYTHING TO THE CONTRARY AND TO THE FULLEST EXTENT PERMITTED BY LAW, CITY OF WASHBURN AGREES THAT THE TOTAL LIABILITY OF SMITHGROUPJJR IN CONNECTION WITH THIS AGREEMENT, WHETHER IN CONTRACT, TORT, NEGLIGENCE, BREACH OR OTHERWISE, SHALL NOT EXCEED AND SHALL BE LIMITED TO THE TOTAL COMPENSATION RECEIVED BY SMITHGROUPJJR UNDER THIS AGREEMENT.

MISCELLANEOUS PROVISIONS

SmithGroupJJR will use reasonable professional efforts and judgment in responding in the design to applicable federal, state and local laws, rules, codes, ordinances and regulations. City of Washburn acknowledges that certain state and local laws, rules, codes, ordinances and regulations may reference standards that are outdated and/or contrary with today's industry requirements. SmithGroupJJR cannot and does not warrant or guarantee that the Project will comply with all such outdated and/or contrary federal, state and local laws, rules, codes, ordinances and regulations

Notwithstanding anything to the contrary, nothing contained herein shall be construed: i) to constitute a guarantee, warranty or assurance, either express or implied, that the SmithGroupJJR's Services will yield or accomplish a perfect outcome for this Project; or ii) to obligate the SmithGroupJJR to exercise professional skill or judgment greater than the standard of care exercised by other similarly situated design professionals currently practicing in the same locale as this Project, under the same requirements of this Agreement; or iii) as an assumption by the SmithGroupJJR of liability of any other party.

SmithGroupJJR will use reasonable professional efforts and judgment to interpret applicable ADA requirements and other federal, state and local laws, rules, codes, ordinances and regulations as applicable to this Project. City of Washburn acknowledges that requirements of ADA, as well as other federal, state and local laws, rules, codes, ordinances and regulations, will be subject to various and possibly contradictory interpretations. SmithGroupJJR cannot and does not warrant or guarantee that the Project will comply with all interpretations of the ADA requirements and/or the requirements of other federal, state and local laws, rules, codes, ordinances and regulations

SMITHGROUP JJR

This document will serve as an agreement between us, and you may indicate your acceptance by signing in the space provided below and returning one (1) signed copy for our files.



SmithGroupJJR (Signature)

Owner (Signature)

John Kretschman, Director of Operations

(Printed name and title)

(Printed name and title)

April 11, 2018

Date

Date

From: Michelle Shrider <michelle@washburnmarina.com>
Sent: Wednesday, April 11, 2018 2:33 PM
To: 'Scott Kluver'; 'Carl Broberg'
Subject: One more add to Agenda
Attachments: Scan013.PDF

Greetings ;

This morning we were greeting to a mess from our parts washer – all the fluid had run out on the floor. We found a crack in the bottom of the containment tub and after a bit of research find that parts are no longer available for this model. It is over 10 years old – bought new in 2008. Attached is a sale flyer for a similar model, a bit larger through Napa. To get one the same size is more money. Mark at Napa has a few of these left and will hold one for us if it is approved at the next HC meeting. Thanks!

Sincerely,
Michelle Shrider, CMM, General Manager
Washburn Marina
1 Marina Drive
Washburn, WI 54891
715-373-5050
www.washburnmarina.com

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NAPA

NOW - February 28th, 2018



CRC SmartWasher[®]

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Works on Tough Greases and Oils

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Only \$1599 !

Benefits:

- bioremediating
- no liquid hazardous waste generation
- no health or safety hazards
- superior performance
- no service contracts
- no toxic solvents
- no flash point

Features:

parts washer construction: **heavy-duty HDPE**
 pump capacity: **300 gph**
 adjustable thermostat: **105°F to 115°F**
 flow control timer: **10 min. or 30 min**

Long-Term Exposure Risks



| Solvent | Ozzy Juice |
|-------------------------------|------------|
| Memory loss | NO RISK |
| Headaches | NO RISK |
| Dermatitis | NO RISK |
| Impotence | NO RISK |
| Cancer | NO RISK |
| Brain, kidney liver damage | NO RISK |



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Fits every application with its' unique design, large sink size, mobility and amazing features. Includes extra long angled brush/hose for those hard-to-reach places.

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