

Tab 9. Revenue Proposal

1.	Minimum Monthly Base Rental \$2,760.	\$120,000
2.	Projected Gross Sales (excluding sales tax)	\$2,542,213
3.	Supplemental Fee from Revenue Generated	\$18,330
4	Total Projected City Revenue Year 1	\$138,330

1.	Minimum Monthly Base Rental \$2,760.	\$120,000
2.	Projected Gross Sales (excluding sales tax)	\$2,616,896
3.	Supplemental Fee from Revenue Generated	\$18,950
4	Total Projected City Revenue Year 2	\$138,950

1.	Minimum Monthly Base Rental \$2,760.	\$120,000
2.	Projected Gross Sales (excluding sales tax)	\$2,668,863
3.	Supplemental Fee from Revenue Generated	\$19,143
4	Total Projected City Revenue Year 3	\$139,143

1.	Minimum Monthly Base Rental \$2,760.	\$120,000
2.	Projected Gross Sales (excluding sales tax)	\$2,723,429
3.	Supplemental Fee from Revenue Generated	\$19,345
4	Total Projected City Revenue Year 4	\$139,345

1.	Minimum Monthly Base Rental \$2,760.	\$120,000
2.	Projected Gross Sales (excluding sales tax)	\$2,780,724
3.	Supplemental Fee from Revenue Generated	\$19,557
4	Total Projected City Revenue Year 5	\$139,557

Please see the next page for the Revenue Proposal Computation

Dockage Rent per proposed Bid RFP 2018-031:

The base minimum fee is computed to be **\$10,000** per month for all five years. This is a total of **\$120,000** per year.

The Supplemental fee is computed at .50 cents for all passengers annually in excess of 16,800.

The Supplemental fee computation is below:

	Public	Private			Excess	At
	Cruise	Charter	Total		16,800	.50 each
Year 1	46,460	7,000	53,460	16,800	36,660	\$ 18,330
Year 2	47,000	7,700	54,700	16,800	37,900	\$ 18,950
Year 3	47,000	8,085	55,085	16,800	38,285	\$ 19,143
Year 4	47,000	8,489	55,489	16,800	38,689	\$ 19,345
Year 5	47,000	8,914	55,914	16,800	39,114	\$ 19,557

The bid RFP 2018-031 total revenues to be paid to the City of Delray Beach is as follows:

	Minum		Total
	Base	Supplemental	To Delray
	Fee	Fee	Beach
Year 1	\$ 120,000	\$ 18,330	\$138,330
Year 2	\$ 120,000	\$ 18,950	\$138,950
Year 3	\$ 120,000	\$ 19,143	\$139,143
Year 4	\$ 120,000	\$ 19,345	\$139,345
Year 5	\$ 120,000	\$ 19,557	\$139,557

Projected Gross Sales (excluding Sales Tax):

Year 1	\$2,542,213
Year 2	\$2,616,896
Year 3	\$2,668,863
Year 4	\$2,723,429
Year 5	\$2,780,724