

Port of Galveston 2022 Budget
2022 BUDGET
PASSENGER COUNT AND CARS PARKED ANALYSIS

Ship	PAX Capacity	2019 PORT CALLS	2019 PAX ACT	2019 CARS ACT	Passenger Utilization	Cars Per Passenger	2022 BUDGET PORT CALLS	2022 PAX Budget	2022 CARS Budget	Passenger Utilization	Cars Per Passenger
Carnival Breeze	4,724	-	-	-	0.0%	0.0%	78	540,588	31,148	73.4%	2.9%
Carnival Dream	4,631	50	433,119	25,622	93.5%	3.0%	51	350,363	27,764	74.2%	4.0%
Carnival Vista	4,980	52	460,458	22,653	89%	2.5%	52	385,146	25,723	74.4%	3.3%
Total Carnival Large Class		102	893,577	48,275	91.1%	2.7%	181	1,276,097	84,636	73.9%	3.3%
Carnival Freedom	3,700	48	327,391	17,280	92.2%	2.6%					
Carnival Valor	3,730	26	182,971	10,975	94.3%	3.0%	-	-	-		
Total Carnival Medium Class		74	510,362	28,255	92.9%	2.8%	-	-	-		
Disney Wonder	2,713	9	45,410	2,103	93.0%	2.3%	7	32,890	1,620	86.6%	2.5%
Disney Magic	2,713						8	34,092	2,177	78.5%	3.2%
RCCL Allure	5,484						8	49,375	3,075	56.3%	3.1%
RCCL Liberty of the Seas	4,960	52	447,992	17,536	86.8%	2.0%	44	168,428	17,982	38.6%	5%
Total RCCL Large Class		52	447,992	17,536	86.8%	2.0%	52	217,803	21,057	41.5%	4.8%
RCCL ADVENTURE SEAS	3,835	-	-	-	0.0%	0.0%	38	118,206	10,530	40.6%	4.5%
RCCL Enchantment of the Seas	2,730	51	259,873	15,854	93.3%	3.1%	-	-	-	0.0%	0.0%
RCCL Grandeur	2,440						42	85,398	13,317	41.7%	0.0%
RCCL Vision of the Seas	2,514	9	38,434	2,019	84.9%	2.6%	-	-	-	0.0%	0.0%
Total RCCL Enchantment Vision Seas		60	298,307	17,873	92.2%	3.0%	42	85,398	13,317	41.7%	7.8%
NCL Prima	2,400						2	6,018	261	62.7%	
Grand Total		297	2,195,648	114,042	90.8%	2.6%	330	1,770,504	133,598	62.4%	3.8%

Port of Galveston 2022 Budget
Supplemental Schedule
Conference Registration Fees - Accounts 5071 & 6071

Description / Department	Engineering	Executive	Finance	Operations	Parking	Public Relations	Safety-Security	Grand Total
AAPA Annual Conference		6,000		2,000		1,250		9,250
AAPA Port Director's Seminar		725						725
AG Open Meetings Training 2@3days		600						600
AG Open Meetings Training 2@3days		600						600
american Grant writers assoc national confrence		625						625
Annual Cruise Shipping Conf. Seatrade		1,523				1,500		3,023
Annual Financaial/Updates			250					250
CLIA Cruise360						3,295		3,295
Commissioners Seminar		975						975
Continuing education			5,000					5,000
CPE EXPO		500	450					950
Cruise World (booth)						3,000		3,000
Executive Management Conf.		795						795
FBI NAA Conference							500	500
FCCA Conference		1,200						1,200
Finance Staff Governement Financcl Officers Assn. of Texas (GFOAT)		600						600
Foundations of Payroll Certificate Program			2,670					2,670
GFOAT Fall 2021 Meeting			1,000					1,000
Gulf Ports Meeting		400						400
International Parking and Mobility Conference					1,200			1,200
Latin American Congress of Ports		1,500						1,500
MarSec East Conference							600	600
National GFOA - June 5-8, 2022			500					500
Payroll Administration Certificate Program			2,825					2,825
Public Funds Training (Required Even years)			500					500
Purchasing and Contract Development			1,500					1,500
Purchasing Law			1,500					1,500
Real Estate Workshop		400						400
SHRM - Annual		1,595						1,595
Spring Conference		800						800
SRM - ProPrep		1,000						1,000
TCOLE Training Conference							150	150
Texas Parking and Transportation					975			975
Texas Police Chiefs Conference							500	500
Unidentified CPE Training			500					500
Grand Total	-	19,838	16,695	2,000	2,175	9,045	1,750	51,503

Port of Galveston 2022 Budget
 Supplemental Schedule
 Employee Training Fees - Accounts 5072 & 6072

Description / Department	C&M	Executive	Engineering	Finance	Operations	Parking	Safety-Security	Grand Total
American Grant Writers Assoc. National Conf.		750						750
ASCE Port Engineer Certificate (11 courses)			16,500					16,500
Backflow testing training, certification	1,000							1,000
CDL commerical license training	1,800							1,800
Design of Port Facilities			1,700					1,700
Enterprise Training Solutions			4,400					4,400
Miscellaneous Training		1,000		750	200	1,500	21,700	25,150
Skilled Trades Training	3,150							3,150
UHD AutoCAD 2D Advanced			400					400
Various CPE's for CPA License		2,500						2,500
Grand Total	5,950	4,250	23,000	750	200	1,500	21,700	57,350

Port of Galveston 2022 Budget
Supplemental Schedule
Membership Dues and Fees - Accounts 5074 & 6074

Description / Department	Administration	Engineering	Executive	Finance	Operations	Parking	Public Relations	Safety-Security	Grand Total
AMERICAN ASSOC OF PORT AUTHORITIES			25,000						25,000
American Payroll Assoc.				300					300
ASCE		1,750							1,750
CPA License Port Director			250						250
CRUISE LINES INTERNATIONAL ASSO			11,000						11,000
FBI LEEDA Annual Fee								150	150
FBI NAA Annual Fee								375	375
Florida Carribian Cruise Assoc			10,000						10,000
GALVESTON CHAMBER OF COMMERCE			10,000						10,000
Galveston Chamber of Commerce Annual Golf Tournament									
Hero's Sponsorship			1,500						1,500
GALVESTON SEAFARERS CENTER			2,500						2,500
GEDP Galveston Economic Development Partnerships, Inc.			2,500						2,500
GFOA (includes ACFR)				1,300					1,300
GPA Grant Professionals Association			185						185
Grants			1,250						1,250
GREATER HOUSTON PORT BUREAU			2,500						2,500
Greater Houston Port Bureau (Corporate Membership)					2,500				2,500
Green Marine			9,000						9,000
GTOT				100					100
GULF PORTS ASSOC			400						400
Int'l Assoc. of Chiefs of Police								190	190
Int'l Assoc. of Chiefs of Police								190	190
Monthly Propeller Club Meetings			1,800						1,800
NIGP				250					250
Notary Renewal								180	180
NPA - CPP Renewal						400			400
PMI						1,500			1,500
Police Executive Research Forum								115	115
PROPELLER CLUB PORT OF GALVESTON - Sponsorsip			8,150						8,150
Public Relations Society of America							325		325
SAM'S CLUB Membership				300					300
SHRM			420						420
System for Award Management from the US Federal									
Contractor Registration			599						599
Table for Galveston Chamber of Commerce			3,500						3,500
Table for Seafarers Gala			2,500						2,500
TBD			300						300
Texas Parking and Transportation						1,170			1,170
Texas Police Chief's Association								608	608
Texas Society CPA				1,150					1,150
TWIC Renewal								1,503	1,503
TxPPA				190					190

Description / Department	Administration	Engineering	Executive	Finance	Operations	Parking	Public Relations	Safety-Security	Grand Total
West Gulf Maritime Association							1,500		1,500
WTW			250						250
Grand Total	-	1,750	93,604	3,590	2,500	3,070	1,825	3,311	109,650

Port of Galveston 2022 Budget
Supplemental Schedule
Publications Schedule - Accounts 5075 & 6075

Description / Department	Engineering	Executive	Finance	Safety-Security	Grand Total
Agency 360 FTO Program				1,250	1,250
APA Payroll Guide			300		300
ASCE 7	200				200
Axon - Add body cameras to cloud				878	878
Blue Book			400		400
Central Square CAD/RMS				6,300	6,300
GIS Technologies in Port Facilities	60				60
Grammarly				1,050	1,050
Indeed - Sponsored Jobs	-	2,430			2,430
Minimum Design Loads for Bldg/Structures	180				180
Mooring of Ships to Piers and Wharves	100				100
Navigation Engineering and Practice	90				90
Other to Be Determined (GASB Guides, Financial implementation Guides, Etc...)			400		400
Police One Academy				2,640	2,640
Power DMS				4,634	4,634
Productivity Improvement for Construction	105				105
Public Solicitation Publications			18,000		18,000
Superior Annual Subscription				11,974	11,974
TPCA Recognition Program dues				500	500
Waterfront Inspection and Assessment	120				120
WAVE Application				720	720
Grand Total	855	2,430	19,100	29,946	52,331

Port of Galveston 2022 Budget
Supplemental Schedule
Travel - Accounts 5081-5084 & 6081-6084

Description / Department	Transportation (5081/6081)	Lodging (5082/6082)	Meals (5083/6083)	Tips/ Misc. (5084/6084)	Total
Engineering	1,075	-	600	-	1,675
Project Related Travel	1,075	-	600	-	1,675
Executive	21,277	18,688	5,290	1,422	46,677
AAPA Annual Conference	5,808	2,083	625	167	8,683
FCCA Conference	839		100	150	1,089
Spring Conference	757	1,000	150	75	1,982
Executive Management Conf.	757	700	225	75	1,757
Annual Cruise Shipping Conf. Seatrade	637	1,025	300	75	2,037
AAPA Port Director's Seminar	421	500	225	50	1,196
Real Estate Workshop	621	500	225	50	1,396
Gulf Ports Meeting	321	400	225	50	996
Texas Ports Meetings (2)	675	300	300		1,275
Various Meetings in Washington, DC and Austin TX with Legislators and agencies related to dredging ,security and economic development	2,640	3,180	650	200	6,670
Various Conferences, Seminars, AAPA Committee Meetings, CLIA Meetings & meetings with customers and Sales Calls	3,446	2,700	600	130	6,876
Union Pacific Shoreline Railroad and Port Conference	521	700	150		1,371
Finance Staff Government Financial Officers Assn. of Texas (GFOAT)	96	750	150	50	1,046
AG Open Meetings Training 2@3days	411	800	175	75	1,461
Latin American Congress of Ports	1,121	1,000	300	100	2,521
Commissioners Seminar	471	750	240		1,461
SHRM - Annual	600	800	300	50	1,750
american Grant writers assoc national conference	721	700	175	50	1,646
AG Open Meetings Training 2@3days	411	800	175	75	1,461
Finance	2,572	3,922	1,100	255	7,849
GFOAT Spring 2021 Meeting	440	800	100	50	1,390
GFOAT Fall 2021 Meeting	308	800	100	50	1,258
CPE EXPO	-	-	50	50	100
Payroll Administration Certificate Program	285	750	375	-	1,410
Unidentified CPE Training	56	-	25	15	96
National GFOA - June 5-8, 2022	283	672	300	50	1,305
Purchasing and Contract Development	600	450	75	20	1,145
Purchasing Law	600	450	75	20	1,145
Operations	1,663	2,500	266	200	4,629
AAPA	1,663	2,500	266	200	4,629
Parking	844	2,700	425	75	4,044
International Parking and Mobility Conference	700	900	200	15	1,815
Texas Parking and Transportation	144	1,800	225	60	2,229
Public Relations	3,402	5,800	1,575	260	11,037
AAPA Conference	834	1,200	300	50	2,384
Breakbulk Americas	67	-	300	60	427
CLIA Cruise360	834	900	225	50	2,009
Seatrade Cruise Global	834	2,300	450	50	3,634
Cruise World (booth)	834	1,400	300	50	2,584
Safety-Security	4,088	3,668	1,200	1,000	9,956
FBI NAA Conference	1,100	1,000	375	250	2,725
MarSec East Conference	2,734	1,668	450	500	5,352
TCOLE Training Conference	254	1,000	375	250	1,879
Grand Total	34,921	37,278	10,456	3,212	85,866

Port of Galveston 2022 Budget
Supplemental Schedule
Contract Police / Contract Security - Accounts 5111 & 5112

Operations
Cruise

Armed Staffing									
Post/Description	Days Staffed	Holiday Staffing	Post Hours	Hours	Days	Hours/Week	Hours/Year	Bill Rate	Cost Estimate
Supervisor	Sun-Sat	Yes	0001-2400	24	7	168.00	8736.00	\$22.99	\$200,840.64
Gate 14 A	Sun-Sat	Yes	0001-2400	24	7	168.00	8736.00	\$21.66	\$189,221.76
Gate 40	Sun-Sat	Yes	0001-2400	24	7	168.00	8736.00	\$21.66	\$189,221.76
Gate 40 B	Mon-Fri	No	0700-1500	8	5	40.00	2080.00	\$21.66	\$45,052.80
Gate 3 A	Mon-Fri	No	0700-1800	11	5	55.00	2860.00	\$21.66	\$61,947.60
Totals						599.00	31148.00		\$686,284.56

Terminal 1-2 Unarmed Staffing									
Post/Description	Days Staffed	Holiday Staffing	Post Hours	Hours	Days	Hours/Week	Hours/Year	Bill Rate	Cost Estimate
Traffic Control Supervisor	Sun-Sat	Yes	0800-1600	8	5	40	2080.00	\$22.99	\$47,819.20
Traffic Control Point 1 (T1) pt	Sun-Sat	Yes	0800-1600	8	5	40	2080.00	\$18.36	\$38,188.80
Traffic Control Point 2 (T1) cw	Sun-Sat	Yes	0800-1600	8	5	40	2080.00	\$18.36	\$38,188.80
Traffic Control Point 3 (T1) cw	Sun-Sat	Yes	0800-1600	8	5	40	2080.00	\$18.36	\$38,188.80
Traffic Control Point 4 (T1) trn	Sun-Sat	Yes	0800-1600	8	5	40	2080.00	\$18.36	\$38,188.80
Traffic Control Point 5 (T1) 25	Sun-Sat	Yes	0800-1600	8	5	40	2080.00	\$18.36	\$38,188.80
Traffic Control Point 5A (T1) 25	Sun-Sat	Yes	0800-1600	8	5	40	2080.00	\$18.36	\$38,188.80
Traffic Control Point 6 (T2) pt	Sun-Sat	Yes	0800-1600	8	2	16	832.00	\$18.36	\$15,275.52
Traffic Control Point 7 (T2) cw	Sun-Sat	Yes	0800-1600	8	2	16	832.00	\$18.36	\$15,275.52
Traffic Control Point 8 (T2) cw	Sun-Sat	Yes	0800-1600	8	2	16	832.00	\$18.36	\$15,275.52
Traffic Control Point 9 (T2) trn	Sun-Sat	Yes	0800-1600	8	2	16	832.00	\$18.36	\$15,275.52
Traffic Control Point 10 (T2) 28	Sun-Sat	Yes	0800-1600	8	2	16	832.00	\$18.36	\$15,275.52
Traffic Control Point 10A 28	Sun-Sat	Yes	0800-1600	8	5	40	2080.00	\$18.36	\$38,188.80
Taxi Stand (T1)	Sun-Sat	Yes	0800-1600	8	5	40	2080.00	\$21.66	\$45,052.80
Taxi Stand (T2)	Sun-Sat	Yes	0800-1600	8	2	16	832.00	\$21.66	\$18,021.12
Post Extra (PE1)	Sun-Sat	Yes	0800-1000	2	5	10	520.00	\$0.00	\$0.00
Post Extra (PE2)	Sun-Sat	Yes	0800-1000	2	5	10	520.00	\$0.00	\$0.00
Totals						476.0	24752.00		\$454,592.32

Ancillary Gate Staffing									
Post/Description	Days Staffed	Holiday Staffing	Post Hours	Hours	Days	Hours/Week	Hours/Year	Bill Rate	Cost Estimate
Gate 1	Sun-Sat	Yes	0800-1600	4	1	4.00	208.00	\$21.66	\$4,505.28
Gate 3	Sun-Sat	Yes	0800-1600	10	7	70.00	3640.00	\$21.66	\$78,842.40
Gate 15	Sun-Sat	Yes	0800-1600	8	2	16.00	832.00	\$21.66	\$18,021.12
Totals						90.0	4680.00		\$101,368.80

Grand Total						1165.00	60580.00		\$1,242,245.68
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Port of Galveston 2022 Budget
Supplemental Schedule
Services, Sales & Marketing

Description / Department	C&M	Cruise	Engineering	Executive	Finance	Operations	Parking	Public Relations	Safety-Security	Grand Total
5127 - COGS- FIRE PROTECTION	4,500	33,000	-	-	-	3,120	-	-	1,500	42,120
Fire extinguishers, etc.									1,500	1,500
Fire Protection Services	4,500	33,000				3,120				40,620
5128 - COGS- SECURITY ALARMS	2,099	2,520	-	-	-	-	-	-	-	4,619
Alarm Monitoring	2,099	2,520								4,619
5129 - COGS- MISC. CONTRACT LABOR	30,000	70,791	-	-	-	-	144,000	-	25,500	270,291
Contractors reduce OT costs	30,000								25,500	55,500
LAZ traffic control / luggage handlers		70,791								70,791
LAZ parking lot parkers assistants							144,000			144,000
5130 - COGS- SHUTTLE SERVICES		1,502,188	-	-	-	-	-	-	-	1,502,188
Shuttle Services		1,502,188								1,502,188
5131 - COGS- JANITORIAL SERVICES	-	234,479	-	-	-	-	178,059	-	21,735	434,273
Clean PD Building									21,735	21,735
Janitorial Services		234,479					178,059			412,538
5132 - COGS- TRASH DISPOSAL SERVICES	7,500	5,100	-	-	-	-	4,204	-	389	17,193
For PD Building									389	389
Trash service	7,500	5,100					4,204			16,804
5133 - COGS- CARPET CLEANING		53,500	-	-	-	-	-	-	-	53,500
Carpet cleaning		53,500								53,500
5135 - COGS- COMPUTER SERVICES		-	-	-	-	-	-	-	379,236	379,236
CACI Port Security Grant services (75% offset by Port Security Grant revenues)									379,236	379,236
5138 - COGS- OTHER PROFESSIONAL SERVICES		-	240,000	-	-	12,000	3,959	-	900	256,859
CT2 MSD			60,000							60,000
Misc. Engineering/Surveying			60,000							60,000
Engineering Inspection			120,000							120,000
Other Professional services						12,000	3,959		900	16,859
6129 - SGA- MISC. CONTRACT LABOR				48,500	-	-	-	-	-	48,500
Temporary Hires				22,000						22,000
Temporary Services				26,500						26,500
6134 - SGA- PHOTOGRAPHY	-	-	-	12,282	-	-	-	5,000	-	17,282
Photography				282				5,000		5,282
TBD				12,000						12,000
6135 - SGA- COMPUTER SERVICES	-	-	-	224,952	42,000	-	-	-	-	266,952
Copier Services					42,000					42,000
IT Services				224,952						224,952
6136 - SGA- CONSULTING SERVICES				137,800	8,000					145,800
Consulting - Misc.				45,000						45,000
Grant Serv / BCA				45,000						45,000
HR Consulting				31,300						31,300
Retreat				7,500						7,500
Survey, results & action plan				7,500						7,500
TBD				1,500	8,000					9,500
6137 - SGA- LEGAL SERVICES				381,000	-					381,000
Legal Services				381,000						381,000
6138 - SGA- OTHER PROFESSIONAL SERVICES	-	-	-	219,772	189,430	-	-	-	-	409,202
ACS Monthly Fees					66,180					66,180
Arbitrage Filing Fees					1,500					1,500
Drug Screening				1,800						1,800
Harbor Master Support Fees					24,000					24,000
Market data				15,000						15,000
Officer Evaluations				424						424
Payango Grant Management Implementation - NetSuite					33,750					33,750
PCI Assessment					30,000					30,000
Plants				4,200						4,200

Description / Department	C&M	Cruise	Engineering	Executive	Finance	Operations	Parking	Public Relations	Safety-Security	Grand Total
Rating Agency Fee					32,000					32,000
Records Storage				2,400						2,400
Recruiting Services				780						780
Rehab				2,000						2,000
Video Streaming Services				11,400						11,400
TBD				31,286	2,000					33,286
Time Clock Services				3,270						3,270
Key card services				1,533						1,533
Legislative & Public Affairs Consulting				48,000						48,000
Retainer for Federal Advocacy Services				96,000						96,000
Trustee 1				240						240
Trustee 2				240						240
Trustee 3				240						240
Trustee 4				240						240
Trustee 5				240						240
Trustee 6				240						240
Trustee 7				240						240
6139 - SGA- AUDIT SERVICES					99,500					99,500
RSM					99,500					99,500
6851 - SGA- BROCHURES & FOLDERS	-	-	-	1,300	-	-	-	6,000	-	7,300
TBD				1,300				6,000		7,300
6852 - SGA- CALENDARS	-	-	-	-	-	-	-	1,600	-	1,600
Make Calendars								1,600		1,600
6853 - SGA- PROMOTIONAL ITEMS	-	-	-	-	-	-	-	40,000	-	40,000
TBD								40,000		40,000
6854 - SGA- SPECIAL COMMUNITY RELATIONS PROJECTS	-	-	-	760	-	-	-	10,500	-	11,260
West Gulf Maritime Assoc								500		500
TBD				760				10,000		10,760
6855 - SGA- SPECIAL FUNCTIONS	-	-	-	2,500	-	-	-	12,500	-	15,000
TBD				2,500				12,500		15,000
6856 - SGA- CONFERENCES & EXHIBITIONS	-	-	-	-	-	-	-	26,318	-	26,318
Pop Up display for tradeshow								5,000		5,000
Seatrade Cruise Global Exhib. Booth								21,318		21,318
6857 - SGA- WEBSITE ADVERTISING & MARKETING	-	-	-	-	-	-	-	93,555	-	93,555
Cruise Guide								6,000		6,000
CivicPlus Website maintenance fee								5,055		5,055
Print Ads								15,000		15,000
Promotional video								15,000		15,000
Website Advertising								52,500		52,500
6858 - ADVERTISING & MARKETING	-	-	-	-	-	-	-	355,818	-	355,818
American Journal of Transportation								9,000		9,000
Ground Transportation Advertising/Marketing								66,000		66,000
Breakbulk Magazine								11,600		11,600
Cruise Business Review								30,000		30,000
Cruise Industry News								15,225		15,225
Cruise Times								7,500		7,500
Daily News Press Run								500		500
Freight Business Journal								15,000		15,000
Galveston Island Visitor's Guide								5,200		5,200
Global Trade Magazine								23,400		23,400
Inbound Logistics								5,000		5,000
Journal of Commerce								21,600		21,600
Lloyd's List								5,500		5,500
Maritime Executive								21,000		21,000
Profile Display								500		500
Seaports Magazine								11,778		11,778
Seaports of the Americas								3,600		3,600

Description / Department	C&M	Cruise	Engineering	Executive	Finance	Operations	Parking	Public Relations	Safety-Security	Grand Total
Seatrade Cruise Review								5,200		5,200
Special Editions Publishing								7,500		7,500
AAPA Communications								5,375		5,375
Adobe								2,520		2,520
Community Strategies								69,120		69,120
Breakbulk Book								10,700		10,700
Who's Who								3,000		3,000
Grand Total	44,099	1,901,578	240,000	1,028,867	338,930	15,120	330,222	551,291	429,259	4,879,366