

PORT OF GALVESTON
2020 BUDGET
PASSENGER COUNT AND CARS PARKED ANALYSIS

Ship	PAX Capacity	09/1/18-08/31/19 PORT CALLS	9/1/18-8/31/19 PAX ACT	9/1/18-8/31/19 CARS ACT	Passenger Utilization	Cars Per Passenger	2019 BUDGET PORT CALLS	2019 PAX Budget	2019 CARS Budget	Passenger Utilization	Cars Per Passenger
Carnival Breeze	4,724	3	24,843	835	87.8%	1.7%					
Carnival Dream	4,631	24	211,637	12,284	95.2%	2.9%	79	621,224	43,908	84.9%	3.5%
CARNIVAL VISTA	4,980	49	437,838	21,433	90%	2.4%	52	462,706	28,766	89.3%	3.1%
Total Carnival Breeze Vista		76	674,318	34,552	91.3%	2.6%	131	1,083,930	72,674	86.7%	3.4%
Carnival Valor	3,730	53	360,273	23,356	91.1%	3.2%	-	-	-	-	-
Total Carnival Liberty Valor		53	360,273	23,356	91.1%	3.2%	-	-	-	0.0%	0.0%
Carnival Freedom	3,700	48	325,793	17,693	91.7%	2.7%	50	343,352	23,911	92.8%	3.5%
Disney Wonder	2,713	12	59,859	3,003	91.9%	2.5%	12	60,666	2,849	93.2%	2.3%
RCCL Liberty of the Seas	4,960	52	449,133	17,531	87.1%	2.0%	52	446,428	23,411	86.5%	2.6%
RCCL ADVENTURE SEAS	3,835						10	65,194	3,080	85.0%	2.4%
RCCL ENCHANTMENT SEAS	2,730	25	129,803	7,643	95.1%	2.9%	61	302,084	17,733	90.7%	2.9%
RCCL VISION SEAS	2,514	9	38,434	2,022	84.9%	2.6%	-	-	-	0.0%	0.0%
Total RCCL Enchantment Vision Seas		34	168,237	9,665	92.6%	2.9%	61	302,084	17,733	90.7%	2.9%
Other			295								
Grand Total		275	2,037,908	105,800	90.5%	2.6%	316	2,301,654	143,658	88.2%	3.1%

Port of Galveston 2020 Budget
Supplemental Schedule
Conference Registration Fees - Accounts 5071 & 6071

Description / Department	Administration	Engineering	Executive	Finance	Operations	Parking	Public Relations	Safety-Security	Grand Total
AAPA					2,000				2,000
AAPA Annual Conference			3,600						3,600
AAPA Conference Port Admin.			796						796
AAPA Executive Management Conference		2,850							2,850
AAPA Executive Management Conference	2,850								2,850
AAPA Port Administration	1,795								1,795
AAPA Port Director's Seminar			725						725
AAPA PR conference/workshop							750		750
Advanced Governmental Law	1,200								1,200
AG Open Meetings Training 2@3days			600						600
Annual Cruise Shipping Conf.			1,523						1,523
ASCE Construction Institute Summit		1,800							1,800
Cruise World (booth)							2,500		2,500
CPE Training			1,200						1,200
Executive Management Conf.			795					500	795
FBI NAA Conference									500
FCCA Conference			1,200						1,200
Finance Staff Government Financial Officers Assn. of Texas (GFOAT)			600						600
Fred Pryor	500								500
GFOA National Meeting				1,400					1,400
Gulf Coast Symposium	590								590
Gulf Ports Meeting			400						400
International Parking and Mobility Conference						950			950
Latin American Congress of Ports			1,500						1,500
MarSec East Conference								600	600
Net Suite				1,100					1,100
Payroll Update				500					500
Public Funds Training (Required Even years)				1,000					1,000
Purchasing and Contract Development									575
Real Estate Workshop	575								400
SHRM - Annual	2,100		400						2,100
Spring Conference			800						800
TCOLE Training Conference								300	300
Texas Parking and Transportation						325			325
Texas Procurement and Management									870
Unidentified CPE Training	870								870
Grand Total	10,480	4,650	14,139	5,000	2,000	1,275	3,250	1,400	42,194

Port of Galveston 2020 Budget
Supplemental Schedule
Employee Training Fees - Accounts 5072 & 6072

Description / Department	Administration	C&M	Engineering	Operations	Parking	Safety-Security	Grand Total
AAPA				200			200
Automotive tactical training		3,200					3,200
Backflow testing certification renew		50					50
Backflow testing training, certification		1,200					1,200
CAD Training			1,000				1,000
CDL commercial license training		4,200					4,200
Construction of Port Facilities			1,700				1,700
Construction Project Management			600				600
Design of Port Facilities			3,400				3,400
Geotechnical Design of Port Facilities			1,700				1,700
Group Craft skilled training							4,900
Miscellaneous Training		4,900				15,300	15,300
NACE Basic Corrosion			2,000				2,000
Plumbing license renew training			450				450
PMI Project Management, Resource Management			1,800				1,800
Project Management			500				500
Supervisory Training		1,000					1,000
TBD	13,000						13,000
Training Staff					1,500		1,500
Grand Total	13,000	15,000	12,700	200	1,500	15,300	57,700

Port of Galveston 2020 Budget
Supplemental Schedule
Membership Dues and Fees - Accounts 5074 & 6074

Description / Department	Administration	Engineering	Executive	Finance	Operations	Parking	Public Relations	Safety-Security	Grand Total
AAPA Annual Membership			1,000	-			2,200		3,200
American Payroll Assoc.				250					250
ASCE		1,050							1,050
Bar dues	250								250
Combined Law Enforcement Assoc.								360	360
CPA license			300						300
FBI LEEDA Annual Fee								50	50
FBI NAA Annual Fee								125	125
Galveston Chamber Annual Golf			2,500						2,500
Galveston Chamber of Commerce			10,000						10,000
GEDP			10,000						10,000
GFOA				100					100
GFOA (includes CAFR)				1,000					1,000
GFOATx				100					100
GTOT				100					100
ICMA	300								300
Int'l Accos. LE Firearms Instructors								55	55
Int'l Assoc. of Chiefs of Police								380	380
League City OSSl Consortium								6,300	6,300
Lemit Command College Alumni Ass.								30	30
Lloyds Register					5,000				5,000
NIGP	500								500
NPA - CPP Renewal						400			400
PMI		350							350
Police Executive Research Forum								475	475
Propeller Club			3,840					475	4,315
Public Relations Society of America							325		325
Seafarer's Galveston			2,500						2,500
Secton Law	65								65
SHRM	600								600
Texas Parking and Transportation						1,150			1,150
Texas Police Chief's Association								608	608
Texas Society CPA				300					300

Description / Department	Administration	Engineering	Executive	Finance	Operations	Parking	Public Relations	Safety-Security	Grand Total
TxCPA				200					200
TxPPA	150								150
WTW	250								250
Grand Total	2,115	1,400	30,140	2,050	5,000	1,550	2,525	8,858	53,638

Port of Galveston 2020 Budget
Supplemental Schedule
Publications Schedule - Accounts 5075 & 6075

Description / Department	Administration	Engineering	Executive	Finance	Safety-Security	Grand Total
Agency 360 FTO Program					1,250	1,250
APA Payroll Guide				300		300
Blue Book				400		400
Central Square CAD/RMS					6,300	6,300
Galveston Daily News					222	222
Other to Be Determined (GASB Guides, Financial implementation Guides, Etc...)				400		400
Pavement and Geotechnical Engineering		70				70
PIANC Guidelines for Fender Systems		100				100
PIANC Mar Com Guidelines for Cruise Terminals		200				200
Seaports Magazine	100		100			200
Superion Annual Subscription					11,974	11,974
WAVE Application					540	540
Grand Total	100	370	100	1,100	20,286	21,956

Port of Galveston 2020 Budget
Supplemental Schedule
Travel - Accounts 5081-5084 & 6081-6084

Description / Department	Transportation					Total
	(5081/6081)	Lodging (5082/6082)	Meals (5083/6083)	Tips/ Misc. (5084/6084)		
Administration	2,189	4,250	1,350	280		8,069
AAPA Executive Management Conference	550	1,150	375	50		2,125
AAPA Port Administration	550	800	300	100		1,750
Advanced Governmental Law	250	300	75	20		645
Purchasing and Contract Development	70	600	150	60		880
SHRM - Annual	450	800	300	50		1,600
Texas Procurement and Management	319	600	150	-		1,069
Engineering	2,060	2,450	1,050	170		5,730
AAPA Executive Management Conference	654	1,250	375	70		2,349
ASCE Construction Institute Summit	500	600	300	50		1,450
CAD Training	116					116
NACE Basic Corrosion	290		150			440
PIMI Project Management, Resource Management	500	600	225	50		1,375
Executive	15,295	13,625	3,525	1,070		33,515
AAPA Annual Conference	3,491	1,250	375	100		5,216
AAPA Conference Port Admin.	650	700	100			1,450
AAPA Port Director's Seminar	423	500	225	50		1,198
AG Open Meetings Training 2@3days	423	800	175	75		1,473
Annual Cruise Shipping Conf.	640	1,025	300	75		2,040
CPE Training	145		100	20		265
Executive Management Conf.	760	700	225	75		1,760
FCCA Conference	844		100	150		1,094
Finance Staff Government Financial Officers Assn. of Texas (GFOAT)	98	750	150	50		1,048
Gulf Ports Meeting	323	400	225	50		998
Latin American Congress of Ports	623	1,000	175	100		1,898
Real Estate Workshop	623	500	225	50		1,398
Spring Conference	760	1,000	150	75		1,985
Texas Ports Meetings (2)	675	300	150			1,125
Union Pacific Shoreline Railroad and Port Conference	523	700	150			1,373
Various Conferences, Seminars, AAPA Committee Meetings, CLIA Meetings & meetings with customers and Sales Calls	2,748	2,000	350	100		5,198

Description / Department	Transportation (5081/6081)	Lodging (5082/6082)	Meals (5083/6083)	Tips/ Misc. (5084/6084)	Total
Various Meetings in Washington, DC and Austin TX with Legislators and agencies related to dredging ,security and economic development	1,545	2,000	350	100	3,995
	1,808	3,500	775	165	6,248
	440	1,200	250	50	1,940
	498	1,800	300	50	2,648
	58	-	25	5	88
	696	500	150	50	1,396
	116	-	50	10	176
	1,841	2,500	266	200	4,807
	1,841	2,500	266	200	4,807
	687	1,250	300	45	2,282
International Parking and Mobility Conference	287	800	200	25	1,312
Texas Parking and Transportation	400	450	100	20	970
Public Relations	4,700	5,300	1,425	230	11,655
AAPA PR conference/workshop	1,100	1,200	300	50	2,650
Breakbulk Americas	300		150	30	480
CLIA Cruise360	1,100	900	225	50	2,275
Cruise World (booth)	1,100	1,400	300	50	2,850
Seatrade Cruise Global	1,100	1,800	450	50	3,400
Safety-Security	6,514	7,379	2,250	2,000	18,143
FBI NAA Conference	395	1,000	375	250	2,020
MarSec East Conference	2,734	1,668	450	500	5,352
Port Counterterrorist Course	2,734	1,668	300	500	5,202
TCOLE Training Conference	508	2,000	750	500	3,758
TX Police Chief Leadership Series	143	1,043	375	250	1,811
Grand Total	35,093	40,254	10,941	4,160	90,448

Port of Galveston 2020 Budget
Supplemental Schedule
Contract Police / Contract Security - Accounts 5111 & 5112

Post	Armed?	Schedule	HPD	DPY	HPY	Bill Rate	Budget
CRUISE							
Inter-Con Supervisor	Yes	24x7 (Sun-Sat)		24	365	\$ 8,760	\$ 201,392.40
Inter-Con Traffic Control Supervisor	No	0600-1600		10	201	\$ 2,010	\$ 46,209.90
Inter-Con Traffic Control Point 1 (T1) pt	No	0600-1600		10	145	\$ 1,450	\$ 26,622.00
Inter-Con Traffic Control Point 2 (T1) cw	No	0600-1600		10	145	\$ 1,450	\$ 26,622.00
Inter-Con Traffic Control Point 2A (T1)cw	No	0600-1600		10	145	\$ 725	\$ 13,311.00
Inter-Con Traffic Control Point 3 (T1)cw	No	0600-1600		10	145	\$ 1,450	\$ 26,622.00
Inter-Con Traffic Control Point 3A (T1)cw	No	0600-1600		10	145	\$ 725	\$ 13,311.00
Inter-Con Traffic Control Point 4 (T1) trn	No	0600-1600		10	145	\$ 1,450	\$ 26,622.00
Inter-Con Traffic Control Point 5 (T1) 25	No	0600-1600		10	145	\$ 1,450	\$ 26,622.00
Inter-Con Traffic Control Point 5A (T1)25	No	0600-1600		10	145	\$ 1,450	\$ 26,622.00
Inter-Con Traffic Control Point 6 (T2)pt	No	0600-1600		10	152	\$ 1,520	\$ 27,907.20
Inter-Con Traffic Control Point 7 (T2)cw	No	0600-1600		10	152	\$ 1,520	\$ 27,907.20
Inter-Con Traffic Control Point 7A (T2)cw	No	0600-1600		10	152	\$ 760	\$ 13,953.60
Inter-Con Traffic Control Point 8 (T2)cw	No	0600-1600		10	152	\$ 1,520	\$ 27,907.20
Inter-Con Traffic Control Point 8A (T2)cw	No	0600-1600		10	152	\$ 760	\$ 13,953.60
Inter-Con Traffic Control Point 9 (T2)	No	0600-1600		10	152	\$ 1,520	\$ 27,907.20
Inter-Con Traffic Control Point 10 (T2)28	No	0600-1600		10	152	\$ 1,520	\$ 27,907.20
Inter-Con Traffic Control Point 10A 28	No	0600-1600		10	199	\$ 1,990	\$ 36,536.40
Contract Police Officers (January - March 15th only) - transitioning to Port officers	Yes					2,137	\$ 74,780.94
Total Cruise						32,030	\$ 712,716.84
OPERATIONS							
Inter-Con Gate 40 A	Yes	24x7 (Sun-Sat)		24	365	\$ 8,760	\$ 189,741.60
Inter-Con Gate 14 A	Yes	24x7 (Sun-Sat)		24	365	\$ 8,760	\$ 189,741.60
Inter-Con Gate 14 B	Yes	0700-1500 (Sun-Sat)		8	261	\$ 2,088	\$ 45,226.08
Total Operations						19,608	\$ 424,709.28
PARKING							
Inter-Con Garage 1A	Yes	0600-2200 (Sun-Sat)		8	365	\$ 2,920	\$ 63,247.20

Post	Armed?	Schedule	HPD	DPY	HPY	Bill Rate	Budget
Inter-Con Parking Lot O1	Yes	0800-1700		9	199	\$ 1,791	\$ 38,793.06
Inter-Con Parking Lot O2	Yes	0800-1700		9	98	\$ 882	\$ 19,104.12
Total Parking						\$ 5,593	\$ 121,144.38
Grand Total Contract Police / Contract Security						57,231	\$ 1,258,570.50

Port of Galveston 2020 Budget
Supplemental Schedule
Services, Sales & Marketing

Description / Department	Administration	C&M	Cruise	Engineering	Executive	Finance	Operations	Parking	Public Relations	Safety-Security	Grand Total
5127 - COGS- FIRE PROTECTION		4,200	8,700				3,120	1,600		1,500	19,120
Fire extinguishers, etc.										1,500	1,500
Fire Protection Services		4,200	8,700				3,120	1,600			17,620
5128 - COGS- SECURITY ALARMS		50,400	4,350					6,600			61,350
Alarm Monitoring		50,400	4,350					6,600			61,350
5129 - COGS- MISC. CONTRACT LABOR			61,810					111,156		20,000	192,966
Contractors reduce OT costs										20,000	20,000
ABM luggage handlers			41,207							20,000	61,207
ABM traffic control			20,603							20,000	40,603
ABM parking lot parkers assistants								111,156		20,000	131,156
5131 - COGS- JANITORIAL SERVICES		2,400	312,000					13,032		22,148	349,580
Clean PD Building										22,148	22,148
Janitorial Services		2,400	312,000					13,032			312,000
(blank)		9,600	4,200				1,200	4,200		389	15,432
5132 - COGS- TRASH DISPOSAL SERVICES										389	19,589
For PD Building										389	389
Republic											1,200
Trash service			4,200								4,200
(blank)		9,600						4,200			13,800
5133 - COGS- CARPET CLEANING			27,000								27,000
Carpet cleaning			27,000								27,000
5135 - COGS- COMPUTER SERVICES			25,200				733,400	9,000			767,600
Computer services			25,200				733,400	9,000			767,600
CACI Port Security Grant services (75% offset by Port Security Grant revenues)											34,200
5138 - COGS- OTHER PROFESSIONAL SERVICES										600	733,400
CT2 MSD			3,000	169,000				5,100			177,700
Final Report and Antiquities Permit Completion				36,000							36,000
Misc. Engineering/Surveying				13,000							13,000
Other Professional services			3,000	120,000						600	120,000
(blank)								5,100			5,100
6129 - SGA- MISC. CONTRACT LABOR	40,012										40,012
Delivery / Shipping	3,504										3,504
Temporary Services	26,500										26,500
Water	10,008										10,008
6134 - SGA- PHOTOGRAPHY	12,000				376				2,000		14,376
Photography	12,000				376						12,000
TBD									2,000		2,376
6135 - SGA- COMPUTER SERVICES	286,800					196,356					483,156
Annual License Fees						96,000					96,000
AV Tech	3,600										3,600
Board Mtg Streaming	19,200										19,200
Copier Services	42,000										42,000
Data Center	16,800										16,800
Harbor Mastery Annual License Fees						52,800					52,800
IT Services	180,000										180,000
Net Suite Payroll/HR	2,400					36,000					36,000
Records Storage	22,800										22,800
Security											2,400
Time Keeping						11,556					11,556
6136 - SGA- CONSULTING SERVICES	116,300										116,300
Consulting - Green Port	25,000										25,000
Grant Serv / BCA	45,000										45,000

Description / Department	Administration	C&M	Cruise	Engineering	Executive	Finance	Operations	Parking	Public Relations	Safety-Security	Grand Total
HR Consulting	31,300										31,300
Retreat	7,500										7,500
Survey, results & action plan	7,500										7,500
6137 - SGA- LEGAL SERVICES	340,330					500					340,830
Legal Services	340,330										340,330
TBD						500					500
6138 - SGA- OTHER PROFESSIONAL SERVICES	58,105				53,781	125,700					237,586
ACS Monthly Fees						48,000					48,000
Arbitrage Filing Fees						3,000					3,000
Harbor Master Support Fees						43,200					43,200
Market data	13,685										13,685
Open Records	14,400										14,400
Plants	4,200										4,200
Rating Agency Fee						20,000					20,000
Ratings Agency Fee						11,000					11,000
Recruiting Services	23,820										23,820
Rehab	2,000										2,000
TBD					32,781	500					33,281
Trustee 1					3,000						3,000
Trustee 2					3,000						3,000
Trustee 3					3,000						3,000
Trustee 4					3,000						3,000
Trustee 5					3,000						3,000
Trustee 6					3,000						3,000
Trustee 7					3,000						3,000
6139 - SGA- AUDIT SERVICES						100,000					100,000
RSM						100,000					100,000
6851 - SGA- BROCHURES & FOLDERS									3,000		3,000
TBD									3,000		3,000
6852 - SGA- CALENDARS									1,600		1,600
Make Calendars									1,600		1,600
6853 - SGA- PROMOTIONAL ITEMS	21,000								125,000		146,000
TBD									125,000		125,000
T-shirts; on-boarding items	21,000										21,000
6854 - SGA- SPECIAL COMMUNITY RELATIONS PROJECTS					400				10,000		10,400
TBD					400				10,000		10,400
6855 - SGA- SPECIAL FUNCTIONS									5,000		5,000
TBD									5,000		5,000
6857 - SGA- WEBSITE ADVERTISING & MARKETING					5,472				58,000		63,472
Cruise Guide									2,500		2,500
Pop Up display for tradeshow									10,000		10,000
Print Ads									15,000		15,000
Promotional video									15,000		15,000
Website Advertising									15,500		15,500
Zenreach.com									15,500		15,500
6858 - ADVERTISING & MARKETING					5,472				199,088		199,088
American Journal of Transportation									9,000		9,000
Breakbulk Magazine									11,600		11,600
Cruise Business Review									30,000		30,000
Cruise Industry News									12,210		12,210
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

Description / Department	Administration	C&M	Cruise	Engineering	Executive	Finance	Operations	Parking	Public Relations	Safety-Security	Grand Total
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
Seatrade Cruise Review									5,200		5,200
Special Editions Publishing									7,500		7,500
Who's Who									3,000		3,000
Grand Total	874,547	66,600	446,260	169,000	60,029	422,556	737,720	150,688	403,688	44,636	3,375,724