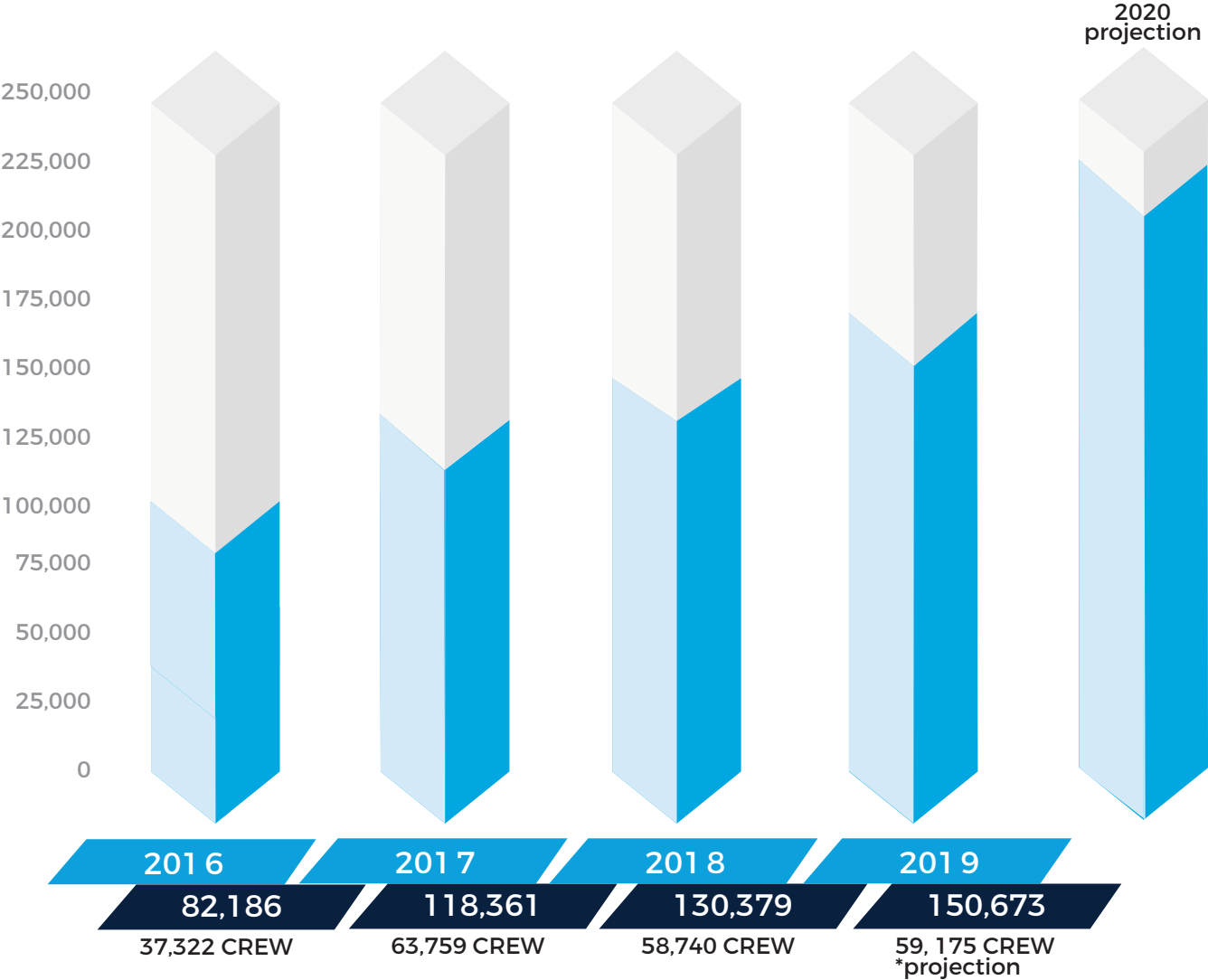
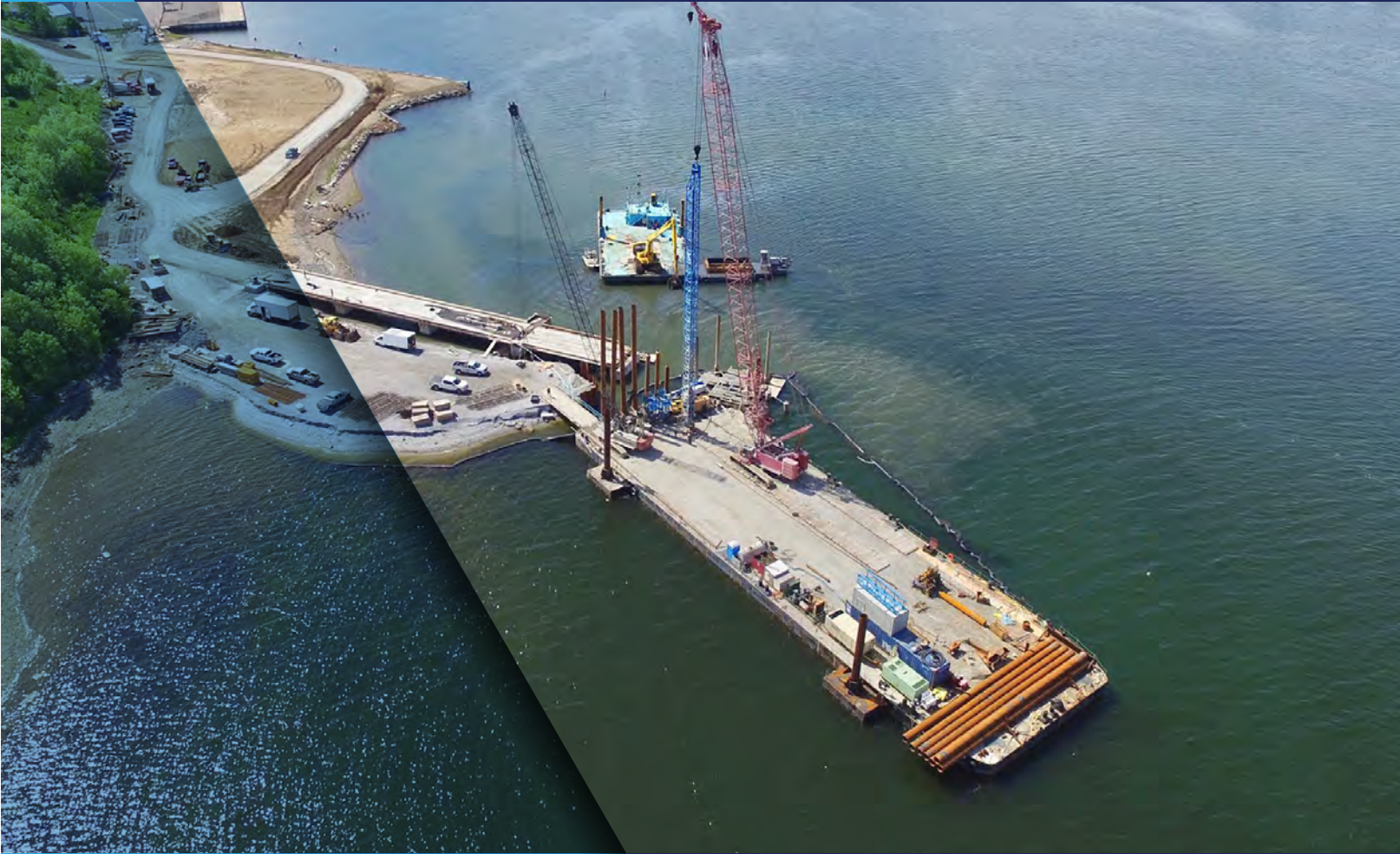


CRUISE GROWTH 2016-2020

PASSENGERS



ANNUAL GENERAL MEETING



HIGHLIGHTS

- Expansion of main dock
- Construction of new pier
- Dredging
- Facility upgrades
- Continued growth



PASSENGER GROWTH



*current bookings

Port of Sydney Development Corporation
2019 and 2020 Operating Budget

	31-Mar-20	31-Mar-19
Wharfage & Berthage	553,384.64	475,529.08
Event Revenue	73,100.00	57,450.00
Miscellaneous Revenue	4,300.00	5,500.00
Storage & Rental	289,927.21	258,817.72
Passenger Tax	1,172,691.45	936,880.00
Security Revenue	264,435.64	160,212.21
Craft Market Revenue	83,545.00	83,780.00
Port Days Revenue	50,000.00	50,000.00
Government Grants	153,900.00	35,000.00
	2,645,283.94	2,063,169.01
Wages & Salaries	878,541.18	846,816.13
Wages & Salaries - VIC	52,500.00	-
Professional Fees	80,800.00	78,500.00
Advertising & Promotions	59,155.00	54,680.00
Cruise Activities	59,595.00	54,105.00
Dues & Membership Fees	39,176.00	45,591.00
Event Expense	7,775.00	14,085.00
Insurance	84,960.00	67,311.00
Interest & Bank Charges	6,870.00	6,220.00
Office & Admin	146,875.00	72,165.00
Miscellaneous Expense	4,800.00	7,500.00
Repairs & Maintenance	426,428.00	212,398.00
Capital Repairs	73,000.00	100,000.00
Travel	43,630.00	40,040.00
Utilities	206,584.00	200,464.00
Bad Debts	1,500.00	500.00
Security Expense	217,696.20	168,988.33
Ports Day Expense	50,000.00	50,000.00
Leasehold Improvements	11,500.00	10,000.00
	2,451,385.38	2,029,363.46
	193,898.56	33,805.55
Less Amortization	(350,000.00)	(294,405.00)
Net Income (Loss)	(156,101.44)	(260,599.45)



92% ashore: 119,949



Passenger spending: \$8,397,629



43% ashore: 24,965
Avg spend: \$71.47
Crew spending: \$1,784,249



Cruise Line spend per passenger:
\$112.24
Total Cruise sector spend: \$24,815,617

Capital Budget 2018/2019

Item Description	Amount
Marina docks	\$ 331,742.00
Wavebreak Marina	\$ 57,520.00
Forklift	\$ 27,950.00
Building	\$ 20,120.00
Furniture	\$ 11,198.00
	\$ -
	\$ -
	\$ 448,530.00

Additional Notes

Capital Budget 2019/2020

Item Description	Amount
Ground transportation - Bus	\$ 150,000.00
Fenders for main dock	\$ 350,000.00
	\$ -
	\$ -
	\$ -
	\$ -
	\$ 500,000.00

\$57,324,075.27 DIRECT & INDIRECT ECONOMIC IMPACT
Business Research and Economic Advisors (BREA) formula based on 2016 ACCA economic impact study.



“29% of our visitation is from cruise ship passengers, plus they make purchases in our gift shop. The combination of traffic from cruise and Celtic Colours has allowed us to expand our season until the end of October.”

Rodney Chaisson,
Highland Village Museum

“We see a large spike during cruise ship days in Sydney, it has been tremendous for our business. We offer a seafood special and double our staff for quick service”

Allison,
Manager of Governor’s Pub & Eatery
Sydney

“Without cruise, we would close on Labour Day. Now, we are open until the middle of October. As a result, approximately 10 staff get two extra months of work.”

Mary Pat Mombourquette,
Cape Breton Miners Museum

