

Review of

**Sayville Ferry Service Inc.**

**2017 Petition for  
Rate Increase**

November 6, 2017

**Budget Review Office  
Suffolk County Legislature  
Hauppauge, New York 11788**

## **Analysis of Sayville Ferry Service Inc.**

### **Petition for Rate Increase**

#### **Summary of Findings**

- Sayville Ferry Service Inc. submitted a petition dated September 7, 2017 to the Suffolk County Legislature seeking alteration to its existing passenger ferry rates and commercial and passenger freight tariffs applicable to the cross bay service they offer from Sayville, NY to the Fire Island communities of the Pines, Cherry Grove, and Water Island.
- Schedule A, which contains the fare schedule for ferry service provided to Cherry Grove and Fire Island Pines, includes increases that on average total 12.72% in the aggregate or 2.54% annually, since their last rate increase. Travelers to these Fire Island communities make up approximately 92% of fare revenue generated by Sayville Ferry Service Inc. based upon 2016 actual data.
- Schedule B, which contains the fare schedule for ferry service provided to Water Island, includes increases that on average total 13.85% in the aggregate or 2.77% annually, since their last rate increase. Travelers to this Fire Island community make up approximately 1% of fare revenue generated by Sayville Ferry Service Inc., based upon 2016 actual data.
- Schedule C, which contains commercial freight tariffs for all of the Fire Island communities serviced by Sayville Ferry Service Inc. includes increases that on average total 19.55% in the aggregate or 3.91% annually, since their last rate increase. The freight tariff revenue generated by Sayville Ferry Service Inc. makes up approximately 5.8% of the Ferry's total revenues based upon 2016 actual data.
- Sayville Ferry Service Inc. was last granted a rate increase by the Suffolk County Legislature on November 20, 2012, via Resolution No. 1003-2012, therefore, the current fare structure has been in effect for nearly five years at the time of this writing.
- During this nearly five-year period, the Transportation Component of the Consumer Price Index for All Consumers in the New York and Northeastern New Jersey Region has decreased 5.56%. In 2017, the aforementioned Transportation Component has increased 2.16% through September.
- The income statements submitted to the Budget Review Office indicate net income from Sayville Ferry Service Inc. operations in 2015 of \$168,601 and a net loss of \$27,131 in 2016. Operating expenses as a whole have grown in excess of 1.9% between 2015 and 2016.
- The Sayville Ferry continues to cooperate with the Legislature, continues to modernize its fleet, and has an effective cash control system in place. The Budget Review Office estimates the requested rate increases will generate approximately \$435,300 in additional revenue based on the proposed rates and 2016 actual ridership. The petitioner estimates additional revenue of \$400,000 from their proposed rate increases.
- The Budget Review Office supports the petitioner's request for rate relief at this time.

#### **Scope of Report**

All ferry service operators who transport passengers and/or freight across bodies of water within the boundaries of Suffolk County are required to obtain a license and rate approval from the Suffolk County Legislature in accordance with Chapter 455 of the Suffolk County Code as authorized by

Section 131-g of the New York Highway Law, Article 8 of the New York Navigation Law, and Section 71 of the New York Transportation Corporations Law.

Sayville Ferry Service Inc. submitted a petition dated September 7, 2017 to the Suffolk County Legislature seeking alteration to its existing passenger ferry rates and commercial and passenger freight tariffs applicable to the cross bay service they offer from Sayville, NY to the Fire Island communities of the Pines, Cherry Grove, and Water Island. The County Legislature is the governmental agency responsible for action on this request. The Budget Review Office is responsible for reviewing the application and presenting its findings in a report to the Legislature for their consideration.

The intent of the Suffolk County Ferry Law is to assure “continuous and adequate ferry service in Suffolk County”. The license granted by the County is not exclusive; non-exclusive licenses may be granted to as many service providers as it deems necessary.

Pursuant to Chapter 455 of the Suffolk County Code, applicants must submit audited financial statements for the previous two years of operation. Sayville Ferry Service Inc. has submitted audited financial statements pertaining to operations occurring November 1, 2014 through October 31, 2016. Satty, Levine & Ciacco, CPAs, P.C. is the accounting firm that audited the financial statements. We are in receipt of documentation indicating that they have been peer reviewed within the last five years, in accordance with sub-section 455-3 (D) of the Suffolk County Code.

The Budget Review Office reviewed the audited financial statements in conjunction with other information we considered pertinent to evaluate the petitioner’s request. The petitioner submitted combined financial statements that include Wayfarer Leasing Corp., which is also owned by the Stein family. The Budget Review Office considered income statements and balance sheets provided which were specific to Sayville Ferry Service Inc. for the purposes of our evaluation.

Audited financial statements are intended to provide an independent, competent, and objective presentation of operations. Any financial forecasts presented in this report are based upon assumptions of future events and should not be construed as facts.

### **Analysis of Sayville Ferry Service Inc.**

The findings presented here are intended to aid the Legislature in its deliberations on rate setting functions requested by Sayville Ferry Service Inc.

### **The Petition Seeking a Rate Increase**

The petition submitted by Sayville Ferry Service Inc., dated September 7, 2017, seeks to obtain rate increases to the passenger and freight fare structures for regularly scheduled ferry service between Sayville, NY and the Fire Island communities of Cherry Grove, Fire Island Pines, and Water Island.

The Stein family, the owners of Sayville Ferry Service Inc., has provided ferry service on the Great South Bay since 1894. The present Ferry Company began service to the community of Fire Island Pines in 1955, Cherry Grove in 1983, and Water Island in 1989. All service initiates from the ferry terminal facilities on River Road (Brown Creek) in Sayville, New York. The appendix includes tables

that illustrate the current and proposed passenger and freight fare structures as included in the current petition.

### **Analysis of Proposed Rates**

Schedule A, included within the appendix, contains the fare schedule for ferry service provided to Cherry Grove and Fire Island Pines that includes increases that on average total 12.72% in the aggregate or 2.54% since their last rate increase. Travelers to these Fire Island communities make up approximately 92% of fare revenue based upon 2016 actual data. The Budget Review Office projects an increase in revenue of approximately \$388,000 resultant from this requested increase.

Schedule B, included within the appendix, contains the fare schedule for ferry service provided to Water Island that includes increases that on average total 13.85% in the aggregate or 2.77% annually, since their last rate increase. Travelers to this Fire Island community make up approximately 1% of fare revenue generated by Sayville Ferry Service Inc. based upon 2016 actual data. The Budget Review Office projects an increase in revenue of approximately \$4,900 resultant from this requested increase.

Schedule C, included within the appendix, contains commercial freight tariffs for all of the Fire Island communities serviced by Sayville Ferry Service Inc. that includes increases that on average total 19.55% in the aggregate or 3.91% annually, since their last rate increase. The freight tariff revenue generated by Sayville Ferry Service Inc. makes up approximately 5.81% of the Ferry's total revenues based upon 2016 actual data. The Budget Review Office projects an increase in revenue of approximately \$42,400 resultant from these requested increases.

The Budget Review Office estimates the requested rate increases will generate approximately \$435,300 in additional revenue taken together, based upon the proposed rates and 2016 actual ridership. The petitioner estimates additional revenue of \$400,000 from their proposed rate increases.

Passenger freight is considered as carry-on luggage, household supplies, vacation equipment and other miscellaneous items. Large and heavy passenger bulk items are subject to negotiation within the proposed \$30 maximum charge. Passenger freight has always been limited at the discretion of the operator based on capacity and safety and makes up approximately 3.24% of the Ferry's revenues based upon 2016 actual data.

The commercial freight tariff schedule indicates that an additional charge for C.O.D packages will be collected for which they wish to exercise their discretion in setting the charge, on a case-by-case basis. The petitioner indicated that this charge is seldom collected with so many other electronic payment options available. Additionally, the freight tariff schedule indicates that the rates for larger and or heavier items are stated at the minimum price and are subject to increases due to size and or weight and that items requiring refrigeration will be charged \$0.75 apiece.

The petitioner wishes to continue the \$1.00 surcharge for tickets sold on its vessels when terminal facilities are open at least ten minutes prior to scheduled departure. The purpose of the surcharge is to discourage onboard ticket sales. Additionally, the petitioner wishes to continue the current practice of exercising their discretion in setting rates for group discounts, charter rates, and other multiple trip rates, not addressed in the current and proposed fee schedules, as the need may arise.

Sayville Ferry Service Inc. was last granted a rate increase by the Suffolk County Legislature on November 20, 2012, via Resolution No.1003-2012, therefore, the current fare structure has been in effect for nearly five years at the time of this writing. Law governing ferries allows ferry companies to exercise their right to alter fares by applying the Transportation Component of the Consumer Price Index for New York and Northeastern New Jersey for all urban consumers by notifying the Clerk of the Legislature 60 days prior to utilizing the index to implement the alteration of rates. Since the last rate increase was granted by the Legislature, the Transportation Component of the Consumer Price Index for All Consumers in the New York and Northeastern New Jersey Region has decreased 5.56%. In 2017, the aforementioned Transportation Component has increased 2.16% through September.

### **Sayville Ferry Service Inc. Operations**

Sayville Ferry Service Inc. continues to provide safe, reliable service to the Fire Island communities that it services. It has been most recently granted a license extension to do so by the Suffolk County Legislature via Resolution No. 1172-2016. Their petition states they have come to the Legislature requesting rate relief based upon growth in expenses attributable to labor costs, dock fees, property taxes, vessel leases, maintenance of their vessels, and operations in general.

The audited financial statements provided by the petitioner lend support to their request for rate relief. The income statements submitted to the Budget Review Office indicate net income from Sayville Ferry Service Inc. operations in 2015 of \$168,601 and a net loss of \$27,131 in 2016. Operating expenses as a whole have grown in excess of 1.9% between 2015 and 2016.

The petitioner has provided profit and loss projections for the next five years (2018-2022) both with the requested fare increase and without. The assumptions employed appear reasonable. Assuming the increased rate request is granted by the Legislature, they project a net profit, before federal income taxes, of approximately \$373,000 in 2018 that is diminished over the five-year term by increased expenditures until they first realize a loss in 2022 of approximately \$97,000. Conversely, if no increase in rates is granted by the Legislature, they project a net loss of approximately \$27,000 in 2018 to grow to a net loss of approximately \$497,000 by 2022.

Projected total revenues are held constant over the five-year term as it would be difficult to project fluctuations in ridership, and the ensuing impact upon their revenues. Projected operating expenses are increased, on average, 2.63% annually over the five-year term. The predominate cost drivers in operating expenses are captains and crew salaries projected to increase in excess of \$200,000 or 3.77% annually on average, general insurance which is projected to grow by \$92,865 or 7.2% on average annually, and vessel leasing, which is projected to increase by \$32,500 or 6.23% in 2019, and going forward, in conjunction with the acquisition of a new vessel. Selling and administrative expenses are projected to increase by 1.41% on average, annually, over the five-year term. Health insurance is the predominate cost driver within selling and administrative expenses, and is projected to increase, on average, 5.1% annually.

The Budget Review Office toured Sayville Ferry Service Inc. operations to ensure the utilization of adequate cash controls and confirm the acquisition of a new vessel, the Cross Bay Clipper, since their last rate petition in 2012. The system includes cash registers with credit card encoders. The revenue collected is downloaded to the office and is independently reconciled at the end of each

shift and each day. Passenger counts are also made of each vessel pursuant to Coast Guard protocol. The system has been in place for more than 20 years and was recently improved with new point of sales software in 2017 in order to increase efficiency with respect to ticketing and sales processes. There are cameras present at each point of service where cash is handled allowing management to observe all transactions.

**Conclusions and Recommendations**

Sayville Ferry Service Inc. has been operating under the current fare structure since 2012. With the increased revenue provided by this rate increase, the company should be able to continue operating profitably. The Sayville Ferry continues to cooperate with the Legislature, continues to modernize its fleet and equipment, and has an effective cash control system in place. The request should generate approximately \$435,000 in additional revenue based on the proposed rates and projected ridership.

The Budget Review Office supports the petitioner's request for rate relief at this time.

\* \* \*

## Appendix

<b>Schedule A</b>					
CHERRY GROVE & FIRE ISLAND PINES					
2018 SEASON					
<b>FARE CATEGORY</b>	<b>CURRENT FARE</b>	<b>REQUESTED FARE</b>	<b>DOLLAR INCREASE</b>	<b>PER RIDE COST</b>	<b>PERCENTAGE INCREASE</b>
<b>Adult</b>					
One Way	\$8.25	\$9.50	\$1.25	\$9.50	15.15%
Round Trip	\$16.00	\$18.00	\$2.00	\$9.00	12.50%
40 Trip Ticket	\$247.50	\$285.00	\$37.50	\$7.13	15.15%
<b>Seniors &amp; Handicapped</b>					
One Way	\$7.25	\$8.50	\$1.25	\$8.50	17.24%
Round Trip	\$14.00	\$16.00	\$2.00	\$8.00	14.29%
<b>Children</b>					
One Way	\$4.00	\$4.50	\$0.50	\$4.50	12.50%
Round Trip	\$7.50	\$8.50	\$1.00	\$4.25	13.33%
40 Trip Ticket	\$120.00	\$140.00	\$20.00	\$3.50	16.67%
<b>Dogs</b>					
One Way	\$2.75	\$3.00	\$0.25	\$3.00	9.09%
Round Trip	\$4.50	\$5.00	\$0.50	\$2.50	11.11%
40 Trip Ticket	\$85.50	\$90.00	\$4.50	\$2.25	5.26%
<b>Winter Service</b>					
Adult One Way	\$14.50	\$16.00	\$1.50	\$16.00	10.34%
<b>Passenger Freight Tariffs</b>	Not Over \$26.00 per item based on bulk and weight	Not Over \$30.00 per item based on bulk and weight	Various	Various	Various

<b>Schedule B</b>					
WATER ISLAND					
2018 SEASON					
<b>FARE CATEGORY</b>	<b>CURRENT FARE</b>	<b>REQUESTED FARE</b>	<b>DOLLAR INCREASE</b>	<b>PER RIDE COST</b>	<b>PERCENTAGE INCREASE</b>
<b>Adult</b>					
One Way	\$13.50	\$16.00	\$2.50	\$16.00	18.52%
Round Trip	\$25.00	\$30.00	\$5.00	\$15.00	20.00%
20 Trip Ticket	\$236.25	\$253.75	\$17.50	\$12.69	7.41%
<b>Children</b>					
One Way	\$6.75	\$8.00	\$1.25	\$8.00	18.52%
Round Trip	\$12.25	\$15.00	\$2.75	\$7.50	22.45%
20 Trip Ticket	\$115.00	\$127.00	\$12.00	\$6.35	10.43%
<b>Dogs</b>					
One Way	\$2.75	\$3.00	\$0.25	\$3.00	9.09%
Round Trip	\$4.50	\$5.00	\$0.50	\$2.50	11.11%
20 Trip Ticket	\$42.00	\$45.00	\$3.00	\$2.25	7.14%
<b>Passenger Freight Tariffs</b>	Not Over \$26.00 per item based on bulk and weight	Not Over \$30.00 per item based on bulk and weight	Various	Various	Various

<b>Schedule C</b>				
SAYVILLE FERRY SERVICE INC.				
COMMERCIAL FREIGHT TARIFFS				
2018 SEASON				
<b>ITEMS</b>	<b>CURRENT RATE</b>	<b>PROPOSED RATE</b>	<b>DOLLAR INCREASE</b>	<b>PERCENTAGE INCREASE</b>
<b>Amusements</b>				
Bowling game	\$30.00	\$30.00	\$0.00	0.00%
Cigarette machine	\$40.00	\$40.00	\$0.00	0.00%
Football game	\$30.00	\$30.00	\$0.00	0.00%
Juke box	\$40.00	\$46.00	\$6.00	15.00%
Pinball machine	\$30.00	\$35.00	\$5.00	16.67%
Video game	\$30.00	\$30.00	\$0.00	0.00%
Pool table	\$50.00	\$60.00	\$10.00	20.00%
Piano	\$50.00	\$60.00	\$10.00	20.00%
<b>Appliances</b>				
Dishwasher	\$22.00	\$30.00	\$8.00	36.36%
Dishwasher-front panel	\$6.00	\$7.00	\$1.00	16.67%
Dryer	\$22.00	\$30.00	\$8.00	36.36%
Freezer-residential	\$50.00	\$60.00	\$10.00	20.00%
Freezer- commercial	\$55.00	\$70.00	\$15.00	27.27%
Hot tub	\$65.00	\$85.00	\$20.00	30.77%
Microwave oven	\$20.00	\$25.00	\$5.00	25.00%
Range	\$35.00	\$45.00	\$10.00	28.57%
Range top	\$25.00	\$30.00	\$5.00	20.00%
Refrigerator	\$40.00	\$50.00	\$10.00	25.00%
Refrigerator-commercial	\$55.00	\$70.00	\$15.00	27.27%
soda machine	\$55.00	\$70.00	\$15.00	27.27%
Stove: coal Frankin, etc.	\$60.00	\$70.00	\$10.00	16.67%
TV small, up to 37"		\$25.00	\$25.00	
TV medium, 38"- 60"		\$35.00	\$35.00	
TV large, over 60"		\$55.00	\$55.00	
Trash compactor	\$15.00	\$20.00	\$5.00	33.33%
Walk-in box	\$83.00	\$95.00	\$12.00	14.46%
Washer	\$35.00	\$45.00	\$10.00	28.57%
Water Heater	\$30.00	\$40.00	\$10.00	33.33%

ITEMS	CURRENT RATE	PROPOSED RATE	DOLLAR INCREASE	PERCENTAGE INCREASE
<b>Bulk Shipments: Liquids, Gas, Etc.</b>				
55-gal drum of gas, oil kero, sand grease, etc.	\$36.00	\$45.00	\$9.00	25.00%
Acid drum (5 gal)	\$6.00	\$6.50	\$0.50	8.33%
Chlorine-5 gal	\$4.00	\$4.50	\$0.50	12.50%
15 gal	\$8.00	\$9.00	\$1.00	12.50%
CO2 large	\$8.00	\$9.00	\$1.00	12.50%
stubbies	\$6.00	\$6.50	\$0.50	8.33%
Gasoline tank, 5 gal and up	\$5.00	\$5.50	\$0.50	10.00%
28 gal	\$20.00	\$25.00	\$5.00	25.00%
Propane 100#	\$7.00	\$8.00	\$1.00	14.29%
BarBQ	\$5.00	\$5.00	\$0.00	0.00%
<b>Furniture</b>				
Beds & Bedding: Bed end-head board	\$10.00	\$11.00	\$1.00	10.00%
Bed frame	\$6.00	\$6.50	\$0.50	8.33%
Bed, folding	\$11.00	\$12.00	\$1.00	9.09%
Mattress or box spring: Single	\$15.00	\$17.00	\$2.00	13.33%
Double	\$20.00	\$22.00	\$2.00	10.00%
Queen	\$25.00	\$28.00	\$3.00	12.00%
King	\$30.00	\$33.00	\$3.00	10.00%
Chair, folding-each way	\$2.00	\$2.25	\$0.25	12.50%
Chair, stacking	\$5.00	\$5.50	\$0.50	10.00%
Chair-recliner	\$25.00	\$25.00	\$0.00	0.00%
Chaise, (aluminum, wood)	\$12.00	\$13.50	\$1.50	12.50%
Chaise, folding	\$9.00	\$10.00	\$1.00	11.11%
<b>Cabinets, Kitchen, Per Foot</b>				
lower units	\$15.00	\$15.00	\$0.00	0.00%
upper units	\$10.00	\$10.00	\$0.00	0.00%
<b>Carpet or Padding - Roll</b>				
Small	\$12.00	\$15.00	\$3.00	25.00%
Large	\$25.00	\$30.00	\$5.00	20.00%
Dresser-small	\$20.00	\$25.00	\$5.00	25.00%
Dresser-large	\$30.00	\$35.00	\$5.00	16.67%
Hutch	\$30.00	\$35.00	\$5.00	16.67%
Lamp, floor style	\$5.00	\$6.00	\$1.00	20.00%
Lamp, table style	\$3.00	\$3.50	\$0.50	16.67%
Love seat	\$30.00	\$30.00	\$0.00	0.00%
Recliner	\$25.00	\$28.00	\$3.00	12.00%

ITEMS	CURRENT RATE	PROPOSED RATE	DOLLAR INCREASE	PERCENTAGE INCREASE
Rocker	\$6.00	\$6.00	\$0.00	0.00%
Sofa	\$45.00	\$45.00	\$0.00	0.00%
Sofa, convertible	\$55.00	\$55.00	\$0.00	0.00%
Stereo component, per piece	\$6.00	\$6.00	\$0.00	0.00%
Table, dining	\$35.00	\$40.00	\$5.00	14.29%
Table, end	\$12.00	\$14.00	\$2.00	16.67%
Table, picnic	\$20.00	\$24.00	\$4.00	20.00%
TV Antennae	\$4.00	\$4.00	\$0.00	0.00%
TV set, cabinet	\$35.00	\$35.00	\$0.00	0.00%
TV set, portable	\$20.00	\$20.00	\$0.00	0.00%
<b>Garden Supplies and Tools</b>				
Bagged plants-large	\$5.00	\$5.00	\$0.00	0.00%
Bush-3 ft	\$3.25	\$5.00	\$1.75	53.85%
Chain saw	\$3.25	\$3.25	\$0.00	0.00%
Cut flowers-box	\$2.25	\$3.00	\$0.75	33.33%
Gladioli Bndl	\$3.25	\$4.00	\$0.75	23.08%
Fertilizer/Top Soil 25# bag	\$1.75	\$2.00	\$0.25	14.29%
40-50# bag	\$2.25	\$2.50	\$0.25	11.11%
74-80# bag	\$3.50	\$4.00	\$0.50	14.29%
100# bag	\$5.00	\$6.00	\$1.00	20.00%
Flats-plants or flowers	\$2.25	\$2.50	\$0.25	11.11%
Hanging plant	\$5.00	\$5.00	\$0.00	0.00%
Hay, bale	\$2.25	\$2.25	\$0.00	0.00%
Mower	\$5.50	\$5.50	\$0.00	0.00%
Peat moss 2 c.f. bale	\$1.25	\$1.50	\$0.25	20.00%
4 c.f. bale	\$2.75	\$3.00	\$0.25	9.09%
6 c.f. bale	\$4.50	\$4.75	\$0.25	5.56%
Pine bark (chips) - bag	\$1.75	\$2.00	\$0.25	14.29%
Plant, single sm container	\$3.00	\$3.50	\$0.50	16.67%
<b>Pots, empty (clay/plastic)</b>				
Pots, empty (clay/plastic); small each	\$2.00	\$3.00	\$1.00	50.00%
10" or larger-each	\$3.25	\$4.50	\$1.25	38.46%
Roto-tiller	\$5.50	\$5.50	\$0.00	0.00%
Stone Material-Pallet	\$65.00	\$80.00	\$15.00	23.08%
Table saw	\$15.00	\$15.00	\$0.00	0.00%
Tree-first 1'	\$25.00	\$25.00	\$0.00	0.00%
Each add'l foot	\$3.25	\$3.25	\$0.00	0.00%

ITEMS	CURRENT RATE	PROPOSED RATE	DOLLAR INCREASE	PERCENTAGE INCREASE
Whiskey barrel	\$6.00	\$6.00	\$0.00	0.00%
Woodchipper	\$28.00	\$35.00	\$7.00	25.00%
<b>Groceries, Food, &amp; Restaurant Supplies</b>				
Bag empty cans/bottles	\$2.00	\$2.00	\$0.00	0.00%
Beer, case of cans	\$2.00	\$2.25	\$0.25	12.50%
Beer, case of bottles	\$2.00	\$2.50	\$0.50	25.00%
Beer, 1/4 keg w/return	\$3.25	\$4.00	\$0.75	23.08%
Beer, 1/2 keg w/return	\$6.00	\$7.00	\$1.00	16.67%
Bread, box or bag; small	\$1.50	\$2.50	\$1.00	66.67%
Bread, box or bag; large		\$5.00	\$5.00	
Bread tray	\$2.00	\$2.50	\$0.50	25.00%
Cake	\$2.50	\$4.00	\$1.50	60.00%
Cigaretts-box	\$2.50	\$4.00	\$1.50	60.00%
Cookies, carton	\$2.50	\$3.00	\$0.50	20.00%
Dairy	\$2.00	\$2.50	\$0.50	25.00%
Eggs, case	\$3.00	\$3.00	\$0.00	0.00%
Fish, crate or box	\$4.50	\$6.00	\$1.50	33.33%
Groceries	\$1.00	\$2.00	\$1.00	100.00%
Groceries, per carton, bulk	\$1.25	\$1.50	\$0.25	20.00%
per bag	\$1.00	\$1.00	\$0.00	0.00%
Ice-master bag	\$3.00	\$4.00	\$1.00	33.33%
Ice cream, large carton	\$6.00	\$7.00	\$1.00	16.67%
Ice cream, small	\$3.50	\$4.00	\$0.50	14.29%
Juice/water-case	\$2.00	\$2.50	\$0.50	25.00%
Lipuoer, case	\$4.00	\$5.00	\$1.00	25.00%
Meat, large box	\$4.50	\$5.00	\$0.50	11.11%
Meat, small carton	\$3.00	\$3.00	\$0.00	0.00%
Milk, case w/return	\$2.00	\$2.50	\$0.50	25.00%
Newspapers, magazines, per bundle	\$1.50	\$2.00	\$0.50	33.33%
Pickle barrel w/return	\$5.50	\$5.50	\$0.00	0.00%
Produce	\$1.50	\$1.75	\$0.25	16.67%
Shell fish, bag	\$3.00	\$6.00	\$3.00	100.00%
Soda, case of cans	\$1.50	\$2.25	\$0.75	50.00%
Soda, case of bottles	\$2.00	\$2.50	\$0.50	25.00%
Soda syrup, 4-gal carton	\$3.00	\$4.00	\$1.00	33.33%
Soda/Coffee, cyl w/return	\$4.50	\$5.00	\$0.50	11.11%
Supplies, general	\$2.50	\$2.50	\$0.00	0.00%

ITEMS	CURRENT RATE	PROPOSED RATE	DOLLAR INCREASE	PERCENTAGE INCREASE
Vegetables & produce-carton/crate	\$1.50	\$1.75	\$0.25	16.67%
Water 5- gal bottle	\$3.50	\$4.00	\$0.50	14.29%
ITEMS WHICH REQUIRE REFRIGERATION	\$0.75	\$0.75	\$0.00	0.00%
<b>Lumber &amp; Building Supplies</b>				
Bricks, 1-100 per piece	\$0.35	\$0.40	\$0.05	14.29%
Bricks, 100-999 per piece	\$0.15	\$0.18	\$0.03	20.00%
Bricks, 1000 +	\$0.10	\$0.11	\$0.01	10.00%
Cement, bag	\$3.25	\$4.25	\$1.00	30.77%
Cement block, 8" std/4" solid	\$1.25	\$2.00	\$0.75	60.00%
Cement block, 12' std	\$1.25	\$2.50	\$1.25	100.00%
Cement covers, 5' x 12'	\$13.75	\$25.00	\$11.25	81.82%
Cement mixer	\$33.00	\$40.00	\$7.00	21.21%
Cement tub	\$6.00	\$8.00	\$2.00	33.33%
<b>Doors</b>				
Std Luan-hollow	\$6.00	\$7.00	\$1.00	16.67%
-solid	\$7.00	\$9.00	\$2.00	28.57%
Jalousie, w/glass	\$11.00	\$11.00	\$0.00	0.00%
Pre-hung, solid	\$16.00	\$19.00	\$3.00	18.75%
Shower doors	\$20.00	\$20.00	\$0.00	0.00%
Sliding glass set	\$44.00	\$52.00	\$8.00	18.18%
Flue pipe, 8" x 8", piece	\$1.25	\$2.00	\$0.75	60.00%
Flue pipe, 12' piece	\$3.25	\$3.75	\$0.50	15.38%
Formica, 4' x 8' or roll	\$3.25	\$4.00	\$0.75	23.08%
Class, min per piece	\$5.00	\$7.50	\$2.50	50.00%
Homosote, 4' x 8' sheet	\$2.00	\$2.25	\$0.25	12.50%
Insulation bundle	\$5.00	\$6.00	\$1.00	20.00%
Insulation, single roll	\$3.00	\$3.00	\$0.00	0.00%
Ladder, ste, per foot	\$0.35	\$0.40	\$0.05	14.29%
Ladder, 20' extension	\$12.00	\$14.00	\$2.00	16.67%
Ladder, 40' extension	\$15.00	\$18.00	\$3.00	20.00%
Leader or gutter-per ft	\$0.75	\$0.90	\$0.15	20.00%
Lumber, per bd ft	\$0.11	\$0.14	\$0.03	27.27%
Lumber - minimum order	\$5.00	\$5.00	\$0.00	0.00%
Masonite, 4' x 8' panel	\$3.00	\$4.00	\$1.00	33.33%
Molding-per ft	\$0.30	\$0.30	\$0.00	0.00%
Nails, 50# box	\$5.00	\$6.00	\$1.00	20.00%
Paint, case	\$5.00	\$6.00	\$1.00	20.00%

ITEMS	CURRENT RATE	PROPOSED RATE	DOLLAR INCREASE	PERCENTAGE INCREASE
Paint, gallon can	\$2.00	\$2.50	\$0.50	25.00%
Paint, 5 gal pail	\$5.00	\$6.00	\$1.00	20.00%
Plywood, 4' x 8' x 1/2"	\$3.00	\$3.50	\$0.50	16.67%
Plywood, 4' x 10' x 1/2"	\$3.50	\$3.50	\$0.00	0.00%
<b>Poles, CCA</b>				
6" x 8'	\$6.00	\$7.00	\$1.00	16.67%
6" x 20'	\$11.00	\$13.00	\$2.00	18.18%
6" x 25'	\$13.25	\$16.00	\$2.75	20.75%
8" x 20'	\$11.00	\$13.00	\$2.00	18.18%
8" x 25'	\$13.25	\$16.50	\$3.25	24.53%
10" x 20'	\$15.50	\$18.00	\$2.50	16.13%
Over 20' add per foot	\$1.50	\$1.50	\$0.00	0.00%
Roofing, roll or split sheet/felt	\$3.50	\$4.50	\$1.00	28.57%
Scaffold w/return persect	\$11.00	\$11.00	\$0.00	0.00%
Screens-sq ft	\$0.60	\$0.75	\$0.15	25.00%
Sheetrock, 4' x 8' x 1/2" sheet 1	\$3.00	\$3.50	\$0.50	16.67%
Sheetrock, 4' x 10' x 1/2" sheet	\$4.00	\$4.00	\$0.00	0.00%
Shingles, all types, bundel	\$3.00	\$3.50	\$0.50	16.67%
Skylight	\$16.00	\$20.00	\$4.00	25.00%
Snow fence, 50' roll	\$8.00	\$9.50	\$1.50	18.75%
Snow fence posts	\$4.00	\$4.50	\$0.50	12.50%
Stockade fence, 6' x 8' sheet	\$10.00	\$12.00	\$2.00	20.00%
Stockade fence post-each	\$1.00	\$2.00	\$1.00	100.00%
Styrofoam, 2' x 8' sheet	\$1.25	\$1.50	\$0.25	20.00%
Tile, ceiling, box	\$3.00	\$4.00	\$1.00	33.33%
Tile, floor, box	\$4.00	\$5.00	\$1.00	25.00%
Tile, ceramic, box	\$4.00	\$5.00	\$1.00	25.00%
<b>Windows</b>				
Sinle unit	\$6.00	\$7.00	\$1.00	16.67%
Triple or picutre	\$33.00	\$39.00	\$6.00	18.18%
Bay or bow	\$44.00	\$52.00	\$8.00	18.18%
Wonderboard, 2' x 4' pc.	\$5.00	\$5.00	\$0.00	0.00%
<b>Miscellaneous</b>				
Air conditioner	\$20.00	\$25.00	\$5.00	25.00%
Barbecue	\$20.00	\$25.00	\$5.00	25.00%
Battery, std size	\$5.00	\$5.00	\$0.00	0.00%
Bicycle	\$6.00	\$8.00	\$2.00	33.33%

ITEMS	CURRENT RATE	PROPOSED RATE	DOLLAR INCREASE	PERCENTAGE INCREASE
Boats, per ft	\$3.00	\$4.00	\$1.00	33.33%
Cash register	\$6.00	\$8.00	\$2.00	33.33%
Coal, per 100 lbs	\$3.00	\$3.00	\$0.00	0.00%
Computer-per piece	\$5.50	\$6.00	\$0.50	9.09%
Copy machine	\$11.00	\$15.00	\$4.00	36.36%
Dry cleaning	\$2.75	\$2.75	\$0.00	0.00%
Fire extinguisher-sm/lg	\$3.00	\$6.00	\$3.00	100.00%
Garbage can, empty-1 can	\$3.00	\$3.00	\$0.00	0.00%
additional	\$3.00	\$3.00	\$0.00	0.00%
Laundry, bag or bundle w/return	\$5.00	\$6.50	\$1.50	30.00%
Motor, outboard	\$17.00	\$17.00	\$0.00	0.00%
Surfboard	\$6.00	\$6.00	\$0.00	0.00%
Tar kettle w/return	\$50.00	\$50.00	\$0.00	0.00%
Wagon	\$3.00	\$4.00	\$1.00	33.33%
Windsurfer	\$17.00	\$20.00	\$3.00	17.65%
Firewood, cord	\$110.00	\$130.00	\$20.00	18.18%
<b>Plumbing Supplies</b>				
Basin	\$6.50	\$8.00	\$1.50	23.08%
Boiler	\$33.00	\$40.00	\$7.00	21.21%
Cast iron fittings	\$1.50	\$1.50	\$0.00	0.00%
Fire hydrant	\$22.00	\$44.00	\$22.00	100.00%
<b>Pipe:</b>				
C.I. 6' length	\$4.00	\$4.00	\$0.00	0.00%
C.I. 8' length	\$4.00	\$4.00	\$0.00	0.00%
C.I. 10' length	\$4.00	\$4.00	\$0.00	0.00%
Copper, 10' length	\$3.00	\$3.00	\$0.00	0.00%
PVC or vinyl, 10'	\$3.00	\$3.00	\$0.00	0.00%
PVC or vinyl, 10'	\$3.00	\$3.00	\$0.00	0.00%
PVC, 4"-6", 20'	\$3.00	\$3.00	\$0.00	0.00%
Steel'B.l./galv per ft	\$0.20	\$0.20	\$0.00	0.00%
Vinyl, coil	\$8.00	\$8.00	\$0.00	0.00%
Shower unit, fiberglass	\$40.00	\$40.00	\$0.00	0.00%
Spa w/ accessories	\$165.00	\$165.00	\$0.00	0.00%
Toilet bowl	\$10.00	\$20.00	\$10.00	100.00%
Toilet tank	\$8.00	\$15.00	\$7.00	87.50%
Tub, fiberglass	\$28.00	\$30.00	\$2.00	7.14%
Tub, steel	\$28.00	\$35.00	\$7.00	25.00%

ITEMS	CURRENT RATE	PROPOSED RATE	DOLLAR INCREASE	PERCENTAGE INCREASE
Tub, complete unit	\$28.00	\$30.00	\$2.00	7.14%
Water heater	\$30.00	\$45.00	\$15.00	50.00%
Mullion-per unit	\$7.00	\$7.00	\$0.00	0.00%
<b>Parcel Room Rates (UPS/FED EX/USPS)</b>				
Up to 9 lbs		\$3.00	\$3.00	
10-15 lbs		\$5.00	\$5.00	
16-24 lbs		\$7.00	\$7.00	
25-30 lbs		\$9.00	\$9.00	
31-40 lbs		\$12.00	\$12.00	
41-45 lbs		\$15.00	\$15.00	
46-50 lbs		\$20.00	\$20.00	
<b>Additional charge for C.O.D.</b>				
Check	\$3.00			
Cash	\$4.00			
<b>Vehicles-In Operating Condition</b>				
Delivery cart-each way	\$40.00	\$50.00	\$10.00	25.00%
Cushman-type scooter	\$40.00	\$80.00	\$40.00	100.00%
Golf cart	\$33.00	\$40.00	\$7.00	21.21%
Payloader, sm bobcat	\$110.00	\$150.00	\$40.00	36.36%
If not in operating condition additional	\$16.50	\$20.00	\$3.50	21.21%
<b>Pallets which have to be broken down and reloaded by hand</b>	\$10.00	\$10.00	\$0.00	0.00%

\* \* \*