

## Bill Baggs Additional Questions

- Can the Department explain the discrepancy between revenue shown in the monthly revenues included in the “Bill Baggs Cape Florida Gross Revenue” PDF and the “LighthouseCafeProfitLoss 2012-2023” PDF. For example, 2023 total revenue is shown as \$7,115,571.89 within the monthly gross revenue vs. \$8,068,338.97 in the Profit & Loss statement. What is the variance between these two numbers? Which is the correct revenue?
  - It is our understanding that this results from a difference in Total Gross Sales and Total Gross Revenue as defined by the contract. We have provided the Limited Engagement Document (LED) Report for 2023 for review on the Bill Baggs CFBP webpage.
- Can the Department provide revenues broken down by operation? (Boater’s Grill, Lighthouse Café, and The Cleat)
  - We have posted the last 5 years of monthly reports showing the items broken down in more detail on the Bill Baggs CFBP webpage.
- Can the Department provide revenues broken down by type? (F&B, Rentals, Retail, Others)
  - We have posted the last 5 years of monthly reports showing the items broken down in more detail on the Bill Baggs CFBP webpage.
- Are the revenues provided by the Department net of commissions paid?
  - The Gross Revenue Chart shows gross sales of the concession operation before the addition of subcontractor sales and subtraction of taxes.
- Can the Department provide a breakdown of F&B revenue showing food and alcohol separately?
  - No, we can break down only by point of sale.