



Jeremy Ashby
Key West Bight Management District Board
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The Appledore Schooners, which is managed by Sebago Watersports, are the Bights only year round schooner operation. Appledore II has been operating from its slip at the foot of William Street for over twenty six (26) years. Almost without exception the operation of historic sailing ships is done out of love, rather than profit. We take great pride in showing people the beauty of traditional sailing. Monies earned sailing tourists and locals alike go directly back into maintaining the ship. Fortunately the wisdom of this Board in the past and present has acknowledged the importance of maintaining the historic character of the Bight by providing Historic vessels with a discount.

This past fall the construction on the William Street Plaza had a crushing effect upon our schooner business and those individuals whom dedicate their time and efforts. Fortunately our catamaran business had a very strong year, which allowed these beautiful ships to carry on operating, I believe any free standing traditional sailing business would not have survived the impact of this construction.

I have attached our sales records from the most effected period October 15-December 15 2014 and have comparisons from the previous year. I am confident that the history as well as trend before and after clearly illustrate the effect this construction had on our operation. Once construction was complete out numbers bounced back immediately, including showing a slight increase over similar period from the previous year.

I am not sure how many of you witnessed the construction scene at the William Street Plaza. Immediately adjacent to our sales booth, which traditionally account for nearly half our gross sales, was a large dumpster tank that was treating water sewer being pumped out of a large hole. When you consider the loud noise of the pumps, jack hammer, general construction, or the stench of the sewage smelling water that was being pumped and filtered there is no surprise that our ability to sell tickets for our ship was greatly disrupted. There is no question that our quiet enjoyment was violated.

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We clearly understand and appreciate that work done was for improvements that benefit all tenants in the Bight. While I believe that many businesses were affected indirectly, I believe that we are one of only three businesses that were directly affected. There were a substantial number of days in which we were forced to close, other days where we were unable to operate our sales booth for large portions of the work day, and many more days that were just unpleasant enough that tourist could not reach us or simply ran off by the construction mess.

We are asking for what we believe to be reasonable, modest, and fair relief. Our dockage and ticket booth are, by lease, tied together. It is my understanding there are restrictions upon our upland lease that are not included in our dockage lease. Specifically we are requesting a credit upon our schooner dockage that is equal to two (2) months dockage and two (2) months of our booth rent. This equals approximately \$4,000. Clearly the Key West Bight has become financially very successful. In large part that is due to your tenants' hard work and success. In this instance your tenant of 26 years, Schooner Explorations has been harmed. Clearly the right thing to do is make what we believe is a very fair and modest amends. The value of maintaining the historic character of the Historic Seaport does not have a price tag. On behalf of "Schooner Exploration", "Bay Sail", and "Sebago Watersports" we appreciate your support.

Paul McGrail

Sebago Watersports



	Sales Jan 1st Oct 14th			Sales Oct 15th - Dec 15th			Sales Dec 15th - Feb 28th		
	2013	2014	% Up/Down	2013	2014	% Up/Down	2013/14	2014/15	% Up/Down
Capt Choice Appledore V	\$ 191,753.02	\$ 271,226.77	29%	\$ 52,381.38	\$ 43,937.36	-16%	\$ 62,159.60	\$ 67,324.92	8%
Schooner Reef Appledore V	\$ 46,821.22	\$ 62,035.27	25%	\$ 4,591.00	\$ 2,126.21	-54%	\$ 10,291.64	\$ 10,721.00	4%
Appledore II Day Sail	\$ 39,743.76	\$ 39,187.98	-1%	\$ 2,763.50	\$ 966.50	-65%	\$ 21,648.37	\$ 22,244.83	3%
Schooner Sunset Appledore II	\$ 127,150.98	\$ 181,078.03	30%	\$ 17,376.20	\$ 15,666.91	-10%	\$ 86,367.42	\$ 86,801.39	1%
Totals	\$ 405,468.98	\$ 553,528.05	27%	\$ 77,112.08	\$ 62,696.98	-19%	\$ 180,467.03	\$ 187,092.14	4%

Estimated loss revenue due to construction	\$35,235.45
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Estimate based on actual loss plus loss of 27% average increase