

MEMORANDUM



Date: April 4th 2013
To: Bob Vitas, City Manager
Cc: Key West Bight Management District Board
From: Marilyn Wilbarger
Re: March 2013 Monthly Report for Key West Bight/City Marina

I. **Key West Bight Operations:**

- Installed new light post at William St. Plaza
- Received C.O. for Schooner Wharf
- Submitted revised drawings for Ferry Terminal Pier extension to Army Core of Engineers
- Awarded Chen Moore Structural Assessment and Design of Thompsons Fish House
- Rebuilt entry deck at AER Photography
- Replaced filters on both fuel systems
- Installed new fuel hose reels for all pumps

Key West Bight Marina:

- Transient dockage revenues are up 4% this March compared to last March.
- Replaced all hose reels springs for the gas and diesel fuel dispensers.
- The temporary tenant directory signs at the head of the docks were installed.
- Conducted survey of how branded fuel signs are allowed to be installed in other city historic districts.
- 23,545 passengers used the ferry terminal this March compared to 26,727 last March.

City Marina:

- 60 vessels are in Key West Mooring field
- The Tarpon Pier construction continuing with 50 percent of new dock section installed.
- Two new floating dock roller assemblies installed ,one on Kingfish and one on Wahoo.
- Five new fire suppression cabinets installed, one on Kingfish and 4 on Wahoo Pier.
- New fire back flow (rpz) installed on west fire house.
- New cloth dryer combo unit ordered for live aboard bath house
- New garbage compactor installed and operating.
- (8) mooring field rigs replaced by Maritime resources.

- Landscape work beginning in live aboard grass medians, weeds being removed and plants being installed.
- (2) temporary pilings installed on Kingfish to help support large relocated floating structure from Tarpon Pier.
- 55 new mooring field floats ordered to replace old and worn floats In Key West Mooring field.

II. Priorities for the Upcoming Month

- Task Order for common area signage, entries, landscape and site furnishings
- Task Order alternate for traffic circle at William Street
- Fish Cleaning Station Design
- Final completion of Discovery Building and Schooner Wharf
- Request task for Trumbo Docks Design
- Identify Grant opportunities
- Installation of new cedar, lighted sign poles upon written tenant request
- Award fuel bid
- Receive HARC approval and necessary permits to install new fuel signs on the fuel docks.
- Wahoo, Kingfish Pier sewer system installation
- Revamp perimeter markers in Key West Mooring field

III. Capital Project Updates

Project	Status	Comments
Common Area Signage, Landscape, Entries, traffic circle	Draft Received from Architect	Working on finalizing task order submission
Piano Shop	Construction Drawings Received	Revising Doors and Windows
Discovery Rebuild	Substantial completion	Contractor/ bond company notified
Transient Boater Facility	DRC completed	Planning next step
Ferry Terminal Pier Extension	Drawing submitted	Review underway
Thompsons Fish House Structural Repairs	Task order approved by Bight Board	Task order approved by CRA
Tarpon Pier	Project underway	New pier docks at 25%
Turtle Kraals Wall Rebuild	Exploratory dig complete	Design documents for new stick wall in progress

KEY WEST BIGHT, CITY MARINA, FERRY TERMINAL MONTHLY SALES COMPARISON March 2013

	Mar '12	Mar '13
Garrison Bight	\$ 132,014	\$ 137,074
KW Bight	\$ 616,979	\$ 583,460
Ferry Terminal	<u>\$ 49,381</u>	<u>\$ 42,918</u>
 Grand Total	 \$ 798,374	 \$ 763,452

March Actual to March Budget: \$763,452/\$774,235 (1% Under)

YTD Sales to Annual Budget: \$4,172,566/\$9,290,816 (45% Achieved)

Garrison Bight transient dockage revenues are down 26% this March compared to last March. The majority of transient slips have been filled by the live-a boards relocated from Tarpon Pier. Ramp revenues are down 32%, parking down 6% and pump-out is down 38%. Mooring field revenues are up 39%.

Key West Bight transient dockage revenues are up 4% this March and parking revenues are up 2%. Dinghy dock revenues are down 2% and fuel sale revenues are down 42%.

23,545 passengers passed through the ferry terminal this March compared to 26,727 last March.

KEY WEST BIGHT PARKING REVENUE

<u>LOCATION FY13</u>	<u>REVENUE ACCT</u>	<u>OCT 2012</u>	<u>NOV 2012</u>	<u>DEC 2012</u>	<u>JAN 2013</u>	<u>FEB 2013</u>	<u>MAR 2013</u>
Caroline Street Lot	34450-00	\$ 34,053.49	\$ 36,104.79	\$ 32,035.49	\$46,916.98	\$55,414.00	\$65,450.05
Waterfront Meters	34450-00	\$ 1,279.40	\$ 1,589.62	\$1,238.89	\$1,838.53	\$2,218.66	\$2,318.71
Conch Republic (Greene St.)	34450-00	\$ 4,461.95	\$ 3,229.33	\$2,031.50	\$4,183.06	\$7,600.20	\$12,785.07
Train Station/Dive Shop	34450-00	\$ -	\$ -	\$ -	\$ 1,253.91	\$3,776.74	\$5,619.59
908 Caroline St. Tenant Lot	34450-00	\$ 1,255.77	\$ 1,324.08	\$1,465.07	\$1,465.07	\$1,441.81	\$1,465.07
Margaret St. Plaza	34450-00	\$ 4,849.03	\$ 4,637.03	\$3,832.93	\$5,167.16	\$4,481.91	\$5,046.47
Ferry Terminal Meters	34450-02	\$ 474.11	\$ 323.39	\$160.30	\$722.50	\$777.69	\$823.29
TOTAL		\$ 46,373.75	\$ 47,208.24	\$40,764.18	\$61,547.21	\$75,711.01	\$93,508.25

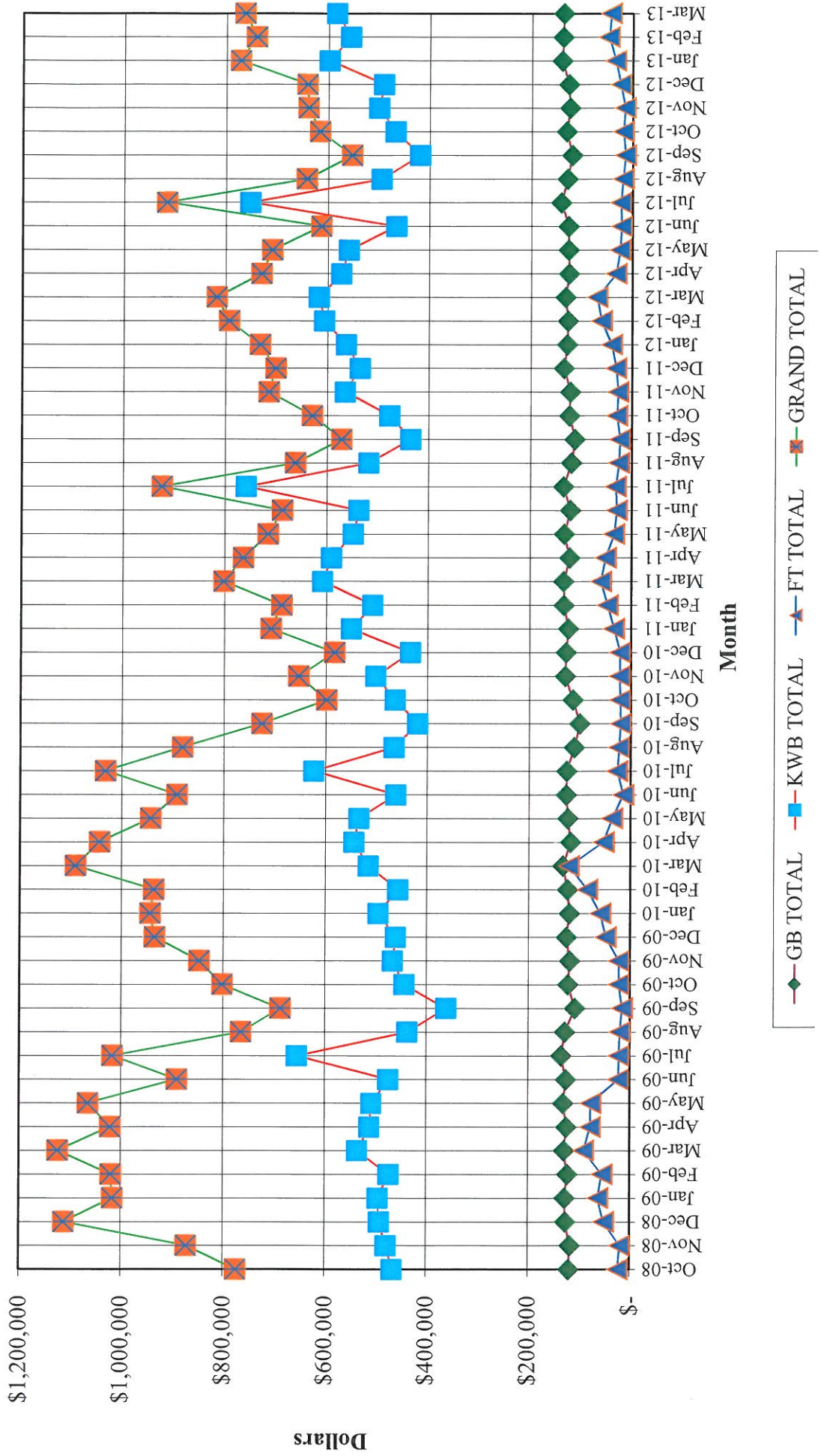
HOURS

<u>LOCATION FY12</u>	<u>REVENUE ACCT</u>	<u>OCT 2011</u>	<u>NOV 2011</u>	<u>DEC 2011</u>	<u>JAN 2012</u>	<u>FEB 2012</u>	<u>MAR 2012</u>
Caroline Street Lot	34450-00	\$ 39,297.03	\$ 49,659.25	\$ 44,625.83	\$ 56,501.11	\$ 68,319.55	\$ 80,094.28
Waterfront Meters	34450-00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Greene St. Meters	34450-01	\$ 3,599.94	\$ 3,594.23	\$ 2,062.56	\$ 3,729.04	\$ 4,330.04	\$ 5,200.72
Train Station/Dive Shop Meters	34451-00	\$ 1,077.55	\$ 1,901.52	\$ 781.55	\$ 2,000.89	\$ 1,804.19	\$ 3,793.36
908 Caroline St. Lot	34450-00	\$ 1,068.83	\$ 1,255.77	\$ 1,511.58	\$ 1,604.57	\$ 1,438.16	\$ 1,674.36
Margaret St. Plaza	34450-00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Ferry Terminal Meters	34450-02	\$ 329.20	\$ 306.56	\$ 503.26	\$ 560.30	\$ 461.45	\$ 1,076.48
TOTAL		\$ 45,372.55	\$ 56,717.33	\$ 49,484.78	\$ 64,395.91	\$ 76,353.39	\$ 91,839.20

MONTHLY FUEL SALES COMPARISON (GALLONS)

	FY08		FY09		FY10		FY11		FY12		FY13	
	GAS	DIESEL	GAS	DIESEL	GAS	DIESEL	GAS	DIESEL	GAS	DIESEL	GAS	DIESEL
OCT	3,941	27,836	1,921	19,150	4,490	24,024	4,742	16,556	5,135	20,926	5,796	8,243
NOV	20,922	27,993	7,931	20,305	4,770	23,843	9,236	26,134	11,911	24,943	8,473	8,923
DEC	4,523	30,524	4,587	26,399	2,445	27,834	1,904	18,184	5,397	24,633	4,533	10,581
JAN	8,368	27,649	7,603	41,534	4,077	30,445	6,665	28,525	7,907	26,914	9,436	11,117
FEB	6,410	31,819	5,165	25,434	2,110	17,483	4,254	23,812	6,112	28,936	5,661	12,806
MAR	7,447	37,799	6,160	33,370	3,670	25,965	7,109	31,360	7,114	27,204	8,248	11,683
APR	9,473	43,007	8,977	38,287	5,676	36,491	8,357	35,591	8,498	18,021	0	0
MAY	8,481	37,843	10,603	34,092	6,141	38,550	8,559	29,152	14,728	12,483	0	0
JUN	7,662	37,725	7,147	31,617	5,543	22,975	12,936	25,991	9,192	10,580	0	0
JUL	8,849	36,185	9,435	32,308	6,430	27,383	21,699	29,755	17,857	16,268	0	0
AUG	6,986	23,841	5,586	26,755	11,948	24,931	13,764	25,154	15,457	10,368	0	0
SEP	2,369	11,321	3,103	17,317	5,758	15,591	6,846	21,463	7,153	8,885	0	0
TOTAL	95,431	373,542	78,218	346,568	63,058	315,515	106,071	311,677	116,461	230,161	42,147	63,353

Key West Bight, City Marina, Ferry Terminal Sales History



Key West Transient Dockage, Fuel and Parking Revenue

