

MEMORANDUM



Date: March 8, 2012
To: Jim Scholl, City Manager
Cc: Key West Bight Management District Board
From: Marilyn Wilbarger
Re: February 2012 Monthly Report for Key West Bight/City Marina

I. Updates for February 2012

Key West Bight Operations:

- Installed 8 new light poles and fixtures
- Began installing commercial water meters
- Relocated electric controls for pump out at C-dock
- Patched concrete entry to City offices
- Replaced internal filters on fuel pumps
- 201 William St. roof leaks repaired by Durolast
- Sealed Ipe at Fuel dock
- One Maintenance II position open

Key West Bight Marina:

- The Key West Bight Board approved a 1-year commercial dockage agreement.
- 22,561 passengers used the ferry terminal this February compared to 21,247 last February.
- Quotes were received for a new fish cleaning table for the marina. The current dilapidated table will be removed and the new table will be installed by the dinghy dock. The area will be set up as an attraction for photo opportunities. and the table will be hooked into our sewer system.
- New Marathon skins were put on the fuel dispensers.

City Marina:

- 56 vessels in Key West Mooring field
- 20 Cigarette butt containers purchased for installation on Charter row
- Two new pleasure leases Detwieler and Ames added to slip leases
- 50 New threaded rods installed on Wahoo Pier floating docks for structural stability.
- West fire pump leaking fire pump shaft gland replaced by Railsbach pump and control
- Kingfish finger pier structural rods repaired and holding
- Broken Pan tilt zoom security cameras returned to service.
- Missing facia boards throughout the transient piers of Wahoo and Kingfish have been replaced.

- 25 new Stormsoft rigs ordered and 25 upper thru buoy lines braided and ready to be installed in Key West Mooring field.
- Installation of new demarcation signs in the Key West Mooring field underway and should be completed within 2 weeks time.
- Ice machine installation proposal obtained awaiting additional quotes, company proposes profit split of 50/50 and will split installation cost as well.
- Study conducted on parking issues in the marina and the possibility of increasing parking capacity.

II. Priorities for the Upcoming Month

- Begin 201 William St. structural repairs
- Begin Discovery Shop demolition
- Add railings with shelf behind 201 William St. to match new
- Add railings at Shrimp Boat sound
- Make necessary concrete repairs at Thompsons Fish House
- Add new historic vessel in Key West Bight Marina.
- ITB for Contract Landscaping Services for Key West Bight and City Marina at Garrison Bight advertised
- Live aboard lease at City Marina
- Install inline water meters at commercial marina slips at Key West Bight.
- Receive HARC approval and necessary permits to install new fuel sign on the fuel dock.
- Landscape and signage design at Elizabeth and Greene

III. Capital Project Updates

| Project | Status | Comments |
|--------------------------------------|---------------------------------------|------------------------------|
| Schooner Wharf Rebuild | 90% CD's received | |
| Waterfront Market Structural Repairs | Contract Awarded | In Permitting |
| Common Area Enhancement | Waiting for complete drawings | |
| Piano Shop | Construction Drawings Received | Scope of work being revised |
| Discovery Rebuild | Building permit application | Relocating AT&T service line |

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

February 2012

| | February '11 | February '12 |
|-----------------------|---------------------|---------------------|
| Garrison Bight | \$ 132,750 | \$ 126,990 |
| KW Bight | \$ 508,245 | \$ 606,019 |
| Ferry Terminal | <u>\$ 46,675</u> | <u>\$ 60,166</u> |
| Grand Total | \$ 687,670 | \$ 793,175 |

February Actual to February Budget: \$793,175/\$723,042 (9% Over)

YTD Sales to Annual Budget: \$3,570,345/\$8,676,500 (42% Achieved)

Garrison Bight transient dockage revenues are down 11% this February compared to last February. Ramp is down 20%, parking down 14% and pump-out is down 6%. Mooring field revenues are up 29%.

Key West Bight transient dockage revenues are up 22%, dinghy revenues up 24%, ice sales up 250%, showers up 55%, fuel revenues up 51% and parking revenues are up 16%. 22,561 passengers used the ferry terminal this February compared to 21,247 last February.

6,112 gallons of gasoline were sold compared to 4,254 gallons of gasoline and 28,936 gallons of diesel compared to 23,812 gallons of diesel last February.

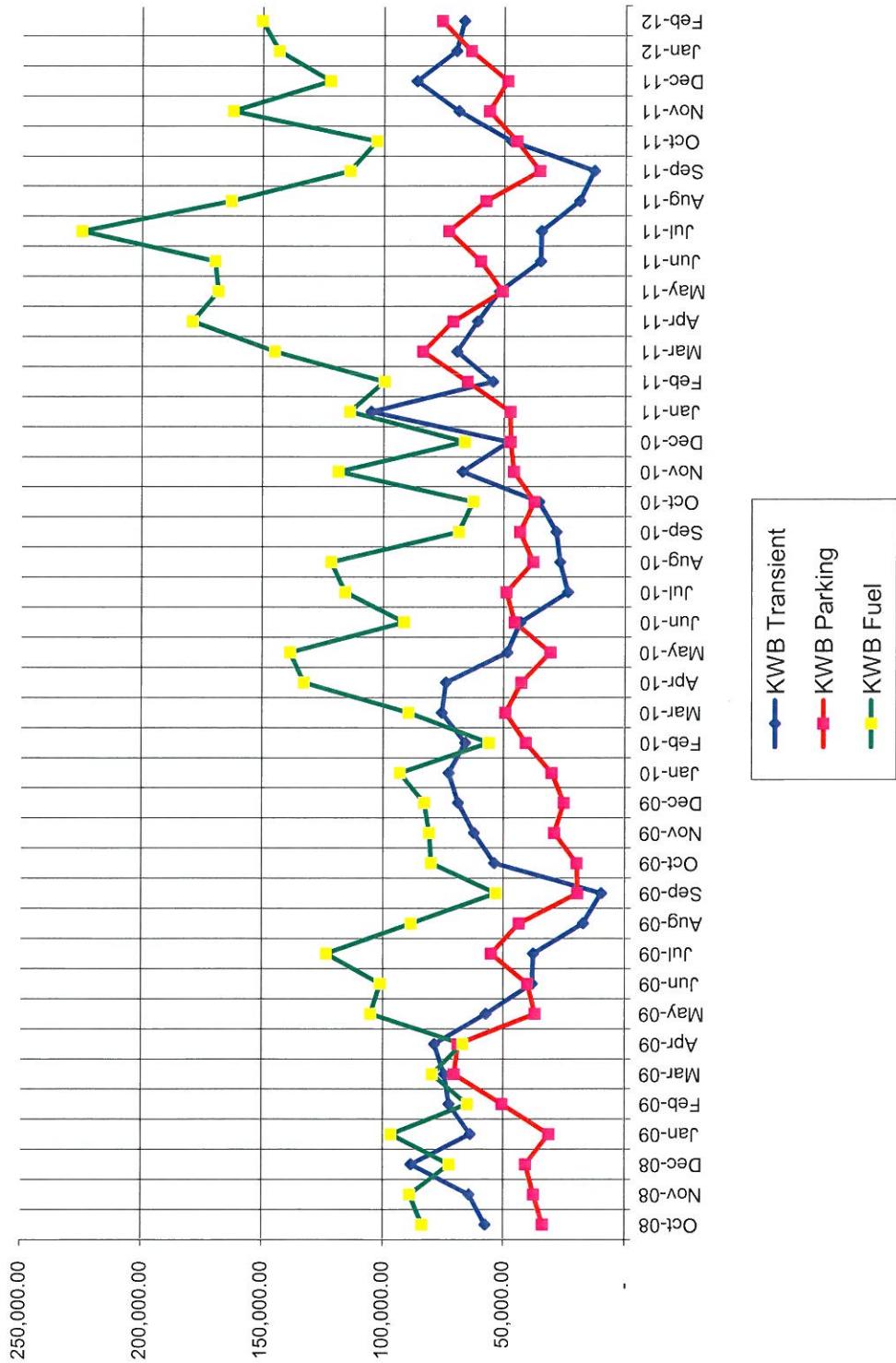
KEY WEST BIGHT PARKING REVENUE

| <u>LOCATION</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> |
|-----------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Caroline St. | 34450-00 | \$ 4,553.77 | \$ 7,026.50 | \$ 2,479.08 | \$ 5,871.43 | \$ 6,912.34 |
| Greene St. | 34450-01 | \$ 3,599.94 | \$ 3,594.23 | \$ 2,062.56 | \$ 3,729.04 | \$ 4,330.04 |
| Half Shell | 34451-00 | \$ 1,077.55 | \$ 1,901.52 | \$ 781.55 | \$ 2,000.89 | \$ 1,804.19 |
| Monthly Billing | | | | | | |
| CALE Meters | | | | | | |
| TOTAL | | \$ 45,043.35 | \$ 56,410.77 | \$ 48,981.52 | \$ 63,835.61 | \$ 75,891.94 |

| <u>LOCATION</u> | <u>REVENUE ACCT</u> | <u>OCT 2010</u> | <u>NOV 2010</u> | <u>DEC 2010</u> | <u>JAN 2011</u> | <u>FEB 2011</u> |
|-----------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Caroline St. | 34450-00 | \$ 3,549.11 | \$ 4,934.95 | \$ 4,289.57 | \$ 5,283.16 | \$ 7,393.68 |
| Greene St. | 34450-01 | \$ 3,598.31 | \$ 3,589.49 | \$ 2,385.79 | \$ 4,474.59 | \$ 3,450.72 |
| Half Shell | 34451-00 | \$ 2,262.06 | \$ 3,342.60 | \$ 2,587.34 | \$ 2,310.79 | \$ 1,683.29 |
| Monthly Billing | | | | | | |
| CALE Meters | | | | | | |
| TOTAL | | \$ 41,169.53 | \$ 51,109.62 | \$ 51,766.65 | \$ 52,833.88 | \$ 72,687.24 |

MONTHLY FUEL SALES COMPARISON (GALLONS)

| FY08 | | FY09 | | FY10 | | FY11 | | FY12 | | |
|------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | | 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 |
| NOV | 20,922 | 27,993 | 7,931 | 20,305 | 4,770 | 23,843 | 9,236 | 26,134 | 11,911 | 24,943 |
| DEC | 4,523 | 30,524 | 4,587 | 26,399 | 2,445 | 27,834 | 1,904 | 18,184 | 5,397 | 24,633 |
| JAN | 8,368 | 27,649 | 7,603 | 41,534 | 4,077 | 30,445 | 6,665 | 28,525 | 7,907 | 26,914 |
| FEB | 6,410 | 31,819 | 5,165 | 25,434 | 2,110 | 17,483 | 4,254 | 23,812 | 6,112 | 28,936 |
| MAR | 7,447 | 37,799 | 6,160 | 33,370 | 3,670 | 25,965 | 7,109 | 31,360 | | |
| APR | 9,473 | 43,007 | 8,977 | 38,287 | 5,676 | 36,491 | 8,357 | 35,591 | | |
| MAY | 8,481 | 37,843 | 10,603 | 34,092 | 6,141 | 38,550 | 8,559 | 29,152 | | |
| JUN | 7,662 | 37,725 | 7,147 | 31,617 | 5,543 | 22,975 | 12,936 | 25,991 | | |
| JUL | 8,849 | 36,185 | 9,435 | 32,308 | 6,430 | 27,383 | 21,699 | 29,755 | | |
| AUG | 6,986 | 23,841 | 5,586 | 26,755 | 11,948 | 24,931 | 13,764 | 25,154 | | |
| SEP | 2,369 | 11,321 | 3,103 | 17,317 | 5,758 | 15,591 | 6,846 | 21,463 | | |



Key West Bright, City Marina, Ferry Terminal Sales History

