

MEMORANDUM



Date: August 2, 2012
To: Bob Vitas, City Manager
Cc: Key West Bight Management District Board
From: Marilyn Wilbarger
Re: July 2012 Monthly Report for Key West Bight/City Marina

I. Updates for July 2012

Key West Bight Operations:

- Installed new fence with gates behind Lost Reef Dive Shop
- New railings on Harbor Walk
- Pole signs construction has begun
- Schooner Wharf Rebuild bidding open
- Awarded Thompsons Fish house temp doors
- Awarded new 100amp shore power service for Ferry Terminal
- Discovery Shop Construction has begun
- Landscape services contract bidding is open
- New AC compressor installed at City offices
- New windows and doors installed at Waterfront Market building and City offices
- Thompson Fish House task order for design services and testing and organizational chart received from Chen Moore is under review
- Repainted pump out covers on HarborWalk

Key West Bight Marina:

- The new proposed 1-year commercial dockage agreement was tabled indefinitely at the July City Commission / CRA meeting. For that reason staff is bringing the current 30-day dockage agreement back to the Bight Board in August for approval with only the insurance requirements and marina rules updated.
- 10,515 passengers passed through the ferry terminal this July compared to 11,336 last July.
- A survey was completed regarding commercial marina signage.
- Fury is now purchasing fuel from the KWB Fuel Dock on a daily basis.
- The Schooner Appledore 5 has come off the commercial waiting list and will dock year round at the marina. It will be docked at the end of A Dock behind Half Shell Raw Bar where the old Discovery glass bottom boat was.
- Pump-out and 100 amp electric are now available on the ferry terminal dock.

City Marina:

- 35 vessels in Key West Mooring field

- One new charter lease transfer from Kelly to Weinhofer with a \$400.00 transfer fee collected
- One new live aboard lease transfer Zakrsewski to Patricia Guerra \$5,000 transfer fee collected
- One new Pleasure lease signed with James Blagg
- Dock Vendors contacted to discuss options available for Tarpon floating pier, Raven dock, Techno Marine, Gator dock, Bellingham dock, Caufield, are a few of the vendors called. Information discussed pertained to cleats, dock floats, decking and pile coating
- New preventative maintenance plan being developed for the facility
- New slide lock security system functioning well at the mooring field bathroom facility, we have noticed bathroom supply usage to be less due to better security locks.

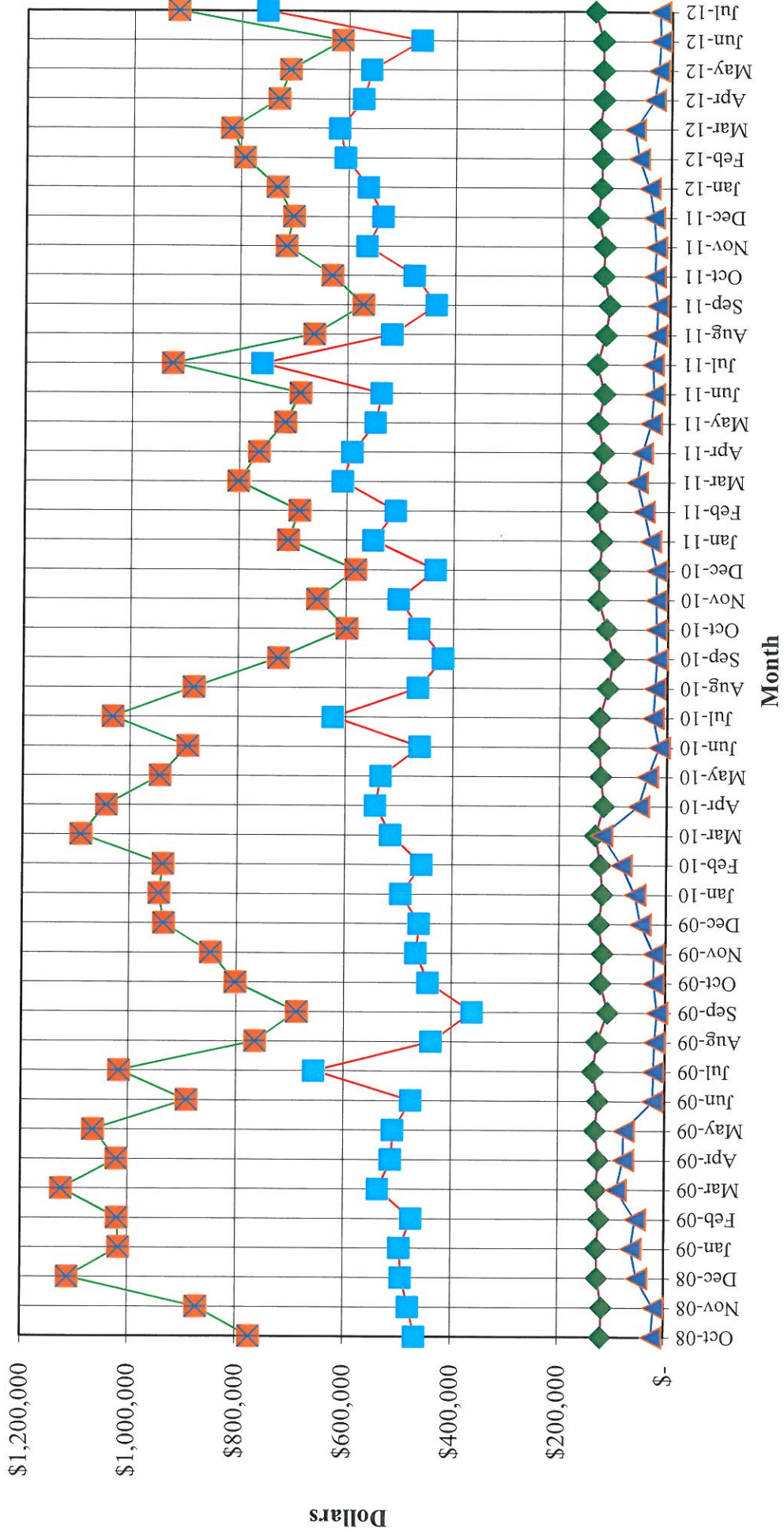
II. Priorities for the Upcoming Month

- ITB – Carpet Replacement at Ferry Terminal (returned from internal review, corrected and advertised mid-month)
- Add new historic vessel in Key West Bight 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.
- Relocate the Yankee Freedom to the ferry terminal pier.
- Receiving final design plans for Tarpon Pier Project
- Complete landscape plan for Reef Relief
- Complete all charter boat leases
- Relocate all Tarpon Pier liveaboards to temporary locations
- Wahoo and Kingfish pier re-wiring

III. Capital Project Updates

Project	Status	Comments
Schooner Wharf Rebuild	ITB Issued	Bids due July 17th
Waterfront Market Structural Repairs	Started March 29	Doors and Windows Installed
Common Area Enhancement	CD's never completed by MBIK2M	Contract terminated
Piano Shop	Construction Drawings Received	Scope of work being revised
Discovery Rebuild	Under construction	

Key West Bight, City Marina, Ferry Terminal Sales History



Legend:
 - GB TOTAL (Green Diamond)
 - KWB TOTAL (Blue Square)
 - FT TOTAL (Red Triangle)
 - GRAND TOTAL (Orange Square)

KEY WEST BIGHT, CITY MARINA, FERRY TERMINAL MONTHLY SALES COMPARISON July 2012

	July '11	July '12
Garrison Bight	\$ 134,794	\$ 141,293
KW Bight	\$ 758,136	\$ 751,966
Ferry Terminal	<u>\$ 31,638</u>	<u>\$ 23,112</u>
 Grand Total	 \$ 924,568	 \$ 916,371

July Actual to July Budget: \$916,371/\$723,042 (27% Over)

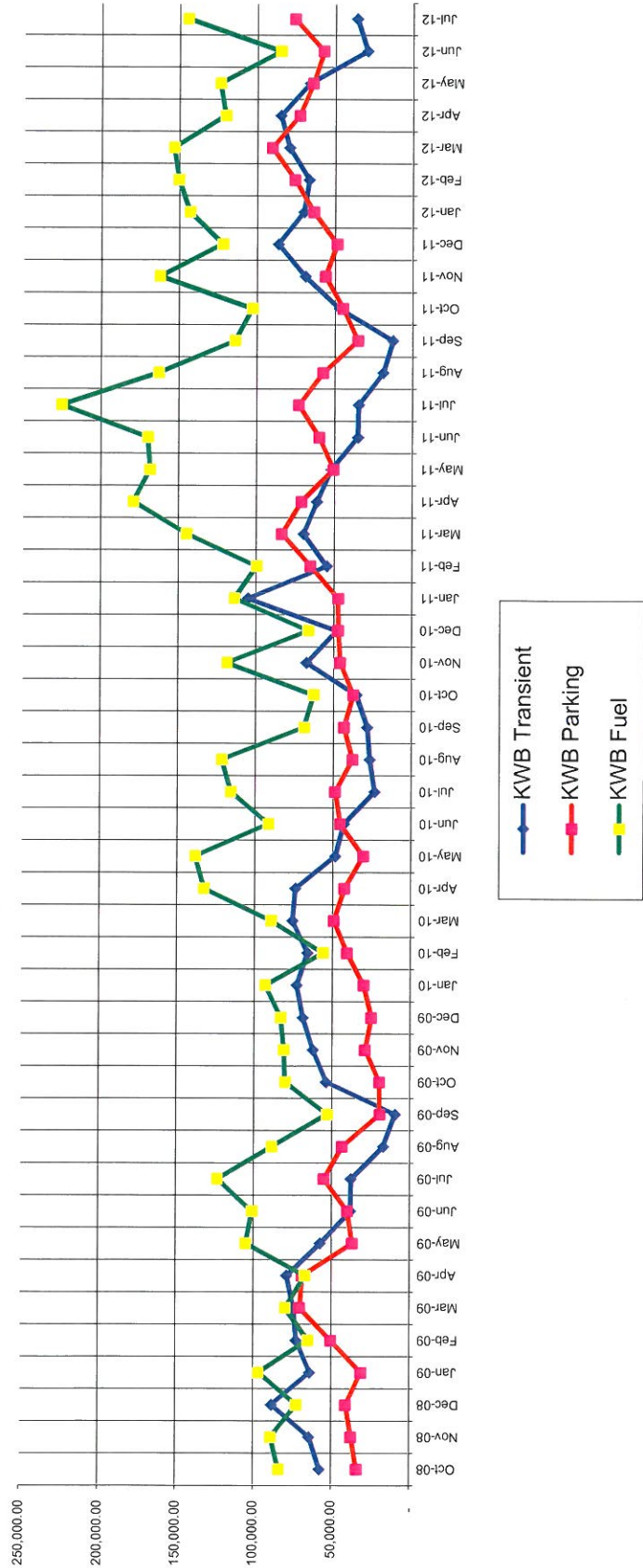
YTD Sales to Annual Budget: \$7,348,216/\$8,676,500 (85% Achieved)

Garrison Bight transient dockage revenues are up 1% this July compared to last July. Mooring field revenues are up 24%, pump-out up 25%, parking down 6% and ramp fees are down 23%.

Key West Bight transient dockage revenues are up 4%, dinghy fees up 9%, parking up 4% and fuel sales are down 36%.

10,515 passengers passed through the ferry terminal this July compared to 11,336 last July.

Key West Transient Dockage, Fuel and Parking Revenue



MONTHLY FUEL SALES COMPARISON (GALLONS)

	FY08		FY09		FY10		FY11		FY12	
	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
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	7,114	27,204
APR	9,473	43,007	8,977	38,287	5,676	36,491	8,357	35,591	8,498	18,021
MAY	8,481	37,843	10,603	34,092	6,141	38,550	8,559	29,152	14,728	12,483
JUN	7,662	37,725	7,147	31,617	5,543	22,975	12,936	25,991	9,192	10,580
JUL	8,849	36,185	9,435	32,308	6,430	27,383	21,699	29,755	17,857	16,268
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		
TOTAL	95,431	373,542	78,218	346,568	63,058	315,515	106,071	311,677		

KEY WEST BIGHT PARKING REVENUE

LOCATION	REVENUE ACCT	OCT 2011	NOV 2011	DEC 2011	JAN 2012	FEB 2012	MAR 2012	APR 2012	MAY 2012	JUN 2012	JUL 2012
Caroline Street Lot	34450-00	\$ 39,297.03	\$ 49,659.25	\$ 44,625.83	\$ 56,501.11	\$ 68,319.55	\$ 80,094.28	\$ 64,940.10	\$ 54,495.58	\$ 45,039.63	\$ 61,961.12
Waterfront Meters	34450-00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,037.54	\$ 3,346.38
Greene St. Meters	34450-01	\$ 3,599.94	\$ 3,594.23	\$ 2,062.56	\$ 3,729.04	\$ 4,330.04	\$ 5,200.72	\$ 4,267.41	\$ 4,282.96	\$ 4,513.00	\$ 4,255.80
Train Station/Dive Shop Meters	34451-00	\$ 1,077.55	\$ 1,901.52	\$ 781.55	\$ 2,000.89	\$ 1,804.19	\$ 3,793.36	\$ 2,176.96	\$ 348.61	\$ -	\$ -
908 Caroline St. Lot	34450-00	\$ 1,068.83	\$ 1,255.77	\$ 1,511.58	\$ 1,604.57	\$ 1,438.16	\$ 1,674.36	\$ 1,674.36	\$ 1,534.83	\$ 1,441.81	\$ 1,488.32
Margaret St. Plaza	34450-00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,777.92	\$ 4,577.31	\$ 5,002.93
Ferry Terminal Meters	34450-02	\$ 329.20	\$ 306.56	\$ 503.26	\$ 560.30	\$ 461.45	\$ 1,076.48	\$ 381.39	\$ 295.87	\$ 487.09	\$ 623.81
TOTAL		\$ 45,372.55	\$ 56,717.33	\$ 49,484.78	\$ 64,395.91	\$ 76,353.39	\$ 91,839.20	\$ 73,440.22	\$ 64,735.77	\$ 58,096.38	\$ 76,678.36

LOCATION	REVENUE ACCT	OCT 2010	NOV 2010	DEC 2010	JAN 2011	FEB 2011	MAR 2011	APR 2011	MAY 2011	JUN 2011	JUL 2011
Caroline Lot & Waterfront Meters	34450-00	\$ 30,643.81	\$ 38,033.32	\$ 41,387.71	\$ 39,695.61	\$ 59,043.31	\$ 74,448.91	\$ 63,757.70	\$ 43,635.43	\$ 53,143.28	\$ 66,114.49
Greene St. Meters	34450-01	\$ 3,598.31	\$ 3,589.49	\$ 2,385.79	\$ 4,474.59	\$ 3,450.72	\$ 5,346.72	\$ 4,242.22	\$ 4,295.57	\$ 4,198.38	\$ 4,021.47
Train Station/Dive Shop Meters	34451-00	\$ 2,262.06	\$ 3,342.60	\$ 2,587.34	\$ 2,310.79	\$ 1,683.29	\$ 3,034.74	\$ 2,225.92	\$ 1,859.14	\$ 1,755.63	\$ 1,908.16
908 Caroline St. Lot	34450-00	\$ 1,116.24	\$ 1,209.26	\$ 1,116.24	\$ 1,069.73	\$ 1,116.24	\$ 976.71	\$ 1,069.73	\$ 1,139.49	\$ 883.69	\$ 1,023.22
Ferry Terminal Meters	34450-02	\$ 339.32	\$ 337.80	\$ 186.04	\$ 758.56	\$ 466.89	\$ 849.08	\$ 640.75	\$ 433.51	\$ 485.60	\$ 318.76
TOTAL		\$ 37,959.74	\$ 46,512.47	\$ 47,663.12	\$ 48,309.28	\$ 65,760.45	\$ 84,656.16	\$ 71,936.32	\$ 51,363.14	\$ 60,466.58	\$ 73,386.10