

MEMORANDUM



Date: January 3, 2013
To: Bob Vitas, City Manager
Cc: Key West Bight Management District Board
From: Marilyn Wilbarger
Re: December 2012 Monthly Report for Key West Bight/City Marina

I. Key West Bight Operations:

- E dock pump out rebuilt
- Installed 6 new marina sign poles
- Wiring complete for 2 new harbor walk pole lights
- Installed 2 new Cale pay parking machines
- Task order for Thompsons Fish House approve by Bight Board
- Tree lighting, Lighted Boat parade and holiday decorations all successful

Key West Bight Marina:

- The marina was full for New Years.
- Transient dockage revenues are up 5% this December compared to last December.
- Staff talked to Harry Bowman. He hasn't met with the tenants about the marina rules but should have the input from them for the next meeting.
- Premiere Racing has rented 5 slips for 30 to 40 feet committee boats for race week. They are paying the weekly rate of \$2.20 per foot per day.
- Quotes are in for the temporary tenant directory signs at the head of the docks
- Ferry Terminal pier extension in engineering for updated drawings and permitting

City Marina:

- 41 vessels are in Key West Mooring field
- One new pleasure lease customer added
- Tarpon rebuild project awarded to Ebsary builders to replace Tarpon Pier and repair Wahoo and Kingfish Pier
- Seatow Towing agency was selected to relocate Tarpon Pier tenants to temporary locations throughout the marina and then return the tenants to Tarpon Pier once completed.
- Security camera installed on Amberjack #26.
- New Recycling plan working well with commercial tenants.
- 20 new Stormsoft mooring rigs ordered and received, staff is prepping rigs for December inspection and repairs to Key West Mooring field
- Two new pile roller assemblies installed on Kingfish Pier

II. Priorities for the Upcoming Month

- Directional signage for Ferry Terminal
- Green Street parking lot and landscape
- Get pricing for Reef Relief landscape corner
- Get pricing for to create fish cleaning station with signage and plumbed waste
- Install temporary wall at Thompsons Fish House entry
- Installation of new cedar, lighted sign poles upon written tenant request
- Award fuel bid.
- Receive HARC approval and necessary permits to install new fuel sign on the fuel dock.
- Purchase temporary directory signs for the head of the docks.
- Install inline water meters at commercial marina slips at Key West Bight
- Wahoo, Kingfish Pier sewer system installation
- Implement formalized Preventive Maintenance plans
- Historic Markers for Harbor Walk
- Tarpon Pier tenant relocation
- Tarpon construction commencement
- King fish and Wahoo Pier frame repair
- Revamp perimeter markers in Key West Mooring field
- Install piling caps at Key West Bight marina.

III. Capital Project Updates

Project	Status	Comments
Schooner Wharf Rebuild	Both structural envelopes 100%(upcoming)	Substantial completion expected end of Jan.
Piano Shop	Construction Drawings Received	Scope of work may be revised
Discovery Rebuild	2nd floor roof up.	Approx 4 weeks behind schedule
Transient Boater Facility	Design meeting and site plan underway	Initial meetings with project manager and architect
Ferry Terminal Pier Extension	Updated drawings requested	Task order in process
Thompsons Fish House Structural Repairs	Task order approved by Bight Board	CRA agenda for second January meeting
Tarpon Pier	Project underway	Tenant re-location to begin

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

	Dec '11	Dec '12
Garrison Bight	\$ 134,544	\$ 126,768
KW Bight	\$ 535,240	\$ 490,225
Ferry Terminal	<u>\$ 31,593</u>	<u>\$ 23,837</u>
Grand Total	\$ 701,377	\$ 640,830

December Actual to December Budget: \$640,830/\$774,235 (17% Under)

YTD Sales to Annual Budget: \$1,895,952/\$9,290,816 (20% Achieved)

Garrison Bight transient dockage revenues were down 48% this December compared to last December because of preconstruction of Tarpon Pier. Ramp is down 2%, parking down 19% and pump-out is down 18%. Mooring field revenues are up 26%.

Key West Bight transient dockage revenues were up 5%, dinghy up 47%, fuel sales down 50%, parking down 17% and retail sales (sodas) were down 30%.

9,295 passengers passed through the ferry terminal this December compared to 10,350 last December.

KEY WEST BIGHT PARKING REVENUE

<u>LOCATION FY13</u>	<u>REVENUE ACCT</u>	<u>OCT 2012</u> HOURS @ 2.00/HR	<u>NOV 2012</u> HOURS @ 2.00/HR	<u>DEC 2012</u> HOURS @ 2.00/HR
Caroline Street Lot	34450-00	\$ 34,053.49	\$ 36,104.79	\$ 32,035.49
Waterfront Meters	34450-00	\$ 1,279.40	\$ 1,589.62	\$ 1,238.89
Greene St. Meters	34450-01	\$ 4,461.95	\$ 3,229.33	\$ 2,031.50
Train Station/Dive Shop Meters	34451-00	\$ -	\$ -	\$ -
908 Caroline St. Lot	34450-00	\$ 1,255.77	\$ 1,324.08	\$ 1,465.07
Margaret St. Plaza	34450-00	\$ 4,849.03	\$ 4,637.03	\$ 3,832.93
Ferry Terminal Meters	34450-02	\$ 474.11	\$ 323.39	\$ 160.30
TOTAL		\$ 46,373.75	\$ 47,208.24	\$ 40,764.18

<u>LOCATION FY12</u>	<u>REVENUE ACCT</u>	<u>OCT 2011</u> HOURS @ 2.50/HR	<u>NOV 2011</u> HOURS @ 2.50/HR	<u>DEC 2011</u> HOURS @ 2.50/HR
Caroline Street Lot	34450-00	\$ 39,297.03	\$ 49,659.25	\$ 44,625.83
Waterfront Meters	34450-00	\$ -	\$ -	\$ -
Greene St. Meters	34450-01	\$ 3,599.94	\$ 3,594.23	\$ 2,062.56
Train Station/Dive Shop Meters	34451-00	\$ 1,077.55	\$ 1,901.52	\$ 781.55
908 Caroline St. Lot	34450-00	\$ 1,068.83	\$ 1,255.77	\$ 1,511.58
Margaret St. Plaza	34450-00	\$ -	\$ -	\$ -
Ferry Terminal Meters	34450-02	\$ 329.20	\$ 306.56	\$ 503.26
TOTAL		\$ 45,372.55	\$ 56,717.33	\$ 49,484.78

6 month Parking Rate Reduction
Caroline Street Lot Gain/(Loss)

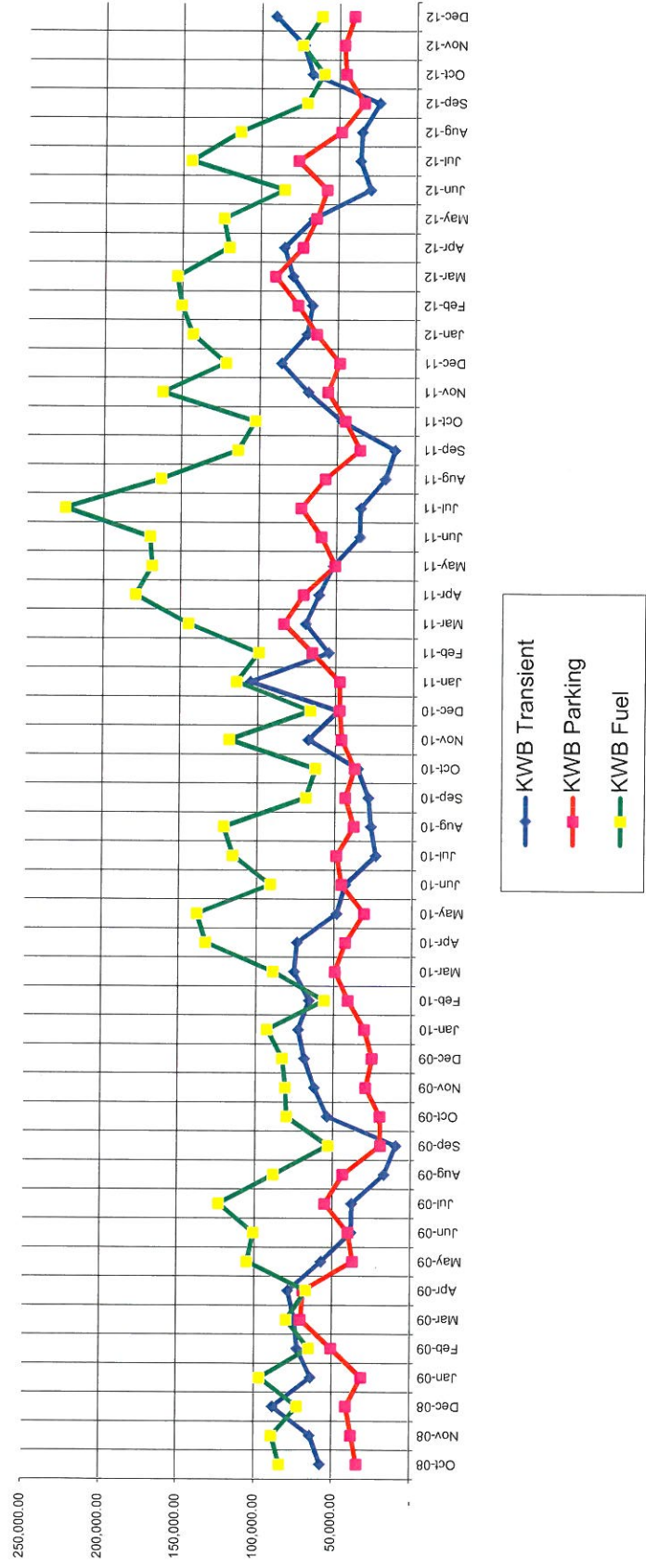
\$ (3,964.14) \$ (11,964.84) \$ (11,351.45)

<u>LOCATION FY12</u>	<u>REVENUE ACCT</u>	<u>AUG 2012</u>	<u>AUG 2012 HOURS @ 2.00/HR</u>	<u>SEP 2012</u>	<u>SEPT 2012 HOURS @ 2.00/HR</u>
Caroline Street Lot	34450-00	\$ 39,027.21	20,305	\$ 25,976.93	
Waterfront Meters	34450-00	\$ 1,582.43		\$ 1,827.43	
Greene St. Meters	34450-01	\$ 3,765.51		\$ 3,117.36	
Train Station/Dive Shop Meters	34451-00	\$ -		\$ -	
908 Caroline St. Lot	34450-00	\$ 1,302.28		\$ 1,302.28	
Margaret St. Plaza	34450-00	\$ 3,018.42		\$ 3,596.10	
Ferry Terminal Meters	34450-02	\$ 93.02		\$ 286.52	
TOTAL		\$ 48,788.87		\$ 36,106.62	
<u>LOCATION FY11</u>	<u>REVENUE ACCT</u>	<u>AUG 2011</u>	<u>AUG 2011 HOURS @ 2.50/HR</u>	<u>SEP 2011</u>	<u>SEPT 2011 HOURS @ 2.50/HR</u>
Caroline Lot & Waterfront Meters	34450-00	\$ 50,062.43	20,025	\$ 30,304.31	12,122
Greene St. Meters	34450-01	\$ 5,236.72		\$ 3,343.50	
Train Station/Dive Shop Meters	34451-00	\$ 1,662.73		\$ 967.02	
908 Caroline St. Lot	34450-00	\$ 744.16		\$ 976.71	
Ferry Terminal Meters	34450-02	\$ 249.98		\$ 333.16	
TOTAL		\$ 57,956.02		\$ 35,924.70	
6 month Parking Rate Reduction					
Caroline Street Lot	Gain/(Loss)	\$ (9,452.79)		\$ (2,499.95)	\$ (11,952.74)
					Total FY12

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	0	0
FEB	6,410	31,819	5,165	25,434	2,110	17,483	4,254	23,812	6,112	28,936	0	0
MAR	7,447	37,799	6,160	33,370	3,670	25,965	7,109	31,360	7,114	27,204	0	0
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	17,557	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	18,802	27,747

Key West Transient Dockage, Fuel and Parking Revenue



Key West Bight, City Marina, Ferry Terminal Sales History

