

MEMORANDUM



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

I. Key West Bight Operations:

- Planted 61 palm trees saved from destruction from Conch Harbor
- Delivered North Schooner Wharf building to tenant
- Replaced lids for fuel tanks at Ferry Terminal
- Installed irrigation at 3 different locations
- Cale parking lot machine installed behind Lost Reef/Flagler Station
- New Entry signage installed at Ferry Terminal

Key West Bight Marina:

- Transient dockage revenues are up 21% this February compared to last February.
- Replaced diesel pump fitting on pumps #1, 2, 5, and 6.
- The temporary tenant directory signs at the head of the docks that were ordered are here and ready for installation.
- Removed all water lines from the Yankee Freedom dock beside the Dockmaster Office.

City Marina:

- 61 vessels are in Key West Mooring field
- The Tarpon Pier construction is moving along with 75 percent of the pier demolished.
- Estimates underway for providing internet service to Kingfish pier
- One live aboard transfer completed Jamra to Baker \$5,000.00 revenue received in transfer fee.
- One Charter lease completed for Christina Weinhofer
- Estimates being accepted for inspecting mooring field anchors and anchor head fasteners. The mooring anchors are approximately 11 years old the inspection is part of preventative maintenance to check underlying conditions.
- All Wahoo and Kingfish frame work replaced with the exception of the finger piers that were removed for live aboard relocation
- Marlin fish mount refurbished and re-installed.
- Electrical for compactor being installed to make way for dumpster relocation.

- East and West fire pumps received annual inspection for flow testing.
- Permits received from Department of Environmental Protection for Wahoo Kingfish pump-out system.

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 bids
- Engineering task order for roof at BO'S Fish Wagon
- Green Street parking lot and landscape
- Final completion of Discovery Building and Schooner Wharf
- Identify Grant opportunities
- Install 5 new pole lights in common areas
- 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
- Install new hose reels on all fuel pumps.
- Put up interim directory signs for commercial tenants.

III. Capital Project Updates

Project	Status	Comments
Common Area Signage, Landscape, Entries, traffic circle	Draft Received from Architect	Working in finalizing task order submission
Piano Shop	Construction Drawings Received	Scope of work may be revised
Discovery Rebuild	Substantial completion est. March 8.	Contractor/ bond company notified
Transient Boater Facility	Green Meeting held	DRC package submitted
Ferry Terminal Pier Extension	Updated drawings requested	Drawings submitted to Army Corp
Thompsons Fish House Structural Repairs	Task order approved by Bight Board	Task order scheduled for CRA
Tarpon Pier	Project underway	Demo at 75%, new floats expected Mar. 15

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

	Feb '12	Feb '13
Garrison Bight	\$ 126,990	\$ 138,340
KW Bight	\$ 606,019	\$ 555,682
Ferry Terminal	<u>\$ 60,166</u>	<u>\$ 47,036</u>
 Grand Total	 \$ 793,175	 \$ 741,058

February Actual to February Budget: \$741,058/\$774,235 (4% Under)

YTD Sales to Annual Budget: \$3,409,114/\$9,290,816 (37% Achieved)

Garrison Bight transient dockage revenues are up 17% this February compared to last February. Ramp is up 5%, parking up 19% and mooring field revenues are up 1%. Pump-out revenues are down 51%.

Key West Bight transient dockage revenues are up 22%. Dingy dock is down 7%, retail sales down 22%, fuel down 32% and parking is down 1%.

24,560 passengers passed through the ferry terminal this February compared to 22,561 last February.

KEY WEST BIGHT PARKING REVENUE

LOCATION FY13	REVENUE ACCT	OCT 2012		NOV 2012		DEC 2012		JAN 2013	
		HOURS @ 2.00 & 2.00/HR	\$	HOURS @ 2.00 & 2.00/HR	\$	HOURS @ 2.00 & 2.00/HR	\$	HOURS @ 2.00 & 2.00/HR	\$
Caroline Street Lot	34450-00	17,666	\$ 34,053.49	18,847	\$ 36,104.79	16,637	\$ 32,035.49	24,378	\$ 46,916.98
Waterfront Meters	34450-00	2,231	\$ 1,279.40	1,615	\$ 1,589.62	1,016	\$ 1,238.89	2,092	\$ 1,838.53
Conch Republic (Greene St.)	34450-00	0	\$ 4,461.95	0	\$ 3,229.33	0	\$ 2,031.50	627	\$ 4,183.06
Train Station/Dive Shop	34450-00	628	\$ 1,255.77	662	\$ 1,324.08	733	\$ 1,465.07	733	\$ 1,465.07
908 Caroline St. Tenant Lot	34450-00	2,425	\$ 4,849.03	2,319	\$ 4,637.03	1,916	\$ 3,832.93	2,584	\$ 5,167.16
Margaret St. Plaza	34450-00	237	\$ 474.11	162	\$ 323.39	80	\$ 160.30	361	\$ 722.50
Ferry Terminal Meters	34450-02	23,187	\$ 46,373.75	23,604	\$ 47,208.24	20,382	\$ 40,764.18	30,774	\$ 61,547.21
TOTAL									

LOCATION FY12	REVENUE ACCT	OCT 2011		NOV 2011		DEC 2011		JAN 2012	
		HOURS @ 2.50 & 1.50/HR	\$	HOURS @ 2.50 & 1.50/HR	\$	HOURS @ 2.50 & 1.50/HR	\$	HOURS @ 2.50 & 1.50/HR	\$
Caroline Street Lot	34450-00	15,719	\$ 39,297.03	19,864	\$ 49,659.25	17,850	\$ 44,625.83	22,600	\$ 56,501.11
Waterfront Meters	34450-00	2,400	\$ 3,599.94	2,396	\$ 3,594.23	1,375	\$ 2,062.56	2,486	\$ 3,729.04
Greene St. Meters	34450-01	718	\$ 1,077.55	1,268	\$ 1,901.52	521	\$ 781.55	1,334	\$ 2,000.89
Train Station/Dive Shop Meters	34451-00	713	\$ 1,068.83	837	\$ 1,255.77	1,008	\$ 1,511.58	1,070	\$ 1,604.57
908 Caroline St. Lot	34450-00	0	\$ -	0	\$ -	0	\$ -	0	\$ -
Margaret St. Plaza	34450-00	219	\$ 329.20	204	\$ 306.56	336	\$ 503.26	374	\$ 560.30
Ferry Terminal Meters	34450-02	19,769	\$ 45,372.55	24,569	\$ 56,717.33	21,090	\$ 49,484.78	27,864	\$ 64,395.91
TOTAL									

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

\$ 1,001.20

\$ (9,509.09)

\$ (8,720.60)

\$ (2,848.70)

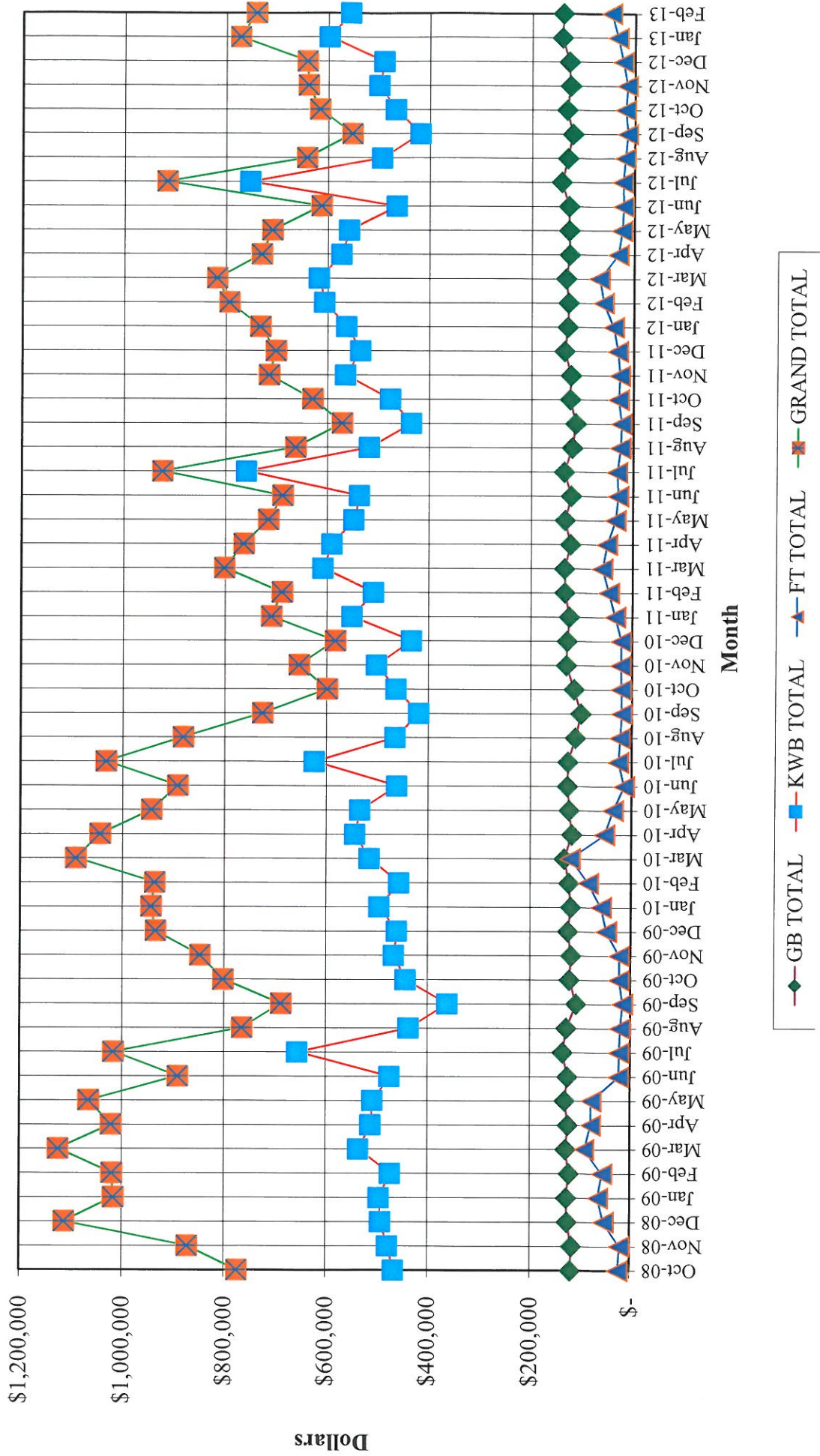
\$ (20,077.19)

FY13 LOSS

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	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	17,857	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	28,238	38,864

Key West Bight, City Marina, Ferry Terminal Sales History



Key West Transient Dockage, Fuel and Parking Revenue

