

MEMORANDUM



Date: February 5th 2013
To: Bob Vitas, City Manager
Cc: Key West Bight Management District Board
From: Marilyn Wilbarger
Re: January 2013 Monthly Report for Key West Bight/City Marina

I. Key West Bight Operations:

- Built temp wall at Thompsons Fish House
- Installed new shut-off for 4" fire main on d-dock
- Removed and stored all decorations and lights from the Holidays
- Installed new breakers for H1, H2, H3 pump-outs
- Replaced damaged floor tile at Ice Cream Factory
- Installed flooring in new units at the Ferry Terminal

Key West Bight Marina:

- The marina was full January Race Week.
- Transient dockage revenues are up 20% this January compared to last January.
- Staff met with Harry Bowman, Jack Anderson and Steve Talbot regarding the marina rules. The rules were tweaked and will be on the February Bight Board agenda as an action item for approval.
- New piling caps were installed on pilings throughout the marina.
- The temporary tenant directory signs at the head of the docks have been ordered.

City Marina:

- 61 vessels are in Key West Mooring field .
- Ebsary construction has replaced 50 percent of the structural framing on Wahoo and Kingfish finger piers
- 19 Tarpon pier tenants relocated to temporary slips throughout the marina, expected to complete relocation by Feb 10th 2013
- One live aboard transfer completed Baker to Tomai \$6,200.00 revenue received in transfer fee.
- New mooring field informational signage received installation will be completed in February.
- New parking bumpers installed in commercial parking lot
- New signs installed "one way only" commercial parking lot
- Marlin fish mount removed and being refurbished.
- Amberjack slip #10 leased by public lottery.

- 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

- Directional signage for Ferry Terminal
- Green Street parking lot and landscape
- Get pricing for Reef Relief landscape corner
- Get pricing to create fish cleaning station with signage and plumbed waste
- 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.
- Install inline water meters at commercial marina slips at Key West Bight
- Wahoo, Kingfish Pier sewer system installation
- Implement formalized Preventive Maintenance plans
- Tarpon tenant re-location and 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	C.O. expected in February	Relocate Tenant
Piano Shop	Construction Drawings Received	Scope of work may be revised
Discovery Rebuild	Approx 4 weeks behind schedule	Contractor/ bond company notified
Transient Boater Facility	Green Meeting held	On schedule
Ferry Terminal Pier Extension	Updated drawings requested	Task order in process
Thompsons Fish House Structural Repairs	Task order approved by Bight Board	Task order scheduled for CRA
Tarpon Pier	Project underway	Tenant re-location in progress

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

	Jan '12	Jan '13
Garrison Bight	\$ 128,629	\$ 140,376
KW Bight	\$ 563,053	\$ 597,589
Ferry Terminal	<u>\$ 40,346</u>	<u>\$ 34,138</u>
 Grand Total	 \$ 732,028	 \$ 712,103

January Actual to January Budget: \$712,103/\$774,235 (8% Under)

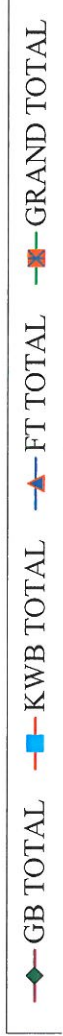
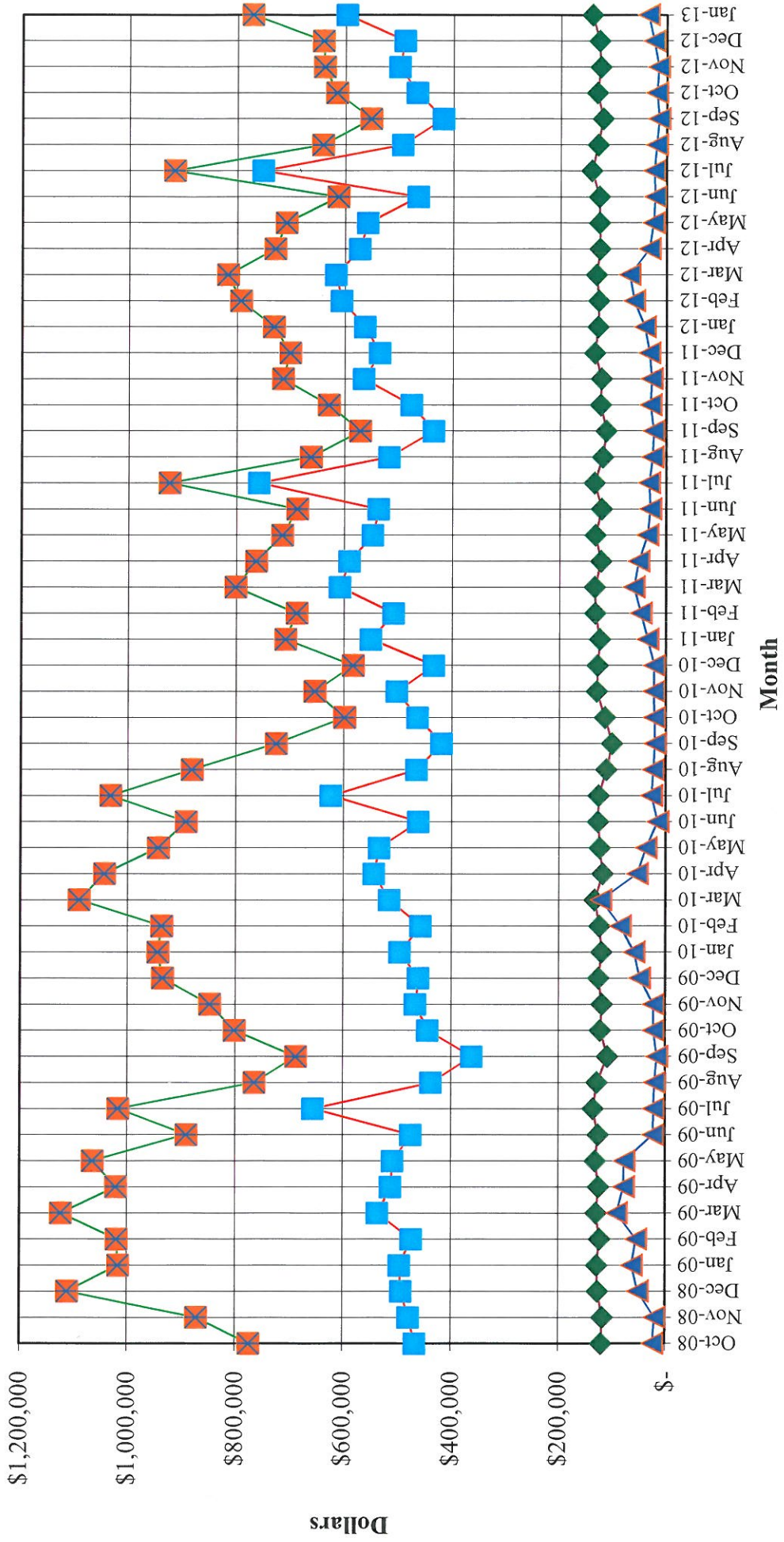
YTD Sales to Annual Budget: \$2,668,055/\$9,290,816 (29% Achieved)

Garrison Bight transient dockage revenues are down 25% this January compared to last January. This is in part because of the Tarpon Pier rebuild. Ramp is up 14%, parking up 54%, mooring field up 24% but pump-out is down 21%.

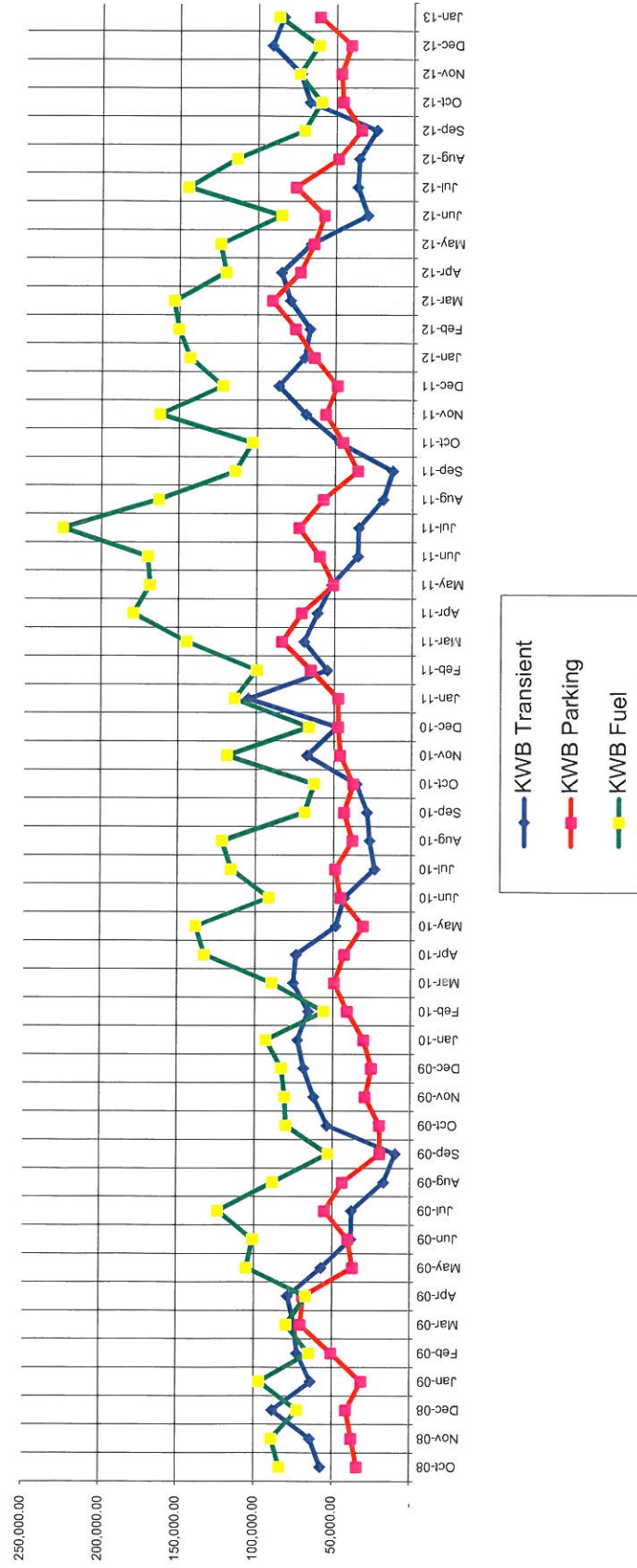
Key West Bight transient dockage revenues are up 20%, dinghy dockage up 13% and electric is up 5%. Fuel sales are down 39% and Parking is down 5%.

14,887 passengers passed through the ferry terminal this January compared to 13,492 last January.

Key West Bight, City Marina, Ferry Terminal Sales History



Key West Transient Dockage, Fuel and Parking Revenue



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 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	<u>JAN 2013</u> HOURS @ 2.00/HR
Caroline Street Lot	34450-00	\$ 34,053.49	\$ 36,104.79	\$ 32,035.49	\$46,916.98
Waterfront Meters	34450-00	\$ 1,279.40	\$ 1,589.62	\$1,238.89	\$1,838.53
Greene St. Meters	34450-01	\$ 4,461.95	\$ 3,229.33	\$2,031.50	\$4,183.06
Train Station/Dive Shop Meters	34451-00	\$ -	\$ -	\$ -	\$ 1,253.91
908 Caroline St. Lot	34450-00	\$ 1,255.77	\$ 1,324.08	\$1,465.07	\$1,465.07
Margaret St. Plaza	34450-00	\$ 4,849.03	\$ 4,637.03	\$3,832.93	\$5,167.16
Ferry Terminal Meters	34450-02	\$ 474.11	\$ 323.39	\$160.30	\$722.50
TOTAL		\$ 46,373.75	\$ 47,208.24	\$40,764.18	\$61,547.21

<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	<u>JAN 2012</u> HOURS @ 2.50/HR
Caroline Street Lot	34450-00	\$ 39,297.03	\$ 49,659.25	\$ 44,625.83	\$ 56,501.11
Waterfront Meters	34450-00	\$ -	\$ -	\$ -	\$ -
Greene St. Meters	34450-01	\$ 3,599.94	\$ 3,594.23	\$ 2,062.56	\$ 3,729.04
Train Station/Dive Shop Meters	34451-00	\$ 1,077.55	\$ 1,901.52	\$ 781.55	\$ 2,000.89
908 Caroline St. Lot	34450-00	\$ 1,068.83	\$ 1,255.77	\$ 1,511.58	\$ 1,604.57
Margaret St. Plaza	34450-00	\$ -	\$ -	\$ -	\$ -
Ferry Terminal Meters	34450-02	\$ 329.20	\$ 306.56	\$ 503.26	\$ 560.30
TOTAL		\$ 45,372.55	\$ 56,717.33	\$ 49,484.78	\$ 64,395.91

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

\$ (3,964.14) \$ (11,964.84) \$ (11,351.45) \$ (7,745.60)

<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	13,902
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