



## MEMORANDUM

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Date: April 10, 2024

To: Key West Bight Management District Board

From: Gary Moreira  
Senior Property Manager

CC: Steve McAlearney, Todd Stoughton, Albert Childress

Subject: **Proposed Lease – Ticket kiosk serving commercial charter tenants of Pier C at the Key West Bight Marina**

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### **Introduction**

This is a request to select one of two applicants as the lessee to occupy space at Pier C for a portable ticket Kiosk servicing the commercial charter tenants of Pier C at the Key West Bight Marina.

### **Background**

At a meeting of the Key West Bight Management District Board on January 10, 2024 a motion passed authorizing and allocating funding for design and construction and installation of a ticket kiosk at Pier C. The project will be a simple portable kiosk constructed at the expense of the lessee and installation will be allowed once plans and renderings are provided to the Port Director for approval. It is anticipated that the presence of the kiosk will provide improved visibility for the charters operating from Pier C and increased business for the group. The use will preclude ticketing brokerage of a multitude of charters, a niche at the bight that staff feels is saturated.

Pursuant to City ordinance governing dispositions of property in redevelopment areas, a public notice was published advertising the space for lease with two applicants submitting letters of interest within the prescribed time. As a requirement, interested parties were required to submit applications and acknowledge the restrictive intent of proposed lease servicing only Pier C charters. Both applicants, Paul McGrail and Emyl Hattingh are current tenants of the bight and both submittals are attached for review. An applicant background check is required once the prospective tenant is approved.

## **Recommendation**

The proposals of both applicants would accomplish the objective put forth by the Key West Bight Management District Board in January and both have excellent credit scores, however, staff believes the robust proposal and higher monthly rent proposed by Mr. Hattingh aligns more closely with the desired outcome of the board. Staff recommends the selection of Mr. Hattingh as the prospective lessee of the Pier C kiosk area.

Exhibits:

McGrail Proposal

Hattingh Proposal