

MEMORANDUM



Date: June 5th, 2012
To: Jim Scholl, City Manager
Cc: Key West Bight Management District Board
From: Marilyn Wilbarger
Re: May 2012 Monthly Report for Key West Bight/City Marina

I. Updates for May 2012

Key West Bight Operations:

- Installed 4 new light poles and fixtures
- Reconfigured Ferry Terminal seating
- Installed new panic hardware at 201 William St. office
- Permitted construction for new railings at Harbor Walk and fence behind Lost Reef dive shop
- Started shoring plan at Thompsons Fish House
- Repaired broken 4" fire main D-dock
- One Maintenance II position open

Key West Bight Marina:

- The Key West Bight Board asked that the insurance requirement for the new 1-year commercial lease agreement be tabled again until the June 13th Bight Board meeting.
- 11,864 passengers passed through the ferry terminal this May compared to 13,006 last May. Transient dockage revenues are up 27% this May compared to last May.
- Staff is requesting permission from the CRA to apply for a \$480,000 grant to construct the new floating dock along Trumbo Rd.
- Staff has been in discussions with the Yankee Freedom about relocating to the ferry terminal.

City Marina:

- 35 vessels in Key West Mooring field
- Charter vessel lease signing underway, with \$1.00 per foot surcharge in affect for 36 commercial leases approximately 50 % of the leases signed awaiting property manager signature
- Three new Pleasure leases signed, Iacovoni, Hetu, Melber
- Grant contract received for Wahoo and Kingfish sewer system CVA- A12-643 which is part of The Clean Vessel Act funding program provided by the state, currently waiting for city commission finalization
- Funding approved by county for pre-approved amount of \$34,700.00 reimbursable in FY2013 for expenditures of repair and maintenance in Key West Mooring field from The Monroe County Boating Improvement Fund

- Grant application underway for repairs to Wahoo pier dock decking and structural framing and transient trailer parking lot re-seal and re-stripe funding part of a state grant under Boating Improvement Funding
- 25 new mooring field rigs assembled and awaiting Mooring Field inspection which will begin on June 10th 2012 .The inspection will include any repairs replacement necessary.
- Ice vending machine contract at approval stage, three ice vending units will be placed throughout property for customers' convenience. The machines will create additional revenues for the marina.
- Four new electronic slide locks replaced mechanical door locks at the mooring field bath rooms. The electronic slide card locks will cut down on vandalism and misuse.

II. Priorities for the Upcoming Month

- Make necessary concrete repairs at Thompsons Fish House
- ITB – Carpet Replacement at Ferry Terminal
- Begin construction on Discovery shop re-build
- Complete design charter boat attraction at KWB Marina.
- Advertise Piano Shop concrete repairs
- Send the proposed 1-year KWB commercial dockage agreement to the CRA for approval.
- Add new historic vessel in Key West Bight Marina.
- Install electric and pump-out on the ferry terminal pier.
- Send the new KWB fuel dock sign to HARC for approval.
- Live aboard lease at City 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.
- Receiving final design plans for Tarpon Pier Project
- Complete landscape plan for Reef Relief

III. Capital Project Updates

Project	Status	Comments
Schooner Wharf Rebuild	ITB Issued	Bids due July 17th
Waterfront Market Structural Repairs	Started March 29	In progress
Common Area Enhancement	CD's never completed by MBIK2M	Contract termination underway
Piano Shop	Construction Drawings Received	Scope of work being revised
Discovery Rebuild	Permit received	Waiting for contractor to begin

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

	May '11	May '12
Garrison Bight	\$ 133,021	\$ 126,064
KW Bight	\$ 547,249	\$ 558,198
Ferry Terminal	<u>\$ 34,445</u>	<u>\$ 24,421</u>
 Grand Total	 \$ 714,715	 \$ 708,683

May Actual to May Budget: \$708,683/\$723,042 (1% Under)

YTD Sales to Annual Budget: \$5,826,388/\$8,676,500 (67% Achieved)

Garrison Bight transient dockage revenues are down 27% this May compared to last May. Ramp is down 4%, parking up 1% and pump-out is down 12%. Mooring field revenues are up 13%.

Key West Bight Marina transient dockage revenues are up 27%, fuel sales are down 26% and parking is up 26%.

11,864 passengers passed through the ferry terminal this May compared to 13,006 last May.

MONTHLY FUEL SALES COMPARISON (GALLONS)

	GAS	DIESEL
FY08		
OCT	3,941	27,836
NOV	20,922	27,993
DEC	4,523	30,524
JAN	8,368	27,649
FEB	6,410	31,819
MAR	7,447	37,799
APR	9,473	43,007
MAY	8,481	37,843
JUN	7,662	37,725
JUL	8,849	36,185
AUG	6,986	23,841
SEP	2,369	11,321

	GAS	DIESEL
FY09		
OCT	1,921	19,150
NOV	7,931	20,305
DEC	4,587	26,399
JAN	7,603	41,534
FEB	5,165	25,434
MAR	6,160	33,370
APR	8,977	38,287
MAY	10,603	34,092
JUN	7,147	31,617
JUL	9,435	32,308
AUG	5,586	26,755
SEP	3,103	17,317

	GAS	DIESEL
FY10		
OCT	4,490	24,024
NOV	4,770	23,843
DEC	2,445	27,834
JAN	4,077	30,445
FEB	2,110	17,483
MAR	3,670	25,965
APR	5,676	36,491
MAY	6,141	38,550
JUN	5,543	22,975
JUL	6,430	27,383
AUG	11,948	24,931
SEP	5,758	15,591

	GAS	DIESEL
FY11		
OCT	4,742	16,556
NOV	9,236	26,134
DEC	1,904	18,184
JAN	6,665	28,525
FEB	4,254	23,812
MAR	7,109	31,360
APR	8,357	35,591
MAY	8,559	29,152
JUN	12,936	25,991
JUL	21,699	29,755
AUG	13,764	25,154
SEP	6,846	21,463

	GAS	DIESEL
FY12		
OCT	5,135	20,926
NOV	11,911	24,943
DEC	5,397	24,633
JAN	7,907	26,914
FEB	6,112	28,936
MAR	7,114	27,204
APR	8,498	18,021
MAY	14,728	12,483
JUN		
JUL		
AUG		
SEP		

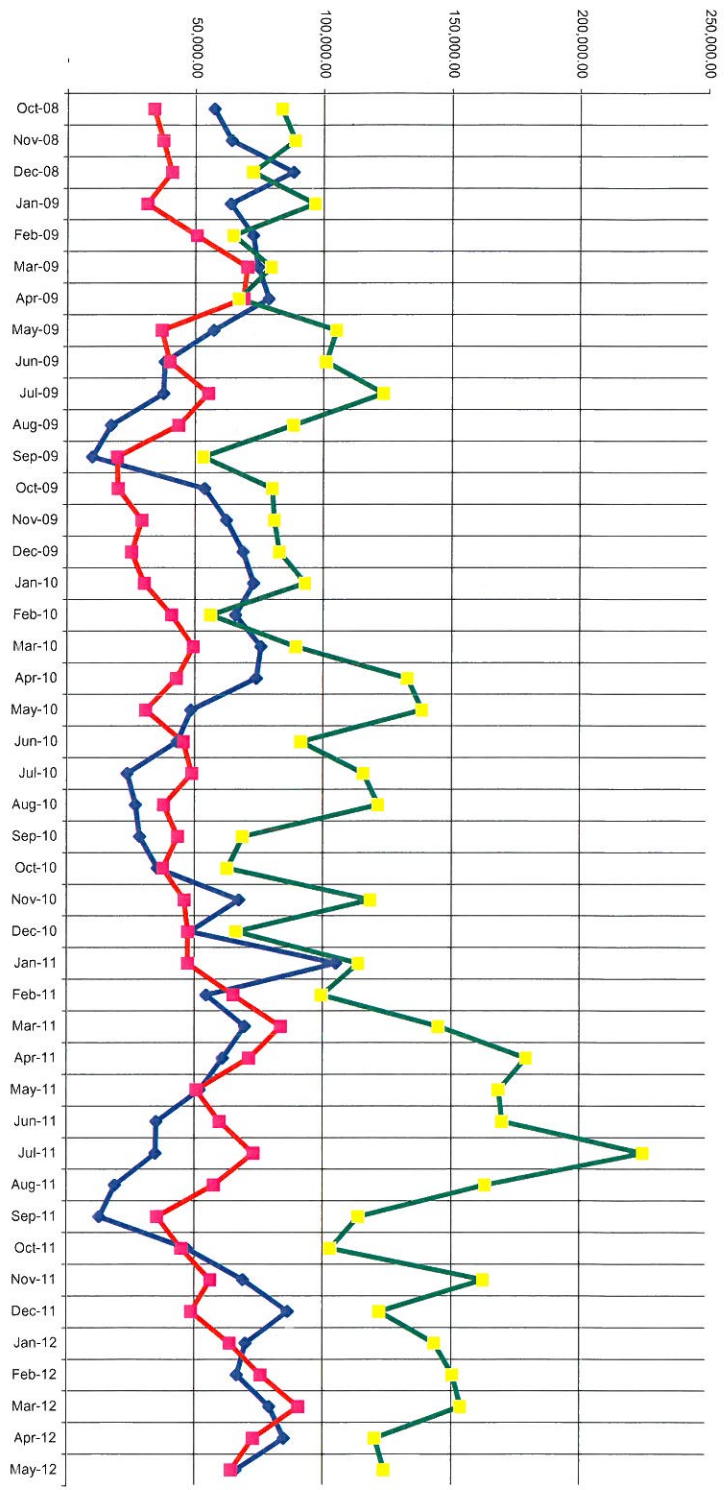
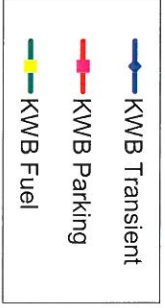
TOTAL

95,431 373,542

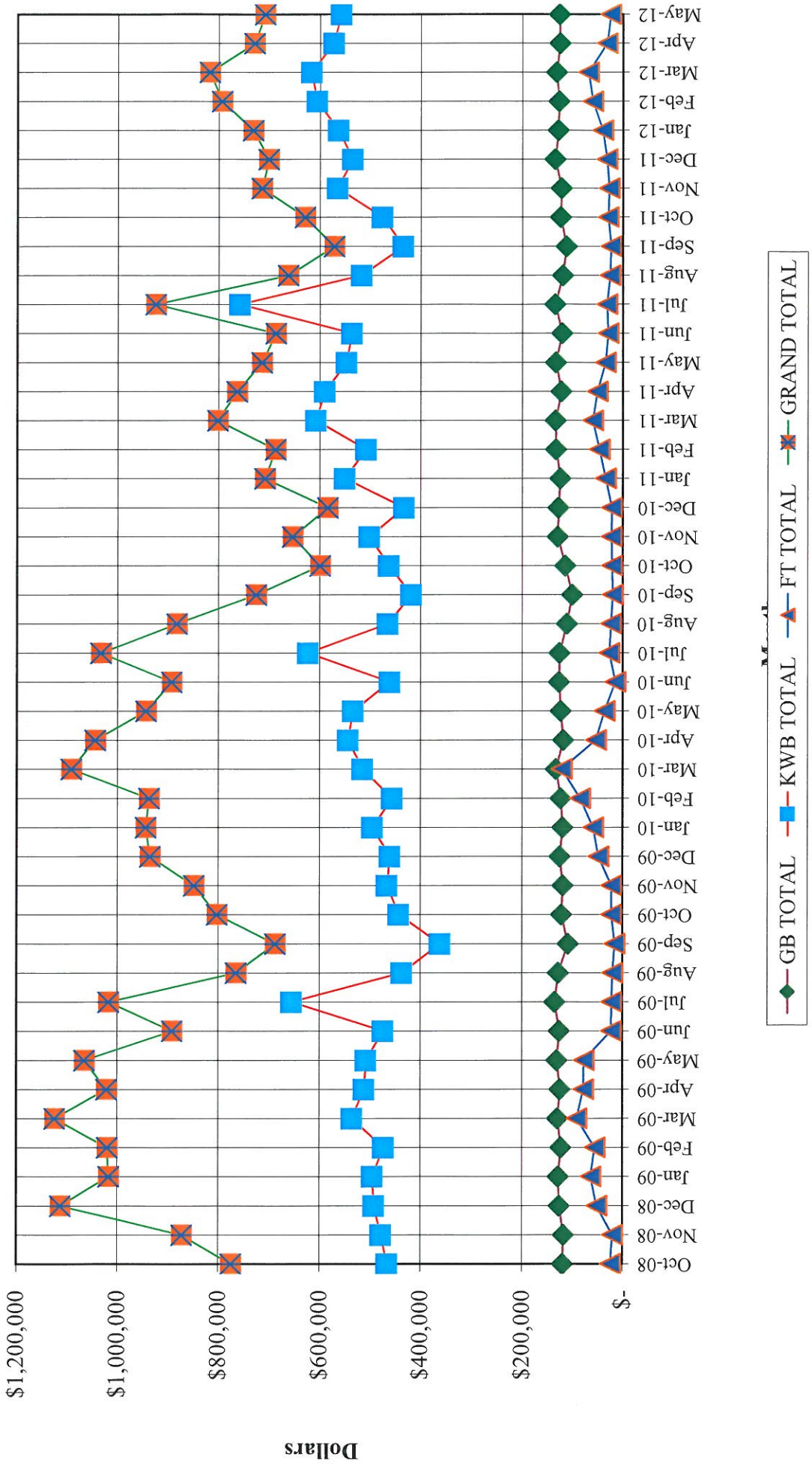
78,218 346,568

63,058 315,515

106,071 311,677



Key West Bight, City Marina, Ferry Terminal Sales History



KEY WEST BIGHT PARKING REVENUE

LOCATION	REVENUE ACCT	OCT 2011	NOV 2011	DEC 2011	JAN 2012	FEB 2012	MAR 2012	APR 2012	MAY 2012
Caroline Lot & Waterfront Meters	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
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
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
Margaret St. Plaza	34450-00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,777.92
Ferry Terminal Meters	34450-02	\$ 329.20	\$ 306.56	\$ 503.26	\$ 560.30	\$ 461.45	\$ 1,076.48	\$ 381.39	\$ 295.87
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

LOCATION	REVENUE ACCT	OCT 2010	NOV 2010	DEC 2010	JAN 2011	FEB 2011	MAR 2011	APR 2011	MAY 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
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
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
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
Ferry Terminal Meters	34450-02	\$ 339.32	\$ 337.80	\$ 186.04	\$ 758.56	\$ 466.89	\$ 849.08	\$ 640.75	\$ 433.51
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