

MEMORANDUM



Date: May 3, 2012
To: Jim Scholl, City Manager
Cc: Key West Bight Management District Board
From: Marilyn Wilbarger
Re: April 2012 Monthly Report for Key West Bight/City Marina

I. Updates for April 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 Harborwalk 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 until the May 9th Bight Board meeting. Insurance representatives will be present to discuss the amount of coverage they are recommending.
- 14,659 passengers used the ferry terminal this April compared to 18,579 last April.
- Transient dockage revenues are up 39% this April compared to last April.
- The marina was completely full for the April sailfish tournament.

City Marina:

- 40 vessels in Key West Mooring field
- One live aboard transfer, Robert Reese to Kim Goggan \$5,000.00 revenue collected for transfer fee
- One new Pleasure lease Mike Pawlowsky
- Approximately 68 threaded rods for finger piers on Wahoo and Kingfish installed, also two piling roller frames replaced on Wahoo pier. Staff will begin to install stainless rods on both piers that fasten finger pier to main pier to regain structural integrity.
- Charter vessel lease signing underway..
- Mooring field annual rate increase applied, new rates are \$17.79 daily and \$313.42 monthly
- Clean up and refurbishment project underway at the live aboard bath facility,
- Fire equipment inspection completed on hoses and fire bottles.

II. Priorities for the Upcoming Month

- Make necessary concrete repairs at Thompsons Fish House
- Begin construction on Discovery shop re-build
- Complete design charter boat attraction at KWB Marina.
- Advertise Piano Shop concrete repairs
- Add new historic vessel in Key West Bight Marina.
- 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
- Schooner Wharf rebuild on planning agenda May 17th
- Waterfront Brewery on planning agenda May 17th
- Complete landscape plan for Reef Relief

III. Capital Project Updates

Project	Status	Comments
Schooner Wharf Rebuild	90% CD's received	Planning approval is the next step
Waterfront Market Structural Repairs	Started March 29	In progress
Common Area Enhancement	Waiting for complete drawings	
Piano Shop	Construction Drawings Received	Scope of work being revised
Discovery Rebuild	Waiting for Building permit	

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

	April '11	April '12
Garrison Bight	\$ 122,169	\$ 125,138
KW Bight	\$ 590,403	\$ 572,872
Ferry Terminal	<u>\$ 50,815</u>	<u>\$ 31,733</u>
Grand Total	\$ 763,387	\$ 729,743

April Actual to April Budget: \$729,743/\$723,042 (1% Over)

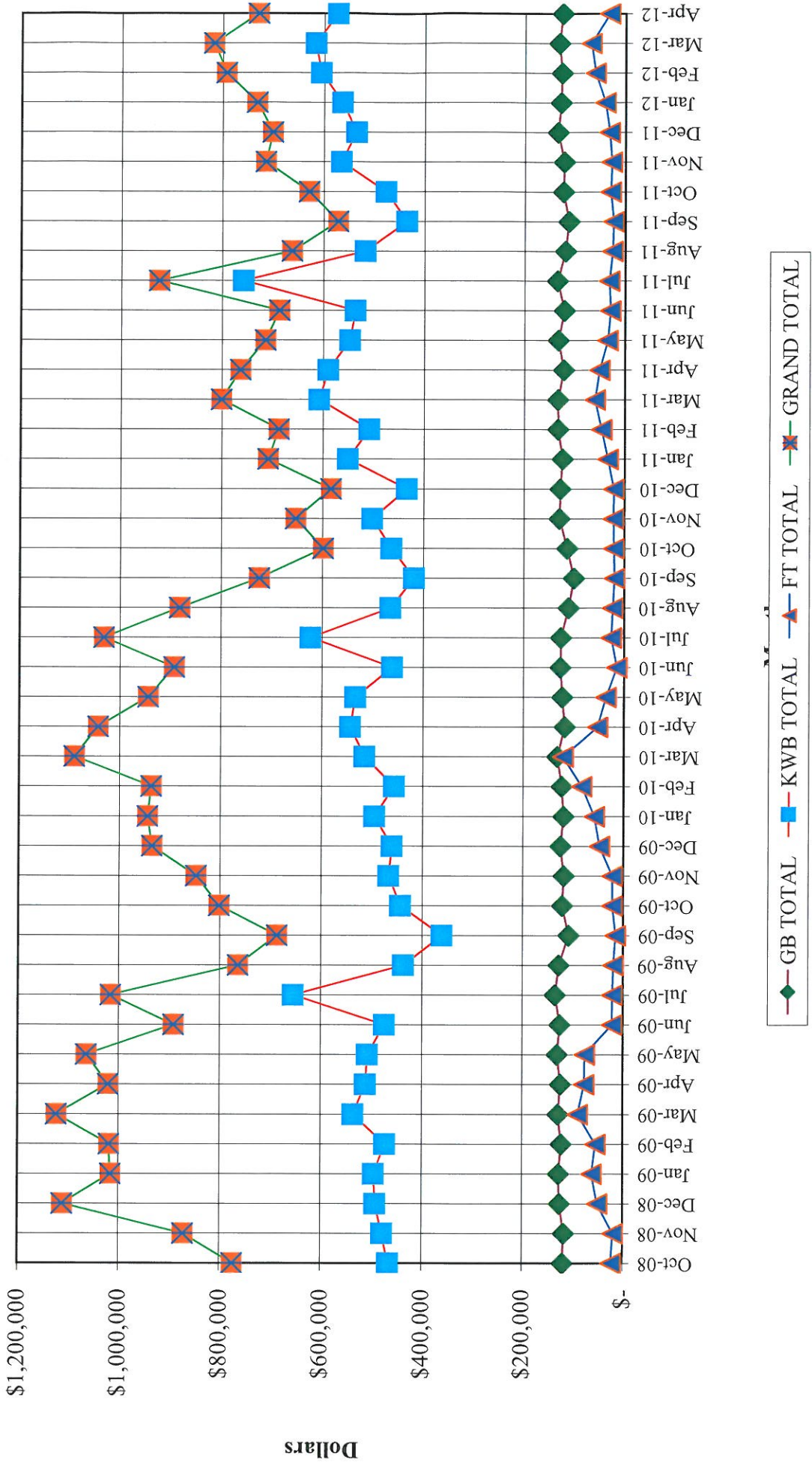
YTD Sales to Annual Budget: \$5,117,705/\$8,676,500 (59% Achieved)

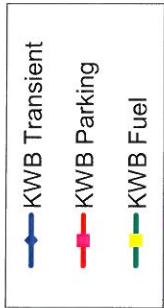
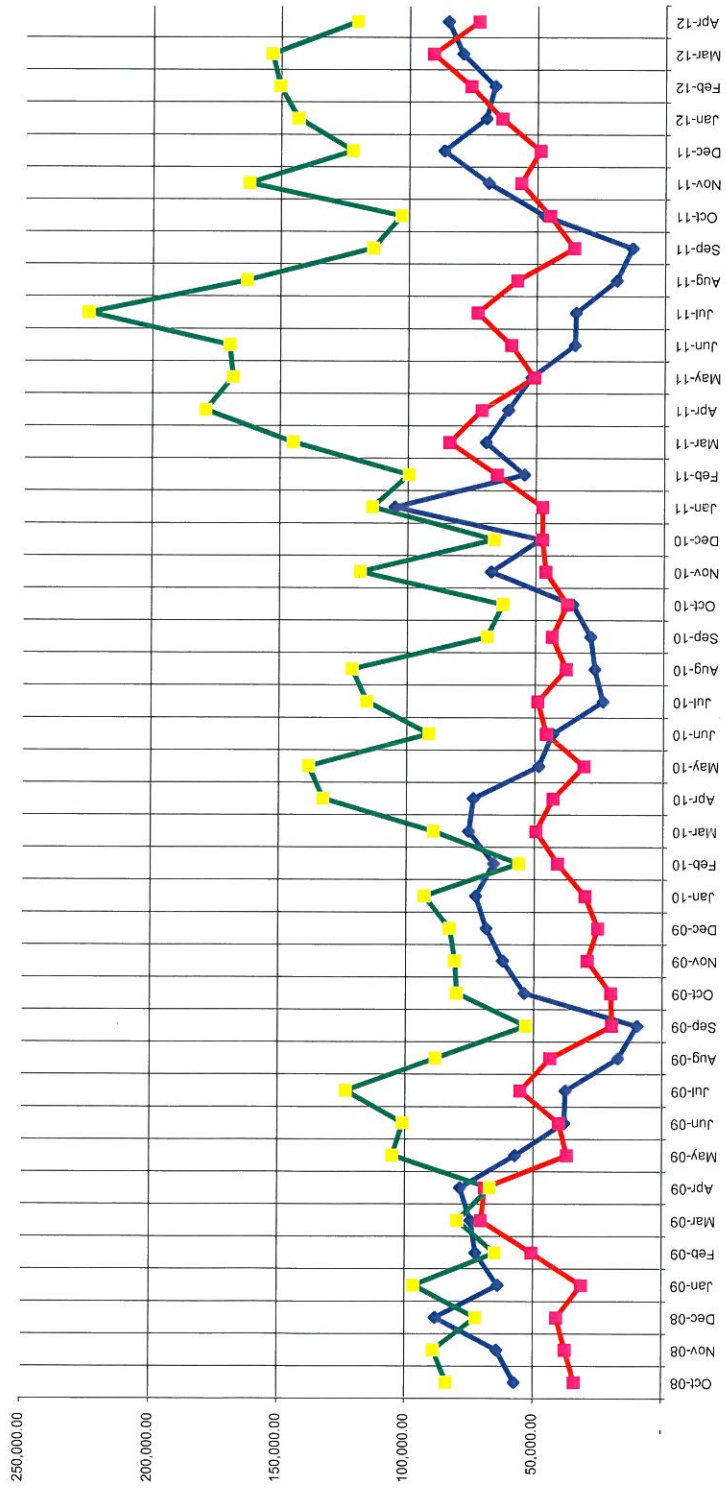
Garrison Bight transient dockage revenues are down 16% this April compared to last April. Ramp is down 45%, parking down 30% and pump-out is down 14%. Mooring field revenues are up 24%.

Key West Bight transient dockage revenues are up 39% this April. Dinghy revenue is up 20%, and parking is up 2%. Fuel sales are down 33%. This is mainly due to the Yankee Freedom purchasing fuel from Conch Harbor at a lower cost.

14,659 passengers used the ferry terminal this April compared to 18,579 last April.

Key West Bight, City Marina, Ferry Terminal Sales History





KEY WEST BIGHT PARKING REVENUE

<u>LOCATION</u>	<u>REVENUE ACCT</u>	<u>OCT 2011</u>	<u>NOV 2011</u>	<u>DEC 2011</u>	<u>JAN 2012</u>	<u>FEB 2012</u>	<u>MAR 2012</u>	<u>APR 2012</u>
Caroline St.	34450-00	\$ 4,553.77	\$ 7,026.50	\$ 2,479.08	\$ 5,871.43	\$ 6,912.34	\$ 7,581.02	\$ 6,598.51
Greene St.	34450-01	\$ 3,599.94	\$ 3,594.23	\$ 2,062.56	\$ 3,729.04	\$ 4,330.04	\$ 5,200.72	\$ 4,267.41
Half Shell	34451-00	\$ 1,077.55	\$ 1,901.52	\$ 781.55	\$ 2,000.89	\$ 1,804.19	\$ 3,793.36	\$ 2,176.96
Monthly Billing		\$ 1,068.83	\$ 1,255.77	\$ 1,511.58	\$ 1,604.57	\$ 1,438.16	\$ 1,674.36	\$ 1,674.36
CALE Meters		\$ 34,743.26	\$ 42,632.75	\$ 42,146.75	\$ 50,629.68	\$ 61,407.21	\$ 72,513.26	\$ 58,341.59
TOTAL		\$ 45,043.35	\$ 56,410.77	\$ 48,981.52	\$ 63,835.61	\$ 75,891.94	\$ 90,762.72	\$ 73,058.83

<u>LOCATION</u>	<u>REVENUE ACCT</u>	<u>OCT 2010</u>	<u>NOV 2010</u>	<u>DEC 2010</u>	<u>JAN 2011</u>	<u>FEB 2011</u>	<u>MAR 2011</u>	<u>APR 2011</u>
Caroline St.	34450-00	\$ 3,549.11	\$ 4,934.95	\$ 4,289.57	\$ 5,283.16	\$ 7,393.68	\$ 7,994.96	\$ 6,701.39
Greene St.	34450-01	\$ 3,598.31	\$ 3,589.49	\$ 2,385.79	\$ 4,474.59	\$ 3,450.72	\$ 5,346.72	\$ 4,242.22
Half Shell	34451-00	\$ 2,262.06	\$ 3,342.60	\$ 2,587.34	\$ 2,310.79	\$ 1,683.29	\$ 3,034.74	\$ 2,225.92
Monthly Billing		\$ 1,116.24	\$ 1,209.26	\$ 1,116.24	\$ 1,069.73	\$ 1,116.24	\$ 976.71	\$ 1,069.73
CALE Meters		\$ 30,643.81	\$ 38,033.32	\$ 41,387.71	\$ 39,695.61	\$ 59,043.31	\$ 74,448.91	\$ 63,757.70
TOTAL		\$ 41,169.53	\$ 51,109.62	\$ 51,766.65	\$ 52,833.88	\$ 72,687.24	\$ 91,802.04	\$ 77,996.96

MONTHLY FUEL SALES COMPARISON (GALLONS)

	FY08		FY09		FY10		FY11		FY12	
	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
NOV	20,922	27,993	7,931	20,305	4,770	23,843	9,236	26,134	11,911	24,943
DEC	4,523	30,524	4,587	26,399	2,445	27,834	1,904	18,184	5,397	24,633
JAN	8,368	27,649	7,603	41,534	4,077	30,445	6,665	28,525	7,907	26,914
FEB	6,410	31,819	5,165	25,434	2,110	17,483	4,254	23,812	6,112	28,936
MAR	7,447	37,799	6,160	33,370	3,670	25,965	7,109	31,360	7,114	27,204
APR	9,473	43,007	8,977	38,287	5,676	36,491	8,357	35,591	8,498	18,021
MAY	8,481	37,843	10,603	34,092	6,141	38,550	8,559	29,152		
JUN	7,662	37,725	7,147	31,617	5,543	22,975	12,936	25,991		
JUL	8,849	36,185	9,435	32,308	6,430	27,383	21,699	29,755		
AUG	6,986	23,841	5,586	26,755	11,948	24,931	13,764	25,154		
SEP	2,369	11,321	3,103	17,317	5,758	15,591	6,846	21,463		
TOTAL	95,431	373,542	78,218	346,568	63,058	315,515	106,071	311,677		