



## EXECUTIVE SUMMARY

**TO:** City Commission  
**FROM:** Mark Tait  
**CC:** Jim Scholl, Marilyn Wilbarger  
**DATE:** February 16, 2012  
**SUBJECT:** 1-Year Commercial Dockage Agreement

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**ACTION STATEMENT:** The purpose of this item is to approve a 1-year commercial marina dockage agreement for City Marina @ Garrison Bight.

**BACKGROUND:** City Marina at Garrison Bight has 36 commercial dockage leases on Amberjack, Bonita, and Bonefish piers, otherwise known as Charter Boat Row. Currently all of these leases are for a term of 5-years and limited to charter fishing.

Staff would like to add additional commercial businesses to vacant slips on the Kingfish and Wahoo floating docks as the opportunities arise. These new commercial slips would only have a 1-year term and would not be allowed to compete with the current rod and reel charter fishing businesses on Charter Boat Row. Staff anticipates other water related commercial uses such as dive boats, eco tours, sailing charters, dolphin tours, etc. Staff believes City Marina is at a disadvantage by only having charter fishing boats on the property. Other water related businesses will attract customers to the fishing charter boats and the fishing charter boats will attract customers to the new water related uses. Staff uses Key West Bight as a business model that works well like this.

Recently the Key West Bight Board approved this same 1-year lease agreement for the commercial tenants at Key West Bight.

### **OPTIONS/ ADVANTAGES/ DISADVANTAGES:**

1. The City Commission can approve the 1-year dockage agreement as presented.
2. The City Commission can make changes to the new agreement as it wishes.
  - City Marina needs new sources of revenue to accumulate money so it can continue to replace deteriorating infrastructure as needed.
  - The monthly rate is proposed at \$21.35 which is the new rate being proposed for new tenants on Charter Boat Row.
  - An additional \$1 per foot monthly capital improvement assessment will be charged on top of the base monthly rate of \$21.35.

**FINANCIAL IMPACT:** The marina will see additional revenues from the proposed added commercial leases. The additional added commercial slips are

currently used for transient rentals and there are vacant transient slips year round. The transient business at City Marina at Garrison is not as much in demand as the commercial slip usage where we see 100 percent occupancy year round.

**RECOMMENDATION:** Staff recommends that the commission approves the proposed 1-year dockage agreement for commercial lease.

**ATTACHMENTS:**

Proposed 1-year dockage agreement