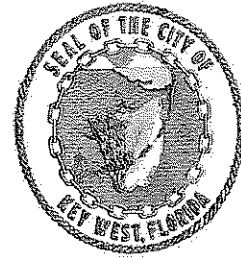


# MEMORANDUM



**Date:** November 1, 2012  
**To:** Bob Vitas, City Manager  
**Cc:** Key West Bight Management District Board  
**From:** Marilyn Wilbarger  
**Re:** October 2012 Monthly Report for Key West Bight/City Marina

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## I. Key West Bight Operations:

- Pump-out rebuilt at D dock
- Painted Fuel tanks
- Connected pump-out at Ferry Terminal
- 3-phase power at Ferry Terminal in progress

## Key West Bight Marina:

- The marina was full for Fantasy Fest. There were empty slips last year.
- New piling caps were purchased to replace deteriorated and missing caps.
- Transient dockage revenues are up 42% this October compared to last October.
- Electronic locks on all bathrooms replaced with new locks.
- Staff requesting quotes for bay bottom cleanup.

## City Marina:

- 44 vessels in Key West Mooring field
- One Live aboard lease transfer Whitman to Hudson, \$5,000.00 transfer fee collected.
- City Marina transient revenues up 40 percent
- Scope of work out to local vendors for estimates to relocate Tarpon Pier tenants to temporary slips for the Tarpon Pier rebuild project.
- Estimates taken to install security camera on Amberjack #26.
- One new Pleasure lease signed with customer Flaughter.
- Tarpon pier construction bids in awaiting award from city commission
- Ice vending awarded to Reddy Ice for City Marina customers
- Installed new fish cleaning station for public use at boat ramp.
- Wahoo and King Fish sewer system awaiting permitting
- Recycling project underway for charter boat row, signage ordered and 36 recycling bins arrived for each charter tenant to begin recycling

## II. Priorities for the Upcoming Month

- Structural assessment, design task order for Thompsons Fish House repairs
- Demise office space for new tenant at Ferry Terminal
- Directional signage for Ferry Terminal
- Green Street parking lot and landscape
- Installation of Harbor walk lights in concrete
- Installation of new cedar, lighted sign poles upon written tenant request
- Solicit quotes to replace the fuel sign at KWB Marina and add a new sign to the ferry terminal pier.
- 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
- Completion of Holiday Harbor Walk plan
- Implement formalized Preventive Maintenance plans
- Historic Markers for Harbor Walk
- Tarpon Pier tenant relocation
- Tarpon Construction award and commencement
- King fish and Wahoo Pier frame repair
- Re vamp perimeter markers in Key West Mooring field

## III. Capital Project Updates

Project	Status	Comments
Schooner Wharf Rebuild	North building columns poured, South augers poured	Project on schedule
Piano Shop	Construction Drawings Received	Scope of work being revised
Discovery Rebuild	Almost 2 months behind schedule	Construction at grade level

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

	Oct '11	Oct '12
Garrison Bight	\$ 123,544	\$ 130,828
KW Bight	\$ 476,366	\$ 467,141
Ferry Terminal	<u>\$ 29,337</u>	<u>\$ 18,292</u>
 Grand Total	 \$ 629,247	 \$ 616,261

**October Actual to October Budget: \$616,261/\$774,235 (20% Under)**

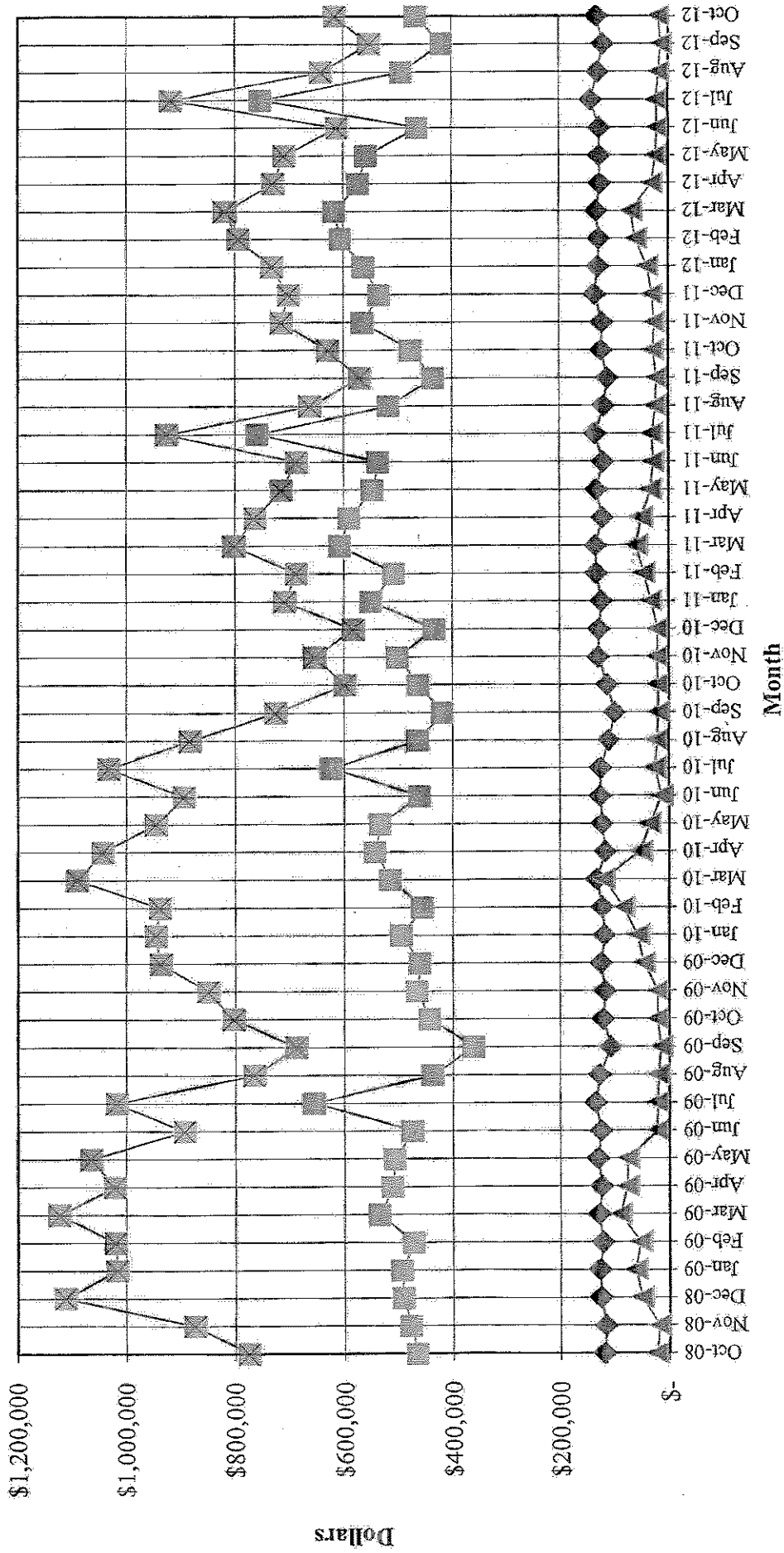
**YTD Sales to Annual Budget: \$616,261/\$9,290,816 (7% Achieved)**

Garrison Bight transient dockage revenues were up 256% this October compared to last October. Ramp was up 7%, parking up 27% and mooring field revenues were up 25%. Pump-out revenues were down 54%.

Key West Bight transient dockage revenues were up 42%, dinghy dock down 10%, fuel down 42% and parking revenues are up 2%.

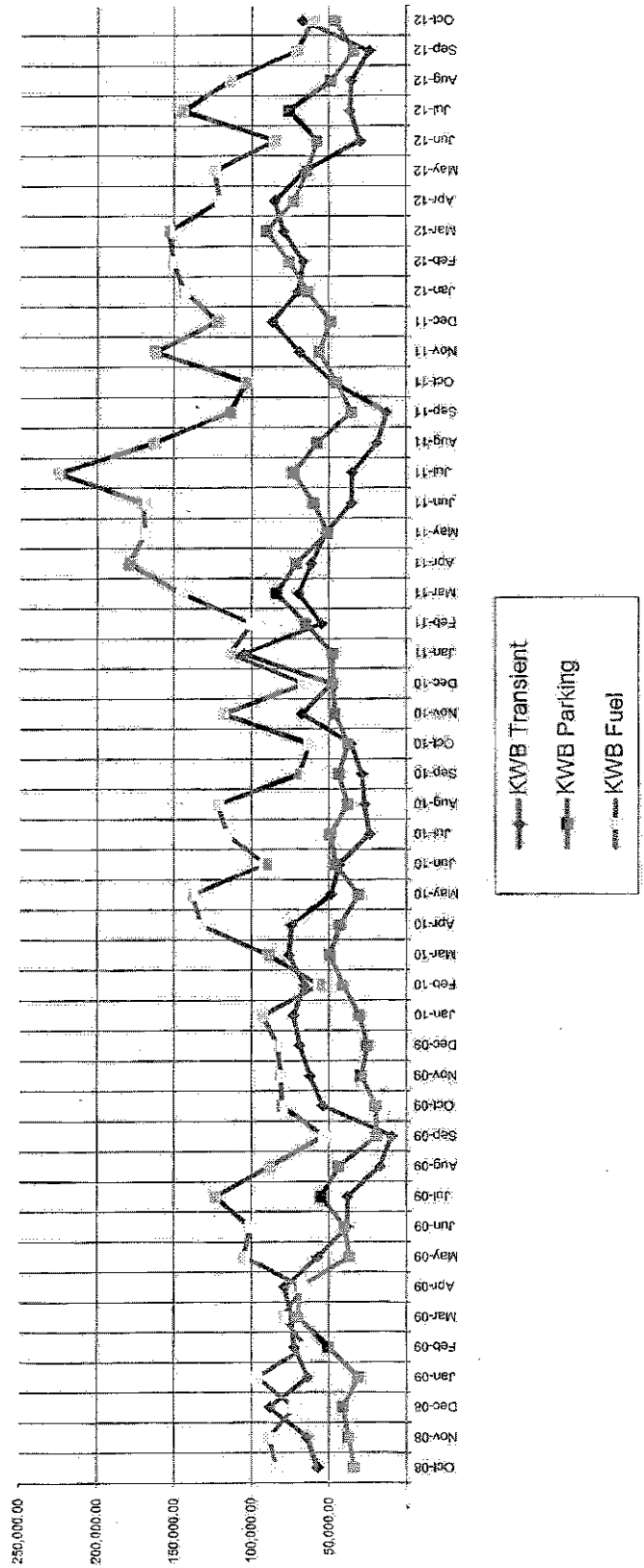
4,609 fewer passengers passed through the ferry terminal this October compared to last October.

# Key West Bight, City Marina, Ferry Terminal Sales History



◆ GB TOTAL    ■ KWB TOTAL    ▲ FT TOTAL    ✕ GRAND TOTAL

# Key West Transient Dockage, Fuel and Parking Revenue



**KEY WEST WEST BIGHT PARKING REVENUE**

<u>LOCATION FY13</u>	<u>REVENUE ACCT</u>	<u>OCT 2012</u>
Caroline Street Lot	34450-00	\$ 34,053.49
Waterfront Meters	34450-00	\$ 1,279.40
Greene St. Meters	34450-01	\$ 4,461.95
Train Station/Dive Shop Meters	34451-00	\$ -
908 Caroline St. Lot	34450-00	\$ 1,255.77
Margaret St. Plaza	34450-00	\$ 4,849.03
Ferry Terminal Meters	34450-02	\$ 474.11
<b>TOTAL</b>		<b>\$ 46,373.75</b>

<u>LOCATION FY12</u>	<u>REVENUE ACCT</u>	<u>OCT 2011</u>
Caroline Street Lot	34450-00	\$ 39,297.03
Waterfront Meters	34450-00	\$ -
Greene St. Meters	34450-01	\$ 3,599.94
Train Station/Dive Shop Meters	34451-00	\$ 1,077.55
908 Caroline St. Lot	34450-00	\$ 1,068.83
Margaret St. Plaza	34450-00	\$ -
Ferry Terminal Meters	34450-02	\$ 329.20
<b>TOTAL</b>		<b>\$ 45,372.55</b>

6 month Parking Rate Reduction  
 Caroline Street Lot Gain/(Loss) \$ (3,964.14)

**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	5,798	8,243
NOV	20,922	27,993	7,931	20,305	4,770	23,843	9,236	26,134	11,911	24,943	0	0
DEC	4,523	30,524	4,587	26,399	2,445	27,834	1,904	18,784	5,397	24,633	0	0
JAN	8,368	27,649	7,603	41,534	4,077	30,445	6,665	28,525	7,907	26,914	0	0
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	9,436	32,308	6,430	27,383	21,699	29,756	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	7,159	8,885	0	0
<b>TOTAL</b>	<b>95,431</b>	<b>373,542</b>	<b>78,218</b>	<b>346,568</b>	<b>63,058</b>	<b>315,515</b>	<b>106,071</b>	<b>311,677</b>	<b>116,461</b>	<b>230,161</b>	<b>5,796</b>	<b>8,243</b>