

MEMORANDUM



Date: October 5th, 2011
To: Jim Scholl, City Manager
Cc: Key West Bight Management District Board
From: Marilyn Wilbarger
Re: September 2011 Monthly Report for Key West Bight/City Marina

I. Updates for August 2011

Key West Bight Operations:

- 4 new transformers installed
- Historic crane at Dock master building repaired structurally
- Ipe decking resurface approx. 30% complete (H1, H2, H3, E-dock, F-dock complete. Harborwalk in progress)
- New piling bumpers installed along entire fuel dock
- Bids for pole lighting received
- RFP for Contract Landscaping for Key West Bight and City Marina at Garrison Bight circulating
- ITB for 201 William St. Repairs circulating
- 1 Maintenance II position open

Key West Bight Marina:

- A slip usage analysis and tenant mix study was performed by staff to maximize slip revenues and determine the optimum utilization.
- The Butler Act Disclaimer was completed by Fred Hildebrandt and sent to the State for review. The State said the package submitted was complete and was under review to forward to the State Cabinet.
- 6,809 passengers embarked and disembarked at the Ferry Terminal in September.
- A link to the Historic Seaport website was added to Marinas.com.
- Marinas.com now comes up on the web when you type in Key West Marinas.
- Wi-Fi is operational for the marina.

City Marina:

- 29 vessels are in Key West Mooring Field
- Transient men's bathroom renovation complete, new ceiling installed in woman's bathroom, new toilet partitions are also being installed along with new paint and lighting fixtures.
- One new pleasure lease with Bob Henkle

- Security cameras were installed at dinghy dock bath house. The cameras will cut down on loitering, vandalism and theft.
- 97 all-thread structural rods received to repair old and worn rods on Kingfish and Wahoo Piers.
- Consumer Price index rent increase of 3.6% for live aboard and Pleasure lease tenants
- 50 Pleasure leases currently at City Marina
- Additional security cameras installed at marina Dock Masters office and city boat ramp
- Survey of Tarpon pier pilings completed by Hans Wilson & Associates, all underground utilities located by utilities companies in preparation for design of the new Tarpon Pier also tentative plans for first tenant meeting to take place 1st part of November to discuss tenant vessel relocation project
- West Fire pump repaired and back on line
- The Last remaining 9 freezer boxes are complete scheduled delivery date for October 21st 2011

II. Priorities for the Upcoming Month

- ITB for structural repairs at 201 William
- Present 1-year dockage agreement for commercial tenants at Key West Bight to the Bight Board.
- Present the reallocation of marina slips to the Bight Board.
- Add new historic vessel in Key West Bight Marina.
- ITB for Contract Landscaping Services for Key West Bight and City Marina at Garrison Bight
- ITB for Lazy Way Hardscape and Planter Installation
- Obtain the Butler Act Disclaimer discount back from the State of Florida.
- Charter boat renewal lease
- Live aboard lease at City Marina
- Schooner Wharf design and construction drawings
- 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.

III. Capital Project Updates

Project	Status	Comments
Harborwalk Resurfacing	30% complete	Harborwalk now in progress
Schooner Wharf Rebuild	Drawing Phase	Tenant meeting for feedback
Waterfront Market Structural Repairs	Drawings Received	ITB circulating
Common Area Enhancement	Lazy Way Hardscape and Planter Installation	

Piano Shop	Construction Drawings Received	ITB to be written
Discovery Rebuild	Needs Planning Approval	Finishing LEED cert.

KEY WEST BIGHT, CITY MARINA, FERRY TERMINAL MONTHLY SALES COMPARISON September 2011

	September '10	September '11
Garrison Bight	\$ 100,587	\$ 112,502
KW Bight	\$ 418,922	\$ 435,151
Ferry Terminal	<u>\$ 19,987</u>	<u>\$ 23,623</u>
 Grand Total	 \$ 539,496	 \$ 571,276

September Actual to September Budget: \$571,276/\$642,833 (11% Under)

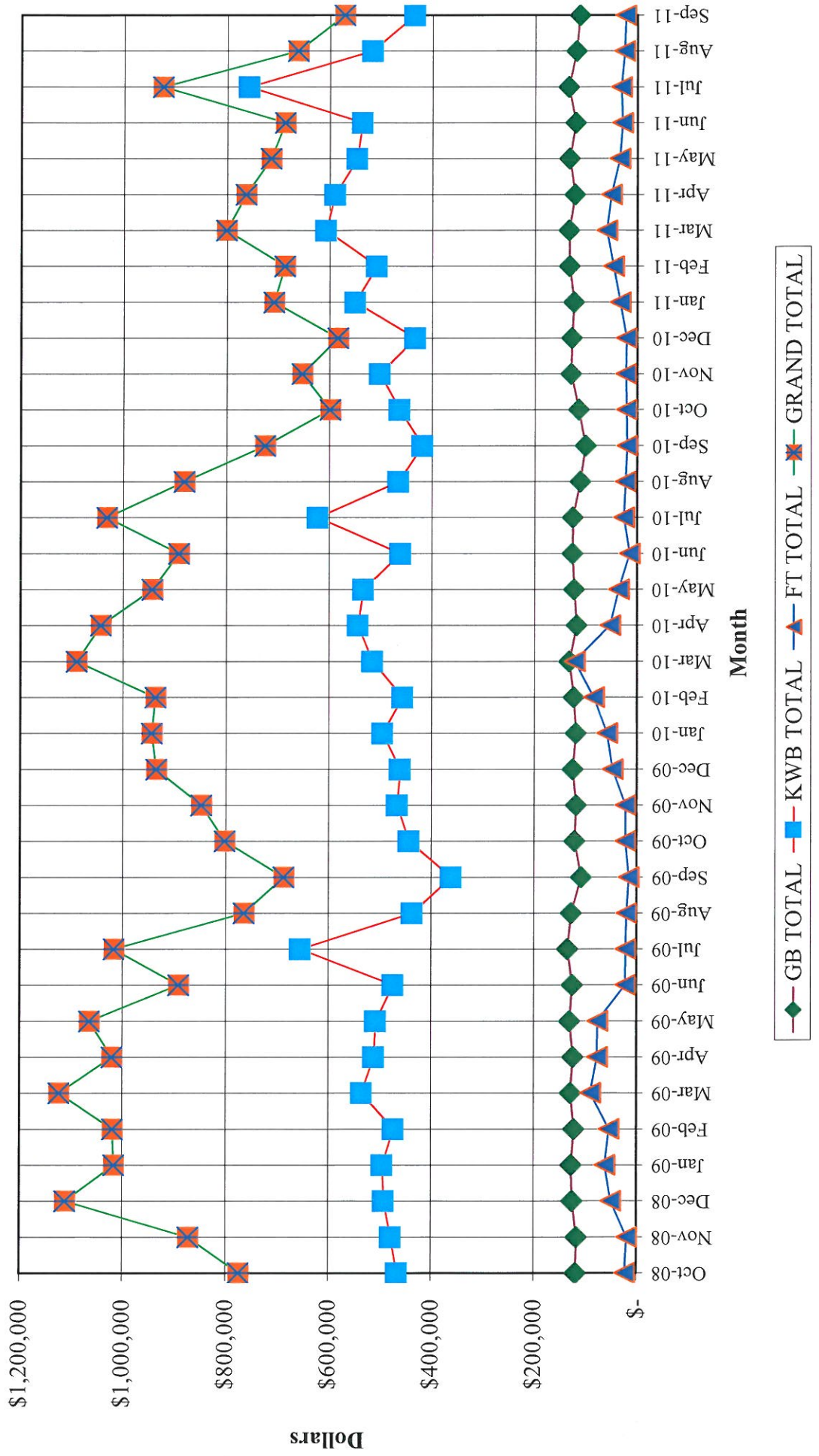
YTD Sales to Annual Budget: \$8,355,323/\$7,714,000 (108% Achieved)

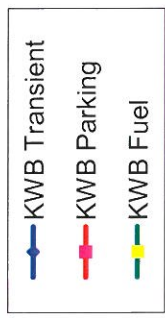
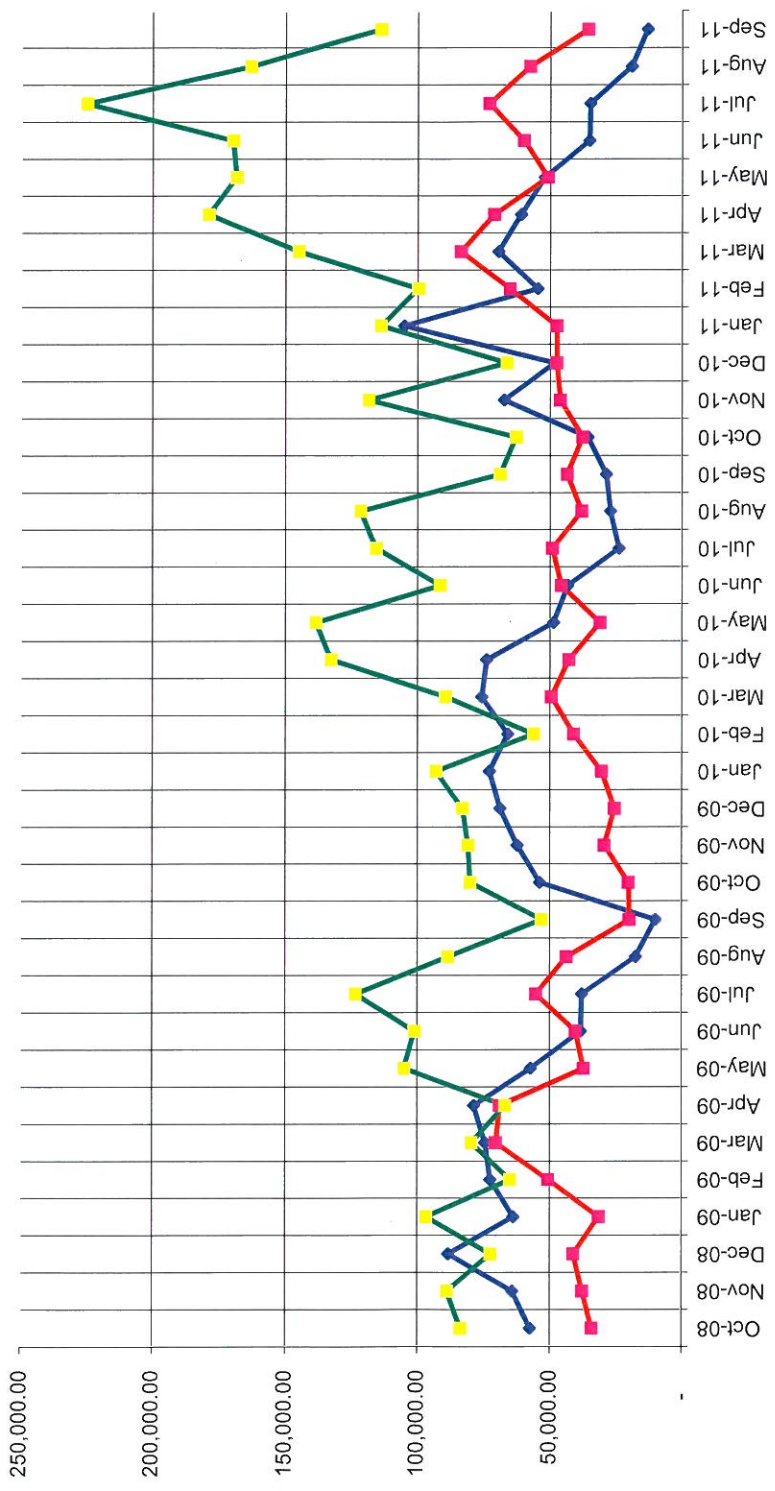
Garrison Bight transient dockage revenues are down 26% for FY 10/11 compared to FY 09/10. Ramp is down 9%, parking is down 2%, pump-outs are down 22% and mooring field revenues are up 5%.

Key West Bight transient dockage revenues are down 8%, dinghy revenues are up 12%, fuel is up 42% and parking is up 52%.

151,874 passengers passed through the ferry terminal this year compared to 144,243 last year.

Key West Bight, City Marina, Ferry Terminal Sales History





MONTHLY FUEL SALES COMPARISON (GALLONS)

	GAS	DIESEL
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
FY08	1,921	19,150
	7,931	20,305
	4,587	26,399
	7,603	41,534
	5,165	25,434
	6,160	33,370
	8,977	38,287
	10,603	34,092
	7,147	31,617
	9,435	32,308
	5,586	26,755
	3,103	17,317

	GAS	DIESEL
FY09	4,490	24,024
	4,770	23,843
	2,445	27,834
	4,077	30,445
	2,110	17,483
	3,670	25,965
	5,676	36,491
	6,141	38,550
	5,543	22,975
	6,430	27,383
	11,948	24,931
	5,758	15,591

	GAS	DIESEL
FY10	4,742	16,556
	9,236	26,134
	1,904	18,184
	6,665	28,525
	4,254	23,812
	7,109	31,360
	8,357	35,591
	8,559	29,152
	12,936	25,991
	21,699	29,755
	13,764	25,154
	6,846	21,463

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FY11	4,742	16,556
	9,236	26,134
	1,904	18,184
	6,665	28,525
	4,254	23,812
	7,109	31,360
	8,357	35,591
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