

MEMORANDUM



Date: September_5, 2012
To: Bob Vitas, City Manager
Cc: Key West Bight Management District Board
From: Marilyn Wilbarger
Re: August 2012 Monthly Report for Key West Bight/City Marina

I. Updates for August 2012

Key West Bight Operations:

- Repaired railings at the Ferry Terminal
- Schooner Wharf Rebuild Contract fully executed
- Went through Hurricane Preparation for TS Isaac
- Discovery Shop Construction at grade level
- Pump-out rebuilt at H dock
- Installed water line and electric for Yankee Freedom at Ferry Terminal
- Finished granite curbing on Lazy Way Lane
- Repainted pump out covers on HarborWalk

Key West Bight Marina:

- The Schooner Hindu has arrived in the marina and is docked on C Dock next to the Fort Jefferson Museum.
- The Schooner Appledore V has arrived in the marina and is currently in the Appledore's slip.
- 6,610 passengers passed through the ferry terminal this August compared to 7,875 last August.
- Transient dockage revenues are up 86% this August compared to last August.
- The Yankee Freedom has moved over to the Ferry Terminal.

City Marina:

- 35 vessels in Key West Mooring field
- One charter lease transfer from Kelly to Weinhofer with a \$400.00 transfer fee collected
- One live aboard lease transfer Zakrsewski to Patricia Guerra \$5,000 transfer fee collected
- One new Pleasure lease signed with James Blagg
- Dock Vendors contacted to discuss options available for Tarpon floating pier, Raven dock, Techno Marine, Gator dock, Bellingham dock, Caufield, are a few of the vendors called. Information discussed pertained to cleats, dock floats, decking and pile coating
- New preventative maintenance plan being developed for the facility

- New slide lock security system functioning well at the mooring field bathroom facility, we have noticed bathroom supply usage to be less due to better security locks.

II. Priorities for the Upcoming Month

- Solicit quotes to replace the fuel sign at KWB Marina and add a new sign to the ferry terminal pier.
- 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 all charter boat leases
- Relocate all Tarpon Pier liveaboards to temporary locations
- Wahoo and Kingfish pier re-wiring

III. Capital Project Updates

Project	Status	Comments
Schooner Wharf Rebuild	Demolition has begun	NTP September 4
Waterfront Market Structural Repairs	Final windows and doors	Spalling complete
Common Area Enhancement	Architect contracts in progress with engineering	KWB will task as needed
Piano Shop	Construction Drawings Received	Scope of work being revised
Discovery Rebuild	Under construction	Broke ground after drilling difficulties

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

	Aug '11	Aug '12
Garrison Bight	\$ 119,366	\$ 129,113
KW Bight	\$ 517,326	\$ 493,733
Ferry Terminal	<u>\$ 25,526</u>	<u>\$ 18,691</u>
Grand Total	\$ 662,218	\$ 641,537

July Actual to July Budget: \$641,537/\$723,042 (11% Under)

YTD Sales to Annual Budget: \$7,997,232/\$8,676,500 (92% Achieved)

Garrison Bight transient dockage revenues are up 23% this August compared to last August. Ramp revenues are down 10%, parking down 9% and pump-out is down 13%. Mooring field revenues are up 34%.

Key West Bight transient dockage revenues are up 86% this August. Dingy revenues are down 19%, soda sales up 16%, electric up 24%, showers up 36%. Parking is down 16% and fuel revenues are down 30%.

6,610 passengers passed through the ferry terminal this August compared to 7,875 last August.

MONTHLY FUEL SALES COMPARISON (GALLONS)

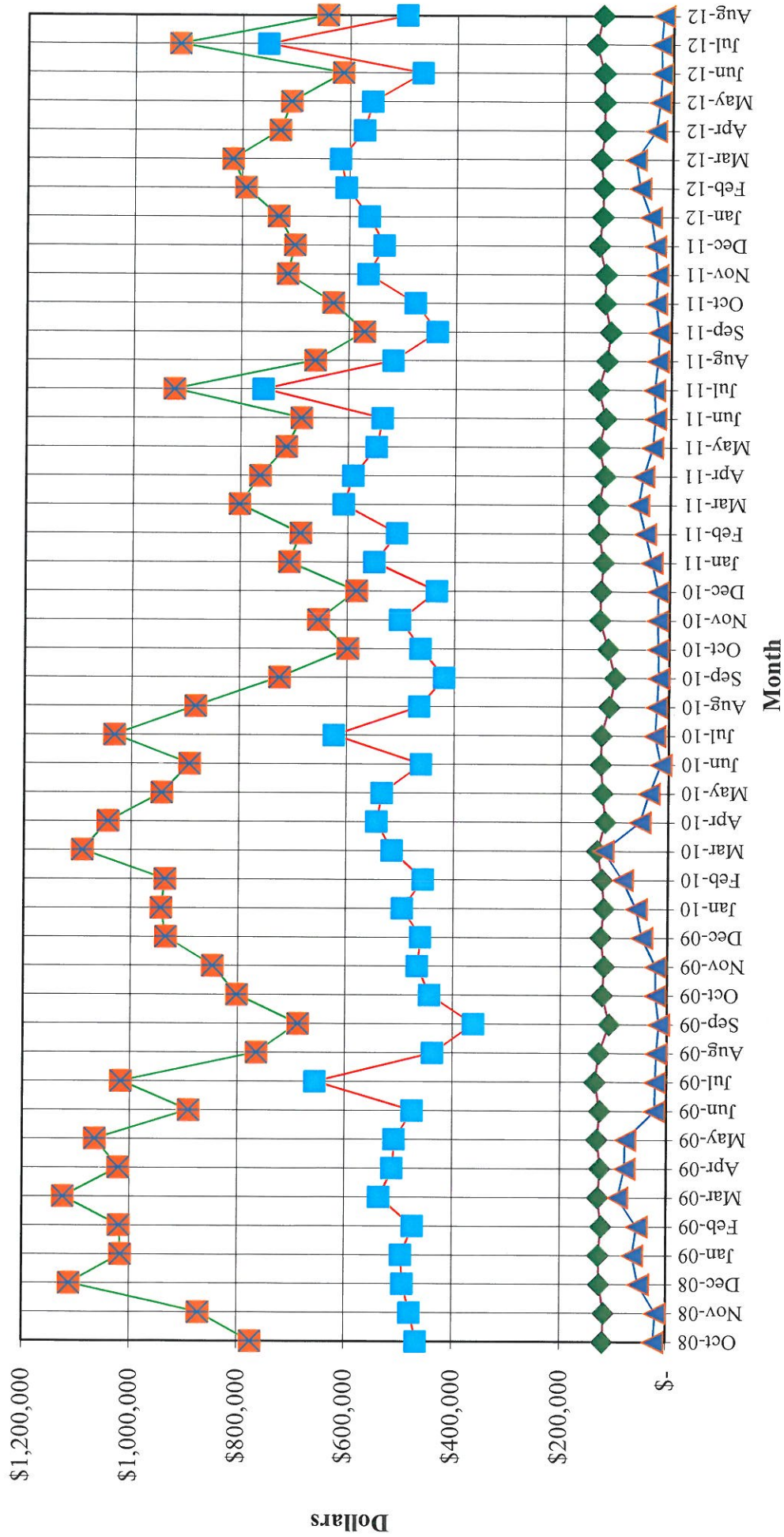
	FY08		FY09		FY10		FY11		FY12	
	GAS	DIESEL	GAS	DIESEL	GAS	DIESEL	GAS	DIESEL	GAS	DIESEL
OCT	3,941	27,836	1,921	19,150	4,490	24,024	4,742	16,556	5,135	20,926
NOV	20,922	27,993	7,931	20,305	4,770	23,843	9,236	26,134	11,911	24,943
DEC	4,523	30,524	4,587	26,399	2,445	27,834	1,904	18,184	5,397	24,633
JAN	8,368	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	14,728	12,483
JUN	7,662	37,725	7,147	31,617	5,543	22,975	12,936	25,991	9,192	10,580
JUL	8,849	36,185	9,435	32,308	6,430	27,383	21,699	29,755	17,857	16,268
AUG	6,986	23,841	5,586	26,755	11,948	24,931	13,764	25,154	15,457	10,368
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	109,308	221,276

KEY WEST BIGHT PARKING REVENUE

LOCATION	REVENUE ACCT	JAN 2012	FEB 2012	MAR 2012	APR 2012	MAY 2012	JUN 2012	JUL 2012	AUG 2012
Caroline Street Lot	34450-00	\$ 56,507.11	\$ 68,319.55	\$ 80,094.28	\$ 64,940.10	\$ 54,495.58	\$ 45,039.63	\$ 61,961.12	\$ 39,027.21
Waterfront Meters	34450-00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,037.54	\$ 3,346.38	\$ 1,582.43
Greene St. Meters	34450-01	\$ 3,729.04	\$ 4,330.04	\$ 5,200.72	\$ 4,267.41	\$ 4,282.96	\$ 4,513.00	\$ 4,255.80	\$ 3,765.51
Train Station/Dive Shop Meters	34451-00	\$ 2,000.89	\$ 1,804.19	\$ 3,793.36	\$ 2,176.96	\$ 348.61	\$ -	\$ -	\$ -
908 Caroline St. Lot	34450-00	\$ 1,604.57	\$ 1,438.16	\$ 1,674.36	\$ 1,674.36	\$ 1,534.83	\$ 1,441.81	\$ 1,488.32	\$ 1,302.28
Margaret St. Plaza	34450-00	\$ -	\$ -	\$ -	\$ -	\$ 3,777.92	\$ 4,577.31	\$ 5,002.93	\$ 3,018.42
Ferry Terminal Meters	34450-02	\$ 560.30	\$ 461.45	\$ 1,076.48	\$ 381.39	\$ 295.87	\$ 487.09	\$ 623.81	\$ 93.02
TOTAL		\$ 64,395.91	\$ 76,353.39	\$ 91,839.20	\$ 73,440.22	\$ 64,735.77	\$ 58,096.38	\$ 76,678.36	\$ 48,788.87

LOCATION	REVENUE ACCT	JAN 2011	FEB 2011	MAR 2011	APR 2011	MAY 2011	JUN 2011	JUL 2011	AUG 2011
Caroline Lot & Waterfront Meters	34450-00	\$ 39,695.61	\$ 59,043.31	\$ 74,448.91	\$ 63,757.70	\$ 43,635.43	\$ 53,143.28	\$ 66,114.49	\$ 50,062.43
Greene St. Meters	34450-01	\$ 4,474.59	\$ 3,450.72	\$ 5,346.72	\$ 4,242.22	\$ 4,295.57	\$ 4,198.38	\$ 4,021.47	\$ 5,236.72
Train Station/Dive Shop Meters	34451-00	\$ 2,310.79	\$ 1,683.29	\$ 3,034.74	\$ 2,225.92	\$ 1,859.14	\$ 1,755.63	\$ 1,908.16	\$ 1,662.73
908 Caroline St. Lot	34450-00	\$ 1,069.73	\$ 1,116.24	\$ 976.71	\$ 1,069.73	\$ 1,139.49	\$ 883.69	\$ 1,023.22	\$ 744.16
Ferry Terminal Meters	34450-02	\$ 758.56	\$ 466.89	\$ 849.08	\$ 640.75	\$ 433.51	\$ 485.60	\$ 318.76	\$ 249.98
TOTAL		\$ 48,309.28	\$ 65,760.45	\$ 84,656.16	\$ 71,936.32	\$ 51,363.14	\$ 60,466.58	\$ 73,386.10	\$ 57,956.02

Key West Bight, City Marina, Ferry Terminal Sales History



Key West Transient Dockage, Fuel and Parking Revenue

