

# MEMORANDUM



**Date:** December 4, 2012  
**To:** Bob Vitas, City Manager  
**Cc:** Key West Bight Management District Board  
**From:** Marilyn Wilbarger  
**Re:** November 2012 Monthly Report for Key West Bight/City Marina

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## I. **Key West Bight Operations:**

- New office wall built in Ferry Terminal
- Holiday decorations installed
- Installed 6 new pole lights
- Installed 11 sign poles
- Ferry Terminal carpet replacement contract executed

## **Key West Bight Marina:**

- The marina was full for the November Power Boat Races. Appledore II returned to its slip from the north.
- Transient dockage revenues are up 6% this November compared to last November.
- Staffed worked on the new fuel bid for the city. The current fuel contract expires in January 2013.
- Staff is negotiating fuel sales with the Yankee Freedom and Key West Express.

## **City Marina:**

- 41 vessels in Key West Mooring field
- One new pleasure lease customer signed up
- Tarpon rebuild project awarded to Ebsary builders to replace Tarpon Pier and repair Wahoo and Kingfish Pier
- Seatow Towing agency was selected to relocate Tarpon Pier tenants to temporary locations throughout the marina and then return the tenants to the new Tarpon once completed.
- Security camera installed on Amberjack #26.
- New Recycling project working well with commercial tenants.
- 20 new Stormsoft mooring rigs ordered and received, staff is prepping rigs for December inspection and repairs to Key West Mooring field
- Two new pile roller assemblies installed on Kingfish Pier

## II. Priorities for the Upcoming Month

- Structural assessment, design task order for Thompsons Fish House repairs
- Directional signage for Ferry Terminal
- Green Street parking lot and landscape
- 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
- Revamp perimeter markers in Key West Mooring field
- Install piling caps at Key West Bight marina.

## III. Capital Project Updates

<b>Project</b>	<b>Status</b>	<b>Comments</b>
Schooner Wharf Rebuild	Both structural envelopes 90% (doors/windows upcoming)	Change orders approved by CRA
Piano Shop	Construction Drawings Received	Scope of work being revised
Discovery Rebuild	First floor complete	

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

	Nov '11	Nov '12
<b>Garrison Bight</b>	\$ 122,115	\$ 124,490
<b>KW Bight</b>	\$ 565,040	\$ 499,335
<b>Ferry Terminal</b>	<u>\$ 27,362</u>	<u>\$ 15,036</u>
<b>Grand Total</b>	\$ 714,517	\$ 638,861

**November Actual to November Budget: \$638,861/\$774,235 (18% Under)**

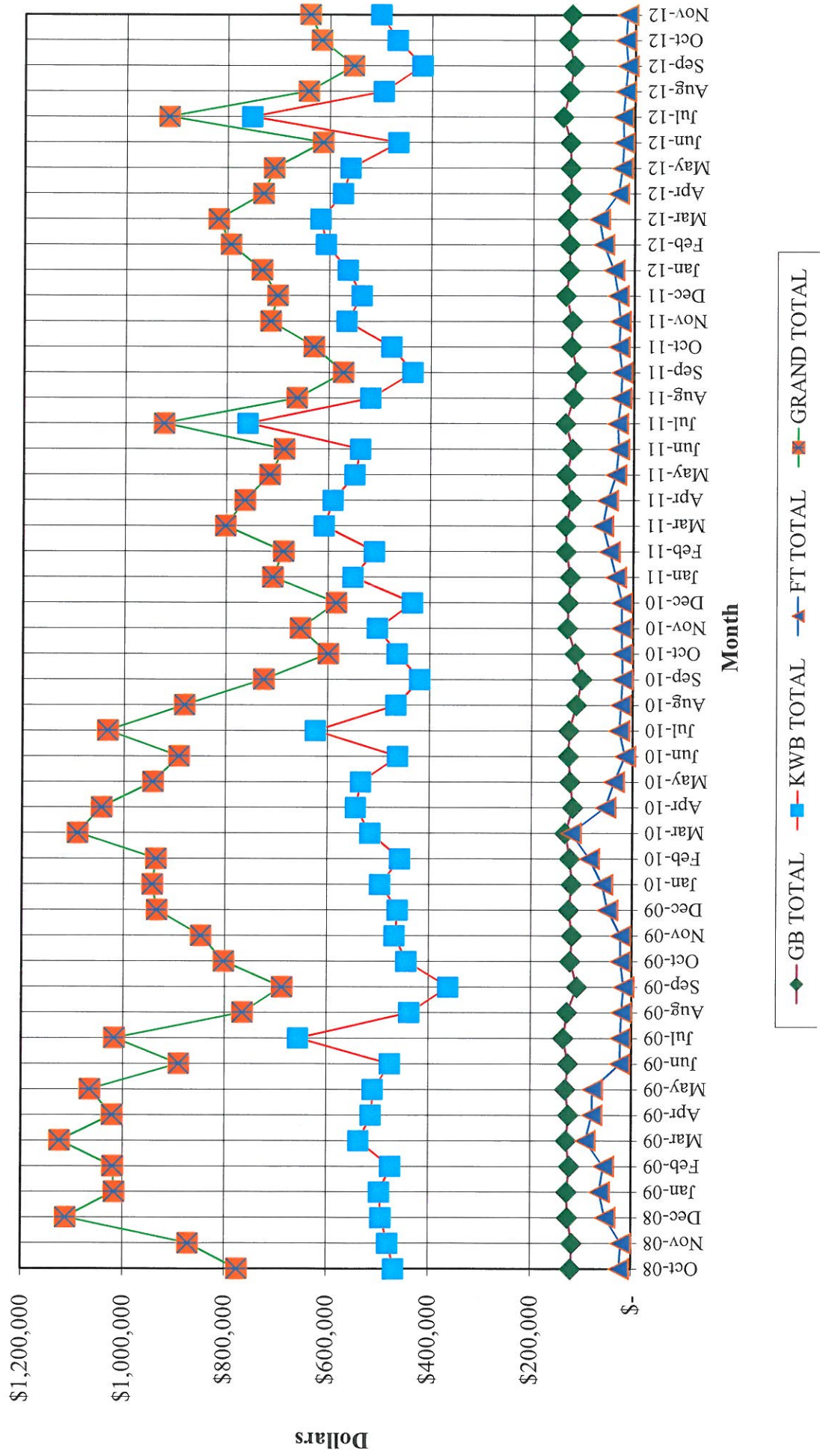
**YTD Sales to Annual Budget: \$1,255,122/\$9,290,816 (14% Achieved)**

Garrison Bight transient dockage revenues were up 12% this November compared to last November. Parking was up 3%, mooring revenues up 31%. Ramp was down 9% and pump-out was down 35%.

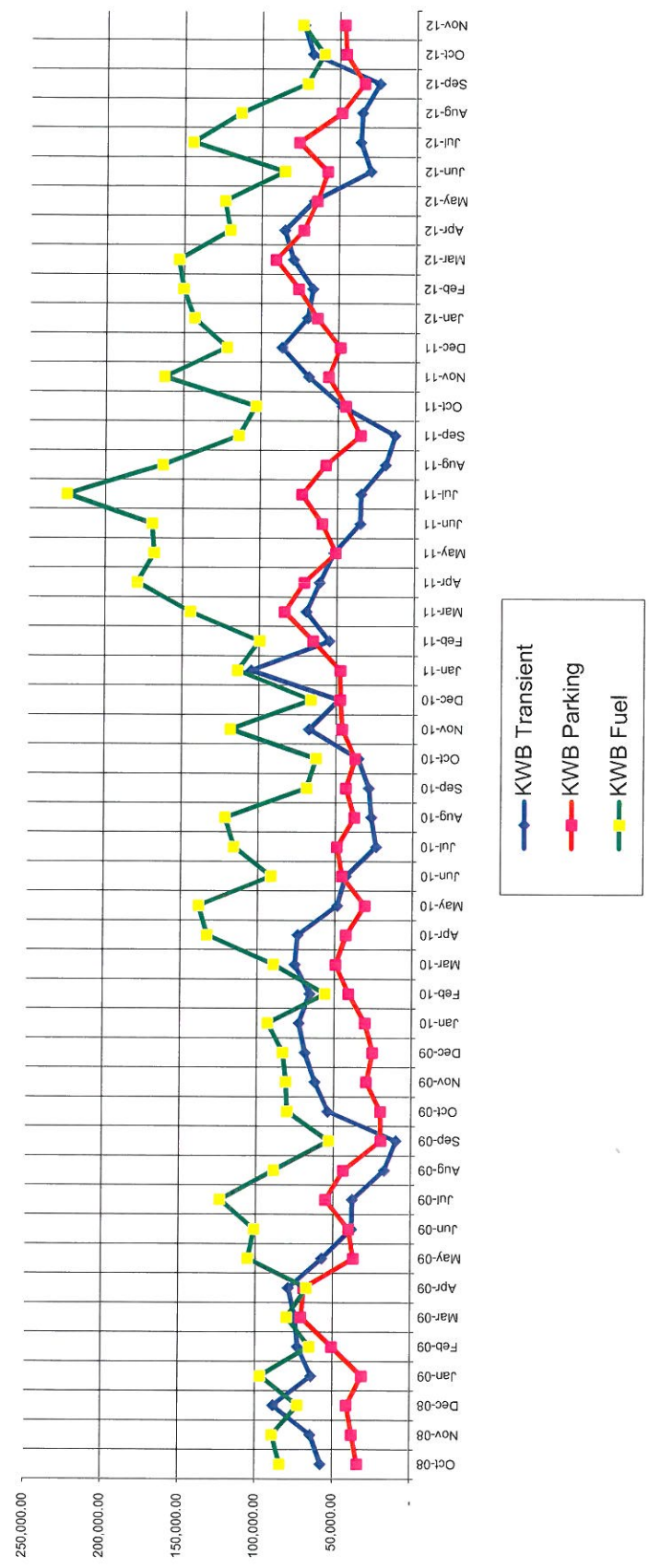
Key West Bight transient dockage revenues were up 6%, dinghy down 1% fuel sales down 55%, parking down 17% and retail sales (sodas) were down 32%.

7,900 passengers passed through the ferry terminal this November compared to 8,933 passengers last November.

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



# Key West Transient Dockage, Fuel and Parking Revenue



**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	5,796	8,243
NOV	20,922	27,993	7,931	20,305	4,770	23,843	9,236	26,134	11,911	24,943	8,473	8,923
DEC	4,523	30,524	4,587	26,399	2,445	27,834	1,904	18,184	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	9,435	32,308	6,430	27,383	21,699	29,755	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	7,153	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>14,269</b>	<b>17,166</b>

<u>LOCATION FY12</u>	<u>REVENUE ACCT</u>	<u>AUG 2012</u>	<u>AUG 2012 HOURS @ 2.00/HR</u>	<u>SEP 2012</u>	<u>SEPT 2012 HOURS @ 2.00/HR</u>
Caroline Street Lot	34450-00	\$ 39,027.21	20,305	\$ 25,976.93	13,902
Waterfront Meters	34450-00	\$ 1,582.43		\$ 1,827.43	
Greene St. Meters	34450-01	\$ 3,765.51		\$ 3,117.36	
Train Station/Dive Shop Meters	34451-00	\$ -		\$ -	
908 Caroline St. Lot	34450-00	\$ 1,302.28		\$ 1,302.28	
Margaret St. Plaza	34450-00	\$ 3,018.42		\$ 3,596.10	
Ferry Terminal Meters	34450-02	\$ 93.02		\$ 286.52	
<b>TOTAL</b>		<b>\$ 48,788.87</b>		<b>\$ 36,106.62</b>	
<u>LOCATION FY11</u>	<u>REVENUE ACCT</u>	<u>AUG 2011</u>	<u>AUG 2011 HOURS @ 2.50/HR</u>	<u>SEP 2011</u>	<u>SEPT 2011 HOURS @ 2.50/HR</u>
Caroline Lot & Waterfront Meters	34450-00	\$ 50,062.43	20,025	\$ 30,304.31	12,122
Greene St. Meters	34450-01	\$ 5,236.72		\$ 3,343.50	
Train Station/Dive Shop Meters	34451-00	\$ 1,662.73		\$ 967.02	
908 Caroline St. Lot	34450-00	\$ 744.16		\$ 976.71	
Ferry Terminal Meters	34450-02	\$ 249.98		\$ 333.16	
<b>TOTAL</b>		<b>\$ 57,956.02</b>		<b>\$ 35,924.70</b>	
<b>6 month Parking Rate Reduction</b>					
Caroline Street Lot Gain/(Loss)		\$ (9,452.79)		\$ (2,499.95)	\$ (11,952.74)
					<b>Total FY12</b>

**KEY WEST BIGHT PARKING REVENUE**

<u>LOCATION FY13</u>	<u>REVENUE ACCT</u>	<u>OCT 2012</u>	<u>OCT 2012 HOURS @ 2.00/HR</u>	<u>NOV 2012</u>	<u>NOV 2012 HOURS @ 2.00/HR</u>
Caroline Street Lot	34450-00	\$ 34,053.49	17,666	\$ 36,104.79	18,847
Waterfront Meters	34450-00	\$ 1,279.40		\$ 1,589.62	
Greene St. Meters	34450-01	\$ 4,461.95		\$ 3,229.33	
Train Station/Dive Shop Meters	34451-00	\$ -		\$ -	
908 Caroline St. Lot	34450-00	\$ 1,255.77		\$ 1,324.08	
Margaret St. Plaza	34450-00	\$ 4,849.03		\$ 4,637.03	
Ferry Terminal Meters	34450-02	\$ 474.11		\$ 323.39	
<b>TOTAL</b>		<b>\$ 46,373.75</b>		<b>\$ 47,208.24</b>	

<u>LOCATION FY12</u>	<u>REVENUE ACCT</u>	<u>OCT 2011</u>	<u>OCT 2011 HOURS @ 2.50/HR</u>	<u>NOV 2011</u>	<u>NOV 2011 HOURS @ 2.50/HR</u>
Caroline Street Lot	34450-00	\$ 39,297.03	15,719	\$ 49,659.25	19,864
Waterfront Meters	34450-00	\$ -		\$ -	
Greene St. Meters	34450-01	\$ 3,599.94		\$ 3,594.23	
Train Station/Dive Shop Meters	34451-00	\$ 1,077.55		\$ 1,901.52	
908 Caroline St. Lot	34450-00	\$ 1,068.83		\$ 1,255.77	
Margaret St. Plaza	34450-00	\$ -		\$ -	
Ferry Terminal Meters	34450-02	\$ 329.20		\$ 306.56	
<b>TOTAL</b>		<b>\$ 45,372.55</b>		<b>\$ 56,717.33</b>	

6 month Parking Rate Reduction  
 Caroline Street Lot Gain/(Loss)

\$ (3,964.14)      \$ (11,964.84)      \$ (15,928.98)  
**Total FY13**