

MEMORANDUM



Date: April 3, 2012
To: Jim Scholl, City Manager
Cc: Key West Bight Management District Board
From: Marilyn Wilbarger
Re: March 2012 Monthly Report for Key West Bight/City Marina

I. Updates for March 2012

Key West Bight Operations:

- Installed 7 new light poles and fixtures
- Started concrete repairs at 201 William St. building
- Installed new lights at Harborwalk restroom parking lot and alley
- Relocated dumpster area for Waste Management access at gravel lot on Caroline St.
- Replaced internal filters on fuel pumps
- Removed antique street lights in plaza's, removed electric, patched concrete
- One Maintenance II position open

Key West Bight Marina:

- The City Commission postponed the 1 year commercial dockage agreement to the first meeting in May at Paul McGrail's request.
- The tenants association hired an attorney to rewrite the 1-year commercial dockage agreement.
- 26,727 passengers passed through the ferry terminal this March compared to 28,552 passengers last March.
- Prince Rengill has been hired as the new assistant dockmaster for the marina.

City Marina:

- 56 vessels in Key West Mooring field
- 20 Cigarette butt containers purchased for installation on Charter row
- Two new pleasure leases Detwieler and Ames added to slip leases
- 50 New threaded rods installed on Wahoo Pier floating docks for structural stability.
- West fire pump leaking fire pump shaft gland replaced by Railsbach pump and control
- Kingfish finger pier structural rods repaired and holding
- Broken Pan tilt zoom security cameras returned to service.
- Missing fascia boards throughout the transient piers of Wahoo and Kingfish have been replaced.
- 25 new Stormsoft rigs ordered and 25 upper thru buoy lines braided and ready to be installed in Key West Mooring field.

- Installation of new demarcation signs in the Key West Mooring field underway and should be completed within 2 weeks time.
- Ice machine installation proposal obtained awaiting additional quotes, company proposes profit split of 50/50 and will split installation cost as well.
- Study conducted on parking issues in the marina and the possibility of increasing parking capacity.

II. Priorities for the Upcoming Month

- Begin Discovery Shop demolition
- Complete design charter boat attraction at KWB Marina.
- Add railings with shelf behind 201 William St. to match new
- Add railings at Shrimp Boat sound
- Advertise Piano Shop concrete repairs
- Make necessary concrete repairs at Thompsons Fish House
- Add new historic vessel in Key West Bight Marina.
- ITB for Contract Landscaping Services for Key West Bight and City Marina at Garrison Bight advertised
- Live aboard lease at City Marina
- 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
Schooner Wharf Rebuild	90% CD's received	On next HARC agenda
Waterfront Market Structural Repairs	Started March 29	In progress
Common Area Enhancement	Waiting for complete drawings	
Piano Shop	Construction Drawings Received	Scope of work being revised
Discovery Rebuild	Building permit application	Relocating AT&T service line

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

	March '11	March '12
Garrison Bight	\$ 133,642	\$ 132,014
KW Bight	\$ 607,798	\$ 616,979
Ferry Terminal	<u>\$ 59,865</u>	<u>\$ 68,624</u>
Grand Total	\$ 801,305	\$ 817,617

March Actual to March Budget: \$817,617/\$723,042 (13% Over)

YTD Sales to Annual Budget: \$4,387,962/\$8,676,500 (51% Achieved)

Garrison Bight transient dockage revenues are down 18% this March compared to last March. Parking revenues are down 5%, pump-out down 9%, moorings down 1% but ramp fees are up 42%.

Key West Bight transient dockage revenues are up 14%, dinghy up 4%, ice sales up 78%, parking up 8% and fuel sales up 6%.

26,727 passengers passed through the ferry terminal this March compared to 28,552 passengers last March.

MONTHLY FUEL SALES COMPARISON (GALLONS)

FY08

	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

FY09

	GAS	DIESEL
OCT	1,921	19,150
NOV	7,931	20,305
DEC	4,587	26,399
JAN	7,603	41,534
FEB	5,165	25,434
MAR	6,160	33,370
APR	8,977	38,287
MAY	10,603	34,092
JUN	7,147	31,617
JUL	9,435	32,308
AUG	5,586	26,755
SEP	3,103	17,317

FY10

	GAS	DIESEL
OCT	4,490	24,024
NOV	4,770	23,843
DEC	2,445	27,834
JAN	4,077	30,445
FEB	2,110	17,483
MAR	3,670	25,965
APR	5,676	36,491
MAY	6,141	38,550
JUN	5,543	22,975
JUL	6,430	27,383
AUG	11,948	24,931
SEP	5,758	15,591

FY11

	GAS	DIESEL
OCT	4,742	16,556
NOV	9,236	26,134
DEC	1,904	18,184
JAN	6,665	28,525
FEB	4,254	23,812
MAR	7,109	31,360
APR	8,357	35,591
MAY	8,559	29,152
JUN	12,936	25,991
JUL	21,699	29,755
AUG	13,764	25,154
SEP	6,846	21,463

FY12

	GAS	DIESEL
OCT	5,135	20,926
NOV	11,911	24,943
DEC	5,397	24,633
JAN	7,907	26,914
FEB	6,112	28,936
MAR	7,114	27,204
APR		
MAY		
JUN		
JUL		
AUG		
SEP		

95,431 373,542

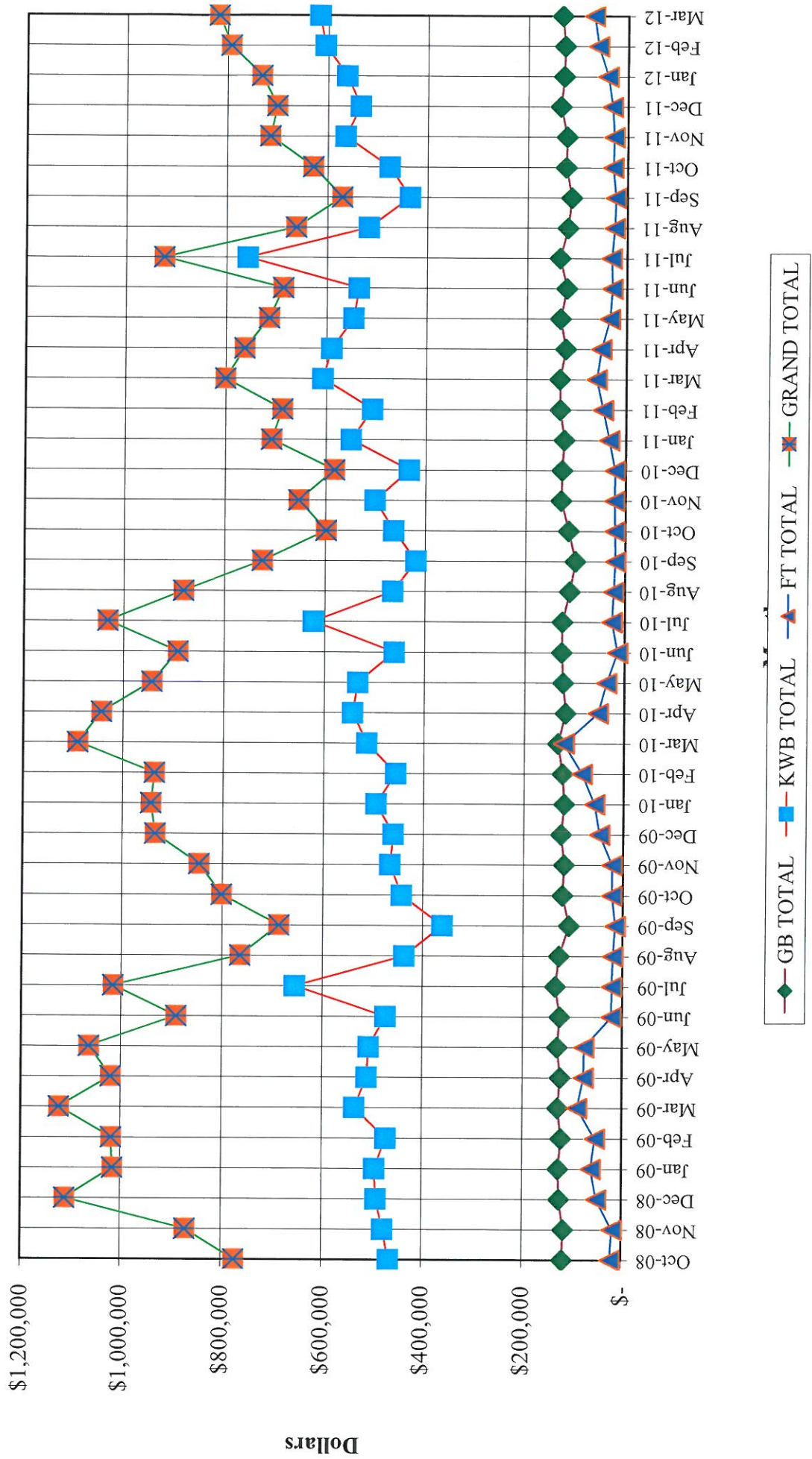
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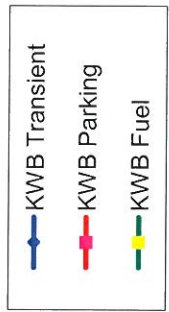
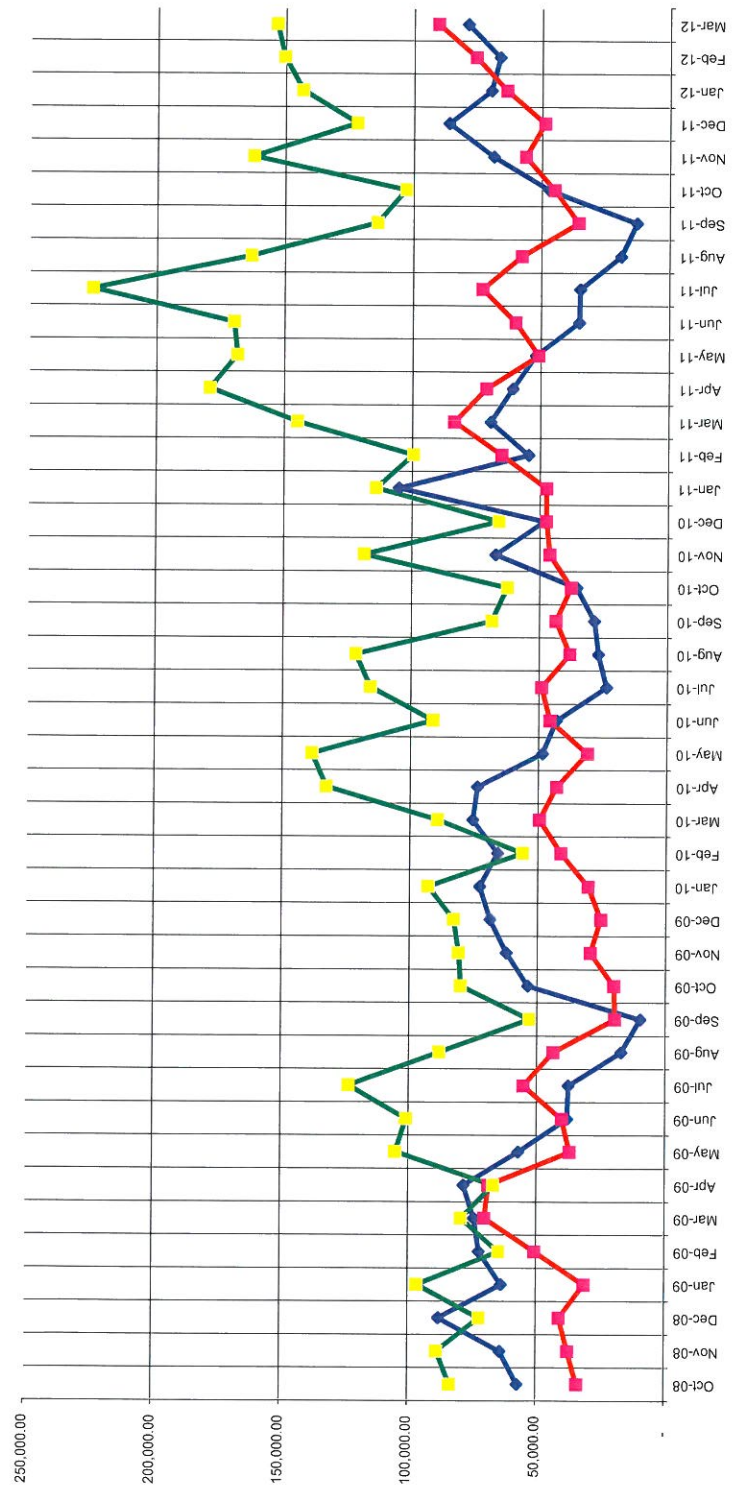
63,058 315,515

106,071 311,677

TOTAL

Key West Bight, City Marina, Ferry Terminal Sales History





KEY WEST BIGHT PARKING REVENUE

<u>LOCATION</u>	<u>REVENUE ACCT</u>	<u>OCT 2011</u>	<u>NOV 2011</u>	<u>DEC 2011</u>	<u>JAN 2012</u>	<u>FEB 2012</u>	<u>MAR 2012</u>
Caroline St.	34450-00	\$ 4,553.77	\$ 7,026.50	\$ 2,479.08	\$ 5,871.43	\$ 6,912.34	\$ 7,581.02
Greene St.	34450-01	\$ 3,599.94	\$ 3,594.23	\$ 2,062.56	\$ 3,729.04	\$ 4,330.04	\$ 5,200.72
Half Shell	34451-00	\$ 1,077.55	\$ 1,901.52	\$ 781.55	\$ 2,000.89	\$ 1,804.19	\$ 3,793.36
Monthly Billing		\$ 1,068.83	\$ 1,255.77	\$ 1,511.58	\$ 1,604.57	\$ 1,438.16	\$ 1,674.36
CALE Meters		\$ 34,743.26	\$ 42,632.75	\$ 42,146.75	\$ 50,629.68	\$ 61,407.21	\$ 72,513.26
TOTAL		\$ 45,043.35	\$ 56,410.77	\$ 48,981.52	\$ 63,835.61	\$ 75,891.94	\$ 90,762.72

<u>LOCATION</u>	<u>REVENUE ACCT</u>	<u>OCT 2010</u>	<u>NOV 2010</u>	<u>DEC 2010</u>	<u>JAN 2011</u>	<u>FEB 2011</u>	<u>MAR 2011</u>
Caroline St.	34450-00	\$ 3,549.11	\$ 4,934.95	\$ 4,289.57	\$ 5,283.16	\$ 7,393.68	\$ 7,994.96
Greene St.	34450-01	\$ 3,598.31	\$ 3,589.49	\$ 2,385.79	\$ 4,474.59	\$ 3,450.72	\$ 5,346.72
Half Shell	34451-00	\$ 2,262.06	\$ 3,342.60	\$ 2,587.34	\$ 2,310.79	\$ 1,683.29	\$ 3,034.74
Monthly Billing		\$ 1,116.24	\$ 1,209.26	\$ 1,116.24	\$ 1,069.73	\$ 1,116.24	\$ 976.71
CALE Meters		\$ 30,643.81	\$ 38,033.32	\$ 41,387.71	\$ 39,695.61	\$ 59,043.31	\$ 74,448.91
TOTAL		\$ 41,169.53	\$ 51,109.62	\$ 51,766.65	\$ 52,833.88	\$ 72,687.24	\$ 91,802.04