



**www.keywestsailingadventure.com (305)-304-4917**  
**Captain Albert Tropea, Jr. / Owner-Operator**

**4/11/17**

**Dear Mr. Doug Bradshaw and members of the City of Key West Bight Board. Mr. Bradshaw I enjoyed speaking with you yesterday. I came to meet with you about my 21 year business, Key West Sailing Adventure and the financial trouble we are experiencing. What I gathered from our conversation is that, we are dealing with "Grey Areas" based on the 'language' written into our leases.**

*Over night stays*

**I would respectfully ask that the 'grey area' language in our leases be addressed and updated. When the Lease agreement was written private sailing charters offering sailing charter packages were not considered. I believe that they are part of every other Marina almost anywhere in the World. Enclosed please find a couple of proposed itineraries from our neighbors in the Virgin Islands. You will see that they encourage the mix of sailing adventures with day time shopping and nightlife dockside. At the customers will; sail, stay, swim, snorkel, shop. We are not a canned whistle blowing timed charter with a hundred people on board. These larger vessels have their place but so do private sailing charters. It would be a shame if all Key West had to offer was the same type of charter. Our 21 years at the same location have provided hundreds of people of every kind with private charters. We especially like families, making memories the kids will never forget. We do pay a Stay Aboard Fee already.**

**This is exactly what we offer at KWSA, custom charters.**

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**I believe our sailing charters follow the norm for the charter industry. Namely, that the clients, who have traveled hundreds to thousands of miles do want to rest and enjoy Key West upon their arrival. Usually in the middle of their charter, commonly 2 to 5 days, they will choose the type of sailing they wish to do. All of our charters sail with captain and mate. Then after their sailing adventures most want time in Key West to enjoy the resort like features shopping and restaurants are at the top of their lists.**

**I think I understand the intent in the lease language. It was intended to limit exactly what has evolved now at the Bight; Renting rooms and beds solely to act like a hotel or condo rental. I have not seen this very often until 2 years ago. All you have to do is go on Air BnB and look up Rooms in Key West. These boats tied to the dock are clear in their purpose rent beds and "rooms" that are static boats. They don't even bother to offer the option of boating, sailing, snorkeling, motoring. We require it. See for yourselves. These "scabs" without proper insurance, licensed captains or "charter" purpose have diminished our charter business into a financial danger zone. We are paying all of the requirements and offer true charter packages with our own captains and crew. Our business decreased 38 % last year. I have asked for help from the City Code enforcement, the USCG, FWC seems these boats are in a safe grey zone.**

**We do respectfully ask the Bight Board through their legal department to discern in the lease language the difference between boats renting beds and a true and beneficial private sailing charter company with a yachting history Key West style. Revenues the City should be collecting from these illegal operations are lost. If they are "beds" only collect the bed taxes; if charters, collect your business licenses fee. Fair Business Practices are followed by us legally on Key West's behalf. Therefore, in fairness, all we are asking is that you be given the respect by others we have given to you since 1995.**

*Capt. Gerry W. Lopez*

*Co owner & wife  
Ronda Pinal*

# BVI Cruising Itinerary

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A British Virgin Islands itinerary is extremely flexible. The cruising ground presents myriad opportunities for enjoyment. It's possible to go wherever the wind dictates, then pick up a mooring or drop the hook at a secluded anchorage to pass the hours snorkeling, swimming, sunbathing, reading, or walking on the beach. It's also possible to always remain in the thick of Caribbean action, stopping at marinas, savoring gourmet dinners at upscale restaurants, shopping in boutiques, and sightseeing in quaint towns. Most charterers choose a British Virgin Islands cruising itinerary that blends the best of both worlds: secluded anchorages and beautiful sunsets, a dash of the highly sophisticated at the resorts, and a bit of laid-back fun partying in the beachside bars.

Day 1

Day 2 - 3

Day 4

Day 5

Day 6

Day 7

Day 1

Day 2 - 3

Day 4

Day 5

Day 6

Day 7

Day 1



## The Moorings Statement Defining Itinerary

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