

INFORMATION

Date: April 24, 2017

Review: Port Attorney
Executive Director
Finance Manager
Facilities Maintenance Mgr.

To: Port Commission

Cost: \$ -0-

From: Marla Kempf, Deputy Director

Attachments: Five Year 1st Quarter Summary
Boat Show Re-cap
2016 Tenants by City

SUBJECT: QUARTERLY REPORT UPDATE

The first quarter of 2017 showed the following:

- **Public Launch** round trips were down by 12% (20 fewer) and one way's were up by 6% (5 boats) from 1st quarter 2015
- **Fuel prices** – Based upon 6 price checks during 1st quarter, Port of Edmonds 1st quarter simplified average pay-at-the-pump fuel price was \$3.30 for unleaded and \$2.55 for diesel. Quarterly average at seven other locations including DesMoines, Kingston, Shilshole, Everett, Elliott Bay, Poulsbo and Brownsville was \$3.39 for unleaded and \$2.60 for diesel.
- **Guest moorage** number of boats in 1st quarter 2017 decreased by 38% compared to 1st quarter 2016 or 135 fewer boats. Number of nights also increased by 53% compared to 1st quarter 2016 or 399 fewer nights stayed. During 1st quarter 2015 and 2016 the Port was full of tribal vessels for crab and geoduck tribal fishery openings. This year there was little to no tribal presence in guest moorage.
- **Preventative Maintenance** - Port operations staff worked on rub board replacement, cleaning of the docks, pressure washing the docks, pressure wash building maintenance, storm water treatments, leaf clean up throughout the entire facility, measuring boats, replacing rotting board walk planks, patching holes in the permanent docks, removing rust from roof structures, installing new dock number signs, installing new guest moorage signs, moss removal, tightening cleats, dock amenities, washing and waxing all dock cars, Safety Data Sheet updates, replacement of oyster shell in the boatyard to name a few.
- **Boatyard and Travelift** - Travelift round trips were up by 4% (2 boats), sling time pressure wash is up by 9% (2 boats), sling time no pressure wash was down by 26% (8 fewer boats) compared to 1st quarter 2016. In January and February the Port offered "Roll Back the Clock 10 years" on travelift". In March 2017 the Port offered Tenant Reward to tenants who have been here more than 12 months of 50% off travelift. This is a very popular

promotion with our tenants and they look forward to it every year. Yard time increased by 69% over 1st quarter 2016. This is attributable to 3 or 4 vessels with long term stays and popular promotions.

- **Water Moorage** –Financial occupancy for 1st quarter 2016 was ___% as compared to 1st quarter 2015 where it was ___%.
 - **Note:** 2017 – 1st quarter financial occupancy total not available yet
- **Dry Storage** – Financial Occupancy for 1st quarter 2016 was ___% as compared to ___% for the 1st quarter 2015.
 - **Note:** 2017 – 1st quarter financial occupancy total not available yet
- **Insurance/Registration** – It continues to be a challenge to achieve 100% compliance. But end of 1st quarter showed 85% compliance for insurance compared to 77% in 1st quarter 2016 and 78% for registration compared to 76% in 1st quarter 2016.



MEMORANDUM

Date: April 24, 2017
 To: Bob McChesney, Executive Director
 From: Marla Kempf, Deputy Director
 Subject: Summary of 1st quarter reports

MARINA OPERATIONS

Public Launch					
1st Quarter	2013	2014	2015	2016	2017
One Way	50	64	94	84	89
Round Trips	111	114	196	172	152

Guest Moorage					
1st Quarter	2013	2014	2015	2016	2017
# of Boats	164	127	342	360	225
# of Nights	261	223	542	753	354
# of Groups	5	6	6	4	5
# of boats	34	27	60	19	40
# of nights	64	60	111	39	71

Fuel Dock					
1st Quarter	2013	2014	2015	2016	2017
Gasoline	7265	9037	16763	14992	12851
Diesel	4298	4605	9822	8414	6711
Total Gallons Sold	11563	13642	26585	23406	19562

Boatyard					
1st Quarter	2013	2014	2015	2016	2017
Stall Usage	495	433	234	265	447
Travel-lift to yard	65	52	54	57	59
Sling-time	33	27	56	54	48

MOORAGE AND DRY STORAGE

Vacancy Water Moorage					
End of 1st Quarter	2013	2014	2015	2016	2017
Total Inventory	662	662	662	662	662
Occupancy-financials QTD	88%	90%	91%	92%	*

*The 2017 Financial Occupancy totals not available yet.

Vacancy Dry Storage

End of 1st Quarter	2013	2014	2015	2016	2017
Total Inventory	232	232	232	*233	233
Occupancy-financials YTD	79%	76%	77%	77%	*

* One additional ground slip was added in 2016. The 2017 Financial Occupancy totals are not available yet.

Terminations/Assignments – Water Moorage

End of 1st Quarter	2013	2014	2015	2016	2017
Terminations	21	23	13	23	24
Turnover Ratio	3.17%	3.47%	1.96%	3.47%	3.63%
Assignments	50	50	67	68	64

Terminations/Assignments – Dry Storage

End of 1st Quarter	2013	2014	2015	2016	2017
Terminations	6	5	1	2	6
Turnover Ratio	2.59%	2.15%	0.43%	0.86%	2.58%
Assignments	10	16	11	8	9

Waiting List – Water Moorage

End of 1st Quarter	2013	2014	2015	2016	2017
Total Names on Waitlist	76	74	65	106	128

Note: 36 waitlist applications during 1st quarter (among those applications, highest demand in 44' to 54')

Insurance and Registration Compliance

End of 1st Quarter	2013	2014	2015	2016	2017
Insurance	89%	85%	87%	77%	85%
Registration	87%	87%	88%	76%	78%

SECURITY**Police Activity**

End of 1st Quarter	2013	2014	2015	2016	2017
Calls to 911	2	2	4	9	3
Reported Thefts	2	2	2	0	0

EVENTS/TRAINING

Operations, maintenance and security staff completed 8 hour refresher Hazardous Waste training. Port staff participated in the Seattle International Boat Show. Moorage Coordinators summary of the Seattle International Boat Show is attached.

Seattle International Boat Show Recap – The show maintained a steady attendance rate that was virtually identical to last year. Over the nine days attendance reached 51,502 attendees in comparison to the 51,681 attendees from last year – this was a mere .4% decrease in attendance. The importance of the Port’s participation in the Boat Show is to promote our programs here at the Port; wet moorage, dry storage, travel lift and boatyard facility, fuel dock, guest moorage, public launch, and our Destination Port of Edmonds program. We had an excellent turnout for drawings for our giveaways, all winners have been notified and other attendees who entered their information will be receiving our Port of Edmonds e-newsletter to keep them updated on events and current information involving the Port.

Statistics:

- ❖ There were around 71 slips available for moorage on our walk-in availability list.
- ❖ 49 slips were assigned in conjunction with the 2017 Boat Show Promotion
- ❖ 3 dry storage spaces were assigned in conjunction with the 2017 Boat Show Promotion
- ❖ 1 tenant transferred from dry storage over to wet moorage
- ❖ 21 waitlist applications were completed in conjunction with the boat show
- ❖ Security Deposits totaled \$15,171.81 for the 2017 Boat Show Promotion

Demographics of Boat Show Sign-ups:

Edmonds – 18	Ephrata – 1	Everett – 2	Kenmore – 1
Kennewick – 1	Kirkland – 1	Lake Forest Park – 1	Lynnwood – 4
Redmond – 2	Seattle – 13	Shoreline – 4	Snohomish - 1
Sprague – 1	Woodinville – 2		

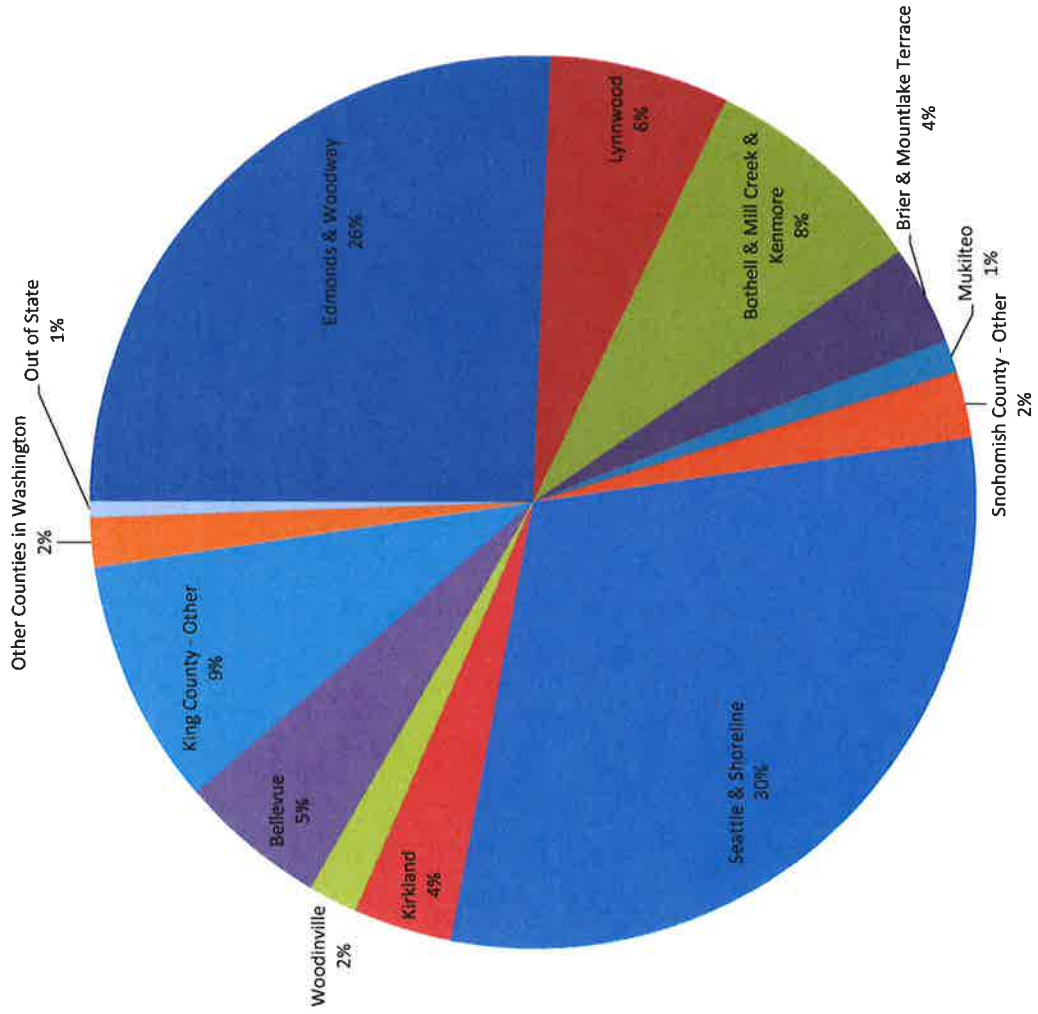
TOTAL: 52

Comments Received:

- ❖ Very nice facility, extremely well maintained.
- ❖ Professional, engaged staff that is eager to help.
- ❖ The Port’s WIFI is crap, it needs to be upgraded.
- ❖ We always visit on our way north, we love the marina!
- ❖ We love the 24/7 fueling, it’s very convenient.
- ❖ We appreciate how helpful the staff is, Kelby & his moorage team exemplify professionalism.

Dry Storage Tenants by City

As of December 31, 2016



Moorage Tenants by City

As of December 31, 2016

