

#### INFORMATION

Date:	April 25, 2016	Review:	Port Attorney							
	•		Executive Director							
			Finance Manager							
			Facilities Maintenance Mgr.							
To:	Port Commission	Cost:	\$ -0-							
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From:	Marla Kempf, Deputy Director	Attachments:	Five Year 1st Quarter Summa	ry						
1	SUBJECT: QUARTERLY REPORT UPDATE									

The first quarter of 2016 showed the following:

- Public Launch round trips were down by 12% and one way's were up by 11% (10 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 \$2.16 for unleaded and \$1.89 for diesel. Quarterly average at seven other locations including DesMoines, Kingston, Shilshole, Everett, Elliott Bay, Poulsbo and Brownsville was \$2.53 for unleaded and \$2.04 for diesel. Total gallons sold increased by 12% over 1<sup>st</sup> quarter 2015. Fuel survey is attached.
- Guest moorage number of boats in 1st quarter 2016 increased by 5% compared to 1st quarter 2015 or 18 boats. Number of nights also increased by 39% compared to 1st quarter 2015 or 211 more nights stayed. During 1st quarter there was a constant tribal presence due to increased crab and geoduck openings for the tribes. The tribes were with us almost the entire quarter. This is the second year in a row.
- Fish Buyers The Commission approved a Fish Buyer fee at the March 14, 2016 commission meeting to become effective April 1, 2016. Letters were formulated to communicate this change to the buyers using Port facilities. January there were 5 geoduck buyers who collected a total of 27,969 lbs., February there were 3 buyers who collected 5,800 lbs. and in March there were 4 buyers who collected 10,127 lbs. In February there was a crab opener where 3 buyers collected 8,299 lbs. of crab.
- Maintenance Port operations staff completed 515 hours of preventative maintenance this quarter and over 1242 hours for the winter. Projects ranged from rub board replacement on perm docks, cleaning of the docks, pressure washing, pressure wash building maintenance, storm water treatments, leaf clean up, measuring boats, replacing rotting board walk planks, patching holes in docks, parking lot clean up, moss removal in parking lots and on docks, tightening cleats, dock amenities, washing and waxing all dock carts, Safety Data Sheet updates, and replacement of oyster shells in the boatyard trench drain and vault.

- Boatyard and Travelift Travelift round trips were up by 6% (3 boats), sling time pressure wash is down by 15% (4 boats), sling time no pressure wash was up by 7 (2 boats) compared to 1<sup>st</sup> quarter 2015. In January and February the Port offered "Roll Back the Clock 10 years" on travelift". In March 2016 the Port offered Tenant Reward 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 13% over 1<sup>st</sup> quarter 2015. January and February saw little activity, but the tenant rewards in March brought the numbers up.
- Water Moorage –Financial occupancy for 1<sup>st</sup> quarter 2016 was 92% as compared to 1<sup>st</sup> quarter 2015 where it was 91%.
- **Dry Storage** Financial Occupancy for 1<sup>st</sup> quarter 2016 was 77% as compared to 77% for the 1<sup>st</sup> quarter 2015.
- Insurance/Registration It continues to be a challenge to achieve 100% compliance. End of 1<sup>st</sup> quarter showed 77% compliance for insurance and 76% for registration.



#### **MEMORANDUM**

Date:

May 9, 2016

To:

Bob McChesney, Executive Director

From:

Marla Kempf, Deputy Director

Subject:

Summary of 1<sup>st</sup> quarter reports

## **MARINA OPERATIONS**

#### **Public Launch**

1st Quarter	2012	2013	2014	2015	2016
One Way	32	50	64	94	84
Round Trips	75	111	114	196	172

**Guest Moorage** 

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1st Quarter	2012	2013	2014	2015	2016
# of Boats	126	164	127	342	360
# of Nights	206	261	223	542	753
# of Groups	5	5	6	6	4
# of boats	34	34	27	60	19
# of nights	63	64	60	111	39

## Fuel Dock

1 <sup>st</sup> Quarter	2012	2013	2014	2015	2016
Total Gallons Sold	10424	11565	13642	26585	23406

**Boatyard** 

1st Quarter	2012	2013	2014	2015	2016
Stall Usage	458	495	433	234	265
Travel-lift to yard	29	65	52	54	57
Sling-time	27	33	27	56	54

# MOORAGE AND DRY STORAGE

Vacancy	Water 1	Moorage
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End of 1st Quarter	2012	2013	2014	2015	2016
Total Inventory	665	*662	662	662	662
Occupancy-financials QTD	88%	88%	90%	91%	92%

\*NOTE: EYS dock 7/36' opens converted to Port moorage +4/44' opens +1/26' Open; -1/34' Open (a converted end-tie).

## Vacancy Dry Storage

End of 1st Quarter	2012	2013	2014	2015	2016
Total Inventory	*232	232	232	232	*233
Occupancy-financials YTD	79%	79%	76%	77%	77%

<sup>\*</sup>Total number of spaces decreased from 280 to 232 in 2012 due to the Port's decision to close the east lot. One additional ground slip was added in 2016

## Terminations/Assignments - Water Moorage

End of 1st Quarter	2012	2013	2014	2015	2016
Terminations	13	21	23	13	19
Turnover Ratio	1.95%	3.17%	3.47%	1.96%	2.87%
Assignments	43	50	50	67	68

## Terminations/Assignments - Dry Storage

E 1 (1 + 0	2012	2013	2014	2015	2016	
End of 1st Quarter	2012	2013	2014	2015	2010	
Terminations	9	6	5	11	8	
Turnover Ratio	3.21%	2.59%	2.15%	4.74%	3.43%	
Assignments	18	10	16	1	2	L

# Waiting List - Water Moorage

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End of 1st Quarter	2012	2013	2014	2015	2016	
Total Names on Waitlist	90	76	74	65	106	

# Insurance and Registration Compliance

End of 1st Quarter	2012	2013	2014	2015	2016
Insurance	94%	89%	85%	87%	77%
Registration	99%	87%	87%	88%	76%

## SECURITY

#### **Police Activity**

End of 1st Quarter	2012	2013	2014	2015	2016
Calls to 911	4	2	2	4	9
Reported Thefts	0	2	2	2	0

#### **EVENTS/TRAINING**

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