



INFORMATION

Date: October 26, 2020

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

To: Port Commission

Cost: \$ -0-

From: Brandon Baker, Marina Manager

Attachments: Five Year 3rd Quarter Summary

SUBJECT: PORT OPERATIONS 3rd QUARTER ACTIVITY 2020

Industry Context

MMA Data: 7% decrease in saltwater fishing boat purchases in Washington State. In all other sales categories (power, sail, towboats, etc.) Washington shows triple the country average for sales.

Boating continues to be an activity that allows for proper social distancing during pandemic times, and data shows new participants are entering the market.

Operational Adjustments

The Port instituted a 'No Mask, No Service' policy in the customer touchpoint areas, including marina operations, the fuel dock, and dry storage. This change aligns with the Washington State Governor's mandate and promotes a safe environment for both the Port staff and customers. Additionally, the Port increased signage along the boardwalk and promenade to promote face coverings; overall, we have seen an uptick in compliance over the quarter.

Our Dry Storage team has instituted additional safety measures with new hand sanitizing stations and increased pedestrian signage. With safety as our top priority, the new roped walkways help guide visitors to use the appropriate access points – in short, this new system keeps Port customers away from the forklifts.

Moorage

Month	Number of Vacant Slips
July 2020	6
August 2020	6
September 2020	8

In the 3rd quarter, we experienced 26 terminations and assigned 24 spaces. Our turnover ratio decreased from 4.98% in 2019 to 3.92% in 2020.

The waitlist has 234 total applications on file (compared to 134 in the 3rd quarter of 2019).

Dry Storage

During the 3rd quarter, dry storage had a 94% occupancy rate compared to 98% in the 3rd quarter of 2019.

50 out of 51 trailer spaces are occupied: 98% occupancy.

Total boat handling moves by the forklifts for this quarter were 5214

- 2903 were weekend moves, and 2311 were weekday moves.
- That is an 8% decrease from the 3rd quarter of 2019

Launch activity was down 2.5% from the 3rd quarter of 2019. Wash down area use was down 17.5% from the 3rd quarter of 2019.

The call ahead service usage was up 99% from the 3rd quarter of 2019; this is attributed to our appointment policy during COVID.

- From 7 am to 3 pm, launch by appointment only
- From 3 pm to 5 pm, first come, first served launches

Equipment updates and repairs.

- **Forklift repairs:** Wiggin's fan clutch repair and wire harness replacement
- **Launcher repairs:** None
- Staff has maintained the launchers and forklifts this quarter per the maintenance schedule with assistance from the Maintenance Department. The staff has maintained the wash pad area daily (rinsing it off), turning the valve, and the trench bucket has been cleaned weekly.

Document Compliance

Document Type	Percentage in Compliance
Insurance	71%
Registration	48%

**These numbers account for total tenants (dry storage + wet moorage)

Public Launch

Round trips in the 3rd quarter of 2020 show a 10% increase from 2019

- 188 more round trips in 2020

One-way launches show an increase of 5% from 2019

- 13 more one-way trips in 2020

Guest Moorage

The total number of boats increased by 34% (647 boats) and the total number of nights increased by 29% (926 nights) during 3rd quarter 2020.

The reservation program saw a minor uptick over last year. There were 69 reservations during the 3rd quarter of 2020 compared to 59 in the 3rd quarter of 2019. The reservation program accounted for 105 nights total in the 3rd quarter of 2020 compared to 103 nights in the 3rd quarter of 2019.

	3rd Quarter 2019	3rd Quarter 2020
Guest Moorage Nights	3167	4093

Boatyard + Travelift

Travelift round trips increased by 49% (36 more) with 110 in 2020 compared to 74 in 2019.

Sling time with pressure wash decreased by 9% (3 less) with 31 in 2020 compared to 34 in 2019.

Sling time with no pressure wash decreased by 18% (9 less) with 40 in 2020 compared to 49 in 2019.

Stall usage increased by 63% (598 more days)

49 pressure wash treatments were done this quarter. This number is up 44% from the 3rd quarter of 2019 (15 more). There were 33 more pressure washes than in 2019, which contributes to additional treatments.

Activity	Difference between 2019 and 2020
TL Round Trips	Increased 49% (36 more)
Sling time with pressure washing	Decreased 9% (3 less)
Sling time with no pressure washing	Decreased 18% (9 less)
Stall usage	Increased by 63% (598 more days)
Pressure wash treatments	49 total treatments (44% increase)

Fuel Dock

Total Gallons pumped: increased by 1.10% or 2,235 more gallons compared to 2019.

- Gasoline increased by 23%
- Diesel decreased by 24%

**PSE operating on a limited schedule

Maintenance: Fuel dock pump calibration was completed by Mascot. Annual line, leak, and monitor testing conducted for the fuel dock

Pay at the pump usage accounted for 57% of the total gallons pumped in the 3rd quarter of 2020 compared to 63% in the 3rd quarter of 2019.

Unleaded	Diesel
Price per gallon at the end of 3rd quarter 2020 was \$3.279 a \$.62 decrease from 2019.	Price per gallon at the end of 3rd quarter 2020 was \$2.249 a \$.98 decrease from 2019.
3rd quarter 2020 Area Average = \$3.431 Average price per gallon at surrounding facilities for the quarter based on six price checks.	3rd quarter 2020 Area Average = \$2.309 Average price per gallon at surrounding facilities for the quarter based on six price checks.
3rd quarter 2020 Edmonds Average = \$3.416	3rd quarter 2020 Edmonds Average = \$2.314
Difference = (-\$.0015)	Difference = +\$.005
Edmonds pricing is minimally below the area average.	Edmonds pricing is minimally above the area average.

Events

Due to COVID, the Port did not sponsor any events during the 3rd quarter of 2020.

A few events were hosted at the Port but put on by other organizations;

- Edmonds Coho Derby
- Everett Derby (weigh station located at POE)

Training + Staffing Updates

- We have added one full-time Port Operations Utility worker: Bryan Simmons
 - Dry storage + OPS training has started
 - Completed the Marine Class 4 Fueling Certification
- Joe is 90% trained on the TL
- Training continues with boat tows for perm staff

Environmental

Snohomish Health District

- No violations this quarter

Washington State Department of Ecology

- Water samples were collected in July, August, and September for the treated pressure wash water as required in the Boatyard General Permit. Copper, Zinc, Lead, and PH levels all passed.
- Marine class 4 fueling report was turned in, required twice per year.

2020 Port Operations Activity

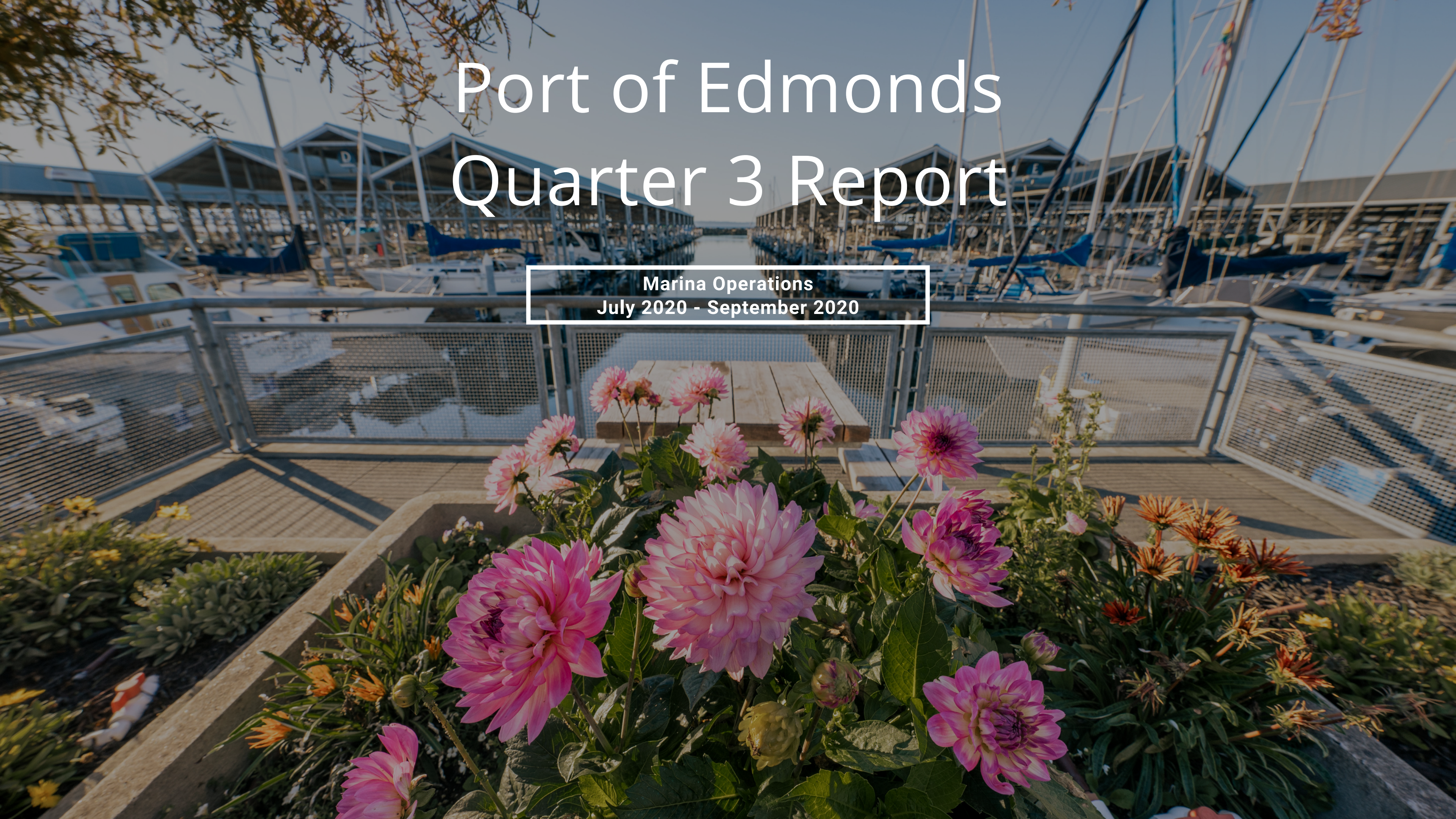
3rd Quarter of 2020

Public Launch					
3rd quarter	2016	2017	2018	2019	2020
One Way	190	206	205	277	290
Round Trips	1255	1889	1956	1875	2077
Guest Moorage					
3rd quarter	2016	2017	2018	2019	2020
# of Boats	1385	1881	2020	1914	2561
# of Nights	1918	3104	3024	3167	4093
# of Groups	1	6	5	1*	0
# of Boats	6	43	26	2	0
# of Nights	13	79	46	4	0
*Effective July 2020 Group Reservations during Peak season are no longer permitted (June 1- September 30)					
Fuel Dock					
3rd quarter	2016	2017	2018	2019	2020
Gasoline	85257	108896	107624	107013	131904
Diesel	80295	80633	95737	95793	73137
Total Gallons Sold	165552	189529	203361	202806	205041
* PSE still not operating at full capacity + boaters travelling shorter distances w/ closed borders					
Boatyard					
3rd quarter	2016	2017	2018	2019	2020
Stall Usage	596	472	656	598	975
Travel-lift to yard	90	74	99	74	110
Sling-time	76	74	66	83	71
Terminations/Assignments - Water Moorage					
3rd quarter	2016	2017	2018	2019	2020
Total Inventory	662	662	662	662	662
Terminations	76	40	34	33	26
Turnover Ratio	11.48%	6.04%	5.14%	4.98%	3.92%
Assignments	28	38	29	23	24

Terminations/Assignments - Dry Storage					
3rd quarter	2016	2017	2018	2019	2020
Total Inventory	233	233	233	233	233
Terminations	40	33	20	25	18
Turnover Ratio	17.17%	14.16%	8.58%	10.73%	7.73%
Assignments	13	27	16	17	15
Waiting List - Water Moorage					
3rd quarter	2016	2017	2018	2019	2020
Total Names on Waitlist	122	125	134	134	234
Note: Waitlist number does not include transfer requests					
Insurance and Registration Compliance					
3rd quarter	2016	2017	2018	2019	2020
Insurance	84%	85%	74%	81%	71.40%
Registration	58%	65%	50%	47%*	47.90%
*Registration renewals occur 6/30					
Security - Police Activity					
3rd quarter	2016	2017	2018	2019	2020
Calls to 911	5	7	3	7	4
Reported Thefts	5	2	3	2	4

Port of Edmonds Quarter 3 Report

Marina Operations
July 2020 - September 2020



1

Recap

Overall trends throughout the marina, key events, and factors contributing to the quarter results.

2

Moorage Report

A look at in-water moorage, including long term leases, guest moorage, and document compliance

3

Dry Storage Report

Occupancy levels, move data.

4

Workyard Report

Travel lift usage, stall occupancy, incident reports, environmental updates.

5

Fuel Dock + Launcher

Diesel, unleaded, oil sales data, and public launcher report.

6

Events

Review of Port events for the quarter.

1

3rd Quarter Recap

- 'No mask, no service'
- Dry Stack Pedestrian path
- Boat Sales Forecast 2021
 - Boating is busy!
- Welcome, Bryan Simmons



2

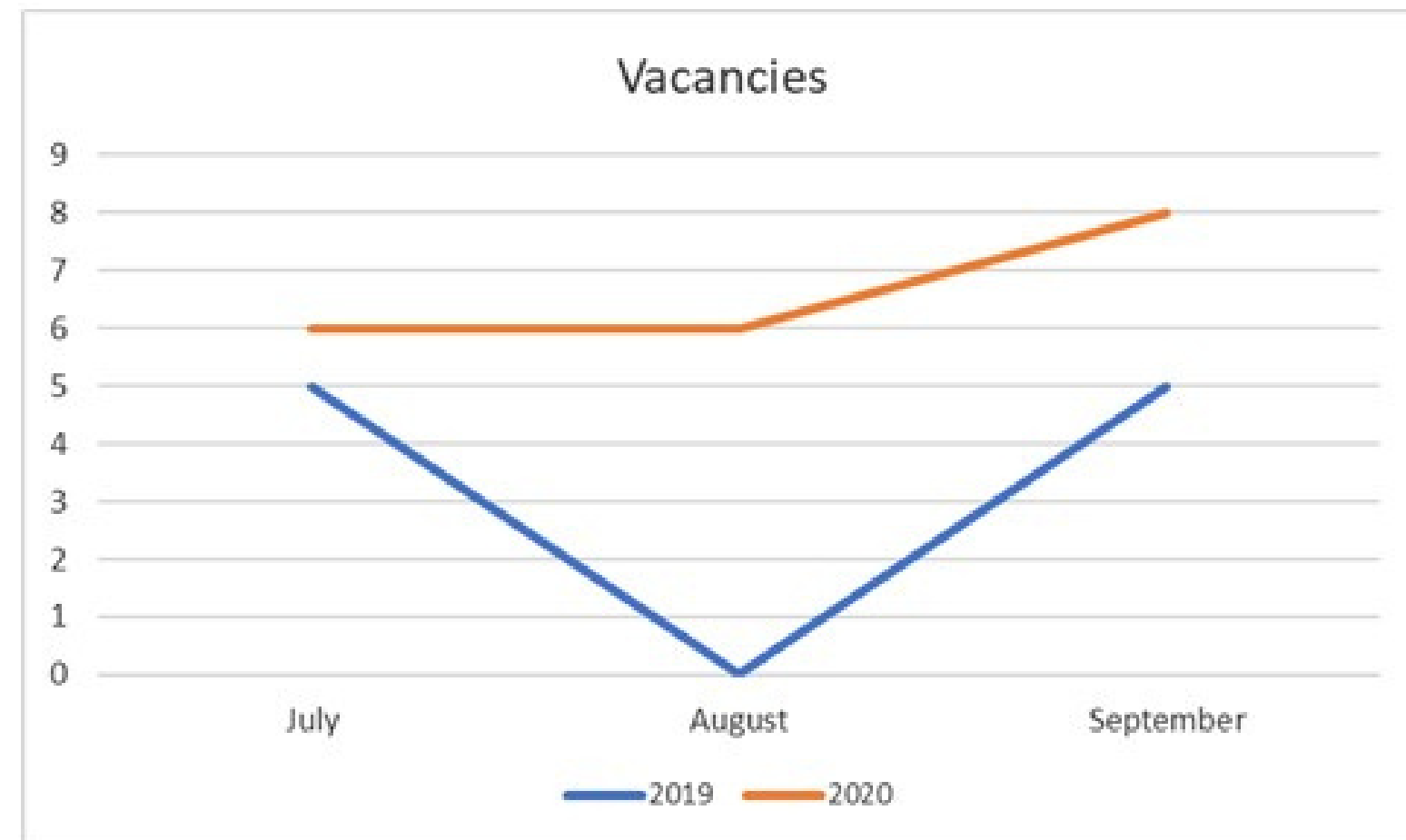
Water Moorage

- Third quarter terminations for 2020 totaled 26 vs. 33 in 2019
- Leases signed during third quarter equals 24
- Waitlist enrollment = 234 Applications (134 on list in 2019)
- 13 turndowns for permanant moorage spaces as opposed to 2 in 2019

JULY 2019	Vacancies AUGUST 2019	SEPTEMBER 2019
5	0	5

JULY 2020	Vacancies AUGUST 2020	SEPTEMBER 2020
6	6	8

GRAPH OF VACANCIES FOR Q3 2019 VS. 2020



2

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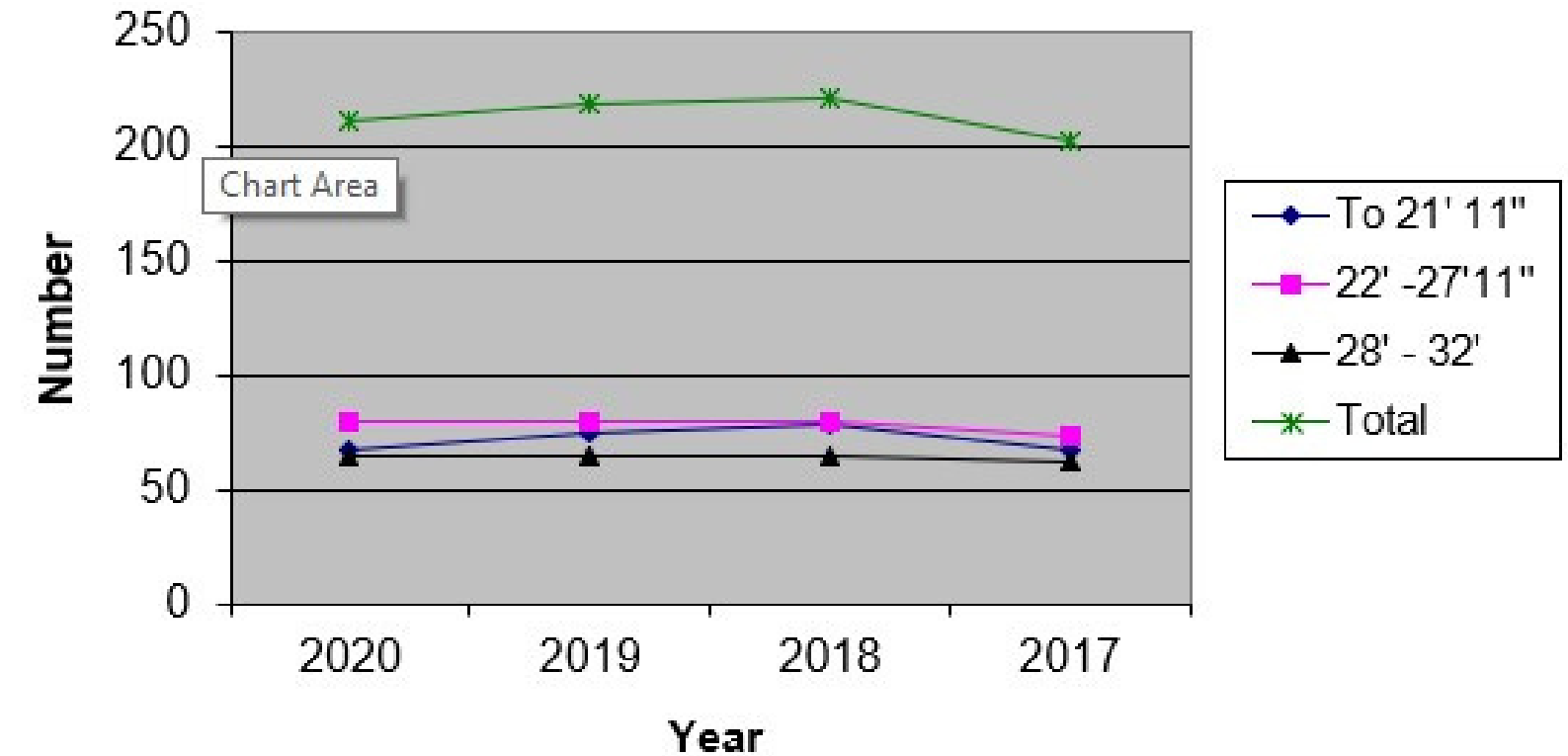
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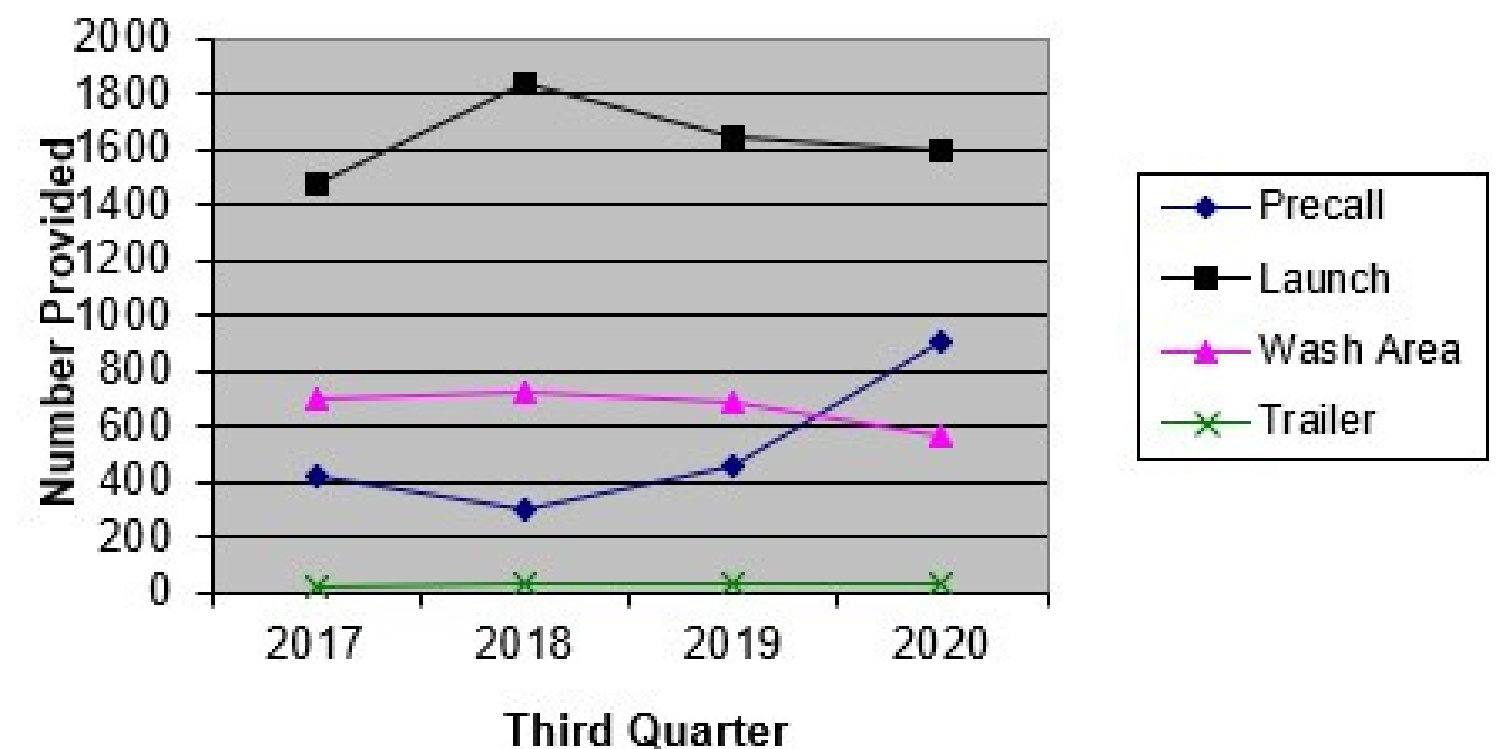
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- Launch activity was down 2.5% from 3rd quarter 2019

Assigned Spaces



Dry Storage Services



Travelift + Workyard

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CANCELLED

