



## INFORMATION

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**Date:** August 8, 2016

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

**To:** Port Commission

**Cost:** \$ -0-

**From:** Marla Kempf, Deputy Director

**Attachments:** Five Year 2nd Quarter Summary

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## SUBJECT: QUARTERLY REPORT SUMMARY

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The following is a summary of 2nd quarter 2016:

- Public Launch activities compared to 2<sup>nd</sup> quarter 2015 were down 20% (40) on one way's and up 11% (56) on round trips compared to 2<sup>nd</sup> quarter 2015.
- In guest moorage, the number of boats in 2<sup>nd</sup> quarter 2016 increased by 6% (39) compared to 2<sup>nd</sup> quarter 2015. Number of nights also increased from 995 in 2<sup>nd</sup> quarter 2015 to 1073 in 2016 or 8%. The number of groups utilizing guest moorage during 2<sup>nd</sup> quarter 2016 stayed consistent with 2<sup>nd</sup> quarter 2015 at 6. The number of vessels that were a part of those groups decreased by 26% from 72 to 53. Number of nights for groups also decreased by 31% from 163 to 113.
- Fuel dock had some changes during 2<sup>nd</sup> quarter. In response to a fuel survey conducted during 1<sup>st</sup> quarter, a decision was made to go out to bid and switch from E10 with ValvTect to non-ethanol fuel without ValvTect. The switch was made on June 23, 2016. On that day, unleaded prices increased by \$0.362 per gallon. The Port's diesel still has ValvTect additive. Unleaded gallons sold during 2<sup>nd</sup> quarter 2016 decreased by 10% compared to 2<sup>nd</sup> quarter 2015. Diesel gallons sold increased by 26%. Based upon six price verifications during 2<sup>nd</sup> quarter 2016 average unleaded without tenant discount was **\$2.82** compared to \$3.47 in 2015. 2<sup>nd</sup> quarter 2016 average for diesel without tenant discount was **\$2.85** compared to \$3.14 in 2015. Simple average for 2<sup>nd</sup> quarter at all facilities surveyed (Edmonds, DesMoines, Kingston, Shilshole, Everett, Elliott Bay, Poulsbo, Brownsville) was **\$2.80** for unleaded and **\$3.00** for diesel.
- The boatyard stall usage is up by 49% or 274 days compared to 2<sup>nd</sup> quarter 2015. Round trip hauls are down 7% (6) compared to 2<sup>nd</sup> quarter 2015. Sling-time and pressure wash was down by 18% or 5 fewer boats compared to 2<sup>nd</sup> quarter 2015. Sling-time no pressure wash up by 29% or 13 boats compared to 2<sup>nd</sup> quarter 2015.

#### Water Moorage and Dry Storage:

- Water moorage financial occupancy according to revenues was 96% YTD as of the end of 2<sup>nd</sup> quarter 2016. Financial occupancy year to date as of the end of 2<sup>nd</sup> quarter 2015 was 95%.
  - 2<sup>nd</sup> quarter terminations for the past three years were; 26 in 2014, 21 in 2015 and 31 in 2016 for a turnover ratio of 4.68%.
  - 2<sup>nd</sup> quarter assignments for the past three years were; 61 in 2014, 40 in 2015, and 43 in 2016.
  
- Dry storage financial occupancy according to revenues was 89% YTD as of the end of 2<sup>nd</sup> quarter 2016. Financial occupancy YTD as of the end of 2<sup>nd</sup> quarter 2015 was 88%.
  - 2<sup>nd</sup> quarter terminations for the past three years were; 10 in 2014, 11 in 2015, and 12 in 2016 for a turnover ratio of 5.15%.
  - 2<sup>nd</sup> quarter assignments for the past three years were; 56 in 2014, 62 in 2015 and 45 in 2016 for a turnover ratio of 5.15%



## MEMORANDUM

Date: August 8, 2016

To: Bob McChesney, Executive Director

From: Marla Kempf, Deputy Director

Subject: 2nd Quarter 2016 Quarterly Activity Summaries

### MARINA OPERATIONS

<b>Public Launch</b>						
<b>2nd Quarter</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	
One Way	144	204	214	239	191	
Round Trips	343	436	445	516	572	

<b>Guest Moorage</b>						
<b>2nd Quarter</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	
# of Boats	561	474	492	644	683	
# of Nights	755	739	790	995	1073	
# of Groups	6	6	7	6	6	
# of boats	72	57	65	72	53	
# of nights	157	118	141	163	113	

<b>Fuel Dock</b>						
<b>2nd Quarter</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	
Total Gallons Sold	38224	47754	43236	72995	75796	

<b>Boatyard</b>						
<b>2nd Quarter</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	
Stall Usage	483	557	434	557	831	
Travel-lift to yard	100	86	86	92	86	
Sling-time	58	62	58	73	81	

### MOORAGE/DRY STORAGE

<b>Occupancy Water Moorage</b>						
<b>End of 2nd Quarter</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	
Total Inventory	665	662**	662**	662	662	
Occupancy – financials-YTD	92%*	93%	94%	95%	96%	

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

**PORT OF EDMONDS**

**Summary of 2<sup>nd</sup> Quarter 2016 – Continued**

<b>Occupancy Dry Storage</b>					
<b>End of 2<sup>nd</sup> Quarter</b>	<b>*2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
Total Inventory	232	232	232	232	233
Occupancy-financials-YTD	93%	85%	82%	88%	89%

\*Closure of east lot mid-year reduced dry storage spaces from 280 to 232.

<b>Terminations/Assignments – Water Moorage</b>					
<b>End of 2<sup>nd</sup> Quarter</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
Terminations	19	15	26	21	31
Turnover Ratio	2.86%	2.26%	3.93%	3.17%	4.68%
Assignments	61	61	61	40	43

Note: A recount was completed for the past 5 years. The following changes were made: **Assignments**; 2012 from 70 to 61 - 2013 from 63 to 61 – 2014 from 73 to 61. Discrepancies were related to a difference in the method used for counting. (i.e., accounted for when the assignment was made versus when it was effective). **Terminations**; 2012 from 25 to 19 – 2013 from 23 to 15 – 2014 from 31 to 26. Turnover ratios were updated accordingly.

<b>Terminations/Assignments – Dry Storage</b>					
<b>End of 2<sup>nd</sup> Quarter</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
Terminations	6	5	10	11	12
Turnover Ratio	2.58%*	2.16%	4.31%	4.74%	5.15%
Assignments	45	56	56	62	45

\*east lot was closed and the boats were consolidated to the dry storage racks during 2<sup>nd</sup> quarter 2012. This reduced the total spaces from 280 to 232.

<b>Waiting List – Water Moorage</b>					
<b>End of 2<sup>nd</sup> Quarter</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
Total Names on Waitlist	77	73	81	90	111
% that are existing tenants	N/A	N/A	N/A	34.7%	29.7%

Note: These waitlist statistics are not a true measure of pent up demand as noted with the new tracking of percentage that are existing tenants with change requests for larger, smaller, or different locations. There are currently 33 tenants on the waitlist, 13 or 11.7% are on the list due to LOA measurements and Port required moves.

<b>Insurance and Registration Compliance</b>					
<b>End of 2<sup>nd</sup> Quarter</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
Insurance	89%	83%	87%	82%	90%
Registration	49%	43%	41%	51%	*51%

\*As of 6/30 annually, WA registrations expire.

**PORT OF EDMONDS**

**Summary of 2<sup>nd</sup> Quarter 2016 - Continued**

**SECURITY**

<b>Police Activity</b>					
<b>End of 2nd Quarter</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
Calls to 911	2	1	4	3	8
Reported Thefts	1	5	1	4	0

**EVENTS/TRAINING**

- Waterfront Festival was held June 3-5, 2016. Per Edmonds Rotary, the following revenues were generated:

<b>Waterfront Festival</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
Parking Revenues	\$5,000.00	\$8,900.00	\$8,610.00	\$8,000.00	\$ 7,200.00
Gate Revenues	\$19,500.00	\$28,694.88	\$29,609.65	\$28,262.79	\$29,073.00
Beer Garden	\$10,544.40	\$24,510.09	\$26,905.00	\$31,156.98	\$35,253.58
Net Revenue	\$19,215.92	\$32,370.73	\$38,230.34	\$45,018.59	\$37,533.00

- 7 seasonal staff were hired and trained in Marina and Dry Storage operations
- Dry Storage Lead forklift operator retired. An existing staff member was promoted, trained and certified on the dry storage forklifts
- A part time security officer resigned. Job was advertised, and new officer was hired and trained