

Moorage and Dry Storage:

- The best measure of utilization and demand comes from total revenue taken in. Water moorage occupancy from a revenue standpoint YTD is 98% at 3rd quarter end 2015. A total occupancy for the year of 96% was budgeted.
- In water moorage terminations increased from 43 in 3rd quarter 2015 to 76 in 3rd quarter 2016. Turnover ratio increased from 6.5% in 3rd quarter 2015 to 11.48% in 3rd quarter 2016.
- Dry storage occupancy year to date is 93%. A total occupancy for the year of 90% was budgeted.
- In dry storage terminations doubled from 20 in 3rd quarter 2015 to 40 in 3rd quarter 2016. Turnover ratio increased from 8.6% in 3rd quarter 2015 to 11.5% in 3rd quarter 2016.
- Waitlist increased from 99 names on the list at the end of 3rd quarter 2015 to 122 at the end of 3rd quarter 2016. Of the 23 tenants that were placed on the waiting list for larger slips following the boat measurements in August of 2015, 7 still await larger slips.
- Annual Boat Show Promotion ~ \$20.16 for the 1st month/\$20.16 for the 12th month

3rd quarter	2012	2013	2014	2015	2016
Total boat show sign-ups	49	45	49	75	59
Remaining @ end of 3rd qtr.	26	30	41	44	22
% remaining end of 3 rd qtr.	53%	66%	84%	59%	37%

MEMORANDUM

Date: October 31, 2016
 To: Bob McChesney, Executive Director
 From: Marla Kempf, Deputy Director
 Subject: Summary of 3rd Quarter 2016 Reports

MARINA OPERATIONS

Public Launch

3 rd Quarter	2012	2013	2014	2015	2016
One Way	197	194	265	199	190
Round Trips	2436	2469	2292	2491	*1255

*50% reduction in round trip launches due to early Chinook closure on August 15, 2016 and no Coho opening in August and September.

Guest Moorage

3 rd Quarter	2012	2013	2014	2015	2016
# of Boats	2333	2006	2173	1921	1385
# of Nights	3989	3300	3195	2943	1918

3 rd Quarter	2012	2013	2014	2015	2016
# of Groups	6	1	2	2	1
# of boats	40	7	15	13	6
# of nights	61	11	31	24	13

Fuel Dock

3 rd Quarter	2012	2013	2014	2015	2016
Gasoline	89,543	93,749	92,422	98,119	85257
Diesel	34,755	27,819	32,927	71,562	80295
Total Gallons Sold	*124,298	121,567	125,349	**169,681	165552

*2012 pay-at-the-pump discount was reinstated during budget process.

**this reflects a 117% (38,635 gallon) increase in diesel over 3rd qtr. 2014 and a 6% (5,697 gallon) increase in gasoline compared to 3rd qtr. 2014. Substantial increase in diesel gallons sold due to first year operations of whale watching trips to San Juan Islands.

Boatyard

3 rd Quarter	2012	2013	2014	2015	2016
Stall Usage	508	364	314	366	596
Travel-lift to yard	72	65	47	65	90
Sling-time	53	56	46	76	76

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MOORAGE AND DRY STORAGE

Occupancy Water Moorage

End of 3 rd Quarter	2012	2013	2014	2015	2016
Total Inventory	662	662	662	662	662
Occupancy-financials-YTD	95%	96%	97%	98%	

Occupancy Dry Storage

End of 3 rd Quarter	2012	2013	2014	2015	2016
Total Inventory	232	232	232	233**	233
Occupancy-financials-YTD	100%	92%	90%	93%	

**Removed storage items from area which freed up space to add an additional ground rack and increase revenue.

Terminations/Assignments – Water Moorage

End of 3 rd Quarter	2012	2013	2014	2015	2016
Terminations	44	44	34	43	76
Turnover Ratio	6.64%	6.64%	5.14%	6.5%	*11.48%
*Assignments	50	40	40	37	26

*trend has been to fill slips earlier in the year under the Boat Show special which means fewer assignments during 3rd quarter. Early Chinook closure and no Coho opener caused small boaters to terminate early this year.

Terminations/Assignments – Dry Storage

End of 3 rd Quarter	2012	2013	2014	2015	2016
Terminations	20	15	17	20	40
Turnover Ratio	8.6%	6.5%	7.3%	8.6%	*17.2%
Assignments	12	12	16	14	13

* Early Chinook closure and no Coho opener caused small boaters to terminate early this year.

Waiting List – Water Moorage

End of 3 rd Quarter	2012	2013	2014	2015	2016
Total Names on Waitlist	81	78	60	*99	122

*increase partially due to overhang boats that need to move to larger slips there were 23 tenants that were placed on the waiting list for larger slips – 14 are 32' and under and 9 are 34' and up.

Insurance and Registration Compliance

End of 3 rd Quarter	2012	2013	2014	2015	2016
Insurance	90%	77%	74%	*72%	84%
Registration	72%	68%	51%	60%	58%

*NOTE: 2015 was a year when much time was spent on insurance compliance and new insurance requirements. The 72% represents moorage holders who met the new requirements. Increased compliance in 2016 may be connected to the Port being named as an additional insured which requires insurance companies to send the Port notice anytime a policy lapses, is cancelled or renews.

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SECURITY

Police Activity

End of 3rd Quarter	2012	2013	2014	2015	2016
Calls to 911	3	3	6	8	5
Reported Thefts	1	4	1	4	*5

***Details:**

1. Vehicle in Lot 2 (missing air compressor, a Grayson sprayer, a set of keys, about \$30 change and miscellaneous paperwork.
2. Two downriggers from dry storage wash down area
3. Parking permit from vehicle parked in dry storage
4. Parking permit from vehicle parked in C-dock vicinity
5. Kayak from the M/N dinghy rack

EVENTS/TRAINING

- Seasonal staff training ongoing throughout 3rd quarter 2016. 4 departures in late August. Hours were shortened September 6, 2016 to 7pm to 5pm - 7 days a week due to a combination of low activity and low staffing levels. Permanent staff went to 4 – 10 hour days while attempting to provide necessary coverage. Approximately 247 hours of overtime were worked during 3rd quarter 2015 to meet minimum level staffing requirements compared to 373 hours of overtime in 3rd quarter 2016.
- Edmonds Coho Derby was cancelled this year due to Washington State Department of Fish and Wildlife closure of COHO fishing this year.
- A successful season of Sea Jazz and Artist in Action ended on September 18, 2016.