



INFORMATION

Date: August 14, 2017

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

SUBJECT: PORT OPERATIONS QUARTERLY ACTIVITY REPORT SUMMARY

The following is a summary of 2nd quarter 2017:

- Public Launch round trips compared to 2nd quarter 2016 were up 5% (10) on one way's and down 15% (83) on round trips.
- In guest moorage, the number of boats in 2nd quarter 2017 increased by 4% (30) compared to 2nd quarter 2016. Number of nights also increased from 1073 in 2nd quarter 2016 to 1165 in 2017 or 9%. The number of groups utilizing guest moorage during 2nd quarter 2017 increased by 1 to 7 total. The number of vessels that were a part of those groups increased by 4% from 53 to 55. Number of nights for groups increased by 8% from 113 to 122.
- Based upon six price verifications during 2nd quarter 2017 average unleaded without tenant discount was **\$3.49** compared to \$3.12 in 2016. 2nd quarter 2016 average for diesel without tenant discount was **\$2.29** compared to \$2.11 in 2016. Simple average for 2nd quarter at all facilities surveyed (Edmonds, DesMoines, Kingston, Shilshole, Everett, Elliott Bay, Poulsbo, Brownsville) was **\$3.48** for unleaded and **\$2.25** for diesel.
- The boatyard stall usage is down 26% or 218 fewer days compared to 2nd quarter 2016. Round trip hauls are up 24% (21) compared to 2nd quarter 2016. Sling-time and pressure wash is up 43% or 10 more boats compared to 2nd quarter 2016. Sling-time no pressure wash is down by 16% or 9 boats compared to 2nd quarter 2016.

Water Moorage and Dry Storage:

- Water moorage financial occupancy according to revenues was 95% YTD as of the end of 2nd quarter 2017. Financial occupancy year to date as of the end of 2nd quarter 2016 was 96%.
 - 2nd quarter terminations for the past three years were; 21 in 2015, 31 in 2016 and 20 in 2017 for a turnover ratio of 3.02%.

- 2nd quarter assignments for the past three years were; 40 in 2015, 43 in 2016 and 58 in 2017.
- Dry storage financial occupancy according to revenues was 81% YTD as of the end of 2nd quarter 2016. Financial occupancy YTD as of the end of 2nd quarter 2016 was 89%.
 - 2nd quarter terminations for the past three years were; 11 in 2015, 12 in 2016 and 11 in 2017 for a turnover ratio of 4.72%.
 - 2nd quarter assignments for the past three years were; 62 in 2015, 45 in 2016 and 53 in 2017.



MEMORANDUM

Date: August 14, 2017

To: Bob McChesney, Executive Director

From: Marla Kempf, Deputy Director

Subject: 2nd Quarter 2017 Port Operations Quarterly Activity Summaries

MARINA OPERATIONS

Public Launch					
2nd Quarter	2013	2014	2015	2016	2017
One Way	204	214	239	191	201
Round Trips	436	445	516	572	489

Guest Moorage					
2nd Quarter	2013	2014	2015	2016	2017
# of Boats	474	492	644	683	713
# of Nights	739	790	995	1073	1165
# of Groups	6	7	6	6	7
# of boats	57	65	72	53	55
# of nights	118	141	163	113	122

Fuel Dock					
2nd Quarter	2013	2014	2015	2016	2017
Gasoline	31297	30185	44910	40505	43480
Diesel	16457	13051	28085	35291	48531
Total Gallons Sold	47754	43236	72995	75796	92011

Boatyard					
2nd Quarter	2013	2014	2015	2016	2017
Stall Usage	557	434	557	831	613
Travel-lift to yard	86	86	92	86	107
Sling-time	62	58	73	81	82

MOORAGE/DRY STORAGE

Occupancy Water Moorage					
End of 2nd Quarter	2013	2014	2015	2016	2017
Total Inventory	662	662	662	662	662
Occupancy – financials-YTD	93%	94%	95%	96%	95%

PORT OF EDMONDS**Summary of 2nd Quarter 2017 – Continued**

Occupancy Dry Storage					
End of 2nd Quarter	2013	2014	2015	2016	2017
Total Inventory	232	232	232	*233	233
Occupancy-financials-YTD	85%	82%	88%	89%	81%

*added one space on ground to meet demand during peak season

Terminations/Assignments – Water Moorage					
End of 2nd Quarter	2013	2014	2015	2016	2017
Terminations	15	26	21	31	20
Turnover Ratio	2.26%	3.93%	3.17%	4.68%	3.02%
Assignments	61	61	40	43	58

Terminations/Assignments – Dry Storage					
End of 2nd Quarter	2013	2014	2015	2016	2017
Terminations	5	10	11	12	11
Turnover Ratio	2.16%	4.31%	4.74%	5.15%	4.72%
Assignments	56	56	62	45	53

Waiting List – Water Moorage					
End of 2nd Quarter	2013	2014	2015	2016	2017
Total Names on Waitlist	73	81	90	111	103
% that are existing tenants	N/A	N/A	34.7%	29.7%	35.9%

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. 11.6% are existing tenants who are too big for their current space and require relocation.

Insurance and Registration Compliance					
End of 2nd Quarter	2013	2014	2015	2016	2017
Insurance	83%	87%	82%	90%	80%
Registration	43%	41%	51%	*51%	88%

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

SECURITY

Police Activity					
End of 2nd Quarter	2013	2014	2015	2016	2017
Calls to 911	1	4	3	8	5
Reported Thefts	5	1	4	0	1

PORT OF EDMONDS
Summary of 2nd Quarter 2017 - Continued

EVENTS/TRAINING

- Waterfront Festival was held June 2-4, 2017. Per Edmonds Rotary, the following revenues were generated:

Waterfront Festival	2013	2014	2015	2016	2017
Parking Revenues	\$8,900.00	\$8,610.00	\$8,000.00	\$ 7,200.00	\$8,335.00
Gate Revenues	\$28,694.88	\$29,609.65	\$28,262.79	\$29,073.00	\$38,304.00
Beer Garden	\$24,510.09	\$26,905.00	\$31,156.98	\$35,253.58	\$41,785.00
Net Revenue	\$32,370.73	\$38,230.34	\$45,018.59	\$37,533.00	\$25,629.18*

***Total Revenue was split with Daybreaker's this year per agreement between the two Rotary clubs. Daybreaker's will be receiving a check for \$25,629.18.**

- 8 seasonal staff were hired and trained in Marina and Dry Storage operations
- A new Utility worker was hired and trained and certified on Dry Storage forklifts. Also, an existing staff member was promoted to Utility worker and trained and certified on the dry storage forklifts
- A part time security officer resigned. Job was advertised, and new officer was hired and trained.