

WATERFRONT DEPARTMENT

Cash Flow Analysis

Fiscal Years 2006 - 2017

DRAFT 02/09/2011

FEB 17 2011
#9

\$7,140,966 loan from DBW at 4.5%/ \$25 per foot slip transfer fee increase every year

Operating Revenue		Actual	Actual	Budget	Expected	Projected					
		2009	2010	2011	2011	2012	2013	2014	2015	2016	2017
Leases											
Commercial	\$ \$ 1	1,309,763	1,225,109	1,230,000	1,160,295	1,183,501	1,207,171	1,231,314	1,255,941	1,281,060	1,306,681
Food Service		2,083,859	2,018,413	1,988,075	2,113,736	2,156,011	2,199,131	2,243,114	2,287,976	2,333,736	2,380,410
Waterfront Center		456,115	453,687	376,389	387,443	395,192	403,096	331,612	331,612	331,612	331,612
Leases- Other		140,280	136,005	143,164	175,000	150,000	150,000	196,236	199,999	203,887	207,803
Ice Machine		6,824	13,585	9,180	26,093	35,000	35,000	35,700	36,414	37,142	37,885
Misc. Revenue		59,851	138,877	103,779	82,898	119,000	119,000	121,380	123,808	126,284	128,809
CAM Reimbursements		80,388	96,041	108,000	99,602	101,594	103,626	105,698	107,812	109,969	112,168
Total Leases		4,137,080	4,081,716	3,958,587	4,045,067	4,140,298	4,217,024	4,265,055	4,343,562	4,423,689	4,505,369
Service Charges											
Slip Fees		3,521,717	3,664,389	3,864,398	3,842,981	3,998,521	4,078,491	4,160,061	4,243,262	4,328,127	4,414,690
Slip Transfer Fees		338,100	524,425	621,957	344,147	425,000	450,000	575,000	650,000	700,000	739,500
Visitor Fees		507,158	517,613	555,894	462,990	463,000	463,000	700,000	700,000	700,000	700,000
Other		385,053	380,550	373,808	379,646	378,911	378,947	386,526	394,257	402,142	410,185
Total Marina Management		4,752,028	5,086,977	5,416,057	5,029,764	5,265,432	5,370,438	5,821,587	5,987,518	6,130,269	6,264,374
Parking Fees		1,793,635	2,106,329	2,160,381	1,995,794	2,158,450	2,201,619	2,245,651	2,290,564	2,336,376	2,383,103
Interest/Financial Mgmt		341,317	252,029	215,759	202,434	215,759	215,759	220,074	224,476	228,965	233,544
Rebates (Expense Reductions)											
Other Revenues		2,950	-	-	-	-	-	-	-	-	-
Total Operating Revenue		11,027,011	11,527,052	11,750,784	11,273,059	11,779,939	12,004,840	12,552,367	12,846,120	13,119,299	13,386,391
Operating Expenses											
		Actual	Actual	Budget	Expected	Projected					
Salaries & Benefits		5,394,474	5,466,272	5,649,044	5,649,044	5,720,470	5,772,882	5,946,068	6,124,451	6,308,184	6,497,430
Furloughs/Pay Cuts			(108,995)	(159,050)	(159,050)	(120,970)	(120,513)				
Supplies & Services		3,236,924	3,156,645	3,086,345	3,086,345	3,113,626	3,151,214	3,229,994	3,310,744	3,393,513	3,478,351
Parks Landscape Maintenance		227,324	229,325	229,325	229,325	228,064	232,625	238,441	244,402	250,512	256,774
Parks Funding Shift			116,578	134,884	134,884	137,020	139,285	142,767	146,336	149,995	153,745
MTD Wharf Shuttle		21,634									
Debt Service (Princ & Int)		1,368,759	1,369,938	1,291,780	1,291,780	1,288,968	1,285,947	1,282,963	1,284,772	1,279,834	1,287,881
Other Transfers											
Debt Service for Chandlery		123,500	123,500	123,500	123,500	123,500	123,500	123,500	123,500	123,500	123,500
Debt - Service - Repay GF		100,000	107,718	107,718	40,849	30,698	28,433	26,158	24,066	22,140	20,369
Debt - Service - Marina One				122,538	122,538	256,314	331,937	462,159	462,159	611,544	752,701
Equipment & Software		105,744	21,226	77,500	77,500	77,500	117,500	119,850	122,247	124,692	127,186
Other/Appropriated Reserves		23,239		100,000		100,000	100,000				
Total Operating Expenses		10,601,598	10,482,207	10,763,584	10,596,715	10,955,190	11,162,810	11,571,900	11,842,676	12,263,914	12,697,936
Net operating gain / (loss)	\$ \$ \$	425,413	1,044,845	987,200	676,344	824,749	842,030	980,467	1,003,444	855,385	688,454

Coverage Ratio - Bond/DBAW

1.49

1.85

1.82

1.62

1.60

1.65

1.66

1.53

1.41

FEB 17 2011
#8

Funding Sources	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
	2010	2011	2012	2013	2014	2015	2016	2017
Carry Forward	\$ 5,118,763	\$ 5,767,807	\$ 5,984,819	\$ 5,917,986	\$ 5,796,411	\$ 5,744,420	\$ 5,848,012	\$ 5,744,222
Re-Allocation of Reserves	537,800							
Transfer to Capital Fund (FMS)								
Interest - Harbor Preservation Fund (@ 2%)	61,400	69,812	73,418	71,395	67,543	65,148	65,826	62,317
Other Income - HFP								
Release of unused capital appropriations								
Use of Capital Fund Reserves								
Capital Projects - Grants		40,000	400,000					
Capital Projects - Loans	2,330,000	2,110,640	1,118,998	1,915,328		1,927,130	1,842,670	698,340
TOTAL FUNDS AVAILABLE	8,047,963	7,988,259	7,577,235	7,904,709	5,863,953	7,736,698	7,756,507	6,504,879

Capital Projects

\$2.35 Million Unfunded Projects

Marina One Replacement	2,330,000	1	2,110,640	1,118,998	1,915,328		1,927,130	1,842,670	698,340
Marina Renovation Program	225,000		225,000	225,000	225,000	250,000	250,000	250,000	250,000
Parking Lot Maintenance Program	250,000		70,000	75,000	75,000	75,000	105,000	300,000	80,000
Stearns Wharf Heavy Timber & Pile Replacement	300,000		300,000	300,000	300,000	350,000	400,000	425,000	425,000
West Beach Dredging							70,000		
Repair Hoists 1, 2, 3 and 4			30,000			50,000	50,000		
Harbor ADA Restroom remodel	30,000		50,000	20,000	20,000				
Replace Sump Pump - Marina One West Restroom				20,000					
MI East Restroom Sump Tank	50,000					200,000			
Replace Lift Station at Stearns Wharf			15,000	85,000		85,000			
Seawall ADA Handrailing and Sidewalk repairs	#	20,000	20,000	20,000	50,000	50,000	50,000	50,000	50,000
Upgrade Accom Dock	40,000								
Parking- Self Pay System				40,000	40,000	40,000	40,000		
Solar Thermal	30,000		30,000	25,000					
Launch Ramp Concrete (Grant)			40,000	400,000					
Recoat PLR				30,000					
125 Windows and Decking				90,000					
Marina 3 ADA	50,000		25,000						
Breakwater Lights				35,000	325,000				
Waterfront Center Renovation			75,000						
UNFUNDED PROJECTS									
Renovate Maintenance Shop / \$100,000 / 2015									
Replace Patrol Boat 3 / \$400,000 / 2016									
125 Elevator / \$350,000 / 2016									
119 Elevator / \$350,000 / 2015									
Breakwater Cap Replacement / \$700,000 / 2016									
217 Elevator / \$350,000 2016									
132 Emergency Generator / \$100,000 2017									
TOTAL EXPENSES	3,325,000	1	2,990,640	2,483,998	2,950,328	1,100,000	2,892,130	2,867,670	1,503,340
NET SURPLUS / (DEFICIT)	\$ 4,722,963		\$ 4,997,619	\$ 5,093,237	\$ 4,954,381	\$ 4,763,953	\$ 4,844,568	\$ 4,888,837	\$ 5,001,539
Net Gain from Operating Fund	1,044,845		987,200	824,749	842,030	980,467	1,003,444	855,385	688,454
Reserves - June 30th	\$ 5,767,807		\$ 5,984,819	\$ 5,917,986	\$ 5,796,411	\$ 5,744,420	\$ 5,848,012	\$ 5,744,222	\$ 5,689,993
Operating Fund - Reserve Requirements	\$ 2,277,220		\$ 2,313,928	\$ 2,348,248	\$ 2,419,280	\$ 2,487,045	\$ 2,556,724	\$ 2,628,371	\$ 2,702,043
Harbor Preservation Fund	\$ 3,490,587		\$ 3,670,892	\$ 3,569,738	\$ 3,377,131	\$ 3,257,375	\$ 3,291,288	\$ 3,115,851	\$ 2,987,950
	\$ 5,767,807		\$ 5,984,819	\$ 5,917,986	\$ 5,796,411	\$ 5,744,420	\$ 5,848,012	\$ 5,744,222	\$ 5,689,993
Assumptions: 1) Loan from DBW (Additional Debt Service)									
Capital Outlay Transfer	995,000		840,000	965,000	1,035,000	1,100,000	965,000	1,025,000	805,000

	Santa Barbara	Ventura	Ventura	Ventura	Morro Bay	Morro Bay	Channel Islands	Channel Islands	Channel Islands	Channel Islands
MARINA	Santa Barbara Harbor 805-564-5531 Fax: 805-560-7580	Ventura Isle Marina 805-644-5858 Fax: 805-644-0684	Ventura West I & II Marina 805-644-8266 Fax: 805-644-1402	Ventura Harbor Village Marina 805-644-0169 Fax: 805-644-1684	Morro Bay Harbor 805-772-6254 Fax: 805-772-6258	Morro Bay State Park 805-772-7472 Fax: 805-772-5803	Channel Islands Landing 805-985-6059 Fax: 805-985-0949	Vintage Marina 805-984-3366 Fax: 805-984-7861	Anacapa Isle Marina 805-985-6035 Fax: 805-984-0370	Peninsula Yacht Marina *See Bahia 805-985-6400 Fax: 805-985-8589
Are you a public or privately operated marina?	Public	Private	Private	Public	Public	Public	Private	Private	Private	Private
How many slips do you have?	1133	580	Phase I 392 Phase II 162	137	50 slips, 120 moorings	113	No slips. Appx 400 boats on trailers	385	440	362
What are your slip fees (for various sized slips)?	Fish Floats @ \$4.23/ft/mo Slips: 20' \$7.55/ft/mo 25' \$7.92/ft/mo 28' \$8.12/ft/mo 30' \$8.30/ft/mo 35' \$8.66/ft/mo 40' \$9.01/ft/mo 43' \$9.24/ft/mo 45' \$9.39/ft/mo 50' \$9.74/ft/mo 60' \$10.57/ft/mo 70' \$11.47/ft/mo 80' \$12.44/ft/mo 90' \$13.50/ft/mo 100' \$14.65/ft/mo	25' \$301/mo 30' \$393/mo 35' \$504/mo 40' \$622/mo 45' \$731/mo 50' \$844/mo 55' \$958/mo 60' \$1074/mo 65' \$1217/mo 70' \$1371/mo	2011 INFO PULLED FROM WEBSITE 20' \$225/mo 30' \$369/mo 40' \$534/mo 50' \$720/mo 60' \$927/mo 70' \$1154/mo 80' \$1400/mo	2011 INFO PULLED FROM WEBSITE 30' \$323.40/mo/Rec \$295.50/mo/Fish 35' \$386.40/mo/Rec \$344.75/mo/Fish 38' \$446.12/mo/Rec \$374.30/mo/Fish 40' \$451.60/mo/Rec \$394.00/mo/Fish 44' \$496.76/mo/Rec \$433.40/mo/Fish 45' \$520.65/mo/Rec \$443.25/mo/Fish 48' \$576.00/mo/Rec \$484.80/mo/Fish 55' \$673.75/mo/Rec \$569.25/mo/Fish 60' \$747.60/mo/Rec \$621.00/mo/Fish 65' \$828.75/mo/Rec \$672.75/mo/Fish 80' \$1038.40/mo/Rec \$828.00/mo/Fish 84' \$1090.32/mo/Rec \$873.00/mo/Fish 90' \$1260.00/mo/Rec \$936.00/mo/Fish 100' \$1400.00/mo/Rec \$1120.00/mo/Fish 160' \$2320.00/mo/Rec \$1920.00/mo/Fish	Comm. Fish 36' minimum: 40' \$3.85/ft/mo 45' \$3.85/ft/mo 50' \$3.85/ft/mo 60' \$3.85/ft/mo City owned mooring \$169/mo Private tackle mooring \$74.50/mo	25' \$137.50/mo 32' \$176/mo 40' \$220/mo	n/a	75' \$787 28' \$314 30' \$345 32' \$368 34' single \$391 40' double \$482 38' \$536 40' \$590 50' \$599 45' \$665 50' \$775 66' \$1026	25' \$337/mo 30' \$439/mo 32' \$482/mo 35' \$564/mo 40' \$696/mo 45' \$818/mo 46' \$842/mo 50' \$943/mo 60' \$1203/mo End Ties start at \$1338 to \$2937/mo	19' \$177/mo 25' \$280/mo 30' \$365/mo 35' \$468/mo 50' \$783/mo 59' \$977/mo 65' \$1158/mo 90' \$1748/mo
When did you last change your slip fee rates?	07/01/10	05/01/08	9/1/2008 (as of 2010)	Jul-08	7/1/2009	Jul-05	1999	Nov-07	May-08	05/01/08
Do you allow liveaboards?	Yes	Yes	Yes	No	Yes, most in moorings	No	We did	No longer accepting new liveaboards. Existing liveaboards are grandfathered	Yes for 35' boats and larger, no pets	Yes for 35' boats and larger.
How many liveaboards do you have?	Allow 113 boats	10% of occupancy	Allow 46% of slips (as of 2010)	n/a	50 boats	N/A	We had 4 boats	9	10% capacity	5% of slip total
Do you limit the number of people per vessel?	No	Yes 2 max, no pets or children	Case by case (as of 2010)	n/a	Must be boat owner	N/A	We did	Yes, 2	Yes, 2	Yes, 2 adults. No children
What are the fees charged to liveboard?	\$140/mo	\$310	Phase I: \$190/mo, Phase II: \$145/mo	n/a	Biannual app \$172. Service fee \$29/slip, \$14.50/mooring	N/A	Was \$75/mo	\$125/mo	\$315	\$315, 2 max
Do you charge for extra occupants? How much?	No	No	Phase I: 2 for \$240/mo, 3 for \$285/mo, Phase II: 2 for \$170/mo, 3 for \$190/mo, Children 10-16 years old = \$20/mo, 17 yr+ = full rate	n/a	No	N/A	Was \$75/person	\$75.00	Illegal liveboard charged penalty of double liveboard rate. Must cease activity	No
When did you last change your liveboard rates?	07/01/04	05/01/08	9/1/2008 (as of 2010)	n/a	12/1/2009	N/A	It's been a long time	Several years	2006	12/01/07
Do you charge independently or meter for utilities, or are utilities included with slip or liveboard fees?	Included with slip fees	Metered	Electricity is metered	All are metered (as of 2010)	Not metered	Utilities are included	n/a currently, but it was included with slip fees	Metered	\$5.56 min per month plus metered kilowatt usage	Metered electricity
When did you last change your utility rates?	n/a	Oct-02	n/a	n/a	n/a	N/A	1999	Several years	2008	7/1/2006
What is your visitor slip fee?	Pleasure rate: \$.90/ft/night 1-14, \$1.80/ft/night 15-28 Commercial rate: \$.70/ft/night	\$1.50/ft	\$1.50 per foot	\$1.00/ft/day	\$0.85/ft/day	\$20.00/day	When we had slips, 25'-28' \$10/night	\$30/day under 30' \$35/day 31'-45' \$1.50/ft/day 46'+	\$1.50/ft/day, minimum of \$45.00	\$1.00 per foot. Minimum \$30
Do you limit the length of time a visitor can stay?	28 days max, out 5 nights can return at base rate	2 weeks	30 days max	Yes (as of 2010)	30 days	1 week	n/a	1 week	2 weeks maximum	n/a
Do you make any exceptions, discounts, or special arrangements for groups such as commercial fishermen?	With current fish tickets, commercial visitors can stay past 28 days at \$0.70/ft/day	No	No commercial allowed (as of 2010)	Commercial fish \$0.55/ft/day or \$2.50/ft/wk. Must provide fish tickets and pay in advance	Sub-lease monthly rate is \$7.60/mo	No	No	No	No	No
When did you last change your visitor rates?	07/01/09	05/01/08	9/1/2008 (as of 2010)	7/1/2007 (as of 2010)	7/1/2009	Jul-05	1999	Jun-09	Jan-03	05/01/08
Do you have secured access to the docks?	Yes	Yes	Key to get in and off dock	No	Yes	Unlocked/dav, locked/night	Yes	Yes	Yes	Yes
How much do you charge for slip permittee keys?	\$7/\$12 up to 9 keys, \$25/\$30 extras	\$25 ea	\$25/key, limit 2 keys. \$50 replacement (as of 2010)	2 free shower keys, \$50 each addl (as of 2010)	n/a	\$10 key deposit	Dry storage permittees \$50.00 deposit	\$25/key	2 free keys per boat, then \$25 ea. Non-refundable	\$25.00 deposit/key
How much do you charge for Visitor keys?	\$7/\$12 up to 9 keys, \$25/\$30 extras	\$25 deposit	\$40 deposit (as of 2010)	Shower key \$50 deposit (as of 2010)	n/a	\$10 key deposit	n/a	\$25 deposit	\$25.00 deposit	\$25 deposit
Do you charge for vehicle parking? How much?	Daily rate: \$2/hr, max \$12/day in main lots. General annual permit \$95. Slip permittee annual permit \$70	No	Permits are no charge, 2 per slip non-liveboard, 1 per paying liveboard (as of 2010)	No (as of 2010)	No, 70 single stalls	2 free permits per slip, State Park charges a fee to visitors on weekends	No	No	No	\$25 parking gate card fee
Do you charge for trailer parking? How much?	\$2/hr, max \$12/day, Three day limit	Trailers must park in Ventura Port District pay & park area by launch ramps	No trailers allowed	No trailers allowed	\$1/hr, \$5/day	No trailers allowed in lot	No	No trailers allowed in lot	No trailers allowed in lot	No trailers allowed in lot
Do you require vessel insurance? Must the Marina be an additional insured?	No, but all slip permittees must sign release of liability & indemnification	Yes, with Marina as additional insured	Yes, with Marina as additional insured	Yes, with Harbor as additional insured	No	Yes, additional insureds must include: Marina (APC, Inc. concessionair), City of Morro Bay, and State Parks & Recreation	Yes, with Harbor as additional insured	Yes, with Harbor as additional insured	Yes, with Anacapa Isle Marina as additional insured	Yes, with Marina as additional insured
How much insurance is required? Any difference between requirements for recreational and commercial vessels?	N/A for slip permittees. Business and charter tenants \$1 million required	\$300,000 minimum liability	\$300,000 CSL liability	Commercial vessels taking passengers for a fee require \$1 million, all others \$300,000	n/a	\$300,000 liability recreational only	\$300,000 liability	\$300,000	\$300,000 liability. No commercial vessels allowed	Minimum \$300,000 liability. 1 commercial same requirement
Any upcoming proposed rate changes?	Proposed increase for slip fee effective July 1, 2011	Unknown	No answer in 2010	Possibly July 2010 (as of 2010)	CPI adjustment July '11	No	Yes but new dock project on hold	No	No	Unknown
Do you schedule regular fee increases? Frequency and basis (by CPI, contract).	CPI at minimum. City Council reviews the Slip Fee Resolution annually	n/a	No answer in 2010	Yes	Yes-annual based on CPI	No	No	No	No	Annual review
Does your Marina offer monthly dry storage for boats and/or trailers?	No	No	No	No	No	No	Yes	No	Dinghy racks available	No
What size boats & trailers in your dry storage?	n/a	n/a	n/a	n/a	n/a	N/A	See below	n/a	No	n/a
What do you charge for boat/trailer dry storage?	n/a	n/a	n/a	n/a	n/a	N/A	Dry storage & self storage: up to 17' \$70 18' - 24' \$75 25' - 29' \$90 30' \$115 Dry storage with hoist service up to 17' \$90 18' - 24' \$105 25' - 29' \$120 30' \$145	n/a	Inflatables or kayaks only 8' = \$6.00 10' = \$8.00 12' = \$10.00	n/a

ATTACHMENT #2

FEB 17 2018
H8

	Channel Islands	Long Beach	Long Beach	Long Beach	Port San Luis	Monterey	Santa Cruz Port	Oceanside
MARINA	CI Harbor Patrol 805-382-3007 Fax: 805-382-3015	Alamitos Bay Marina 562-570-3215 Fax: 562-570-3247	Rainbow Marina 562-570-8636 Fax: 562-570-8640	Long Beach Shoreline Marina 562-570-4950 Fax: 562-570-1799	Port San Luis 805-595-5400 Fax: 805-595-5404	Monterey Harbor 831-646-3950 Fax: 831-646-5674	Santa Cruz Port District 831-475-6161 Fax: 831-475-9558	Oceanside Harbor 760-435-4000 Fax: 760-439-3058
Are you a public or privately operated marina?	Public	Public	Public	Public	Public	Public	Public	Public
How many slips do you have?	176	1996	90	1569	200 private moorings	412	1000	954
What are your slip fees (for various sized slips)?	Small boat marina 72 slips: < 25' = \$250/mo Commercial fishing marina 66 slips Commercial \$10.50/ft Recreational \$11.50/ft	Based on sq footage: 20' \$164.45/mo 25' \$256.95/mo 30' \$370.00/mo 35' \$471.60/mo 40' \$584.65/mo 45' \$688.55/mo 50' \$787.90/mo 60' \$1,014.00/mo 70' \$1,262.96/mo 80' \$1,534.76/mo 90' \$1,829.30/mo	Commercial slips: \$15.76/sq ft Slips: 30'-39' \$370.00/mo 35' \$471.60/mo 40'-44' \$584.65/mo 45'-49' \$688.55/mo 50' up \$787.90	30' \$370/mo (\$12.33/sq ft) 35' \$471.60/mo (13.47/sq ft) 40' \$584.65/mo (\$14.62/sq ft) 45' \$688.55/mo (\$15.30/sq ft) 50' \$787.90/mo (\$15.76/sq ft) 55' \$929.50/mo (\$16.90/sq ft) 60' \$1014/mo (\$16.90/sq ft) Pitchfork slips 10% above slip fee Extra wide slip formula: Beam + 2 x slip length \$0.92	Quarterly space rent for moorings up to 35'=\$87.00 up to 55'=\$105.00 up to 75'=\$120.00 over 75'=\$.60/ft/mo Lower rate for commercial fishing vessels In addition the cost to build & set a new mooring up to 55' can range from \$2500 to \$5200	20' \$140.50/mo 25' \$215.00/mo 30' \$264.00/mo 35' \$296.00/mo 40' \$320.00/mo 45' \$347.00/mo 50' \$367.50-429.00/mo Annual pmt in July saves 10% over monthly rate. Rate for transferred berths 1.5x regular rate until their name comes to the top of the berth wait list	\$9.75/ft for 20' \$10.25/ft for 25' \$10.55/ft for 35' \$12.10/ft for 45'	\$10.10/ft/mo less than 29' \$11.30/ft/mo 29' or larger 26' \$262.60/mo 34' \$384.20/mo 43' \$485.90/mo 51' \$576.30/mo
When did you last change your slip fee rates?	07/01/10	10/01/08	Oct-09	10/01/08	Moorings only, no slips. Fee change July 2010	Adjusted every July per City Council Resolution based on CPI	Apr-10	Jan-10
Do you allow liveaboards?	No	Yes	No	Yes	No ordinance prohibiting but very difficult to live on boat in open harbor	Yes	Yes	Yes
How many liveaboards do you have?	n/a	83 vessels	n/a	10% of marina	None	15	63 boats	85 boats
Do you limit the number of people per vessel?	n/a	No, depending on the size of the vessel	n/a	No	n/a	No, but must be family member	No, only based on mfg. berths	Yes, Formula: 144 sq ft/adult over 10 yr, 40 sq ft/each additional
What are the fees charged to liveaboard?	n/a	\$190/mo for first person	n/a	\$190/mo for first person	n/a	Plus 1/2 the monthly berth fee	\$100/mo. for first person plus utilities	\$2.60/ft/mo over and above other slip fees
Do you charge for extra occupants? How much?	n/a	\$60 for 2nd person, \$50 ea addtl	n/a	\$60 for 2nd person, \$50 ea addtl	n/a	No	\$100/mo. Each	No
When did you last change your liveaboard rates?	n/a	Oct-04	n/a	Oct-04	n/a	Adjusted every July per City Council Resolution based on CPI	Apr-04	Jan-10
Do you charge independently or meter for utilities, or are utilities included with slip or liveaboard fees?	Included in slip fee	Included in slip fee	Included in slip fee	Included in slip fee	No utilities provided other than power & water on work dock	Included with slip fee	30% of slip for liveaboards, \$35/mo for unattended use	Included in slip fee
When did you last change your utility rates?	n/a	n/a	n/a	n/a	n/a	N/A	Apr-04	N/A
What is your visitor slip fee?	\$1.00/ft for first 10 days then \$1.25/ft plus insurance required	\$1.00/night	\$1.00/ft/night	\$1.00/ft/night	Guest mooring up to 35' = \$10/day. 35' - 80' = \$15/day	size/summer/winter 20' \$14/13 25' \$17.50/16.25 30' \$21/19.50 35' \$24.50/22.75 40' \$28/26 45' \$31.50/29.25 50' \$35/32.50 side ties: \$0.65/ft/Nov-Feb \$0.70/ft/Mar-Oct	\$0.80/ft/night up to 14 days. \$1.00/ft/night over 14 days	\$1.00/ft/day
Do you limit the length of time a visitor can stay?	Yes 10 days per month	15 days per month	2 weeks	Yes, no longer than 15 days per calendar month	14 days	2 weeks, longer with Harbormaster ok	2 weeks unless space available	30 days
Do you make any exceptions, discounts, or special arrangements for groups such as commercial fishermen?	Yes, slip priority at commercial fish marina & discounted fee for commercial fishermen	No	No	No	Discounted rates for commercial fishermen who qualify must apply	No	\$0.50/ft/night commercial	Approx 25 slips @ \$8.60/ft/mo for qualified commercial vessels
When did you last change your visitor rates?	07/01/09	10/01/10	Oct-10	10/01/10	2010	Jul-09	Oct-02	Jan-10
Do you have secured access to the docks?	Yes	No	Yes	Yes	No	Yes	Yes	Yes
How much do you charge for slip permittee keys?	\$20.00 deposit	Restrooms \$20	\$20 deposit	\$20 deposit	n/a. Shower available \$1 per 5 min	\$20 deposit	\$40/key set (1 gate/1 shower). Refundable	\$30 refundable deposit
How much do you charge for Visitor keys?	\$20.00 deposit	Restrooms \$50	\$50 deposit	\$50 deposit	No visitor keys	\$20.00/ key	\$40/key set. Refundable	\$30 refundable deposit
Do you charge for vehicle parking? How much?	Permittees and transient visitors free pass. Others \$5/day, \$10 overnight, \$25.00 overnight occupied vehicle (no hook ups)	Not normally, occasionally for certain special events \$6/day/space	No	No	No	\$8/day, \$120/annual permit (affixed to vehicle) available to slip licensees only, 2 max per berth	Slip permittee 2 free General visitors \$1/hr meters or \$10/ all day pass	No
Do you charge for trailer parking? How much?	Included with visitor fee. Others \$5/day, \$10 overnight	\$12.00/ day	None available in Marina lots. Boat trailers are restricted to the five launch ramp parking lots @ \$12/day	n/a	No	\$12.00/day for a vehicle with trailer	Daily launch ramp \$13 includes vehicle & trailer	\$5/day plus \$10 for overnight, in launch ramp area only
Do you require vessel insurance? Must the Marina be an additional insured?	Yes, with County of Ventura as additional insured	Yes, liability only naming the City as additional insured	Yes	Yes, City of Long Beach must be additional insured	Yes	No	No	Not at this time. Currently reviewing this policy
How much insurance is required? Any difference between requirements for recreational and commercial vessels?	\$100,000 liability. No difference between recreational and commercial. Transients staying more than 10 days must add County as insured also	Recreational vessels \$100,000. Commercial vessels must have \$1,000,000 per occurrence naming the City as additional insured	Recreational boats \$100,000 watercraft liability. Commercial charters \$1,000,000	\$100,000 liability both recreational and commercial	Liability: salvage	N/A	n/a	Currently reviewing this policy
Any upcoming proposed rate changes?	Yes, July 2011	Yes	No	Yes	Unknown at this time	Adjusted every July per City Council Resolution based on CPI	No	Jan-12
Do you schedule regular fee increases? Frequency and basis (by CPI, contract).	Yes, yearly C.P.I.	Yes, yearly adjustments based on expenses	CPI	Yes, yearly CPI every October. No increase in 2010	Adjust fees annually based on the CPI	Yes, based on CPI as of March 1 of each year. Rate increase for berths and mooring is effective July 1st of each year.	Reviewed annually May or may not increase Typically SF/Oak/SJ CPI	Yes, every two years in January of even numbered years based on San Diego County CPI
Does your Marina offer monthly dry storage for boats and/or trailers?	No	Yes	Yes	No	Yes	Dry storage yard in the planning process	Yes	No
What size boats & trailers in your dry storage?	n/a	25' maximum	25' maximum	n/a	Trailerable boats up to 35'	Up to 30'	See below	n/a
What do you charge for boat/trailer dry storage?	n/a	\$83.00/ month	\$82.00/mo	n/a	\$71/mo	Estimate \$100/mo	Overall length Up to 20' = \$107/mo Up to 28' = \$129/mo Over 28' = \$140/mo	n/a

ATTACHMENT # 2