

CITY OF SANTA BARBARA WATERFRONT DEPARTMENT

MEMORANDUM

Date: October 23, 2014
To: Harbor Commission
From: Scott Riedman, Waterfront Director
Subject: **Business Services Report**

SAFETY DAY ON STEARNS WHARF

On Saturday November 8th, Safety Day will take place on Stearns Wharf, from 10:00 a.m. to 2:00 p.m. Arranged by the Stearns Wharf Merchant's Association, along with the City of Santa Barbara's Waterfront Department and Fire Department's Office of Emergency Services, a fun-filled day of activities is scheduled in order for the community to meet emergency response personnel from the South Coast such as police, fire, and others. Also, emergency service vehicles and equipment will be on display, as well as information on safety resources, demonstrations, children's activities including a scavenger hunt and more at this free family event. Parking is free for 90 minutes when validated by Stearns Wharf Merchants.

Come down to Stearns Wharf on November 8th and meet the people who help keep Santa Barbara safe!

UPDATE ON BUSINESS ACTIVITY PERMITS

The Santa Barbara Municipal Code (SBMC 17.28.040) requires that anyone engaging in a commercial activity or service in the Harbor must obtain a permit from the Waterfront Department. The permits are referred to as Business Activity Permits. As stated in the Business Activity Permit Policy, the purpose of the permits is to:

- Promote business throughout the Harbor area in a safe, orderly and professional manner;
- Encourage the offering of essential marine related services through the use of Business Activity Permits; and
- Increase the opportunities for small businesses that have no fixed place of business or lease in the Harbor by use of the Business Activity Permit.

To acquire a Business Activity Permit (BAP), an applicant needs the following:

1. Submit completed application.
2. Obtain a City Business License (available at City Hall and the Harbor Patrol office).
3. Obtain Commercial Liability Insurance in an amount based on the type of business being undertaken and naming the City of Santa Barbara Waterfront Department as additionally insured.
4. Annual Fee of \$20 for service businesses and \$250 for BAP six-passenger charters.

The type of commercial liability insurance is divided into three categories as follows:

Category	Type of Business Activity	Minimum Liability
I	6-Pack Charters	\$1,000,000
II	Major Boat repair (engine, hull & canvas repair). Commercial, diving, salvage and dredging	\$500,000
III	Minor boat maintenance (boat cleaning, detailing, stenciling, sanding, varnishing, minor painting, minor engine maintenance such as oil, fluid and filter changes)	\$300,000

Currently, there are 66 BAP holders operating in the Waterfront. The annual average number of BAP holders over the past four years has been 67. The current list of BAP holders can be found in Attachment 1.

The BAP policy also authorizes the Department to issue up to twelve permits to six-passenger charter operators and up to two permits for kayak excursion operators. The charter permit allows the operator to load passengers from their designated slip in the Harbor. Currently, ten Business Activity Permits are held by charter operators (Attachment 2). There is currently no wait list for charter permits. There are currently two kayak excursion operators; Captain Jack's Tours and Santa Barbara Adventure Company. The permit allows the operator to conduct guided kayak tours only, and does not allow the operator to rent kayaks or SUPs.

BAP charter operators are required to submit activity logs and report their gross sales when renewing the permits each year. The purpose of this requirement is to track the level of BAP charter activity and identify any possible detrimental effects on lease operations.

Gross sales attributable to Charter BAP activity over the last three calendar years is shown on Table 1 below:

Table 1

	2011	2012	2013
Total BAP gross	\$253,052	\$362,400	\$381,920
Average per BAP	\$25,305	\$36,240	\$38,192

In comparison, gross sales from charter lease activity are shown on Table 2 below:

Table 2

	2011	2012	2013
Lessee Gross	\$4,975,660	\$5,365,518	\$5,867,556
BAP % of sales	5.09%	6.75%	6.51%

Table 2 indicates that the 10 BAP charter operators account for approximately 5.09% to 6.75% of charter activity in the Harbor each year.

Attachments: 1. Current List of BAP holders
2. Current List of Charter Operators

Prepared By: Brian J. Bosse, Waterfront Business Manager

FIRST NAME	LAST NAME	BUSINESS NAME	TYPE OF BUSINESS	PHONE	CELL PHONE
Martin	Santos	450 Dive	Dive Service	450-3483	450-3483
James	Lambden	Above The Waterline	Carpentry & Electrical	455-8444	
Iris	Di Santo	Aquarius Yacht Maintenance	Yacht Maintenance	570-6315	570-6315
Bennett	Garr	B. Garr Sails & Marine Canvas	Sails & Canvas	687-5020	680-0643
Joel	Bowman	Beacon Marine Electronics	Electronics sales/service	985-9828	805-816-0003
Josh	Luft	Better Your Boat	Diver & Mobile Pumpout	689-4233	689-4233
Pascal	Sada	Better Your Boat	Yacht Maintenance	452-6689	
Roman	Dagenais	Boat Building & Repair by Rom	Yacht Maintenance	886-4145	886-4145
Claudette	Porter	C G Henning/Porters	Yacht Maintenance	276-5788	276-5788
Mark	Hicks	Captain Jack's Tours	Kayak Excursions	564-1819	729-6300
Angelo	Castagnola	Castagnola Tug Service, Inc.	Marine Salvage	963-4961	689-6302
Juan	Castro	Castro Canvas Designs Inc.	Canvas	758-0076	758-0076
Greg	Cooper	Channel Island Marine	Engine Repair	968-9716	895-4698
Paul	Amaral	Channel Watch Marine, Inc.	Marine Towing	644-2762	947-8566
Timothy	Tharp	Coastlands Fiberglass Repair	Fiberglass Repair	403-2641	403-2641
Cristian	Salamanca	Cristian Salamanca Carpentry	Finish Carpentry	696-8507	696-8507
Nick	Covarrubias	Cummins Cal Pacific, Inc.	Diesel Engines Repairs	644-7281	856-9834
David	Kurtze	David Kurtze Yacht Refinishing	Yacht Maintenance	456-9899	456-9899
David	Lyon	David Lyon Yacht Services	Yacht Maintenance	280-6896	280-6896
Kent	Newton	Diving Support Services, LLC	Diving Support Services	729-2955	729-2955
Jose Efren	Gallardo	Efron Boat Cleaning	Yacht Maintenance	331-8902	331-8902
Elizabeth	Barnes	Elizabeth's Boat Detailing	Boat Detailing	698-6443	698-6443
David	Brumit	Gem Equipment Company	Diesel Engine Repair	643-6185	
Kris	Beck	Gencon Development, Inc.	General Repair	692-0040	896-8050
Harvey	Banick	H & M Charters	6 Pack Charter M/Y	637-2663	637-2663
Harry	Arthur	Harry Arthur	Yacht Maintenance	452-0268	452-0268
Bear	Kramer	Hotel CA Yacht Charters	6 Pack Charter	448-5902	448-5902
Jack	Byers	Jack 'N Tool Box, Inc	Yacht Maintenance	564-6960	896-2367
Jahsen	Williamson	Jahsen Williamson Marine Serv	Sail rigging & electrical	324-0632	324-0632
Michael	Jansen	Jansen Marine Services	Marine Engines	962-0232	680-1354
William	Facenda	John Hall Yacht Refinishing	Varnishing & Painting	340-0453	340-0453
John	Pfarr	John Pfarr	Yacht Maintenance	259-6463	259-6463
John	Rushing	John Rushing Canvas Design	Canvas	218-9756	218-9756
Alejandro	Garibay	Lalo's Mobile Detail	Mobile Auto Detail	319-2332	319-2332
Paul	Noury	Le Grand Bleu Yacht Maintena	Boat Maintenance	899-4200	452-7052
Paul	Noury	Le Grande Bleu Charters	6 Pack Motor Charters	899-4200	452-7052
Curtis	Leddy	Leddy Power Systems	Marine Repair & Maintena	877-794-179	953-4400
Vanessa	Manten	Manten Marine Canvas	Canvas	256-0761	256-0761
Steve	Vukas	Marine Services by Steve Vuka	Engine Repair	566-6611	698-9614
Myer	Gensler	MG Steam Cleaning	Yacht Maintanance	689-1081	689-1081
Michael	Brundage	Michael Brundage	Yacht Maintenance	455-4186	455-4186
Jeff	Escola	Miramar Charters & Adventure	6 pack Sailing Charters	204-8664	204-8664
Mario	Juarez	MJ Boat Detailing	Yacht Maintenance	636-2524	636-2524
Jon	Payne	Mobius Rigging	Sail/canvas repair	708-2427	
Victor	Shane	Para Anchors Int'l	Mail Order Sea Anchors	800-350-707	708-7422
Patricia	Zaffuto	PKZ Yacht Services	Yacht Maintenance	450-4098	450-4098

FIRST NAME	LAST NAME	BUSINESS NAME	TYPE OF BUSINESS	PHONE	CELL PHONE
Robert	Ward	Quinn Power Systems	Diesel engine repair	485-2171	857-6302
Robert	Craven	RAC Yacht Management	Yacht Maintenance	689-9864	689-9864
Robert	McGuire	Robert McGuire Maintenance	Yacht Maintenance	448-9304	
Rick	Sanchez	Salty Dog Dive Service	Dive Service	962-9009	637-4219
Michael	Cohen	SB Adventure Company	Kayak Excursions	884-9283	452-8871
Mike	Park	SB News-Press	Newspaper Delivery	681-5911	331-6143
Ronald	Fairbanks	SB Ocean Sports	6 Pack Diving Charters	805-588-748	736-3186
Duane	Landis	SB Sea Charters & Yacht Svcs.-	6 Pack Fishing Charters	448-2900	448-2900
James	Klein	SB Sea Charters-JK	6 pack Fishing Charters	896-0541	957-1125
Tony	Vultaggio	SB Sport Fishing Charters	6 pack Fishing Charter	637-3425	637-3425
Shawn	Hughes	Scrub A Dub Dive Service	Boat Clean/Dive Service	722-8483	729-7385
Don	Tondro	Sea Spirit Services	Marine Surveyor	966-3534	259-9790
Jamie	Deardorff	Silver Star Yacht Services	Yacht Maintenance	448-9440	
James	Werner	South Coast Fumigators	Fumigation	965-6354	689-2514
Eric	Peterson	Specialty Marine Inc	Outboard engine repair	984-6538	448-6357
William	Paxson	W.M. Paxson Sailmaker	Sails & Canvas	962-0706	455-7807
Loyrs	Allbrett	Waterworks	Pressure cleaning	884-0215	455-9274
David	Bacon	WaveWalker Charters	6 Pack Fishing/Diving/Tow	964-2046	895-3273
William	Moore	William Moore Painter/Boatwr	Boat Painter/Boat Wright	252-2544	252-2544
James	Wulff	Wulff Yacht Maint.	Yacht Maintenance	705-0757	705-0757

LEASE TENANTS

TENANT NAME	BUSINESS	VESSEL	CONTACT	PHONE
Celebration Cruises 316-9363	Charter and Sunset Cruises	Azure Seas	Fred Hershman	(888)
Sea Landing	Fishing, Diving, Jet Skis Whale watching & cruises	Vision, Truth, Conception Condor Express	Glen Fritzler	(805) 963-3564
Santa Barbara Boat Rentals	Sailboat rentals & charters Whale watching, cruises Skippered & Bareboat charters	Double Dolphin Channel Cat Various boats	Skip Abed Rachel Williams	(805) 962-2826 (805) 898-1015
Santa Barbara Water Taxi	Water Taxi, Sunset cruises	Lil' Toot	Fred Hershman	(818) 316-9363
Sunset Kidd Sail Charters	Sailing charters, whale watching	Sunset Kidd 2	Dennis Longaberger	(805) 962-8222

BAP CHARTERS

BUSINESS NAME	TYPE OF BUSINESS	FIRST NAME	LAST NAME	PHONE	VESSEL NAME
Grand Times Charters - M/V	6 Pack Motor Charters	Paul	Noury	899-4200	Grand Times
H & M Charters – M/V	6 Pack Motor Charters	Harvey	Banick	637-2663	Huna
Hotel CA Yacht Charters, S/V	6 Pack Sailing Charter	Bear	Kramer	448-5902	Hotel California
Ocean Sports – M/V	6 Pack Diving Charters	Ronald	Fairbanks	588-7488	Miss Devin
SB Sport Fishing Charters – M/V	6 Pack Fishing Charters	Tony	Vultaggio	637-3425	Native
SB Sea Charters – M/V (DL)	6 Pack Fishing Charters	Duane	Landis	448-2900	Finaddict
SB Sea Charters – M/V (JK)	6 Pack Fishing Charters	James	Klein	896-0541	Finaddict
Miramar Charters & Adventures –S/V	6 Pack Sailing Charters	Jeff	Escola	204-8664	Ruby
Wave Walker Charters – M/V	6 Pack Fishing/Diving	David	Bacon	964-2046	Wave Walker
Wave Walker Charters - M/V	6 Pack Fishing/Diving	Tiffany	Vague	895-3273	Wave Walker
SB Adventure Company	Kayak Excursions/Tours	Michael	Cohen	884-9283	
Captain Jack's Tours	Kayak Tours	Mark	Hicks	564-1819	