

CITY OF SANTA BARBARA WATERFRONT DEPARTMENT

MEMORANDUM

Date: January 19, 2017
To: Harbor Commission
From: Scott Riedman, Waterfront Director
Subject: **Business Services Report**

LEASING ACTIVITY

The amount of leasing activity in the Waterfront and on Stearns Wharf, including new leases or amendments, fluctuates on an annual basis. The majority of the existing lessees choose to renew their leases, resulting in very low tenant turnover in the Waterfront.

The following 14 agreements were negotiated and executed in 2016:

- Chandlery on the Breakwater, Inc.: Five-year lease with two, five-year options
- Ocean Aire Electronics: Five-year lease
- Harbor Mail Center: Two-year lease
- Blue Water Hunter: Five-year lease
- Shoreline Beach Café: Lease assignment
- Char West: Five-year lease with one, five-year option
- Great Pacific Ice Cream Company: Five-year lease with one, five-year option
- Madame Rosinka: Five-year lease
- Old Wharf Trading Company: Five-year lease with one, five-year option
- Epic Cruises: Five-year license agreement
- Mother Stearns Candy: Five-year lease with one, five-year option
- Nature's Own: Five-year lease with one, five-year option
- Deep Blue Sea: Five-year lease with one, five-year option
- Santa Barbara Fish Market Office Lease: Five-year lease

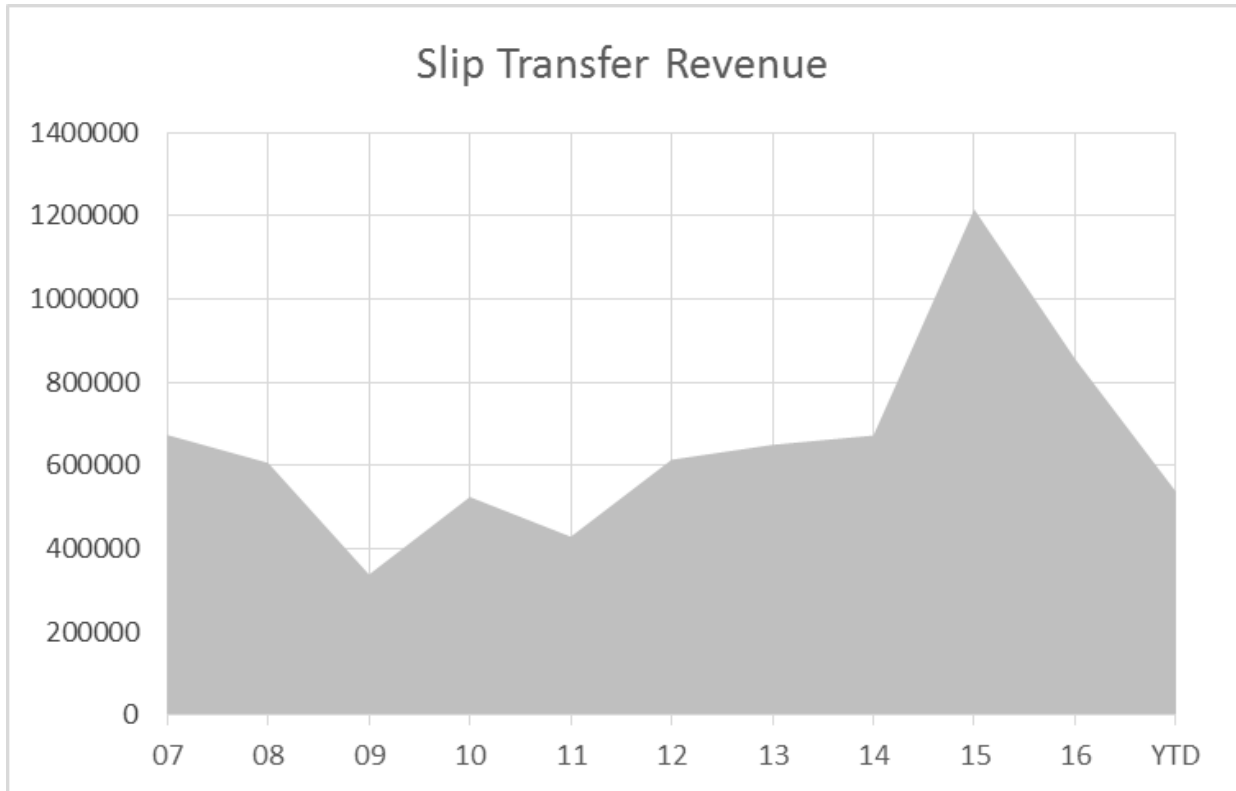
Calendar Year 2017 includes 6 lease agreements for negotiation/ execution and one use agreement.

The 2017 leases are as follows:

- Santa Barbara Fish Market Retail Space
- Sea Center Offices
- Harbor Market
- Pyzel Marine Survey Office
- UCSB Sailing Facility
- Harbor Marine Works
- Santa Barbara Shellfish Company

MID-YEAR REPORT ON SLIP TRANSFER ACTIVITY

Slip transfer fees are difficult to budget year-over-year as they have a tendency to vary greatly on an annual basis. In Fiscal Year 2015, slip transfer revenues reached \$1,215,900, a record, which was an 80% increase over Fiscal Year 2014. The chart below shows a decade of slip transfer revenue data and current year-to-date (YTD) as of December 31, 2016:



Through 50% of Fiscal Year 2017 the Department has seen a total of 37 transfers totaling \$537,075. Below is a breakdown of the major slip length categories and the number of transfers in those categories.

Slip Length Category	# of Slips Transferred
20 foot	6
25 foot	6
28 foot	3
30 foot	3
35 foot	9
40 foot	4
50 foot	4
90 foot	1
100+ foot	1
Total	37

If slip transfer activity continues at its current pace the Department will exceed budget expectations.

Prepared By: Brian Bosse, Waterfront Business Manager