

**Bayshore Gardens Park & Recreation District**  
**Marina Committee Meeting Minutes**  
**May 11, 2021 @ 7:00PM**

The meeting was called to order at 7 pm by Chair Morris Raymer

Committee members present: Adam Hange, Jenny Smetters, Morris Raymer, John Woodruff

Others present: Len Alessi, Seamus Leonard, Suzanna Young, Holly Clouse, Terry Zimmerly, Robert Hindle.

**1.) Marina Rate increase**

Discussion: Terry explained past income verses expenses and capital outlay improvements over a 13-year span resulted in a deficit of \$(896,133.28). (See attachment from Terry on #'s). That said, remaining \$55,000 revenue per year over a 25-year period would equate to \$1,375,000 leaving net income of \$478,866.72 based on past history, taking into account capital outlay lifespan at 25 years.

Jenny Smetters mentioned based on board meetings, that board members always mentioned the marina was self-sustained. Income from the marina helped to pay for other areas within the district. Members and marina tenants discussed the findings based on a different set of numbers Terry provided. Adam Hange explained the pool was a big expense and yet this is the one area that revenue is not sought for increase in expenses. No charge for pool guests. According to the charter it is resident & guest.

Morris mentioned 50 cents per vessel foot across the board increase with no supporting documentation. Jenny Smetters said in reply to this that on an average 30' vessel, this would equate to \$15.00 per month, per vessel increase which seems extreme. Morris said resident will not vote in favor of anything more than \$10.00 increase per year annually on homeowner assessment fees. Jenny replied that then why should marina residents be okay with this high of an increase based on the proposed numbers increase.

Looking at past expenses to revenue we are positive based on a 25-year capital outlay projection at \$478,866.72. Jenny Smetters mentioned to committee they should look at future expenses and revenue stream to project a marina budget. Just like board members look to future revenue and expenses for the other areas within Bayshore, so should the marina P&L. Not sure why 13 years was the number to look at past financial history, but nonetheless, we need to look at future projections, not past. The marina is renovated, full and with a wait list. Slips need to be divided on what the total income is projected per resident slip. If the residents were to completely occupy the marina, what would the total revenue stream be? If it were to be a percentage divided between residents and non-residents what would that projected income be? Other suggestions to create a base line revenue stream:

- Need to find out slip length or boat length whichever is greater.
- Create a marina map with slip lengths or boat lengths to organize revenue chart/stream.
- Slips lengths assigned a value-minimum charge. Exceptions perhaps would be if you have a 30' slip and resident has a 20' boat, they should only pay for 20'.

Further suggestions:

- Non-residents to make up difference in shortfalls.
- Different cost increase for resident's verses non- residents.
- No increase as the marina is a not-for-profit entity run by a government facility-Bayshore Gardens. We are not commercial.
- John and Suzanna want to change contracts back to 6 months.
- Increase marina rates to mimic proposed homeowner increase of \$10.00 per year. Would equate to 3 cents per foot increase across the board.

John Woodruff also mentioned the following: Marina residents who want to maintain the marina need to pay the significant cost of the marina. Residents who are not marina residents do not want to fund the marina. Non-resident slip holders should push for rates to be raised to avoid residents from wanting to rent the slips. Along that note, Seamus brought to light that this will force residents out of the marina if marina rates are increased so high, residents can't afford to keep their vessel in the marina. The word is: Gentrification, meaning people of greater means push residents out of the marina because they have the disposable income to afford the slip.

Questions in need of further exploration after future proposed budget numbers are researched and brought forth to marina committee members:

1. Raise non-resident slip rates only.
2. Separate per foot slip charges for resident verses non-resident slips holders.
3. No raise in marina rates.

Other suggestions:

Decrease services to pool if usage fee for pool is not approved. If assessment rate is not voted in favor, suspend pool services.

Increase income by charging pool usage fees.

Allow non-residents to use the boat ramp. A portion of the ball field could be converted to ramp parking for non-resident ramp users.

## **2.) Boat launch dock extension:**

Morris is pricing out from Mariner and Duncan to extend the launch ramp. He would like to extend based on increased activity and need for dockage launch space on the weekends. Members urged Morris to research extension as this may interfere with channel access. Additionally, cutting mangroves to extend the dock may cause DEP issues. Special permits may be needed for all if allowed.

Next meeting: No voting, consensus or decisions made. Marina budget future projections to be discussed at next marina committee meeting.

Meeting adjourned at 8:30pm.

Income next 20 years  $\approx$  1,550,000

Cost of Marina 20 years  $\approx$  1,100,000

Dredging every 6 years  $\approx$  1,500,000

Property Taxes	4800	year
Dockmaster Wages	9600	year
Maintenance	15,000	year
Office	5280	year
Accounting	1000	year
Electric	2400	year
Water	1200	year
Portia Patrol	6000	year
Dockmaster Phone	360	year
Dockmaster Slip	2400	year
Channel Markers	3000	year
Trim Trees	4000	year
Seawalls Repair	3000	year
Shells	2000	year
Water Testing	600	year
Repair Gate	1000	year
Security Camera	2000	year

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63,640 -

Maurina

Income For the last 13 years 1,118,866.72

Normal Expenses 40,000 to 80,000 per year

Average 60,000 x 13 years + 780,000

Sea Wall 3009-10 year Cost + 135,000  
915,000

Cost of Maurina & Dredging Estimate + 1,100,000  
Total Expenses 2,015,000.00

Deduct income - 1,118,866.72  
(896,133.28)

Projected income 120,000 per year x 10 years 1,200,000.00  
65,000 Expenses x 10 years - 650,000.00  
550,000.00

120,000 per year - 65,000 Expenses

Left 55,000  
x 25 YEARS  
(= 1,375,000)

35,000 toward 9%, 133.24  
20,000 toward 20 year replacement

478,866.72

~~11~~ 000

35, X 20 years 700,000.00  
toward 896,133.28

~~10~~

20,000 X 20 years 400,000.00

Left for dredging & replacement  
of locks, which will cost  
double 2,200,000.