



City of
Peterborough

To: **Members of the General Committee**

From: **Allan Seabrooke, Commissioner of Community Services**

Meeting Date: **May 7, 2018**

Subject: **Report CSRS18-005
Marina Mooring Fees and Types**

Purpose

A report to respond to a request from Council on the rationale for dedicating a high percentage of slips to seasonal boaters, and on the existing Marina mooring fee structure.

Recommendations

That Council approve the recommendations outlined in Report CSRS18-005 dated May 7, 2018, of the Commissioner of Community Services, as follows:

- a) That report CSRS18-005 be received for information;
- b) That a 10% increase to all mooring fees be included in the 2019 Draft Budget;
and
- c) That up to 70 slips be allocated to seasonal boaters, annually.

Budget and Financial Implications

If the recommendations of this report are approved, the estimated annual increase in mooring revenue will be approximately \$12,770, based on 2017 actuals.

In 2017, the over-all Marina revenue from all sources was \$317,393. The portion of the over-all revenue generated from mooring fees was \$127,700 in combined seasonal and

transient mooring revenue. Seasonal mooring revenue was \$79,174, representing 62% of the total mooring revenue stream.

Background

During the 2018 budget deliberations, Council requested that Staff prepare a report on the rationale for:

- Dedicating the majority of marina dock slips to seasonal boaters; and
- The recommended dockage fee structure, in comparison to other municipally operated marinas in the area.

Seasonal vs. Transient Occupancy

The Peterborough Marina is equipped with 95 slips. Currently, 61% (58 slips) are dedicated to seasonal boaters. The demand for seasonal slips is high, as evidenced by more than 50 seasonal boaters on the current seasonal boater waiting list. All but one of the 2017 seasonal boaters have expressed interest in returning for the 2018 season. In keeping with Objective 3.20 of the City's Vision 2025 document, Staff annually monitors market demand and adjusts service levels and types accordingly.

The Marina received 602 transient boaters in 2017, representing 1,109 nights of occupancy. There were 401 transient boaters from Ontario, 32 from other provinces, and 169 from the USA. The 37 slips allocated to transient boaters were sufficient to accommodate all transient boaters, without turning any away. To accommodate additional transient traffic on Canada Day, transient vessels were moored along the Marina wall, the north side of E-dock, and within seasonal slips vacated by seasonal boaters for the holiday.

The City's ten-year Capital forecast identifies a detailed design process for Del Crary Park and the Peterborough Marina to be undertaken in 2019. The need for additional docks will be addressed as part of that project, with further consideration given to the percentage allocation of seasonal slips. Given the consistently high numbers on the waiting list for seasonal slips, dock expansion of up to 50 additional slips could be met with immediate seasonal occupancy.

The industry is trending toward an increasing demand for seasonal slips. There have been a number of studies conducted by various Ontario municipalities over the past 5 years that evidence this trend, including the following examples:

- Mississauga conducted a study on Recreational boating in 2015. The final report recommended they create an additional 600 seasonal slips by 2025.

- Halton Region conducted a Recreational Boating Feasibility and Capacity Study in 2012. The study identified that there were 1,400 occupied seasonal slips at the time. The need is expected to increase to 4,530 by 2023.
- Cobourg conducted an Economic Justification Study in 2013, which identified that existing seasonal boater demand warranted increasing seasonal slips, from 141 to 257.
- Port Hope Marina business plan from 2013 identified a need to create 150 seasonal slips in Port Hope and 185 in Oshawa by 2019.
- The Niagara Parks Marina Public Consultation report of 2014 identified a need to expand the 135 slip Marina to 250 slips, immediately providing 150 - 200 seasonal slips. The report recommended allocating only 15 - 20% of total slips to transient boaters.

Staff's research has evidenced that there is currently a high boater demand for seasonal slips across the province, which is continuing to trend upward. This broad trend is also reflective of the local experience. Staff recommends that up to 70 slips be allocated to seasonal boaters annually. This will not have an impact on transient boaters looking for accommodations.

Mooring Fee Comparison

Staff has researched the 2018 seasonal and transient mooring rates for serviced slips at the three closest municipally operated marinas along the Trent Severn Waterway (TSW), and four larger Marinas located on other water systems within the province. The details are identified in charts 1 & 2 below.

Chart 1 compares Peterborough's rates to similar size marinas operating in close proximity to Peterborough, on the TSW system. Chart 2 is provided to offer a point of reference on the rates for larger marinas operating elsewhere in the province. Those marina operations are not similar to the Peterborough Marina. The identified fees do not include the HST.

Chart 1: Local Municipally Operated Marina Mooring Rate Comparison

Marina	30 Amp/Foot				50 Amp or 2 X 30 Amp/Foot			
	Daily	Weekly	Monthly	Seasonal	Daily	Weekly	Monthly	Seasonal
Peterborough	\$1.90	\$8.95	\$20.00	\$45.75	\$2.85	\$10.25	\$25.50	\$59.00
Lakefield	\$1.80	\$7.60	\$17.45	\$44.85	\$2.45	\$8.70	\$25.00	\$52.00
Hastings	\$1.80	N/A	N/A	\$41.80	\$2.40	N/A	N/A	\$51.80
Trenton	\$1.70	\$8.90	\$26.50	\$50.20	\$1.90	\$9.30	\$27.60	\$51.90

Example 1: A weekly rental amount for a 35 foot vessel leasing a 50 amp transient slip in Peterborough is \$358.75, compared to Lakefield's fee of \$304.50.

Example 2: A seasonal rental amount for a 35 foot vessel leasing a 50 amp seasonal slip in Peterborough is \$2,065.00, compared to Lakefield's fee of \$1,820.00.

In Chart 1, the Peterborough Marina mooring fees are higher than the other marinas in all categories, with exception of Trenton's monthly and seasonal rates for 30 amp slips, and the monthly rate for the 50 amp slips. Staff views the Peterborough Marina mooring rates to be comparable to the other marinas in all categories, with the exception of seasonal rates for 50 amp serviced slips, where Peterborough's rate is \$7.00 per foot greater than the closest comparator. The consistently large number of boaters on the seasonal slip waiting list indicates the market is positioned to support an increase in mooring fees. Staff is recommending that the 2019 budget include a 10% increase in all existing mooring rates.

The current \$13.25 per foot variance between the 30 amp and 50 seasonal rates for Peterborough is due to the amount of power drawn by the larger vessels that require a 50 amp service. Generally, those vessels are equipped with air conditioners, additional refrigerators, freezers, TV's, showers, etc., drawing considerably more electricity than vessels mooring at slips with 30 amp service.

Chart 2: Mooring Rates Comparisons of Larger Marina Operations

Marina	30 Amp/Foot					50 Amp or 2 X 30 Amp/Foot			
	Daily	Weekly	Monthly	Seasonal		Daily	Weekly	Monthly	Seasonal
Mississauga Lakefront Promenade	\$1.54	\$9.23	\$19.04	\$69.84		N/A	N/A	N/A	N/A
Niagara Parks Marina (seasonal only)	N/A	N/A	N/A	\$51.00		N/A	N/A	N/A	N/A
Halton-Bronte Outer Harbour	\$1.60	\$9.80	\$33.60	\$75.00		\$1.60	\$9.80	\$33.60	\$75.00
Cobourg	\$1.80	\$10.80	\$36.00	\$62.00		\$1.80	\$10.80	\$36.00	\$62.00

Summary

There is significant evidence that demonstrates an increasing demand by boaters to occupy seasonal slips at marinas across the province. Locally, the Peterborough Marina allocates approximately 61% of its slips to seasonal boaters, maintaining a seasonal slip waiting list of 50 plus boaters. A comparison of Peterborough's mooring fee rates to those of similar municipally operated marinas along the TSW demonstrates that Peterborough's rates are comparable, while higher in most price categories. The ongoing high demand for seasonal slips indicates the market is positioned to support an increase in mooring rates, and a higher allocation of seasonal slips at the Peterborough

Marina to maximize utilization of available slips without having an impact on the slips for transient boaters.

Submitted by,

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