### Port of Port Townsend

# Maintenance & Capital Projects

Chris Sparks, Operations Manager

Matt Klontz, Capital Projects/Port Engineer



### WHAT WE MAINTAIN....



Boat Haven, Point Hudson, Airport, Quilcene, Port Hadlock, Mats Mats, Gardiner, City Dock, Union Wharf, Shore Beaches

| 54 buildings located  | at 4 different locations   | \$18,000,000 (insured valuation)              |
|-----------------------|--|---|
| 3 miles of floating d | ock at 5 different locations                                       | \$12,000,000 (material replace cost)          |
| Above-water Piers (   | City Dock, Union Wharf, Marinas)                                   | \$4,000,000 (replacement value)               |
| Utilities             | (Power, Water, Sewer, Storm, Ca                                    | ble TV, Airport)                              |
| General Surfacing     | (pavement, chip seal, gravel, gr<br>shoreline, jetties, marina dre | rass, concrete, vegetation control,<br>dging) |



# **CURRENT MAINTENANCE STAFF**

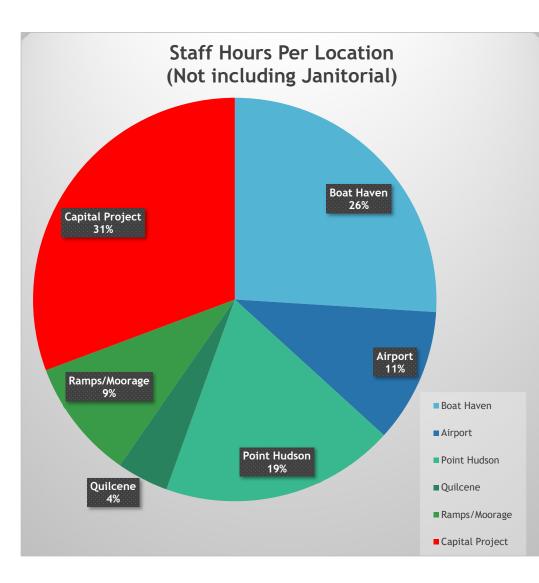
Current Staffing Level in Maintenance - Chris Sparks Operations Manager

- > (1)Maintenance Lead/Carpenter (Dave)
- > (2)Tech 2-Specialist-Mechanic/Travel Lift/Electrician (Marty/Justin)
- > (4)Tech 2-Equipment Operator, General Maintenance (Charlie, John, Laura, Nathan)
- > (2)Custodian- (Richard, Ty)

With staffing levels we have

- > 2 FTE Mechanic/Electrical
- 2 FTE Custodians
- 5 FTE Maintenance Tech II (out of those 5 FTE/ 2 FTE hours were dedicated to Capital Projects)

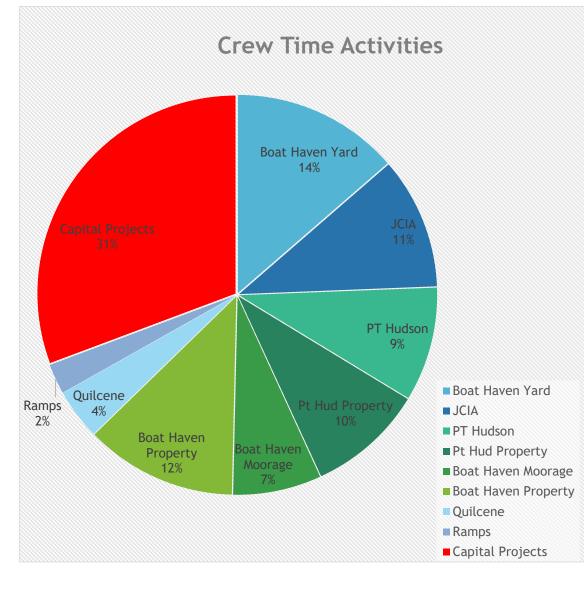
With Current Staffing levels we are at capacity for Capital Projects. That affords us roughly 3700 hours of Capital Projects. In 2021 those 3700 were allotted to buildings both at Boat Haven and at Pt Hudson with only 153 hrs going to a dock repair. If we added another 3700 hrs or 2 FTE the Moorage/Docks would be receiving the same amount of capital resources (cash/staff) New Storm Water System needs currently unknown.



#### WHERE DO WE WORK MOST?

Our timesheet records show that in 2021 we logged 12,863 hours of work (not counting janitorial). Of those, 3700 hours were put into Capital Projects. 1500 hours Planned





#### WHAT ARE WE WORKING ON?

| General Maintenance Hours |      |   |
|---------------------------|------|---|
| Boat Haven Yard           | 1626 |   |
| JCIA                      | 1280 |   |
| PT Hudson                 | 1110 |   |
| Pt Hud Property           | 1128 |   |
| Boat Haven Moorage        | 860  |   |
| Boat Haven Property       | 1474 |   |
| Quilcene                  | 492  |   |
| Ramps                     | 292  |   |
| Capital Projects          | 3700 | D |

#### Smart Sheets Work Tracking Software

#### 2018 - 457 service requests 2019 - 426 service requests 2020 - 216 service requests 2021 - 183 service requests

#### Reduction in call outs 2021 due to...... 1) COVID reduced use

- 2) Performing more permanent repairs
- 3) Staff calling cell phones/not logging

| 1399 | MR1431 | 01/08/21 |          | Ctauls@portotpt.com 3t  | Point Hudson Marina     | Requesting installation of a weather station at Point Hudsor    |          |          |
|------|--------|----------|----------|-------------------------|-------------------------|---|----------|----------|
| 400  | MR1432 | 01/11/21 | 01/11/21 | Quilcene -360-765-3131  | Quilcene Marina         | Reported by Quilcene customer that there was no hot wate        |          | 01/11/21 |
| 401  | MR1433 | 01/11/21 | 01/12/21 | michelle@portofpt.com   | Quilcene Marina         | NEED SIGNAGE AT RAMP CHANGED TO REFLECT THE                     | 01/13/21 | 01/13/21 |
| 402  | MR1434 | 01/12/21 |          | maint                   | Quilcene Marina         | install new lever handle and dead bolt on office and utility de |          | 01/12/21 |
| 403  | MR1435 | 01/14/21 |          | Cfauls@portofpt.com 36  | Point Hudson Marina     | Cable out at 335 customer complaint                             |          | 01/14/21 |
| 104  | MR1436 | 01/14/21 |          | Cfauls@portofpt.com 36  | Point Hudson Marina     | Customer in 331 reported the power was out at his site so I     |          | 01/14/21 |
| 405  | MR1437 | 01/19/21 | 01/19/21 | BOAT HAVEN MOORA        | Boat Haven Marina       | REPORT BY MOORAGE TENANT THAT THERE ARE SEV                     |          | 01/21/21 |
| 106  | MR1438 | 01/29/21 | 01/29/21 | kristian@portofpt.com   | Boat Haven Marina       | Linear dock at hash 55 pedestal 19/20, vessel destiny ran i     |          | 02/01/21 |
| 107  | MR1439 | 02/16/21 |          | 360-316-4270            | Other                   | CUSTOMER IN YARD HAS REPORTED THAT BREAKER                      | 02/17/21 | 02/17/21 |
| 108  | MR1440 | 02/16/21 | 02/16/21 | michelle@portofpt.com   | Point Hudson Marina     | Door latch not working on washing machine                       | 02/26/21 | 02/26/21 |
| 09   | MR1441 | 02/19/21 | 02/22/21 | michelle@portofpt.com   | Point Hudson Properties | New urinal installed in Shanghai Bathroom is spraying wate      | 02/23/21 | 02/23/21 |
| 410  | MR1442 | 02/22/21 | 02/23/21 | michelle@portofpt.com   | Quilcene Marina         | Need to replace 2 fluorescent lights in the men's room          |          | 02/25/21 |
| 411  | MR1443 | 02/26/21 | 03/01/21 | michelle@portofpt.com   | Quilcene Marina         | power pedestal @ #22 not putting any power out and need         |          | 03/02/21 |
| 112  | MR1444 | 03/01/21 | 03/01/21 | kristian@portofpt.com   | Boat Haven Marina       | Yard Space 212, vessel 'Mi Vita' reported that the breaker w    |          | 03/01/21 |
| \$13 | MR1445 | 03/01/21 | 03/01/21 | jennifer@portofpt.com   | Point Hudson Marina     | Slip 5 - power pedestal at 5A - guest is complaining about (    |          | 03/01/21 |
| 114  | MR1446 | 03/02/21 | 03/02/21 | LITTLEFIELD - VESSEI    | Boat Haven Yard         | No consistent power in work yard; customer reports that the     |          | 03/02/21 |
| 415  | MR1447 | 03/02/21 | 03/02/21 | TENANT @ VESSEL B       | Other                   | Customer reported that there is power issues- loosing powe      |          | 03/02/21 |
| 416  | MR1448 | 03/02/21 | 03/02/21 | jennifer@portofpt.com   | Boat Haven Marina       | B dock un front of power pedestal at 128/129 board in loose     | 03/04/21 | 03/04/21 |
| 417  | MR1449 | 03/03/21 | 03/04/21 | michelle@portofpt.com   | Quilcene Properties     | Need to order a case of jumbo toilet paper. Brand is pacific    |          | 03/05/21 |
| 418  | MR1450 | 03/10/21 | 03/10/21 | MOORAGE OFFICE          | Boat Haven Marina       | REC'D CALL FROM TENANT; REPORTS THAT FAWCETT                    |          | 03/12/21 |
| 419  | MR1451 | 03/12/21 | 03/12/21 | Kelsey Seiler - moorage | Boat Haven Properties   | Yard space Y-430 (Vessel Dulcinea) advising there is a grou     |          | 03/12/21 |
| 100  | MD1452 | 03/12/21 | 03/12/21 | kalcov@partofat.com     | Root Havon Marina       | received report that man's room door at restroom is malfung     |          | 03/12/21 |

# TO BE ABLE TO PERFORM MORE CAPITAL IMPROVEMENT/RESTORATION PROJECTS.



With current staffing level we estimated 1,500 Labor Hours available for Capital Projects. In reality we were able to afford 3700 or 2 FTE. The reason for this is two fold.

- 1. Better maintenance repairs being done (no duct tape/bailing wire); properly repair and/or replace.
- 2. Identifying issues through preventive maintenance.

In 2021 we started or completed at the current staffing level:

- 1. Restore Sperry Building 3 Boat Haven (Sunrise Coffee)
- 2. Restore Sperry Building 2 Boat Haven (Pt. Brewery)
- 3. Pavilion Building Remodel Point Hudson
- 4. Offices across from Moorage office- Point Hudson
- 5. Skookum Building Remodel Boat Haven Building
- 6. Started Moorage Office Remodel- Boat Haven
- 7. New Day Dock repair- Boat Haven Commercial Basin
- 8. Preventative coating on Tailspin Tommy's roof (FEMA Funded)
- 9. Repair on City Dock (FEMA Funded)

# Projects for 2022

- 1. Finish Pavilion Building (outside repaint, deck and railing upgrade, soffit in deck area)
- 2. Finish and move new Yard/Moorage office
- 3. Rehab Peter's Marine Building
- 4. Rehab Dave's Mobile Welding Building
- 5. Move Building for Airport Terminal
- 6. Quilcene Landscape improvements
- 7. Pt Hudson Redo Utilities on the Rv loop coordinate with PUD for power undergrounding and upgrading to 50AMP, New Water lines, New cable lines, New side sewer services, New Landscaping)

# CURRENT VEHICLE LIST

| Number | Year | Make     | Model         | Description       | Mileage    |
|--------|------|----------|---------------|-------------------|------------|
| 1      | 1997 | Chev     | 3/4 Ton       | Flatbed(Yard)     | 15505      |
| 5      | 1986 | Toyota   | 1 Ton         | Flatbed(Yard)     | 15423      |
| 18     | 1997 | Dodge    | Ram2500       | Utility           | 25570      |
| 20     | 1990 | Ford     | Ranger        | Janitoral         | 13924      |
| 22     | 1993 | Ford     | F700          | Dump Truck        | 9265       |
| 28     | 1985 | Toyota   | Truck         | Truck             | 21586      |
| 29     | 2000 | Isuzu    | 1 Ton Flatbed | Truck(Yard)       | 17369      |
| 32     | 1986 | Toyota   | 1 Ton Flatbed | Truck(Yard)       | 21130      |
| 33     | 2003 | Chev     | 1/2 Ton       | Truck             | 19131      |
| 34     | 2000 | Ford     | Ranger        | Truck(Security)   | 11888      |
| 35     | 1999 | Chev     | Water Truck   |                   | No Mileage |
| 36     | 1988 | Chev     | 4x4           | Truck             | 21397      |
| 37     | 1999 | Ford     | Ranger        | Truck             | 16686      |
| 41     | 1999 | Chev     | Van           | Van               | 12853      |
| 42     | 2000 | GMC      | Sierra        | Dump Truck (Yard) | 5608       |
| 43     | 1984 | Ford     | 800           | Vac Truck         | 22824      |
| 44     | 2017 | GMC      | Sierra        | Truck             | 1656       |
| 45     | 2017 | GMC      | Sierra        | Truck             | 1908       |
| 46     | 1992 | Chev     | 3/4 Ton       | Truck(Yard)       | 17694      |
|        |      | Genie    | 4x4           | Manlift           |            |
|        |      | Grader   |               | Yard Grader       |            |
|        |      | Case     |               | Backhoe           |            |
|        |      | Forklift |               |                   |            |
|        |      | Forklift |               |                   |            |



- We received 3 new Dodge Ram 4x4 trucks in 2021
- We ordered a new Forklift in Feb of
  2021 should be here by EOM
- We received 2 John Deere Gators for yard staff (recommend 2 more with Cabs for winter (\$25k)
- Future Needs
- 1. 2 Gators with Cabs for winter
- 2. 3 Trucks
- 3. 3 Vans

# Additional Questions...

Summary Recommendations:

- Maintenance staff did twice amount of Capital Restoration work than was estimated. List is still daunting. Recommend additional staff to start a dock repair program. (In process of building a 5 YR Maintenance Plan
- 2. 2 Gators with cabs for winter
- 3. Maintenance is tapped out with current staffing. With more capital and more staff we can accomplish more

Chris Sparks - Operations Manager Matt Klontz - Capital Project/Port Engineer



#### BUILDINGS WE OWN...INSURED VALUE EST. \$18,000,000

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|----|------------------|--------------|-------------------------------------|--|----------|------------------|------------|--------------------|------------|
| 1  |                  |              | Schooner Martha Workshop            | Jackron Street, Port Tourrend WA 98368     |          |                  |            |                    |            |
| 2  |                  |              | J&S Building, \$13                  | 810 Hainer PI, Part Toursend WA 98368      |          |                  |            |                    |            |
| 3  | 100 318-45       | 06/11/2010   | Maintonanco Annox/Archivo Bldg \$35 | 6078th St, Part Tourrand, WA 98368         | 5,000.00 | 154,792          | 0          | 0                  | 15         |
| 4  | 100 318-55       | 09/01/2006   | Maintonanco Shap \$14               | 607 8th St, Part Tourrand, WA 98368        | 5,000.00 | 356,521          | 111,682    | 0                  | 46         |
| 5  | 600 318-43       |              | Duplex                              | 430 Hudron St, Port Tourrond, WA 98368     | 5,000.00 | 430,976          | 0          | 0                  | 43         |
| 6  | 500 318-22       | 06/22/2009   | Johnson Warren Bidg                 | 419 Hainer PI, Part Tourrend, WA 98368     | 5,000.00 | 619,477          | 0          | 0                  | 619        |
| 7  | 600 318-73       |              | Commanders Houre                    | 400 Hudron St, Port Tourrond, WA 98368     | 5,000.00 | 313,199          | 0          | 0                  | 313        |
|    | 750 318-49       |              | Cupala Hawre                        | 380 Jefferran St, Part Tourrend, WA 98368  | 5,000.00 | 364,521          |            | 0                  | 364        |
| 4  | 600 318-78       | 11/01/2013   | Harpital Bldg -WA Firh & Wildlife   | 375 Hudron St, Port Tourrend, WA 98368     | 5,000.00 | 2,227,471        |            | 0                  | 2,227      |
| 10 | 400 318-50       | 09/01/2006   | Administrative Office \$32          | 333 Bonodict St, Part Taurrond, WA 98368   | 5,000.00 | 197,394          | 10,064     | 0                  | 207        |
| 11 | 202 318-5        | 09/01/2008   | Sporry Building \$2                 | 330 10th St, Part Tourrend, WA 98368       | 5,000.00 | 189,467          | 0,004      | 0                  | 189        |
|    |                  | 0970172008   |                                     |  |          |                  | 0          | 0                  |            |
| 12 | 300 318-77       |              | Hangar #1(C)                        | 325 Airport Rd, Port Tourrond, WA 98368    | 5,000.00 | 205,455          |            |                    | 205        |
| 13 | 300 318-76       |              | Hangar\$2(D)                        | 325 Airport Rd, Port Toursend, WA 98368    | 5,000.00 | 205,455          | 0          | 0                  | 205        |
| 14 | 205 318-6        | 09/01/2008   | Sporry Building \$5                 | 325 10th St, Part Tourrand, WA 98368       | 5,000.00 | 189,467          | 0          |                    | 189        |
| 15 | 300 318-54       |              | Maintonanco Hangar                  | 320 Airport Rd, Port Toursend, WA 98368    | 5,000.00 | 679,697          | 0          | 0                  | 679        |
| 16 | 700 318-72       | 09/01/2005   | Sail Loft Building                  | 315 Jackron St, Port Tourrand, WA 98368    | 5,000.00 | 1,002,364        | 0          | 0                  | 1,002      |
| 17 | 500 318-9        | 09/01/2008   | Sporry Building \$6                 | 315 Hainer PI, Part Taunrend, WA 98368     | 5,000.00 | 189,467          | 0          | 0                  | 189        |
| 18 | 500 318-10       | 09/01/2008   | Sporry Building \$11                | 311Hainer PI, Part Taunrend, WA 98368      | 5,000.00 | 284,202          | 0          | 0                  | 284        |
| 19 | 203 318-11       | 09/01/2008   | Sporry Building \$3                 | 308 10th St, Part Tourrend, WA 98368       | 5,000.00 | 189,467          | 0          | 0                  | 189        |
| 20 | 207 318-8        | 09/01/2008   | Sporry Building \$7                 | 307 10th St, Part Tourrend, WA 98368       | 5,000.00 | 189,467          | 0          | 0                  | 189        |
| 21 | 212 318-3        | 09/01/2008   | Sporry Building \$12                | 305 10th St. Part Tourrond, WA 98368       | 5,000.00 | 189,467          | 0          | 0                  | 189        |
| 22 | 204 318-12       | 09/01/2008   | Sporry Building \$4                 | 304 10th St, Part Taunrond, WA 98368       | 5,000.00 | 315,778          | 0          |                    | 315        |
| 23 | 208 318-7        | 09/01/2008   | Sporry Building \$8                 | 30110th St, Port Tourrand, WA 98368        | 5,000.00 | 252,623          | 0          | 0                  | 252        |
| 24 |                  |              | Tailspin Tammy's                    | 300 Airport Rd, Port Townrond, WA 98368    |          |                  |            |                    |            |
| 25 | 1,000 318-41     | 06/08/2005   | Wort-End Rostroom \$15              | 2950 Warhington St, Port Tourrond, WA 9831 | 5,000.00 | 59,400           | 0          | 0                  | 59         |
| 26 | 1,000 318-29     | 09/01/2005   | Ship Warhdown Bldg \$16             | 2900 Warhington St, Port Townrond, WA 9831 |          | 33,393           | 14,849     | ő                  | 48         |
| 27 | 1,000 318-67     | 09/01/2006   | Skookum Building \$23               | 2900 Warhington St. Part Tourrend, WA 9831 |          | 1,315,963        | 0          | 0                  | 1,315      |
| 28 | 1000 210-01      | 0710112000   | Maderate Rick Warte facility #19    | 282 10th St, Part Taunrond, WA 98368       | 3,000.00 | 1,515,965        |            |                    | 1,515      |
|    | 4 444 344 43     |              |                                     |  |          |                  | 0          | 0                  |            |
| 29 | 1,000 318-47     |              | Chineek Building \$24               | 2800 Warhington St, Port Tourrend, WA 9831 |          | 575,732          | -          |                    | 575        |
| 30 | 1,000 318-30     | 09/01/2008   | Warhdown Building #25               | 2790 Warhington St, Port Tourrend, WA 9831 |          | 37,894           | 29,702     | 0                  | 67         |
| 31 | 1,000 318-51     | 09/01/2009   | Yard Office #26                     | 2790 Warhington St, Port Tourvend, WA 9831 |          | 92,921           | 31,504     | 0                  | 124        |
| 32 | 1,000 318-20-005 |              | PTBH Prop Adjacent to Bldg #21      | 2701 Jofferzan Street                      | 1,000.00 | 319,103          | 0          | 0                  | 319        |
| 33 | 1,000 318-20-004 |              | PTBH Prop Bldg #21                  | 2701 Jofferran Street                      | 1,000.00 | 134,359          | 0          | 0                  | 134        |
| 34 | 1,000 318-20-003 | 04/29/2020   | PTBHProp Bldg \$22                  | 2701 Jofferran Street                      | 1,000.00 | 92,372           | 0          | 0                  | 92         |
| 35 | 1,000 318-20-006 | 04/29/2020   | Work Yard Adjacont to Bldg \$23     | 2701 Jofferran Street                      | 1,000.00 | 109,167          | 0          | 0                  | 109        |
| 36 | 0 318-82         | 09/16/2013   | Admin Bldg                          | 2701 Jofferran St, Part Taunrend, WA 98368 | 5,000.00 | 1,225,870        | 254,938    | 0                  | 1,480      |
| 37 | 600 318-42       |              | Rortaurant/Office                   | 265 Hudron St, Port Tourrond, WA 98368     | 5,000.00 | 1,105,574        | 0          | 0                  | 1,105      |
| 38 | 1,000 318-34     |              | Coart Guard Storage #34             | 2601 Warhington St, Port Tourrend, WA 9836 | 5,000.00 | 10,364           | 0          | 0                  | 10         |
| 39 | 1,000 318-46     | 09/01/2012   | Maarago Office \$33                 | 2601 Warhington St, Port Townrond, WA 9836 |          | 172,591          | 5,000      | 0                  | 177        |
| 40 | 1,000 318-40     |              | Rostroom/Loundry Building \$29      | 2601Warhington St. Port Tourrond, WA 9836  |          | 280,793          | 24,505     | 0                  | 305        |
| 41 | 1,000 318-44     | 09/01/2005   | Skookum Mfg Building \$31           | 2601Warhington St. Port Tourrond, WA 9836  |          | 970,522          | 0          | 0                  | 970        |
| 42 | 1,000 318-4      | 09/01/2012   | Dive Shap Building                  | 2410 Warhington St. Port Tourrend, WA 9836 |          | 148,855          | 0          | 0                  | 148        |
| 43 | 700 318-38       | 09/01/2006   | Pugot Sound Exprozz Bldg            | 227 Jackron St, Port Tourrend, WA 98368    | 5,000.00 | 142,609          | 0          | 0                  | 142        |
| 44 | 700 318-33       |              | Storage Building                    | 227 Jackron St, Port Tourrond, WA 98368    | 5,000.00 | 32,898           |            | 0                  | 32         |
|    | 100 310-33       |              |                                     |  | 5,000.00 | 36,098           | 0          |                    | 30         |
| 45 |                  |              | Part Taunzond Aircraft Sorvicez     | 191 Airport Road, Port Tourrend, WA 98368  |          |                  |            |                    |            |
| 46 | 800 318-39       |              | Restraam                            | 1731 Linger Lunger Rd, Quilcene, WA 98376  | 5,000.00 | 167,292          | 6,831      | 0                  | 17         |
| 47 | \$00 318-1       | 12/10/2003   | Court Seafood Bldg 1                | 1601 Linger Langer Rd, Quilcone, WA 98376  | 5,000.00 | 321,909          | 0          | 0                  | 321        |
| 48 | 800 318-2        | 12/10/2003   | Coart Soafood Bldg 2                | 1601 Linger Lunger Rd, Quilcene, WA 98376  | 5,000.00 | 56,334           | 0          | 0                  | 56         |
| 49 | 600 318-35       | 09/01/2009   | Doc'r Rortaurant Building           | 141Hudron St, Port Tourrend, WA 98368      | 5,000.00 | 619,477          | 0          | 0                  | 619        |
| 50 | 600 318-53       | 09/01/2012   | Pavillian                           | 103 Hudron St, Port Tourrend, WA 98368     | 5,000.00 | 357,253          | 0          | 0                  | 351        |
| 51 | 600 318-48       | 09/01/2005   | Pt Hudron Moorage Office            | 103 Hudron St, Port Tourrend, WA 98368     | 5,000.00 | 55,598           | 13,887     | 0                  | 69         |
|    |                  |              |                                     |  |          | \$ 17,184,967.93 |            |                    | \$ 17,687. |

# Port Operations Report (Yard)

Chris Sparks, Operations Manager Matt Klontz, Capital Projects, Port Engineer



### **Current Hoist Operations Staff**

Current Staffing Level in Hoist Operations- Chris Sparks Operations Manager

- Hoist Operations Lead Sean Smith
- Hoist Op III Trevor Manners, Keith Larrabee (on leave)
- > Hoist Op II Connor Cunningham, Tim Nelson
- > Hoist Op I Bertram Wolpin, Cameron Dean
- Laborer Chad Tichgelaar
- When Hoist Operations and Maintenance staff were aligned together we were hoping to be able to share labor across depts. With current schedules full in both depts that is not a possibility at this time.



#### **Current Challenges/Issues Facing Port Operations:**

- 1. Full yard- we are currently operating at 101% capacity. (space and power issues)
- 2. Increasing revenue generation from yard a key priority for long-term financial sustainability
- 3. Negative customer feedback:
  - > We are currently booking out to July. We have boats that are in storage that need to leave.
- 4. Aging facilities/infrastructure:
  - > Acute need to rehabilitate the infrastructure that is the basis of our revenue (Lift replacement, Power upgrades to yard)
- 5. Need to replace aging/worn out equipment (e.g., trucks, forklifts) (we have gotten several new pieces of equipment but need to stay focused and keep replacing)

With both yards being full it is creating a two fold problem.

- 1. Poor customer service
- 2. Power issues through out the yards. (PUD is working very well with us and upgrading as fast as they can, mostly at their cost. They are bringing 480Amp power in on the West, and have upgraded several transformers in the yard. But without clean power it is an issue especially for the bigger boats.



#### **OPPORTUNITIES FOR POSITIVE CHANGES/IMPROVEMENTS:**

- 1. Expanding the yards to the North and West would greatly help. Working with the customers more closely to expedite their projects so vessels will turn over, in turn raising customer service and increasing revenue.
- 2. Derelict/Abandoned Vessels:
  - In 2022 already we have demoed 22 vessels. 17 of those were for DNR which we were paid to demo generating revenue of almost 100k. We need to partner more with DNR to support our joint missions of environmental stewardship.
  - However, we still have several abandoned vessel in the yard wait for the process to obtain custody of the vessel by the Port. It is a long process for 53.08.320, it takes roughly 120 days to complete process. So staying on top of is imperative.

The 300T Travelift was purchased in 1997. It is 25 years old. It is need of some major repairs. We have the lift scheduled to shut down for 3 weeks already in 2022. The parts for those repairs are 50k. Plus 2 staff 3 weeks plus a rep from Kendrick Equipment to help repair and advise. Overall the 300T needs a conservative estimate of around \$300k including labor. (not include loss revenue). With \$300k investment you will still have a 25 year old machine.

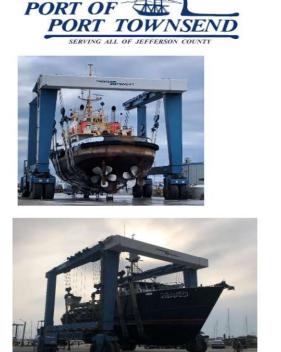
#### **300T Mobile Travelift Replacement Project**

Cost: \$2,065,380 (June 24, 2021: \$1,688,510)

#### 2017 Economic Impacts of the Maritime Trades - Summary of Results









# Areas of Focus for 2022:

- 1. Team spirit we need to cultivate a culture of excellence and a "we're all in this together" mentality, where we always work to help each other out. We have come a long way with joining maintenance and yard staff. We are working cohesively together. But there is always progress to made.
- 2. Developing positive/collaborative relationships with customers, tenants and the public (this would be really helpful with respect to BMP compliance)
- 3. Evaluating and deciding on equipment/infrastructure upgrades that will help us maximize income generating use of limited space at Boat Haven (e.g., tight stack trailer)
- 4. Exploring ways to expand space for blocking vessels at Boat Haven:
  - Exploring the potential for off-site dead storage of vessels
- 5. Marine Trades Growth examine the potential for purpose built new structures to meet the needs of marine trades businesses and add to the range of services offered to customers at Boat Haven