

were on the books and eligible for the 50% off that we had to cancel, have been put on a list to receive the 50% when we re-open again and they can haul out. Yard time in 1st quarter increased by 6% over 1st quarter 2019. This can be partially attributed to 4 long term customer stays. Between those 4 boats alone, they accounted for 7 months of yard time.

- **Environmental Updates -**

- Water Samples: Samples taken in January 2020 passed. Zinc passed with 75ug/l and copper passes with 16ug/l. Both under the outlined benchmarks.
- Fixed Facility Household Hazardous Waste Small Quantity Generator Report: This report is required to be filed annually for our Hazardous Waste facility and was completed and submitted in February 2020.
- Community Right-to-Know: 2019 Tier Two reports were submitted to Dept. of Ecology January 2020.
- Oil Transfer Reporting: The Port of Edmonds has been identified as a Class 4 Marina and Small Fueling Facility and is required to submit a report identifying total volumes transferred twice a year - January 15 and July 15. This report was submitted during 1st quarter.
- Oyster shell: The oyster shell in the trench drain and vault was removed and replaced beginning of March. A fresh layer was added in the trench the last week of March.

- **Water Moorage** – Turnover ratio was down from 4.83% in 1st quarter 2019 to 2.11% in 1st quarter 2020. There were 53 assignments during 1st quarter 2020 compared to 62 during 1st quarter 2019.

- **Dry Storage** – Turnover ratio was up in 1st quarter 2020 at 3.43% compared to 1st quarter 2019 at 1.72%. Assignments were 11 during 1st quarter 2020 as compared to 14 in 1st quarter 2019. Occupancy on the last day of the quarter was at 84% (2% higher than end qtr. 2019)

- **Insurance/Registration** – End of 1st quarter 2019 showed 94% compliance for insurance compared to 87% in 1st quarter 2020 and 89% in 1st quarter 2019 for registration compared to 81% in 1st quarter 2020.

- **Training & Certifications Completed** – All applicable staff went through 8-hour annual HazMat refresher. Training was customized to our facility and included Marine 4 Fueling, Boatyard Storm Water Pollution Prevention Plan, Spill Response, and Water and Power Shut-off Locations. Dry Storage Utility Worker was Certified on forklift during 1st qtr.

- **Events –**

- **Seattle International Boat Show**

- There were less than 20 slips available for moorage on our walk-in availability list
- **This was the first year we automated the list so that the office and boat show staff were both looking at the same live list of available slips.**
- 41 slips were assigned in conjunction with the 2020 Boat Show Promotion
- 12 dry storage spaces were assigned in conjunction with the 2020 Boat Show Promotion. This includes 4 D/S to water transfers as a result of rule change.
- 24 waitlist applications were completed in conjunction with the boat show
- Demographics of sign-ups are shown in the table

EDMONDS	22
LYNNWOOD	6
SHORELINE	4
SEATTLE	4
KIRKLAND	2
MUKILTEO	1
GOLD BAR	1
BOTHELL	1
PORT ANGELES	1
WOODINVILLE	1
SNOHOMISH	1
TONASKETT	1
WOODWAY	1
RENTON	1
KENT	1
ISSAQUAH	1
MOUNTLAKE TERRACE	1
LAKE FOREST PARK	1
MONROE	1

**PORT OF EDMONDS - OPERATIONS ACTIVITY
SUMMARY OF 1ST QUARTER 2020**

MARINA OPERATIONS

Public Launch					
1st Quarter	2016	2017	2018	2019	2020
One Way	84	89	71	95	*161
Round Trips	172	152	204	269	191

*We are tracking Jacobsen's as all one way's resulting in increase to one-ways and decrease to round trips.

Fuel Dock					
1st Quarter	2016	2017	2018	2019	2020
Gasoline	14992	12851	12923	17079	19844
Diesel	8414	6711	6930	18917	*6948
Total Gallons Sold	23406	19562	19853	35996	26792

*diesel down from limited whale tours in March due to Pandemic Closures

Boatyard					
1st Quarter	2016	2017	2018	2019	2020
Stall Usage	265	447	394	439	467
Travel-lift to yard	57	59	70	58	42
Sling-time	54	48	45	52	60

MOORAGE AND DRY STORAGE

Guest Moorage					
1st Quarter	2016	2017	2018	2019	2020
# of Boats	360	225	170	214	174
# of Nights	753	354	247	336	276
# of Groups	4	5	5	4	3
# of boats	19	40	41	21	21
# of nights	39	71	79	40	41

Terminations/Assignments - Water Moorage					
1st Quarter	2016	2017	2018	2019	2020
Total Inventory	662	662	662	662	662
Terminations	23	24	16	32	14
Turnover Ratio	3.47%	3.63%	2.42%	4.83%	2.11%
Assignments	68	64	51	62	53

**PORT OF EDMONDS - OPERATIONS ACTIVITY
SUMMARY OF 1ST QUARTER 2020**

Terminations/Assignments - Dry Storage					
End of 1st Quarter	2016	2017	2018	2019	2020
Total Inventory	233	233	233	233	233
Terminations	2	6	4	4	8
Turnover Ratio	0.86%	2.58%	1.72%	1.72%	3.43%
Assignments	8	9	12	14	11

Waiting List - Water Moorage					
End of 1st Quarter	2016	2017	2018	2019	2020
Water Moorage	106	128	141	157	190

Insurance and Registration Compliance					
End of 1st Quarter	2016	2017	2018	2019	2020
Insurance	77%	85%	83%	94%	87%
Registration	76%	78%	79%	89%	81%

Security - Police Activity					
End of 1st Quarter	2016	2017	2018	2019	2020
Calls to 911	9	3	2	3	3
Reported Thefts	0	0	0	0	3