



Meeting Date: January 27, 2026

Subject: 2025 4th Quarter and Annual Marina Operations Report

From: Brandon Baker, Executive Director

Cost: N/A

Attachments: 2025 4th Quarter 5-Year Summary / 5-Year Annual Summary

Agenda Item Type: Information

2025 Quarter 4 – Marina Operations Report

Moorage

New Leases Signed	26
Terminations	31
Total Waitlist Applications	301

Dry Storage

During the third quarter, Dry storage had a 77% occupancy rate compared to 75% in the 4th quarter of 2024. 49 trailers are currently stored in the Dry Storage Facility.

Boat Move Activity

- Total moves by the forklifts = 1,343; a 21% increase from Q4 2024
- The launch activity decreased by less than 0.5%
- Wash down area use decreased 6%

Equipment updates and repairs

- **Forklift repairs:** None
- **Launcher repairs:** None

Document Compliance

Document Type	Percentage in Compliance
Insurance	93%
Registration	87%

**These numbers account for total tenants (dry storage + wet moorage)

Public Launch

Type	Percentage Change (2024 vs. 2025)	Difference: Number of launches
Round Trip	(17%)	(29)
One Way	(15%)	(43)

Guest Moorage

	4th Quarter 2025	4th Quarter 2024
Guest Moorage Nights	591	511

Boatyard + Travelift

Activity	Percentage Change (2024 vs. 2025)	Difference: Number of Services
TL Round Trips	(12%)	(7)
Sling time with pressure washing	(31%)	(4)
Sling time with no pressure washing	(85%)	(11)
Stall usage	44%	148 Days
Pressure wash treatments	(43%)	(17)

Fuel Dock

Total Gallons pumped: decreased by 13% or 6,487 fewer gallons compared to 2024.

- Gasoline decreased by 14%
- Diesel decreased by 11%

Unleaded	Diesel
4th quarter 2025 Area Average = \$5.176 The average price per gallon at surrounding facilities for the quarter is based on six price checks.	4th quarter 2025 Area Average = \$4.888 The average price per gallon at surrounding facilities for the quarter is based on six price checks.
4th quarter 2025 Edmonds Average = \$4.894 Standard pump price without tenant discount deducted.	4th quarter 2025 Edmonds Average = \$4.919 Standard pump price without tenant discount deducted.
Difference = (5.4%) Edmonds pricing is below the area average.	Difference = +0.6% Edmonds pricing is above the area average.

Environmental

Snohomish Health District

- Inspections produced no violations this quarter

Washington State Department of Ecology

- **Boatyard water samples**
 - October: Failed Copper, passed Zinc, passed turbidity, passed hydrocarbons, passed PH
 - November (first sample month with new treatment installed): All benchmarks passed
- **Treated pressure wash water**
 - Samples were collected in October, November, and December
 - All benchmarks passed - Copper, Zinc, Lead, and PH

5-year Marina Operations Summary

MARINA OPERATIONS					
Public Launch					
4th Quarter	2021	2022	2023	2024	2025
One Way	174	175	157	189	160
Round Trips	169	333	278	257	214

Fuel Dock

4th Quarter	2021	2022	2023	2024	2025
Gasoline	18,467	22,616	29,563	22,157	19,647
Diesel	28,856	32,025	37,389	28,568	24,591
Total Gallons Sold	47,293	54,641	66,952	50,725	44,238

Boatyard

4th Quarter	2021	2022	2023	2024	2025
Stall Usage	537	773	715	333	481
Travelift to yard	43	41	56	58	51
Sling-time	14	24	27	13	9

MOORAGE AND DRY STORAGE

Guest Moorage

4th Quarter	2021	2022	2023	2024	2025
Number of Nights	610	662	640	377	428

Water Moorage - 662 SLIPS

4th Quarter	2021	2022	2023	2024	2025
Terminations	27	27	30	18	27
Turnover Ratio	4.08%	4.08%	4.5%	2.7%	4.08%
Leases Signed	27	22	27	20	17

Dry Storage - 220 SPACES

4th Quarter	2021	2022	2023	2024	2025
Terminations	33	25	19	15	19
Turnover Ratio	14.73%	11.16%	8.48%	6.82%	8.64%
Leases Signed	9	5	7	10	4
Trailer Spaces (total stored)	50	60	50	50	49

Waitlist

4th Quarter	2021	2022	2023	2024	2025
Water Moorage	320	344	346	328	301

Documentation Compliance

4th Quarter	2021	2022	2023	2024	2025
Insurance	78%	91%	90%	93%	92%
Registration	62%	76%	82%	86%	87%

SECURITY

Police Activity

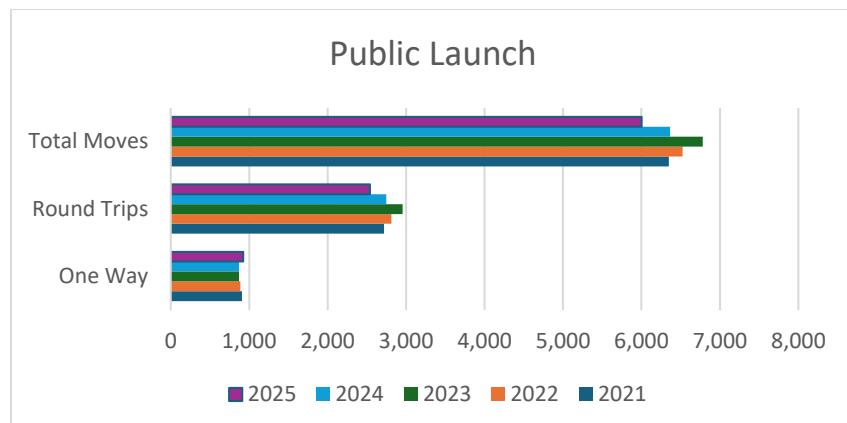
4th Quarter	2021	2022	2023	2024	2025
Calls to 911	4	3	6	4	5
Reported Thefts	0	2	3	2	1

2025 Annual Marina Operations Report

Public Launch

Despite total moves hitting a five-year low, one-way trips increased to a five-year high point. Launch activity is primarily influenced by weather conditions, fishing availability, and fuel prices.

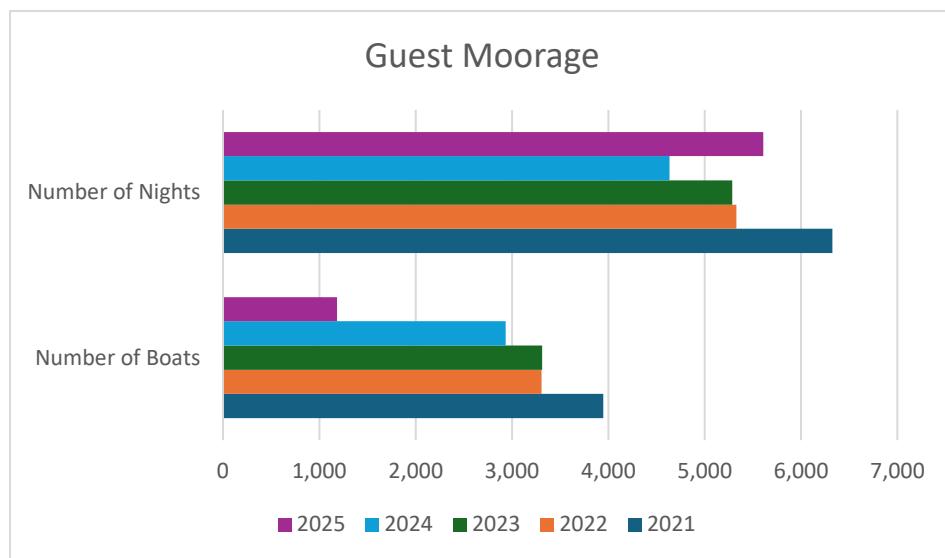
Public Launch					
Annual	2021	2022	2023	2024	2025
One Way	908	889	872	870	922
Round Trips	2,720	2,812	2,954	2,747	2,540
Total Moves	6,348	6,523	6,780	6,364	6,002



Guest Moorage

Guest moorage nights outperformed the past three years, while the number of unique vessels decreased (number of boats). *NOTE: Vessel counts were impacted by a reporting change that took effect beginning in Q3 2025.

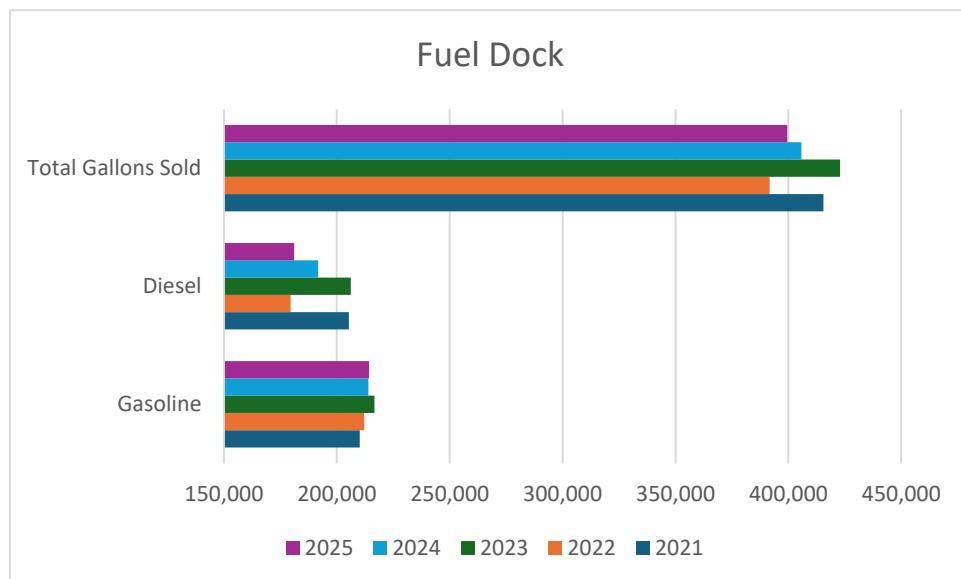
Guest Moorage					
Annual		2021	2022	2023	2024
Number of Boats		3,949	3,305	3,314	2,934
Number of Nights		6,325	5,328	5,287	4,636



Fuel Dock

2025 sales represent a 3.5% decrease year-over-year from 2024. Total gallons sold peaked in 2023 at 422,886 gallons, followed by a gradual decline in 2024 and 2025.

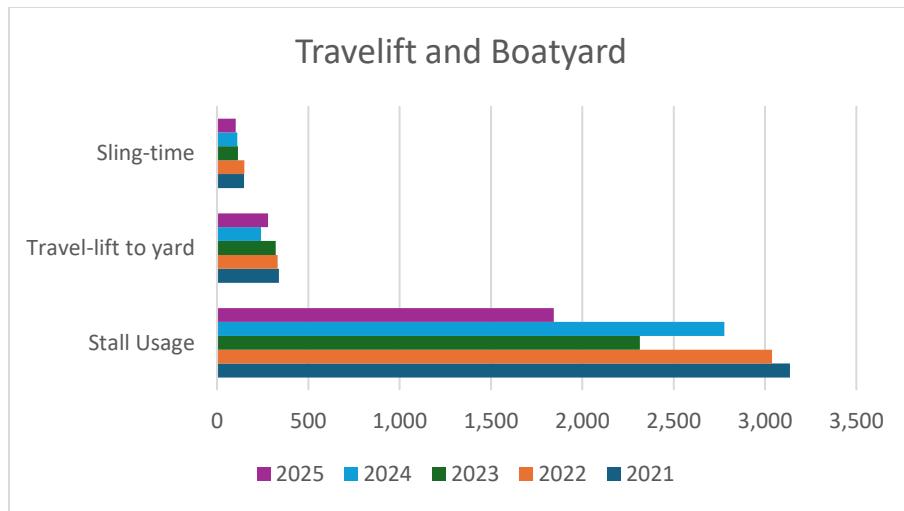
Fuel Dock					
Annual	2021	2022	2023	2024	2025
Gasoline	210,118	212,110	216,750	213,942	214,277
Diesel	205,377	179,597	206,136	191,799	181,171
Total Gallons Sold	415,495	391,707	422,886	405,741	399,501



Boatyard and Travelift

Both yard time and sling-time services declined to five-year lows. The increase in round trips from 2024 suggests a shift toward shorter-term yard stays and quicker turnaround projects.

Boatyard and Travelift					
Annual	2021	2022	2023	2024	2025
Stall Usage	3,136	3,038	2,315	2,778	1,844
Travel-lift to yard	339	331	321	240	279
Sling-time	147	150	115	111	103



Water Moorage

The marina maintained high occupancy levels, but terminations have risen, indicating increased tenant movement.

Water Moorage					
Annual	2021	2022	2023	2024	2025
Total Inventory	662	662	662	662	662
Terminations	89	79	93	96	101
Turnover Ratio	13.44%	11.90%	14.04%	14.50%	15.26%
Leases Signed	102	83	98	93	78

Waitlist - Water Moorage					
Annual	2021	2022	2023	2024	2025
Total Waitlist Applications	320	344	346	328	301

Dry Storage

Total inventory decreased in 2025 as a result of the reconfiguration project. Both terminations and the turnover ratio fell to their lowest levels in five years.

Dry Storage					
Annual	2021	2022	2023	2024	2025
Total Inventory	224	224	224	224	220
Terminations	81	63	58	44	37
Turnover Ratio	36.16%	28.12%	25.89%	19.60%	16.82%
Leases Signed	70	73	74	68	62

Security

The security team has remained effective and vigilant in managing the property, with thefts and serious incidents continuing to be rare.

Security Activity					
Annual	2021	2022	2023	2024	2025
Calls to 911	13	24	20	16	19
Reported Thefts	11	4	9	15	3

2025 Marina Operations Activity

Annual summary of 2025

Public Launch					
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One Way	908	889	872	870	922
Round Trips	2,720	2,812	2,954	2,747	2,540
Total Moves	6,348	6,523	6,780	6,364	6,002
Guest Moorage					
Annual	2021	2022	2023	2024	2025
Number of Boats	3,949	3,305	3,314	2,934	1,184
Number of Nights	6,325	5,328	5,287	4,636	5,609
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Terminations/Assignments - Water Moorage					
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Waitlist - Water Moorage					
Annual	2021	2022	2023	2024	2025
Total Waitlist Applications	320	344	346	328	301
Insurance and Registration Compliance					
Annual	2021	2022	2023	2024	2025
Insurance	88%	88%	87%	90%	92%
Registration	76%	74%	78%	82%	86%
Security - Police Activity					
Annual	2021	2022	2023	2024	2025
Calls to 911	13	24	20	16	19
Reported Thefts	11	4	9	15	3