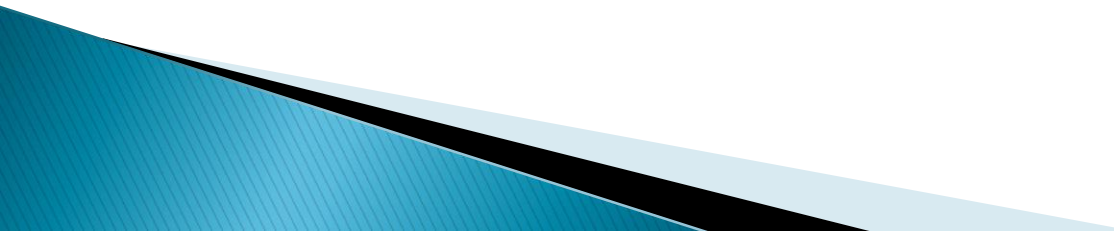


# The Redevelopment of Des Moines Marina

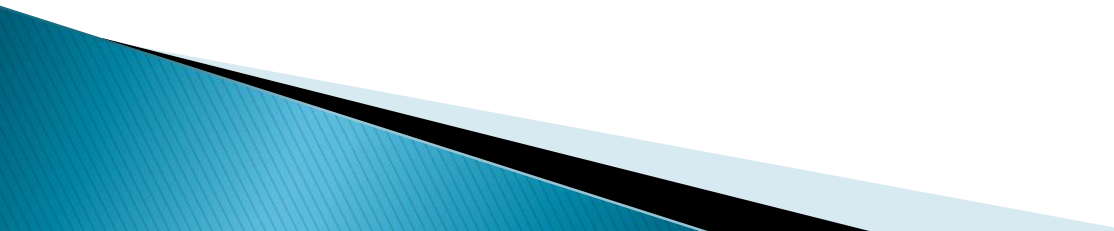
## Assessment and Strategy

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A study, assessment, and  
recommendations for the  
function, purpose, and  
identity of the future of the  
Des Moines Marina



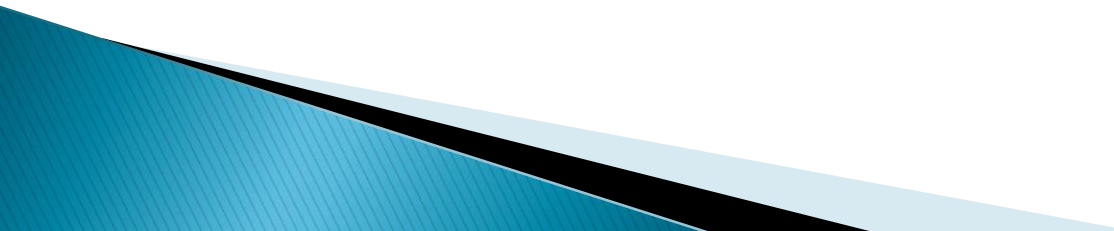
# Goals of the Study

- To determine the best mix of slips
  - To determine upland amenities
  - To determine revenue sources
  - To create a fun boating experience
  - To initiate a long-term plan
- 

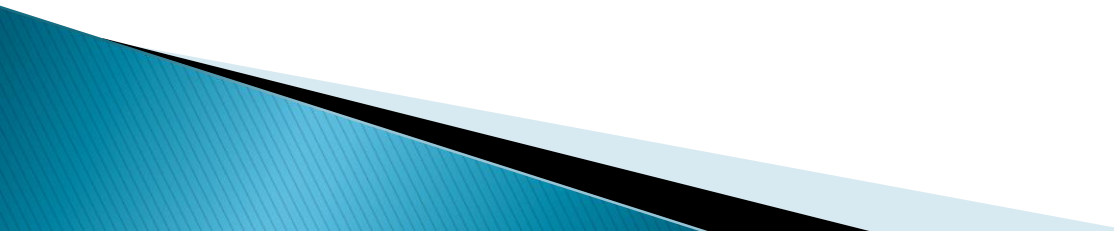
# The Marina – 50 years and Counting

- Docks nearing end of life, with 7–12 years left
  - Seawall bulkhead is failing and needs replacement
  - Deferred construction means higher costs due to construction inflation
  - Costs for current on-going maintenance will grow
  - Dock materials not environmentally accepted
  - Permitting requires ample lead time
- 

# Study Findings

- Dock configuration is not optimal – losing money on smaller slips (20, 24, and 28 foot slips)
  - Slightly more than 479 of the marina's 730 slips are 28 feet and under
  - Moorage demand is higher for larger slips in Puget Sound, with multi-year waiting lists for 34–60 feet
  - Des Moines is slightly below market rates while demand is high for moorage
  - Review policy and practices for establishing moorage rates based on comparable market rates
- 

# Des Moines Slip Revenue 2020

- Covered moorage 30 feet and larger operated at or above 100%
  - Slips 28 feet and under operated at 81% to 94%
  - Open moorage slips 28 feet and larger operated at or above 100%
  - Open slips 28 feet and under operated at 64% to 84%
- 

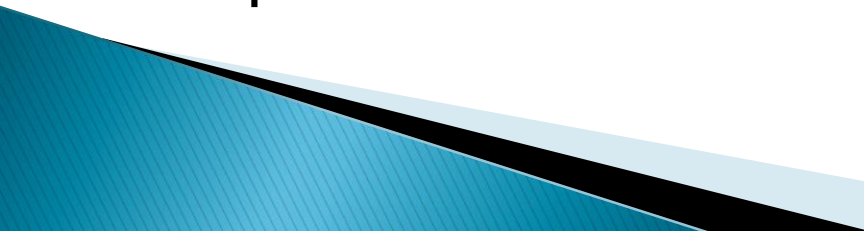
# Des Moines Revenue Mix of Slips

	2018	2019	2020	Rebuild Configuration
In-Water Permanent Moorage	\$2.221M	\$2.291M	\$3.052M	<b>\$3.089M</b>
Number of In-Water Slips	730	730	730	<b>532</b>
Covered/Open Percentage	63%/37%	63%/37%	63%/37%	<b>40%/60%</b>
Dry Storage	\$173K	\$183K	\$225K	<b>\$1.205M</b>
Number of Dry Storage Spaces	72	72	72	<b>240</b>
Guest Moorage Slips & Side-tie	\$130K	\$142K	\$144K	<b>\$146K</b>
Number of Guest Slips & Side-tie	38	38	38	<b>38</b>
Total Slips & Storage Spaces	840	840	840	<b>810</b>
<b>Total Revenue</b>	<b>\$2.524M</b>	<b>\$2.616M</b>	<b>\$3.421M</b>	<b>\$4.440M</b>

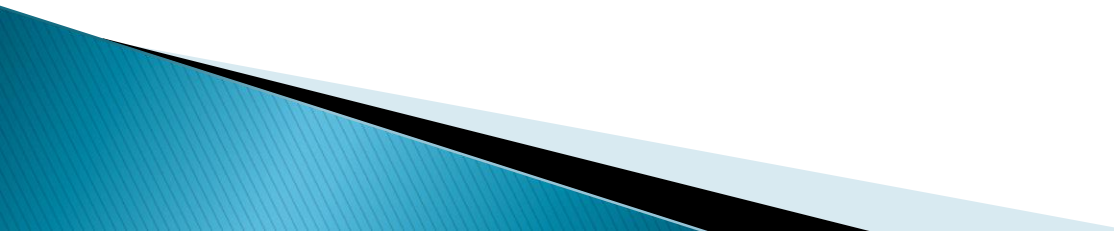
# Cost Challenges

- The rebuild process will need to be done in phases to manage cost – ideally 3 docks per season
- Costs could total \$30–\$50 million depending on the timing of on-going dock replacements
- Covered slips vs uncovered slips will dramatically affect costs
- There are currently insufficient funds for a complete rebuild of docks and infrastructure
- \$7M bond debt soon available; the remainder to be funded from marina revenues, requiring 20 years or more

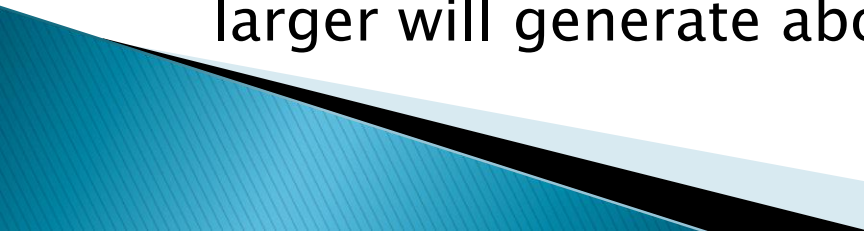
# Dry Storage

- Dry storage on the marina grounds can assist with logistics and provide needed revenue for a rebuild
  - Dry storage is a viable option to accommodate boats 30 feet and under
  - Dry storage is in high demand in Puget Sound, with facilities fully occupied and typically profitable
  - Dry stacked storage is good utilization of space
- 

# Existing Storage Sheds

- ❑ There are currently 72 dry storage sheds for boats up to 20 feet
  - ❑ Sheds are old and occupy a great deal of space on the marina grounds
  - ❑ Rental rates comparable to car storage sheds farther inland
- 

# Marina Rebuild Process

- ❑ Complete replacement of the seawall
  - ❑ Replace Docks M and N as start; design for more light transmission; 40 percent covered
  - ❑ Permitting, mitigation, and construction costs for covered moorage may be too high, resulting in all open moorage
  - ❑ Replace and reposition Dock D to allow for second launch area and a wider fairway
  - ❑ New docks with ELCI protected power
  - ❑ Reconfigured docks with slips 30 feet and larger will generate about the same revenue
- 

# Mix of Permanent Moorage Slips

## Current Configuration

<b>% of Total</b>	<b>Number of Slips</b>	<b>Slip Length in Feet</b>
5%	38	20
26%	190	24
34%	251	28
2%	14	30
9%	68	32
	—	34
10%	72	36
	—	38
9%	64	40
	—	42
	—	46
4%	28	50
.3%	2	54
.4%	3	64
<b>100%</b>	<b>730</b>	<b>TOTAL</b>

# Mix of Permanent Moorage Slips

## Current Configuration

## Planned Configuration

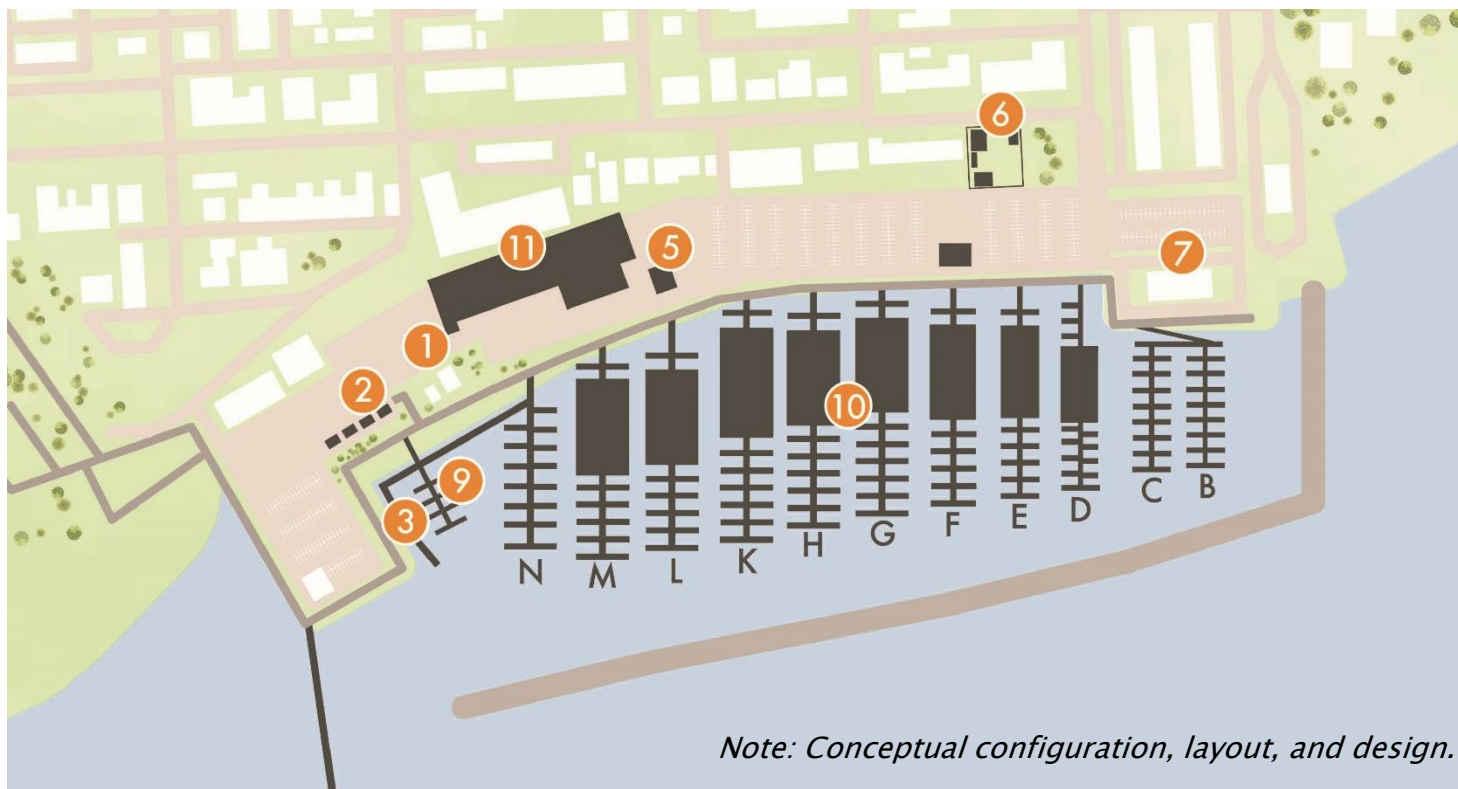
<b>% of Total</b>	<b>Number of Slips</b>	<b>Slip Length in Feet</b>	<b>Number of Slips</b>	<b>% of Total</b>
5%	38	20	—	
26%	190	24	—	
34%	251	28	—	
2%	14	30	69	13%
9%	68	32	—	
	—	34	75	14%
10%	72	36	—	
	—	38	113	21%
9%	64	40	—	
	—	42	106	20%
	—	46	104	20%
4%	28	50	58	11%
.3%	2	54	4	.8%
.4%	3	64	3	.6%
<b>100%</b>	<b>730</b>	<b>TOTAL</b>	<b>532</b>	<b>100%</b>

# Existing Marina & Grounds



- 1 Marina Office, Restrooms, and Showers
- 2 Quarterdeck Restaurant
- 3 Ranger Tug & Cutwater Delivery Center
- 4 Shed Storage Units
- 5 CSR Marine
- 6 SR3 Sealife, Response, Rehabilitation, & Research
- 7 Anthony's Restaurant
- 8 Permanent Moorage - Existing
- 9 Guest Moorage & Fuel Dock

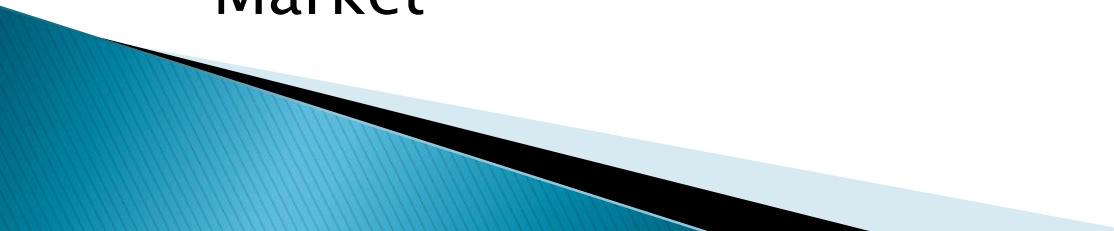
# Planned Marina & Grounds




- 1 Marina Office, Restrooms, and Showers
- 2 Quarterdeck Restaurant
- 3 Ranger Tug & Cutwater Delivery Center
- 5 CSR Marine

- 6 SR3 Sealife, Response, Rehabilitation, & Research
- 7 Anthony's Restaurant
- 9 Guest Moorage & Fuel Dock
- 10 Permanent Moorage - Reconfigured
- 11 Adaptive Purpose Building

# Adaptive Purpose Building

- ❑ Build a 2–3 story building where the dry sheds are now located
  - ❑ Step-down design to maximize views and provide efficient use of space
  - ❑ Harbor Offices, bathrooms, showers, laundry, restaurants, specialty shops, marine related business offices, boat dry storage
  - ❑ Special event space, including Farmers Market
- 

# Recommended Next Steps

- ❑ Begin the design and architecture process – Docks and Adaptive Purpose Building
  - ❑ Permits for the Adaptive Purpose Building should move faster than dock permits; tenants will help start the revenue stream to support the dock rebuild process
  - ❑ Evaluate open vs covered moorage – likely based on cost and pre-build demand
  - ❑ Incorporate boat storage space and options
  - ❑ Take steps for business tenant marketing
- 

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