



# Memo HARBOR

Date: November 15, 2016

To: PHAC

From: Shawn Bell, Harbormaster

Re: Vessel Storage Rate Adjustment

It is the recommendation of the Harbormaster that the Vessel Dry Storage Rate, for those already paying annual moorage, be reduced by half.

## **Background**

Currently, vessel owners pay \$0.20 per square foot, per month, to have their vessels stay on Borough property. This is a flat rate that does not take into account whether or not the vessel owner is already paying annual moorage.

## **Proposed Details**

I would like to propose that those who already pay for year-round moorage be charged a reduced storage fee of \$0.10 per square foot. This reduced rate would only apply if customers are current with their annual moorage and pay their storage fees upfront.

For example:

M/V Snowball is getting pulled out at the Lutak Dock on Nov. 1 and wants back in the water May 1. In order to get the reduced rate, they must already be paying annual moorage, be current on payments, and pay the full six months of storage in advance.

If M/V Snowball is only paying transient moorage, then the standard \$0.20 per square foot would apply.

## **Why the Change**

Typically, a fishing vessel will pay approximately \$83.60 per month for storage space. If a reduced rate was applied, the harbor would lose approximately \$41.80 per month. This is not a significant loss in revenue but I believe that this does make a difference to the customer.

Customers have approached me in the past about a reduced rate.

When vessels are pulled for the winter, it allows us to place other wintering vessels in their stall and gives the harbor staff one fewer vessel to keep watch over.

When fees are paid in advance and in full, this lessens the work load on harbor staff with creating and mailing monthly invoices.

Bottom line, I want the Haines Harbor to remain attractive to vessel owners while still receiving an appropriate level of income.