

TOWN DOCKS PROJECT

FACT SHEET

February 10, 2020

HISTORICAL TIMELINE

- First constructed in the 1940s, the Town Docks have been expanded and updated over the decades, but the last major renovations were conducted between 1993 and 1998. Said renovations reused existing concrete piles and pile caps, which are in excess of 60 years old.
- In 2005, the Town prepared a masterplan for rebuilding the Docks but the plan was ultimately shelved. Subsequent to Council's decision in 2005 to hold off from rebuilding the marina until it reached the end of its useful life, staff engaged with representatives of the Royal Park Homeowners Association and other town stakeholders to prepare the "Bonci Plan", which would serve as a guide for the eventual reconstruction of the Docks, as well as improvements to Lake Drive Park and South Lake Drive. Said plan has been referenced from time to time since its completion in 2006, for improvements in the park (i.e. new pump station), and would serve as a reference for upland improvements associated with the design of the future Docks.
- After much discussion in 2016, Town Council determined that the replacement of the aging facility should be accelerated and directed staff at the January 10, 2017, Council meeting to issue an RFP to hire a consulting firm to prepare a master plan to replace the Docks.
- W.F. Baird was ultimately awarded a contract on September 12, 2017, to prepare the masterplan, which included public outreach and focus group meetings to ensure opportunities for the general public, dock customers, elected officials, and other stakeholders to give feedback during the fall/winter of 2017/2018 to inform the completion of the masterplan and its various dock layout options.
- A draft masterplan was presented to Town Council at the April 10, 2018, meeting. A market analysis was performed to determine demand for various slip sizes, including recommendations on design features and technology to ensure that the Town Docks are a state-of-the-art facility. Multiple dock layouts were developed based on the market analysis and feedback from stakeholders. After much discussion, Design Option #3 was selected for the docks layout, and staff was directed to finalize the masterplan for approval.
- Resolution No. 66-2018 was approved by Town Council on May 8, 2018, officially adopting the final masterplan and the design option selected at the April 10, 2018, Council meeting.
- In June 2018, a Financial Plan for the approved project was finalized and provided to Council, outlining assumptions used in determining potential revenue and the new costs associated with operating the new marina.

- ARCOM review and approval, final Council design approval, development of construction drawings, and state/federal permitting work took approximately 12 months to complete to ensure thorough bid documents. During the design and permitting process, Town Council was provided periodic time certain updates at Council meeting to keep both the elected officials, as well as the general public, informed as to the progress of the project.
- During the final design and permitting process two revisions to the preferred docks layout were approved by Town Council, slightly decreasing the overall size of the floating dock structures.
- On February 14, 2019, Council approved Concept #3 from a series of options, which pulled back the western edge of the t-head docks from the Intracoastal Waterway Channel to comply with the minimum 100' set back requirement of the Army Corps of Engineers.
- On April 23, 2019, Council approved a modification of the Palm Way Dock, reducing it from 520' to 510' to address concerns with a subaqueous FPL line that could not be moved. It was also reported at this meeting that deep dredging in this area would not be permitted to accommodate the draught needs of larger vessels so this dock will primarily serve the long-term and transient dockage needs for smaller vessels with shallower draughts.
- A very thoughtful and strategic procurement process was developed and implemented, to include the pre-qualification of dock manufacturers, hosting an industry forum to generate interest in the marina construction field, and the use of an RFP process to select a qualified and competitive contractor. This process is not yet complete, as staff is currently in the negotiation phase with the preferred contractor. A contract award recommendation is expected to be made at the March 10, 2020, Council meeting.

APPROVED MARINA DESIGN

- As outlined above, the design of the new marina has evolved since its approval in April 2018, shrinking in its footprint and overall length to comply with permitting requirements and unexpected submerged conflicts.
- The final dock design includes 84 slips (7 of which are marginal side ties) and will be able to accommodate vessels up to 296'. The current Town Docks includes 83 slips and can accommodate vessels up to 262'.
- The current dock structures will be rebuilt within very similar footprints. The Australian Dock building will go from a 2-story structure to a 1 story building, improving the view of the vessels at this dock from the street and adjacent condominiums. The Peruvian Dock building will be rebuilt as a 1-story building and the Brazilian Dock building will go from a one-story structure to 2-stories to accommodate the dockmaster's 2nd floor office space. The location of the 2-story dockmaster's building was strategic, as its new location will better assist in visually supervising the entire marina, as well as boat traffic traveling through the Royal Park Bridge. As the Brazilian Dock building is currently obscured from the street and adjacent

condominiums by the large banyan trees, the new 2-story structure will not adversely affect these views.

- Understanding that the new marina will require better-managed parking inventory, the enlargement of parking lots was originally contemplated, but Council originally determined that the current lots should be upgraded with gated access and the on-street parking regulations would need to change to provide more parking inventory for the marina via street parking.

PARKING AND PARK IMPROVEMENTS

- Subsequent to Council's initial decision to maintain the existing footprints of the marina parking lots and change the regulations on the on-street spaces, staff requested Council's approval to develop concepts for increasing parking inventory within the marina parking lots to better manage and secure customer vehicles, while minimizing the use of street parking for marina related business.
- Council approved the staff request late last summer (2019), with the expectation that this effort would not delay the final design and bidding of the approved project. Instead, staff would present concepts for consideration that would increase on-site parking inventory, without reducing net greenspace after bids were secured for the approved project.
- A public input community meeting has been scheduled for February 24, 2020, to review the draft alternatives and associated costs, including parking lot layout plans, park improvements (including new access routes to the Lake Trail from South Lake Drive, conversion of angle to parallel parking, traffic calming landscaping designs, and new crosswalks (all of which were suggestions provided in the Bonci Plan).
- Finalized alternatives are expected to be presented to Town Council at the April 14, 2020, meeting for review and selection if Council deems it necessary to deviate from the current plans. If a change is approved, it is not expected to affect the overall schedule of the project.

FINANCIAL PLAN

- As outlined in the historical timeline, a Financial Plan for the new marina was prepared in June 2018, using a variety of assumptions for revenue growth and operating costs. Revenue projections were referred to as "potential revenue", indicating gross revenue of up to \$16 million per year. At the time and throughout the project's design and permitting phase, staff (and Council) understood that these figures were aggressive and would not be achieved immediately, as it would take time to grow the business.
- As a best practice, staff developed a pro forma using more conservative variables to compare the results to the 2018 Financial Plan. As expected, the conservative approach yielded smaller gross revenue figures, but said figures were consistent with the expectations of staff. In addition to the staff developed pro forma, a 3rd party consultant (US Marine Advisors Group)

was engaged to conduct a peer review of the 2018 Financial Plan as well as the staff prepared projections. USMG's assessment also used a more conservative approach and the results of the review were similar to that of the Town staff's work.

- Bottom line, the peer review confirmed that the approved project is much needed and should proceed without hesitation. The new marina is expected to meet current and future market demands, yield much more net revenue for the Town and improve the aesthetics and functionality of Lake Drive Park and South Lake Drive.
- As a footnote, it is important to note that staff secured two Florida Inland Navigation (FIND) grants during the design and permitting phase of this project. One was for \$325,000 for design expenses and one was for \$3.1 million for construction. Both were based on the approved and permitted dock layout.

COMMUNITY ENGAGEMENT/COMMUNICATION

- In addition to the public feedback meeting scheduled for February 24th to review alternative design plans for parking, the park and South Lake Drive, ongoing community engagement through the project is promised to the community.
- A pre-construction meeting will be held in April to review the project schedule, communicate what to expect throughout the project and provide residents an opportunity to give feedback and express any concerns they have to help the project team avoid issues that are avoidable with open communication and community collaboration.
- Periodic community meetings will be held throughout the project to provide updates and offer additional opportunities for face-to-face contact with the project team.
- In addition to construction related input, staff will seek feedback from residents and customers to ensure a safe, peaceful and professionally managed marina. Operating rules and regulations will be updated prior to accepting the first new lease and maintaining neighborhood harmony will inform policy updates.
- For those who cannot attend meetings, a project webpage will be created to provide updates and photos throughout the project.
- A dedicated email address and phone number will be established for residents to express concerns and ask questions about the project and associated work.

QUESTIONS AND ANSWERS

QUESTION 1: What approvals are remaining for Town Council to take action on?

ANSWER: Council needs to approve a financing plan (scheduled for February 11, 2020) and award a contract for the construction (March 10, 2020). If Council decides to modify the parking plans and make other improvements to Lake Drive Park and South Lake Drive, additional approvals will be required in the coming months.

QUESTION 2: Why was the new docks designed to accommodate super yachts?

ANSWER: The current Town Docks is a super yacht (vessels over 80') facility but has limited slips to accommodate the demands of the current marketplace. We regularly turn away potential customers due to the lack of available slips and adequate shore power. The new marina will not only catch up with the market place, relative to the slip sizes in demand, but will also include the proper amount of shore power, pump out facilities and other technologies consistent with high end marinas, and set us up to remain competitive for many years to come.

QUESTION 3: Don't the captains of super yachts determine where their vessels are docked and if so, won't they go to other marinas with better upland amenities?

ANSWER: The current Town Docks is what we call an "owner's marina". Many of our current (and future) customers are Town residents and desire the 33480 zip code and all that the Town has to offer in a safe and accessible environment. One of the guiding principles of the new design was to maintain the owner-focused reputation and not include amenities such as pools, work-out facilities, restaurants, etc. A conscious decision was made by the design team and Town Council to respect the harmony that exists between the marina and its adjacent residential neighbors. The decision to not pursue profit-making enterprises such as a restaurant and fuel stations was deliberate in the Council's effort to maintain the harmony.

QUESTION 4: Have all the required permits for the project been secured?

ANSWER: Yes. All required permits from state and federal agencies have been secured and the \$3.1 million FIND grant was based on the approved marina design associated with the permits.