

# Noyo Harbor District - Marina

# **Comparative Market Analysis**

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Revised 1/3/18

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| Crescent City Harbor D    | istrict                             |                      |                |                     |                    |             |                               |                            |      |                          |                           | Moss Landing Harbor       | District              |                      |                |                     |               |                     |       |                      |                       |             |                                 |                              |
|---------------------------|-------------------------------------|----------------------|----------------|---------------------|--------------------|-------------|-------------------------------|----------------------------|------|--------------------------|---------------------------|---------------------------|-----------------------|----------------------|----------------|---------------------|---------------|---------------------|-------|----------------------|-----------------------|-------------|---------------------------------|------------------------------|
| Slip Description          | <u>Quantity</u><br><u>Available</u> | Quantity<br>Occupied | Occ %          | % of Total<br>Occ'd | Daily \$           | <u>Rate</u> | Mthly \$ Rate                 | Annual \$ Rate             |      | \$ Rate /<br>. Foot      | y \$ Rate /<br>uare Ft    | Slip Description          | Quantity<br>Available | Quantity<br>Occupied | Occ %          | % of Total<br>Occ'd | <u>Daily</u>  | \$ Rate             | Mthly | \$ Rate              | Annual \$             | <u>Rate</u> | Mthly \$ Rate /<br>Lnr. Foot    | Mthly \$ Rate /<br>Square Ft |
| <20' SF                   |                                     |                      |                |                     |                    |             |                               |                            |      |                          |                           | <20' SF                   |                       |                      |                |                     |               |                     |       |                      |                       |             |                                 |                              |
| <20' DF                   |                                     |                      |                |                     |                    |             |                               |                            |      |                          |                           | <20' DF                   |                       |                      |                |                     |               |                     |       |                      |                       |             |                                 |                              |
| 20' - 24' (x 10') DF      |                                     |                      |                |                     |                    |             |                               |                            |      |                          |                           | 20' x 10' DL              | 12                    | 12                   | 100%           | 2%                  | \$            | 25.00               | \$    | 204.50               | \$ 2,45               | 4.00        | \$ 10.23                        | \$ 1.02                      |
| 25' - 29' (x 12') DF      |                                     |                      |                |                     |                    |             |                               |                            |      |                          |                           | 25' - 29' (x 12') DF      |                       |                      |                |                     |               |                     |       |                      |                       |             |                                 |                              |
| 30' x 14' DL              | 75                                  | 22                   | 29%            | 15%                 | \$                 | 19.00       | \$ 285.00                     | \$ 1,890.00                | ) \$ | 9.50                     | \$<br>0.68                | 30' x 14' DL              | 240                   | 240                  | 100%           | 44%                 | \$            | 37.50               | \$    | 280.00               | \$ 3,36               | 0.00        | \$ 9.33                         | \$ 0.67                      |
| 35' - 39' (x 14') DF      |                                     |                      |                |                     |                    |             |                               |                            |      |                          |                           | 35' - 39' (x 14') DF      |                       |                      |                |                     |               |                     |       |                      |                       |             |                                 |                              |
| 40' x 16' DL              | 72                                  | 41                   | 57%            | 29%                 | \$                 | 25.00       | \$ 380.00                     | \$ 2,520.00                | \$   | 9.50                     | \$<br>0.59                | 40' x 16' DL              | 187                   | 168                  | 90%            | 30%                 | \$            | 50.00               | \$    | 355.50               | \$ 4,26               | 6.00        | \$ 8.89                         | \$ 0.56                      |
| 45' - 49' (x 18') DF      |                                     |                      |                |                     |                    |             |                               |                            |      |                          |                           | 45' - 49' (x 18') DF      |                       |                      |                |                     |               |                     |       |                      |                       |             |                                 |                              |
| 50' x 20' DL              | 42                                  | 37                   | 88%            | 26%                 | \$                 | 32.00       | \$ 475.00                     | \$ 3,150.00                | \$   | 9.50                     | \$<br>0.48                | 50' x 18' DL              | 106                   | 105                  | 99%            | 19%                 | \$            | 62.50               | \$    | 431.00               | \$ 5,17               | 2.00        | \$ 8.62                         | \$ 0.48                      |
| 55' - 59' (x 19') DF      |                                     |                      |                |                     |                    |             |                               |                            |      |                          |                           | 55' - 59' (x 19') DF      |                       |                      |                |                     |               |                     |       |                      |                       |             |                                 |                              |
| 60' x 22' DL              | 34                                  | 27                   | 79%            | 19%                 | \$                 | 38.00       | \$ 570.00                     | \$ 3,780.00                | \$   | 9.50                     | \$<br>0.43                | 60' x 21' DL              | 27                    | 24                   | 89%            | 4%                  | \$            | 75.00               | \$    | 506.50               | \$ 6,07               | 8.00        | \$ 8.44                         | \$ 0.40                      |
| 70' x 25' DL              | 16                                  | 16                   | 100%           | 11%                 | \$                 | 44.00       | \$ 665.00                     | \$ 4,410.00                | \$   | 9.50                     | \$<br>0.38                | 70' x 22' DL              | 1                     | 1                    | 100%           | 0%                  | \$            | 87.50               | \$    | 582.00               | \$ 6,98               | 4.00        | \$ 8.31                         | \$ 0.38                      |
| 80' - 89' (x 23') DF      |                                     |                      |                |                     |                    |             |                               |                            |      |                          |                           | 80' x 23' DL              | 1                     | 1                    | 100%           | 0%                  | \$            | 100.00              | \$    | 657.50               | \$ 7,89               | 0.00        | \$ 8.22                         | \$ 0.36                      |
| 90' - 99' (x 24') DF      |                                     |                      |                |                     |                    |             |                               |                            |      |                          |                           | 90' - 99' (x 24') DF      |                       |                      |                |                     |               |                     |       |                      |                       |             |                                 |                              |
| > 100' (x 24') DF         |                                     |                      |                |                     |                    |             |                               |                            |      |                          |                           | > 100' (x 24') DF         |                       |                      |                |                     |               |                     |       |                      |                       |             |                                 |                              |
| 395' of Double Side Tie   | 1                                   | 0                    | 0%             |                     |                    |             |                               |                            |      |                          |                           | 380' of Single Side Tie   | 1                     | 0                    | 0%             |                     |               |                     |       |                      |                       |             |                                 |                              |
| 312' of Single Side Tie   | 1                                   | 0                    | 0%             |                     |                    |             |                               |                            |      |                          |                           | Other                     |                       |                      |                |                     |               |                     |       |                      |                       |             |                                 |                              |
|                           |                                     |                      |                |                     | Avg \$ Rate<br>Day |             | Avg \$ Rate / Slip /<br>Month | Avg \$ Rate / Slip<br>Year | 0    | c'd Mthly \$<br>ite / LF | cc'd Mthly \$<br>ate / sf | Other                     |                       |                      |                |                     |               | ate / Slip /<br>Day |       | ate / Slip /<br>onth | Avg \$ Rate /<br>Year | Slip /      | Avg Occ'd Mthly \$<br>Rate / LF | Avg Occ'd Mthly \$           |
| TOTALS                    | 241                                 | 143                  | 59%            |                     | \$                 | 27.24       | \$ 409.56                     | \$ 2,716.00                | 5 \$ | 9.50                     | \$<br>0.52                | Other                     | 575                   | 551                  | 96%            |                     | \$            | 47.80               | \$    | 342.15               | \$ 4,10               | 5.74        | \$ 9.04                         | \$ 0.59                      |
| 1) Docks are all concrete | unifloat design                     | n, installed 201     | 13 - Water, El | ectric, & WiFi      | available - E      | lectric i   | is metered & ch               | arged                      |      |                          |                           | 1) Docks are all wood de  | ck w/poly float       | t, installed 198     | 35 - 60' docks | are concrete u      | ınifloat, in: | stalled 2           | 016   |                      |                       |             |                                 | ·                            |
| Water and WiFi N/C        |                                     |                      |                |                     |                    |             |                               |                            |      |                          |                           | Water & Electric availabl | e for additiona       | al \$52 / month      | fee - 3% disc  | ount for Annu       | al Paymen     | t of slip f         | ees   |                      |                       |             |                                 |                              |
| 2) NOT a CA Clean Marina  | ı                                   |                      |                |                     |                    |             |                               |                            |      |                          |                           | Commercial Vessel disco   | unt of \$.50 / fo     | oot / month - \$     | 5 / month Pe   | t Fee               |               |                     |       |                      | -                     |             |                                 |                              |
| 3) 9 Full Time Employees  | - 11 Seasonal                       | Employees            |                |                     |                    |             |                               |                            |      |                          |                           | 2) Certified CA Clean Ma  | rina                  |                      |                |                     |               |                     |       |                      |                       |             |                                 |                              |
|                           |                                     |                      |                |                     |                    |             |                               |                            |      |                          |                           | 3) 9 Full Time Employees  | - 1-2 Seasona         | l Employees          |                |                     |               |                     |       |                      |                       |             |                                 |                              |



# Noyo Harbor District - Marina

**Comparative Market Analysis** 

# Crescent City Harbor District

| Crescent City Harbor District         |            |   | M |
|---------------------------------------|------------|---|---|
| Fuel Dock                             | <u>Yes</u> | Gasoline & Diesel Fuel  |   |
| Pump-Out Facility / Services          | <u>Yes</u> | No charge self-serve pump-out facility  |   |
| Hazardous Waste Disposal              | <u>Yes</u> | Used oil and bilge water disposal service   |   |
| Locked Security Gates                 | Not Yet    | In process - Permit application submitted for new Locked Security Gates Installation  |   |
| Open Public Restrooms                 | <u>Yes</u> | Public restrooms are open during daylight hours   |   |
| Slip Holder Only Restrooms            | <u>No</u>  | Slip Holders have keys to access Public Restrooms when facilities are closed / locked afterhours  |   |
| Slip Holder Laundry Facilities        | <u>Yes</u> | Two locked laundry facilities available for slip holders only   |   |
| Slip Holder Lounge Facilities         | <u>No</u>  | Not available   |   |
| Picnic / Barbecue Facilities          | <u>Yes</u> | Various locations throughout harbor with picnic tables  |   |
| Launch Ramp                           | <u>Yes</u> | Two Lane Launch Ramp - \$6 / per launch - \$90 Annual Pass  |   |
| Dry Boat Storage Facilities           | <u>No</u>  | Not available   |   |
| Vessel Maintenance Services           | <u>No</u>  | Not available   |   |
| Boatyard Facility / Services          | <u>Yes</u> | Fashion Blacksmith Shipyard - leases space from the harbor district   |   |
| Marina Boat Chandlery Services        | <u>Yes</u> | Englund Marine - leases store space for marine supply store from harbor district  |   |
| Vessel Charter Services               | <u>Yes</u> | One marina slip holder operates a charter fishing vessel  |   |
| Boat Rental Services                  | <u>No</u>  | Not available   |   |
| General Store / Other Retail Services | <u>No</u>  | Not available   |   |
| Restaurant / Other Food Services      | <u>Yes</u> | 1 Seafood Market - 1 Seafood Deli - 1 Casual Restaurant - 1 Full Service Reastaurant (operate in leased space from harbor district)                   |   |
| Organized Yacht Club                  | <u>No</u>  | Point St. George YC terminated their lease in 2017  |   |
| Other Facilities / Services           | <u>No</u>  |   |   |
| % of Live-Aboards Allowed             | <u>Yes</u> | Unlimited - Vessel must be able to enter and leave harbor under own power - \$300 / month additional for 2 persons + \$75 / add'l + metered utilities |   |
|                                       |            |   |   |

# Moss Landing Harbor District

| Fuel Dock                             | <u>Yes</u> | Gasoline & Diesel Fuel - Operated by concession            |
|---------------------------------------|------------|--|
| Pump-Out Facility / Services          | <u>Yes</u> | Oil, Bilge, and Sewer vailable                             |
| Hazardous Waste Disposal              | <u>Yes</u> | Available  |
| Locked Security Gates                 | <u>Yes</u> |  |
| Open Public Restrooms                 | Yes        |  |
| Slip Holder Only Restrooms            | <u>Yes</u> |  |
| Slip Holder Laundry Facilities        | <u>Yes</u> |  |
| Slip Holder Lounge Facilities         | <u>No</u>  | Only at Yacht Club   |
| Picnic / Barbecue Facilities          | <u>Yes</u> |  |
| Launch Ramp                           | Yes        |  |
| Dry Boat Storage Facilities           | <u>Yes</u> | Limited open yard boat storage                             |
| Vessel Maintenance Services           | <u>Yes</u> | Available in harbor area - Concession operated             |
| Boatyard Facility / Services          | Yes        | Available in harbor area - Concession operated             |
| Marina Boat Chandlery Services        | <u>Yes</u> | Available in harbor area - Concession operated             |
| Vessel Charter Services               | <u>Yes</u> | Whale Watching, Nature Tours, Kayak Tours, Fishing Charter |
| Boat Rental Services                  | <u>No</u>  | Not available  |
| General Store / Other Retail Services | <u>No</u>  | Not available  |
| Restaurant / Other Food Services      | Yes        | Concession / lessee operating                              |
| Organized Yacht Club                  | Yes        | Elkhorn Yacht Club - Full service, 5 days / week           |
| Other Facilities / Services           | <u>No</u>  |  |
| % of Live-Aboards Allowed             | <u>Yes</u> | 10% maximum allowance - \$130 / month / person             |

# Sonoma County - Spud Point Marina

| Slip Description        | <u>Quantity</u><br><u>Available</u> | Quantity<br>Occupied | <u>Occ %</u> | % of Total<br>Occ'd | Daily \$ Rate               | M   | Mthly \$ Rate               |     | nual \$ Rate             | Mthly \$ Rate /<br>Lnr. Foot    | Mthly \$ Rate /<br>Square Ft |                               |
|-------------------------|-------------------------------------|----------------------|--------------|---------------------|-----------------------------|-----|-----------------------------|-----|--------------------------|---------------------------------|------------------------------|-------------------------------|
| <20' SF                 |                                     |                      |              |                     |                             |     |                             |     |                          |                                 |                              |                               |
| <20' DF                 |                                     |                      |              |                     |                             |     |                             |     |                          |                                 |                              |                               |
| 30' x 13' DL            | 23                                  | 23                   | 100%         | 10%                 | \$ 21.00                    | \$  | 206.33                      | \$  | 2,475.90                 | \$ 6.88                         | \$                           | 0.53                          |
| 32' x 14.5' DL          | 36                                  | 36                   | 100%         | 15%                 | \$ 31.50                    | \$  | 219.87                      | \$  | 2,638.44                 | \$ 6.87                         | \$                           | 0.47                          |
| 36' x 15' DL            | 38                                  | 38                   | 100%         | 16%                 | \$ 31.50                    | \$  | 247.59                      | \$  | 2,971.08                 | \$ 6.88                         | \$                           | 0.46                          |
| 40' x 15.5' DL          | 32                                  | 32                   | 100%         | 14%                 | \$ 31.50                    | \$  | 275.00                      | \$  | 3,299.94                 | \$ 6.88                         | \$                           | 0.44                          |
| 44' x 16.5' DL          | 44                                  | 42                   | 95%          | 18%                 | \$ 42.00                    | \$  | 302.40                      | \$  | 3,628.80                 | \$ 6.87                         | \$                           | 0.42                          |
| 48' x 17' SL            | 21                                  | 21                   | 100%         | 9%                  | \$ 42.00                    | \$  | 330.12                      | \$  | 3,961.44                 | \$ 6.88                         | \$                           | 0.40                          |
| 52' x 18' SL            | 15                                  | 15                   | 100%         | 6%                  | \$ 52.50                    | \$  | 357.53                      | \$  | 4,290.30                 | \$ 6.88                         | \$                           | 0.38                          |
| 56' x 19' SL            | 9                                   | 9                    | 100%         | 4%                  | \$ 52.50                    | \$  | 384.93                      | \$  | 4,619.16                 | \$ 6.87                         | \$                           | 0.36                          |
| 60' x 19.5' SL          | 11                                  | 9                    | 82%          | 4%                  | \$ 52.50                    | \$  | 412.65                      | \$  | 4,951.80                 | \$ 6.88                         | \$                           | 0.35                          |
| 70' x 20' SL            | 10                                  | 9                    | 90%          | 4%                  | \$ 63.00                    | \$  | 481.32                      | \$  | 5,775.84                 | \$ 6.88                         | \$                           | 0.34                          |
| 80' x 23' SL            | 1                                   | 1                    | 100%         | 0%                  | \$ 63.00                    | \$  | 549.99                      | \$  | 6,599.88                 | \$ 6.87                         | \$                           | 0.30                          |
| 90' - 99' (x 24') DF    |                                     |                      |              |                     |                             |     |                             |     |                          |                                 |                              |                               |
| > 100' (x 24') DF       |                                     |                      |              |                     |                             |     |                             |     |                          |                                 |                              |                               |
| 280' of Single Side Tie | 1                                   | 0                    | 0%           |                     |                             |     |                             |     |                          |                                 |                              |                               |
| Other                   |                                     |                      | ·            |                     | ·                           |     |                             |     |                          |                                 |                              |                               |
| Other                   |                                     |                      | -            |                     | Avg \$ Rate / Slip /<br>Day | Avg | g \$ Rate / Slip /<br>Month | Avg | \$ Rate / Slip /<br>Year | Avg Occ'd Mthly \$<br>Rate / LF | Avg                          | g Occ'd Mthly \$<br>Rate / sf |
| Other                   | 241                                 | 235                  | 98%          |                     | \$ 37.69                    | \$  | 289.78                      | \$  | 3,477.35                 | \$ 6.87                         | \$                           | 0.44                          |

1) Docks are all concrete unifloat design, installed 1985 - Water, Electric, & WiFi available

Electric and WiFi are metered and charged for - WiFi at \$29 / month

5% Discount on Slip Fees for Commercial vessels

2) NOT a CA Clean Marina

3) 5 Full Time Employees - 5 Seasonal Employees

# Noyo Harbor Marina

| Slip Description     | Quantity<br>Available | Quantity<br>Occupied | <u>Occ %</u> | % of Total<br>Occ'd | į  | Daily \$ Rate              | Mthly \$ Rate                 | Ar  | nual \$ Rate             | Mthly \$ Rate /<br>Lnr. Foot    | Mthly \$ Rate /<br>Square Ft    |
|----------------------|-----------------------|----------------------|--------------|---------------------|----|----------------------------|-------------------------------|-----|--------------------------|---------------------------------|---------------------------------|
| <20' SF              |                       |                      |              |                     |    |                            |                               |     |                          |                                 |                                 |
| <20' DF              |                       |                      |              |                     |    |                            |                               |     |                          |                                 |                                 |
| 20' x 10' DL         | 15                    | 10                   | 67%          | 4%                  | \$ | 20.00                      | \$ 96.00                      | \$  | 1,106.40                 | \$ 4.80                         | \$ 0.48                         |
| 25' x 12' DL         | 30                    | 25                   | 83%          | 10%                 | \$ | 20.00                      | \$ 120.00                     | \$  | 1,382.40                 | \$ 4.80                         | \$ 0.40                         |
| 30' x 12' DL         | 22                    | 22                   | 100%         | 9%                  | \$ | 25.00                      | \$ 144.00                     | \$  | 1,658.88                 | \$ 4.80                         | \$ 0.40                         |
| 30' x 15' DL         | 42                    | 42                   | 100%         | 17%                 | \$ | 25.00                      | \$ 144.00                     | \$  | 1,658.88                 | \$ 4.80                         | \$ 0.32                         |
| 35' x 15' DL         | 16                    | 16                   | 100%         | 6%                  | \$ | 25.00                      | \$ 168.00                     | \$  | 1,935.36                 | \$ 4.80                         | \$ 0.32                         |
| 40' x 15' DL         | 92                    | 92                   | 100%         | 37%                 | \$ | 25.00                      | \$ 192.00                     | \$  | 2,211.84                 | \$ 4.80                         | \$ 0.32                         |
| 50' x 16' DL         | 32                    | 32                   | 100%         | 13%                 | \$ | 30.00                      | \$ 240.00                     | \$  | 2,764.80                 | \$ 4.80                         | \$ 0.30                         |
| 55' - 59' (x 19') DF |                       |                      |              |                     |    |                            |                               |     |                          |                                 |                                 |
| 60' x 18' ET         | 4                     | 4                    | 100%         | 2%                  | \$ | 30.00                      | \$ 288.00                     | \$  | 3,317.76                 | \$ 4.80                         | \$ 0.27                         |
| 70' x 20' ET         | 3                     | 3                    | 100%         | 1%                  | \$ | 30.00                      | \$ 336.00                     | \$  | 3,872.40                 | \$ 4.80                         | \$ 0.24                         |
| 80' x 22' ST         | 2                     | 2                    | 100%         | 1%                  | \$ | 30.00                      | \$ 384.00                     | \$  | 4,425.60                 | \$ 4.80                         | \$ 0.22                         |
| 90' - 99' (x 24') DF |                       |                      |              |                     |    |                            |                               |     |                          |                                 |                                 |
| > 100' (x 24') DF    |                       |                      |              |                     |    |                            |                               |     |                          |                                 |                                 |
| Other                |                       |                      |              |                     |    |                            |                               |     |                          |                                 |                                 |
| Other                |                       |                      |              |                     |    |                            |                               |     |                          |                                 |                                 |
| Other                |                       |                      |              |                     | A  | vg \$ Rate / Slip /<br>Day | Avg \$ Rate / Slip /<br>Month | Avį | \$ Rate / Slip /<br>Year | Avg Occ'd Mthly \$<br>Rate / LF | Avg Occ'd Mthly \$<br>Rate / sf |
| Other                | 258                   | 248                  | 96%          |                     | \$ | 24.92                      | \$ 175.26                     | \$  | 2,019.01                 | \$ 4.80                         | \$ 0.34                         |

1) Docks are all wood frame & deck w/ OCF Ffoatation, installed 1975 (Very poor condition) - Water & Electric availble on all docks except I & K

2) NOT a CA Clean Marina

3) 3 Full Time Employees - 1 Seasonal Employee

#### Sonoma County - Spud Point Marina

| Fuel Dock                             | <u>Yes</u> | Gasoline & Diesel Fuel, and Oil - Also Ice sold by the ton at Fuel Dock           |
|---------------------------------------|------------|---|
| Pump-Out Facility / Services          | <u>Yes</u> | Locked facility, free to all boaters - Call marina office to access               |
| Hazardous Waste Disposal              | <u>Yes</u> | Open to public during regular office hours and open to slip holders with dock key |
| Locked Security Gates                 | <u>Yes</u> | Dock key access for slip holders  |
| Open Public Restrooms                 | <u>Yes</u> |   |
| Slip Holder Only Restrooms            | <u>Yes</u> | Restrooms and shower access with dock key   |
| Slip Holder Laundry Facilities        | <u>Yes</u> | Washers, Dryers, Soap, and vending machines in secure area for slip holders       |
| Slip Holder Lounge Facilities         | <u>No</u>  | Not available   |
| Picnic / Barbecue Facilities          | Yes / No   | Picnic tables available, but no barbecues allowed                                 |
| Launch Ramp                           | <u>Yes</u> | Westside Launch Ramp 1/8 mile away - Operated by Doran State Park                 |
| Dry Boat Storage Facilities           | <u>Yes</u> | 24 each 11 x 40 outside secured DS spaces - typically full - \$90 / month         |
| Vessel Maintenance Services           | <u>Yes</u> | Local mechanic, diver, electrical, cleaning services available                    |
| Boatyard Facility / Services          | <u>No</u>  | Not available   |
| Marina Boat Chandlery Services        | <u>Yes</u> | Nearby store with very few boating supplies                                       |
| Vessel Charter Services               | <u>Yes</u> | Fishing Charters and Tours  |
| Boat Rental Services                  | <u>No</u>  | Not available   |
| General Store / Other Retail Services | <u>Yes</u> | Several small shops and stores within walking distance                            |
| Restaurant / Other Food Services      | <u>Yes</u> | Several small restaurants within walking distance                                 |
| Organized Yacht Club                  | <u>No</u>  |   |
| Other Facilities / Services           | <u>No</u>  |   |
| % of Live-Aboards Allowed             | <u>Yes</u> | 7% - )nly 15 total Live-Aboards allowed in marina - \$170 / month added fee       |

#### Noyo Harbor Marina

| Fuel Dock                             | <u>No</u>  | No fuel dock in marina is signicant customer service value issue |
|---------------------------------------|------------|--|
| Pump-Out Facility / Services          | <u>Yes</u> | Available by appointment - \$10 Service Fee                      |
| Hazardous Waste Disposal              | <u>Yes</u> | Oil disposal drop available                                      |
| Locked Security Gates                 | <u>No</u>  |  |
| Open Public Restrooms                 | Yes        | In Park areas  |
| Slip Holder Only Restrooms            | <u>Yes</u> | Locked restrooms with showers                                    |
| Slip Holder Laundry Facilities        | <u>No</u>  |  |
| Slip Holder Lounge Facilities         | <u>No</u>  |  |
| Picnic / Barbecue Facilities          | <u>Yes</u> | Barbecues and picnic tables in marina park area                  |
| Launch Ramp                           | <u>Yes</u> | Limited access in basin - Public ramp 1 mile upstream            |
| Dry Boat Storage Facilities           | <u>No</u>  | Limited nearby storage yards                                     |
| Vessel Maintenance Services           | <u>Yes</u> | Limited nearby mechanic and other service vendors                |
| Boatyard Facility / Services          | <u>No</u>  |  |
| Marina Boat Chandlery Services        | <u>Yes</u> | Limited chandlery and boat supply stores in basin                |
| Vessel Charter Services               | <u>Yes</u> | Fishing, whale watching, and diving charters available           |
| Boat Rental Services                  | <u>No</u>  |  |
| General Store / Other Retail Services | <u>Yes</u> | Several small fish and general store operations in basin         |
| Restaurant / Other Food Services      | <u>Yes</u> | Several deli, café, and full service restaurants in the basin    |
| Organized Yacht Club                  | <u>No</u>  | Noyo Harbor Yacht Club is inactive                               |
| Other Facilities / Services           | <u>No</u>  |  |
| % of Live-Aboards Allowed             | <u>No</u>  | No Live-Aboards allowed in Marina                                |

#### Comparable TOTALS = AVERAGES

| Slip Description | Quantity<br>Available | Quantity<br>Occupied | Occ % | % of Total<br>Occ'd | Average Daily \$  Rate      |     | rage Mthly<br>\$ Rate     | Av  | g. Annual \$<br>Rate     | Mthly \$ Rate /<br>Lnr. Foot    | Mthly \$ Rate /<br>Square Ft    |
|------------------|-----------------------|----------------------|-------|---------------------|-----------------------------|-----|---------------------------|-----|--------------------------|---------------------------------|---------------------------------|
|                  |                       |                      |       |                     |                             |     |                           |     |                          |                                 |                                 |
| 20' DL           | 27                    | 22                   | 81%   | 2%                  | \$ 22.50                    | \$  | 150.25                    | \$  | 1,780.20                 | \$ 7.51                         | \$ 0.75                         |
| 25' DL           | 30                    | 25                   | 83%   | 2%                  | \$ 20.00                    | \$  | 120.00                    | \$  | 1,382.40                 | \$ 4.80                         | \$ 0.40                         |
| 30' DL           | 402                   | 349                  | 87%   | 30%                 | \$ 25.63                    | \$  | 228.83                    | \$  | 2,346.20                 | \$ 7.63                         | \$ 0.59                         |
| 32' DL           | 36                    | 36                   | 100%  | 3%                  | \$ 31.50                    | \$  | 219.87                    | \$  | 2,638.44                 | \$ 6.87                         | \$ 0.49                         |
| 35' DL           | 16                    | 16                   | 100%  | 1%                  | \$ 25.00                    | \$  | 168.00                    | \$  | 1,935.36                 | \$ 4.80                         | \$ 0.32                         |
| 36' DL           | 38                    | 38                   | 100%  | 3%                  | \$ 31.50                    | \$  | 247.59                    | \$  | 2,971.08                 | \$ 6.88                         | \$ 0.46                         |
| 40' DL           | 383                   | 333                  | 87%   | 28%                 | \$ 32.88                    | \$  | 300.63                    | \$  | 3,074.45                 | \$ 7.52                         | \$ 0.47                         |
| 44' DL           | 44                    | 42                   | 95%   | 4%                  | \$ 42.00                    | \$  | 302.40                    | \$  | 3,628.80                 | \$ 6.87                         | \$ 0.42                         |
| 48' SL           | 21                    | 21                   | 100%  | 2%                  | \$ 42.00                    | \$  | 330.12                    | \$  | 3,961.44                 | \$ 6.88                         | \$ 0.40                         |
| 50' DL           | 180                   | 174                  | 97%   | 15%                 | \$ 41.50                    | \$  | 382.00                    | \$  | 3,695.60                 | \$ 7.64                         | \$ 0.42                         |
| 52' SL           | 15                    | 15                   | 100%  | 1%                  | \$ 52.50                    | \$  | 357.53                    | \$  | 4,290.30                 | \$ 6.88                         | \$ 0.38                         |
| 56' SL           | 9                     | 9                    | 100%  | 1%                  | \$ 52.50                    | \$  | 384.93                    | \$  | 4,619.16                 | \$ 6.87                         | \$ 0.36                         |
| 60'              | 76                    | 64                   | 84%   | 5%                  | \$ 48.88                    | \$  | 444.29                    | \$  | 4,531.89                 | \$ 7.40                         | \$ 0.37                         |
| 70'              | 30                    | 29                   | 97%   | 2%                  | \$ 56.13                    | \$  | 516.08                    | \$  | 5,260.56                 | \$ 7.37                         | \$ 0.35                         |
| 80'              | 4                     | 4                    | 100%  | 0%                  | \$ 64.33                    | \$  | 530.50                    | \$  | 6,305.16                 | \$ 6.63                         | \$ 0.30                         |
| Other            | 4                     | 4                    | 100%  | 0%                  |                             |     |                           |     |                          |                                 |                                 |
| Other            |                       |                      |       |                     | Avg \$ Rate / Slip /<br>Day | Avg | \$ Rate / Slip /<br>Month | Avg | \$ Rate / Slip /<br>Year | Avg Occ'd Mthly \$<br>Rate / LF | Avg Occ'd Mthly \$<br>Rate / sf |
| Other            | 1315                  | 1181                 | 90%   |                     | \$ 33.42                    | \$  | 292.01                    | \$  | 3,034.62                 | \$ 7.35                         | \$ 0.48                         |

Average Daily \$ Rate = Sum of Daily \$ Rate charged for each slip size (available) divided by number of Rates in each size

Average Monthly \$ Rate = Sum of Monthly \$ Rate charged for each slip size (available) divided by number of Rates in each size

Average Annual \$ Rate = Sum of Annual \$ Rate charged for each slip size (available) divided by number of Rates in each size

Average Monthly \$ Rate / Linear Ft = Average Monthly \$ Rate charged for each slip size (available) divided by the length of the slip - Average Occupied Slip Monthly \$ Rate / linear ft is based on "Occupied" slips

Average Monthly \$ Rate / Square Ft = Average Monthly \$ Rate charged for each slip size (available) divided by the Square Footage of the slip water space - Average Occupied Slip Monthly \$ Rate / Square Foot is based on "Occupied" slips

#### NEW NOYO HARBOR Proposed

# Revised 1/3/18

|                   |                       |                      |                  |                             |                               |     | _                           |                                 |                                 |
|-------------------|-----------------------|----------------------|------------------|-----------------------------|-------------------------------|-----|-----------------------------|---------------------------------|---------------------------------|
| Slip Description  | Quantity<br>Available | Quantity<br>Occupied | % of Total Slips | Daily \$ Rate               | Monthly \$ Rate               | A   | nnual \$ Rate               | Mthly \$ Rate /<br>Lnr. Foot    | Mthly \$ Rate /<br>Square Ft    |
|                   |                       |                      |                  |                             |                               | < 1 | 0% Discount                 |                                 |                                 |
|                   |                       |                      |                  |                             |                               |     |                             |                                 |                                 |
| 26' x 12' DL      | 37                    | 37                   | 16%              | \$ 26.00                    | \$ 148.00                     | \$  | 1,598.40                    | \$ 5.69                         | \$ 0.47                         |
| 32' x 14' DL      | 54                    | 54                   | 23%              | \$ 32.00                    | \$ 210.00                     | \$  | 2,268.00                    | \$ 6.56                         | \$ 0.47                         |
| 36' x 15' DL ET   | 65                    | 65                   | 28%              | \$ 36.00                    | \$ 252.00                     | \$  | 2,721.60                    | \$ 7.00                         | \$ 0.47                         |
| 40' x 16' DL      | 41                    | 41                   | 17%              | \$ 40.00                    | \$ 300.00                     | \$  | 3,240.00                    | \$ 7.50                         | \$ 0.47                         |
| 48' x 17' DL      | 14                    | 14                   | 6%               | \$ 45.00                    | \$ 384.00                     | \$  | 4,147.20                    | \$ 8.00                         | \$ 0.47                         |
| 50' x 18' DL      | 15                    | 15                   | 6%               | \$ 50.00                    | \$ 425.00                     | \$  | 4,590.00                    | \$ 8.50                         | \$ 0.47                         |
|                   |                       |                      |                  |                             |                               |     |                             |                                 |                                 |
| 40' x 16' ET      | 1                     | 1                    | 0%               | \$ 40.00                    | \$ 300.00                     | \$  | 3,240.00                    | \$ 7.50                         | \$ 0.47                         |
| 60' x 20' ET / ST | 3                     | 3                    | 1%               | \$ 60.00                    | \$ 560.00                     | \$  | 6,048.00                    | \$ 9.33                         | \$ 0.47                         |
| 70' x 21' ET / ST | 4                     | 4                    | 2%               | \$ 70.00                    | \$ 685.00                     | \$  | 7,398.00                    | \$ 9.79                         | \$ 0.47                         |
| 80' x 22' ET / ST | 1                     | 1                    | 0%               | \$ 80.00                    | \$ 825.00                     | \$  | 8,910.00                    | \$ 10.31                        | \$ 0.47                         |
| 90' x 22' ET      | 1                     | 1                    | 0%               | \$ 90.00                    | \$ 930.00                     | \$  | 10,044.00                   | \$ 10.33                        | \$ 0.47                         |
|                   |                       |                      |                  |                             |                               |     |                             |                                 |                                 |
|                   |                       |                      |                  |                             |                               |     |                             |                                 |                                 |
|                   |                       |                      |                  |                             |                               |     |                             |                                 |                                 |
| Other             |                       |                      |                  | Avg \$ Rate / Slip /<br>Day | Avg \$ Rate / Slip /<br>Month | A   | rg \$ Rate / Slip /<br>Year | Avg Occ'd Mthly \$<br>Rate / LF | Avg Occ'd Mthly \$<br>Rate / sf |
| Other             | 236                   | 236                  | 100%             | \$ 36.57                    | \$ 266.07                     | \$  | 2,873.53                    | \$ 7.04                         | \$ 0.47                         |

#### Amenities Weighted Availability

# NEW NOYO HARBOR Proposed

| Fuel Dock                             | <u>Yes</u> | 3 of 4        | Fuel Dock                             | <u>Yes</u> |   |
|---------------------------------------|------------|---------------|---------------------------------------|------------|---|
| Pump-Out Facility / Services          | <u>Yes</u> | 4 of 4        | Pump-Out Facility / Services          | <u>Yes</u> |   |
| Hazardous Waste Disposal              | Yes        | 4 of 4        | Hazardous Waste Disposal              | Yes        |   |
| Locked Security Gates                 | <u>Yes</u> | 2 of 4        | Locked Security Gates                 | <u>Yes</u> |   |
| Open Public Restrooms                 | <u>Yes</u> | 4 of 4        | Open Public Restrooms                 | <u>Yes</u> | Limited   |
| Slip Holder Only Restrooms            | <u>Yes</u> | 3 of 4        | Slip Holder Only Restrooms            | <u>Yes</u> |   |
| Slip Holder Laundry Facilities        | <u>Yes</u> | 3 of 4        | Slip Holder Laundry Facilities        | <u>Yes</u> |   |
| Slip Holder Lounge Facilities         | <u>No</u>  | 0 of 4        | Slip Holder Lounge Facilities         | <u>No</u>  |   |
| Picnic / Barbecue Facilities          | <u>Yes</u> | 4 of 4        | Picnic / Barbecue Facilities          | <u>Yes</u> | Limited   |
| Launch Ramp                           | <u>Yes</u> | 4 of 4        | Launch Ramp                           | <u>Yes</u> |   |
| Dry Boat Storage Facilities           | <u>Yes</u> | 2 of 4        | Dry Boat Storage Facilities           | <u>Yes</u> |   |
| Vessel Maintenance Services           | <u>Yes</u> | 3 of 4        | Vessel Maintenance Services           | <u>Yes</u> | Concession  |
| Boatyard Facility / Services          | <u>Yes</u> | 2 of 4        | Boatyard Facility / Services          | <u>Yes</u> | Concession  |
| Marina Boat Chandlery Services        | <u>Yes</u> | 4 of 4        | Marina Boat Chandlery Services        | <u>Yes</u> | Concession  |
| Vessel Charter Services               | <u>Yes</u> | 4 of 4        | Vessel Charter Services               | <u>Yes</u> | Licensing Permit Extra                              |
| Boat Rental Services                  | <u>No</u>  | 0 of 4        | Boat Rental Services                  | <u>Yes</u> | Concession  |
| General Store / Other Retail Services | <u>Yes</u> | 2 of 4        | General Store / Other Retail Services | <u>Yes</u> | Concession  |
| Restaurant / Other Food Services      | <u>Yes</u> | 4 of 4        | Restaurant / Other Food Services      | <u>Yes</u> | Concession  |
| Organized Yacht Club                  | <u>No</u>  | 1 of 4        | Organized Yacht Club                  | <u>Yes</u> | Concession  |
| Other Facilities / Services           | <u>No</u>  | 0 of 4        | Other Facilities / Services           | <u>No</u>  | 0 of 4  |
| % of Live-Aboards Allowed             | <u>Yes</u> | 3 of 4 (10%+) | % of Live-Aboards Allowed             | <u>Yes</u> | 10% Maximum with Separate Ageement(\$300 / month +) |