



NOV 15 2012
#8

8 November 2012

To: The Santa Barbara Harbor Commission

Re: Harbor Marineworks Boatyard Lease Renewal

Dear Harbor Commissioners,

Regrettably, I will be unable to attend the upcoming November 15th Harbor Commission meeting, during which the Commission will vote on a recommendation with regard to the new Harbor Marineworks Lease. We have always appreciated strong support from the Commission, and thank each one of you for that support now, as we move forward together with the Waterfront Department, and what has become a great working relationship.

Harbor Marineworks is nearing our 15th anniversary and is very pleased with the opportunity to continue a strong tradition of excellent workmanship, supported by great customer relationships, working together with the best people in the business. I wish to state for the record that I am satisfied with all terms and conditions of the new lease, and appreciate all the efforts of those who came together to craft a document which benefits not only Harbor Marineworks and The Waterfront Department, but all sectors of the harbor community.

Sincerely,

Damon M Hulst

Cc: Scott Riedman, Waterfront Director

ATTACHMENT #2

Boatyard Survey

Nov-11

BOATYARD	square ft yard	Base Rent month	Base Rent p.s.f.	Haul out capacity /tons	Written Estimates Required by Lease	Charges Governed by Lease	Business Practices Governed by Lease
1 Ventura Harbor Marina (formerly Anchors Way)	130,680	\$ 4,399.00	\$ 0.03	24	No	No	No
2 Ventura Harbor Boatyard	291,852	\$ 8,458.00	\$ 0.03	165 & 35	No	No	No
3 Bellport Anacapa Boatyard, Oxnard	108,900	\$ 7,700.00	\$ 0.07	38	No	No	No
4 Anchors Way Boatyard, Oxnard	174,240	\$ 8,350.00	\$ 0.05	50,30,25	No	No	No
5 Windward Yacht Center, Marina del Rey	288,803	\$ 1,535.00	\$ 0.01	100	No	No	No
6 The Boatyard, Marina del Rey	314,068	\$ 2,196.00	\$ 0.01	60	No	No	No
7 Seamark Marine, Marina del Rey	10,019	\$ -	-	4	No	No	No
8 King Harbor Marine Center, Redondo Beach	38,333	\$ 6,000.00	\$ 0.16	60	No	No	No
9 Wilmington Marine Service, Wilmington	87,120	\$ 4,984.00	\$ 0.06	150	No	No	No
10 Colonial Yacht Anchorage, Wilmington	33,106	\$ 19,177.00	\$ 0.58		No	No	No
11 Cerritos/Eddies' Marine, Wilmington	29,621	\$ 3,551.00	\$ 0.12	18	No	No	No
12 Gambol Industries, Long Beach	165,964	\$ 2,240.00	\$ 0.01	30 & 350 ton drydock	No	No	No
13 Marina Shipyard, Alamitos Bay, Long Beach	190,357	\$ 5,000.00	\$ 0.03	50 & 15	No	No	No
Average		\$	\$ 0.04				
Harbor Marine Works, Santa Barbara	35,798	\$ 4,157.00	\$ 0.12	35	Yes	No	No

"Each of the yards indicated that they work on an individual contract bid basis. This means that potential customers contact them and a proposal for specified services is made, which may result in a contract. That is one of the reasons they are reluctant to share their cost books in most cases."

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