



CITY OF ISLE OF PALMS MARINA



HISTORY

- City purchased the Marina in 1999 to “insure public access to the water.”
- In October 2015, Applied Technology and Management Inc. assisted the City with a public input campaign aimed at gathering ideas about redeveloping the Isle of Palms Marina.
- Most comments centered around preventing a dry stack from being built, noise and parking concerns, and enhancing the site for the benefit and enjoyment of the residents.

PARKING & TRAFFIC

- “Parking: already a problem, especially on weekends when many people boat.”
- “The empty trailers are now on 41st Avenue and Waterway.”
- “I believe we should improve the access and parking by way of a new entrance and a paved parking lot.”
- “Parking in the surrounding neighborhood is awful”
- “Our marina is small and has a limit as to how many people/boats/cars/trailers it can accommodate.”
- “...many existing problems including... poor parking and traffic flow.”



RESIDENTIAL BENEFIT

- “I... truly hope that the City will look long and hard at reestablishing the area as a site for the residents”
- “The marina was purchased as a resource to the residents of the island...”
- “Pedestrian use and designated access should be included in the plan.”
- “If we have paid off this property, it is time to repurpose it for the benefits of the residents.”
- “... The marina was purchased by the city as a resource to the residents of the island... The operation of each of these must be scaled appropriately to the surrounding residential neighborhoods.”



Proposed Marina Redevelopment

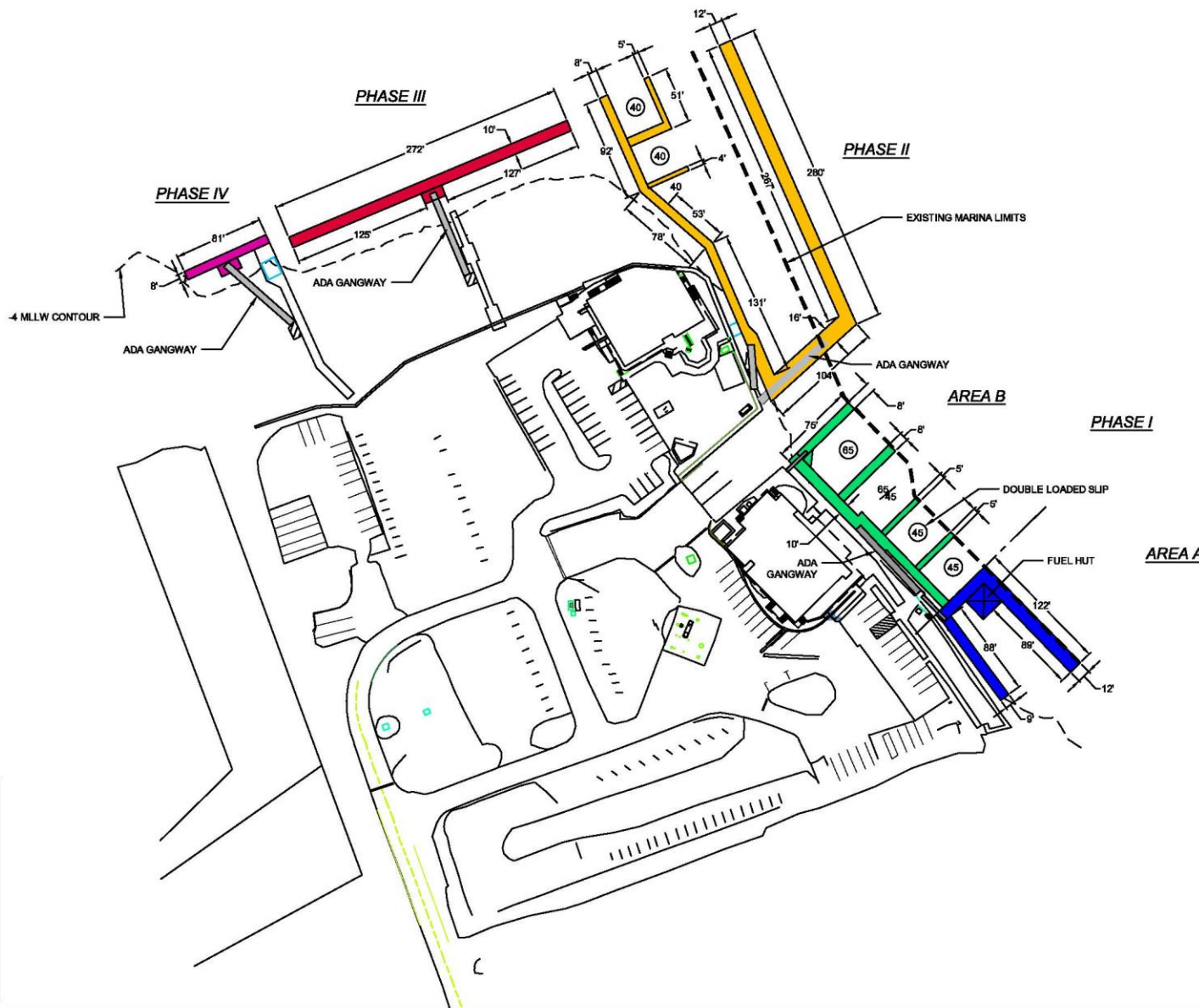
Isle of Palms
South Carolina

Real Property/Tenants
Scenario

scale: 1" = 30' - 0"

DesignWorks **ATM**
APPLIED TECHNOLOGY & MANAGEMENT

PROPOSED MARINA LAYOUT - CONCEPT 2



NOTE:
1. UPLAND SURVEY COMPLETED BY GEL
ENGINEERING LLC IN NOVEMBER 2016.

Applied Technology & Management, Inc.
941 Houston Northwest Blvd.
Mt Pleasant SC, SC 29564
(843) 414-1040
Certificate of Authorization #000006



DRAWING NUMBER
SHEET 3
SHEET 3 OF

MARINA REDEVELOPMENT
ISLE OF PALMS MARINA
CONCEPT 2
City of Isle of Palms
Isle of Palms, Charleston County, SC

PROJECT NO. 16-00000001
DATE: 10/26/2016
JOB NO. 16-0001
SCALE: 1"=50'

NO.	DATE	BY	REVISION
1			
2			
3			
4			

REMARKS
DATE
BY

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Tidalwave Watersports
Leased until
September
2020

Barrier Isles, LLC
Leased until October
2020

Tidal Wave Water Sports

Morgan Creek Grill

Marina Operations -
Leased until 2045

Shared Among
Tenants Under
Direction of Marina
Manager

Marina Market

Isle of Palms Marina

Charleston Fishing
Adventures

Dewees Island
Ferry Parking

Public Right-of-Way
owned by the City of
Isle of Palms

Google

Dewees Rentals

Isle of Palms

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MARINA LEASES

Marina Joint Ventures, Inc. (Docks and Boat Ramp)

- Tenant of the City since 2009. Prior to this, MJV operated as the marina manager under a management agreement.
- Lease expires in January 2045
- Average annual rent since FY07 = \$168,000
- Average annual expenditures (not including depreciation) since FY07 = \$65,000
- Average annual net income to the City since FY07 = \$103,000

MARINA LEASES

Marina Outpost, LLC (Marina Market)

- Tenant of the City since 2008
- Lease expires in January 2045
- Average annual rent since FY 07 = \$82,000
- Average annual expenditures (not including depreciation) since FY 07 = \$7,000
- Average annual net income to the City since FY 07 = \$75,000

MARINA LEASES

Tidalwave Watersports

- Current owners have been tenants of the City since 2006
- Lease expires in September 2020
- Lease assigned to current owners in 2006
- Average annual rent to the City since FY 07 = \$21,000
- Average annual expenditure (not including depreciation) since FY 07 = \$6,000
- Average annual net income since FY 07 = \$15,000
- On April 23, 2019, City Council voted not to renew the existing lease

MARINA LEASES

Barrier Isles, LLC (Morgan Creek Grill)

- Tenant of the City since 2002
- Lease expires October 31, 2020
- Average annual rent since FY 07 = \$120,000
- Average annual expenditure (not including depreciation) since FY 07 = \$14,000
- Average annual net income to the City since FY07 = \$106,000

MARINA RESTAURANT LEASE RFP PROCESS

- On September 25, 2018, City Council decided to pursue the request for proposals method to obtain a new lease for the use of the restaurant.
- The City engaged Lee & Associates to develop a favorable lease strategy for the City, manage the request for proposals process, and advise in contract negotiations.
- On August 30, 2019, the City opened proposals for the Isle of Palms Marina Restaurant. Three proposals were received and were presented to the public during a presentation by each proposer on September 26, 2019.
 - Barrier Isles, LLC.
 - Lowe, Ravenel Commercial Properties & IOP Marina
 - Lorenz & Bushnell Group
- The City created a page on the website for residents to submit comments and responses to the 3 proposals received.



TAKEAWAYS

1. City is in the process of preparing for a \$4.3M project in FY 21 to replace the docks, dredge the marina, and re-coat the bulkhead. Funding has not yet been identified. We expect the cost estimates to be refined and funding identified as part of the FY 21 budget process which will begin in January 2020.
2. City is in the process of evaluating different proposals for the use and improvements and possible reconstruction of the marina restaurant.
3. Council needs to decide the future use of the dock currently leased by the watersport's operation.

	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1	CITY OF ISLE OF PALMS MARINA																	
2	Description	ACTUAL FY07	ACTUAL FY08	ACTUAL FY09	ACTUAL FY10	ACTUAL FY11	ACTUAL FY12	ACTUAL FY13	ACTUAL FY14	ACTUAL FY15	ACTUAL FY16	ACTUAL FY17	ACTUAL FY18	FY19 UNAUDITED	BUDGET FY20		FY07 - FY19 TOTAL	
3																		
4	REVENUE																	
5	MISCELLANEOUS INCOME	14,400		671								15,791	(15,791)				15,071	
6	GAIN/(LOSS) ON ASSET DISPOSAL	(71,062)															(71,062)	
7	INTEREST INCOME	45,733	75,278	54,980	3,917	3,845	3,072	1,591	454	690	1,607	3,433	8,993	15,102	13,650		218,694	
8	MARINA STORE RENT	98,854	80,357	86,505	90,181	93,095	101,702	70,741	72,574	74,160	73,420	74,292	76,064	77,840	78,397		1,069,786	
9	MARINA OPERATIONS RENT	175,420	171,161	167,011	136,508	179,748	183,704	161,218	165,639	166,648	164,200	167,408	169,929	173,766	161,355		2,182,361	
10	MARINA RESTAURANT RENT	97,487	99,936	110,290	108,502	85,166	99,208	126,880	134,857	128,363	136,996	145,737	147,041	142,332	153,214		1,562,793	
11	MARINA WATERSPORTS RENT	18,000	18,000	19,406	19,653	19,836	20,079	20,412	21,345	22,607	21,801	21,906	22,119	22,548	23,460		267,712	
12	TOTAL REVENUES	378,832	444,732	438,862	358,762	381,690	407,765	380,842	394,870	392,468	398,024	428,567	408,355	431,588	430,076		5,245,355	
13																		
14	EXPENSES																	
15	GEN & ADMIN - DEBT SERVICE INTEREST	140,467	137,059	152,305	183,684	151,338	139,953	123,127	55,161	35,016	23,280	13,485	8,265	3,045			1,166,184	
16	GEN & ADMIN - PROFESSIONAL SVCS	14,850	44,357	5,366	8,310	4,682	7,045	3,181	45,575	11,435	108,158	88,401	51,296	51,776	165,000		444,432	
17	GEN & ADMIN - CONTRACTED SVCS	-	-	-	-	6,736	604,606	4,833	-								616,175	
18	GEN & ADMIN - OTHER	21,224	28,229	33,595	13,640	24,675	10,910	10,439	8,401	6,007	1,872	3,528	13,897	7,593	54,403		184,011	
19	ALL DEPRECIATION EXPENSE	105,019	102,997	152,822	134,462	128,347	127,058	125,935	149,486	148,619	138,633	123,782	133,013	133,070	106,250		1,703,244	
20	MARINA STORE EXPENSES	4,709	39,875	4,207	10,844	2,491	2,989	2,929	4,038	4,058	3,792	9,907	5,536	780	2,370		96,155	
21	MARINA OPERATIONS EXPENSES	56,067	65,386	50,116	46,031	46,606	61,748	79,824	63,814	54,499	75,107	83,130	58,378	100,733	50,150		841,439	
22	MARINA RESTAURANT EXPENSES	17,584	16,282	15,403	14,567	13,390	15,865	16,312	15,764	13,197	175	14,621	14,370	15,643	15,200		183,173	
23	MARINA WATERSPORTS EXPENSES	7,948	7,188	5,484	5,369	5,226	6,067	6,369	6,052	5,750	7,021	6,067	5,871	5,871	5,850		80,283	
24	TOTAL OPERATING EXPENSES	367,869	441,373	419,298	416,907	383,492	976,242	372,949	348,291	278,581	358,038	342,921	290,627	318,510	399,223		5,315,095	
25																		
26																		
27	NET INCOME	10,962	3,359	19,565	(58,145)	(1,802)	(568,477)	7,893	46,579	113,887	39,986	85,646	117,728	113,078	30,853		(69,740)	
28																		
29	TRANSFERS IN FROM TOURISM FUNDS	302,079	391,864	276,000	358,884	370,654	377,431	172,831	236,852	156,426	268,000	282,425	436,176	417,913	73,500		4,047,535	
30	TRANSFERS IN FROM GENERAL FUND	100,000	100,000	-	53,943												253,943	
31																		
32	NET INCOME AFTER TRANSFERS	413,041	495,223	295,565	354,682	368,852	(191,046)	180,724	283,431	270,313	307,986	368,071	553,904	530,991	104,353		4,231,738	
33																		
34																		
35																		
36	NET CONTRIBUTION BY TENANT (REVENUES - ALL EXPENSES EXCEPT DEPRECIATION)																	
37	MARINA STORE	94,145	40,482	82,298	79,337	90,604	98,712	67,812	68,536	70,102	69,628	64,385	70,528	77,060	76,027		973,631	
38	MARINA OPERATIONS	119,353	105,776	116,895	90,477	133,142	121,956	81,395	101,825	112,149	89,093	84,278	111,551	73,033	111,205		1,340,922	
39	MARINA RESTAURANT	79,903	83,654	94,887	93,935	71,775	83,343	110,568	119,093	115,166	136,821	131,116	132,670	126,689	138,014		1,379,620	
40	MARINA WATERSPORTS	10,052	10,812	13,922	14,284	14,610	14,012	14,043	15,293	16,857	14,780	15,839	16,248	16,677	17,610		187,429	
41	TOTAL	303,452	240,723	308,002	278,033	310,132	318,023	273,817	304,748	314,274	310,322	295,618	330,998	293,460	342,856		3,881,602	
42																		
43	DEBT SERVICE PRINCIPAL	200,000	225,000	225,000	225,000	250,000	250,000	250,000	275,000	275,000	275,000	300,000	300,000	300,000	-		3,350,000	
44																		
45	CAPITAL OUTLAY																	
46	MARINA STORE CAPITAL ADDITIONS	-	-	-	-	-	-	-	17,695	-	-	-	-	-	-		17,695	
47	MARINA OPERATIONS CAPITAL ADDITIONS	29,537	5,039	2,355,780	-	-	-	-	-	-	-	3,120	307,442	541,021	147,000		3,241,938	
48	MARINA RESTAURANT CAPITAL ADDITIONS	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
49	MARINA WATERSPORTS CAPITAL ADDITIONS	-	-	-	-	-	24,400	9,093	108,787	-	-	-	-	-	-		142,280	
50	TOTAL CAPITAL OUTLAY	29,537	5,039	2,355,780	-	-	24,400	9,093	126,482	-	-	3,120	307,442	541,021	147,000		3,401,913	

	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1	CITY OF ISLE OF PALMS MARINA STORE																	
2	Description	ACTUAL FY07	ACTUAL FY08	ACTUAL FY09	ACTUAL FY10	ACTUAL FY11	ACTUAL FY12	ACTUAL FY13	ACTUAL FY14	ACTUAL FY15	ACTUAL FY16	ACTUAL FY17	ACTUAL FY18	FY19 UNAUDITED	BUDGET FY20		FY07 - FY19 TOTAL	
3																		
4	REVENUE																	
5	MARINA STORE RENT	98,854	80,357	86,505	90,181	93,095	101,702	70,741	72,574	74,160	73,420	74,292	76,064	77,840	78,397		1,069,786	
6																		
7																		
8	EXPENSE (DOES NOT INCLUDE DEPRECIATION)																	
9	WATER AND SEWER	300	300	300	300	300	300	300	300	300	300	300	300	300	300			
10	MAINT & SERVICE CONTRACTS	165	37,876	1,135	325		325		850	200	-	6,343	2,340				49,559	
11	INSURANCE	3,974	1,430	2,502	9,949	1,921	1,894	1,989	2,088	2,558	2,302	2,228	2,426	-	1,000		36,261	
12	PROFESSIONAL SERVICES	270	270	270	270	270	470	640	800	1,000	1,000	1,035	470	480	1,070			
13	MISCELLANEOUS								-	-	190	-	-					
14	TOTAL OPERATING EXPENSES	4,709	39,875	4,207	10,844	2,491	2,989	2,929	4,038	4,058	3,792	9,907	5,536	780	2,370		85,820	
15																		
16	NET INCOME	94,145	40,482	82,298	79,337	90,604	98,712	67,812	68,536	70,102	69,628	64,385	70,528	77,060	76,027		983,966	
17																		
18																		
19																		
20																		
21	CAPITAL OUTLAY																	
22	REPLACE LAND BASED FUEL DISPENSERS									17,695							17,695	
23	TOTAL CAPITAL OUTLAY	-	-	-	-	-	-	-	-	17,695	-	-	-	-	-		17,695	
24																		
25																		
26																		
27																		
28																		
29																		

	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1	CITY OF ISLE OF PALMS MARINA OPERATIONS (DOCKS & BOAT RAMP)																	
2	Description	ACTUAL FY07	ACTUAL FY08	ACTUAL FY09	ACTUAL FY10	ACTUAL FY11	ACTUAL FY12	ACTUAL FY13	ACTUAL FY14	ACTUAL FY15	ACTUAL FY16	ACTUAL FY17	ACTUAL FY18	FY19 UNAUDITED	BUDGET FY20		FY07 - FY19 TOTAL	
3																		
4																		
5	REVENUE																	
6	MARINA OPERATIONS RENT	175,420	171,161	167,011	136,508	179,748	183,704	161,218	165,639	166,648	164,200	167,408	169,929	173,766	161,355		2,182,361	
7																		
8																		
9	EXPENSE (DOES NOT INCLUDE DEPRECIATION)																	
10	MAINT & SERVICE CONTRACTS	1,243	15,521	3,000	53			11,230	2,000	1,050	-	-	-	35,668	-		69,764	
11	ADVERTISING	5,004	5,042	5,000	5,000	5,000	5,000	5,000	5,000	2,010	5,000	4,401	4,385	4,800	5,000		60,641	
12	INSURANCE	47,346	42,261	41,916	40,080	41,406	56,348	62,994	55,889	50,439	68,917	77,729	52,393	60,265	45,150		697,984	
13	PROFESSIONAL SERVICES	200	1,970	200	200	200	400	600	925	1,000	1,000	1,000	1,600		-		9,295	
14	MISCELLANEOUS	2,274	592		699				-	-	190	-	-		-		3,754	
15	TOTAL OPERATING EXPENSES	56,067	65,386	50,116	46,031	46,606	61,748	79,824	63,814	54,499	75,107	83,130	58,378	100,733	50,150		841,439	
16																		
17	NET INCOME	119,353	105,776	116,895	90,477	133,142	121,956	81,395	101,825	112,149	89,093	84,278	111,551	73,033	111,205		1,340,922	
18																		
19																		
20																		
21																		
22	CAPITAL OUTLAY																	
23	NEW BULKHEAD & RENOVATION	18,405		2,355,780									305,020				2,679,204	
24	POINT OF SALE SYSTEM FOR FUEL DOCK	5,900															5,900	
25	UTILITY PEDESTALS	3,153										3,120					6,272	
26	AED DIFIBRILATOR	2,079															2,079	
27	FUEL DOCK PUMP CONSOLE		5,039														5,039	
28	UST REPLACEMENT (INCLS STORE TANKS)												2,423	541,021			543,444	
29	DOCK REPLACEMENT (DESIGN & PERMITTING)														147,000		-	
30	TOTAL CAPITAL OUTLAY	29,537	5,039	2,355,780	-	-	-	-	-	-	-	3,120	307,442	541,021	147,000		3,241,938	
31																		
32																		
33																		
34																		
35																		
36																		

	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1	CITY OF ISLE OF PALMS MARINA RESTAURANT																	
2	Description	ACTUAL FY07	ACTUAL FY08	ACTUAL FY09	ACTUAL FY10	ACTUAL FY11	ACTUAL FY12	ACTUAL FY13	ACTUAL FY14	ACTUAL FY15	ACTUAL FY16	ACTUAL FY17	ACTUAL FY18	FY19 UNAUDITED	BUDGET FY20		FY07 - FY19 TOTAL	
3																		
5	REVENUE																	
6	MARINA RESTAURANT RENT	97,487	99,936	110,290	108,502	85,166	99,208	126,880	134,857	128,363	136,996	145,737	147,041	142,332	153,214		1,562,793	
7																		
8																		
9	EXPENSE (DOES NOT INCLUDE DEPRECIATION)																	
10	MAINT & SERVICE CONTRACTS	1,009	650	325	325		325		850	200	-	14,586	350	440	-		19,060	
11	INSURANCE	16,540	15,597	15,043	14,207	13,355	15,505	16,277	14,694	12,777	-	-	13,845	15,003	15,000		162,844	
12	PROFESSIONAL SERVICES	35	35	35	35	35	35	35	220	220	175	35	175	200	200		1,270	
13	MISCELLANEOUS								-	-	-	-	-		-		-	
14	TOTAL OPERATING EXPENSES	17,584	16,282	15,403	14,567	13,390	15,865	16,312	15,764	13,197	175	14,621	14,370	15,643	15,200		183,173	
15																		
16	NET INCOME	79,903	83,654	94,887	93,935	71,775	83,343	110,568	119,093	115,166	136,821	131,116	132,670	126,689	138,014		1,379,620	
17																		
18																		
19																		
20																		
21	CAPITAL OUTLAY																	
22																		
23	TOTAL CAPITAL OUTLAY	-	-	-	-	-	-	-	-	-	-	-	-	-	-		-	
29																		

	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1	CITY OF ISLE OF PALMS MARINA WATERSPORTS OPERATION																	
2			ACTUAL FY07	ACTUAL FY08	ACTUAL FY09	ACTUAL FY10	ACTUAL FY11	ACTUAL FY12	ACTUAL FY13	ACTUAL FY14	ACTUAL FY15	ACTUAL FY16	ACTUAL FY17	ACTUAL FY18	FY19 UNAUDITED	BUDGET FY20		FY07 - FY19 TOTAL
3	Description																	
4																		
5	REVENUE																	
6	MARINA WATERSPORTS OPERATION RENT		18,000	18,000	19,406	19,653	19,836	20,079	20,412	21,345	22,607	21,801	21,906	22,119	22,548	23,460		267,712
7	Lease assigned to Fiems in Aug 2006																	
8																		
9	EXPENSES (DOES NOT INCLUDE DEPRECIATION)																	
10	MAINT & SERVICE CONTRACTS		2,205	1,695			-	-	-	-	-	1,407	-	-	-	-		5,307
11	INSURANCE (PRO RATA SHARE)*		5,744	5,493	5,484	5,369	5,226	6,067	6,369	6,052	5,750	5,614	6,067	5,871	5,871	5,850		74,976
12	TOTAL OPERATING EXPENSES		7,948	7,188	5,484	5,369	5,226	6,067	6,369	6,052	5,750	7,021	6,067	5,871	5,871	5,850		80,283
13																		
14	NET INCOME		10,052	10,812	13,922	14,284	14,610	14,012	14,043	15,293	16,857	14,780	15,839	16,248	16,677	17,610		187,429
15																		
16																		
17																		
18																		
19	CAPITAL OUTLAY																	
20	REPLACE SECTIONS OF WATERSPORTS DOCK							24,400										24,400
21	DESIGN & ENGINEERING OF WATERSPORTS RENO								9,093									9,093
22	RENOVATE WATERSPORTS DOCK									108,787								108,787
23	TOTAL CAPITAL OUTLAY		-	-	-	-	-	24,400	9,093	108,787	-	-	-	-	-	-		142,280
27																		
28																		
29	* CALCULATED AS 9% OF TOTAL DOCK INSURANCE PREMIUM. BASED ON APPROX LINEAR FEET OF DOCK.																	
30																		