

Questions/Comments from
Marina Community Input Meeting
March 2, 2021

1	How will Design accommodate tidal fluctuations and wind experience in the CYB & SYB?	<p>The final design of the floating dock systems in the Central Basin will consider daily tidal fluctuations, flood levels from the FEMA 100-year storm, wind speed requirements from the Florida Building Code, site-specific sea level rise predictions, and operational wind/wave conditions from annual storm events. A floating wave attenuator will be designed at the entrance to the Central Basin to attenuate the waves from the East/Southeast that currently propagate through the marina entrance and impact the north docks.</p> <p>The South Basin docks will be rehabilitated, but the fixed docks will remain.</p>
2	Will Floating Docks survive hurricane force winds?	<p>Yes, many floating dock marinas throughout Florida with comparable design conditions have been exposed to and survived hurricane force winds. The proposed floating dock system for this marina will be designed to survive the hurricane force wind speeds defined by the Florida Building Code for the project site. In addition to high wind conditions, the docks and anchor piling will be designed for the FEMA 100-year storm surge conditions.</p> <p>Storm damage to marinas is typically caused by a combination of wind, wave, and flood conditions. These conditions at the site have been thoroughly studied and incorporated into the design criteria for the floating dock system. The design of the dock system will meet, and in many cases, exceed the criteria for other similar dock systems, installed in Tampa Bay in recent years. The existing fixed breakwater and the proposed heavy duty wave attenuator will also combine to provide the marina docks with a high level of protection during storm events.</p>
3	Are there plans to add additional parking for the North Docks?	<p>A significant number of marina parking spaces along 2nd Avenue N.E. were permanently removed as part of the New St. Pete Pier project. The City recognizes the impact that the lost marina spaces have on users of the North Docks and is evaluating alternative parking options.</p>

4	What is the proposed sequencing of work and schedule for entire project?	The project construction will be sequenced after a more complete understanding of current tenant location, boat size, and preferences are determined. In addition, regulatory requirements (permits), final design information, and input from pre-qualified bidders for the docks and pilings will drive the construction start date and sequencing. Once input from all participants is discussed, a logical and effective sequence of work can be determined. Goal will be to minimize negative impact on current tenants, while respecting an efficient approach to doing the work in the shortest overall time frame (to minimize the time of disruption for current and future tenants).
5	What is the relocation plan during construction for existing boaters?	See #4, above. This can only be determined after we complete the process described above. Goal is the same: minimize negative impact on tenants while respecting the need for an efficient and effective plan to complete the work in the shortest time possible.
6	<p>Does SHD have the requisite: Salt-water marina experience?</p> <p>Large boat experience?</p> <p>Local weather experience?</p>	<p>SHD's management team is made up of multiple experienced saltwater operators (our senior operations leader is a USCG licensed 100T Captain); our design team includes a reputable marine engineering firm (Moffatt & Nichol); <u>Every</u> member of the design and construction team has been carefully considered and selected as they bring extensive experience in the saltwater environment, specifically in Florida & the Caribbean.</p> <p>SHD has over 5000 slips and in those slips we house boats up to 100 ft. long; at least 120 of those are 50 ft. or longer and over 500 are 40 ft. and above.</p> <p>SHD leadership team has experience in all types of marine weather conditions, including rising water, floods, tornadoes, straight line winds, ice flows, etc.</p>
7	What is different in the scope of the Master Plan \$50M budget and the SHD \$30M budget?	The City's marina master plan included a full replacement of the SYB docks and a substantial project contingency. The SHD plan calls for a refurbishment of the SYB docks and doesn't include a separate contingency line item. Any cost overage above the \$30 Million SHD budget needed to accomplish the approved scope of work is the responsibility of SHD; and that requirement is embedded into the Lease agreement.

8	Why wasn't there a Request for Proposal issued for the Marina Re-Development?	Because the City received an unsolicited offer for the development and operation of the marina (which falls within the City's Intown Redevelopment Area), the process required in Florida Statute Sec. 163 was followed. This included providing public notice of the unsolicited offer and allowing alternative proposals to be submitted – much like a RFP process would allow. If the proposals had not satisfied the City's goals, as set forth in our Marina Master Plan, all proposals could have been rejected and another selection process employed.
9	What is going to happen to boats < 30 feet?	SHD will re-evaluate the marina layout during the final design phase to retain/replace an appropriate portion of the slips for boats less than 30 feet as it has become apparent in our recent meeting that there is still some demand for these smaller slips. However, the current wait list information provided by the marina shows that of the 237 people on the list, there are only 4 people (1.7%) who are waiting for a slip smaller than 28' and an additional 7 people (3%) waiting for slips under 30'.
10	Can the Plan be modified to increase the number of small slips?	See #9 above. SHD plans to accommodate as many of these small slips as possible, understanding that the bulk of future demand is for larger slips, many of whom have been on the waiting list for 18-24 months. The marina currently has vacancies for the 22 ft. slips along the quay wall and a waiting list for larger slips. Market demands will drive the ultimate slip size mix on a long-term basis.
11	Any plans for a long term parking garage near Marina?	There are no current plans for a new waterfront parking structure. The City's South Core and Sun Dial Garages are the closest public parking garages to the Marina.
12	Will navigable fairways be sufficient with the proposed larger vessels in Marina?	Yes, the fairway dimensions are consistent with industry standards, based on the largest design vessel expected to occupy that fairway. Additionally, two turning basins have been provided, one at each end of the primary fairway to minimize congestion at the marina entrance/fuel dock and at the entrance to the SPYC docks.
13	How will security be provided if fencing is being removed?	SHD recognizes security is important. All marina entrances will have locked security gates, pathway lighting, and security cameras, and there will be separation between the floating docks and the seawall which directs all access through the gated entrance.

14	Are there plans to increase bicycle storage areas?	SHD will assess bike storage capacity around the marina and increase / redistribute bike storage areas if demand warrants.
15	Will SHD require Boat Insurance?	Yes, all modern marinas require insurance.
16	Any improvements planned to the Fuel Dock?	No structural improvements to the fuel dock were planned; however, we will explore the option of adding horizontal fendering to the side of the existing dock as suggested during the call by a community member.
17	Any plan to add Breakwaters?	An extension of the existing breakwater is not included in this project, but the mega yacht docks at the Central Basin entrance will be designed to function as a floating breakwater/ wave attenuator to address wave propagation into the Central Basin. The Marina Master Plan included breakwaters in the concept drawings. The City will continue evaluating the need for these systems as the marina renovation project moves forward.
18	What are the proposed rates and increases over the 5-year term?	The current rates are significantly lower than the market and especially if one considers the \$30,000,000 upgrades. SHD plans to do a staggered 10% a year for 5 years and then 5% a year there after. This will allow for slower ramp up to market or close to market rather than a huge increase year 1.
19	How can Marina get more close-in parking?	The City recognizes the balance between limiting waterfront parking and providing adequate close-in parking opportunities for those who use the Pier, Marina, Demens Landing and many other waterfront assets. We will continue to evaluate alternative parking opportunities as they are identified.
20	Are you changing the character of the Marina to be a tourist destination?	SHD realizes that our long-term tenants are JOB 1 but also aims to make this a place people want to visit. SHD plans to redevelop this marina in a way that is attractive to transient boaters and will provide 1 st class accommodations for ALL tenants and guests, as well as make it a vibrant fun place to spend time.
21	Can Marina users park in Pier Parking lot (near Doc Fords) overnight?	The City is evaluating additional parking opportunities for marina users and this may include the areas near Doc Ford's.
22	Will there be courtesy shuttles or golf carts to assist boaters?	The City currently has several vehicles at the Marina that can assist boaters. While these are primarily used for the day-to-day work around the facility, they can accommodate a person and their gear upon request. SHD will evaluate continuing this service when they begin operational control of the Marina.

23	Will City expand trailer parking area by Boat Ramp?	There are no current plans to extend the trailer parking area by the Boat Ramps.
24	Are you turning our Marina into a Mega Yacht Marina?	No but we would like for the occasional mega yacht to have a place to stay. Most of the slips in this marina will be built to accommodate 40, 50 and 60 ft. boaters.
25	How long a term will the slip leases be under SHD?	1 year lease.
26	Will rates still be affordable for the local market?	Yes, they will increase but only to local market rates.
27	What will prevent Floating Docks from breaking free during severe weather?	See #1 above. The dock connections and guide piles anchoring the floating dock system will be designed to support the dock system during a variety of extreme events. The pile heights are determined from a combination of flood level, sea level rise, and extreme wave heights to prevent the dock floats from floating off the top of guide piles.
28	Why no Liveboards on the North Dock?	Liveboards will have the option to live in either the Central Basin or South Basin; however, the primary liveboard facilities will be provided in the South Comfort Station at the South Docks. The North Docks offer limited parking options and will not offer the full range of liveboard amenities.
29	blank	
30	Will the Marina be catering more to tourists and transient users vs local users?	SHD has been successful in integrating our marinas with both daily users as well as long term tenants. The marina facilities themselves will cater to the long-term leases and liveboards; however, we're providing access to the water's edge for the St. Pete community to enjoy. This includes new public access sidewalks as well as opportunities for charter boats, rentals, etc. A marina should be active, vibrant place available for anyone who wants to enjoy it, not just the people who own a boat.
31	Who will pay if project exceeds the \$30M budget?	SHD.

32	How much Marina revenue is currently going to the City's General Fund?	Per the City's approved Fiscal Policies, Enterprise Funds (such as the Marina) will pay the General Fund their proportionate share of the cost of general administrative departments, a payment-in-lieu-of-taxes, which will be computed in a fashion that will relate the tax to a comparable commercial use, and a return on investment. For Fiscal Year 2020, the payments to the General fund from the Marina were: General Administrative Charge: \$91,000 Payment-in-lieu-of-Taxes: \$128,000 Return on Investment: \$310,000
33	Will I have slip transfer rights if I sell my boat?	No, the marina slips are first come, first serve.
34	Why can't the City continue operating the Marina?	The City already utilizes third-party managers for several of its waterfront assets including the Mahaffey Theater, The New St. Pete Pier, and Albert Whitted Airport. While the City could continue to manage and operate the marina, the proposal from Safe Harbor Development provides not only a financially beneficial way to accomplish the renovations but also the management expertise of an operator with a proven track record in the marina industry.
35	Has there been sufficient input from stakeholders?	Stakeholder input started over 5 years ago with multiple public input sessions as part of the City's Marina Master Plan process. This Master Plan effort forms the basis for the SHD redevelopment plan. The City and SHD continue to solicit public input and incorporate new ideas into the concept plans.
36	Why not do a Referendum before a lease is approved?	The City wants to ensure that SHD performs all their responsibilities related to the re-development of the Marina in the initial 5 year term before looking at a long-term relationship. This approach will give time for the City, SHD and the St. Petersburg community to get comfortable with each other before entering into a long term lease.
37	Why is Lease term only for 5 years?	The City Charter restricts the term of a lease to five (5) years or less for commercially zoned waterfront or park property without specific authorization by a majority vote in a City-wide referendum.

38	Will this Marina have a Margaritaville theme/feel?	The marina theme is a modern, Florida feel with palm trees and colorful buildings that complement the Pier architecture and further emphasize St. Pete's artistic culture. The inspiration may be partially driven from SHD's Margaritaville ties, but the primary guiding theme is to make the marina a desirable location while also being "uniquely St. Pete", as SHD understands this importance. The City has final approval rights for all designs and will ensure the final product fits the vision/theme of the St. Pete community.
39	Will there be more loading zones provided?	SHD and the City will provide ample drop off zones and are currently working on this.
40	How will SHD finance the project?	Cash along with bank loan.
41	Where will Liv-a-Boards have their mail delivered?	SHD will look into this further and establish a location.
42	Could you add a hurricane shelter at Marina?	Demens Landing is an island in the FEMA flood zone with a single ingress/egress point. A hurricane shelter would not be feasible in this location.
43	What will happen to existing City Marina staff?	All existing staff will be interviewed to determine if they would like to stay, and if so, would be offered employment with SHD. The City has plans to transfer to other municipal opportunities those marina employees that prefer to remain with the City.
44	How does SHD pay & benefits compare to City's?	SHD pay & benefits are market based and competitive. We are fair to our staff, and our teams enjoy working for SHD.
45	Should there be a Marina Advisory Board?	That decision ultimately rests with the marina users. The City and SHD commit to keeping all lines of communication open and will meet with stakeholders and work to accommodate their interests and concerns throughout the design, construction, and management of the marina
46	What financial benefits does City receive from SHD?	There are two main areas from which the City will receive financial benefit: Capital Re-Development of Marina – SHD will pay for the renovation cost of upgrading the marina. This is currently budgeted at \$30 Million. Any cost overruns would be SHD's responsibility while the City retains the approval rights over the final design of the improvements. Marina Operations – the City will receive rent from SHD during the term of the Lease. This includes \$250,000 of Base Rent annually and a Percentage Rent component based on total marina revenues. SHD believes the total City rent will range from \$700,000 to \$880,000 per year during the initial 5 year lease term.

47	What will be the slip arrangement for extra-wide vessels (e.g. Catamarans)?	Catamarans can be accommodated on T-head piers, when available. A catamaran may have to occupy two slips, depending on size (beam, length) if a T-head or wider enough single slip is not available.
48	Does SHD have a succession plan?	Yes, SHD has many companies under SHD umbrella and Darby Campbell's umbrella. Currently, the combined employment of these associated companies is over 3000 employees. SHD has accountants, lawyers, a CEO, and COO etc. While Darby Campbell owns the majority of these companies there is plenty of depth on the bench.
49	How sustainable/resilient will the existing Marina buildings be if they are going to be renovated instead of completely rebuilt?	All new work will be fully compliant with current Codes, and sustainable materials will be used. The plan focuses on reuse of existing buildings rather than demo and rebuild (a sustainable strategy, in itself). Physical constraints and regulatory requirements for the site will be respected. SHD likes nice things and will not do anything halfway.
50	Will comfort stations be secure and for Marina user use only?	Yes.
51	What are the plans to address sea level rise?	All new structures in the marina will consider sea level rise based on NOAA sea level rise predictions.
52	What is the plan for the Mooring Field in the NYB?	The City is in the process of evaluating how and when to bring the Mooring Field back on-line. Stay tuned!