



# Marina Enterprise Fund

Waterways Committee Workshop August 13, 2024

Marina Fee Proposal/New Fee Structure

Harbormaster, Brian W. Taylor





# Overview

- Marina Enterprise Fund Four (4) Town Marinas – One (1) Enterprise Fund
  1. Barnstable Harbor
  2. Prince Cove
  3. Bismore Park Marina
  4. Gateway Marina
- 188 Slips



# Overview

- Operating Budget Fiscal Year 2025
  - Expense: \$879,910.00
  - Revenue: \$879,910.00
  
- Staffing
  - 1.65 Full Time Employees
  - 10 Seasonals



# What is an Enterprise Account?

- “Enterprise accounting allows a community to demonstrate to the public the total cost of providing a service by consolidating all the program’s direct and indirect costs (e.g., interdepartmental support, insurance costs, etc.), debt service, and capital expenditures into a segregated fund”. (State of Massachusetts, Division of Local Services Department of Revenue).
- “Financed and operated similar to private business enterprises” (2025 Town of Barnstable Budget Booklet)



# How did we get here?

- New Fee discussion started October 2022 at Waterways Committee Meeting
  - Why? Current Fee Structure, Inconsistent Fee's Across the board
  - Adjustments have been made to fee proposal over time; more adjustments possible before submission to Town Manager.
  - Marina projects
  - This is a workshop not a fee hearing

# Issue

## #1. Fee Structure

- Discrepancies with fee structure within the same Marina

*Example: Barnstable Harbor 24.5 ft. vessel in slip 8 pays \$4,075.00. Per foot charge of **\$171.00***

*Barnstable Harbor 24.5 ft. vessel in slip 39 pays \$2,607.00. Would be a Per foot charge of **\$104.28***

- Discrepancies with fee structure across different Marina's

*Example: Gateway 21 ft. vessel in slip A5 pays \$2607.00. Would be a Per foot charge of **\$124.14***

*Prince Cove 21 ft. vessel in slip B13 pays \$3,722.25. Per foot charge of **\$177.25***

# Issue

## #2. Capital Improvement Projects and Debt Services

- **Costs associated with Capital Improvement Projects**

- Design & Permitting, Construction, Project Management, Contingency, Other Costs

*Example: \$165,000.00 Capital Improvement Project Design and Permitting Prince Cove Marina  
\$58,000 Dock Building*

- **Debt Services**

- Costs associated with repayment of financial obligations

*Example: Gateway Marina Dredging, Prince Cove Bulkhead, Multiple Marina Bulkhead Repairs, Bismore Park Marina Improvements and Design  
\$219,613.00 Debt payments in FY23*



***Estimated Cost for Projects 5 Year Plan approximately \$6,930,000.00***

MAR	1	Bismore Park Bulkhead & Marina Improvements	9,195,000	410,000	4,100,000	-	-	13,705,000
MAR	2	Prince Cove Marina Improvements - Construction	-	819,500	-	670,500	-	1,490,000
MAR	3	Barnstable Harbor Marina Revetment	-	-	930,000	-	-	930,000
<b>TOTAL MARINA</b>			<b>\$ 9,195,000</b>	<b>\$ 1,229,500</b>	<b>\$ 5,030,000</b>	<b>\$ 670,500</b>	<b>\$ -</b>	<b>\$ 16,125,000</b>

# Current Slip Rates

- Bismore

Resident  
\$187.00/ft.

30 ft. Minimum

Non-Resident  
\$213.75/ft.

- Barnstable Harbor

Resident  
1-34 \$171.00/ft.  
35-53 \$2,607.00  
54-70 \$1,673.00  
Sm.c \$782.00

25 ft. Minimum

Non-Resident  
\$196.75/ft.  
\$2,999.00  
\$1924.00  
\$900.00

- Gateway

Resident  
\$2,607.0

Non-Resident  
\$2,999.00

- Prince Cove

Resident  
\$177.25/ft.

20 ft. Minimum

Non-Resident  
\$207.25/ft.

\*This is not  
full fee  
schedule



# Data Based on Current Slip Rates

- Current average cost of a slip is \$3,250.00
- Average vessel size 23.5 ft. (all Marinas)
- Actual FY23 Slip Revenue Generated \$524,000.00

An individual would pay the following depending on Marina based on the 23.5 ft. average:

**Gateway = \$2607.00**

**Barnstable Harbor: Slip 15 = \$4,018.50**

**Slip 42 = \$2,607.00**

**Bismore = \$5,610.00**

**Prince Cove = \$4,165.38**

# Data Based on Current Slip Rates

- **Five-year cost comparison**

Example:

Barnstable Harbor: Slip 53. Vessel 20.9 ft. Current charge of \$2,607.00. Five-year cost = \$13,035.00

Slip 26. Vessel 21 ft. Current charge of \$171.00 ft. Five-year cost = \$21,375.00

Slip 59. Vessel 19 ft. Current charge of \$1,673.00. Five-year cost = \$8,365.00

# Municipal Marina Rates

Name/Town	Marina Warf or Face Dock	# of slips Seasonal Contracts	\$/per foot Summer Rec
<b>Wellfleet</b>	Marina	approx. 200	Flat fee Range \$434.00 - \$3,457.00
<b>Sandwich Marina</b>	Marina	140	\$135/FT
<b>Town of Bourne</b>	3 Marinas		
<i>Taylors Point Marina</i>	Marina	148	Non-Elec \$112/FT 20 FT min elec+water \$133/FT 30 FT min
<i>Monument Beach Marina</i>	Marina	61	Non-Elec \$112/ft 20 ft min elec+water \$117/ft 30 ft min-40' Max
<i>Pocasset River Marina</i>	Marina	17	Non-elec \$92/ft -30' Max
<b>Yarmouth</b>			
<i>Packet Landing Marina</i>	Marina	17 Rec, 8 Comm, 1 Trans	\$130/ft
<i>Englewood Marina/Lewis Bay</i>	Marina	14	\$80/ft Max 25'
<i>Bass Hole Marina</i>	Marina	14	\$210/flat fee; Max 18'
<i>Colonial Acres Marina Lewis Bay</i>	Marina	24	\$80/ft Max 25'
<b>Beverly</b>	Marina	24	\$160/FT
<b>Chilmark Harbormaster</b>	Marina	43	Annual fee: \$3000
<b>Harwich</b>			
Saquatucket Municipal Marina	Marina	195 Total 10 Transient	20' Rec \$92/FT 30' Rec \$113/FT 40' Rec \$140/FT 50' Rec \$173/FT
<b>Town of Falmouth</b>	Marina/Bulkhead/Slips	100 total	
Main Marina	Marina	83	Res: \$165/FT NR: \$188/FT
Green Pond	Slips	4	Res: \$151/FT NR: \$172/FT
<b>Provincetown</b>			
	East Side Fixed Finger Pier Floating Docks		2023: \$85/foot
	East side Floating Dock		2023: \$120/Ft 40' Min.-45' Max



# Private Marina Rates

- Barnstable Marine Service \$305.00 ft.
- Hyannis Marina \$320.00 ft. to \$402.00 ft.
- Oyster Harbors Marine \$420.00 ft. to \$497.00 ft.
- Hyannis Yacht Club \$235.00 ft.
- Millway Marina \$363.00 ft.

# Proposed Slip Fee Structure

- Bismore

Resident  
\$190.00/ft.

30 ft. Minimum

Non-Resident  
\$215.00/ft.

- Barnstable Harbor

Resident  
\$190.00/ft.

25 ft. Minimum

Non-Resident  
\$215.00/ft.

54-70 \$190.00/ft.

(18 ft. Minimum)

\$215.00/ft.

Sm.c \$1,100.00

Flat Fee

\$1300.00

- Gateway

Resident  
\$190.00/ft.

16 ft. Minimum

Non-Resident  
\$215.00/ft.

- Prince Cove

Resident  
\$190.00/ft.

20 ft. Minimum

Non-Resident  
\$215.00/ft.

\*This is not  
full fee  
schedule

# Data based on Fee Proposal

- Average cost per slip \$3,567.00
- Projected slip revenue \$634,000.00

**Average vessel size 23.5 ft. if they paid same per ft. charge of \$190.00 would be same across board of \$4,465.00**

Examples:

Gateway: 20.3 ft. boat currently pays \$2,607.00 would pay **\$3,857.00**

18.0 ft. boat currently pays \$2,607.00 would pay **\$3,420.00**

Barnstable Harbor: 22 ft. boat in slip 47 currently pays \$2,607.00 would pay **\$4,180.00**

28 ft. boat in slip 15 currently pays \$4,788.00 would pay **\$5,320.00**

Prince Cove: 20 ft. boat currently pays \$3,545.00 would pay **\$3,800.00**

Bismore Park Marina: 33 ft. boat currently pays \$6,171.00 would pay **\$6,270.00**



# Pros and Cons of Proposed

- Pros

- Everyone pays same per foot charge with exception of Small Craft location
- Minimums change based on what is available
- Increased revenue can help offset future costs associated with Capital Improvement projects

- Cons

- Increased costs for all slip holders
- Larger increase for certain slip holders that pay a flat fee right now.
- Not the same increase for everyone due to current slip fee rates

# Other Fee Changes being Proposed

- Daily Electrical Charge
  - 50 amp \$15.00 per day
  
- Eliminate Prince Cove, Barnstable Harbor, Gateway \$1.75/ft./month rate starting Nov 1
  - Stick to same rate as Bismore of Recreation @ \$9.00 ft./month and Commercial @ \$8.00 ft. /month
  
- Seasonal Electrical Rate
  - 30 amp \$650.00 per season
  - 50 amp \$800.00 per season
  
- Offload Fee
  - \$40.00 per offload
  - \$700.00 per calendar year





**Town of Barnstable**  
**Marine and Environmental Affairs Department**  
 1189 Phinney's Lane, Centerville, MA 02632  
**Derek Lawson, Director**  
 508-790-6273 / Fax 508-790-6275  
[www.townofbarnstable.us](http://www.townofbarnstable.us)

Animal Control 508-790-6274  
 Harbormaster 508-790-6273  
 Marinas 508-790-6273  
 Moorings 508-790-6273

Natural Resources 508-790-6272  
 Sandy Neck 508-790-6272  
 Sandy Neck Gatehouse 508-362-8300

**TOWN OF BARNSTABLE MUNICIPAL MARINA RATES**

**PROPOSAL**

In-Season May 1 – Oct 31  
 Off-Season Nov 1 – April 30

**Barnstable Harbor – Bismore Park Marina – Gateway Marina – Prince Cove Marina**

Slip Contract Rates:

	<u>Resident</u>		<u>Non-Resident</u>
<u>Bismore:</u>	\$187.00/ft. <del>\$190.00/ft.</del>	30 ft. Minimum	\$213.75/ft. <del>\$215.00/ft.</del>
<u>Barnstable:</u>			
Slip			
1-34	\$171.00/ft. <del>\$190.00/ft.</del>	25 ft. Minimum	\$196.75/ft. <del>\$215.00/ft.</del>
35-53	\$2,607.00 <del>\$190.00/ft.</del>		\$2,999.00 <del>\$215.00/ft.</del>
54-70	\$1,673.00 <del>\$190.00/ft.</del>	18 ft. Minimum	\$1924.00 <del>\$215.00/ft.</del>
Sm.c	\$782.00 <del>\$1,100.00</del>		\$900.00 <del>\$1,300.00</del>
<u>Gateway:</u>	\$2,607.00 <del>\$190.00/ft.</del>	16 ft. Minimum	\$2,999.00 <del>\$215.00/ft.</del>
<u>Prince Cove:</u>	\$177.25/ft. <del>\$190.00/ft.</del>	20 ft. Minimum	\$207.25/ft. <del>\$215.00/ft.</del>

# Fee Schedule Proposal vs Current

# Fee Schedule Proposal Vs Current

A \$200 non-refundable deposit will be required by all slip renewal applicants to maintain eligibility for consideration of a slip agreement for the upcoming season. Deposits shall be due between January 1 - January 31.

## Transient Rates\*

### Prince Cove, Barnstable Harbor, Gateway Marina

May 1 – Oct 31

Recreational	\$3.00/ft./day
Commercial	\$1.75/ft./day

Nov 1 – April 30

Recreational	\$1.75/ft./month
Commercial	\$1.75/ft./month

Nov 1 – April 30

Recreational	\$9.00/ft./month
Commercial	\$8.00/ft./month

## Transient Rates

### Bismore Park Marina

May 1 – Oct 31

Recreational	\$3.00/ft./day
Commercial	\$1.75/ft./day

Nov 1 – April 30

Recreational	\$9.00/ft./month
Commercial	\$8.00/ft./month

## Electrical Usage Fee:

Daily Electrical	\$10.00			
	\$10.00	30 amp	\$15.00	50 amp
May 1- Oct 31	\$500.00	30 Amp	\$725.00	50 Amp
	\$650.00		\$800.00	
Nov 1 – April 30	\$500.00	30 Amp	\$725.00	50 Amp
	\$650.00		\$800.00	

# Fee Schedule Proposal vs Current

## Offload\*Fee:

Per use	\$35.00 <del>\$40.00</del>
Calendar Year	\$650.00 <del>\$700.00</del>

\*Transient Rates: Shoulder season May 1 – May 15 and Sept 15 – Oct 31 may have decreased rates as the discretion of the Harbormaster. Communicated by an Offseason Rate Sheet available online or at the Dockmasters office.

\*Offload: Refer to marina regulations. No credit will be given towards annual fee for rate not paid in full before usage. This fee is billed January 1 each year.

*Rates Approved 2021 ~~2025~~ by Town Manager*



Questions?