

## Questions for Supervisor Foley from DPBA

1. There seems to be a lot of focus on wet slips and rents. What about problems faced by trailer boaters in the Embarcadero? Unless I pay extra to store my trailer, I'll be unable to trailer my boat to a mechanic of choice or to other launch ramps which may be closer to the fish. I won't be able to just drop by and do minor maintenance, put things in the boat, etc. When will the dry stack be built? Will there still be surface storage available and how will priorities be established for those who want it?

The Drystack is scheduled to be completed by 2029.

Yes, surface storage will still be available as shown in the approved Local Coastal Plan.

Please visit <https://www.embarcaderoatdanapoint.com/dry-storage> for more information regarding dry storage options at the Marina at Dana Point

After the Drystack has been completed, current tenants will be prioritized for placement followed by waitlists customers.

2. The new slip license agreement appears to have no recourse for a tenant to dispute an effective eviction from the harbor. Shouldn't there be some form of arbitration? It seems like some kind of County oversight should be necessary.

The slip tenants of the Marina at Dana Point willingly enter into a Slip License Agreement (SLA) with the Dana Point Harbor Partners (DPHP) based on their voluntary request to rent a boat slip. This is all consistent with the Master Ground Lease (Lease) that DPH previously entered with the County, which mandates, among other things, the review and approval of the SLA utilized by DPHP in Dana Point Harbor (DPH). The County provides oversight pursuant to the Lease terms and monitors DPHP's activities within DPH. The County has reviewed and approved the new SLA and continues to monitor the DPHP's operations. Under the terms of the SLA's, boat slip holder's remedies are not limited to arbitration. The SLA is a legally enforceable contract, and its terms can be enforced by either party to the SLA by whatever form that party deems necessary.

If you have any further questions do not hesitate to contact the Marina at Dana Point. DPHP is committed to ensuring transparency and understanding in all matters related to Harbor. Tenants may also pursue whatever remedies they may have available under the law or the SLA if they have a dispute with DPHP.

3. I received my tax bill for my boat. I wonder, what is the tax revenue for the harbor? I have looked online with no success. I would appreciate you asking Katrina Foley for the last 10 years of tax revenue by year for the vessels docked/stored in Dana Point Harbor including dinghies, skiffs, and commercial vessels.

Historically, before the recent master lease was executed, every boater received two different property tax bills for their boats: (1) real property possessory interest assessment for the slip or dry space and (2) personal property assessment for the actual

vessel/boat itself. Now, boaters only receive one bill, the personal property assessment for the actual vessel/boat itself. DPHP pays the real property assessments for the entire harbor.

DPH falls under a two Tax Rate Areas (TRA), TRA 28-051 and TRA 28-053 (See photo below). In 2023, total boats assessment, after exemptions, for TRA 28-051 was \$1,789,453 and for TRA 28-053 it was \$165,890,319. The tax rate was 1.01041.



4. What is the amount of sales tax collected annually in the harbor? And what is the percentage and dollar amount of those funds that go to the County as well as Dana Point?

In Dana Point Harbor sales tax is 7.75% and is broken down as follows: 6% State, 1.5% Local Jurisdiction (City of Dana Point), and 0.25% Local Transportation Fund (OCTA). When these taxes are collected, the State Board of Equalization (BOE) collects and distributes the funds to the appropriate agency. None of the sales tax goes to the County of Orange.

The sales tax rate in Dana Point Harbor is divided as follows:

**State Sales Tax (6%):** This portion, comprising 6% of the total sales tax, goes to the State of California. It is collected and managed by the BOE for state government revenue.

**City of Dana Point (City) Sales Tax (1.5%):** 1% is collected on sales within the City, the additional 0.5% is the specific local portion determined by the City, and both contribute to the city's revenue.

**Local Transportation Fund (OCTA - 0.25%):** The Orange County Transportation Authority (OCTA) collects this 0.25% portion of the sales tax. It is dedicated to funding OCTA transportation projects and initiatives.



When sales tax is collected in Dana Point Harbor, the BOE is responsible for collecting and distributing the funds to the appropriate agencies, as mentioned above. This ensures that the various levels of government receive the revenue they are entitled to from sales within the area.

5. We know the Partners pay an annual rent and percentage rent to the County. Is this broken down by category for taxpayers to review? Specifically, Marina, Commercial Core, Dry Storage, Hotel, Yacht Club(s) Aventura, Marine Institute, Shipyard, Fuel Dock Bait barge, and Catalina Express. Are there any others? What are the dollar numbers by year?

The percentage rents paid by DPHP to the County under the master lease are broken down by uses, as outlined in the lease. These are reported to the County along with the rent payment. See attached PDF for minimum annual rent and percent rent payments made to the County by DPHP. The information is provided by development component which includes the Commercial Core, Marina, Hotel and Drystack.

6. This question is primarily for Supervisor Foley. Dana Point Harbor Partners unjustly raised the slip fees prior to the revitalization of the harbor, and this is not what the general public agreed to when the harbor proposals were approved. It was never to be the burden of the boaters to fund the DPHP proposals. In Supervisor Foley's town hall meeting, she said she would look for other ways to mitigate this situation. What is or has been done?

The ground lease between DPHP and the County requires DPHP to provide advance written notice to County and all tenants and/or licensees under existing Slip Leases of any raises in the slip rental rates. The notice is required to include DPHP's rationale for such raise as well as its methodology. The County will continue to ensure that DPHP adheres to ground lease requirements.

7. Where is the oversight? It is time for Supervisor Foley to visit the docks for a Boater Guided Tour and Forum versus another Hype Session directed tour. Would Supervisor Foley agree to take a tour with a few boaters?

Yes, the Supervisor is always open to meeting with her constituents.

8. Why has the ADA requirement to increase the width of finger piers/floats from 36" to 60" as mandated on page 48 of CDP not been complied with? Has the Coastal Commission Planner failed to investigate these violations?

Per 2019 California Building Code, Section 11B-235.2, a total number of 25 accessible slips are required for the DPH revitalization project. The approved layout for the marina as set forth in the Local Coastal Plan includes 56 ADA slips which will be constructed over several phases. All accessible slips, once constructed, will have the mandated 60" width.

9. Why has DPHP been allowed to eliminate 209 slips instead of the approved 155 slips increasing the average length of slips from 32' to 33' as documented on page 36 of the CDP?

As specified in the approved Coastal Development Permit, the DPH revitalization will involve the replacement of 2,409 slips with 2,254 slips. This reflects a reduction of 155 slips; a reduction that is compliant with the CDP's requirement of limiting the reduction to 155 slips as stipulated in the Local Coastal Plan. Additionally, the average slip size length, at 32 feet, also adheres to the LCP guidelines.

10. Where are the handicapped parking spaces for the gates? How does someone in a wheelchair access the gates from the parking lot?

Accessible parking stalls are located within adjacent boater parking lots. Individuals using wheelchairs or mobility aids can access the gates from the parking lot via pedestrian passageways.

11. A few of my boating friends & neighbors and I have noticed that the Bellingham Barge & Crane moved over to the Pier by Baby Beach and the Marine Institute. Apparently, they are doing repairs on the pier. Is this a separate county project outside the scope of the dock replacement? Was the project sent out for competitive bidding? What is the cost of this project and who is paying for it?

The pier is within the DPHP leased premises under the Lease and this is under the management of DPHP. As such, the responsibility for funding the necessary repairs falls entirely on DPHP. The total cost of these repairs is approximately \$200,000.

12. What is the plan for mitigating dog excrement in and around the commercial, marina, beach and park areas? Is there, or will there be a dog park in the new revitalization plans? If this is supposed to be an upscale harbor, please explain how excrement fits into the plan?

DPHP has contracts for the maintenance of public areas within DPH. These contracts include various services aimed at ensuring the cleanliness and upkeep of public spaces. One such service is daily day porting, which includes maintaining and replenishing the doggie poop bag stations. DPHP allocates approximately \$1,000 per month for the procurement of poop bags.

In cases where a dog owner neglects to clean up after their pet, DPHP has additional measures in place to address the issue promptly. These measures include daily street sweeping, monthly power washing, and onsite maintenance staff. Furthermore, DPHP's employs around the clock security staff who are in constant communication with management to address any issues and support the ongoing upkeep of the DPH. If you identify an issue that needs to be addressed, please contact DPHP promptly.



13. At the recent Town Hall hosted by Supervisor Katrina Foley, a question was raised about marina utilities (electricity and water) that are already factored into our monthly slip rental fees. Will there be a reduction in those fees once boaters began paying for their own utilities? Mr. Ueberroth quickly dismissed the idea saying it would only amount to about \$5 per month per slip. In the spirit of full disclosure, I believe boaters have a right to know how much (in dollars) the marina is paying for electricity and water. I suspect when those amounts are calculated on a per slip basis, the amount is going to be significantly more than Mr. Ueberroth stated. Should this be the case, I believe the County needs to insist on a slip fee reduction once boaters' slips are metered.

Slip rates at the Marina at Dana Point reflect the local market conditions and the amenities offered by the Marina and do not encompass utilities within their calculations. Utilities are considered a distinct expense to be borne by the user or tenant pursuant to the SLA.

14. East basin, are we going to have 2 hotels with no access boater parking as we have now? Are there only 3 walkways down to all the slips with only 4 car drops and then park your car somewhere else? How is that going to work? How will fire trucks get to the East Basin with a 4-car drop-off?

Boater parking will continue in its current state until the CCC grants approval for the new hotels. The proposed hotels are currently in the entitlement process. If these hotels receive approval, there will be adequate boater parking provided, ensuring a minimum of 0.6 parking spaces per slip within the required distance. Boater parking will be located in surface lots and within the podium parking structure underneath Dana House Hotel. The finish floor of Dana House will be elevated 14' higher than the Promenade with boater parking at the Promenade level.

Additionally, there will be three ramps in the East Basin to enhance accessibility. It's worth noting that the existing layouts in both the West Cove and West Island also have three ramps.

The proposed hotel plans have been designed with compliance to Orange County Fire Authority (OCFA) requirements, including the necessary provisions for fire access.

15. The parking garage construction was originally scheduled to begin in 2018, then pushed to 2019, and then to October 2022. Now we hear it will be January 2024. Due to Partners' negligence, we now have several empty shops, and two empty restaurants. With dramatically reduced income (due to the vacant shops and restaurants) how do the Partners expect to finance their grandiose project?

The parking structure construction, along with its associated site enhancements, is scheduled to commence in January 2024 in compliance with the approved construction schedule.

Several vacancies within the commercial core have emerged for various reasons, as outlined below:

1. **Art in Living Peace:** Following the challenges posed by the pandemic and the conclusion of their lease, the owner chose to consolidate operations at their San Clemente location.
2. **Harbor Grill:** With the expiration of their lease, the owners of Harbor Grill retired and relocated out of state.
3. **Harbor Jewelers:** The owner of Harbor Jewelers decided to retire from the business.
4. **Watermans:** This tenant opted to negotiate a buyout agreement with DPHP, facilitating the expansion of their bar and music concepts.
5. **Harbor Deli Space:** Currently, only one storefront stands vacant, which is the former Harbor Deli space. The owners have engaged in discussions with DPHP regarding an early lease termination to concentrate on their Del Prado restaurant, Luxe.

These changes reflect a range of individual circumstances and business decisions, contributing to the vacancies within the commercial core of the area.

DPHP has funded the initial marina construction using personal equity. However, the plan for the revitalization project involves securing financing through traditional bank channels.

16. What can the Supervisors do to ensure the parking structure and construction of the slips will not be further delayed and that the boaters will not be given false statements from the Partners to explain or cover up their obvious errors? Besides forcing the boat owners to pay for the harbor remodeling (through exorbitant slip fee increases), all of the amenities that a slip holder expects to receive for no extra cost, we have lost access to half of the entrances and exits. The number of electric openers could be relocated from the exits of the parking lots to the entrances that are currently blocked. A tire strip could be placed on the exits. The boat owners could have better access to the parking lots. What is the reason for fewer entrances? In case of an emergency, fewer exits and entrances are potential hazards and obstructions to traffic flow. Has the County looked into this problem?



The Supervisors has established open and transparent lines of communication between the County, Harbor tenants and DPHP to keep stakeholders informed and ensure the successful completion of Harbor revitalization.

DPHP's parking consultant recommended the implementation of an in-and-out system to enhance the monitoring of parking lots in the harbor. Installing a tire strip at exits and charging a flat fee at the entrance would penalize short-term visitors to the harbor.

17. To speak out to the current management company presents a fear of “retribution” which many fellow boaters who file complaints are now experiencing. Are the supervisors aware that curtailment of voter voices is an understated problem? And what are the Supervisors prepared to do to correct this issue?

DPHP and the County are unaware of these allegations. The Supervisor continues to make herself available to her constituents via email, visits in the community, the formation of an advisory committee, and now has an office in DPH. The Supervisor appreciates your understanding and encourages ongoing dialogue between boaters and Marina to create a thriving and enjoyable environment for all.

18. Boaters need dock boxes. Not only is it an amenity, but a practical storage necessity. With increased fees and reduced boater amenities, the harbor becomes less friendly to the primary revenue source in the harbor, the boaters. Will the supervisors revisit this issue and tell the Partners to listen to the boaters for a change?

The Supervisor acknowledges the value that dock boxes hold for many boaters. To gain a better understanding of this matter she has requested the Marina at Dana Point to conduct a boater survey. The goal of this survey is to assess the boater storage needs, and to balance those needs with the overall safety and aesthetics of the Marina.

19. There seems to be some **oversized boats** in slips in Phase 1 and Phase 2, and also some **severely undersized**. Are these boats in permanent slips or are these transitions slips for these boats?

Phases 1 and 2 of the Marina Improvement Project are now complete. These slips have been allocated to permanent slip tenants who personally chose their new slip locations. It's important to note that while the DPHP's Slip License Agreement (SLA) has guidelines regarding berth and vessel sizes, existing tenants retain the flexibility to rent slips for both oversized and undersized boats, similar to their arrangements under the previous marina management company. This is permitted if their choices do not compromise safety, navigation, or the integrity of marina infrastructure. For new tenants, it is essential to emphasize that they will be required to comply with the current policy, including the maximum allowable slip length.

**DPHP Minimum Rent and Percentage Rent**

**Paid to County**

**2020 - 2022**



Commercial Core Component		2020	
PERCENTAGE RENT	Rent Section	Total Year-To-Date	County's Percentage
<b>Business Categories*</b>			
Boat Slips, anchorages, moorings and other water side facilities	4.2.2 (a) - (1)	0.00	10.0%
Dry Stack Storage or Mast-up Storage	4.2.2 (a) - (2)	0.00	10.0%
Gross Receipts from Overnight Trailer Storage	4.2.2 (a) - (3)	0.00	20.0%
Rental of Boats or Other Commercial Boating Activities; Misc boater svc	4.2.2 (a) - (4)	0.00	5.0%
Core Component)	4.2.2 (a) - (5)	5,248,330.27	3.7%
Use or Occupancy of space used for display of new or used boats	4.2.2 (a) - (6)	0.00	5.0%
Lease, Use or Occupancy of the Boat Repair Shop	4.2.2 (a) - (7)	0.00	4.0%
The sale of marine insurance in conjunction with boat sales/boat brokerage	4.2.2 (a) - (8)	0.00	5.0%
Use or Occupancy of space used for both events and catering of events	4.2.2 (a) - (9)	1,650.00	5.0%
Service Enterprises, cable television, internet, satellite or other antennae	4.2.2 (a) - (10)	0.00	5.0%
Gross Receipts from parking operations	4.2.2 (a) - (11)	210,775.13	10.0%
Rental of Boats for charter boats, bareboat charters and sport fishing	4.2.2 (a) - (12)	0.00	5.0%
Installation or Operation of Coin-Operated Vending or Service	4.2.2 (a) - (13)	0.00	5.0%
Gross Receipts from club dues, initiation fees	4.2.2 (a) - (14)	2,924.00	5.0%
Gross Receipts from operation of excursion, sightseeing	4.2.2 (a) - (15)	0.00	5.0%
Boat-out or Boat Repair, Including Maintenance, Repair, Painting	4.2.2 (a) - (16)	0.00	5.0%
Gross Receipts from any movie theater operation	4.2.2 (a) - (17)	0.00	3.7%
Security Deposits paid by a Sublessee to a Lessee to be held	1.1.88 (b) -(2)	0.00	0.0%
Payments received from a Sublessee for the Cost of such Subles	1.1.88 (b) -(12)	0.00	0.0%
		0.00	
<b>TOTALS</b>		<b>\$ 5,463,679.40</b>	

2021	
Total Year-To-Date	County's Percentage
12,680.95	10.0%
0.00	10.0%
0.00	20.0%
0.00	5.0%
6,981,369.01	3.7%
0.00	5.0%
0.00	4.0%
0.00	5.0%
7,191.92	5.0%
0.00	5.0%
201,790.42	10.0%
0.00	5.0%
0.00	5.0%
2,556.00	5.0%
0.00	5.0%
0.00	5.0%
0.00	3.7%
0.00	0.0%
0.00	0.0%
0.00	
<b>\$ 7,205,588.30</b>	

2022	
Total Year-To-Date	County's Percentage
0.00	10.0%
0.00	10.0%
0.00	20.0%
0.00	5.0%
7,709,806.21	3.7%
0.00	5.0%
0.00	4.0%
0.00	5.0%
10,295.00	5.0%
0.00	5.0%
173,648.58	10.0%
0.00	5.0%
0.00	5.0%
4,872.00	5.0%
0.00	5.0%
0.00	5.0%
0.00	3.7%
0.00	0.0%
0.00	0.0%
0.00	
<b>\$ 7,898,621.79</b>	

Gross Receipts and Rent Due Month
January
February
March
April
May
June
July
August
September
October
November
December

Min. Rent Paid	% Rent Paid
2020	2020
\$12,500.00	\$9,858.55
\$12,500.00	\$3,532.28
\$12,500.00	\$4,165.71
\$12,500.00	\$0.00
\$12,500.00	\$0.00
\$12,500.00	\$2,670.37
\$12,500.00	\$8,241.70
\$12,500.00	\$10,641.93
\$12,500.00	\$12,411.10
\$12,500.00	\$9,734.94
\$12,500.00	\$8,305.26
\$12,500.00	\$4,052.92
<u>\$150,000.00</u>	<u>\$73,614.76</u>

Min. Rent Paid	% Rent Paid
2021	2021
\$20,833.34	\$0.00
\$20,833.34	\$0.00
\$20,833.34	\$0.00
\$20,833.34	\$0.00
\$20,833.34	\$861.88
\$20,833.34	\$3,289.33
\$20,833.34	\$7,383.16
\$20,833.34	\$12,717.04
\$20,833.34	\$12,680.95
\$20,833.34	\$5,124.60
\$20,833.34	\$1,617.54
\$20,833.34	\$1,581.30
<u>\$250,000.08</u>	<u>\$45,255.80</u>

Min. Rent Paid	% Rent Paid
2022	2022
\$20,833.34	\$1,953.12
\$20,833.34	\$0.00
\$20,833.34	\$1,195.39
\$20,833.34	\$4,102.55
\$20,833.34	\$4,487.71
\$20,833.34	\$6,603.49
\$20,833.34	\$6,916.66
\$20,833.34	\$12,712.12
\$20,833.34	\$14,516.57
\$20,833.34	\$5,239.20
\$20,833.34	\$0.00
\$20,833.34	\$0.00
<u>\$250,000.08</u>	<u>\$57,726.81</u>

DryStack Component	
PERCENTAGE RENT	Rent Section
<b>Business Categories*</b>	
Dry Stack Storage or Mast-up Storage	4.2.2 (a) - (2)
Gross Receipts from Overnight Trailer Storage	4.2.2 (a) - (3)
Rental of Boats or Other Commercial Boating Activities	4.2.2 (a) - (4)
Lease Use or Occupancy for an Office(Including Boat Brokerage)	4.2.2 (a) - (5)
Use or Occupancy of space used for display of new or used boats	4.2.2 (a) - (6)
Lease, Use of Occupancy of the Boat Repair Shop	4.2.2 (a) - (7)
The sale of marine insurance in conjunction with boat sales/boat brokerage	4.2.2 (a) - (8)
Service Enterprises, cable television, internet, satellite or other antennae	4.2.2 (a) - (10)
Gross Receipts from parking operations	4.2.2 (a) - (11)
Rental of Boats for charter boats, bareboat charters and sport fishing	4.2.2 (a) - (12)
Installation or Operation of Coin-Operated Vending or Service	4.2.2 (a) - (13)
Gross Receipts from club dues, initiation fees	4.2.2 (a) - (14)
Gross Receipts from operation of excursion, sightseeing	4.2.2 (a) - (15)
Boat-out or Boat Repair, Including Maintenance, Repair, Painting	4.2.2 (a) - (16)
Security Deposits paid by a Sublessee to a Lessee to be held	1.1.88 (b) -(2)
Payments received from a Sublessee for the Cost of such Subles	1.1.88 (b) -(12)
<b>TOTALS</b>	

2020	
Total Year-To-Date	County's Percentage
0.00	10.0%
1,188,071.97	20.0%
441,322.52	5.0%
0.00	3.7%
0.00	5.0%
0.00	4.0%
0.00	5.0%
65,696.00	5.0%
0.00	10.0%
7,200.00	5.0%
16,156.96	5.0%
0.00	5.0%
0.00	5.0%
0.00	5.0%
0.00	0.0%
0.00	0.0%
<b>\$ 1,718,447.45</b>	<b>\$ -</b>

2021	
Total Year-To-Date	County's Percentage
0.00	10.0%
1,154,557.25	20.0%
159,719.83	5.0%
322,273.64	3.7%
0.00	5.0%
0.00	4.0%
0.00	5.0%
67,660.00	5.0%
0.00	10.0%
10,800.00	5.0%
12,279.60	5.0%
0.00	5.0%
0.00	5.0%
0.00	5.0%
0.00	0.0%
0.00	0.0%
<b>\$ 1,727,290.32</b>	<b>\$ -</b>

2022	
Total Year-To-Date	County's Percentage
0.00	10.0%
710,351.05	20.0%
264,651.70	5.0%
126,614.99	3.7%
0.00	5.0%
781,907.76	4.0%
0.00	5.0%
45,216.00	5.0%
0.00	10.0%
7,200.00	5.0%
8,221.15	5.0%
0.00	5.0%
0.00	5.0%
0.00	5.0%
0.00	0.0%
0.00	0.0%
<b>\$ 1,944,162.65</b>	<b>\$ -</b>

Gross Receipts and Rent Due Month
January
February
March
April
May
June
July
August
September
October
November
December

Min. Rent Paid	% Rent Paid
2020	
\$3,333.33	\$16,769.60
\$3,333.33	\$16,058.47
\$3,333.33	\$18,982.35
\$3,333.33	\$16,817.50
\$3,333.33	\$18,961.55
\$3,333.33	\$19,836.15
\$3,333.33	\$20,572.86
\$3,333.33	\$19,011.91
\$3,333.33	\$22,122.94
\$3,333.33	\$19,230.96
\$3,333.33	\$16,269.65
\$3,333.33	\$17,499.24
<b>\$39,999.96</b>	<b>\$224,133.18</b>

Min. Rent Paid	% Rent Paid
2021	
\$3,333.33	\$19,741.76
\$3,333.33	\$17,367.23
\$3,333.33	\$19,745.04
\$3,333.33	\$19,044.38
\$3,333.33	\$21,410.28
\$3,333.33	\$19,567.21
\$3,333.33	\$22,286.69
\$3,333.33	\$21,037.76
\$3,333.33	\$18,567.46
\$3,333.33	\$18,567.46
\$3,333.33	\$17,257.10
\$3,333.33	\$15,934.01
<b>\$39,999.96</b>	<b>\$230,526.38</b>

Min. Rent Paid	% Rent Paid
2022	
\$3,333.33	\$16,726.01
\$3,333.33	\$17,093.32
\$3,333.33	\$17,169.36
\$3,333.33	\$16,014.15
\$3,333.33	\$16,514.41
\$3,333.33	\$16,659.98
\$3,333.33	\$19,043.83
\$3,333.33	\$18,403.40
\$3,333.33	\$19,453.89
\$3,333.33	\$15,716.93
\$3,333.33	\$15,327.91
\$3,333.33	\$13,271.47
<b>\$39,999.96</b>	<b>\$201,394.66</b>





Marina Component		2020		2021		2022	
PERCENTAGE RENT	Rent Section	Total Year-To-Date	County's Percentage	Total Year-To-Date	County's Percentage	Total Year-To-Date	County's Percentage
<b>Business Categories*</b>							
<b>WET MARINA</b>							
Boat slips, anchorages, moorings and other water side facilities	4.2.2 (a) - (1)	16,402,277.99	10.0%	18,187,528.04	10.0%	21,258,171.40	10.0%
Overnight trailer storage	4.2.2 (a) - (3)	0.00	20.0%	0.00	20.0%	0.00	20.0%
Fuel or oil; dry or landside storage	4.2.2 (a) - (4)	318,138.70	5.0%	420,961.95	5.0%	365,208.43	5.0%
Lease, use, or occupancy for an office (including boat brokerage)	4.2.2 (a) - (5)	736,299.88	3.7%	736,407.90	3.7%	734,491.58	3.7%
Use or occupancy of space used for display of new or used boats	4.2.2 (a) - (6)	0.00	5.0%	0.00	5.0%	0.00	5.0%
Lease, use or occupancy of the boat repair shop	4.2.2 (a) - (7)	299,920.69	4.0%	144,463.63	4.0%	135,303.87	4.0%
Sale of marine insurance in conjunction with boat sales/boat brokerage	4.2.2 (a) - (8)	0.00	5.0%	0.00	5.0%	0.00	5.0%
Use or occupancy of space used for both events and catering of events	4.2.2 (a) - (9)	0.00	5.0%	0.00	5.0%	0.00	5.0%
Service enterprises, cable television, internet, satellite or other antennae	4.2.2 (a) - (10)	0.00	5.0%	0.00	5.0%	0.00	5.0%
Parking operations	4.2.2 (a) - (11)	26,219.08	10.0%	264,614.15	10.0%	276,062.00	10.0%
Rental of boats for charter boats, bareboat charters and sport fishing	4.2.2 (a) - (12)	73,159.15	5.0%	64,183.57	5.0%	53,855.68	5.0%
Installation or operation of coin-operated vending or service	4.2.2 (a) - (13)	8,262.91	5.0%	7,524.64	5.0%	7,757.22	5.0%
Club dues, initiation fees	4.2.2 (a) - (14)	0.00	5.0%	0.00	5.0%	0.00	5.0%
Operation of excursion, sightseeing	4.2.2 (a) - (15)	0.00	5.0%	0.00	5.0%	0.00	5.0%
Boat-out or boat repair, including maintenance, repair, painting	4.2.2 (a) - (16)	0.00	5.0%	0.00	5.0%	0.00	5.0%
Movie theater operations	4.2.2 (a) - (17)	0.00	3.7%	0.00	3.7%	0.00	3.7%
Security deposits paid by a Sublessee to a Lessee to be held	1.1.88 (b) -(2)	0.00	0.0%	0.00	0.0%	0.00	0.0%
Payments received from a Sublessee for the cost of such sublease	1.1.88 (b) -(12)	0.00	0.0%	0.00	0.0%	0.00	0.0%
<b>TOTALS</b>		<b>\$ 17,864,278.40</b>		<b>\$ 19,825,683.88</b>		<b>\$ 22,830,850.18</b>	
<b>DRY MARINA</b>							
Dry stack storage or mast-up storage	4.2.2 (a) - (2)	0.00	10.0%	0.00	10.0%	0.00	10.0%
<b>TOTALS</b>		<b>\$ -</b>		<b>\$ -</b>		<b>\$ -</b>	

Gross Receipts and Rent Due Month	2020		2021		2022	
	Min. Rent Paid	% Rent Paid	Min. Rent Paid	% Rent Paid	Min. Rent Paid	% Rent Paid
	January	\$104,166.67	\$37,059.62	\$104,166.67	\$43,991.61	\$104,166.67
February	\$104,166.67	\$31,659.80	\$104,166.67	\$28,495.70	\$104,166.67	\$74,460.67
March	\$104,166.67	\$37,962.10	\$104,166.67	\$48,034.38	\$104,166.67	\$87,030.55
April	\$104,166.67	\$24,538.29	\$104,166.67	\$40,540.25	\$104,166.67	\$72,022.10
May	\$104,166.67	\$40,061.88	\$104,166.67	\$44,942.94	\$104,166.67	\$80,055.78
June	\$104,166.67	\$39,721.79	\$104,166.67	\$41,008.15	\$104,166.67	\$88,854.41
July	\$104,166.67	\$40,351.35	\$104,166.67	\$46,738.87	\$104,166.67	\$85,988.00
August	\$104,166.67	\$39,358.47	\$104,166.67	\$42,878.66	\$104,166.67	\$81,045.13
September	\$104,166.67	\$47,353.42	\$104,166.67	\$51,508.03	\$104,166.67	\$79,888.32
October	\$104,166.67	\$39,301.54	\$104,166.67	\$101,685.10	\$104,166.67	\$77,730.50
November	\$104,166.67	\$31,336.29	\$104,166.67	\$80,634.89	\$104,166.67	\$62,279.11
December	\$104,166.67	\$41,600.92	\$104,166.67	\$82,414.78	\$104,166.67	\$76,522.51
	<b>\$1,250,000.04</b>	<b>\$452,067.67</b>	<b>\$1,250,000.04</b>	<b>\$652,873.36</b>	<b>\$1,250,000.04</b>	<b>\$957,352.76</b>