

## City-Owned Marina Case Studies:

We looked at marinas from the State of Washington to Maine, eliminated those that were commercial only, privately owned, and in cities much larger than Fairhope. Then we looked at population, lifestyle, and heritage then narrowed the list down to 10 marinas that best mirrored Fairhope either in size or as marina on the “Loopers” trail like us. The preliminary findings were:

- Marinas make money
- There are no other city-owned marinas on the Gulf that are leased
- Some cities had at one time leased their marinas and are emphatic that they will never do it again because their marinas came back to them in poor condition – every single time
- Every one of the marinas contacted are making money; most operate under an Enterprise Fund system which essentially means their operation is separate from the city’s general fund and all revenues are kept at the marina and reinvested there
- Some of the marinas offered fuel but not all
- None of the marinas in our final report have a shipyard; most had an independent ship yard in close proximity that served their clientele

In summary, city-owned and operated marinas are successful and self-sustaining. In addition to these finding, Figure 1, below, shows the readily available transient, weekly, and monthly slip rates at other comparable marinas. This comparison highlights that our marina’s slip fees are at the lowest end of the range.