



MARINA

821 Broughton Drive Sheboygan, WI 53081

Tuesday May 3rd 2022

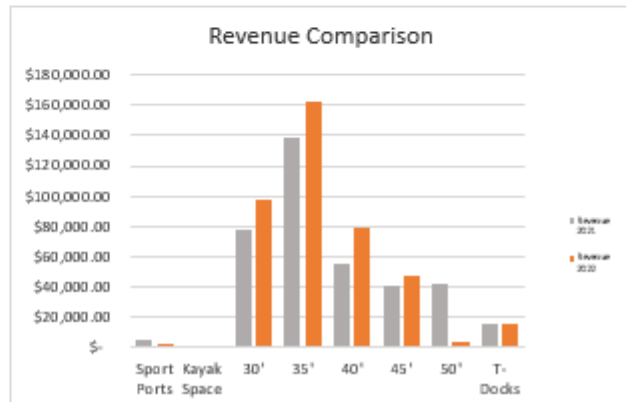
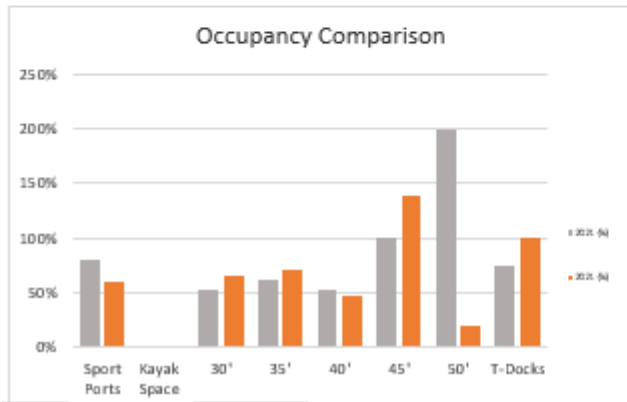
## MPF COMMITTEE REPORT

### Seasonal Slips

Size	Available	2021 Occ.	YTD	2021 (%)	2022 Occ.	YTD	2021 (%)	Variance (%)	Revenue 2021	Revenue 2022	Variance	2022 Budget	Variance
Sport Ports	10	8	80%	6	60%	-20%	\$ 5,230.00	\$ 2,224.00	\$ (3,006.00)	\$ 7,000.00	\$ (4,776.00)		
Kayak Space	32	0	0%	0	0%	0%	\$ -	\$ -	\$ -	\$ -	\$ -		
30'	71	38	54%	46	65%	11%	\$ 78,120.00	\$ 97,540.78	\$ 19,420.78	\$ 102,000.00	\$ (4,459.22)		
35'	100	62	62%	71	71%	9%	\$ 139,017.49	\$ 162,411.61	\$ 23,394.12	\$ 160,000.00	\$ 2,411.61		
40'	43	23	53%	20	47%	-7%	\$ 55,815.00	\$ 79,687.03	\$ 23,872.03	\$ 70,000.00	\$ 9,687.03		
45'	13	13	100%	18	138%	38%	\$ 40,509.76	\$ 47,416.14	\$ 6,906.38	\$ 60,000.00	\$ (12,583.86)		
50'	5	10	200%	1	20%	-180%	\$ 41,755.41	\$ 4,325.50	\$ (37,429.91)	\$ 45,000.00	\$ (40,674.50)		
T-Docks	4	3	75%	4	100%	25%	\$ 14,960.00	\$ 15,671.58	\$ 711.58	\$ 16,000.00	\$ (328.42)		
<b>Total</b>	<b>278</b>	<b>157</b>	<b>56%</b>	<b>166</b>	<b>60%</b>	<b>3%</b>	<b>\$ 375,407.66</b>	<b>\$ 409,276.64</b>	<b>\$ 33,868.98</b>	<b>\$ 460,000.00</b>	<b>\$ (31,852.73)</b>		

	2021	%	2022	%
New Tenants	49	31%	30	18%
Returning Tenants	142	90%	136	82%

	2021 LYTD	2022 YTD
Deposits for Next Season	N/A	N/A



### Winter Storage

YTD	LYTD	LYTD	Variance To	Variance to
Units	YTD Revenue	Units	Last Year	Budget
48	\$41,457.33	49	\$ 43,587.33	\$ 28,000.00
			\$ (2,130.00)	\$ 13,457.33



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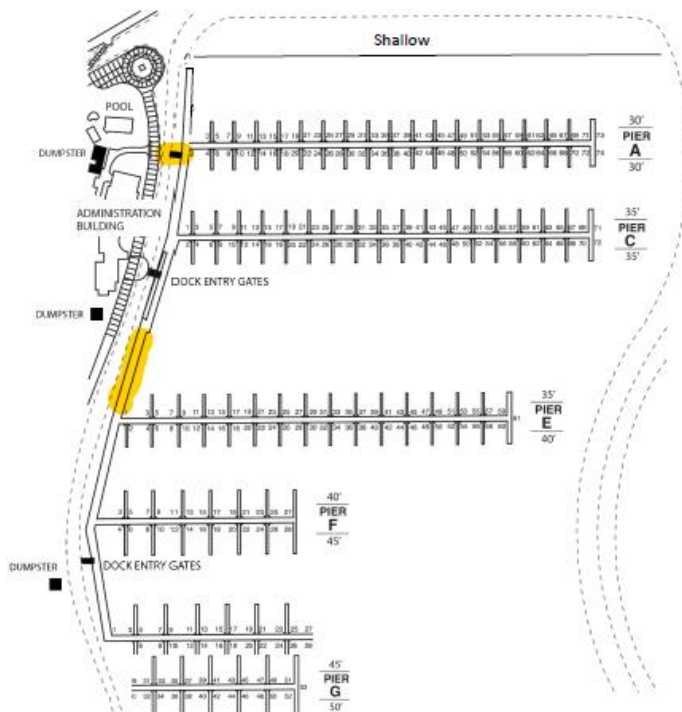
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### Marketing and Sales

The marina is officially open! The store has seen an increase in traffic since the marina opened, launch ramps are selling ahead of budget. The store is now open everyday 8am-9pm which has led to more food sales. This year we added harbor club to our early sign-up incentive instead of offering a discounted slip rate. As boaters are checking in for the season, we are hearing positive feedback about the this program and have already had multiple customers take advantage of it by ordering special boat parts through us. Currently we have 166 slip tenants with 30 of those being new to the marina. We did loose a few boaters because of the G dock being down. We are on track to still be busy with transient traffic and still have groups come from other marinas, we plan on using the south pier for any bigger vessels we may get.

### Maintenance and Operations

Even though the marina is open we are still working on repairs. Flotation docking system came in and repaired what they could in the time they had. They repaired the G dock ramp and E and F dock, these were the most crucial areas. Chappa is currently finishing the repairs to the rest of the system. They are about halfway done on C dock and then will start on A. The A dock ramp still needs to be repaired as well as the marginal between C and E. We have bandaged what we could in the time being to make the dock useable. C dock can now start to take boats and we have been filling in those slips. Water is currently on as of April 28<sup>th</sup>. Currently the wifi is also being repaired as well as our key fob system on the G dock ramp. We are set for May 23<sup>rd</sup> to have they key fob system working on the G dock gate. We have also begun our launch season, plans for the yard to be down before Memorial Day weekend is on track.



Professionally Prepared By F|3 Marina, Division of Founders 3 Real Estate Services

252 E. Highland Ave Milwaukee, WI 53202 T 414.270.4100 F 414.226.9070 [www.founders3.com](http://www.founders3.com)





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### Bar 43


Bar hours are now Wednesday-Thursday 4pm-9pm, Friday and Saturday 1pm-11pm, and Sundays 11am-6pm. We have happy hour on Thursdays and Fridays and a Bloody Mary bar on Sundays. Bar 43 hosted its first wedding reception which put the bar sales slightly ahead of budget for the week. The bar has secured 12 rentals so far for the season with inquiries coming almost daily. Most of these events being wedding receptions. All bar events have been set for the year, many include collaborations with Three Sheeps.



### Recent Customer Feedback and Review Facebook



Teresa Paul  recommends Harbor Centre Marina.

April 15 at 5:20 PM · 



Great bar, great views of the marina and Lake Michigan!



Like



Comment



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Comment as Harbor Centre Marina

