



## DELRAY YACHT CRUISES

ESCAPE FOR THE DAY

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March 24, 2020

Hi Marie,

I am writing to you requesting a deferment of my dockage payment to the City of Delray Beach until the Covid-19 situation is over. My wife and I have operated Delray Intracoastal Cruises since 2003 in Veterans Park. Two years ago, the City put my location out to bid for the first time since we started here, previously we had a License Agreement with a monthly payment of about \$1400 a month. After learning that my dock space was going out for public bid and learning that several other operators were interested, I had to put in the highest bid I could of \$10,000, \$10,700 with tax per month.

I offset some of that increase by raising ticket prices but then was hit with several unforeseen issues. I lost nearly all of my parking in Veterans Lot due to the construction that started on Atlantic Crossing and the City changing the lot from a two-hour maximum to a four-hour maximum so now the lot is used by beach goers and is mostly full by 10am. My clientele is elderly and cannot walk long distances to reach the boat so my ridership has decreased significantly.

Additionally, the City Marina Project began and the City Sewage pump-out facility for boats was disabled for possibly two years. It normally would cost about \$15 a day to pump the boats tanks out, now I pay a company to bring a truck in at \$150 a day. I have paid over \$15,000 since August for this service when it would have been a fraction of that. The next closest pump-out facility is in Lighthouse Point.

Now we have this Covid-19 disaster that we are all dealing with. Veterans Park has been closed, groups of 10 people or more gathering is being discouraged, I need 35 passengers to cover expenses of a two-hour sightseeing cruise and you can't get to the boat anyway due to the Park closure. I have had to lay off almost my entire crew, I have not run a cruise in two weeks and who knows when we will go out again.

I have always done my best to be a good tenant for the City and run a First-Class operation it could be proud of. I have donated countless cruises to the City of Delray Beach and given away thousands of free tickets to various causes around town. We love Delray Beach and It is our greatest desire to be here for the foreseeable future.

Any help you could be in this matter would be greatly appreciated.

Sincerely,

Joe Reardon  
Owner/ Delray Yacht Cruises  
(561) 702-9737