From:	Metott, Samuel
To:	Boylston, Ryan; Casale, Juli; Frankel, Adam; Johnson, Shirley; Petrolia, Shelly
Cc:	Alvarez, Jennifer; Czencz, Lauren; Barletto, Missie
Subject:	FW: Dockage fees
Date:	Monday, February 1, 2021 2:22:44 PM
Attachments:	Delray Intracoastal Cruises March 2019-October 2019 and March 2020-October 2020 (1) (5) (5).pdf image001.png image002.png

Hello Commissioners,

We were able to speak with Mr. Reardon last week with Delray Yacht Cruises. He was able to send the email below and the attachment to help explain their current situation and what measures his team has taken to respond to the impacts covid-19 has had on their business.

Sincerely,

Samuel Metott

Samuel R. Metott, C.P.R.E.
Director of Parks & Recreation
City of Delray Beach
Parks & Recreation Department
50 NW 1st Avenue
Delray Beach, FL 33444
P: 561-243-7251
MetottS@MyDelrayBeach.com

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From: kerryjkr@aol.com <kerryjkr@aol.com>
Sent: Thursday, January 28, 2021 2:17 PM
To: Metott, Samuel <MetottS@mydelraybeach.com>; meghan@delrayyachtcruises.com; kerryareardon@gmail.com; Dungey, Sherry <dungey@mydelraybeach.com>
Subject: Dockage fees

****Please be cautious****
This email originated from outside of The City of Delray Beach. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello,

The following is a brief summary that you requested regarding my situation with my inability to pay dockage fees in Veterans Park at the current time. As I stated in our conversation yesterday, I have done everything I possibly can to keep my business running under the Covid-19 Pandemic. I originally had to lay off 38 people when the pandemic began. Last Spring I applied for and received a PPP loan and was able to bring some employees back. Unfortunately my operation is both weather dependent and seasonal. Once we were able to re-open after the mandatory shutdown, it was at 50% capacity which barely covers expenses. We went into the wettest Summer on record followed by the busiest Hurricane season on record followed by our traditionally slow season.

We survive this slow season with advanced private charter bookings for the holiday season, this year they were non-existent and the few we did have booked had to be refunded. As we moved into the start of what should have been our busy season, we are being devastated by the lack of tourism, travel restrictions and the many seasonal residents who did not come to South Florida this year. We have a large French Canadian following that did not come down this year, foreigners are not here at all. Our main clientele are elderly retirees who unfortunately are in the "at risk" group for catching Covid so most stay away from attractions such as mine.

Those that are showing up to cruise are finding virtually no parking in Veterans Lot due to the parking time limit change to four hours. It is filled with beach goers and employees from surrounding business'. By the time my cruises are scheduled to depart, the lot is full and many elderly passengers cannot walk a long distance to the boat. Additionally, after the seawall project in the park was completed, much of the signage that was previously there was not replaced, especially the signs that tell boaters they may not carry passengers for hire from the City docks and there was a two hour tie up limit. I have an Exclusivity clause in my Lease agreement but it is open season now with yachts running charters out of the Park which not only hurts my business but puts an added stress on the amount of parking spaces as they are having their passengers park in the lot as well. These boats are very common in Miami and are routinely shut down as they do not have proper insurance, drug tested crew and are trespassing on the docks they use. These operators also open the City up for liability should someone get hurt on the dock. I have to pay for an insurance policy that protects the City of Delray should one of my passengers get hurt on the dock.

All of these things combined make staying in business very difficult. I've been operating in Veterans Park for almost 20 years, the dock space I lease only went out to bid for the first time two years ago. My monthly payments went from approximately $1,500 a month to $10,700 a month. We no longer live in that world were that amount of rent is possible for four pilings to tie up to, a small ticket kiosk and zero parking. I have always acted in the best interest of the City of Delray Beach and offer a First Class attraction for visitors and residents. I am doing my best to survive this mess that we are all in,

I have recently applied for a second PPP loan but have not been approved yet. I love being in the City of Delray Beach and hope to remain here. I have tried every possible way to get people comfortable with cruising with us. We follow all the CDC guidelines, we require masks to be worn by all passengers, we have hand sanitizing stations around the boat and our staff gets pre shift temperature checks everyday. We limit our capacity to 80 people although that isn't an issue as we dont carry close to that many people. I have forwarded my passenger counts recently to Sherry Dungy in the finance department and its not a pretty picture.

Anything you can do to give me a little more time would be greatly appreciated.

Sincerely,
Joe Reardon
Owner, Delray Yacht Cruises