

the same opportunity is not afforded to our transient users. The opportunity for patrons using permanent moorage to pay less in overall fees is especially troubling when the benefits of permanent moorage (listed above) are considered.

- 4.) **If patrons with permanent slips are unwilling or unable to pay the proposed surcharge, there remain opportunities for moorage in the transient section of the harbor.** Although it is important to be sensitive to any additional demands on our patrons' finances, this proposal should not be thought of as "forcing out" current permanent slip holders. There is still moorage in Statter Harbor that is available for all users, and no one will be losing access to the waters north of Juneau if they do not wish to pay the proposed surcharge. Statter Harbor has historically been managed as a transient harbor. Considering the benefits listed above, permanent moorage should be considered a luxury in our current system, and as such should be billed as a luxury.
- 5.) **Based on current rates (pre-rate study), this additional surcharge would generate \$47,367 per year.** It seems likely that the actual additional revenue would be greater than this for two reasons. First, the general moorage rate may increase after our rate study, which would in turn lead to more revenue from the proposed surcharge because it is linked to the general moorage rate. Secondly, these calculations assume that all users pay by the slip size (for instance, a user of a 32' slip would pay for 32 feet). However, this is not the case. Permanent users actually pay for the length of their vessel *or* the length of the slip, whichever is greater. So in fact, the total feet of permanent moorage paid is likely greater than the figures shown below. It may be valuable to move forward with this proposal sooner rather than later so that any additional revenue it provides can be factored into the calculations which our consultants will be making in the rate study.

Slip Size	Total # of slips	Cost per slip per boat per year	Total Revenue from slips per year	Additional Revenue from proposal
Up to 32'	53	32' x \$7.30 per foot x 12 months x 90% (for yearly payment discount) = \$2523 per boat per year	53 x \$2523= \$133,719	\$133,719 x 25%= \$33,294
32-42'	17	42' x 7.30 per foot x 12 months x 90% (for yearly payment discount) = \$3311 per boat per year	17 x \$3311= \$56,292	\$56,292 x 25%= \$14,073
	70		\$133,719 + \$56,292= \$190,011	\$33,294+\$14,073 \$47,367

