

REQUEST FOR COUNTY BOARD ACTION

Replacement for

YEAR	<u>2021</u>	<input checked="" type="checkbox"/>	Resolution Request
		<input type="checkbox"/>	Ordinance Request
		<input type="checkbox"/>	Report Request

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Requestor/Originator: Reefpoint Marina - Carrie Neubecker

Person knowledgeable about the request who will appear and present before the Committee and County Board (2nd Reading)
 If a person is not in attendance the item may be held over. Carrie Neubecker

Does the County Executive know of this request: _____

If related to a position or position change, Does the Human Resources Director know of this request: _____

Does this request propose the expenditure, receipt or transfer of any funds? yes
 If the answer is "YES". A fiscal note is required. If Fiscal Note is not created by Finance, send to Finance & Budget Manager before it goes to Committee.

Committee/Individual Sponsoring: Finance & Human Resources Committee

Date Considered by Committee: 4/7/2021 Date of County Board Meeting to be Introduced: 4/13/2021

1st Reading: 1st & 2nd Reading: *

* If applicable, include a paragraph in the memo explaining why 1st and 2nd reading is required.

Signature of Committee Chairperson/Designee: _____

SUGGESTED TITLE OF RESOLUTION/ORDINANCE/REPORT:

Authorize the capital purchase of a mobile pump out boat and authorize the transfer of \$51,595 in the 2021 Budget

The suggested title should contain what the Committee is being asked to take action on (ex: Authorize, Approve) . If the action includes a transfer this must be included in the title.

SUBJECT MATTER:

The attached memo describes in detail the nature of resolution /ordinance /report and any specific facts which you want included in resolution/ordinance/report must be attached.

If requesting a multi year contract a copy of the contract or draft contract must be attached

Any request which requires the expenditure or transfer of funds must be accompanied by a fiscal note that shows the specific amount being transferred and the account number from which these funds will be taken and to which they will be transferred.

THIS FORM MUST BE FILLED OUT COMPLETELY PRIOR TO YOUR APPEARANCE BEFORE A COMMITTEE.

ACCOUNT NAME	ACCOUNT NUMBER	CURRENT BUDGET	CURRENT BALANCE	TRANSFER	BUDGET AFTER TRANSFER	BALANCE AFTER TRANSFER
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REEFPPOINT MARINA

2021 BUDGET PAGES 24-4 AND 24-6

PUMP OUT SERVICE FEE	5551000.317025	0	0	(51,595)	(51,595)	(51,595)
TOTAL SOURCES				<u>(51,595)</u>		
TEMPORARY HELP	55551000.416500	300,000	288,895	10,000	310,000	298,895
CAPT - MOBILE PUMP OUT BOAT	NEW ACCOUNT	0	0	39,595	39,595	39,595
MATERIALS	55551000.453000	0	0	2,000	2,000	2,000
TOTAL USES				<u>51,595</u>		
				<u><u>0</u></u>		

ITEMS TO BE PURCHASED:

Description:	QTY	Unit Cost	Total Cost
2021 SeaArk2072 Boat	1	24,039	24,039
Motor with cabling, rigging & install	1	12,656	12,656
WasteCorp Mudsucker Diaphragm Pump	1	2,900	2,900
Total of Capital items			<u>39,595</u>
Pump out hose	1	1,000	1,000
500 Gallon Storage Container	1	500	500
Fenders & Misc	1	500	500
Total of Materials			<u>2,000</u>

The mobile pump out boat will require 2 dock hands for 20 hours per week for the boating season. This totals \$10,000

There are 2 fees for pump out service that will provide the funding for the new boat and the additional temporary help that will be needed.

	Fee	Pump outs	Estimated Revenue
Mobile pump out	30	1,500	45,000
Transient Pump outs	15	500	7,500
Estimated Total Revenue			<u><u>52,500</u></u>

Pump outs for mobile is calculated at 75 pump outs for 20 weeks

ACCOUNT NAME	ACCOUNT NUMBER	CURRENT BUDGET	CURRENT BALANCE	TRANSFER	BUDGET AFTER TRANSFER	BALANCE AFTER TRANSFER
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FINANCE COMMITTEE RECOMMENDATION

After reviewing the Resolution/Ordinance and fiscal information supplied, your Finance Committee recommends FOR--AGAINST adoption.
 REASONS

FOR

AGAINST



Carrie Neubecker
General Manager & Marketing Director
Reefpoint Marina
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Racine, WI 53403
cneubecker@f3marina.com

April 7, 2021

TO: Robert N. Miller
Chairman, Finance and Human Resources Committee

FROM: Carrie Neubecker
General Manager & Marketing Director – Reefpoint Marina

RE: Request Approval to Purchase a Mobile Pump Out Boat to Provide
Needed Service to Boaters

We are seeking approval to purchase the necessary equipment to offer a Mobile Pump-Out Service to our boating customers. This convenience was previously being provided by Racine Riverside, at a costly rate to the customers, but they have discontinued those services. We need to provide this option to our annual slip-holders, as this is something they have come to expect out of a marina. We anticipate we will lose customers if we do not meet this need.

The cost to acquire the necessary equipment is \$41,595, and the estimated labor (2 dock hands for 20 hours per week) is \$10,000 for the season. We will be charging our customers \$30 per pump-out and requiring them to sign a season-long contract for this mobile service either weekly or bi-weekly. We estimate we will provide roughly 75 pump-outs per week, for approximately 20 weeks, generating a projected revenue for this service of \$45,000 annually. In addition, we will be charging a \$15 pump-out fee at the fuel dock (previously no fee was assessed), which is conservatively projected to generate \$7,500 in annual revenue. Combined, this will result in a net profit for this operation beginning right away in year 1. Please see the attached fiscal note for more details.
Thank you.

Carrie Neubecker
General Manager & Marketing Director – Reefpoint Marina