

# Town Marina Project

Update to Town Council  
June 11, 2019



# Outline

- Schedule
  - Tentative Start Date Consideration
- Items Arising / Guidance
  - Deck concepts
  - Gate concept
- Upcoming Items



# Tentative Start Date Consideration

- Comparing Jan 2020 vs May 2020 start date
- Consider
  - Total construction time
  - Bid package completeness
  - Time for prime contractor to develop bid
  - Time for Town to negotiate with selected bidder
  - Time for contractor to mobilize
  - Type of work performed at what time of year
  - Revenue (loss & generation)
  - Soft Opening
  - Overall risk



# Tentative Start Date Consideration

- Quantify
  - Costs
  - Revenue over several years
  - Revenue minus cost = net benefit
- Qualify
  - Not all elements can be directly quantified

# Start Date Comparison

- Total Construction Time
  - Aggressive = 12 months
  - Realistic = 14 months
- January 2020 = 11 months (there is a question as to whether we can complete this in 11 months)
- May 2020 schedule = 19 months
- Cost Implication = \$28K/day (increase construction cost)
- January 2020 = \$2.76M
- May 2020 = \$0
- Mitigation Options
  - Soft opening
  - Sequenced construction and opening

# Start Date Consideration

- Bid package completeness
  - Each addenda is a 2 week delay (\$28K/day)
  - Assume 4 addenda
- January 2020 = \$1.68M
- May 2020 = \$0
- Mitigation Options
  - Independent QA/QC



# Start Date Consideration

- Time for Prime Contractor to develop bid
  - Minimum is 2 months; more is obviously preferable
- Jan 2020 = 2 months
- May 2020 = 4 months
- Cost implication estimated at 10%
- Jan 2020 = \$3.2M
- May 2020 = \$0
- Mitigation Options
  - Pre-solicitation meeting, pre-bid meeting
  - Potential sub-contractor lists



# Start Date Consideration

- Time for Town to negotiate with selected bidder
  - Cost implication estimated at 5%
  - Jan 2020 = \$1.6M
  - May 2020 = \$0
- Mitigation Options
  - Allow Town Manager and Purchasing to initiate negotiations prior to Town Council approval of recommended bidder
  - Request detailed breakdown from all proposers to obtain additional insight to bid elements





# Start Date Comparison

- Type of Work Consideration (Noise)
  - **Demolition** - will start first – loudest component
  - Dredging - may start with demolition or shortly thereafter – loud component
  - Bulkhead - involves lots of steel sheet pile
  - Docks – pile driving is the noisy part – 5-10 minutes x 4-6/day (throughout)
  - Building Foundation – 18 piles being pounded in – 3 months in
  - Buildings – Nothing unusual beyond normal construction
- In Season Work
  - Jan 2020 – **demolition**, dredging, bulkhead, building foundation and some dock piles
  - May 2020 – dock piles



# Start Date Comparison

- Revenue

- Majority of yachts return to the TPB area starting in November and depart in April
- We will close for at least one season
  - If patrons expect the docks to be closed for a part of season, they will book other accommodation

- Occupancy

- 1<sup>st</sup> year - 65%
- 2<sup>nd</sup> year - 80%
- 3<sup>rd</sup> Year - 100%
- Soft opening brings this forward by showing progress by June of year opening



# Start Date Comparison

- Soft Opening
  - Could also consider this early, partial or sequenced opening
  - Likely open Palm Way and Brazilian Docks first
    - Least amount of dredging
    - Would need Dock Master's office available to facilitate opening
- Advantages
  - Revenue
  - Work out some bugs
- Disadvantages
  - Inconvenience to new dock patrons
  - Limited parking available
  - Cost (remobilization cost)

# Start Date Comparison

- Revenue

Year* (Dec 1 to Nov 30)	Jan 2020	May 2020	May 2020 (soft open)
2020 (Dec '19 to Nov '20)	\$0	\$2M	\$2M
2021	\$10.3M	\$2M	\$2.7M
2022	\$12.7M	\$10.3M	\$12.7M
2023	\$15.9M	\$12.7M	\$15.9M
2024	\$15.9M	\$15.9M	\$15.9M
Total	\$54.8M	\$42.9M	\$49.2M

- Jan 2020 = +\$11.9M to \$5.6M
- May 2020 = \$0
- Mitigation Options
  - Marketing plan & effort

## Start Date Comparison

- Latest Construction Cost Estimate = \$31.3M
- Potential revenue – potential cost (construction cost & delay costs)
  - January 2020 = \$13.3M
  - May 2020 = \$11.6M
  - May 2020 = \$17.8M (Soft opening)

# Start Date Comparison

- Overall Risk
  - If it doesn't appear to potential patrons that the Town Docks will reopen by December 2020, then they may chose to find another marina for the 2020/21 season
  - Our occupancy rate could be over than estimated
  - Potential to lose two seasons of revenue
- If Contractor does not finish in 11 months
  - Refund deposits
  - Negative reflection on Town Docks

# Start Date Comparison

- May 2020 start date with soft opening in August 2021 is the recommended option
  - Minimizes the risk of impacting two seasons
  - Provides additional time for construction contractor to:
    - Develop their bid leading to a better price
    - Construct the project, which lowers risk and increases flexibility leading to a better price

# Items Arising / Guidance



# Dock Gates

- Australian Building



# Dock Gates

- Brazilian Building



# Deck Surface Considerations

## Deck Surface (85,375 sf)

- Concrete Finish
  - Standard brush (Base Bid)
  - Exposed Aggregate - \$4/sf - \$350K
- Composite Decking - \$4-7/sf - \$350K-\$600K
- Hardwood - \$8-12/sf - \$700k-\$1M

# Standard Brush Finish

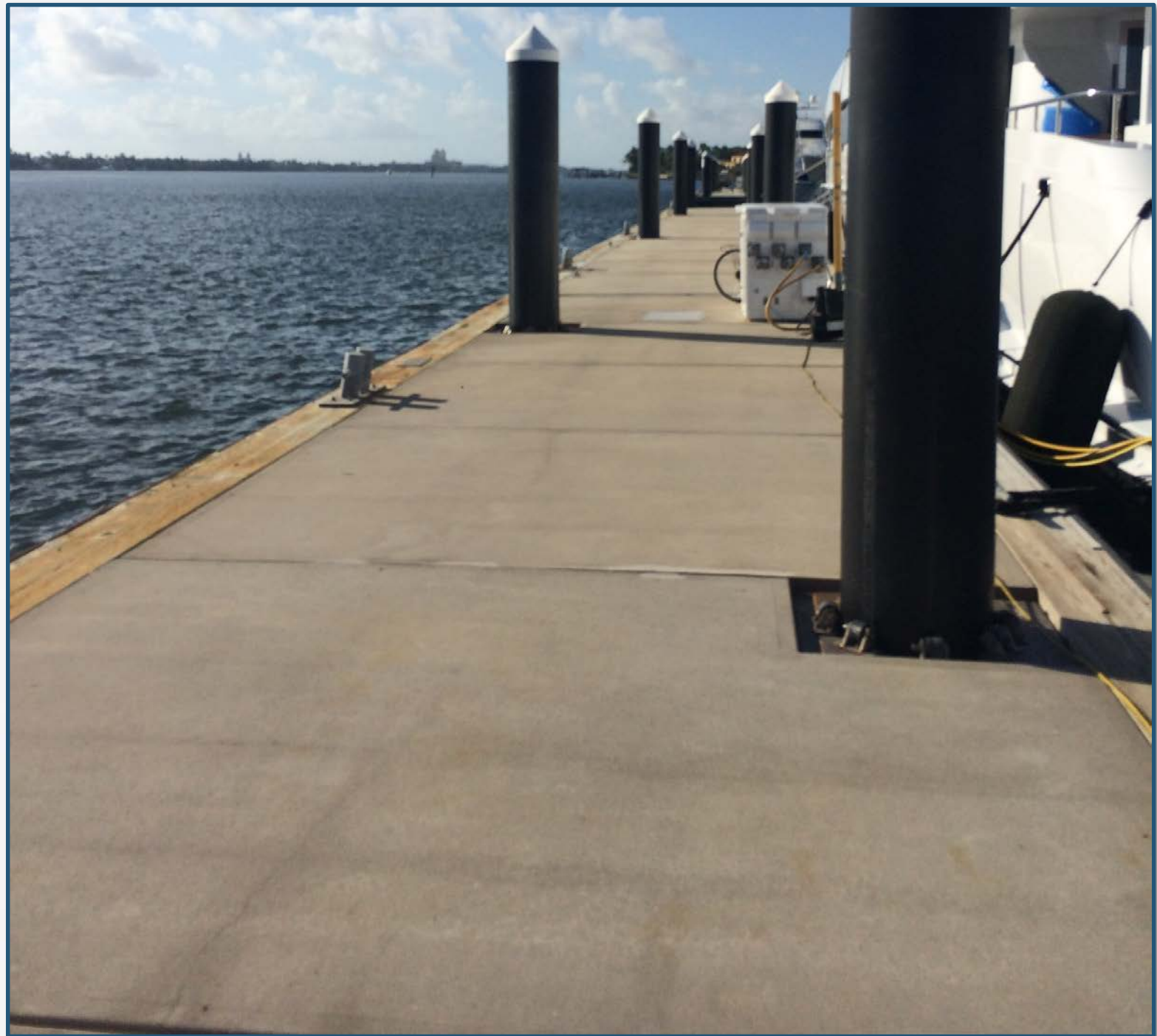
- Palm Harbor





# Standard Brush Finish

- Rybovich Marina



# Standard Brush Finish

- Lauderdale Marine Center





# Exposed Aggregate

- \$4/sf - \$350K



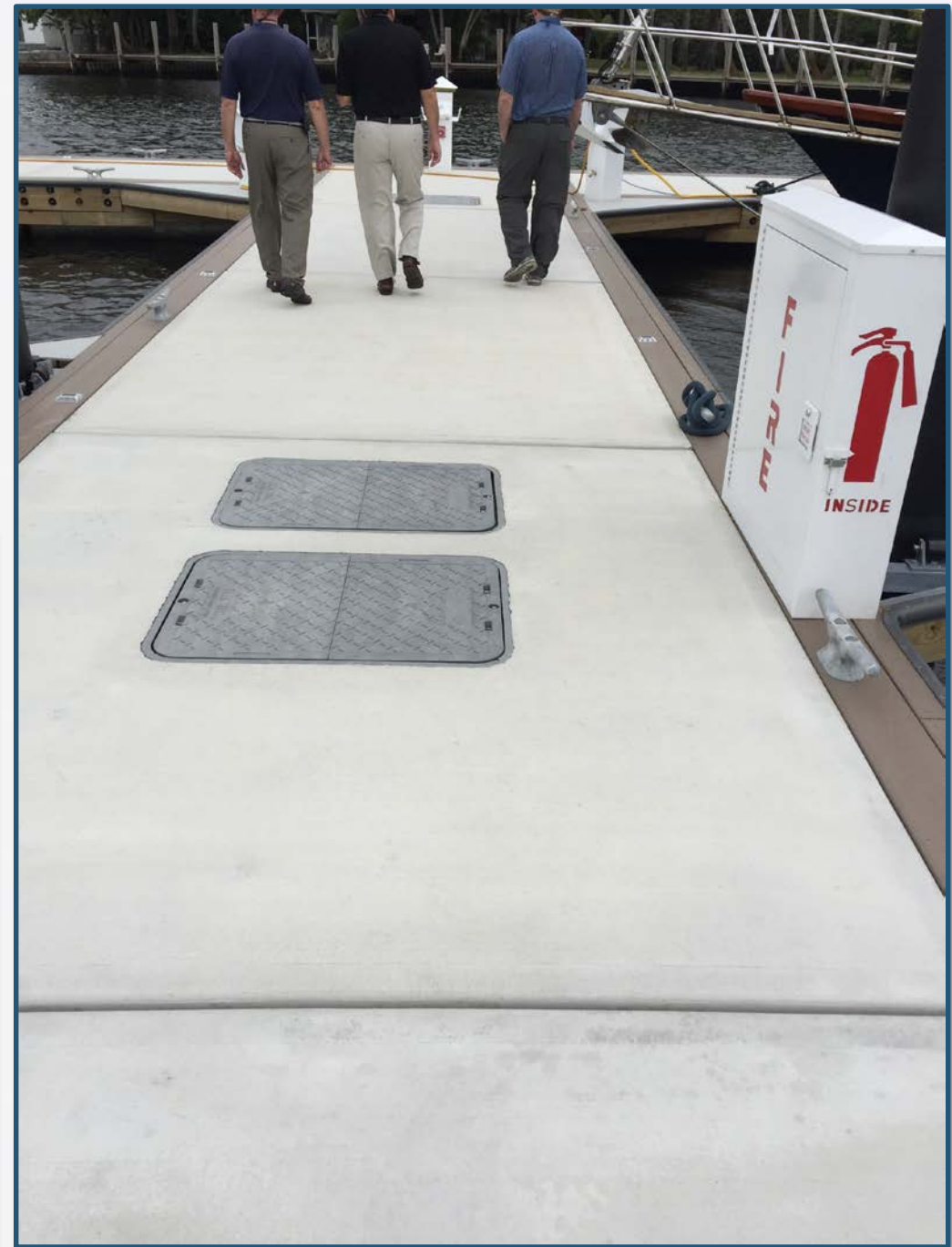


# Exposed Aggregate



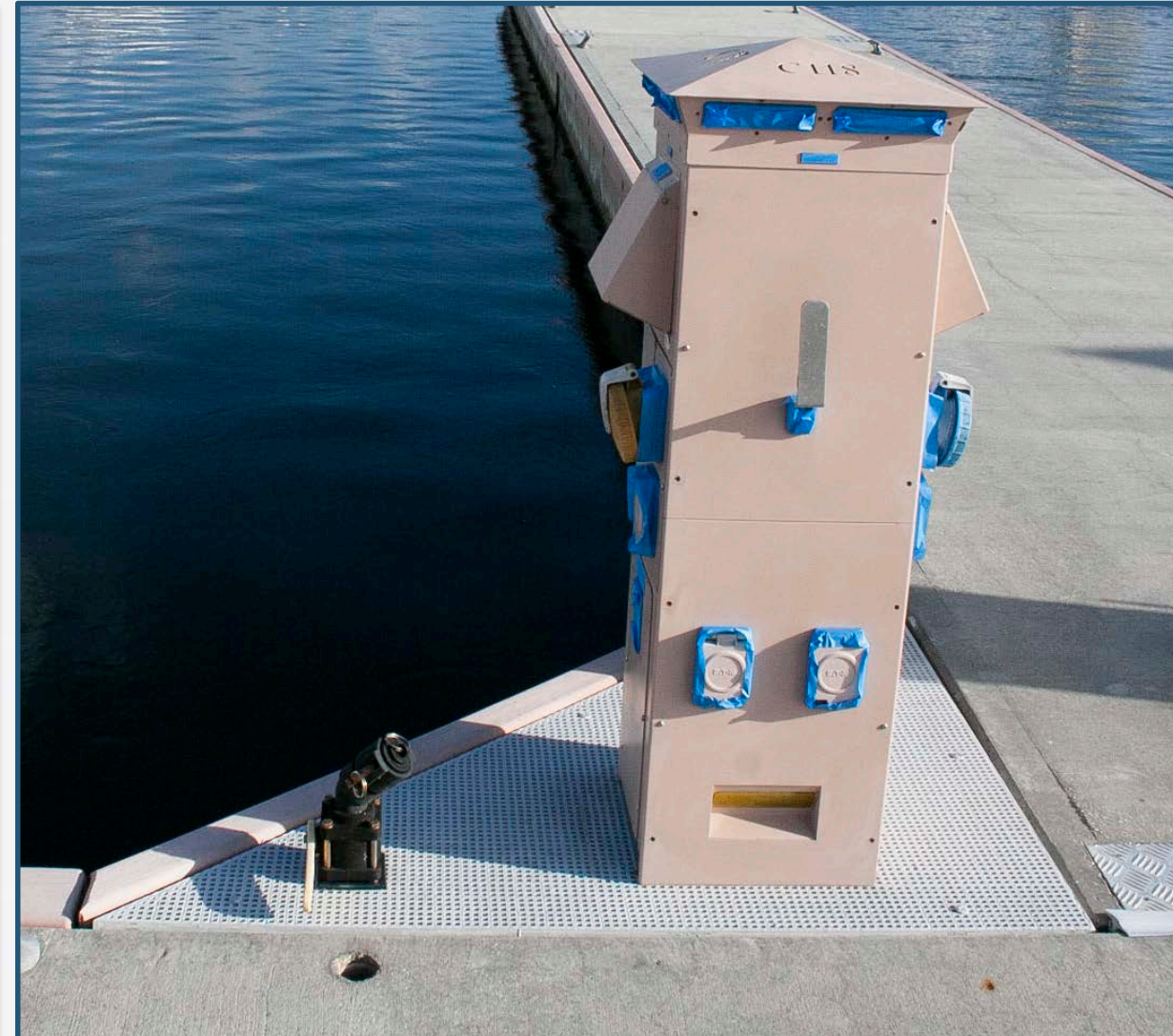
# Consider the access boxes

- Access utilities
- Joins certain style docks
- Do we cover these with a composite deck?



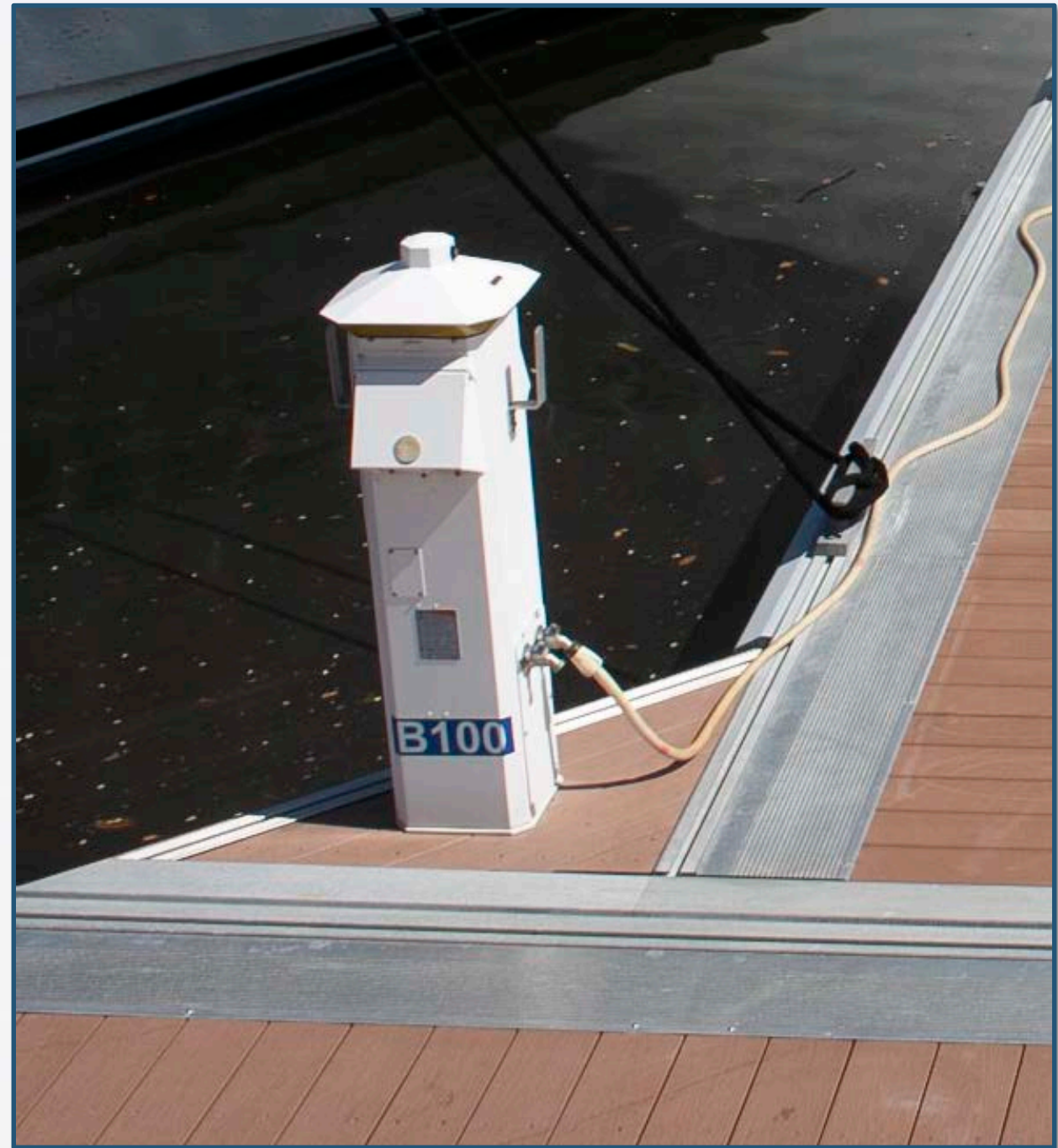


# Consider the fillets

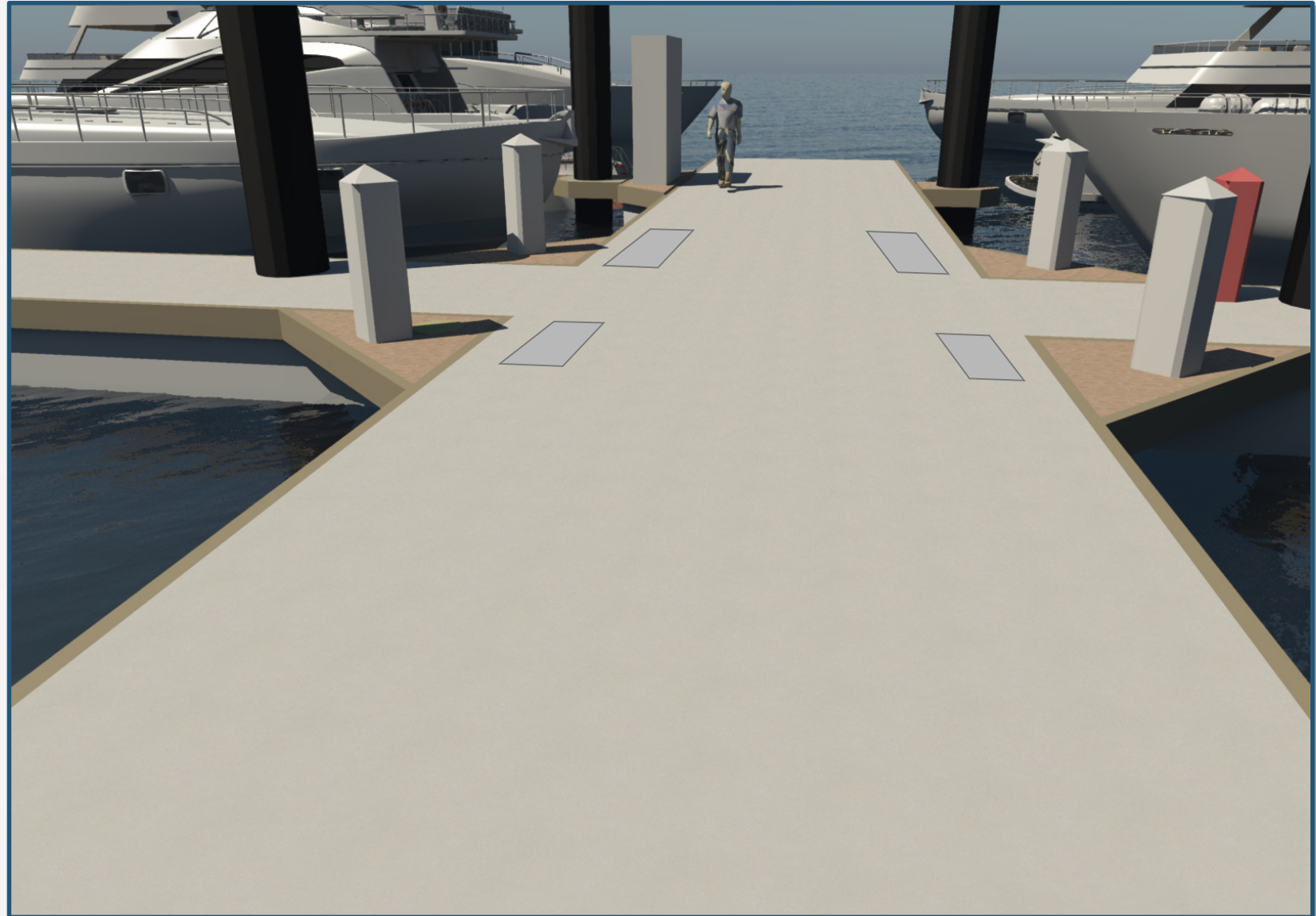




# Consider the fillets

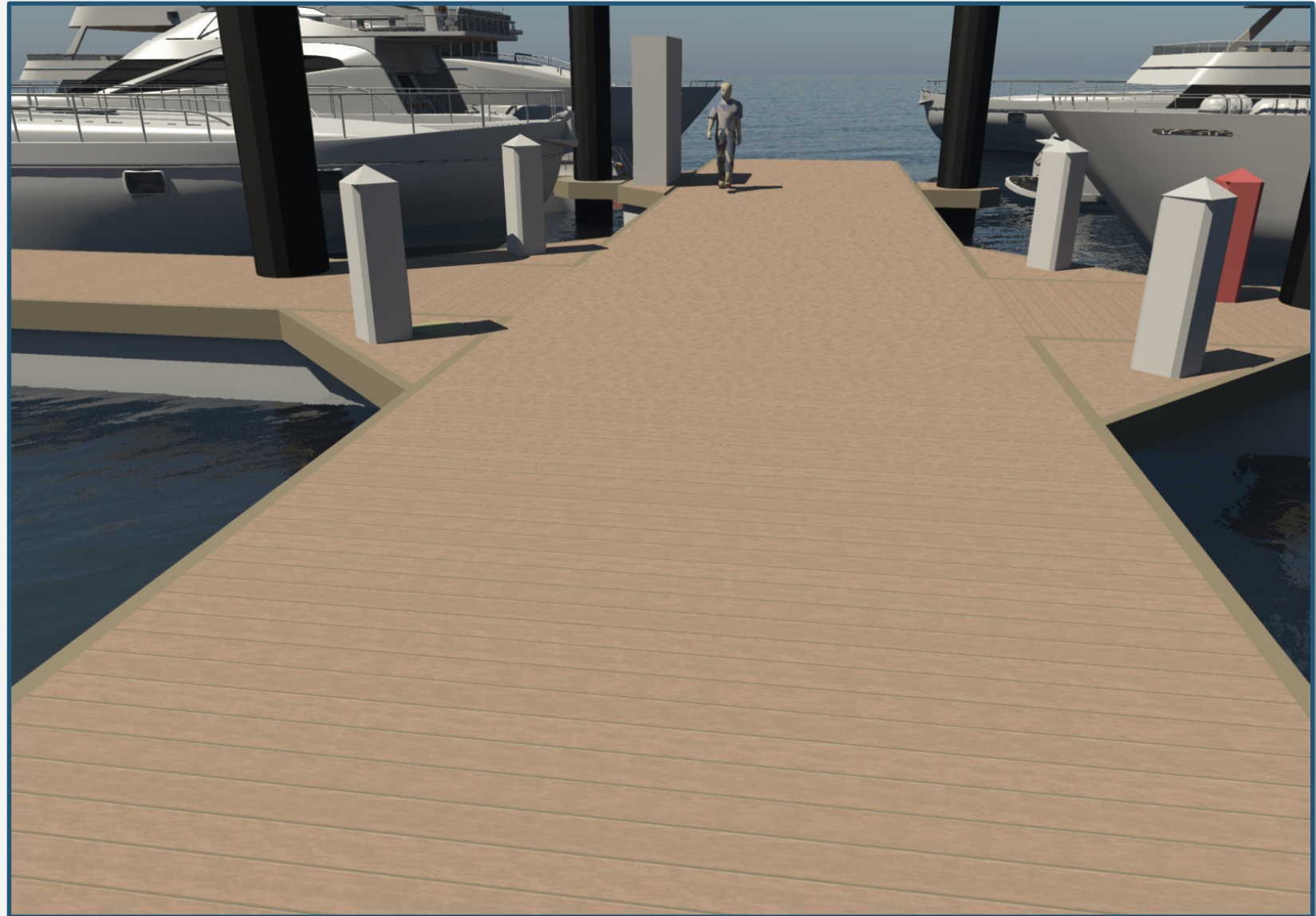


# Concrete Decking





# Composite Decking





# Composite Decking

- \$4-\$7/sf
- \$350K to \$600K



Note. Required composite deck because on pontoon floats and metal frame.

# Composite Decking

- Color – Range of terracotta to light brown
- Grooved or wood grain
- Hidden fasteners
- Minimum 25 year warranty
- Fade resistance
- Stain resistant
- Heat retention
- Slip resistant



# Composite Deck Samples





# Hardwood

- \$8-\$12/sf
- \$700K - \$1M



Required composite deck  
because on pontoon floats  
and metal frame.

## Next Steps

- Review of Plans and Specifications
- Finalize bid package