

STAFF REPORT

THE CORPORATION OF THE TOWN OF COBOURG



Report to:	Mayor and Council Members	Priority:	<input type="checkbox"/> High <input type="checkbox"/> Low
Submitted by:	Julie Behan-Jones Waterfront Operations Community Services Division jbehanjones@cobourg.ca	Meeting Type: Open Session <input checked="" type="checkbox"/> Closed Session <input type="checkbox"/>	
Meeting Date:	December 6, 2021		
Report No.:	Community Services-080-21		
Submit comments to Council			

Subject/Title: Waterfront Operations Rates and Fees Schedule for the 2022 Season

RECOMMENDATION:

THAT Council approve the suggested one-year 2022 Rate and User Fee Schedule for the Waterfront Operations Department of the Community Services Division;

FURTHER THAT Council direct staff to evaluate the Rates and Fees schedule in the fall of each season and consider the results of the User Fee Analysis when completing the annual budget

1. STRATEGIC PLAN

The Town of Cobourg Strategic Plan Components (2019 – 2022) includes the following Strategic Actions:

People: The Town supports and cares for the social and physical wellbeing of its citizens

Programs: Implement a comprehensive management plan for all of the Town's assets;

Partnerships: The Town engages in strong, sustainable public-private partnerships to improve the quality of life for everyone

2. PUBLIC ENGAGEMENT

Municipal staff surveyed Marinas and Campgrounds to create a comparative user fee schedule as attached.

3. PURPOSE

The Waterfront Operations Department Rates and Fees are reviewed annually; projected fee increases are then determined to maintain the self-sustaining business model and still remain competitive in the marketplace.

4. ORIGIN AND LEGISLATION

Community Services Staff recognize that the User Fee Analysis will provide a clear concise direction to design future budgets moving forward.

Until such as time as the analysis is complete, staff recommend the attached is approved in order to provide sufficient revenues to cover operational and capital costs for this budget year and to enable staff to begin finalizing contracts and invoicing effectively for the start of season.

5. BACKGROUND

The Cobourg Marina and Victoria Park Campground are self-sustaining business units. Historically, the surplus revenues from the Campground were turned to the tax base and similarly the surpluses from the Marina were retained to maintain areas of the waterfront that are considered to be public use facilities.

Within recent years both facilities have undergone budgeting changes to align the direct costs associated with each facility to the actual receivables which in turn has more clearly defined the budget amount to transfer to reserve accounts.

The proposed fee structure is required to cover projected operational and capital costs for the 2022 season. Due to the COVID-19 Pandemic rates and fees were unchanged in 2020 to that end the increases began again in 2021.

6. ANALYSIS

User fee comparatives for the Cobourg Marina and Victoria Park Campground are as attached.

Fee increases are usually within the 3% range to stay competitive in the industry market place, however, when a rate or fee has shown to be lower than the norm, the increase may be a greater than a 3% increase.

7. FINANCIAL IMPLICATIONS/BUDGET IMPACTS

The 2022 Budget goals for revenue shall be met as outlined using this Rate and Fee Schedule. It is recommended by staff that the fee structure below is approved in order to provide sufficient revenues to cover operational and capital cost which in turn will provide both the Marina and Campground with revenues to build reserves for each.

Financial impacts on revenues could be seen in terms of the COVID-19 Pandemic and how it effects the 2022 season as it did in the previous two years in the form of late starts to the operational season.

8. CONCLUSION

That Council endorse and approve the proposed 2022 Rates and Fees Schedule for the Waterfront Operations Department as outlined;

FURTHER THAT Council direct staff to evaluate the Rates and Fees schedule in the fall of each season and consider the results of the User Fee Analysis when completing the annual budget;

SUGGESTED RATES AND FEES FOR 2022

MARINA	2022	Increase
Seasonal Dockage		
SERVICED	\$68.00	3.03%
SERVICED (G)	\$73.00	2.82%
UNSERVICED	\$62.00	1.64%
PREMIUM F	\$75.00	2.74%
MULTI-HULL	X 1.5	
COMMERCIAL	+ 25%	
Transient Dockage		
DAILY SERVICED	\$1.95	2.63%
DAILY UN SERVICED	\$1.75	2.94%
DAILY WALL	\$1.70	3.03%
RAFTING	\$16.00	3.23%
ANCHORING	\$16.00	3.23%
MINIMUM TRANSIENT	\$24.00	4.35%
WEEKLY	Daily x 6	
MONTHLY	Daily x 20	
COMMERCIAL	+ 25%	
Services		
SEASONAL PUMPOUT	\$10.75	2.38%
SERVICE PUMPOUT	\$21.50	2.38%
SEASON LAUNCH RAMP	\$130.00	4.00%
DAILY LAUNCH RAMP	\$13.00	18.18%
COMPOUND MOVE	\$200.00	0%
WATER TOW (In harbour)	\$85.00	0%
BLOCKS (non-seasonal)	\$5.00	0%
RESERVATION FEE	\$12.00	0%
HULL WASH	\$3.75	15.38%
Storage		
Off Site 29ft.& Under (PW)	Discontinued	
MARINA	2022	Increase

CAMPGROUND	2022	Increase
Services		
RESERVATION FEE	\$12.00	0.00%
FIRE WOOD	\$13.00	4.00%
KINDLING	\$12.00	4.35%
SANITARY STATION	\$20.00	5.26%
Seasonal		
WATERFRONT	\$4,500.00	7.14%
NON WATERFRONT	\$3,500.00	4.48%
Transient		
TENT AREA	\$44.00	2.33%
INTERIOR H&W	\$48.00	2.13%
WATERFRONT H&W	\$60.00	3.45%
INTERIOR H&W&S	\$50.00	2.04%
WATERFRONT H&W&S	\$64.00	6.67%
(Weekly – daily x 6)		
Monthly as below:		
TENT AREA	\$1,144.00	6.42%
INTERIOR H&W	\$1,248.00	6.21%
WATERFRONT H&W	\$1,560.00	7.59%
INTERIOR H&W&S	\$1,300.00	6.12%

Off Site 30ft & Over (PW)	Discontinued	
29 FT. & UNDER	\$670.00	1.52%
30 FT. & OVER	\$700.00	1.45%
CATAMARANS	X1.5	
CANOE/KAYAK	\$125.00	25.00%
DAILY STORAGE	\$13.00	8.33%
WEEKLY STORAGE	\$70.00	16.67%
MONTHLY STORAGE	\$265.00	6.00%
CRADLE/TRAILER (Non S)	\$125.00	0%

WATERFRONT H&W&S	\$1,664.00	10.93%
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HISTORICAL DATUM

MARINA	2018	Increase	2019	Increase	2020	2021	Increase	2022	Increase
Seasonal Dockage									
SERVICED	\$62.00	3.33%	\$64.00	3.23%		\$66.00	3.13%	\$68.00	3.03%
SERVICED (G)	\$67.00	3.08%	\$69.00	2.99%		\$71.00	2.90%	\$73.00	2.82%
UNSERVICED	\$57.50	2.68%	\$59.00	2.61%		\$61.00	3.39%	\$62.00	1.64%
PREMIUM F	\$69.00	2.99%	\$71.00	2.90%		\$73.00	2.82%	\$75.00	2.74%
MULTI-HULL	X 1.5		X 1.5			X 1.5		X 1.5	
COMMERCIAL	+ 25%		+ 25%		COVID	+ 25%		+ 25%	

Transient Dockage					NO				
CAMPGROUND	2018	Increase	2019	Increase	2020	2021	Increase	2022	Increase
					INCREASE				
Services									
RESERVATION FEE	\$12.00	0%	\$12.00	0%		\$12.00	0%	\$12.00	0.00%
FIRE WOOD	\$11.50	0%	\$12.50	8.70%		\$12.50	0%	\$13.00	4.00%
KINDLING	\$10.50	0%	\$11.50	9.52%		\$11.50	0%	\$12.00	4.35%
SANITARY STATION	\$17.00	6.25%	\$18.00	5.88%		\$19.00	5.56%	\$20.00	5.26%
Seasonal									
WATERFRONT	\$3,600.00	9.09%	\$3,900.00	8.33%		\$4,200.00	7.69%	\$4,500.00	7.14%
NON WATERFRONT	\$3,150.00	3.28%	\$3,250.00	3.17%		\$3,350.00	3.08%	\$3,500.00	4.48%
Transient					COVID				
TENT AREA	\$41.00	2.50%	\$42.00	2.44%	NO	\$43.00	2.38%	\$44.00	2.33%
INTERIOR H&W	\$45.00	2.27%	\$46.00	2.22%	INCREASE	\$47.00	2.17%	\$48.00	2.13%
WATERFRONT H&W	\$50.00	6.38%	\$54.00	8.00%		\$58.00	7.41%	\$60.00	3.45%
INTERIOR H&W&S	\$47.00	2.17%	\$48.00	2.13%		\$49.00	2.08%	\$50.00	2.04%
WATERFRONT H&W&S	\$52.00	6.12%	\$56.00	7.69%	COVID	\$60.00	7.14%	\$64.00	6.67%
(Weekly – daily x 6)					NO				
TENT AREA	\$984.00	2.50%	\$1,008.00	2.44%	INCREASE	\$1,075.00	6.65%	\$1,144.00	6.42%
INTERIOR H&W	\$1,080.00	2.27%	\$1,104.00	2.22%		\$1,175.00	6.43%	\$1,248.00	6.21%
WATERFRONT H&W	\$1,199.00	6.29%	\$1,272.00	6.09%		\$1,450.00	13.99%	\$1,560.00	7.59%
INTERIOR H&W&S	\$1,128.00	2.17%	\$1,152.00	2.13%		\$1,225.00	6.34%	\$1,300.00	6.12%
WATERFRONT H&W&S	\$1,248.00	6.12%	\$1,320.00	5.77%		\$1,500.00	13.64%	\$1,664.00	10.93%
Off Site 30ft & Over (PW)	\$570.00	New	Discontinued			Discontinued		Discontinued	
29 FT. & UNDER	\$600.00	3.45%	\$630.00	5%		\$660.00	4.76%	\$670.00	1.52%
30 FT. & OVER	\$630.00	3.28%	\$660.00	4.76%		\$690.00	4.55%	\$700.00	1.45%
CATAMARANS (x1.5)	x1.5		x1.5			x1.5		X1.5	
CANOE/KAYAK	N/A		\$95.00	New		\$100.00	5.26%	\$125.00	25.00%
DAILY STORAGE	\$10.50	0%	\$11.00	4.76%		\$12.00	9.09%	\$13.00	8.33%
WEEKLY STORAGE	\$52.00	0%	\$55.00	5.77%		\$60.00	9.09%	\$70.00	16.67%
MONTHLY STORAGE	\$210.00	0%	\$230.00	9.52%		\$250.00	8.70%	\$265.00	6.00%
CRADLE/TRAILER (Non S)	\$125.00	0%	\$125.00	0%		\$125.00	0%	\$125.00	0%