



AGENDA MEMORANDUM

Action Item for the City Council Meeting May 18, 2021

DATE: April 23, 2021
TO: Peter Zanoni, City Manager
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Boat Yard Crane Services for Corpus Christi Marina

CAPTION:

Motion authorizing a four-year service agreement for Boat Yard Crane Services for Corpus Christi Marina with Esmeralda Flores Sanchez dba Sanchez Marine Service of Corpus Christi, Texas, for a total amount not to exceed \$80,000.00; with FY 2021 funding in an amount of \$8,333.33 funded through the Marina Fund.

SUMMARY:

Contractor shall provide Boat Yard Crane Services for the Marina through utilization of the Travelift boat hoist to lift and lower boats in and out of the water to designated areas. Marina staff will also conduct daily operation of the boat hoist.

BACKGROUND AND FINDINGS:

Sanchez Marine provides a vital service to the Marina by directing the placement of slings under boats for the Travelift boat hoist, directing placement of stands for supporting the boats on land, and spotting for the Travelift operator when relocating boats around the yard.

Improper utilization of slings, stands, or the Travelift boat hoist can cause boats to be dropped or knocked over on land, potentially inflicting critical damage to them. During the relocation process, boats are slung over concrete and slings must be placed near structural members of a boat to prevent damage and dropping. After being set in place, the stands must be positioned in specific areas near structural members so they will not damage the boat or push through the hull. These stands are necessary for holding boats in place while work is performed and when facing local

weather. The expertise provided through Sanchez Marine's services over the past several years has guided Marina staff to prevent any incidents from occurring by ensuring proper handling of slings, stands, and the Travelift boat hoist. After boats have been hoisted onto stands, Sanchez Marine may provide repair services for boat owners as a private contractor.

The existence of the Corpus Christi Marina boat yard provides a unique situation. The Marina owns the only boat yard this side of Corpus Christi Bay with the nearest one to it being located across the bay in Ingleside. The Marina boat yard offers haul out services for the estimated 400 boats in the Marina and boats from North Padre Island. Without the availability of the Marina's boat yard services, many of the customers would seek a different marina closer to a boat yard that can provide these services. Additionally, the Travelift has been used several times over the past 20 years to haul boats out in emergency situations, such as boats sinking due to severe damage, and to relocate and manage boats for transportation.

The boat yard has helped several people maintain ownership of their boats and enjoy our local waterways by providing the opportunity for boats to be transported by trailer and unloaded when the owner moves into the area. For example, the Corpus Christi Port Police will have a new boat delivered in June 2021 that the Marina will offload and place in the water using the Travelift. This will allow them to deliver the new boat downtown with convenient access to local waterways while maintaining proximity to the port. The new boat will be moored in the Marina until the Port completes work on their docks.

PROCUREMENT DETAIL:

Contracts and Procurement conducted a competitive Request for Bid process to obtain bids for a new long-term contract. The City received two bids and is recommending the award to Esmeralda Flores Sanchez dba Sanchez Marine Service, as the lowest responsive, responsible bidder.

ALTERNATIVES:

If the proposed agreement is denied, the Marina boat yard operations would come to a halt until suitable replacement services can be found. A halt in operations would cause a loss of revenue and customers as boat owners would move elsewhere for access to boat maintenance services. Sanchez Marine has provided this service for several years and has knowledge of local boats, boat owners, and the Marina operations that is currently irreplaceable.

FISCAL IMPACT:

This is a revenue generating agreement for the Marina. In previous years, the Marina has generated revenue in ranges between \$34,772.50 and \$49,968.20 annually through their boat yard services. The revenue from 2020 is listed as \$38,650.15, as shown in the tables below. The proposed agreement will allow the Marina to continue generating revenue while covering the annual costs associated with Sanchez Marine's services.

Boat Haul Out Facility Rates	Description	Amount
	Haul Out/Splash (One hour, up to 35ft LOA)	\$175.00
	Haul Out/Splash (One hour, 35.1 Ft LOA and over)	\$200.00
	Each Additional Hour	\$60.00
	Haul & Hold Survey (Min. 2 Hours, up to 35 ft. LOA)	\$235.00
	Haul & Hold Survey (Min. 2 Hours, 35.1 ft LOA and over)	\$260.00
Haul Out Work Area Fees	Description	Amount (Per Day) *
	Tenant Vessel 1-10 Days	\$5.80
	Tenant Vessel 11-30 Days	\$17.35
	Non-Tenant Vessel	\$17.35
	<i>*Rate increases \$10 per day upon each 30-day increment</i>	
Monthly Haul Out Area Storage Fees	Description	Amount (Per Day) *
	Mast Storage 1-30 Days	\$12.00
	<i>*Rate increases \$10 per day upon each 30-day increment</i>	

Revenue	Boat Haul Outs	Work Area Overages (Time in Yard/Storage)	Totals
2020	\$29,438.00	\$9,212.15	\$38,650.15
2019	\$34,255.00	\$12,561.40	\$46,816.40
2018	\$32,645.55	\$17,322.65	\$49,968.20
2017	\$27,488.00	\$7,284.50	\$34,772.50

FUNDING DETAIL:

Fund: 4700 Marina
Organization/Activity: 35300 Marina Operations
Mission Element: 121 Safe & Secure Dockage
Project # (CIP Only):
Account: 530000 Professional Services

RECOMMENDATION:

Staff recommends approval of this motion authorizing a four-year service agreement with Sanchez Marine Service as presented.

LIST OF SUPPORTING DOCUMENTS:

Service Agreement
Bid Tabulation
Presentation