



MARINA COMMITTEE MEETING AGENDA

Wednesday, November 13th, 2024 at 4:00 P.M.

This meeting will be held via ZOOM Video Conferencing. To access the meeting, click below:

<https://us02web.zoom.us/j/4782465738?pwd=UHCxYkxUOHFHThFoY1JcWxZb3BUdz09>

Meeting ID: 478 246 5738

Password: 329703

To connect by telephone, please dial

1-301-715-8592 - Meeting ID 478 246 5738#

Deviations from the agenda order shown may occur.

1	Alison Werner - Chairperson		2	Louise Howson - Trustee	
3	Patrice Champeau - Trustee		4	Pat Duffy - Resident	
5	Kevin Grant – Citizen			<i>Marina Manager – David Lienau</i>	
	<i>Julie Schmelzer – Village Administrator</i>			<i>Asst. Marina Manager- Sam Jordan</i>	

1. Call to Order
2. Approval of Agenda
3. Approval of Minutes – October 16th, 2024
4. Comments and Correspondence
5. Discussion/Action Items:
 - a) Seasonal Slip Holder Leases – Transferability & Legal Review Letter
 - b) Seasonal Renewal Update
 - c) Sail Door County Contract & Ownership
 - I. Letter - Peder Nelson
 - II. Proposal - Marley Inksetter
 - d) Annual Reports from Commercial Vendors
 - e) Review of Financials
6. Manager's Report
7. Matters to be Placed on a Future Agenda or Referred to a Committee, Official, or Employee
8. Adjournment

Public Notice

Questions regarding the nature of the agenda items or more detail on the agenda items listed above can be directed to Village Administrator, Julie Schmelzer. Email julie.schmelzer@sisterbaywi.gov. It is possible that members of, and possibly a quorum of members, of other governmental bodies of the municipality may attend the meeting to gather information; no action will be taken by any governmental body other than the governmental body specifically referred to in this notice. Upon reasonable notice, a good faith effort will be made to accommodate the needs of disabled individuals through sign language interpreters or other auxiliary aids at no cost to the individual to participate in public meetings. Due to the difficulty in finding interpreters, requests should be made as far in advance as possible preferably a minimum of 48 hours. For additional information or to request this service, contact the Sister Bay Village Administration Office at 854-4118, (FAX) 854-9637, or by writing to the Village Administration Building, 2383 Maple Drive, PO Box 769, Sister Bay, WI 54234. Copies of reports and other supporting documentation are available for review at the Administration Building, 2383 Maple Drive during operating hours. (8 a.m. – 4 p.m. Monday – Thursday, 8 a.m. to 12:00 p.m. on Friday).

The Village of Sister Bay is an Equal Opportunity Provider.

POSTED DATE/SIGNATURE _____

MARINA COMMITTEE MEETING MINUTES

Wednesday, October 16th, 2024

(Approval Pending)

Agenda Item No. 1. The October 16th, 2024 meeting of the Marina Committee was called to order by Chairperson Alison Werner at 4:00 P.M.

Present: Louise Howson, Alison Werner, Patrice Champeau, Pat Duffy, and Kevin Grant

Staff: Marina Manager Dave Lienau, Assistant Manager Sam Jordan, Village Administrator Julie Schmelzer

Others: Jill Lhost, John Blossom, Thor Johnson, Terry Wolf, Kurt Harff, Nicholas Dokolas, Laurel Harff, Mike Kahr, Lars Johnson, Marley Inksetter

Agenda Item No. 2. Approval of the Agenda

A motion was made by Howson, seconded by Grant that the Agenda for the October 16th, 2024 meeting of the Marina Committee be approved as presented. Motion carried – All ayes.

Agenda Item No. 3. Approval of the Minutes

A motion was made by Grant, seconded by Howson that the minutes of the August 7th, 2024 meeting of the Marina Committee be amended and approved by the committee. Motion carried – All ayes.

Agenda Item No. 4. Comments, correspondence, and concerns from the public

No correspondence was received for this meeting. Werner asked if anyone would like to make a public comment, and no one responded.

Agenda Item No. 5. Discussion/Action Items:

a) Seasonal Slip Holder Leases – Rules and Conditions

Lienau summarized the typical annual approval process for the Rules and Conditions in which the only contents that change are the dates.

A motion was made by Grant, seconded by Werner to approve the “Seasonal Slip Holder Leases – Rules and Conditions” as written. Motion carried – All ayes.

b) Seasonal Slip Holder Leases – Transferability

Lienau summarized that occasionally there are situations in which seasonal slip holders attempt to pass down seasonal slips leased from the marina in a trust. Lienau noted that he confirmed with the village’s attorney, Randy Nesbitt, that this is not permitted per the slip holder agreements and that he plans to meet with Randy soon to make any additional changes that can help clarify these details for slip holders. Lienau explained that seasonal slips are non-transferable because the marina would likely rarely or never see slips turnover, as individuals

1 would perpetually pass on slips to family members. Werner cited additional clauses from the
2 “Seasonal Slip Holder Leases – Rules and Conditions” emphasizing the non-transferable nature
3 of seasonal slips, as Lienau had previously stated. Kahr added that the DNR would not permit
4 this either and that there is legal precedence.

5 6 **c) 2025 Open & Close Dates**

7
8 Lienau noted that the 2025 Open and Close dates for the marina will be May 14th and October
9 13th, which sums up to 153 days open for the season. For comparison, Lienau added that the
10 dates for 2024 were May 15th and October 13th, and that the marina typically averages anywhere
11 from 151 to 155 days open. Lienau addressed questions marina staff have received about why
12 the marina closed prior to Fall Fest in 2024, to which he clarified that the marina closed on the
13 same weekend as it has in 22 past consecutive years with only one exception. The date usually
14 set for closure is Sunday closest to October 15th. Lienau explained that in 2024, Fall Fest
15 happened one weekend later this year due to a later than usual Columbus Day weekend.
16 Lienau provided context for the 2022 boating season, when the marina experimented with the
17 earlier opening and later closing dates of May 1st and October 31st. Lienau noted that no
18 transient reservations were made in the months of May or October that year and that across the
19 previous 3 years, only 1 transient reservation has happened in either of those months.

20
21 Werner voiced support for Lienau’s proposed dates given the unfavorable weather conditions
22 in the months of May and October. Grant provided an alternative viewpoint that regardless of
23 transient slip usage, seasonal slip holders would like to have access to the marina as early as
24 May 1st to prepare their boats for the season. Grant noted that he has been approached by
25 various individuals stating that they would like both earlier opening dates and later closing
26 dates, but that he also understands how these dates are impactful to the logistics of marina
27 winterization and de-winterization. Grant stated that he would prefer the marina to offer the
28 option for individuals to put and keep their boats in the slips earlier and later, but the amenities
29 provided by the marina facilities and staff don’t need to be offered outside the typical opening
30 and closing dates. Lienau emphasized that the marina is rarely fully de-winterized and ready to
31 open by May 1st. Lienau compromised in that he is open to offering the extended dates as an
32 exception but advised against having it written in the slip-holder contracts. Grant said that he
33 was in favor of extending dates with exception. Howson also noted that she heard similar
34 complaints from slip holders, and that she is in favor of allowing boats to leave later and arrive
35 earlier if prior arrangements are made, and that permission is provided by the marina manager.
36 Lienau noted that there is concern over liability if boats are present in the marina while the
37 marina is closed.

38
39 *A motion was made by Werner, seconded by Howson to approve the 2025 Open and Close Dates to be*
40 *May 14th and October 13th. Motion carried – All ayes*

41 42 **d) 2025 Fee Schedule**

43
44 Lienau noted that no fee changes will be happening from 2024 to 2025. The only changes to the
45 fee schedule will be the dates. Grant suggested that the marina should consider raising transient
46 fee rates based upon the high demand for transient slips in Sister Bay and what other Marinas
47 are doing in the area and on Lake Michigan. Lienau confirmed that we have raised rates

consistently in previous years and that the marina staff monitors what other transient rates are throughout the area. Lienau also noted the marina is almost \$100,000 beyond the projected earnings for transient and seasonal revenue in 2024. Werner reminded the committee that this was discussed thoroughly in last year's meetings and that she is in favor of approving them as presented. Lienau followed up that there are scheduled increases in transient and seasonal rates across the next five years but not in 2025 specifically. Grant is concerned that the 10% increase every two years does not keep up with inflation, to which Lienau replied that he can look at previous years and clarify if this is the case or not.

A motion was made by Grant, seconded by Champeau to approve the 2025 Fee Schedule as presented. Motion Carried - All ayes.

e) Marina Winterization

Lienau provided an update of the marina's closing and winterization process as shown in the packet. Lienau noted that the marina is on schedule for the winterization and closing process.

f) Non-Property Owner Seasonal Waitlist Update - Refunding Applicants

Lienau highlighted that there is about 100 individuals on the Non-Property Owner Seasonal Waitlist, but this waitlist is now being dissolved. Marina staff are in the process of contacting waitlist members to retrieve updated mailing addresses to return the \$200 waitlist application deposits. The village clerk has issued about 40 checks in the current payroll period, and the rest are expected to be sent in the next two weeks.

g) Marina Manager Certification

Lienau noted that he has been approved as a Certified Marina Manager by the Association of Marina Industries. Lienau followed up that the Assistant Manager, Sam Jordan, is on track in the next few years to achieve this certification as well. Grant praised Lienau's achievement and installment of a succession plan that elevates marina leadership.

h) Review of Financials

Lienau addressed the budget, specifically noting that the total revenue breakdown on page 19 shows a year-to-date actual figure of about \$915,000. Lienau followed up that the 2024 budget projected the marina to earn about \$866,000 but by the end of 2024, this amount will be around \$950,000 to \$960,000 in total revenue. Lienau attributed this additional revenue to increased transient reservations primarily due to consistent and favorable weather throughout the season.

A motion was made by Howson, seconded by Grant to approve the monthly Marina Financial Update as presented. Motion carried - All ayes.

i) Boathouse Project - Shadow Group Update

John Blossom provided updates regarding the renovation of the boathouse for the shadow group project. Blossom noted that the group has about \$200,000 in addition to the value of the Shadow vessel. Of that \$200,000 total, over \$80,000 is usable cash and the rest is from pledges

1 and assets. Blossom is hoping the village is ready to move forward with an agreement so that
2 the project can continue. Blossom noted that he is in the process of developing the "Sister Bay
3 Marina Club" to help grow interest in the boathouse museum project as well as generate
4 revenue from the community to finance the project.

5
6 **j) Sister Bay Boat Rental's Annual Contract Costs**

7
8 Lienau summarized the chronology of determining Sister Bay Boat Rental's 2024 slip costs, and
9 highlighted that Thor Johnson, the owner of Sister Bay Boat Rental, as well as marina
10 management, felt that the initial 2024 pricing was abnormally high. Lienau explained that when
11 the contract was re-negotiated in Fall of 2023, past pricing was not taken into consideration
12 when setting the new commercial slip rates. Lienau attributed the abnormally large increase in
13 pricing in 2024 to the lack of continuity of the agreed pricing from previous years into 2024.
14 Lienau explained that past years' pricing took into consideration the limited space and
15 challenging layout of the slips used by Sister Bay Boat Rental. Lienau offered ways of merging
16 the pricing strategies of previous years with the current contract's pricing to reach a more
17 equitable option. Grant voiced favor for Lienau's recommendations, to which Howson agreed.
18 Lienau added that although the 2024 bill had not been finalized, Johnson paid in full the
19 amount owed from the previous year (2023) as an act of good faith. Duffy shared additional
20 assent for Lienau's recommended changes. Schmelzer sought clarification as to what
21 implications this change would have on the written contract and village ordinance. The
22 committee showed consensus that the suggested plan would not change the rates agreed to in
23 the contract, but it would change how the final price is calculated using the agreed upon rates.

24
25 *A motion was made by Howson, seconded by Grant to amend and approve the contract's pricing for 2024*
26 *and the following years until its termination. Motion carried – all ayes*

27
28 **Agenda Item No. 6. Matters to be placed on a future agenda or referred to a committee,**
29 **official, or employee**

30
31 *The next meeting of the Marina Committee is scheduled for November 13th, 2024 at 4:00 P.M. at the*
32 *Sister Bay Fire Station with a virtual Zoom option.*

33
34 **Adjournment:** *A motion was made by Grant, seconded by Howson to adjourn the October 16th, 2024*
35 *meeting of the Marina Committee at 5:20 P.M. Motion carried – All ayes.*

36
37 Respectfully submitted,

38 

39 Samuel Jordan
40 Assistant Marina Manager



Law Firm of
CONWAY, OLEJNICZAK & JERRY, S.C.

Since 1976

October 24, 2024

Randall J. Nesbitt
RJN@lcojlaw.com

Mr. David Lienau
 Village of Sister Bay Marina Manager
 P.O. Box 769
 Sister Bay, WI 54234

Re: Marina Rules & Renewal Materials

Dear David:

Thank you for taking the time to meet with me to review the current marina rules and renewal materials, as well as explaining the nature of the current controversy with one slip holder who claims long term ownership in a marina slip. It was nice to see you again.

The marina documents are in very good order. The only change that I was going to suggest to the rules and regulations was the addition of a provision that the Village may terminate at any time and is not required to renew from year to year. That was until I reached the second paragraph from the end which indicates that the Village may terminate at any time upon 5 days notice. That meets the substance of what I would recommend.

The notice document also looks good. No problems there. The renewal application contains appropriate provisions as well. It refers back to the rules and regulations, which is good. If any change is to be made, I would advocate for a provision in the rules and regulations that the slip must be in the name of one or more individual persons, and not in the name of a non-person entity. That's not a necessary change, but might be helpful in the future in light of the current issue being raised by a slip holder.

As you pointed out, there is a current slip holder who believes that he has property rights in the slip leased from the Village. I most certainly disagree. There are several provisions in the rules and regulations indicating that this is a lease only. In the paragraph entitled "Slip", it is stated that "The slip is non-transferable and may not be sublet".

In the paragraph entitled "Apparent Obligation and Severability", there is language stating that the Marina is not obligated to take action on an owner's behalf. While that likely refers to things like tying a loose boat down, it can also refer to the fact that the documents create no obligation upon the Village, like an obligation to renew the lease.

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Click to Insert Date

Page 2

Another paragraph makes that even more clear. In the paragraph, "Right Not to Renew", the Village states that, "the Marina retains the right not to renew this contract and/or the right to assign it to a third party". That spells it out pretty clearly.

As to the property aspect of the slipholder's claim, it's important to note that the marina exists upon the waters of Green Bay, and not on dry land. The construction and existence of the marina is allowed under specific agreements with DNR allowing for the marina to be built and providing public funding which allows for seasonal slip rental only. Wis. Stats. §30.133 prohibits private ownership of riparian rights separate from the ownership of the connecting land. It would be unlawful for a slipholder to have a property interest in a slip without owning the upland property. Clearly none of the slipholders are holders of title to the real estate on Bayshore Road upon which the marina is based.

Thank you for allowing me to review these documents on your behalf. If you have any questions, or would like further clarification, please let me know.

Very truly yours,

LAW FIRM OF CONWAY, OLEJNICZAK & JERRY, S.C.

By: _____



Randall J. Nesbitt

5208200

cc: Julie Schmelzer, Village of Sister Bay
Heidi Teich, Village of Sister Bay



**To: Sister Bay Marina Committee,
Marina Manager- Dave Leinau,
Village Administrator, Julie Schmelzer**

**From: Peder Nelson, Sail Door County
CC: Marley Inksetter, Sail Door County**

Date: October 25th, 2024

Re: Transfer of Ownership

After 25 seasons of owning, managing and actively running Sail Door County, I am ready to pass the business on to Marley Inksetter, a northern Door resident who lives in Liberty Grove.

Marley's 12 years of experience with my company, her enthusiasm for sailing and management, as well as her formal education has made her a natural fit to take the helm of this established business.

The sale of Sail Door County will be in the form of a Seller's Note. Our vendor contracts with the village and marina state that a new owner shall be approved by the Marina Committee if owned shares are more than 50%.

Although I will be working alongside Marley in the 2025 season, Marley will be working in the new role as owner, manager and captain along with her business partner Merih Bayirli. I will be assisting them as a yard manager to get all boats launched, delivered to the marina, training any new captains, as well as providing continued guidance to all staff members, both captains and crew.

Andrew Hallett, a Sister Bay resident and Gibraltar school teacher who has been with me as a captain for all 25 years will also be working in his role as a captain and trainer. Andy will be moving into a dual role as a boat maintenance manager and captain in 2026 and beyond.

Marley, who has been working with me for 12 years at Sail Door County, started as a crew member onboard the Edith M. Becker, worked as a sales associate in the kiosk and most recently has been working as a captain and full time manager. She has digitally streamlined many of our processes and created our brochures and website, and was instrumental in upgrading our reservation system to an online experience.

At 33 years old, Marley's experience coupled with her energy makes her a perfect fit for this role that I took on when I started this business at her same age. I can say with humility, this business will benefit from a younger individual's energy and tech savvy abilities as we are moving into an ever increasing technological world.

As residents of Door County, Marley and Merih understand the community, the role Sail Door County plays in it, and the importance of running an exemplary business that is based on safety, professionalism, and decorum. Marley has been responsible for all hiring in the past two years that has led us to being fully staffed, which was our most salient challenge since the recent pandemic. Having a specialized staff of veteran, USCG licensed sailors has been challenging for me, and Marley has stepped up to fulfill the needs as a captain and hiring manager.

Marley has also already filled a key position in the company's staff that will keep the Edith M. Becker, our fully wooden schooner, sound and sailing for years to come. This position of shipwright or ship's carpenter will be filled by Marley's father, Bryon Smith of Ravenswood Builders who resides in Liberty Grove. Most locals know Bryon as "Fuzzy", or "the other Fuzzy", as I like to say. Bryon's previous experience as a Sister Bay charter sailing boat captain and his decades of woodworking allow him insights to keep the Sail Door County fleet sound and safe, as the three Sail Door County classics continue to awe with their performance and aesthetics, making annual memories for new and repeat customers alike.

Thank you for your time and consideration of Sail Door County's new owners who will be an asset to the Sister Bay Community and marina, for years to come.

Respectfully,

Peder Nelson
Master's 100 Ton, Near Coastal
M.Ed. Curriculum Design



Proposal to Assume Operations & Contract

From: Marley Inksetter and Merih Bayirli

To: Sister Bay Marina Committee

Written by: Marley Inksetter

I am writing to formally propose an re-signing of Sail Door County's existing contract with the Sister Bay Marina under new ownership. With no plans to change day to day operations, our goal is to maintain the company's operational capabilities, great relationships within the community, and stellar safety and maintenance protocols.

With over 12 years of experience in the boat tour industry in the Northern Door community, I've taken on several consulting projects for other small business owners in this very niche arena. I bring expertise in areas such as fleet management, guest relations, and safety compliance.

Over the years, I've taken on more and more managerial duties at Sail Door County, and have full faith that I can do justice to this Sister Bay landmark along with my business partner, Merih Bayirli and the ongoing support of Peder Nelson.

Merih Bayirli is a local business owner and an engineer. He grew up on the water, and has come out sailing on our fleet as often as he's able. Merih is always happy to lend a hand to friends, tourists, and other local businesses, and you'll find him to be a beloved figure in the community. His entrepreneurial mind, helpful spirit, brilliant ideas, and love for boats and the bay itself inspired us to form this partnership. I trust his judgment, business acumen, and work ethic implicitly. I have full faith that he will make an excellent addition to this business.

By combining my experience within this business with Merih's business acumen, I am excited to continue the thriving business that my friend and mentor, Peder Nelson, has spent 25 long years building.

I believe it is in the community's best interest to see this contract resumed, and we both have the community's best interest at heart.

Background & Context

Sail Door County was established in 1999 by Peder Nelson. He has owned and operated this company faithfully for 25 years. I was hired in 2012 as a crew member on the Edith M Becker. I have taken on more and more responsibility year over year, culminating in discussions of transferring ownership starting a few years ago over a sanding project on the hatches of the Edith Becker.

This season, 2024, Peder stepped back and allowed me to assume management of all operations and early in the summer we officially decided to move forward with the transfer of ownership.

I know Sail Door County inside and out, and fully believe I can take ownership of this company and do it justice. Peder's confidence in my ability to do so should not be understated. I have the benefit of being able to fill every role within the company after receiving my 50T USCG Captain's License this past June. I understand the undertaking, the ins and outs of the company, and will work closely with Peder Nelson, Andrew Hallett, and my father Bryon Smith to maintain the four vessels.

Transition Plan

We understand the importance of a seamless transition and are prepared to take immediate action to minimize any disruptions. Our proposed plan includes:

- **Phase 1: Organization**
We will work closely with Peder Nelson to fully understand the current state of affairs and ensure that all critical information is transferred. This includes a new insurance contract, working closely with the Coast Guard, and renewing various community contracts.
- **Phase 2: Planning and Preparation for the Upcoming Season**
We will immediately develop a comprehensive list of tasks and a plan to tackle each and every item on that list. We are prepared for a long and challenging winter as we assume full responsibility for the business, ensuring there is no lapse in operations.
- **Phase 3: Ongoing Communication**
Throughout the transition, we will maintain regular communication with Peder Nelson to ensure all aspects of the contract and the business itself are met and that any issues are promptly addressed.

We are hopeful that this transition will take effect as soon as possible, and are expecting a closing date before January 1, 2025. As this transition draws near, we are already working hard to make preparations for our first season under new ownership.

We plan to take over any and all marketing initiatives and have projected passenger numbers similar to years past and present, though we hope to surpass these numbers, reaching over 7000 guests per season.

Understanding of Terms & Conditions

We propose that the financial and all other terms of the existing contract remain unchanged during the transition period. We have read through and understand the agreement signed between Peder Nelson and the Marina, and will honor those terms entirely.

We are open to discussing any adjustments that may be necessary to accommodate the transition and ensure mutual benefit.

Conclusion

We are confident that we are well-positioned to assume all operations of Sail Door County including the existing contract within the marina.

We believe with Peder's ongoing support and guidance based upon 12+ years of mentorship, we will be able to effectively manage Sail Door County. It is our goal to do justice to a beloved community landmark. We will treat this company, these vessels, our customers, and our community with the utmost respect and reverence. We look forward to working closely with the Village and the Marina to make this transition as smooth as possible.

Please feel free to contact us directly to discuss any details or questions you may have regarding this proposal. We are eager to begin this process and are ready to move forward upon your approval.

Marley Inksetter: 920-363-2636 or inksetter.marley@gmail.com

Merih Bayirli: 920-510-2686 or merihbayirli@gmail.com

Thank you for your time and consideration.

Sincerely,

Marley Inksetter

Manager, Sail Door County

Master 50 Ton, Near Coastal

Merih Bayirli

Owner, AC Tap

Marley Inksetter

2044 Old Stage Road, Sister Bay, WI, 54234
920-363-2636 | inksetter.marley@gmail.com

Overview

I am an organized and multifaceted professional with a strong track record in managing operations across a variety of fields. I have experience in administration, bookkeeping, and management, always going above and beyond and taking on many roles and responsibilities beyond my job description. I've specialized in the travel and tourism industry, and have experience in the non-profit sector, as well as the film and television industry. I have a passion for organizing, streamlining, and improving business operations and processes.

Experience

Sail Door County | 2012 - Present | Crew, Admin, Captain, Manager

- Crewed on the Edith Becker, entertained guests, maintained strict safety and cleanliness protocols and tall ship traditions
- Charged with scheduling, staffing, payroll, and other administrative and managerial tasks
- Recently became a 50T Near Coastal USCG Licensed Captain

Freelance | 2018-2023 | Script Coordinator, Script Supervisor

- Maintained continuity from script to screen across days and weeks of filming
- Oversaw the working script document across multiple departments and figureheads
- Worked on many high profile TV shows such as Handmaid's Tale, Suits, Schitt's Creek, Law & Order, etc.

Trinity Church | 2018-2020 | Office Administrator, Bookkeeper

- Handled large sums of cash and oversaw multi million dollar projects
- Handled coordinating groups, weddings, funerals, and various large events
- Helped in creating one of Ontario's now largest soup kitchens

Education

Wilfrid Laurier University
BA Film Studies, 2015

Humber University
MFA Screenwriting, 2019

References

Peder Nelson
Sail Door County

Allison Hansen
Screenwriting Manager

Greg Jenkins
Trinity Church



2024 Commercial Vendor Report

Overview

Our 2024 season started slow, with a rainy June, and more wind cancellations throughout the season than we've seen in the past two years. Our numbers were down roughly 6% in June and July, but 2024 surpassed 2023 in August and September. We had one of our best September's in Sail Door County history with beautiful weather stretching all the way through to our season's end in October.

Rate Changes

We increased our rates last year, and chose to keep them the same in 2024 with one minor change. As our sunset sails are by and large our most popular tour, and we can only offer a limited number of seats, we chose to have a flat rate fee of \$64.00 per person, regardless of age, for our sunset sails. Aside from that change, our rates are the same as last year: Day Sails are \$54 for adults, \$44 for children 5-12, and \$0 for children 4 and under. Sunset sails are \$64 per person, regardless of age.

Numbers

This year we saw an estimated 6,931 customers throughout our season, with July and August being our busiest months. The reason this number is an estimation is because our reservation software does not necessarily reflect total numbers on private tours. In 2023, we saw 6,790. Our highest year to date, 2021, saw 7,961 passengers. We are expecting an increase from this year based on new marketing initiatives and, through talks with other local vendors, an uptick after an election year. Our customer base for this year is broken down as follows:

Adults 12+: 5,606

Children 5-12: 354

Children 0-4: 141

Private Day Sails: 54

Private Sunset Sails: 30

Private Wedding Sails: 3

Marina and Kiosk

As always, and perhaps more than ever, our three companies in the kiosk worked closely and worked well together. We were glad to help our kiosk neighbors in times of need and continue to see the three businesses work together as allies rather than competitors. Sail Door County staff in the kiosk and on the dock strived to maintain clean and tidy areas and plan to improve upon the appearance of these areas in 2025. We hope to continue fostering great relationships with our fellow kiosk personnel and the marina staff and management.

Challenges

Like many other local vendors, we saw a slow start to the season, with nearly record low numbers in May, June, even July which is usually our busiest month year after year.

Our biggest challenge this year came in mid August. The Passage North experienced transmission issues that left her out of commission over MarinaFest Weekend. She ultimately was out of service from August 15th - September 4th. Despite this challenge, we still saw a very successful August, and will look for ways to improve our mechanic network in 2025.

Milestones & Successes

Our newest vessel, White Wings, saw a hugely successful year. Though not yet as popular and well known as the Passage North, we expect her to reach the same level of popularity in the coming years.

We had a great year for staffing, with many staff returning from previous years, many crew returning as captains, and new captains making a wonderful impression and hoping to return in 2025. We had only 2-3 days of being short-staffed, which is a huge milestone for Sail Door County, as staffing, especially concerning captains, has been challenging for many years.

Goals & Projections

We are aiming to surpass our record year, which was 2021.

With new marketing initiatives, a new cancellation policy, and improved budgeting systems, this goal seems well within reach.

We are not expecting to make any changes to our rates, schedule, kiosk, or day to day operations in 2025.

We hope to focus boat work projects in the spring on the Passage North, with a new toe rail, a new mainsail track, and some maintenance to her steering system.

Annual Report

- Topical Report
- Promotional Materials (tickets and information are not available at the Marina Building but are at the Kiosk)
- Demographic and Trip/Customer Counts

Topical Report

1. The businesses in the kiosk continued to work well together. Additionally, we regularly directed customers and other Sister Bay guests to local restaurants, retail businesses, and activities in order to increase our economic impact.
2. Our staff did not park in any of the restricted areas as designated in our contract.
3. With the help of Dave, we continued the implementation of the staging area with improvements. The staging area was set up off the dock and kept customers off the dock until we were ready for them to board. Cones and a chain helped to keep the guests from obstructing the north/south walkway. This seems to have gone very smoothly. We did not hear any complaints from anyone in the marina.
4. The pump out system did not work in our location. All season we went to Yacht Works to get pumped out.
5. The trash can that is at next to the dock (on the left as you step onto the dock from the park) was designated as the trash can that we were responsible to empty. We did that each day we had a cruise.
6. We offered three dark sky cruises and were sold out of the first two within 48 hours of announcing the trips. Unfortunately, two of the three were cancelled due to weather. We are hoping to offer more of these next year.

Promotional Materials

Confirmation Email Intro

Thank you for your reservation!

-Please retain this email for your records and have it available at the time of check-in. BE SURE TO CHECK IN AT THE **TICKET BOOTH** UPON ARRIVAL.

-Parking for cruises is located anywhere in the village or in the Sister Bay Marina Parking Lot on Sunset Drive across from the marina entrance.

-We have snacks and non-alcoholic drinks for purchase. You may bring alcoholic and non-alcoholic drinks or snacks of your own. Please no glass bottles.

-Bathrooms can be found nearby at the Village Hall: 10693 WI-42, Sister Bay, WI 54234 (& there are bathrooms onboard)

Please don't hesitate to contact us with any questions.

"Tips" Section of the Website

Tips as seen:

<https://www.doorcountyboats.com/boat-tour-cancellation-policy-tips/>

1. Arrive at least 20 minutes before scheduled departure to check in with our office attendant.
2. Our convenient dock location is within walking distance of most businesses, restaurants, and hotels in the downtown area. Primary parking is offered in the lot labeled with a blue "P" icon on the Parking map below. Buses may drop off right in front of the ticket office and dock but are asked to please park in the lot labeled with a blue Bus icon as indicated on the parking map below.
3. Don't forget to bring sunglasses, sunscreen, a camera, maybe a light jacket or sweater for those cool Door County afternoons or evenings.
4. Snacks and non-alcoholic drinks for purchase are onboard. You may bring along any food or beverage you wish!
5. There are public restrooms located just south of the ticket office at the town hall. We also have 2 restrooms on board the boat.
6. Please DO NOT go to the Marina office. They do not take reservations for the boat.

Brochure

THE BOAT - "NORRA DÖRR"



- Wheelchair Accessible
- Captains are Licensed and USCG Masters Certified
- U.S. Coast Guard Inspected
- Vessel Certified for 149 passengers




PRIVATE CHARTERS

Custom cruises with live music, narration, and catering. Elevate your celebrations with our exclusive private boat charters, accommodating up to 125 guests! Immerse yourself in the luxury of a private cruise tailored for various occasions:

- Receptions
- Ceremonies
- Rehearsals
- Birthday Parties



BUS TOURS WELCOME

Bus groups get special rates and bus driver and one guide are free. Boat drop-off is conveniently positioned right in front of the ticket kiosk, ensuring quick access and the boat awaits just behind the kiosk, and with hand railings in place, boarding and disembarking becomes a breeze. Let us provide your bus group with an unforgettable nautical escape!

CALL 920.421.4444 FOR RESERVATIONS

2024 SPECIALTY CRUISES

- Ephraim Fyr Bal Sunset & Live Music Cruise
Departure: June 15th 8:15pm
- Fish Creek Fireworks & Live Music Cruise
Departure: June 29th 8:15pm
- Egg Harbor Sunset Live Music & Fireworks Cruise
Departure: July 3rd 8:15pm
- Gills Rock Fireworks & Live Music Cruise
Departure: July 4th 8:15pm
- Sister Bay Freedom Fest Fireworks & Live Music Cruise
Departure: July 6th 8:30pm
- Sister Bay Marina Fest Fireworks & Live Music Cruise
Departure: Aug. 31st 7:45pm

RESERVATIONS RECOMMENDED

Online: www.DoorCountyBoats.com



- Snacks & drinks for purchase on board.
- Please arrive 30 minutes before departure
- Enjoy one of our cruises and get 10% off any additional trip of your choice.
- Wheelchair accessible
- Pet Friendly

CONTACT US

Phone: **920.421.4444**

Tickets and information are available at the Boat Kiosk across the street and just north of Al Johnsons

Location: 10707 N. Bay Shore Drive • Sister Bay, WI 54234
at the kiosk in downtown Sister Bay
(Park in the lot directly across the street or at 2272 Sunset Rd. in the city lot)

*Our office is NOT located in the same building as the dock offices near the launch ramp.

Email: tours@doorcountyboats.com

Social Media: [@DoorCountyBoats](https://www.instagram.com/DoorCountyBoats)

Check us out on [TripAdvisor!](https://www.tripadvisor.com/Attractions-g60941-DoorCountyBoats.html)

Use code **FunOnTheLand** for 10% off a Segway Tour!
www.SegwayTheDoor.com



BOAT TOURS





ENJOY LIVE MUSIC ON SUNSET CRUISES!

Departs from Sister Bay Marina

www.DoorCountyBoats.com

Demographic and Trip/Customer Counts

Restrictions	
1-75 people	
76-100 people	15%
101-125 people	10%

	# of cruises	Year End
Totals	<u>2024</u>	<u>2024</u>
1-75 people	270	76.06%
76-100 people	52	14.65%
101-125 people	33	9.30%
Totals	355	

May	<u>2024</u>	<u>2024</u>
1-75 people	18	90.00%
76-100 people	2	10.00%
101-125 people	0	0.00%
June	<u>2024</u>	<u>2024</u>
1-75 people	62	84.93%
76-100 people	11	15.07%
101-125 people	0	0.00%
July	<u>2024</u>	<u>2024</u>
1-75 people	68	70.10%
76-100 people	14	14.43%
101-125 people	15	15.46%
August	<u>2024</u>	<u>2024</u>

1-75 people	66	75.00%
76-100 people	10	11.36%
101-125 people	12	13.64%
September	<u>2024</u>	<u>2024</u>
1-75 people	47	74.60%
76-100 people	11	17.46%
101-125 people	5	7.94%
October	<u>2024</u>	<u>2024</u>
1-75 people	9	64.29%
76-100 people	4	28.57%
101-125 people	1	7.14%

	Eagle Bluff & Horseshoe Island	Explore Peninsula Park Caves	Northshore to Death's Door	Sunset Live Music Cruise	Private Cruises	Specialty Cruises
Cruises	65	85	81	97	13	12
Cancelled	24	27	24	24	0	2

Customer Types	
Adult	62%
Seniors	29%
Children	9%

Thor Johnson
Sister Bay Boat Rental
October 28, 2024

2024 Season Report

Season Review:

Overall, it was by far my worst season yet, which is due to June being terrible weather. I unfortunately can't make up for a bad month in September, even if the weather is great like it was this year. Boat Rental's main customer base are families, so once school starts, my season is pretty much done. I believe the tour boats were able to make up for a bad June in September due to their customer base and the weather being great.

I believe my operation went fairly smooth and any concerns that ever arose, I was able to take care of it with Dave. I was able to help Dave out if he ever needed anything. I hope to be able to continue to help out in any way I can and for Dave to know that I'm always willing to lend a hand.

Marketing:

Marketing was done the same as in the past. For paper advertising, I use Go Guide, Destination Door County, Rack Cards, Drink Coasters, and a Billboard. For digital advertising, I use Google Ads, Facebook Ads, Social Media, Sister Bay Advancement, and Destination Door County. Here is a list of the data I have for only my online reservations.

Referral Source	# Reservations (not passengers)
Billboard	22
Destination Door County	59
Door County Auditorium Playbill	2
Door County Fun Map	2
Door County Go Guide	6
Door County Living Magazine	7
Door County Magazine	14
Door County Navigator	1
Door County Today	4
Door County Visitor Bureau	4
Dorr Hotel	5
Google Reviews	68
Hotel Concierge	1
N/A (no response)	966
Northern Sky Theatre Playbill	1
Other	172
Peninsula Pulse Local Newspaper	2
Rack Card Display	7
Return Customer	348
Sister Bay Advancement	2
Social Media (Facebook, Twitter, Instagram)	7
Trip Advisor	4
VRBO/AirBnb	3
Walking By/ Driving By	64
Web Search	178
Word of Mouth	103
Yelp	2

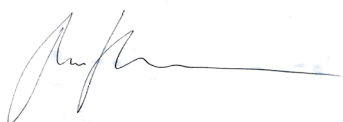
Customer Counts:

For the 2024 season, **I had 2036 reservations.** That is not a customer count, that is a reservation count because some customers reserve multiple boats(reservations). To put things in perspective, for the 2023 season I had **2383 reservations.** For the 2022 season I had **2431 reservations.** Being almost 100% weather dependent, that number can extremely fluctuate year-to-year, and unfortunately this was a very bad year for weather in June. One busy day/week/month happens to be terrible weather, I'm refunding every reservation because they likely cannot reschedule.

Issues/Problems:

I don't believe I ran into any issues this season. If there was ever anything that came up that I'm unaware of, I'd appreciate knowing what happened, so I can make changes for the future.

Sincerely,

A handwritten signature in black ink, appearing to read 'Thor Johnson', with a long horizontal flourish extending to the right.

Thor Johnson
Sister Bay Boat Rental
Owner

VILLAGE OF SISTER BAY
REVENUES WITH COMPARISON TO BUDGET
FOR THE 11 MONTHS ENDING NOVEMBER 30, 2024

24

MARINA

	PERIOD ACTUAL	YTD ACTUAL	BUDGET AMOUNT	VARIANCE	% OF BUDGET
690-42800-000-000 AMORTIZATION OF PREMIUM	.00	.00	2,803.00	(2,803.00)	.00
	.00	.00	2,803.00	(2,803.00)	.00
690-46371-000-000 SEASONAL SLIP FEES	438,922.11	438,922.11	455,751.00	(16,828.89)	96.31
690-46372-000-000 DAILY DOCKING/TRANSIENT FEES	322,913.51	322,913.51	262,586.00	60,327.51	122.97
690-46373-000-000 LAUNCH FEES	15,849.14	15,849.14	19,000.00	(3,150.86)	83.42
690-46375-000-000 PUMP OUT SERVICES	471.66	471.66	2,350.00	(1,878.34)	20.07
690-46376-000-000 COMMERCIAL DOCKING	143,461.93	143,461.93	118,690.00	24,771.93	120.87
690-46377-000-000 DISCOUNTED SALES	.00	.00	(1,000.00)	1,000.00	.00
690-46380-000-000 LAUNDRY NON-TAXABLE	278.47	278.47	500.00	(221.53)	55.69
690-46381-000-000 PRODUCT SALES	2,711.35	2,711.35	8,000.00	(5,288.65)	33.89
690-46383-000-000 NON TAXABLE PRODUCT SALES	234.00	234.00	500.00	(266.00)	46.80
	924,842.17	924,842.17	866,377.00	58,465.17	106.75
690-48110-000-000 INTEREST ON INVESTMENTS	39,344.58	39,344.58	33,673.60	5,670.98	116.84
690-48995-000-000 MISC OTHER REVENUE	399.02	399.02	300.00	99.02	133.01
TOTAL SOURCE 48	39,743.60	39,743.60	33,973.60	5,770.00	116.98
TOTAL FUND REVENUE	964,585.77	964,585.77	903,153.60	61,432.17	106.80

2024

VILLAGE OF SISTER BAY
REVENUES WITH COMPARISON TO BUDGET
FOR THE 11 MONTHS ENDING NOVEMBER 30, 2023

25

MARINA

	PERIOD ACTUAL	YTD ACTUAL	BUDGET AMOUNT	VARIANCE	% OF BUDGET
690-42800-000-000 AMORTIZATION OF PREMIUM	.00	.00	2,803.00	(2,803.00)	.00
	.00	.00	2,803.00	(2,803.00)	.00
690-43690-000-000 DNR GRANTS	19,685.00	19,685.00	36,560.00	(16,875.00)	53.84
	19,685.00	19,685.00	36,560.00	(16,875.00)	53.84
690-46371-000-000 SEASONAL SLIP FEES	427,679.87	427,679.87	455,751.45	(28,071.58)	93.84
690-46372-000-000 DAILY DOCKING/TRANSIENT FEES	289,254.44	289,254.44	262,586.13	26,668.31	110.16
690-46373-000-000 LAUNCH FEES	16,799.94	16,799.94	19,000.00	(2,200.06)	88.42
690-46375-000-000 PUMP OUT SERVICES	282.96	282.96	2,350.00	(2,067.04)	12.04
690-46376-000-000 COMMERCIAL DOCKING	120,662.21	120,662.21	118,689.91	1,972.30	101.66
690-46377-000-000 DISCOUNTED SALES	.00	.00	(1,000.00)	1,000.00	.00
690-46380-000-000 LAUNDRY NON-TAXABLE	327.75	327.75	500.00	(172.25)	65.55
690-46381-000-000 PRODUCT SALES	3,858.84	3,858.84	8,000.00	(4,141.16)	48.24
690-46382-000-000 VENDING SALES	.00	.00	150.00	(150.00)	.00
690-46383-000-000 NON TAXABLE PRODUCT SALES	356.00	356.00	500.00	(144.00)	71.20
	859,222.01	859,222.01	866,527.49	(7,305.48)	99.16
690-48110-000-000 INTEREST ON INVESTMENTS	40,269.07	40,269.07	14,275.32	25,993.75	282.09
690-48260-000-000 BLDG RENTAL - BOATHOUSE	9,000.00	9,000.00	18,000.00	(9,000.00)	50.00
690-48500-000-000 DONATIONS	.00	.00	88,000.00	(88,000.00)	.00
690-48995-000-000 MISC OTHER REVENUE	251.30	251.30	300.00	(48.70)	83.77
TOTAL SOURCE 48	49,520.37	49,520.37	120,575.32	(71,054.95)	41.07
TOTAL FUND REVENUE	928,427.38	928,427.38	1,026,465.81	(98,038.43)	90.45

2023

VILLAGE OF SISTER BAY
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 11 MONTHS ENDING NOVEMBER 30, 2024

MARINA

		PERIOD		BUDGET		% OF
		ACTUAL	YTD ACTUAL	AMOUNT		BUDGET
690-53540-111-000	FULL-TIME WAGES	80,728.75	80,728.75	118,539.00	37,810.25	68.10
690-53540-111-051	FULL-TIME WAGES FACILITIES	5,855.41	5,855.41	10,929.00	5,073.59	53.58
690-53540-111-920	FULL-TIME WAGES ADMIN	9,125.46	9,125.46	29,886.00	20,760.54	30.53
690-53540-112-000	FULL-TIME OVERTIME WAGES	6,276.27	6,276.27	.00	(6,276.27)	.00
690-53540-112-051	FULL-TIME OVERTIME FACILITIES	24.51	24.51	726.00	701.49	3.38
690-53540-114-000	UNWORKED WAGES	2,191.23	2,191.23	.00	(2,191.23)	.00
690-53540-121-000	PART-TIME WAGES	54,669.25	54,669.25	71,500.00	16,830.75	76.46
690-53540-122-000	PART-TIME OVERTIME WAGES	324.77	324.77	10,200.00	9,875.23	3.18
690-53540-123-000	BONUSES, DOCKMASTERS	3,050.00	3,050.00	3,050.00	.00	100.00
690-53540-131-000	RETIREMENT	7,133.94	7,133.94	10,892.00	3,758.06	65.50
690-53540-132-000	SOCIAL SECURITY	12,017.09	12,017.09	18,668.00	6,650.91	64.37
690-53540-133-000	INSURANCE, MEDICAL	11,780.86	11,780.86	30,234.00	18,453.14	38.97
690-53540-134-000	INSURANCE, DENTAL	517.93	517.93	1,989.00	1,471.07	26.04
690-53540-135-000	INSURANCE, GROUP LIFE	24.86	24.86	149.00	124.14	16.68
690-53540-136-000	INSURANCE, DISABILITY	496.16	496.16	1,037.00	540.84	47.85
690-53540-137-000	HSA BENEFITS EXPENSE	327.88	327.88	5,853.00	5,525.12	5.60
690-53540-138-000	EAP BENEFITS EXPENSE	126.28	126.28	145.00	18.72	87.09
690-53540-140-000	VISION BENEFITS	69.77	69.77	325.00	255.23	21.47
690-53540-141-000	UNIFORM ALLOWANCE	1,531.00	1,531.00	2,000.00	469.00	76.55
690-53540-142-000	RECRUITMENT/TESTING/PHYSICALS	607.09	607.09	500.00	(107.09)	121.42
690-53540-143-000	RECOGNITION	105.97	105.97	1,200.00	1,094.03	8.83
690-53540-144-000	MILEAGE	117.25	117.25	750.00	632.75	15.63
690-53540-145-000	EXPENSE ALLOWANCE	.00	.00	200.00	200.00	.00
PERSONNEL		197,101.73	197,101.73	318,772.00	121,670.27	61.83
690-53540-201-000	ELECTRIC/GAS	18,657.67	18,657.67	24,000.00	5,342.33	77.74
690-53540-202-000	WATER/SEWER/STORM	16,216.42	16,216.42	10,000.00	(6,216.42)	162.16
690-53540-203-000	TELEPHONE	735.35	735.35	1,260.00	524.65	58.36
690-53540-204-000	CELL PHONE	366.37	366.37	275.00	(91.37)	133.23
690-53540-205-000	INTERNET	4,051.63	4,051.63	4,500.00	448.37	90.04
690-53540-206-000	TELEVISION	569.89	569.89	850.00	280.11	67.05
690-53540-207-000	RECYCLING	1,534.05	1,534.05	1,000.00	(534.05)	153.41
690-53540-208-000	GARBAGE	1,926.59	1,926.59	5,000.00	3,073.41	38.53
690-53540-209-000	LEGAL	.00	.00	500.00	500.00	.00
690-53540-210-000	AUDITING & CONSULTING	2,736.96	2,736.96	2,750.00	13.04	99.53
690-53540-211-000	WEED CONTROL	3,103.50	3,103.50	3,500.00	396.50	88.67
690-53540-214-000	HOLDING TANK EXPENSE	.00	.00	200.00	200.00	.00
CONTRACTUAL SERVICES		49,898.43	49,898.43	53,835.00	3,936.57	92.69

2024

VILLAGE OF SISTER BAY
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 11 MONTHS ENDING NOVEMBER 30, 2023

27

MARINA

	PERIOD ACTUAL	YTD ACTUAL	BUDGET AMOUNT		% OF BUDGET
690-53540-111-000	FULL-TIME WAGES	56,381.58	56,381.58	62,915.00	6,533.42 89.62
690-53540-111-051	FULL-TIME WAGES FACILITIES	9,712.70	9,712.70	5,300.00 (	4,412.70) 183.26
690-53540-111-920	FULL-TIME WAGES ADMIN	18,060.87	18,060.87	23,214.00	5,153.13 77.80
690-53540-112-051	FULL-TIME OVERTIME FACILITIES	672.00	672.00	343.00 (	329.00) 195.92
690-53540-114-000	UNWORKED WAGES	1,693.86	1,693.86	.00 (	1,693.86) .00
690-53540-121-000	PART-TIME WAGES	52,974.00	52,974.00	59,500.00	6,526.00 89.03
690-53540-122-000	PART-TIME OVERTIME WAGES	2,505.40	2,505.40	10,200.00	7,694.60 24.56
690-53540-123-000	BONUSES, DOCKMASTERS	2,750.00	2,750.00	2,750.00	.00 100.00
690-53540-131-000	RETIREMENT	5,783.76	5,783.76	6,276.00	492.24 92.16
690-53540-132-000	SOCIAL SECURITY	11,317.58	11,317.58	12,640.00	1,322.42 89.54
690-53540-133-000	INSURANCE, MEDICAL	9,343.17	9,343.17	6,690.00 (	2,653.17) 139.66
690-53540-134-000	INSURANCE, DENTAL	389.89	389.89	349.00 (	40.89) 111.72
690-53540-135-000	INSURANCE, GROUP LIFE	52.92	52.92	59.00	6.08 89.69
690-53540-136-000	INSURANCE, DISABILITY	601.97	601.97	540.00 (	61.97) 111.48
690-53540-137-000	HSA BENEFITS EXPENSE	614.58	614.58	420.00 (	194.58) 146.33
690-53540-138-000	EAP BENEFITS EXPENSE	120.34	120.34	145.00	24.66 82.99
690-53540-140-000	VISION BENEFITS	53.34	53.34	45.00 (	8.34) 118.53
690-53540-141-000	UNIFORM ALLOWANCE	1,324.00	1,324.00	2,000.00	676.00 66.20
690-53540-142-000	RECRUITMENT/TESTING/PHYSICALS	.00	.00	500.00	500.00 .00
690-53540-143-000	RECOGNITION	46.62	46.62	750.00	703.38 6.22
690-53540-144-000	MILEAGE	121.83	121.83	750.00	628.17 16.24
690-53540-145-000	EXPENSE ALLOWANCE	.00	.00	200.00	200.00 .00
PERSONNEL		174,520.41	174,520.41	195,586.00	21,065.59 89.23
690-53540-201-000	ELECTRIC/GAS	20,373.78	20,373.78	16,500.00 (	3,873.78) 123.48
690-53540-202-000	WATER/SEWER/STORM	7,356.94	7,356.94	9,130.00	1,773.06 80.58
690-53540-203-000	TELEPHONE	782.63	782.63	550.00 (	232.63) 142.30
690-53540-204-000	CELL PHONE	235.64	235.64	275.00	39.36 85.69
690-53540-205-000	INTERNET	4,496.12	4,496.12	4,500.00	3.88 99.91
690-53540-206-000	TELEVISION	425.05	425.05	850.00	424.95 50.01
690-53540-207-000	RECYCLING	1,054.78	1,054.78	600.00 (	454.78) 175.80
690-53540-208-000	GARBAGE	4,022.54	4,022.54	4,100.00	77.46 98.11
690-53540-209-000	LEGAL	112.50	112.50	500.00	387.50 22.50
690-53540-210-000	AUDITING & CONSULTING	2,667.01	2,667.01	3,500.00	832.99 76.20
690-53540-211-000	WEED CONTROL	3,329.12	3,329.12	3,500.00	170.88 95.12
690-53540-214-000	HOLDING TANK EXPENSE	.00	.00	200.00	200.00 .00
CONTRACTUAL SERVICES		44,856.11	44,856.11	44,205.00 (	651.11) 101.47

2023

VILLAGE OF SISTER BAY
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 11 MONTHS ENDING NOVEMBER 30, 2024

28

MARINA

		PERIOD ACTUAL	YTD ACTUAL	BUDGET AMOUNT		% OF BUDGET
690-53540-301-000	VEHICLE & EQUIPMENT GAS, OIL,	226.31	226.31	250.00	23.69	90.52
690-53540-303-000	EQUIPMENT RENTAL	5.73	5.73	350.00	344.27	1.64
690-53540-310-000	COMPUTER SOFTWARE MAINTENANCE	8,188.19	8,188.19	13,200.00	5,011.81	62.03
690-53540-311-000	WEBSITE	.00	.00	750.00	750.00	.00
690-53540-312-000	IT SUPPORT	1,394.55	1,394.55	3,000.00	1,605.45	46.49
690-53540-321-000	OFFICE SUPPLIES	268.20	268.20	1,000.00	731.80	26.82
690-53540-322-000	POSTAGE	118.12	118.12	300.00	181.88	39.37
690-53540-324-000	PRINTING/COPYING	2,345.79	2,345.79	2,750.00	404.21	85.30
690-53540-325-000	ADVERTISING & PUBLIC NOTICES	.00	.00	2,000.00	2,000.00	.00
690-53540-331-000	MEMBERSHIP DUES	845.00	845.00	650.00	(195.00)	130.00
690-53540-332-000	EDUCATION/TRAINING	9,132.76	9,132.76	3,500.00	(5,632.76)	260.94
690-53540-351-000	MEDICAL/SAFETY SUPPLIES	715.07	715.07	1,500.00	784.93	47.67
690-53540-352-000	MINOR EQUIPMENT AND TOOLS	431.49	431.49	10,000.00	9,568.51	4.31
690-53540-353-000	GENERAL SUPPLIES	593.15	593.15	4,000.00	3,406.85	14.83
690-53540-354-000	SUPPLIES FOR RESALE	1,757.64	1,757.64	3,500.00	1,742.36	50.22
690-53540-357-000	EVENT COSTS	3,577.21	3,577.21	2,000.00	(1,577.21)	178.86
690-53540-362-000	GROUNDS MAINTENANCE	.00	.00	3,500.00	3,500.00	.00
690-53540-366-000	BUILDING MAINTENANCE	10,090.14	10,090.14	16,853.00	6,762.86	59.87
690-53540-368-000	DOCK MAINTENANCE	98,886.59	98,886.59	100,000.00	1,113.41	98.89
690-53540-369-000	EQUIPMENT MAINTENANCE	1,815.78	1,815.78	1,950.00	134.22	93.12
690-53540-392-000	MISCELLANEOUS	83.76	83.76	100.00	16.24	83.76
	SUPPLIES AND EXPENSE	140,475.48	140,475.48	171,153.00	30,677.52	82.08
690-53540-401-000	CUSTODIAL SUPPLIES	1,804.92	1,804.92	4,000.00	2,195.08	45.12
690-53540-408-000	CONTINGENCY, MARINA	.00	.00	5,000.00	5,000.00	.00
	BUILDING MATERIALS	1,804.92	1,804.92	9,000.00	7,195.08	20.05
690-53540-510-000	PROPERTY & LIABILITY INSURANCE	22,388.63	22,388.63	20,500.00	(1,888.63)	109.21
690-53540-512-000	INSURANCE, WORK COMP	6,040.91	6,040.91	7,059.00	1,018.09	85.58
690-53540-550-000	BANK SERVICE CHARGES	16,640.62	16,640.62	16,000.00	(640.62)	104.00
690-53540-599-000	LICENSE AND PERMIT FEES	116.00	116.00	25.00	(91.00)	464.00
	FIXED CHARGES	45,186.16	45,186.16	43,584.00	(1,602.16)	103.68
690-53540-602-000	INTEREST	39,687.00	39,687.00	39,687.00	.00	100.00
	DEBT SERVICE	39,687.00	39,687.00	39,687.00	.00	100.00
690-53540-860-000	COMPUTER HARDWARE	93.52	93.52	.00	(93.52)	.00
690-53540-899-000	DEPRECIATION	26,891.01	26,891.01	107,564.00	80,672.99	25.00
	CAPITAL OUTLAY	26,984.53	26,984.53	107,564.00	80,579.47	25.09
	TOTAL DEPARTMENT 540	501,138.25	501,138.25	743,595.00	242,456.75	67.39
	DEPARTMENT 541					

2024

VILLAGE OF SISTER BAY
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 11 MONTHS ENDING NOVEMBER 30, 2023

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MARINA

		PERIOD ACTUAL	YTD ACTUAL	BUDGET AMOUNT		% OF BUDGET
690-53540-301-000	VEHICLE & EQUIPMENT GAS, OIL,	109.56	109.56	250.00	140.44	43.82
690-53540-303-000	EQUIPMENT RENTAL	7.39	7.39	350.00	342.61	2.11
690-53540-310-000	COMPUTER SOFTWARE MAINTENANCE	7,758.84	7,758.84	13,200.00	5,441.16	58.78
690-53540-311-000	WEBSITE	823.38	823.38	750.00	(73.38)	109.78
690-53540-312-000	IT SUPPORT	4,482.06	4,482.06	3,000.00	(1,482.06)	149.40
690-53540-321-000	OFFICE SUPPLIES	178.08	178.08	1,000.00	821.92	17.81
690-53540-322-000	POSTAGE	170.80	170.80	300.00	129.20	56.93
690-53540-324-000	PRINTING/COPYING	2,010.10	2,010.10	1,200.00	(810.10)	167.51
690-53540-325-000	ADVERTISING & PUBLIC NOTICES	165.00	165.00	2,000.00	1,835.00	8.25
690-53540-331-000	MEMBERSHIP DUES	550.00	550.00	650.00	100.00	84.62
690-53540-332-000	EDUCATION/TRAINING	1,916.66	1,916.66	3,500.00	1,583.34	54.76
690-53540-351-000	MEDICAL/SAFETY SUPPLIES	482.92	482.92	1,500.00	1,017.08	32.19
690-53540-352-000	MINOR EQUIPMENT AND TOOLS	3,183.65	3,183.65	10,000.00	6,816.35	31.84
690-53540-353-000	GENERAL SUPPLIES	5,845.14	5,845.14	4,000.00	(1,845.14)	146.13
690-53540-354-000	SUPPLIES FOR RESALE	5,903.46	5,903.46	3,500.00	(2,403.46)	168.67
690-53540-357-000	EVENT COSTS	2,000.00	2,000.00	2,000.00	.00	100.00
690-53540-362-000	GROUNDS MAINTENANCE	3,923.53	3,923.53	3,500.00	(423.53)	112.10
690-53540-366-000	BUILDING MAINTENANCE	7,151.46	7,151.46	16,853.25	9,701.79	42.43
690-53540-368-000	DOCK MAINTENANCE	190,880.92	190,880.92	160,000.00	(30,880.92)	119.30
690-53540-369-000	EQUIPMENT MAINTENANCE	2,080.29	2,080.29	1,950.00	(130.29)	106.68
690-53540-392-000	MISCELLANEOUS	.00	.00	100.00	100.00	.00
	SUPPLIES AND EXPENSE	239,623.24	239,623.24	229,603.25	(10,019.99)	104.36
690-53540-401-000	CUSTODIAL SUPPLIES	2,773.75	2,773.75	4,000.00	1,226.25	69.34
690-53540-408-000	CONTINGENCY, MARINA	488.80	488.80	5,000.00	4,511.20	9.78
	BUILDING MATERIALS	3,262.55	3,262.55	9,000.00	5,737.45	36.25
690-53540-510-000	PROPERTY & LIABILITY INSURANCE	20,278.01	20,278.01	20,500.00	221.99	98.92
690-53540-512-000	INSURANCE, WORK COMP	5,316.16	5,316.16	4,971.00	(345.16)	106.94
690-53540-523-000	UNEMPLOYMENT COSTS	673.78	673.78	.00	(673.78)	.00
690-53540-550-000	BANK SERVICE CHARGES	16,974.94	16,974.94	16,000.00	(974.94)	106.09
690-53540-599-000	LICENSE AND PERMIT FEES	175.00	175.00	25.00	(150.00)	700.00
	FIXED CHARGES	43,417.89	43,417.89	41,496.00	(1,921.89)	104.63
690-53540-602-000	INTEREST	43,628.76	43,628.76	43,628.76	.00	100.00
	DEBT SERVICE	43,628.76	43,628.76	43,628.76	.00	100.00
690-53540-899-000	DEPRECIATION	98,829.50	98,829.50	107,814.00	8,984.50	91.67
	CAPITAL OUTLAY	98,829.50	98,829.50	107,814.00	8,984.50	91.67
	TOTAL DEPARTMENT 540	648,138.46	648,138.46	671,333.01	23,194.55	96.55
	DEPARTMENT 541					

2023

VILLAGE OF SISTER BAY
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 11 MONTHS ENDING NOVEMBER 30, 2024

MARINA

		PERIOD ACTUAL	YTD ACTUAL	BUDGET AMOUNT		% OF BUDGET
690-53541-200-000	OTHER CONTRACTED SERVICES	274.02	274.02	110.00	(164.02)	249.11
690-53541-201-000	ELECTRIC/GAS	257.23	257.23	1,200.00	942.77	21.44
690-53541-202-000	WATER/SEWER/STORM	575.85	575.85	500.00	(75.85)	115.17
	CONTRACTUAL SERVICES	1,107.10	1,107.10	1,810.00	702.90	61.17
690-53541-367-000	BOATHOUSE MAINTENANCE	7,000.00	7,000.00	51,500.00	44,500.00	13.59
	SUPPLIES AND EXPENSE	7,000.00	7,000.00	51,500.00	44,500.00	13.59
		8,107.10	8,107.10	53,310.00	45,202.90	15.21
690-55301-408-000	EVENT COSTS FOR MARINA	.00	.00	2,000.00	2,000.00	.00
	BUILDING MATERIALS	.00	.00	2,000.00	2,000.00	.00
		.00	.00	2,000.00	2,000.00	.00
690-59210-000-000	TRANSFER TO GENERAL FUND	12,878.76	12,878.76	51,515.00	38,636.24	25.00
	PERSONNEL	12,878.76	12,878.76	51,515.00	38,636.24	25.00
		12,878.76	12,878.76	51,515.00	38,636.24	25.00
	TOTAL FUND EXPENDITURES	522,124.11	522,124.11	850,420.00	328,295.89	61.40
	NET REVENUES OVER EXPENDITURES	442,461.66	442,461.66	52,733.60	(266,863.72)	839.05

2024

VILLAGE OF SISTER BAY
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 11 MONTHS ENDING NOVEMBER 30, 2023

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MARINA

		PERIOD ACTUAL	YTD ACTUAL	BUDGET AMOUNT		% OF BUDGET
690-53541-200-000	OTHER CONTRACTED SERVICES	2,863.64	2,863.64	110.00	(2,753.64)	2,603.31
690-53541-201-000	ELECTRIC/GAS	678.43	678.43	1,200.00	521.57	56.54
690-53541-202-000	WATER/SEWER/STORM	421.08	421.08	500.00	78.92	84.22
	CONTRACTUAL SERVICES	3,963.15	3,963.15	1,810.00	(2,153.15)	218.96
690-53541-367-000	BOATHOUSE MAINTENANCE	664.20	664.20	1,500.00	835.80	44.28
	SUPPLIES AND EXPENSE	664.20	664.20	1,500.00	835.80	44.28
		4,627.35	4,627.35	3,310.00	(1,317.35)	139.80
690-55301-408-000	EVENT COSTS FOR MARINA	.00	.00	2,000.00	2,000.00	.00
	BUILDING MATERIALS	.00	.00	2,000.00	2,000.00	.00
		.00	.00	2,000.00	2,000.00	.00
690-59210-000-000	TRANSFER TO GENERAL FUND	46,336.62	46,336.62	60,549.00	14,212.38	76.53
	PERSONNEL	46,336.62	46,336.62	60,549.00	14,212.38	76.53
		46,336.62	46,336.62	60,549.00	14,212.38	76.53
	TOTAL FUND EXPENDITURES	699,102.43	699,102.43	737,192.01	38,089.58	94.83
	NET REVENUES OVER EXPENDITURES	229,324.95	229,324.95	289,273.80	(136,128.01)	79.28

2023

Marina Committee 11/13/24

Marina Manager Report

Water Leak on D Dock

Fall conference – Wausau - 11/18 – 11/20

Marina Bldg. Update

Seasonal Slip renewal update

Non-Property owner Waitlist refund update

Winterization of Marina update

AGENDA

Intermediate Marina Management

November 3-7, 2024

Hyatt Place Fort Lauderdale Cruise Port

1851 S.E. 10th Avenue • Fort Lauderdale, FL • 33316 • 954-763-7670

Sunday, November 3

6:00 PM

Welcome Reception and Student Introductions

Monday, November 4

7:00 AM

Breakfast in hotel restaurant on your own

8:00 AM

Daily Introduction & Housekeeping - Merritt Alves, AMI Training Coordinator

8:05 AM

Personal Development & Leadership - Jim Frye, CMM, Suntex

12:00 PM

Lunch

1:00 PM

Branding, Marketing, & Social Media - Steve Chandler, Chandlerthinks Adjourn,

5:00 PM

Dinner on your own

Tuesday, November 5

7:00 AM

Breakfast in hotel restaurant on your own

8:00 AM

Daily Introduction & Housekeeping - Merritt Alves, AMI Training Coordinator

8:05 AM

Health, Safety, & Environmental Compliance - Kellie Thornell-Crete, Risk Strategies

12:00 PM

Off-site Lunch

1:00 PM

Marina Tour, Merritt Alves - AMI Training Coordinator

5:00 PM

Adjourn, Dinner on your own

Wednesday, November 6

7:00 AM

Breakfast in hotel restaurant on your own

8:00 AM

Daily Introduction & Housekeeping - Merritt Alves, AMI Training Coordinator

8:05 AM

Marina Law - Dennis Nixon

12:00 PM

Lunch

1:00 PM

Master Planning & Permitting - Tim Mason, PE, ATM

5:00 PM

Adjourn

6:00 PM

AMI Sponsored Group Dinner

Thursday, November 7

7:00 AM

Breakfast in hotel restaurant on your own

8:00 AM

Daily Introduction & Housekeeping - Merritt Alves, AMI Training

8:05 AM

Retaining your Team - Michelle Alexandrowicz

12:00 PM

Lunch

1:00 PM

CMM handbook review, Course Evaluations, & Certificates - Merritt Alves, AMI Training Coordinator

2:00 PM

Adjourn, Course Concludes