

Current C Dock - Uncovered					New C Dock	
Off Season (7 mo)	Peak Season (5 mo)	Blended	Proposed		% growth vs. Old Blended	
Length	20	20	20	Length	24	20%
Width	9	9	9	Width	10	11%
Sq Ft	180	180	180	Sq Ft	240	33%
Monthly Rate	\$ 176.00	\$ 203.00	\$ 187.25		\$ 235.00	26%
Rate / LF	\$ 8.80	\$ 10.15	\$ 9.36		\$ 9.79	5%
Rate / SqFt	\$ 0.98	\$ 1.13	\$ 1.04		\$ 0.98	-6%

5% increase to current rate/lf
equal to current OFFSEASON rate/sqft (6% less than blended rate)

Compared to current C Dock Uncovered Rates:

Equal to current **OFFSEASON** \$/sqft rate (6% **LESS** than the current blended rate)

5% increase to current blended \$/LF

Compared to Comp Set (compared to 8 different marinas, with 10 total rate comparisons – some marinas had multiple comparables)

Proposed \$/LF is 6% lower than the average of the comp set

6 rates higher and 4 rates lower than proposed

Proposed \$/sqft is 4% lower than the average of the comp set

7 rates higher and 3 rates lower than proposed

Pleasure Cove, Sonoma, and Pines Knot all have uncovered docks that have been built within the past 5 years that are the most similar to ours and our rate is lower than all of theirs.

Rate Comp

Category	Product	Pleasure Cove	Collins Lake	Silverthorn	Sonoma Resort	Sonoma Resort	Jones Valley	Pines Knot	Pines Knot	Bidwell Canyon	Lake Camache	Average	Max	2021 Proposed Rate Don Pedro
Wet - Uncovered	20-28 Ft Slip													
	Rate / Month	240	240	215	280	306	200	329	243	234	184	246.98	328.57	235
	Slip Length	24	24	23	26	26	20	24	24	24	20	23.50	26.00	24
	Slip Width	10	10	10	10	12.5	10	10	10	10	10	10.25	12.50	10
	Rate / Ln Ft / Month	10.00	10.00	9.35	10.75	11.75	10.00	13.69	10.12	9.75	9.22	10.46	13.69	9.79
	Rate / Sq Ft / Month	1.00	1.00	0.93	1.08	0.94	1.00	1.37	1.01	0.98	0.92	1.02	1.37	0.98
	Utilities Provided?	Yes	Yes		Yes	Yes	No	Yes	Yes		Yes	#DIV/0!	-	Yes
Notes				Inside Double berth + \$500 membership fee	Outside Double berth + \$500 membership fee		Inside Harbor	Outside Harbor			#DIV/0!	-	-	

7 out of 11

8 out of 11