



FISCAL IMPACT NOTE

Ordinance: O-36-25

Title: Lease of City Property - 2031-2036 Spring Boat Shows

Date: July 25, 2025

The purpose of this legislation is to authorize brand new leases with the United States Yacht Shows, Inc. for annual spring Boat Shows to be hosted in the City Dock area and surrounding waters for calendar years 2031 through 2036, plus an option to extend through calendar year 2040.

Rent is the greater of 50% of ticket sales or a minimum payment calculated as the 2030 “Renewal minimum payment plus 50% of the CPI increase in the 12 months before the initial term begins. The Tenant must calculate this with the City and report it. Between 2032-2036, total rent increases cannot exceed 10% over those years combined. From 2037-2040 rent increases cannot exceed 10% above 2036’s amount for that period.

If show days are added or removed, rent (if based on the minimum payment or renewal minimum payment) is prorated accordingly. If City changes raise Tenant costs by \$10,000 or more, rent is reduced by that extra cost. If the Tenant saves \$10,000 or more, due to such changes, rent increases by that amount.

If changes in city-managed parking under the concession agreement with MEDCO cause added costs to the Tenant, rent and fees are reduced accordingly. If changes result in the loss of 10% or more of parking space, the Tenant may terminate the lease. The City must try to minimize negative impacts, notify the Tenant 180 days in advance of parking changes, and agree in writing to any rent/fee changes caused by these impacts.

Prepared by Jake Trudeau, Budget Manager