Recreational and Commercial Moorage Rate Comparison 2026

Final Report

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Port of Seattle

BST Associates
Market Research & Strategic Planning

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Moorage Rate Comparison 2026

1. RECREATIONAL MOORAGE

The information below compares the moorage rates of Port of Seattle marinas to other marinas in the regional market as of June 2026.

Introduction

This annual rate comparison report is prepared to provide an assessment of moorage rates before determining 2027 rate levels. The collection and comparisons of the marina moorage rates were conducted by BST, Associates, an independent consultant specializing in Maritime industry analysis. BST Associates used this information to create this report along with additional information, explanations and observations.

Methodology

Marinas

The Port marinas in this study include Shilshole Bay Marina, Bell Harbor Marina, Salmon Bay Marina, Fishermen's Terminal, and Harbor Island Marina each of which have some unique characteristics. Each Port marina was assigned a unique set of peer recreational marinas for comparison, chosen for location, within the North or Central Puget Sound region, proximity to each Port marina market, and other common features, such as fresh/salt water and covered/open slips.

Moorage rates

To show how Port marina rates compare to their peer marina set, a comparison table lists the rate per linear vessel foot for each marina. All rates were collected from publicly available sources by BST Associates.

Percentile scores

To show how Port of Seattle marinas rank within their peer marina sets, each Port marina received a percentile score for each vessel length based on its current rates. The percentile range of 10% to 90% represents the relative rate position of all peer marinas. For example, if the SBM rate for a 36-foot vessel is 74%, this places that SBM rate within the 80th percentile (the range from 71% to 80%), which means that roughly 80% of peer marinas have rates that are below those of SBM and roughly 20% have rates that are above those at SBM.

Shilshole Bay Marina

Shilshole Bay Marina Monthly Moorage Rate Comparison

Peer marinas for SBM were selected to represent the primary alternative choices based on location, size, and proximity to the SBM market audience. Elliott Bay Marina is considered the closest match to SBM in size, amenities, and access to the central Seattle city population. Because of this, EBM is compared more closely than other peers.

Two of the largest freshwater marinas in Lake Washington are also included as peer marinas. These marinas are included because, 1) they are within the geographic area (they are closer to SBM than some salt water peers), 2) are the second-highest source geography for SBM customers (see Table 1-1), and 3) have similar marina features and delivery standards.

TABLE 1-1: SHILSHOLE BAY MARINA VESSEL REGISTERED OWNER ADDRESS

Marina	North	Eastside	East	South	Seattle	West	Other	Total	East & Eastside
SBM	10.0%	11.3%	1.5%	4.0%	61.4%	4.5%	7.3%	100.0%	12.8%
HIM	10.1%	7.7%	2.2%	13.1%	59.7%	5.5%	1.6%	100.0%	9.9%
SAM	14.2%	13.5%	4.6%	3.2%	59.6%	2.5%	2.4%	100.0%	18.1%
FT	10.1%	13.5%	1.3%	13.7%	47.2%	4.1%	10.0%	100.0%	14.5%
Total	10.5%	11.5%	1.9%	5.0%	60.2%	4.3%	6.6%	100.0%	114%

Source: geography data based on 2024 customers

SBM and Peer Marina Rates

Figure 1-1 compares the rate at SBM with the average rate at peer marinas. While this figure only shows the rates for each slip length offered at SBM, rates were calculated for all vessel sizes. Considering all rates, SBM is 3.5% higher than the average at peer marinas. [1]

Marinas typically set rates annually based on one of three models:

- An annual index (CPI, PPI or other index)
- A review of rates at peer marinas
- An assessment of the revenues required to cover internal costs (operations/maintenance and capital requirements) and return on investment.

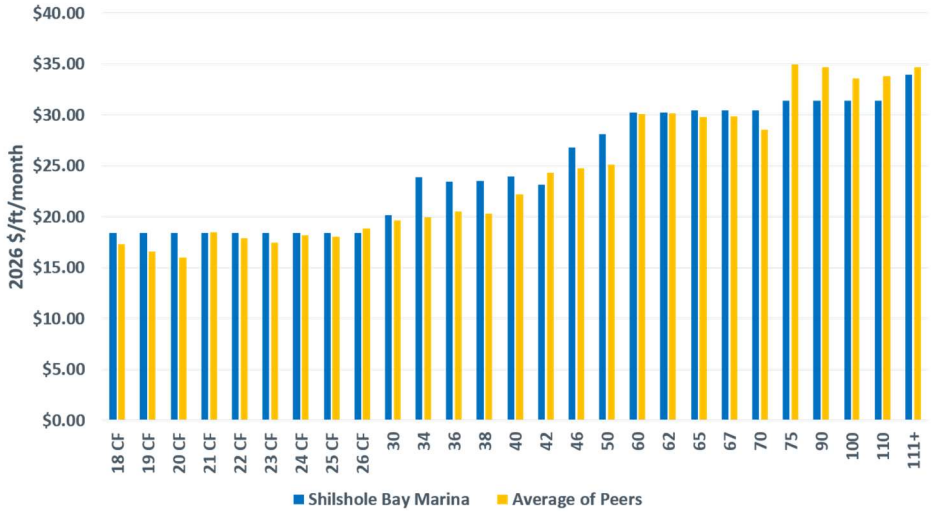
Rates are generally presented as $/slip/month or $/foot/month for the size of slips that the marina offers. Using the example of a 50 foot slip:

- Most marinas considered in this report allow from zero to two-feet of overhang. (Overhang means that a boat longer than the slip is allowed to moor in the slip).
- In the case of a 50-foot slip, if a two-foot overhang is allowed, a 52-foot boat would be charged the appropriate $/ft/month times the number of feet of the allowed boat (52 feet in this example).
- Smaller boats are also allowed to moor in the 50-foot slip. If this occurs, the boat is charged the monthly slip rate. A 48-foot boat would be charged the monthly slip rate, which results in a

[1] It should be noted that 2026 rates for Elliott Bay Marina were not available. The 2025 EBM rates, which are higher than 2026 SBM rates, were included in the analysis.

higher $/foot/month than for a 50-foot boat.

FIGURE 1-1: COMPARISON OF SBM RATES WITH AVERAGE OF PEER MARINAS



Source: Port of Seattle, peer marinas

TABLE 1-2: SHILSHOLE BAY MARINA PEER RATES

Vessel Length	Shilshole Bay Marina	Anacortes Marina	Cap Sante Marina	Des Moines Marina	Edmonds Marina	Elliott Bay Marina 2025	Everett Marina N	Bellevue Marina	Boatworld Marinas	Carillon Point Marina	Lakewood /Leschi Marina	Salmon Bay Marine Center	Wards Cove Marina	Average
18	$18.43	$13.61	$15.76	$11.55	$18.46	$19.75		$20.13	$23.50		$15.50			$17.28
19	$18.43	$12.89	$14.93	$11.55	$17.49	$18.71		$19.07	$23.50		$14.68			$16.60
20	$18.43	$12.25	$14.19	$11.55	$16.61	$17.82		$18.12	$23.50		$13.95			$16.00
21	$18.43	$11.67	$13.51	$11.55	$15.82	$34.36		$17.25	$23.50		$19.95			$18.45
22	$18.43	$11.14	$12.90	$11.55	$15.55	$32.81		$16.47	$23.50		$19.05			$17.87
23	$18.43	$10.65	$12.34	$12.89	$14.87	$31.40		$15.75	$23.50		$18.22			$17.45
24	$18.43	$10.21	$11.82	$12.89	$14.25	$30.11		$15.10	$23.50	$28.42	$17.46			$18.19
25	$18.43	$11.40	$11.35	$12.89	$13.68	$28.93		$16.47	$23.50	$27.28	$16.76			$18.03
26	$18.43	$18.65	$10.91	$12.89	$15.85	$27.83		$15.84	$23.50	$26.23	$17.98			$18.85
30	$20.13	$16.17	$12.37	$14.41	$18.08	$24.17	$25.76	$18.96	$25.00	$25.00	$16.67			$19.66
34	$23.87	$14.26	$15.65	$15.83	$19.80	$24.25	$22.73	$15.50	$25.00	$24.88	$21.56			$19.95
36	$23.41	$21.94	$14.78	$18.97	$18.70	$25.43	$21.46	$14.18	$25.00	$24.33	$20.36			$20.52
38	$23.50	$20.79	$18.52	$18.97	$17.71	$25.20	$20.33	$11.93	$25.00	$25.58	$19.29			$20.33
40	$23.97	$22.25	$17.60	$20.28	$20.67	$25.71	$19.32	$14.41	$28.00	$24.30	$29.25			$22.18
42	$23.15	$21.19	$23.02	$20.28	$19.68	$27.10	$20.60	$17.93	$28.00	$37.31	$27.86			$24.30
46	$26.79	$21.96	$21.02	$21.60	$24.86	$27.18	$18.81	$24.38	$28.00	$34.07	$25.43			$24.73
50	$28.13	$24.60	$17.28	$22.92	$22.87	$32.48	$21.63	$22.43	$32.00	$31.34	$23.40			$25.09
60	$30.20	$29.17	$31.19	$24.25	$26.03	$38.57	$23.38		$39.00	$33.87	$25.55			$30.11
62	$30.20	$28.23	$30.19	$24.25	$25.91	$39.85	$24.79		$39.00		$28.81			$30.13
65	$30.48		$28.79	$24.25	$26.77	$38.63	$23.65		$39.00		$27.48			$29.80
67	$30.48			$24.25	$25.97	$37.49	$25.64		$39.00		$26.66			$29.83
70	$30.48			$24.25	$25.68	$35.90	$24.54	$22.16	$42.00		$25.51			$28.58
75	$31.43			$24.25	$25.17	$44.00	$30.29		$42.00				$44.00	$34.95
90	$31.43			$24.25		$44.00	$25.24		$45.00			$33.00	$36.67	$34.69
100	$31.43					$44.00	$24.40					$33.00	$33.00	$33.60
110	$31.43					$44.00	$24.37					$33.00		$33.79
111+	$33.94					$44.00	$24.36	$37.23				$33.00		$34.65

SBM Percentile Scores

Percentile scoring and evaluation is used to show where our marinas rank among their unique set of peer marinas. (See Table 1-7). Overall, SBM rates range from 27% to 87% percentile score with an average of 62%.

TABLE 1-3: SHILSHOLE BAY MARINA PEER RATES - PERCENTILES

		Peers Excluding SBM			Percentiles									
Vessel Length	SBM	Avg ex SBM	Min	Max	10%	20%	30%	40%	50%	60%	70%	80%	90%	POS % rank
18 ft	$18.43	$17.28	$11.55	$23.50	$12.99	$14.37	$15.53	$15.71	$17.11	$18.72	$19.62	$19.98	$21.14	57%
19 ft	$18.43	$16.60	$11.55	$23.50	$12.49	$13.61	$14.71	$14.88	$16.21	$17.73	$18.59	$18.93	$20.40	68%
20 ft	$18.43	$16.00	$11.55	$23.50	$12.04	$12.93	$13.97	$14.14	$15.40	$16.85	$17.70	$18.00	$19.73	87%
21 ft	$18.43	$18.45	$11.55	$34.36	$11.63	$12.40	$13.74	$15.36	$16.54	$17.79	$19.68	$22.08	$26.76	63%
22 ft	$18.43	$17.87	$11.14	$32.81	$11.43	$12.09	$13.16	$15.02	$16.01	$16.98	$18.79	$21.72	$26.29	68%
23 ft	$18.43	$17.45	$10.65	$31.40	$11.83	$12.56	$13.08	$14.47	$15.31	$16.25	$17.97	$21.39	$25.87	72%
24 ft	$18.43	$18.19	$10.21	$30.11	$11.50	$12.46	$13.43	$14.42	$15.10	$16.99	$21.08	$25.47	$28.76	65%
25 ft	$18.43	$18.03	$11.35	$28.93	$11.39	$12.29	$13.20	$14.24	$16.47	$16.70	$20.80	$25.01	$27.61	66%
26 ft	$18.43	$18.85	$10.91	$27.83	$12.49	$14.66	$15.84	$16.28	$17.98	$18.52	$21.56	$24.59	$26.55	58%
30 ft	$20.13	$19.66	$12.37	$25.76	$14.21	$15.82	$16.52	$17.52	$18.52	$21.05	$24.42	$25.00	$25.08	58%
34 ft	$23.87	$19.95	$14.26	$25.00	$15.38	$15.62	$15.78	$18.21	$20.68	$22.03	$23.18	$24.38	$24.89	75%
36 ft	$23.41	$20.52	$14.18	$25.43	$14.72	$17.92	$18.89	$19.80	$20.91	$21.66	$22.66	$24.47	$25.04	74%
38 ft	$23.50	$20.33	$11.93	$25.58	$17.14	$18.36	$18.83	$19.16	$19.81	$20.52	$22.05	$25.04	$25.24	74%
40 ft	$23.97	$22.18	$14.41	$29.25	$17.28	$18.97	$19.99	$20.51	$21.46	$23.07	$24.72	$26.17	$28.13	65%
42 ft	$23.15	$24.30	$17.93	$37.31	$19.51	$20.16	$20.50	$20.95	$22.10	$24.65	$27.33	$27.89	$28.93	56%
46 ft	$26.79	$24.73	$18.81	$34.07	$20.80	$21.48	$21.85	$23.41	$24.62	$25.09	$25.96	$27.34	$28.61	75%
50 ft	$28.13	$25.09	$17.28	$32.48	$21.19	$22.27	$22.74	$22.90	$23.16	$23.88	$26.62	$31.47	$32.05	72%
60 ft	$30.20	$30.11	$23.38	$39.00	$24.08	$25.03	$25.74	$26.65	$29.17	$30.79	$32.80	$35.75	$38.65	56%
62 ft	$30.20	$30.13	$24.25	$39.85	$24.63	$25.24	$26.14	$27.76	$28.52	$29.08	$30.05	$35.47	$39.26	71%
65 ft	$30.48	$29.80	$23.65	$39.00	$24.01	$24.75	$26.27	$27.05	$27.48	$28.27	$30.76	$36.67	$38.78	70%
67 ft	$30.48	$29.83	$24.25	$39.00	$24.94	$25.64	$25.80	$25.97	$26.31	$26.66	$32.07	$37.49	$38.25	67%
70 ft	$30.48	$28.58	$22.16	$42.00	$23.42	$24.31	$24.48	$24.93	$25.51	$25.61	$27.73	$33.86	$38.34	74%
75 ft	$31.43	$34.95	$24.25	$44.00	$24.71	$25.17	$27.73	$30.29	$36.14	$42.00	$43.00	$44.00	$44.00	42%
90 ft	$31.43	$34.69	$24.25	$45.00	$24.74	$25.24	$29.12	$33.00	$34.83	$36.67	$40.33	$44.00	$44.50	36%
100 ft	$31.43	$33.60	$24.40	$44.00	$26.98	$29.56	$32.14	$33.00	$33.00	$33.00	$34.10	$37.40	$40.70	27%
110 ft	$31.43	$33.79	$24.37	$44.00	$26.10	$27.82	$29.55	$31.27	$33.00	$35.20	$37.40	$39.60	$41.80	41%
111+	$33.94	$34.65	$24.36	$44.00	$26.95	$29.54	$32.14	$33.85	$35.11	$36.38	$37.90	$39.94	$41.97	41%

SBM Rate Trends

Marinas raise rates at different times, based on market conditions.

Taking all rates into account, rate increases at SBM were slightly lower for all length ranges for the period from 2001 to 2026 (i.e. -0.4%), and the increase for 2025 to 2026 was 3.9% lower.

TABLE 1-4: SBM AND PEER MARINA RATE TRENDS

	Annual 2021-2026			Annual 2025-2026		
Slip Size	SBM	Peers	Difference	SBM	Peers	Difference
up to 20	4.3%	7.2%	-2.9%	0.0%	9.3%	-9.3%
21-25	4.3%	7.2%	-2.9%	0.0%	8.9%	-8.9%
26-30	5.1%	6.2%	-1.1%	1.0%	7.5%	-6.5%
31-35	7.8%	6.2%	1.6%	5.0%	7.1%	-2.1%
36-40	7.2%	7.5%	-0.4%	5.0%	9.6%	-4.6%
41-45	6.4%	7.1%	-0.7%	5.0%	6.3%	-1.3%
46-50	8.0%	7.4%	0.6%	5.0%	5.6%	-0.6%
51-55		8.7%			11.5%	
56-60	8.8%	8.8%	-0.1%	5.0%	12.9%	-7.9%
61-65	8.8%	9.4%	-0.6%	5.0%	13.8%	-8.8%
66-70	7.9%	6.2%	1.7%	4.7%	4.4%	0.4%
71-90	8.6%	6.3%	2.3%	8.0%	3.7%	4.3%
91-100	8.6%	6.7%	1.8%	8.0%	5.3%	2.7%
>100	7.7%	NA		8.0%		
All	7.2%	7.5%	-0.4%	4.6%	8.5%	-3.9%

Marina Occupancy

Occupancy for the first half of the year has been 96% or higher at Shilshole Bay Marina for the past several years. This indicates that there is strong market demand, and that staff has been effective at quickly filling vacant slips.

First-half occupancy at Harbor Island Marina has been lower than at SBM over the past three years, but has increase in each year.

Data for Bell Harbor Marina was not available, but first-half occupancy in 2024 and 2025 average above 60%. A direct comparison of occupancy between BHM and the other two marinas is difficult, because BHM accommodates a mix of hourly, overnight, and monthly moorage. In addition, the number of slips available for monthly moorage varies during the year.

TABLE 1-5: MARINA OCCUPANCY (AVERAGE OF JANUARY-JUNE)

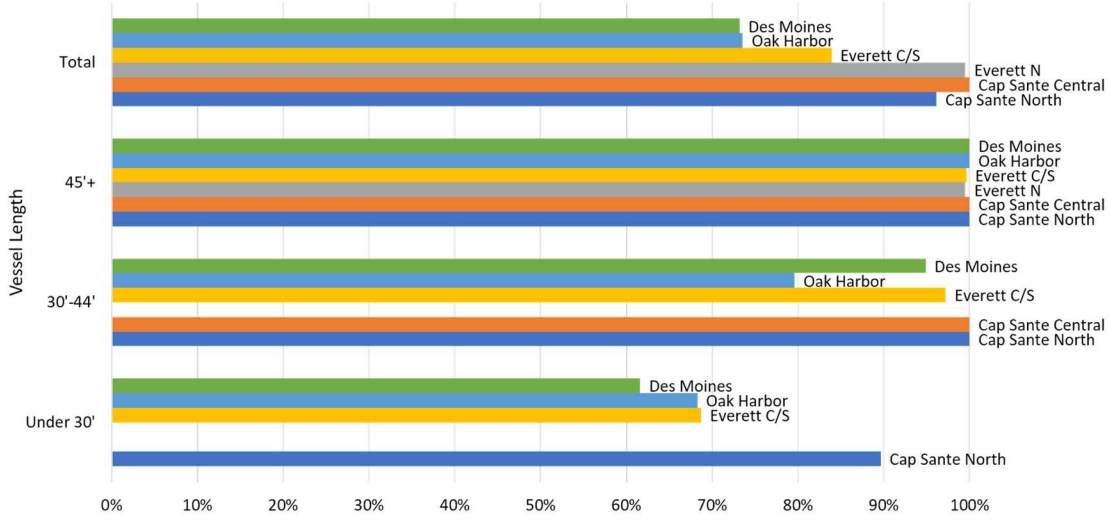
	2024	2025	2026
Shilshole Bay Marina	98.5%	97.6%	96.0%
Harbor Island Marina	68.5%	76.3%	82.0%
Bell Harbor Marina	65.6%	58.8%	na

Prepared by Giuseppe Alvarado

Occupancy at peer marinas is presented in Figure 1-3. As illustrated in the figure, occupancy is approximately 100% for slips that are 45 feet and longer. For slips that are 30 feet to 40 feet, occupancy is 95% or higher, with the exception of Oak Harbor. For slips less than 30 feet, most marinas

average less than 70% occupancy.

FIGURE 1-2: OCCUPANCY AT PEER MARINAS



Source: Peer marinas

Moorage Wait Lists

Over the past two years, the number of names on the waitlist at SBM decreased from 264 to 130. With the exception of 100-foot slips and end-of-pier moorage, the waitlist decreased for every slip size. (See Table 1-6).

TABLE 1-6: SHILSHOLE BAY MARINA MONTHLY MOORAGE WAITLIST Y/Y COMPARISON

		Number on Waitlist			Percent Change			
Slip Size	SBM Slip Count	2024	2025	2026	2024-2025	2025-2026	2024-2026	Approximate Wait Time
Cross Float		7	6	8	-14%	33%	14%	1 Year
30 ft	292	18	12	8	-33%	-33%	-56%	2-3 Months
34 ft	72	13	14	10	8%	-29%	-23%	1 Year
36 ft	147	9	17	8	89%	-53%	-11%	4-6 Months
38 ft	109	7	9	3	29%	-67%	-57%	5-7 Months
40 ft	177	14	2	1	-86%	-50%	-93%	1-3 Months
42 ft	151	12	3	7	-75%	133%	-42%	2-4 Months
46 ft	125	24	15	5	-38%	-67%	-79%	6-8 Months
50 ft	122	21	12	13	-43%	8%	-38%	1 Year
60 ft	87	51	3	1	-94%	-67%	-98%	6 Months
62 ft	10	0	1	4	--	300%	--	Available
70 ft	46	35	18	7	-49%	-61%	-80%	4 Years
100 ft	28	12	21	22	75%	5%	83%	Not Available
MH		28	28	29	0%	4%	4%	Not Available
EOP		13	10	4	-23%	-60%	-69%	Up to 10 Years
TOTAL		264	171	130	-35%	-24%	-51%	
Liveaboard								Available

Liveaboard Fees Comparison

Table 1-7 compares liveaboard fees at Shilshole Bay Marina and Harbor Island Marina to a selection of peer marinas, for 2024 and 2026.

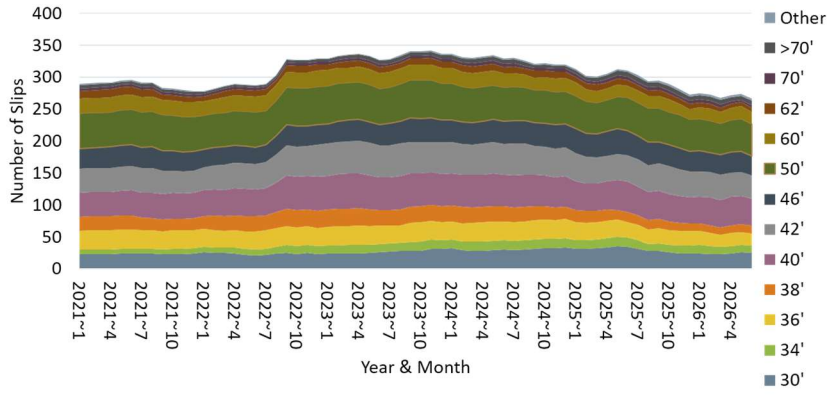
TABLE 1-7: LIVEABOARD FEE COMPARISON

	2024		2026		
Marina	**45 ft**	**60 ft**	**45 ft**	**60 ft**	**Note**
Everett (per boat)	$200.00	$200.00	$200.00	$200.00	
Edmonds (per boat)	$213.27	$213.27	$220.04	$220.04	
Delin Docks (per slip)	$234.45	$358.80	$211.05	$330.00	
Cap Sante (per boat)	$134.04	$259.90	$144.56	$280.29	
Average	$195.44	$257.99	$193.91	$257.58	
Ballard Mill (per person)	$139.19	$139.19	$400.00	$400.00	Excluded from average
Harbor Island (per boat)	$149.10	$149.10	$231.75	$231.75	
Shilshole Bay (per boat)	$149.10	$149.10	$231.75	$231.75	
HIM/SBM average	$149.10	$149.10	$231.75	$231.75	
HIM/SBM difference from peers					
Dollars	-$46.34	-$108.90	$37.84	-$25.83	
Percentage	-31%	-73%	16%	-11%	

Source: Marinas

The number of slips occupied by liveaboard grew from 278 boats in January of 2021 to a peak of 342 slips in March of 2023, and then declined to 266 slips in June of 2026. (See Figure 1-3).

FIGURE 1-3: LIVEABOARD TRENDS AT SHILSHOLE BAY MARINA



Source: Port of Seattle

The average slip length used by liveaboards was 42 feet. The Port of Anacortes and Delin Docks both use a graduated fee system for liveaboards, with rates growing with the length of the boat. The Port of Seattle could consider adopting similar graduated rates.

Shilshole Bay Marina has substantially more liveaboard than other marinas in the region, and allows a maximum of 350 liveaboard slips. Peer marinas report the following liveaboard statistics:

- The Port of Edmonds sets the maximum liveaboard capacity at 15 slips. Edmonds currently has 14 liveaboards, and this has not changed in at least five years.

- The Port of Everett maximum liveaboard capacity is approximately 200 slips. Everett

currently has approximately 150 liveaboards, and is not accepting any new applications.

- The Port of Anacortes maximum liveaboard capacity at Cap Sante Marina is 100 slips. The marina currently has 16 liveaboard tenants, plus one Short Term Rental (AirBnB). In the past the marina averaged approximately 25 liveaboards, but for the last five years it has stayed around 18 or so.

Guest Moorage Rate Comparison

Table 1-8 compares peak season guest moorage rates at SBM and BHM to selected peer marinas. These peers include nearby regional marinas as well as destination marinas in the San Juan Islands. Length rates are at selected length intervals, and an average peer marina rate is provided for each length. A percent over/under the average rate is shown for SBM and BHM.

SBM and BHM have the highest guest moorage rates compared to most of the peer marinas ranging from 7% to 38% higher than the average for lengths below 135 feet and average 15% to 22% above the average of all tenths. In 2025, SBM/BHM transient rates had 0% increase.

TABLE 1-8: GUEST MOORAGE RATE COMPARISON

		Length										
Marina	**Period**	**20 ft**	**45 ft**	**50 ft**	**55 ft**	**65 ft**	**80 ft**	**100 ft**	**125 ft**	**130 ft**	**175 ft**	**Avg +/-**
Shilshole Bay												
	June – Sept, Mo-Th	$2.50	$2.50	$2.86	$2.86	$2.86	$2.86	$3.58	$3.58	$3.58	$3.58	
	Year-round, Fri-Sat	$2.50	$2.50	$2.86	$2.86	$2.86	$2.86	$3.58	$3.58	$3.58	$3.58	
Bell Harbor												
	June – Sept, Mo-Th	$2.50	$2.50	$2.86	$2.86	$2.86	$2.86	$3.58	$3.58	$3.58	$3.58	
	Year-round, Fri-Sat	$2.64	$2.64	$3.22	$3.22	$3.22	$3.22	$3.58	$3.58	$3.58	$3.58	
Elliott Bay (*2025*)	year round	$2.37	$2.37	$2.37	$2.37	$2.90	$2.90	$3.50	$3.90	$3.90	$4.45	
Carillon Point	year round	$5.56	$5.00	$4.55	$3.85	$3.13	$2.50	$2.00	$1.92			
Everett	May 1 - Oct 31	$2.00	$2.00	$2.00	$2.00	$2.00	$2.00	$2.00	$2.00	$2.00		
Edmonds	May 1 - Oct 31	$1.90	$1.90	$1.90	$1.90	$1.90	$1.90	$1.90	$1.90	$1.90		
Cap Sante	May-Sept	$1.97	$1.97	$1.97	$2.44	$2.44	$2.44	$2.44	$2.44	$2.44		
Friday Harbor	May-Sept	$1.95	$2.50	$2.50	$2.50	$2.50	$2.50	$2.85	$2.85	$2.85	$2.85	
Roche Harbor	May 4-Sept	$3.10	$3.10	$3.10	$4.20	$4.20	$4.20	$4.20	$4.20	$4.20	$4.20	
	Peer Average	$2.22	$2.77	$2.69	$2.85	$2.83	$2.72	$2.77	$2.76	$2.74	$3.83	
Comparison with Peer Average (Fri & Sat)												
	Shilshole	13%	-10%	6%	0%	1%	5%	29%	30%	30%	-7%	10%
	Bell Harbor	19%	-5%	20%	13%	14%	18%	29%	30%	30%	-7%	16%
Comparison with Elliott Bay Marina 2025 (Fri & Sat)												
	Shilshole	5%	5%	21%	21%	-1%	-1%	2%	-8%	-8%	-20%	2%
	Bell Harbor	11%	11%	36%	36%	11%	11%	2%	-8%	-8%	-20%	8%

TABLE 1-9: GUEST MOORAGE RATE COMPARISON, NORTH PUGET SOUND CRUISING ZONE

		Length										
Marina	**Period**	**20 ft**	**45 ft**	**50 ft**	**55 ft**	**65 ft**	**80 ft**	**100 ft**	**125 ft**	**130 ft**	**175 ft**	**Avg +/-**
Elliott Bay (2025)	Year-round	$2.37	$2.37	$2.37	$2.37	$2.90	$2.90	$3.50	$3.90	$3.90	$4.45	
Carillon Point	Year-round											
Everett	May 1 - Oct 31	$2.00	$2.00	$2.00	$2.00	$2.00	$2.00	$2.00	$2.00	$2.00		
Edmonds	May 1 - Oct 31	$1.90	$1.90	$1.90	$1.90	$1.90	$1.90	$1.90	$1.90	$1.90		
Cap Sante	May - Sept	$1.97	$1.97	$1.97	$2.44	$2.44	$2.44	$2.44	$2.44	$2.44		
Friday Harbor	May - Sept											
Roche Harbor	May 4 - Sept											
Peer Marina Average		$2.06	$2.06	$2.06	$2.18	$2.31	$2.31	$2.46	$2.56	$2.56	$4.45	
Comparison with Peer Average (Fri & Sat)												
	Shilshole	21%	21%	39%	31%	24%	24%	46%	40%	40%	-20%	27%
	Bell Harbor	28%	28%	56%	48%	39%	39%	46%	40%	40%	-20%	34%

Bell Harbor Marina and Peer Marina Rates

Bell Harbor Marina is open for monthly moorage from October to May and has limited slip sizes for its seasonal monthly moorage with above average rates, as shown in Table 1-10.

TABLE 1-10: BELL HARBOR MARINA RATE COMPARISON

Slip Size	Bell Harbor Marina	Anacortes Marina	Cap Sante Marina	Des Moines Marina	Edmonds Marina	Elliott Bay Marina 2025	Everett Marina N	Bellevue Marina	Boatworld Marinas	Carillon Point Marina	Lakewood/ Leschi Marina
29 ft	$19.93	$16.72	$12.80	$14.41	$15.16	$24.99		$16.47	$23.50	$25.86	$17.24
30 ft	$19.93	$16.17	$12.37	$14.41	$18.08	$24.17	$25.76	$18.96	$25.00	$25.00	$16.67
31 ft	$23.36	$15.65	$13.78	$15.83	$17.50	$26.55	$24.93	$16.29	$25.00	$27.29	$23.65
39 ft	$23.36	$20.26	$18.05	$18.97	$21.20	$24.56	$19.81	$14.78	$25.00	$24.92	$30.00
40 ft	$23.36	$22.25	$17.60	$20.28	$20.67	$25.71	$19.32	$14.41	$28.00	$24.30	$29.25
41 ft	$25.22	$21.71	$23.58	$20.28	$20.16	$25.09	$18.85	$18.36	$28.00	$38.22	$28.54
43 ft	$27.18	$20.70	$22.48	$20.28	$21.08	$26.48	$20.12	$17.51	$28.00	$36.44	$27.21
49 ft	$27.18	$25.10	$17.64	$21.60	$23.34	$33.14	$22.07	$22.88	$28.00	$31.98	$23.88
50 ft	$27.18	$24.60	$17.28	$22.92	$22.87	$32.48	$21.63	$22.43	$32.00	$31.34	$23.40
51 ft	$30.18	$24.12	$27.27	$22.92	$22.42	$35.49	$21.20	$21.99	$32.00	$39.84	$30.06
59 ft	$30.18	$29.66	$31.72	$24.25	$26.47	$39.21	$23.78		$32.00	$34.44	$25.98
60 ft	$30.18	$29.17	$31.19	$24.25	$26.03	$38.57	$23.38		$39.00	$33.87	$25.55
61 ft	$30.18	$28.69	$30.68	$24.25	$25.60	$39.85	$23.00		$39.00		$29.28
65 ft	$30.18		$28.79	$24.25	$26.77	$38.63	$23.65		$39.00		$27.48
70 ft	$30.18			$24.25	$25.68	$35.90	$24.54	$22.16	$42.00		$25.51

Bell Harbor Marina Percentile Score

Table 1-11 shows the minimum, maximum, and average rates among peer marinas compared to BHM rates.

TABLE 1-11: BELL HARBOR MARINA PERCENTILE SCORE

					Percentiles									
Slip Size	BHM Rate	Peer Average	Min	Max	10%	20%	30%	40%	50%	60%	70%	80%	90%	BHM percent rank
29 ft	$19.93	$18.57	$12.80	$25.86	$14.09	$14.86	$15.68	$16.52	$16.72	$17.14	$21.00	$24.10	$25.17	68%
30 ft	$19.93	$19.66	$12.37	$25.76	$14.21	$15.82	$16.52	$17.52	$18.52	$21.05	$24.42	$25.00	$25.08	58%
31 ft	$23.36	$20.65	$13.78	$27.29	$15.46	$15.79	$16.15	$17.02	$20.57	$24.16	$24.95	$25.31	$26.63	55%
39 ft	$23.36	$21.75	$14.78	$30.00	$17.72	$18.78	$19.56	$20.08	$20.73	$22.54	$24.67	$24.94	$25.50	63%
40 ft	$23.36	$22.18	$14.41	$29.25	$17.28	$18.97	$19.99	$20.51	$21.46	$23.07	$24.72	$26.17	$28.13	62%
41 ft	$25.22	$24.28	$18.36	$38.22	$18.80	$19.90	$20.24	$21.14	$22.64	$24.18	$25.96	$28.11	$29.50	67%
43 ft	$27.18	$24.03	$17.51	$36.44	$19.86	$20.25	$20.57	$20.93	$21.78	$24.08	$26.70	$27.37	$28.84	77%
49 ft	$27.18	$24.96	$17.64	$33.14	$21.20	$21.98	$22.64	$23.15	$23.61	$24.37	$25.97	$28.80	$32.10	75%
50 ft	$27.18	$25.09	$17.28	$32.48	$21.19	$22.27	$22.74	$22.90	$23.16	$23.88	$26.62	$31.47	$32.05	71%
51 ft	$30.18	$27.73	$21.20	$39.84	$21.91	$22.33	$22.77	$23.64	$25.69	$28.39	$30.64	$32.70	$35.92	67%
59 ft	$30.18	$29.72	$23.78	$39.21	$24.16	$25.29	$26.18	$27.11	$29.66	$31.31	$31.89	$32.98	$35.40	53%
60 ft	$30.18	$30.11	$23.38	$39.00	$24.08	$25.03	$25.74	$26.65	$29.17	$30.79	$32.80	$35.75	$38.65	56%
61 ft	$30.18	$30.04	$23.00	$39.85	$23.87	$24.79	$25.91	$28.07	$28.98	$29.56	$30.54	$35.67	$39.26	66%
65 ft	$30.18	$29.80	$23.65	$39.00	$24.01	$24.75	$26.27	$27.05	$27.48	$28.27	$30.76	$36.67	$38.78	69%
70 ft	$30.18	$28.58	$22.16	$42.00	$23.42	$24.31	$24.48	$24.93	$25.51	$25.61	$27.73	$33.86	$38.34	74%

Harbor Island Marina Recreational Moorage

Harbor Island Marina Monthly Moorage Rate Comparison

Harbor Island Marina, with its location in the South Harbor, has a customer base that skews more to the South and away from the Eastside than the other Port of Seattle marinas. Peer marinas were selected with this in mind as well as for their more industrial locations. (See Table 1-12).

TABLE 1-12: HARBOR ISLAND MARINA RATE COMPARISON

Vessel Length	Harbor Island Marina	Chinook Landing	Delin Docks	Des Moines Marina	Dock Street Marina	Everett Marina CS	Foss Harbor	South Park	Average All
18 ft	$16.16			$11.55		$17.00	$12.86		$13.81
19 ft	$16.16			$11.55		$16.11	$12.18		$13.28
20 ft	$16.16			$11.55		$15.30	$11.58		$12.81
21 ft	$16.16			$11.55		$14.57	$11.02		$12.38
22 ft	$16.16			$11.55		$13.91	$12.80		$12.75
23 ft	$16.16			$12.89		$13.31	$12.24	$15.00	$13.36
24 ft	$16.16			$12.89		$12.75	$11.73	$15.00	$13.09
26 ft	$16.16			$12.89		$12.65	$16.02	$15.00	$14.14
30 ft	$16.16	$11.83	$17.67	$14.41	$17.67	$15.22	$15.55	$15.00	$15.34
32 ft	$16.16	$11.83	$17.59	$15.83	$17.59	$14.27	$15.79	$15.00	$15.42
40 ft	$16.99	$12.25	$18.13	$20.28	$18.13	$18.09	$15.66	$15.00	$16.79
42 ft	$16.99	$12.25	$18.08	$20.28	$18.08	$24.28	$15.63	$15.00	$17.66
50 ft	$19.33	$12.36	$20.45	$22.92	$20.45	$20.40	$16.33	$15.00	$18.27
65 ft	$19.33		$21.79	$24.25	$20.29	$25.76	$18.88		$22.19

Harbor Island Marina Percentile Scores

Table 1-14 shows the minimum, maximum, and average rates among peer marinas compared to HIM rates. HIM leads this set of peer marinas with an average percentile score of 90%.

Even after 0% rate increase for 2025, HIM continues to lead this peer market for most lengths.

Harbor Island Marina Waitlist

Over the past two years, the number of names on the waitlist at HIM decreased from 25 to seven. The waitlist decreased for every slip size, and the average wait time is six months or less. (See Table 1-13).

TABLE 1-13: HARBOR ISLAND MARINA MONTHLY MOORAGE WAITLIST Y/Y COMPARISON

	Number on Waitlist			Percent Change			
Slip Size	**2024**	**2025**	**2026**	**2024-2025**	**2025-2026**	**2024-2026**	**Approximate Wait Time**
26 ft	1	0	1	-100%	--	0%	6 Months
32 ft	12	3	2	-75%	-33%	-83%	3-4 Months
40 ft	9	6	4	-33%	-33%	-56%	3-6 Months
50 ft	3	3	0	0%	-100%	-100%	Available
Commercial	0	0	0	--	--	--	CALL
Total	25	12	7	-52%	-42%	-72%	

TABLE 1-14: HARBOR ISLAND MARINA PERCENTILE SCORES

					Percentiles										
Vessel Length	HIM Rate	Peer Average	Min	Max	10%	20%	30%	40%	50%	60%	70%	80%	90%	HIM % rank	HIM vs. Avg
18 ft	$16.16	$13.81	$11.55	$17.00	$11.82	$12.08	$12.34	$12.60	$12.86	$13.69	$14.52	$15.35	$16.18	90%	17%
19 ft	$16.16	$13.28	$11.55	$16.11	$11.68	$11.81	$11.93	$12.06	$12.18	$12.97	$13.75	$14.54	$15.32		22%
20 ft	$16.16	$12.81	$11.55	$15.30	$11.56	$11.56	$11.57	$11.57	$11.58	$12.32	$13.07	$13.81	$14.56		26%
21 ft	$16.16	$12.38	$11.02	$14.57	$11.13	$11.24	$11.34	$11.45	$11.55	$12.16	$12.76	$13.37	$13.97		30%
22 ft	$16.16	$12.75	$11.55	$13.91	$11.80	$12.05	$12.30	$12.55	$12.80	$13.02	$13.24	$13.47	$13.69		27%
23 ft	$16.16	$13.36	$12.24	$15.00	$12.43	$12.63	$12.82	$12.97	$13.10	$13.22	$13.48	$13.98	$14.49		21%
24 ft	$16.16	$13.09	$11.73	$15.00	$12.04	$12.34	$12.65	$12.78	$12.82	$12.86	$13.10	$13.73	$14.37		23%
26 ft	$16.16	$14.14	$12.65	$16.02	$12.72	$12.79	$12.86	$13.31	$13.94	$14.58	$15.10	$15.41	$15.71		14%
30 ft	$16.16	$15.34	$11.83	$17.67	$13.38	$14.53	$14.88	$15.09	$15.22	$15.42	$15.97	$17.24	$17.67	71%	5%
32 ft	$16.16	$15.42	$11.83	$17.59	$13.30	$14.42	$14.85	$15.32	$15.79	$15.82	$16.18	$17.24	$17.59	70%	5%
40 ft	$16.99	$16.79	$12.25	$20.28	$13.90	$15.13	$15.53	$16.63	$18.09	$18.11	$18.13	$18.13	$18.99	42%	1%
42 ft	$16.99	$17.66	$12.25	$24.28	$13.90	$15.13	$15.50	$16.61	$18.08	$18.08	$18.52	$19.84	$21.88	43%	-4%
50 ft	$19.33	$18.27	$12.36	$22.92	$13.94	$15.27	$16.06	$17.96	$20.40	$20.43	$20.45	$20.45	$21.44	46%	6%
65 ft	$19.33	$22.19	$18.88	$25.76	$19.44	$20.01	$20.59	$21.19	$21.79	$22.77	$23.76	$24.55	$25.15	8%	-13%

Salmon Bay Marina and Fishermen's Terminal Recreational Moorage

Open Monthly Moorage Rate Comparison

Salmon Bay Marina (SAM) and Fishermen's Terminal (FT) offer recreational moorage in two separate marinas at the same (adjacent) facility location. Both marinas offer different features and amenities, not unlike the wide variation in the peer marina market, which spreads Eastward from the ship canal into the lakes, and West through the locks into Puget Sound.

Covered moorage is no longer offered at Salmon Bay Marina. There are currently 44 open slips at SAM, with 37 no power and 7 with power.

For comparisons, a wide representation of marinas was selected as peers that are, 1) within the geographic proximity, and 2) match their customer source geography, as shown in Table 1-15.

TABLE 1-15: SAM & FT RECREATIONAL VESSEL REGISTERED OWNER LOCATION

Marina	North	Eastside	Fast	South	Seattle	West	Other	Total	East & Eastside
SBM	10.0%	11.3%	1.5%	4.0%	61.4%	4.5%	7.3%	100.0%	12.8%
HIM	10.1%	7.7%	2.2%	13.1%	59.7%	5.5%	1.6%	100.0%	9.9%
SAM	14.2%	13.5%	4.6%	3.2%	59.6%	2.5%	2.4%	100.0%	18.1%
FT	10.1%	13.5%	13%	13.7%	47.2%	4.1%	10.0%	100.0%	14.8%
Total	10.5%	11.5%	1.9%	5.0%	60.2%	43%	6.6%	100.0%	13.4%

Source: geography data based on 2024 customers

Salmon Bay Marina Rate Comparison

Table 1-16 shows each marina's slip configuration and rate progression by slip size. Rates only appear where the marina offers a size and rate within the slip size range. Where any marina has multiple slip sizes and/or width rates within a slip size range, the average rate is used. Rates include taxes and fees and are for open moorage only. A rate average (excluding SAM) is shown as well, representing the average monthly moorage rates offered by the peer marinas. SAM is below the average rate in all slip lengths.

It should be noted that covered moorage is no longer available at Salmon Bay Marina, and SAM now has only 44 slips. These slips are mainly in the 20-30-foot range, and 37 of the 44 slips do not have power available.

The table shows rates for Boatworld Marinas and Seattle Boat's facilities on Lake Union and Lake Washington. In the 2025 rate report, these facilities were included as optional marinas. The current analysis provides a comparison with peer facilities, both with and without Boatworld and Seattle Boat.

TABLE 1-16: SALMON BAY MARINA RATE COMPARISON

													Average (excl. FT)	
Vessel Length	SAM (no power)	Des Moines Marina	Edmonds Marina	Everett Marina CS	Bellevue Marina	Carillon Point Marina	Lakewood/Leschi Marina	Lockhaven	Newport Yacht Basin	Stimson Marina	Boatworld Marinas	Seattle Boat Facilities	Including Boatworld & Seattle Boat	Excluding Boatworld & Seattle Boat
up to 20 ft	$14.59	$11.55	$17.52	$16.14	$19.11		$14.71		$25.31	$25.15	$23.50	$37.58	$21.17	$18.50
21-25 ft	$14.59	$12.35	$14.83	$13.36	$16.21	$27.85	$18.29	$16.50	$25.58	$20.82	$23.50	$31.23	$20.05	$18.42
26-30 ft	$14.59	$14.11	$16.01	$12.95	$16.60	$25.83	$17.18	$16.50	$23.81	$18.94	$23.80	$30.64	$19.67	$17.99
31-35 ft	$14.59	$16.46	$18.39	$15.25	$15.63	$25.86	$22.25	$18.10	$25.93	$25.34	$25.00	$29.58	$21.62	$20.36

Salmon Bay Marina Open Moorage Percentile Scores

Percentile scoring and evaluation is used to show where our marinas rank among their unique set of peer marinas (their market) by slip size offering. Table 1-17 and Table 1-18 show how the minimum, maximum, and average (shaded grey) rates among peer marinas compares to SAM rates. SAM receives a percentile score to show its ranked position among the peer marinas according to slip size and rate categories.

Overall, SAM rates percentile scores range:

- from 12% to 18% (excluding Boatworld and Seattle Boat)
- from 9% to 23% (including Boatworld and Seattle Boat)

TABLE 1-17: SALMON BAY MARINA OPEN MOORAGE PERCENTILE SCORES (INCLUDING BOATWORLD AND SEATTLE BOAT)

						Percentile								
Vessel Length	SAM no power	Average	Min	Max	10%	20%	30%	40%	50%	60%	70%	80%	90%	POS percentile
up to 20 ft	$14.59	$21.17	$11.55	$37.58	$13.26	$14.81	$16.19	$17.11	$18.70	$21.89	$24.00	$25.36	$28.19	12%
21-25 ft	$14.59	$20.05	$12.35	$31.23	$13.43	$15.07	$16.30	$16.54	$17.73	$20.07	$23.71	$25.23	$27.65	18%
26-30 ft	$14.59	$19.67	$12.95	$30.64	$15.29	$16.10	$16.53	$17.55	$18.67	$23.18	$24.64	$25.73	$25.92	13%
31-35 ft	$14.59	$21.62	$15.25	$29.58	$15.63	$17.45	$18.39	$19.23	$22.25	$25.00	$25.34	$25.60	$25.93	NA

TABLE 1-18: SALMON BAY MARINA OPEN MOORAGE PERCENTILE SCORES (EXCLUDING BOATWORLD AND SEATTLE BOAT)

						Percentile								
Vessel Length	SAM no power	Average	Min	Max	10%	20%	30%	40%	50%	60%	70%	80%	90%	POS percentile
up to 20 ft	$14.59	$18.50	$11.55	$25.31	$13.29	$15.16	$16.12	$16.48	$17.04	$17.92	$19.57	$20.06	$25.42	23%
21-25 ft	$14.59	$18.42	$12.35	$27.85	$15.28	$15.82	$16.62	$17.53	$18.53	$19.32	$21.42	$22.81	$26.38	21%
26-30 ft	$14.59	$17.99	$12.95	$25.83	$15.51	$17.83	$18.80	$19.23	$20.59	$21.58	$22.19	$24.21	$25.81	9%
31-35 ft	$14.59	$20.36	$15.25	$25.93	$19.04	$19.59	$20.55	$21.03	$21.58	$22.62	$23.76	$25.18	$25.88	NA

Fishermen's Terminal Recreational Moorage Rate Comparison

Table 1-19 compares recreational boating rates at Fishermen's Terminal to rates at peer marinas. The listed peer marinas are identical to the peer marinas used for the Salmon Bay Marina analysis. As with the SAM analysis, the seven Boatworld facilities are listed as one, since all seven use the same pricing.

Fishermen's Terminal Percentile Scores

Table 1-20 presents the percentile scores for FT, by slip length.

- These percentiles range between 50% to 70%, when Boatworld and Seattle Boat Company facilities are included, and
- The percentiles range between 40% to 60%, when Boatworld and Seattle Boat Company facilities are excluded.

Because FT lacks some standard amenities such as secured dock gates, and is positioned within a working industrial marina, FT has viewed its position in the peer market to be closer to the average, and indeed it positioned its average percentile rank in 2026 (47% including BW/SBF and 58% excluding BW/SBF) to reflect this.

TABLE 1-19: FISHERMEN'S TERMINAL RATE COMPARISON

													Avg (excl. FT)	
Vessel Length	Fishermen's Terminal Recreational	Des Moines Marina	Edmonds Marina	Everett Marina CS	Bellevue Marina	Carillon Point Marina	Lakewood Leschi Marina	Lockhaven	Newport Yacht Basin	Stimson Marina	Boatworld Marinas	Seattle Boat Facilities	Including Boatworld & Seattle Boat	Excluding Boatworld & Seattle Boat
Up to 20 ft	$19.97	$11.55	$17.52	$16.14	$19.11		$14.71		$25.31	$25.15	$23.50	$37.58	$21.17	$18.50
21 - 30 ft	$18.93	$13.23	$15.42	$13.15	$16.41	$26.40	$17.73	$16.50	$24.70	$19.88	$23.65	$30.93	$19.82	$18.16
31 40 ft	$20.07	$17.84	$18.84	$16.35	$14.72	$25.47	$23.00	$18.50	$25.75	$26.20	$25.30	$29.58	$21.96	$20.74
41 - 50 ft	$22.40	$21.20	$22.62	$21.78	$21.27	$34.58	$25.82	$20.50	$27.58	$25.61	$28.40		$24.94	$24.55
51 - 60 ft	$24.33	$23.72	$25.35	$28.96	$21.77	$36.71	$27.70	$20.50	$24.27		$32.70		$26.85	$26.12
61 - 125 ft	$26.09	$23.04	$25.88	$21.72	$29.70		$26.93	$20.50			$42.38		$27.16	$24.63

TABLE 1-20: FISHERMEN'S TERMINAL OPEN MOORAGE PERCENTILE SCORES (EXCLUDING BOATWORLD AND SEATTLE BOAT)

					Percentiles									
Vessel Length	FT Rec	Ave	Min	Max	10%	20%	30%	40%	50%	60%	70%	80%	90%	POS percentile
Up to 20 ft	$19.97	$21.17	$11.55	$37.58	$14.08	$15.57	$16.69	$17.84	$19.11	$22.62	$24.49	$25.22	$27.76	72%
21 - 30 ft	$18.93	$19.82	$13.15	$30.93	$13.23	$15.42	$16.41	$16.50	$17.73	$19.88	$23.65	$24.70	$26.40	69%
31 40 ft	$20.07	$21.96	$14.72	$29.58	$16.35	$17.84	$18.50	$18.84	$23.00	$25.30	$25.47	$25.75	$26.20	54%
41 - 50 ft	$22.40	$24.94	$20.50	$34.58	$21.13	$21.26	$21.63	$22.28	$24.11	$25.70	$26.35	$27.75	$29.02	47%
51 - 60 ft	$24.33	$26.85	$20.50	$36.71	$21.52	$22.94	$23.94	$24.49	$25.35	$27.23	$28.46	$30.46	$33.50	44%
61 - 125 ft	$26.09	$27.16	$20.50	$42.38	$21.23	$21.98	$22.77	$24.18	$25.88	$26.51	$27.48	$29.14	$34.77	64%

Fishermen's Terminal Seasonal Recreational Moorage

Currently, FT rates are the same for those vessels mooring year 'round as for those filling the seasonal vacancies made available during the Alaska fishing season (roughly June-Aug). This seasonal moorage has been viewed as inconvenient for customers who want only seasonal moorage/use and also because moorage must terminate on short notice when the fishing fleet returns.

However, seasonal moorage in the near region, generally for trailered vessels from 18 to 32 feet, carries a premium rate for the value of seasonal convenience. Seasonal moorage is the primary demand factor driving drydock/stack operations, the only growing segment in marina moorage. Within the locks, dry storage is provided primarily by Seattle Boat at it's Seattle Skylaunch and Lake Union Skylaunch facilities on Lake Union and Newport Skylaunch facility on Lake Washington. Further signs of demand for seasonal moorage is evident at FT where, even with variations in the fishing season, they develop waitlists and fill up the seasonal vacancies every year.

Table 1-21 compares the rates of Seattle Boat facilities with rates at Fishermen's Terminal, for boats in the 18-32-foot range. At FT, the average rate for boats of this size is $21.04 per foot per month. Across the three Seattle Boat facilities the rate averages $31.08 per foot per month, which 32% higher than the FT rate. This is an FT product segment worth exploring for additional seasonal revenue, both with moorage and related services.

TABLE 1-21: FISHERMEN'S TERMINAL RATE COMPARISON

	Min	Max	Average
Fishermen's Terminal			$21.04
Seattle Skylauch	$25.09	$37.13	$30.20
Lake Union Skylaunch	$28.59	$40.83	$32.61
Newport Skylaunch	$25.09	$37.64	$30.43
Seattle Boat – All facilities	$26.26	$38.53	$31.08
Avg seasonal rate % higher than FT			32%

Dry Boat Storage

Rates were compiled for two distinct types of dry boat storage

- Storage for kayaks, paddleboards, and other small boats
- Dry moorage for powerboats and sailboats.

Kayak Storage Rate Comparison

Recent years have seen increasing interest in people using kayaks, paddleboards and other small craft to access the water. Although these types of craft can be carried on cars, many people want the convenience of storing their craft close to the water. Along with the growing demand, there has been growth in the number of facilities available for storage.

Table 1-22 compares the rate to store a kayak at Shilshole Bay Marina with the rates at a variety of other facilities. These other facilities include locations on Puget Sound and on Lake Union and Lake Washington.

As show in the table, the Shilshole rate is relatively high. The least expensive rates are offered by three community boating organizations, including the Community Boating Center in Bellingham, Kenmore Kayak Storage in Kenmore, and Sail Sand Point in Seattle.

TABLE 1-22: KAYAK STORAGE RATE COMPARISON

	Puget Sound				Lake Union & Lake Washington				
Size	Shilshole	Bellingham Community Boating Center	Des Moines Marina	Everett Marina	Kenmore Kayak Storage	Northwest Outdoor Center	Seattle Kayak Storage	Stimson Marina	Sail Sand Point
Low	$93.31	$27.50	$56.42	$56.18	$33.55	$60.80	$71.86	$55.28	$27.00
High		$38.19				$70.94			

Dry Moorage Rate Comparison

Shilshole Bay Marina provides space for dry moorage of boats at the north end of the marina. A hoist is available at the facility for lifting boats into and out of the water, and there is no fee for tenant vessels.

Table 1-23 compares the rates for dry boat moorage at SBM with a number of peer facilities. The rate at SBM is:

- similar to that at the Port of Edmonds and Des Moines Marina,
- higher than at Dagmar's Landing in Everett, and
- substantially lower than at any of Seattle Boat's facilities, and lower than at Bayside Marine in Everett.

TABLE 1-23: DRY MOORAGE RATE COMPARISON

Boat Length	Shilshole	Des Moines Marina	Edmonds Marina - Off Peak	Edmonds Marina - Peak	Everett Bayside Low	Everett Bayside High	Dagmar's Uncovered	Dagmar's Covered Level 1\1	Dagmar's Covered Level 2 & Level 3	Seattle Boat Seattle - Low	Seattle Boat Seattle – High	Seattle Boat Lake Union - Low	Seattle Boat Lake Union - High	Seattle Boat Newport - Low	Seattle Boat Newport - Low
15 ft	$21.03	--	$16.29	$21.72	--	--	--	--	--	--	--	--	--	--	--
20 ft	$15.78	$14.67	$12.22	$16.29	$23.35	$29.31	$11.71	$13.97	$8.78	$30.64	$35.11	$25.94	$34.66	$32.96	$35.21
25 ft	$15.78	--	$12.81	$17.08	$23.35	$29.31	$11.17	$13.33	$12.61	$24.51	$28.09	$20.75	$27.73	$26.37	$28.17
30 ft	$15.78	--	$12.39	$16.53	$23.35	$29.31	$10.21	$12.46	--	$29.22	$29.22	$26.84	$26.84	$29.30	$29.30
35 ft	$15.78	--	--	--	--	--	$10.17	--	--	$25.05	$25.05	$23.00	$23.00	$25.12	$25.12
40 ft	$15.78	--	--	--	--	--	$10.70	--	--	--	--	--	--	--	--
45 ft	$15.78	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Laundry

Many marinas offer washers and dryers for the use of tenants. In addition, self-serve laundromats are located relatively close to some marinas.

Laundry Rate Comparison

Table 1-24 provides a comparison of the laundry rates at Shilshole Bay Marina with rates at other marinas and laundromats.

At SBM, the price for a washer load is $2.63.

- The SBM price is higher than at the Port of Edmonds (which does not charge for laundry), the Port of Everett, and Stimson Marina.
- The SBM price is lower than at the Port of Friday Harbor Marina, and is substantially lower than at commercial laundromats.

At SBM, the price for a dryer load is also $2.63. At some laundromats, the price for dryers is based on units of time, typically four minutes or six minutes. For this comparison, if the dryer price is based on units of time, it was assumed that a load would take 28 to 32 minutes.

- The price for a dryer load at SBM is high when compared to most of the peer facilities, although by a relatively small margin.
- The price at SBM is substantially lower than at the Port of Friday Harbor.

TABLE 1-24: LAUNDRY RATE COMPARISON

Type	Size	Shilshole Bay Marina	Quite Clean Des Moines	Port of Edmonds	Port of Everett	Port of Friday Harbor	Stimson Marina	Lunar Laundry Seattle	Transformation Seattle	Seattle Laundry Fremont
Washer	Small	$2.63	$4.00	$0.00	$2.00	$4.00	$1.50	$5.25	$5.00	$4.75
	Large		$11.00			$8.00		$13.50	$9.50	
Dryer	Small	$2.63	$2.00	$0.00	$2.00	$4.00	$1.50	$2.00	$2.00	$1.25
	Large					$6.00		$4.00		$1.75

2. COMMERCIAL MOORAGE

Introduction

The Port of Seattle provide moorage to a variety of commercial vessel types. Commercial fishing vessels account for the largest share of these vessels, but charter/excursion vessels and other type of commercial boats are also customers.

Commercial Moorage – Fishing Vessels

Fishermen's Terminal is a major center for the commercial fishing industry in the Pacific Northwest and Alaska. Peer facilities are located throughout this geographic range, and the list of peer facilities used in this analysis is similar to the one used in the 2025 Maritime Lines of Business Analysis.

At Fishermen's Terminal, moorage for commercial fishing vessels is charged on a monthly basis. Most of the other Puget Sound-area ports with fishing fleets also charge on a monthly basis. This includes both Port of Bellingham facilities (Blaine Harbor and Squalicum Harbor), Port of Anacortes (Cap Sante Marina), and Port of Port Townsend.

In Alaska, most ports offer annual and semi-annual rates, in addition to monthly rates. Westport (Washington) also offers an annual rate. These annual and semi-annual rates are typically much lower than the monthly rates.

Where boat owners choose to moor their boats depends on a variety of factors, with price being one factor. Availability of support services is another key factor, and no other location provides the array of services that are available near Fishermen's Terminal.

Another key factor is the fisheries that a boat participates in, the length of the different fishing seasons, and other variables. Boats may be nominally homeported in one location, but also pay for temporary moorage at other facilities.

For this analysis, two comparison tables are provided. Table 2-25 compares the monthly rate at Fishermen's Terminal with the annual and semi-annual rates at other marinas (if available) or the monthly rates (if annual and semi-annual are not available). Table 2-26 compares the FT monthly rate with the monthly rate at other facilities.

TABLE 2-25: COMMERCIAL FISHING VESSEL MOORAGE RATE COMPARISON – ANNUAL/SEMI-ANNUAL

	Washington/Oregon								Alaska				
Boat Length	Fishermen's Terminal Monthly	Blaine Harbor Monthly	Squalicum Harbor Monthly	Cap Sante Monthly	Port Townsend Monthly	Westport Annual	Newport Semi-Annual	Newport Annual	Homer Annual	Homer Semi-Annual	Ketchikan Semi-Annual	Kodiak Annual	Seward Semi-Annual
50 ft	$10.72	$7.21	$7.21	$9.99	$10.22	$5.51	$10.82	$6.96	$6.82	$9.14	$4.14	$4.52	$5.71
60 ft	$10.72	$7.21	$7.21	$9.99	$10.22	$5.51	$10.82	$6.96	$6.85	$9.17	$4.24	$4.52	$5.66
70 ft	$10.72	$7.21	$7.21	$9.99	$10.22	$5.51	$10.82	$6.96	$6.89	$9.12	$-	$6.73	$5.62
80 ft	$15.20	$7.21	$7.21	$9.99	$11.63	$5.51	$10.82	$6.96	$6.91	$9.09	$-	$6.73	$5.66
90 ft	$15.20	$8.12	$8.12	$9.99	$11.63	$5.51	$-	$-	$6.87	$9.06	$-	$7.89	$5.63
100 ft	$15.20	$8.12	$8.12	$9.99	$11.63	$5.51	$-	$-	$6.83	$9.01	$-	$7.89	$5.60
110 ft	$15.20	$8.12	$8.12	$9.99	$11.63	$5.51	$-	$-	$6.79	$8.97	$-	$9.05	$-
120 ft	$15.20	$8.12	$8.12	$9.99	$11.63	$5.51	$-	$-	$6.75	$8.94	$-	$9.05	$-
130 ft	$17.41	$-	$-	$-	$-	$-	$-	$-	$6.73	$8.91	$-	$9.82	$-
140 ft	$17.41	$-	$-	$-	$-	$-	$-	$-	$6.70	$8.89	$-	$9.82	$-
150 ft	$17.41	$-	$-	$-	$-	$-	$-	$-	$6.68	$8.86	$-	$9.82	$-

TABLE 2-26: COMMERCIAL FISHING VESSEL MOORAGE RATE COMPARISON – MONTHLY

	Washington/Oregon							Alaska			
Boat Length	Fishermen's Terminal	Blaine Harbor Monthly	Squalicum Harbor Monthly	Cap Sante Monthly	Port Townsend Monthly	Westport Monthly	Newport Monthly	Homer Monthly	Ketchikan Monthly	Kodiak Monthly	Seward Monthly
50 ft	$10.72	$7.21	$7.21	$9.99	$10.22	$13.26	$16.76	$13.69	$15.16	$10.86	$12.28
60 ft	$10.72	$7.21	$7.21	$9.99	$10.22	$13.26	$16.76	$13.61	$15.16	$10.86	$12.11
70 ft	$10.72	$7.21	$7.21	$9.99	$10.22	$13.26	$16.76	$13.59	$-	$16.15	$11.99
80 ft	$15.20	$7.21	$7.21	$9.99	$11.63	$13.26	$16.76	$13.58	$-	$16.15	$11.97
90 ft	$15.20	$8.12	$8.12	$9.99	$11.63	$13.26	$-	$13.57	$-	$18.93	$11.89
100 ft	$15.20	$8.12	$8.12	$9.99	$11.63	$13.26	$-	$13.52	$-	$18.93	$11.83
110 ft	$15.20	$8.12	$8.12	$9.99	$11.63	$13.26	$-	$13.47	$-	$21.71	$-
120 ft	$15.20	$8.12	$8.12	$9.99	$11.63	$13.26	$-	$13.44	$-	$21.71	$-
130 ft	$17.41	$-	$-	$-	$-	$-	$-	$13.41	$-	$23.56	$-
140 ft	$17.41	$-	$-	$-	$-	$-	$-	$13.38	$-	$23.56	$-
150 ft	$17.41	$-	$-	$-	$-	$-	$-	$13.36	$-	$23.56	$-

Commercial Moorage – Charter/Excursion

Fees for charter/excursion vessel operations are calculated in a variety of ways. They are typically comprised of a dockage fee, a passenger fee, or a combination of the two. Dockage may be calculated based on the length of the vessel or as a flat fee per trip.

At Fishermen's Terminal, vessels are charged on a per-foot basis, and there is no passenger fee. Vessels that are moorage tenants at FT pay $1.33 per foot per trip. Non-tenants pay $1.77 per foot per trip.

Two other facilities inside the Locks also charge only on the vessel length: the Center for Wooden Boats on Lake Union, and City of Kirkland Marina on Lake Washington. The Center for Wooden Boats rate is double that of the FT rate, and the rate at the Kirkland Marina is approximately 2.5 times that of FT.

TABLE 2-27: CHARTER/EXCURSION MOORAGE RATE COMPONENTS

		Puget Sound				Inside Locks		
	Fishermen's Terminal	Port of Anacortes	Bellingham Cruise Terminal	Port of Bremerton	Port Townsend	City of Kirkland Marina	South Lake Union Park	UW Husky Stadium
Rate per foot								
Low	$1.33	$-	$0.70	$-	$-	$3.59	$2.66	$-
High	$1.77	$-	$0.70	$-	$-	$4.42	$3.54	$-
Rate per Trip								
Low	$-	$-	$-	$100.00	$10.00	$-	$-	$-
High	$-	$-	$-	$100.00	$20.00	$-	$-	$-
Rate per Passenger								
Low	$-	$7.00	$1.25	$-	$1.36	$-	$-	$1.43
High	$-	$7.00	$2.50	$-	$1.36	$-	$-	$4.00

In order to compare these rate components, three sample vessels were used to calculate the total charges per rate. These vessels included:

- *Saratoga*, operated by Puget Sound Express. Length: 72 feet, maximum passengers: 120.
- *Goodtime II*, operated by Argosy. Length: 78 feet, maximum passengers: 225.
- *Emerald Star*, operated by Waterways Cruises. Length: 105 feet, maximum passengers: 200.

Table 2-28 shows the estimated total charge per trip at peer facilities, assuming a full passenger load for each of the sample vessels. Based on these estimates, the total cost to operate a charter trip from Fishermen's Terminal is substantially lower than at all the peer facilities, with the exception of the Port of Bremerton.

TABLE 2-28: CHARTER/EXCURSION TOTAL CHARGE PER TRIP COMPARISON

		Puget Sound				Inside Locks		
	Fishermen's Terminal	Port of Anacortes	Bellingham Cruise Terminal	Port of Bremerton	Port Townsend	City of Kirkland Marina	South Lake Union Park	UW Husky Stadium
Low								
Puget Sound Express - *Saratoga*	$96	$840	$200	$100	$173	$258	$192	$172
Argosy - *Goodtime II*	$104	$1,575	$336	$100	$316	$280	$207	$322
Waterways Cruises - *Emerald Star*	$140	$1,400	$324	$100	$282	$377	$279	$286
High								
Puget Sound Express - *Saratoga*	$127	$840	$350	$100	$183	$318	$255	$480
Argosy - *Goodtime II*	$138	$1,575	$617	$100	$326	$345	$276	$900
Waterways Cruises - *Emerald Star*	$186	$1,400	$574	$100	$292	$464	$372	$800

Commercial Gear Storage

Fishermen's Terminal offers four different rates for indoor storage, based on the type of customer. The rates are lowest for commercial fishing customers. For commercial fishing, FT's rates are substantially higher than at most of the peer facilities.

The policy of the Port of Bellingham is to provide moorage and gear storage to the commercial fishing industry at a subsidized rate, in order to support the commercial fishing industry. Despite rates that are substantially lower than those at Fishermen's Terminal, there is little data showing that Bellingham has attracted vessels away from FT.

Rates for outdoor storage at Westport the lowest of the Washington peers. Rates for indoor storage at Westport are higher than in Bellingham and Anacortes and lower than at FT or in Port Townsend. The indoor storage at Westport consists of 40-foot containers inside the fenced outdoor storage yard.

The rate for outdoor storage at Port Townsend is less than half of the FT rate, but higher than in Bellingham and Anacortes. Indoor storage in Port Townsend consists of mini-storage units, and the rate for these units is significantly higher than at FT.

The peer facilities in Alaska that are included in this comparison generally do not offer indoor storage or web lockers. However, gear storage is sometime available at the facilities operated by fish processors.

TABLE2-29: COMMERCIAL GEAR STORAGE RATE COMPARISON ($/SQ FT)

Type	Range	Fishermen's Terminal	Blaine Harbor	Squalicum Harbor	Cap Sante Marina	Port Townsend	Westport	Newport	Ketchikan	Seward	Homer	Kodiak
Outside Storage												
	Low	$0.68	$0.10	$0.10		$0.30	$0.07	$0.43	na		$0.16	$0.15
	High	$0.68	$0.12	$0.12	$0.39	$0.30	$0.07	$0.48	na		$0.29	$0.60
Indoor storage / web lockers												
Active Com. Fishing	Low	$0.87	$0.18	$0.20	$0.34	$1.30	$0.51	na	na	na	na	na
Active Com. Fishing	High	$0.87	$0.20	$0.23	$0.35	$1.30	$0.51	na	na	na	na	na
Commercial/ Industrial		$0.87	$0.25	$0.25	$0.56	$1.30	$0.51	na	na	na	na	na
Uplands tenants		$0.94										
General public		$1.06										