



MEMORANDUM

TO: Rob Fix

DATE: February 19, 2019

FROM: Shirley McFearnin

COPIES: Tiffany DeSimone TD

SUBJECT: Cruise Terminal Conference Room B & Squalicum Boathouse Hourly Rates

ACTION REQUESTED: Motion by the Commission approving a rental rate increase for the Bellingham Cruise Terminal meeting room – "Conference Room B" – and the Squalicum Boathouse hourly meeting room rate.

BACKGROUND: Hourly rental rate amendment to provide uniformity in rate structure and an increase in revenue. These rates are periodically adjusted to match supply and demand.

FISCAL IMPACT: Increase in revenue to better match local market rates. Projected hourly rental rate revenue increases to \$40,500.00 for January through June of 2019 compared to \$27,000.00 for January through June of 2018.

STRATEGIC PURPOSE: Responsible use of Port facilities; community outreach and showcasing of a transportation facility; revenue increase to offset existing expenses.

RECOMMENDATION: Approval of action requested.



PORT OF BELLINGHAM
Washington State

Squalicum Boathouse

2600 S. Harbor Loop - Squalicum Harbor

The Squalicum Boathouse is located at Zuanich Point Park. Its natural surroundings and stunning water view make this location irresistible for any event.

Projected Capacity: 100 theater style or 80 banquet seating

Weekend Rates Friday-Sunday	
Peak Season (June-October)	Off-Season (November-May)
Half Day Daytime (8am-4pm)	
Friday \$500.00	Friday \$400.00
Saturday \$600.00	Saturday \$400.00
Sunday \$500.00	Sunday \$400.00
Half Day Evening (5pm-midnight)	
Friday \$600.00	Friday \$500.00
Saturday \$750.00	Saturday \$500.00
Sunday \$600.00	Sunday \$500.00
Full Day (8am-Midnight)	
Friday \$1,200.00	Friday \$900.00
Saturday \$1,900.00	Saturday \$1,100.00
Sunday \$1,200.00	Sunday \$900.00
Weekend hourly rate: \$75.00/hour (4 hour minimum); available no more than 60 days in advance	

Comment [AV1]: All peak season Friday and Sunday Boathouse rates are raised by \$100.00 across the board. Previous rate was \$400.00.

Comment [AV2]: Previous rate was \$400.00.

Comment [AV3]: Previous rate was \$500.00.

Comment [AV4]: Previous rate was \$500.00.

Comment [AV5]: Previous rate was \$1,100.00.

Comment [AV6]: Previous rate was \$1,100.00.

Comment [AV7]: Previous hourly rental rate was \$60.00 per hour.

Weekday Rates Monday-Thursday
\$75.00/hour (4 hour minimum)
Refundable Cleaning/Damage Deposit \$250.00 for Block Rates/ \$100.00 for Hourly Rates

Comment [AV8]: Previous weekend hourly rental rate required a 5 hour minimum.

Meetings & Events Staff for further inquiries:
360-676-2500 ext 385 or 386 OR events@portofbellingham.com

Prices effective February 2019 and are subject to change.



PORT OF BELLINGHAM
Washington State

Bellingham Cruise Terminal

355 Harris Avenue

The Bellingham Cruise Terminal is located on Historic Fairhaven's waterfront. The glass dome in this facility guarantees stunning water views and beautiful sunsets. 200 theater style or banquet seating.

Weekend Rates 8am-Midnight	
Peak Season June-December	Off-Season January-May
Dome & Lounge	Dome & Lounge
Friday.....\$1,200.00	Friday.....\$900.00
Saturday.....\$2,200.00	Saturday.....\$1,400.00
Sunday.....\$1,200.00	Sunday.....\$900.00
Upper Level	Upper Level
Friday.....\$1,400.00	Friday.....\$1,100.00
Saturday.....\$2,400.00	Saturday.....\$1,600.00
Sunday.....\$1,400.00	Sunday.....\$1,100.00
Weekend hourly rate...\$100.00/hour (5 hour minimum): available no more than 90 days in advance)	
Weekday Rates Monday-Thursday	
Upper Level... \$100.00/hour (4 hour minimum) Dome Room ...\$75.00/hour (4 hour minimum) Conference Room B...\$60.00/hour (4 hour minimum)	
Refundable Cleaning/Damage Deposit \$500.00 for Block Rates/ \$100.00 for Hourly Rates	

Comment [AV1]: Previous hourly rental rate was \$30.00 per hour.

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