



AMI's monthly e-newsletter

Advocate

NOTICE!

Fuel Retailers Must Be Selling "New" Low-Sulfur Gasoline By March 1st

"Starting March 1, 2006 the new lower sulfur standard (95 ppm) applies to all downstream parties including retail outlets and wholesale-purchaser consumers. See 80.210" This is the message coming from the Environmental Protection Agency (EPA) that all marina operators need to receive and react to by making certain that they are in compliance with the new regulations for gasoline sold from marinas.

EPA issued the gasoline sulfur regulations in 2000 and gradually has been lowering the sulfur content of gasoline, including marine gasoline, since 2004. Refiners and importers of gasoline were required, as of January 1, 2006, to produce gasoline with a maximum sulfur level of 80 ppm. The regulations provide for a period of time to get that new low sulfur gasoline into the distribution and retail systems and that period ends March 1, 2006. After that date all gasoline retailers, including marinas, must be selling only the new low sulfur gasoline or face penalties of up to \$32,500 per day of non-compliance. Due to potential sulfur contamination once the gasoline leaves the refinery, EPA established a 95 ppm gasoline sulfur specification for retail sales (slightly higher than the "refinery gate" specification).

Some marinas will likely already have the new lower sulfur fuel especially if you are in an area of the country that didn't shut down for the winter season and have "turned" your inventory in the last 30 days. Others may have the new gasoline already because some suppliers met the new lower sulfur standard well before the deadline and were distributing the reformulated gasoline as early as last fall.

However, some marinas purchased their last load of gasoline late last summer or in the fall and haven't experienced substantial sales since then. In this case you should:

- Contact your supplier and ask them to verify the sulfur content of the gasoline in your last load (remember the new standard is 95 ppm);
- If your supplier can't verify the sulfur content you can have the gasoline tested to determine the amount of sulfur;
- If you determine that you don't have the new gasoline and won't sell your supply by March 1 you should ask your supplier to replace your inventory with the new lower sulfur gasoline for resale. Understand that the supplier will have to turn this gas immediately because it's illegal for anyone to retail the higher sulfur gasoline after March 1, 2006.

"Fuel" continued on Page 3...



Jim Frye, CMM
AMI President

FROM THE PRESIDENT...

Welcome to the February edition of the *AMI Advocate* and greetings from Washington, D.C.

The new year is off to a busy start and by all appearances 2006 will be a productive year for the Association and the marina industry. We have just returned from Orlando, FL and a very successful presentation of the 2006 International Marina and Boatyard Conference. The initial feedback on the program is very positive and those that participated agree that it was a terrific value. If we didn't see you this year in Orlando please do plan to join us in Tampa, FL on January 28 – 31, 2007. The conference is reviewed more completely starting on the front page of the newsletter but from every indication it was a great way to get the New Year off on the right foot.

The coming year will continue to be a growth year for the Association. We'll be renewing memberships beginning in March with a renewal date of April 1. With the merger and the confusion caused by the transition in 2005 many of you may have paid your dues later in the calendar year and might be surprised with the renewal notice in March/April. The Association "dues year" runs from April 1 – March 31 and we're hopeful to get everyone transitioned to this schedule so please be patient with us and respond as quickly as possible to your dues invoice. Member dues are the foundation of Association resources and we need that base to continue to deliver the communications products and services that you have grown accustomed to you.

Look for more educational programming in the coming year and some additional member benefits as well. We're expanding our information resources and you'll have access to information that's important to your business on the Association web page. At the January 29 meeting the AMI Board of Directors created a new task force to research and brainstorm a Certification program for marinas. The timing seems right for this initiative as a number of federal agencies are expressing interest in creating their own standards or certification and we as an industry should step up and craft a program that we know to be rational and achievable. There are many successful examples of industry "self-certification" and we certainly have the expertise to develop a certification program that can be used as a competitive advantage when attracting a discerning boater.

Also be sure to check out the new Professional Marina Resources Guide available to the industry. It includes over 88 AMI member companies in over 30 categories of products and services available to the marina operator/owner. It is available now online at www.MarinaAssociation.org.

Please join me in welcoming new AMI Board members Tom Cox, CMM, Constitution Marina; Bill Munger, CMM, Coanicut Marina; Marshall Nowlin, CMM, Bay Port Marina; Steve Ryder, Bellingham Marine and Bill Yeargin, Rybovich. Many of these folks are returning to the Board after their initial one-year term and a few are new to the Board.

Additionally, I'll ask you to join me in thanking Mildred Walker of Lynn Creek Marina, Grand Prairie, TX for her tireless service to the Association. Mildred has served on the Board since the very early days at MOAA and has been active in keeping the Association on the front of the minds of marina operators in Texas and beyond. Her contributions to the Board and to the Association are numerous and significant. We have appreciated her presence on the Board to a great degree. Thank you Mildred!

We look forward to the new year and, as always, welcome your suggestions and feedback as AMI members.

"Fuel" continued from Page 1...

A special task force at AMI has been working with Washington D.C counsel to ask EPA for "enforcement discretion" in imposing the March 1, 2006 compliance deadline on marinas. We have argued that the seasonal nature of our industry and lower volume of gasoline sales in general should be a consideration in imposing this timing on marina fuel retailers. So far we have not been successful in attaining the regulatory discretion that we're seeking and so AMI members must make every effort to bring their gasoline retail sales into compliance and sell only the lower sulfur gasoline after March 1, 2006.

Look for more information from the Association in the next few days but in the meanwhile contact your supplier to bring your facility into compliance.

MEMBER BENEFIT

In case you missed us at the conference...don't miss these savings:

Take full advantage of your AMI membership by using the APPI Savings Solutions Program, a member benefit of AMI. APPI is an independent utility consulting firm, chosen by AMI to assist member companies with the reduction of utility expenses including energy (electricity and natural gas), water/sewer, waste removal/recycling, freight services, and telecommunications.

APPI's expertise is in utility analysis, tariff auditing, and energy deregulation. The staff is comprised of engineers, tariff and regulatory specialists, legal professionals, and account management consultants. APPI provides clients with solutions customized to fit specific business needs. You have no obligation—implement APPI's recommendations only if you determine they are in the best interest of your business.

Get the savings you deserve by contacting APPI today at 800-520-6685 or info@appinergy.com.



Welcome Aboard!

**Clemson Marina
Seneca, SC**

**Embarcadero Cove Ent., LLC
Oakland, CA**

**Island View Marina
Kankakee, IL**

**JJR, LLC.
Madison, WI**

**Largo International Marine
Largo, FL**

**Marina & Dock Equipment, Inc.
West Palm Beach, FL**

**Puerto del Ray
Fajardo, Puerto Rico**

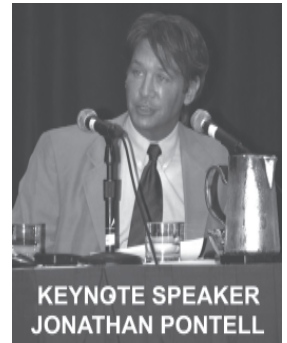
**Pump Out USA
De Funiak Springs, FL**

**Sanctuary Bay Marina
Plantation, FL**

**Silver Bay Marina
Silver Bay, MN**

Recapping the 2006 International Marina and Boatyard Conference: If you missed it, you've fallen behind the competition!

The conference Keynote speaker Jonathan Pontell, was only part way through his presentation when participants were singing his praises “This guy is describing me perfectly; it’s a little scary how ‘dead on’ he is, the rest of the program is a bonus for me, this was worth the price of admission” said Scott Burt of Bay Point Marina. Pontell captivated the early morning audience with his description of a “forgotten generation” he calls “Generation Jones” that falls between the “Baby Boomers” and “Generation X.” “Jonesers” – so named for their defining characteristic of a longing or craving left unfulfilled are those adults age 39 – 50. This age group made up a little more than half of conference participants and according to Pontell represent about 26% of all American adults and 40- 50 % of the boating industry’s customer base. Pontell shared insights with participants about what resonates with folks in this age group and how to tailor marketing and advertising efforts to appeal to the “Joneser’s” sense of entitlement and “now or never” attitude to purchasing decisions.



Pontell was followed immediately by NMMA’s Carl Blackwell who presented the boating industry’s own emerging marketing and advertising campaign the Grow Boating Initiative. Conference participants got an update on the numerous components of the initiative and a preview of the new advertising campaign that will be rolled out in February at the Miami Boat Show. The campaign was well received by those in attendance and many saw for the first time the breath and scope of the Grow Boating programming that includes, research, certification of dealers and products and a sound marketing strategy to create interest in boating among new comers as well as to keep existing customers in boating. From human resources to project management, marina valuation to challenges in retrofitting or expanding, the content of the conference was very well received by participants.

Other highlights of the program included a preview of the Marina Economic Impact Survey results presented by Dr. Ed Mahoney of Michigan State University and a review of the marine industry accomplishments in aquatic stewardship presented by NMMA Vice President of Government Relations, Monita Fontaine, Esq.

On the second day of seminars topics included an update of the water access issue; an operators guide to wireless access; managing outside contractors and commercial tenants; exploring the digital age of marina and boatyard software; successful marina financing and risk management, lessons learned from hurricane preparation and recovery.

The exhibit floor was the most complete that we’ve ever seen at our annual conference. A little over 160 exhibitors staffed 88 exhibit booths and hosted a number of terrific receptions right on the exhibit floor. “Although we’d always like to see attendance higher at these events as we hope to meet as many new people as possible, the quality of participants was very high and we did a lot of business at this year’s conference,” said Gene Spinazola distributor of the Marina Fast Attack, a mobile mini fire apparatus designed to combat marina fires.



IMBC SPEAKER BILL YEARGIN

The conference was capped off on that final day with a great breakfast presentation on ethics and integrity delivered by Bill Yeargin of Rybovich. Bill is an accomplished speaker and presenter along with a frequent contributor to the IMI educational programs. About 100 participants joined us on a field trip to area marinas including Cape Marina, Sunrise Marina and Harbor Town Marina. Our field trip hosts did a wonderful job sharing their marina experience with attendees and we enjoyed both an informative and pleasant day on the water’s edge.

In summary, thank you to all of you that attended and participated in this year’s conference; we’re confident that you got a lot from the experience and if you’re among the handful of folks that didn’t make it to Orlando this year, we hope to see you in Tampa, FL in 2007!



INDUSTRY NEWS

\$50 Million to be Spent on Area Boating-Improvement Projects

By Margie Yansura, adapted from the MIAPBC

Allen Tapped as Next USCG Commandant

The White House announced today that Coast Guard Chief of Staff Vice Adm. Thad Allen will serve as the service's next commandant.



Allen, who replaced FEMA Director Michael Brown in September as the federal point man during Hurricane Katrina relief efforts, has become the face of the Coast Guard for many, appearing on media outlets and leading the coordination and response.

President Bush announced his intention to nominate Allen to the post through a press release Thursday. The nomination must be approved by the Senate.

Allen previously served as commander of Atlantic Area and the Fifth Coast Guard District. He also commanded the service's busy Seventh District, based in Miami, Fla.

That Allen was named to the top post will likely not come as a surprise to many within the service. He is widely admired for his straightforward leadership style and candidness. Viewed as a forerunner during the last selection process for commandant four years ago, he moved to the position of chief of staff when then-Vice Commandant Adm. Thomas Collins received the nod.

Allen is a second generation Coast Guardsman; his father was a master chief. He graduated in 1971 from the Coast Guard Academy in New London, Conn., has served on three cutters and commanded the medium-endurance cutter Citrus. He also served as captain of the port and commander of Group Long Island Sound and Group Atlantic City.

Following the Sept. 11, 2001 terrorist attacks, Allen commanded the service's East Coast response. Later, in 2003, he oversaw the service's transition in 2003 from the Transportation Department to the Homeland Security Department.

Thanks to the man boater-voters in Palm Beach County who helped the Marina Industries Association of Palm Beach County pass the water access bond issue last year, the Palm Beach County Commission has \$50 million to spend on boating-improvement projects. The Commissioners have voted to spend the funds in the following way:

- \$15 million for the development rights at Sailfish Marina to keep the restaurant, store, boardwalk, 19 boat slips and two fuel docks open to the public;
- \$14 million to keep 40 boat slips, boat storage and the 9-acre boat yard open to the public at the Pam Beach Yacht Center in Hypoluxo;
- \$2 million to help the Boynton Beach Community Redevelopment Agency buy two waterfront properties, The Sea Mist Marina and Two Georges Marina, as part of its waterfront redevelopment project. The marinas will remain open to the public and the city will provide 70 public parking spaces, an adjacent parking garage and a free trolley system to off site parking;
- \$3 million to assist in the rebuilding of marinas in Belle Glade, Pahokee and South Bay which were heavily damaged in hurricanes during the past two years;
- \$2 million to buy about 1.5 acres of land near Dubois Park to expand the former marina on the Jupiter Inlet;
- \$5 million for the expansion of the Riviera Beach municipal marina, pending a formal agreement with the City of Riviera Beach regarding its redevelopment plans;
- Part of the bond money has already been allocated to provide additional public waterway access in a number of public parks throughout the country.

"The Marine Industries Association of Palm Beach County applauds the Palm Beach County Commissioners, especially Warren Newell, who supported this effort, as well as the boating public which helped pass the bond issue by a 60 percent majority," said MIAPBC Board President Lou Daniello, Jr. "With development pressures continuing along the waterfront, the need to preserve both working waterfront and public access to the waterfront grows more critical everyday.

"Industry News" continued from Page 5...

Marina Hurricane Damage Grant Program

The 2004 Florida Legislature approved \$5,000,000 in grant funding to marinas that provide public access to waterways to assist with recovery from damages caused by the hurricanes, Charley, Frances, Ivan, and Jeanne.

The Marine Industry Associations of Florida worked tirelessly during that legislative session to provide accurate information about the extent of the damage the marine industry had sustained and the documentation of the devastating economic loss Florida would face should the marine businesses not recover in a timely matter. To correctly compile the report on damage estimates the industry relied on all the damaged marinas to actively participate. The reward for this diligent work resulted in the grant.

Eligible program participants included publicly and privately owned marinas that provide public access to Florida's waterways and suffered documented damages during the 2004 hurricane season. Marinas must have been located in a county designated a disaster area by an Emergency Executive Order.

Program funds may be used to cover uninsured losses including the following:

- Costs to repair or rebuild marina facilities
- Costs to repair or replace damaged equipment
- Reimbursement for insurance deductibles
- Costs for debris removal

The responsibility of grant administration fell to the section of Boating and Waterways within the FWC. Major Jim Brown and Patricia Harrell deserve special recognition for conscientiously monitoring the administration. This resulted in a surprising low administrative cost, consequentially the maximum amount of funds getting to the intended recipients.

A stunning 54 qualified grant applications were received representing almost \$12,000,000 in uninsured hurricane losses to public access marine facilities. The entire available grant funds of \$4,900,000 were awarded leaving \$3,300,000 in qualified grant requests uncovered.

MIAF is lobbying the 2005 Florida Legislature to fund a similar grant for those marinas damaged during the 2005 hurricane season. It is absolutely necessary that the industry provide accurate damage estimates. **Please report the total amount of 2005 hurricane damage to your facility and the amount of uninsured losses to MIAF@att.net .**

"Industry News" continued on next page...

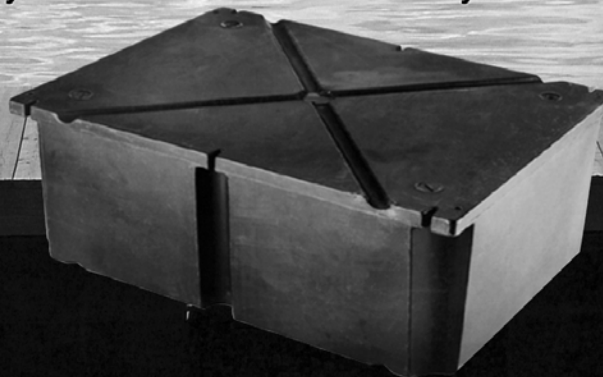
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"Industry News" continued from page 6...

Renovation Turns IA Marina Into Recreational Destination

Until recently, Saylorville Lake Marina attracted few visitors. That all changed when new owners, Dan and Tammy Stanbrough, took over the Polk City, Iowa facility, 20 miles north of Des Moines. An expansion project completed by Atlantic-Meeco has turned the once underdeveloped marina into a bustling attraction.

Guests to Saylorville can take advantage of pontoon and paddle boat rentals, as well as bicycle rentals. The location also features an outdoor playground and women's fitness classes for off-water activities. Both a banquet hall and picnic area are on-site for large gatherings. Its 60-seat restaurant is the Des Moines area's only on-the-water restaurant. The Harbor Grille features a new 50' bar on the water and food delivery to boats.

Numerous services are available throughout the year at the marina. During the season, slip holders have access to a boat and trailer valet, a service center and fueling facilities. Boaters can also have their craft winterized, stored and maintained in the off-season. On-site showers, restrooms and coin-operated laundry are also available.

The rejuvenated marina includes 30 covered slips and 290 open slips for slip holders, 5 double-size transient slips and a 9' x 600' wave attenuator. Because Saylorville Lake's primary purpose is flood control of the Des Moines River, winch and cable anchorage helps to accommodate the waters, which can fluctuate from 40' to 45'. There is also a 30' x 50' patio area and a 14' x 30' covered Dept. of Natural Resources dock. The Meeco System, with exposed aggregate concrete decking, provides a strong and attractive structure.

Future plans to enhance Saylorville include improving the service area and installing additional slips. There is an unprecedented waiting list for slips of over 100 boaters.



Contact Atlantic-Meeco
Phone: 918-423-6833;
Fax: 918-423-3215. Email:
sales@atlantic-meeco.com; www.atlantic-meeco.com.

Bilge Filter System Provides Total Pollution Protection

Even sheen resulting from one drop of oil can cause big problems for boaters, marinas and the environment. Any bilge discharge of oily waste is illegal and can result in a \$5,000 fine

for a boater. To avoid harmful discharges, clean marine programs recommend that boaters install a bilge water filter. The BilgeKleen System from Centek Industries removes pollutants from bilge discharge, as well as from the bilge sump area. The system includes a hydrocarbon removal matrix cartridge, filter housing and SmartPad.

The BilgeKleen filter unit uses patented MYCELX technology to remove 100% of all hydrocarbons without restricting bilge pump flow rate. The filter housing easily installs on a bilge pump's discharge line. The system's SmartPad is placed in the bilge's sump area. It helps capture oil and fuel contaminants where they form.



Contact Centek Industries,
Phone: 800-950-7653;
Fax: 229-228-1270

Email: info@centekindustries.com; www.centekindustries.com.

ATM Part of Annaly Bay Resort Development Team



Applied Technology & Management, Inc. (ATM), is part of the development team for a 1,327-acre, \$500 million resort and residential community at Annaly Bay in St.

Croix, U.S. Virgin Islands, to be developed by the Throgmartin Company. ATM is providing stormwater resources, potable and wastewater design and infrastructure, coastal engineering (beach design and shoreline management), and coastal zone management (CZM) permitting expertise.

"We envision Annaly Bay to be a world-class master-planned resort community designed in communion with nature and respectful of the cultural and historical fabric of St. Croix," said Adam Holwerda, director of international development for Throgmartin.

Peter Seidle, a coastal engineer and project manager with ATM, said his team "will utilize and enhance the island's natural features to control stormwater and provide sandy beaches."

ATM was chosen due to its extensive experience with environmental, ecological, and coastal projects throughout the southeastern United States, the Caribbean, and U.S. Virgin Islands. It is teaming with EDSA, a planning and landscape architecture firm, and Panamerican Consultants, archeological specialists.

Judy Florida Heads Up OK Marina Assn.

Dallas, Texas. Judy Florida, General Manager of Marinas International's Harbors View Marina located in Afton,

"Industry News" continued on next page...

Registration for the 2006 American Boating Congress Now Open

The ABC is the boating industry's premier political and legislative event that brings recreational boating leaders and government officials together during a two-day conference in Washington, DC to formulate public policy and advocate on issues that impact the industry. The 2006 ABC will be held from April 30 – May 2 at the L'Enfant Plaza Hotel in Washington, DC. Topics that will be covered during the 2006 ABC include:

- Water Access.
- State issues that impact recreational boating.
- The Recreational Marine Employment Act.
- Magnuson-Stevens Fisheries Act Reauthorization.
- Boating Safety and Security.
- Endangered Species Act initiatives.

The Legislative Appreciation Award and Advocate of the Year Award will also be presented at this year's ABC. Boat manufacturers, engine manufacturers, marina operators and owners, marine accessory manufacturers, industry service providers and state and local marine trade associations would all be benefited by the informative educational seminars and Capitol Hill and government advocacy opportunities that NMMA has planned this year. Attendees who register before March 10 will receive a \$50 discount on their registration fee. Sponsorship opportunities are also still available.

For more information and to register, please click here to access the ABC website, or contact Matthew Long (mlong@nmma.org; 202-737-9759)



"Industry News" continued from page 7...

Oklahoma, is the newly elected President of the Oklahoma Marina Association.

Judy relocated to Oklahoma in 1981 from California. Twenty-five years later, Judy is General Manager of one of Grand Lake's most successful marina operations, Harbors View Marina located on Duck Creek. Judy's skills as a detail oriented person along with being a great negotiator are skills that led members of an organization of which she had been a member for less than a year to select her as their new leader.

Of the 122 marinas in the state of Oklahoma, approximately 65 percent of them are members of the Oklahoma Marina Association. Judy's first goal is to increase membership.

"Like a lot of businesses, government regulations and unexpected government mandates are our biggest problem," she said. "The power is in numbers, so our first goal is to increase our numbers.

"I would like to get the marina industry organized enough and strong enough to play offense instead of defense. I'd like to see us recommending good policy ideas instead of just fighting to defeat bad policy ideas," says Florida.

A Controversial fueling systems requirement proposed by the Oklahoma Corporation Commission a couple of years ago is what enabled the association to grow so quickly.

CMM UPDATE

The CMM program is continuing to expand and lately we have awarded several CMM's to include: Will Williams – CMM #174, Alan Sorum – CMM #173, Wil Williams – CMM #174, Neil Salter CMM #175, Gareth Stephens – CMM #176, Rob Vrancken – CMM #177 and Mike Harvey – CMM #178. During the International Marina and Boatyard Conference Rob Vrancken- CMM #177 and Karen Seaman – CMM #161 were presented with their certificates and pins.

Achieving the International Marina Institute Certified Marina Manager (CMM) designation is the assurance that your future can be both financially and professionally rewarding. It is a major step toward international recognition as a marina manager who has distinguished himself or herself as an outstanding professional.

The industry is now demanding so much from the people who own, operate and manage these boating facilities. It demands the leadership of top professionals, who have proven that they can get the job done by demonstrating creative, effective human resources and property management skills. It demands professionals who have displayed sound judgment and practical knowledge—including knowing where to get the answers in today's complex business environment. These professionals, who continually work to keep up with the changes, improve their knowledge, and share their experience with others, are recognized and honored through the CMM Program.

For more information on the program please contact Patrece Levermore at 202-737-9775 or by email plevermore@MarinaAssociation.org.

JOB MARKET

PORT OF OLYMPIA - OLYMPIA, WA HARBOR OPERATIONS ASSISTANT

Salary: \$28,319-\$42,481/year doe (full benefits)
Closing Date: March 10, 2006 5:00 p.m.

The Harbor Operations Assistant is responsible for the day-to-day operation, maintenance, repairs and coordination of boating related facilities, activities and equipment at the Swantown Marina and Boatworks facilities.

Application Process:

Send cover letter, resume and references by March 10, 2006 5:00 p.m. to:

Cheryl Maynard, Marina Supervisor
Port of Olympia
1022 Marine Drive NE
Olympia, WA 98501
E-mail: cherylm@portolympia.com
Fax: 360/528-8094
Phone: 360/528-8049

TOWN OF LAKE PARK - LAKE PARK, FL LAKE PARK HARBOR MARINA MANAGER

The Town of Lake Park is seeking a qualified individual to fill the position of F/T marina manager. Under the administrative direction of the Town manager, responsible for planning, directing and coordinating all marina-related operations and activities.

Salary: \$47,000 to \$65,000 DOQ. Excellent benefits. Deadline: Open until filled. Applications may be obtained from and must be submitted to the office of the Personnel Director, Lake Park Town Hall, 535 Park Avenue, Lake Park, Florida. Applications can also be downloaded in PDF format at the Town's web site at www.lakeparkflorida.gov from the Employment Opportunities page. Applications will not be accepted by fax or by email. EOE

More job opportunities can be
found online at:
www.MarinaAssociation.org!

AROUND THE WORLD

Soldiers Point Marina Gets Upgrade

By IBI Magazine

Soldiers Point Marina in Port Stephens, Australia, has been updated to increase its capacity to 100 berths and accommodate craft from 7m-43m (23ft-140ft).

Bellingham Marine handled the marina design and construction, installing Unifloat and Pacific systems with ducted servicing.

All berths have full-service amenities, including 150-amp, 3-phase power; water; telecommunications; TV; Foxtel and wireless internet. The marina also offers a 24-hour, self-serve fuel wharf and a free pump-out facility.

Servicing facilities are also available in site, including mechanical repairs and shipwright services. Marine electricians and skilled mechanics are available on call.

The marina is home to Riviera Sales Port Stephens, which sells the comprehensive Riviera flybridge and sports cruisers as well as US imports, including Four Winns.

HydroHoist Opens New Australian Facility

By IBI Magazine

Hydrohoist Boat Lifts has announced its expansion into the Australian market with the opening of its new manufacturing and distribution base in Acacia Ridge, Brisbane.

The Oklahoma, US-based company has been manufacturing and distributing boat lifts for more than 40 years, building the world's first floating boat lift in 1964.

HydroHoist's facility in Brisbane will manufacture and distribute its newest addition to the product range 'The Blue Series', which was designed and developed specifically for the Australian market.

Selling more than 3,000 units annually, the company also offers dry storage devices for all types of boats in almost any type of mooring situation. HydroHoist manufactures floating Boat Lifts for crafts up to 15,000Kg and a range of drive on/drive off storage platforms for PWC's and small craft up to 2200Kg.

"Around the World" continued from Page 9...

India Forms New Trade Association

By IBI Magazine

A new trade association designed to promote the leisure boating industry in India has been formed in Mumbai. The Indian Marine Federation (IMF), which was officially established in December last year, will represent the concerns of its members before the government on policies and regulatory issues relating to tariffs, environmental, health and safety laws.

The IMF will also disseminate information, provide training and advise its members while promoting the leisure boating industry through events and allied activities.

"The main object of the IMF is to promote, encourage and protect the interests of all members who shall consist of individuals, firms and companies engaged in the marine industry, ship and boatbuilding industry or any trade associated with or allied to that industry," says Shakeel Kudrolli, a member of the IMF Executive Committee.

The IMF has a similar structure to that of the British Marine Federation (BMF), with whom it has received guidance and assistance prior to its formation. According to Kudrolli, the IMF intends to apply for full ICOMIA membership in due course.

Dr Shrink Heads to Canada

By IBI Magazine


Dr Shrink's Rebag recycling programme has recently become available in Canada, according to a company statement. The shrinkwrap recycling programme, which has been in use in the US for eight years, is designed to eliminate landfill charges while keeping shrinkwrap from being littered around marinas. Boat dealers and marinas fill up bags with discarded shrinkwrap and send it to Dr Shrink's centralised recycling facility in Michigan.

Rebag recycling kit consists of a 30" wide x 50" tall clear poly bag with cover removal instructions printed on it, a bag closure device and instructions on how to ship the full bags. Each Rebag holds approximately 600sq ft of shrinkwrap. Boats over 7.9m (26ft) require two bags.

The Rebag kit will be available to Canadian marinas and boaters through Land 'N' Sea Distributing and Dr Shrink. The country is divided into three zones comprised of different provinces. Each zone has its own pricing.

The Right Brand for Your Marina

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For complete information, please contact ValvTect Petroleum Products
1-800-728-8258 or www.valvtect.com

New Marina Breaks Ground in Costa Rica

After 5+ years in the planning and permitting stages, Marina Pez Vela has broken ground on its marina project. Containing 39 acres of land and water area, the marina will house the only full service capability on the west coast of Central America. The facility will have a 150 ton Travel Lift and up to 250,000 square feet of retail and commercial space, as well as, world class amenities available dockside.

The marina intends to service the existing local charter boat fleet and house private sportfishing boats and yachts in a world class marine setting. Sportfishing in this area is some of the best in the world and the tranquil waters provide for a year round fishing experience of extraordinary fun and excitement.

"The project will open up 1000's of miles of new fishing grounds in one of the most potent fisheries in the world. Having a safe and capable marina to work out of, will give the sportfishing community confidence to fish off the coast of Costa Rica and Panama, knowing they can rely on Marina Pez Vela to support their every need." Said John Kane, a partner in the project.

Marina Pez Vela intends to open in late 2007. Slip reservations are available now.



NMD Awards Presented at 2006 IMBC!

Saturday, August 13, marinas across the country joined together to observe the fourth annual National Marina Day (NMD), which was produced by the Association of Marina Industries (AMI). While 2005 was a great year for the National Marina Day program, we anticipate 2006 to be even better due to the celebration of our 5th year.

Marinas celebrated this year in a number of ways including tours of the facility for local elected. AMI is thankful for the continued support from the sponsors, national and state associations, the NMD committee members and to the 2005 NMD Co-Chairs Dwight Jones and Dale Thomas. We are especially grateful to all of the marinas that have spent time, energy and resources to join the cause in celebration of marinas.

The 2005 NMD Winners were announced at the 2006 International Marina & Boatyard conference and presented with plaques. And the winner for:

Best Local Political Advocacy was presented to:

TED MAUPIN
NAPLES MARINA

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Thanks again to everyone who helped to make National Marina Day 2005 a success! In 2006, we look forward to continuing an industry tradition by celebrating the fifth annual National Marina Day August 12, 2006.

If you have any questions or suggestions about National Marina Day, please contact AMI Manager of Administration and Event Planning- Patrece Levermore at 202/737-9775, plevermore@marinaassociation.org.



FEBRUARY MARINA NEWS CAPSULES

Edited by Ron Stone

FLORIDA

Clearwater: City weighs property tax deferrals for marinas as a way to preserve public water access.

The Clearwater City Council is considering whether to grant tax breaks on property assessments for commercial marinas. The authority for Florida municipalities to defer payment of property taxes by commercial marinas comes from 2005 state legislation aimed at encouraging marina owners to stay in business rather than sell out to residential developers eager to offer top dollar for the land. The way it works is, if a marina opted for tax deferral, city property taxes would be held in abeyance each year up to \$1.7 million or 85 percent of the assessed value of the property. It would not affect other property taxes, however; the marina owner would still have to pay taxes levied by the county, school board, water management district, etc. Some local waterfront businesses are skeptical whether it is worth it. The deferred taxes and accrued interest would constitute a lien against the property, devaluing the land should the owner decide to sell it. Source: sptimes.com, January 28, 2006

South Florida: Higher-priced insurance dogs marinas and boat owners after two years of record hurricanes.

The high cost of marina insurance following monumental damage from record-breaking hurricanes in 2004 and 2005 are pressuring businesses to raise prices for facilities and services, sell slips as condos or sell out altogether. Where insurance companies are unwilling to cover the risk, marina owners have to face up to whether they want to run the risk of going without it. At the same time, marine insurers are forcing boat owners to take more precautions to protect their property if they want their losses covered, and they are adding, or increasing, deductibles for hurricane losses. With another active storm seasons forecast for 2006, boat insurance rates are on the rise. How much depends on the value and size of the vessel and the experience of the boater.

Under Florida law, marinas have a dilemma in trying to reduce dock damage caused by boats that break loose from their moorings during a storm. They do not have the option of simply

"News Capsules" continued from page 11...

ordering boats out of the marina as a safety precaution; state law prohibits marinas from being evacuated once a hurricane watch is issued. While boat owners may be held responsible for dock damage if they are found to have been negligent, such as by not properly securing their boat before the storm, without solid evidence it is difficult to prove how much dock damage a particular boat caused when several boats were involved. Source: *The Business Journal*, January 13, 2006; *Palm Beach Post.com*, January 9, 2006

GEORGIA

St. Marys: Marina projects endangered by lawsuit over whales.

Conservationists concerned about the potential in increased boat traffic for run-ins with the northern right whale, an endangered species, have gone to court to stop the Cumberland Harbour project developer from building two new marinas that would house up to 800 boats. An administrative law judge is expected to rule in coming months on whether the developer's permit may stand or if it must be reconsidered by the state. Last year, just days after Georgia officials approved the project's construction, there was an incident in which a yacht collided with a whale possibly causing a fatal injury. Although the odds of this happening again in ocean waters are miniscule, the developer is taking the precaution of publishing and distributing information packets for boaters on avoiding whales. Its slip renters will be required to sign a contract saying they have read the literature. In addition, reduced-speed zones will be enforced close to shore to help avoid collisions with manatees, and federal laws requiring boaters to stay 500 yards from visible right whales also will be enforced. Boaters violating these rules three times will be barred from the marinas. Source: *MSNBC.com*, January 18, 2006

ILLINOIS

Clinton: County finds owning a marina profitable.

A few years ago, when DeWitt County accepted ownership of the 189-slip marina at Clinton Lake as a donation by AmerGen Energy Co., a private utility, some local taxpayers fretted that the county could lose money running it. In fact, the marina had been closed for several months after 9/11 on account of apprehension over terrorist attacks on the Clinton nuclear plant, which the utility company owns. However, after major renovations and skillful management by the county's hired manager, the marina has become a **12**

popular, solvent operation. To date, the county has collected about \$228,000 in profit, and the marina has a waiting list for slips. The county received a \$400,000 grant from AmerGen for repairs to the facility, of which \$59,000 for upgrades is still unexpended. Further, a state grant application is pending for upgrades to the marina, including parking lot repairs. Source: *pantagraph.com*, January 20, 2006

MICHIGAN

South Haven: City marinas may be privatized.

The city of South Haven is soliciting bids by professional marina managers interested in negotiating a management contract for the city's four marinas and boat launching facilities. They have a combined capacity of 200 boat slips. The idea to contract out for management follows the recent retirement of the city's marina manager.

The Mackinac Center for Public Policy has written briefly on the subject of privatization of local government-owned marinas, docks and boat launching ramps in its studies "Recommendations to Strengthen Civil Society and Balance Michigan's State Budget," and "Economics...The Fall and Rise of a Michigan City." Both are available online at www.mackinac.org/5046 and www.mackinac.org/252, respectively. Source: Michigan Privatization Report, Winter 2006, a publication of the Mackinac Center for Public Policy

MINNESOTA

Two Harbors: Safe harbor/marina project in need of additional funding.

The state Department of Natural Resources project to build a 150-to-160-slip public marina on Lake Superior at Two Harbors is having problems getting full funding. No provision was made for the state's \$3 million share of costs in a 2006 bonding bill. Also, federal re-authorization is needed in order to allow the U.S. Army Corps of Engineers to access \$3.5 million previously earmarked for the project. If funding does not materialize soon, the project may have to be scaled back from marina status to a safe harbor. It would take around \$6 million to complete a safe harbor project versus \$9 million for a marina. To date, the Corps has spent \$625,000 on engineering and design for the harbor basin and breakwalls and renovation of an existing coal dock at the site. The DNR has plans to add a launch ramp and floating dock at the boat launch area. Source: twoharborsmn.com, February 2, 2006

"News Capsules" continued on page 13...

RHODE ISLAND

Portsmouth: 1,500-slip marina proposed.

Plans have been written for a 1,500-slip marina with accommodations for megayachts on the west side of Aquidneck Island. They are part of the O'Neill Properties Group's Melville Marina Village, a water's-edge boating/residential development that would include restaurants, marine-related workshops, facilities for sports fishing and competitive sailing, and public walkways and open space. If it is built, the proposed marina complex would be the largest in Rhode Island, and among the largest in New England. It would make the Melville area one of the most important concentrations of recreational boat building, boat technology and high-end boat services in the nation. This project has been a long time coming; the first permits were issued about 10 years ago, and were renewed two years ago. Though all necessary state approvals are in place, it still needs approval by local governments. The Portsmouth Town Council is hopeful the marina will become a reality within the next 10 years. Source: *Soundings Trade Only*, January 2006

Portsmouth: Private marina approved for residential development.

After years of negotiation, and compromise with environmental groups, a scaled-back 41-slip private marina for residents of Carnegie Harbor Village's luxury homes has been approved. The state Coastal Resources Management Council has granted a construction and dredging permit allowing the O'Neill Properties Group to proceed with the \$7 million project on Narragansett Bay in Portsmouth. To mollify area residents who feared loss of public access, development plans include a fishing pier, open 24 hours a day, two 6-foot wide shoreline paths on either side of the marina, and a public boat launch and parking lot. Source: *newportdailynews.com*, January 19, 2006

Providence: Regulations governing marina expansion to be tightened.

The state Coastal Resources Management Council will likely vote for tougher regulations on permitting the expansion of marinas. This is an outgrowth of the controversy over the state's granting a permit to expand Champlin Marina on

"News Capsules" continued on page 15...

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Block Island, which created an issue of infringement on public trust areas. The new regulations being contemplated will require marinas wishing to expand to first demonstrate that they have made the most efficient use of their current space. Other major changes will be the establishment of a minimum-density requirement of 30 vessels per acre, and the encouragement of dry stacking of boats. Any marina or dock expansion will require analysis proving that the use is the most efficient and protective of the environment. Analysis must also include details such as navigational, aesthetic and environmental impacts, the disruption to public use of the land, and the extent that the public would benefit or suffer from the marina expansion. Source: *blockislandtimes.com*, January 28, 2006

INTERNATIONAL

Australia: Multi-million dollar marina development approved.

The government for the state of South Australia has approved a \$34-million (AU \$s) marina development at Cape Jaffa. The development will include the marina, apartments, motel and cabin accommodations. Construction will create more than 200 jobs. Source: *theaustralian.news.com*, January 17, 2006

d'Albora Marina at Nelson Bay, winner of the 2005 Australian Marina of the Year Award, is going to be expanded for the sake of bigger boats. Currently, it has 167 floating berths accommodating vessels up to 100 feet. Recent permitting paves the way for installation of 32 additional berths. Averaging 55 feet in length, the new berths are capable of taking vessels up to 115 feet. Construction is expected to be under way this spring. Source: *d'Albora Marinas Dock Lines*, January 2006

Caribbean: St. Vincent site selected for marina development.

A company specializing in upscale real estate development in Europe, the Caribbean and select areas of North America recently announced that it has settled upon the island of St. Vincent as the



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location for a new marina. Marinas International, Inc. (OTC: MSNI) plans to build a 25-berth megayacht marina in conjunction with luxury condos or villas. Construction is expected to take one year and cost \$10 million. Source: *marketwire.com*, January 27, 2006

France/UK: Cross-Channel Marinas Partnership formed.

To promote sailing between English Channel ports in France and the UK, make one another's marinas more appealing to boating tourists, and help improve marina standards, five French and three British marinas have agreed to work together over the next three years. This partnership, named Transmarche, consists of the French ports of Boulogne-sur-mer, Calais, Dunkerque, Etaples-sur-mer and Gravelines and the British ports of Dover, Eastbourne and Ramsgate. Transmarche aims to increase cross-Channel recreational boat traffic by 5%, and have marina managers on both sides of the Channel learn from one another by an increased number of informational exchanges about such common problems as dredging and environmental restrictions. Source: *Practical Boat Owner*, January 10, 2006

Scotland: Marina development takes shape.

Plans recently unveiled for the first time of harbour redevelopment at South Queensferry in the city of Edinburgh show that the number of berths at Port Edgar will be boosted from the current figure of 320 to more than 500, with all existing facilities being replaced. New shops, cafes and restaurants will be centered around a major public space at the harbour, which will also feature car parks. The 13-million British Pounds Port Edgar revitalization is expected to take shape over the next five years. Source: *Edinburgh Evening News*, January 18, 2006



CLEAN MARINA NEWS

Two MI Properties Receive NJ Clean Marina Awards

Marinas International has announced two of its premiere marina properties, The Manasquan River Club and Crystal Point Yacht Club have qualified for and been added to the NJ Department of Environmental Clean Marina Program. This makes these locations numbers ten and eleven on a list of marinas participating in this Boating Friendly program in NJ.

Marinas International's, Regional Manager, Tom DeLotto CMM, a Certified Marina Manager with the AMI states "This commitment by our properties reflects both our local and company wide proactive stance to promoting environmentally sound boating practices."

Tom has been in the boating business for over 30 years, a CMM since 1998 and has operated marinas in the US, Northeast US and NJ for Marinas International since 1999. Tom also participated in the original design of the Clean Marina Program and volunteered his marinas and expertise in evaluating the original guidelines.

Texas Continues to Lead Nation in Clean Marina Participation

The Clean Texas Marina Program recently certified a record 57 marinas that are demonstrating their commitment to keeping Texas waterways clean.

An additional 36 marinas are on the program's pledge list and are striving to meet the requirements to become certified as a Clean Texas Marina, a voluntary program that is part of a larger nationwide clean marina initiative. The Texas program is a collaborative project of the Texas Sea Grant College Program, Marina Association of Texas (MAT), Texas General Land Office (GLO), Texas Commission on Environmental Quality (TCEQ) and Texas Parks and Wildlife Department (TPWD). Also participating are the Houston-Galveston Area Council and the Brazos River Authority.

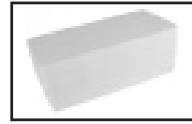
A list of participating marinas is available online at www.cleanmarinas.org.

Northern California Marinas Pass Clean Marina Certification

Two northern California marinas passed certification in the Clean Marinas California program on Friday, January 13, 2006. This

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makes 28 marinas in California and one in Mexico that have been certified "Clean Marinas". Lake Don Pedro and Moccasin Point marinas were reviewed by a team of marina managers from other marinas headed by Tim Leathers of Almar Management, Inc. Both marinas are part of Forever Resorts properties.

A complete list of certified marinas, a manual of the program and a list of organizations endorsing the program can be found on the website: www.cleanmarinascalifornia.org

D.C. Marinas Making Great Strides with The Clean Marina Partnership

Dave Gohsman of Gangplank Marina and Greg Smith of James Creek Marina report that "The Clean Marina Partnership of the District of Columbia" is making great strides as the initiative goes into it's fifth year. The partnership is comprised of three factions; first is the D.C. Health Department - Office of Environmental matters, second is the National Parks Service and the third is comprised of all of the individual marina operators in the District. The District has 13 marine facilities which will eventually be certified similarly to programs in Maryland and Virginia.

**Marina Dock Age Magazine Presents
2005 "Marina of the Year" Award to
Charleston City Marina**

**Marina
DOCK AGE**



Marina Dock Age magazine has named Charleston City Marina, Charleston, S.C., as the winner of its 2005 "Marina of the Year" award.

Jerome A. Koncel, editorial director, and Janice Gordon, publisher, *Marina Dock Age*, will present the award on Wednesday, February 1, 2006 at an industry-wide breakfast at the International Marinas and Boatyard Conference in Orlando, Fla. Robbie Freeman, Charleston City Marina's managing partner; Nick McGinty, the marina's general manager; and David Rogers, the marina's harbormaster, will accept the award.

Each year, *Marina Dock Age* honors one marina for its growth and development, sound management practices, successful marketing and promotion efforts, outstanding customer service activities, environmental stewardship, and contributions to the industry and the local community. This year's winner excelled in all these areas, Koncel said.

In describing why Charleston City Marina won this Award, Koncel praised the marina's vision and persistence in the face of some very daunting challenges. "Through astute investments, knowledge of its customers, and dedication to its vision, the marina owners have been able to transform Charleston City Marina from a facility that was extensively damaged by Hurricane Hugo in 1989 into one of the East Coast's premier mega yacht destinations and one of the busiest transient marinas.," Koncel said.

The magazine's Award committee specifically noted the marina's 2003 MegaDock investment as a prime example of the marina's capital investment program and its ability to meet customers' needs. The MegaDock is a 1,530-ft long by 20-ft. wide dock built especially for mega yacht transient boaters. It contains high speed in-slip fueling, and is the first marina outside Florida to receive Coast Guard certification for this process.

As part of knowing its customers, Charleston City Marina has worked diligently to get customer feedback and respond in a timely fashion. The primary mechanism the marina uses to measure customer satisfaction are comment cards, which is passes out to every transient guest and long-term slipholder. It has consistently received outstanding grades.

Marina Dock Age was also very impressed with Charleston City Marina's community involvement efforts. The marina donates dock space, time, and money to a variety of local charities, including the Hollings Cancer Center's Dragon Boat, the Reach Sailing Program, the Interscholastic Sailing program for high school students, and the Medical University of South Carolina's Anchors Away Program, which specializes in adaptive water sports for people with disabilities.

Located in the heart of historic downtown Charleston, Charleston City Marina employs more than 180 people. The marina has more than 19,000 sq. ft. of linear dock space spread out over 40 acres. The 350-slip facility caters to all boaters, both power and sail; annuals and transients; and vessels up to 250 feet in length.



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Understanding the Marina Business Course

Newport, RI - May 15-16, 2006

This school is presented for those outside of marina management: marina investors, brokers, appraisers, lenders, developers, career changers, or other who need a solid background in the complex and important issues facing marinas. This course is also valuable to people who are new to marina management, and don't have the experience required for IMI's other management training courses. Marina trends, risk management, environmental compliance, profit centers, legal liabilities, and engineering and designs, are among the topics covered.

MARINA FIELD TRIP

May 17, 2006

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International Yacht Restoration School

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The Marina Valuation Course is designed to meet the needs of buyers, sellers, and appraisers of marina properties. An excellent financial and appraisal education opportunity for brokers and commercial lenders, this course will teach techniques in marina valuations, marina investments considerations, and current transactions in the marina marketplace. Appraisers, buyers, sellers, and bankers will learn the peculiarities of marina facilities and their business environment. The emphasis is on value as it applies to purchase value and loan value, capitalization rates and pricing techniques.



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