

**AGENDA**  
**Advanced Marina Management**

December 5-10, 2021

Four Points by Sheraton Jacksonville Beachfront  
211 North First Street - Jacksonville - Florida

Sunday, December 5

6:00 PM

Welcome Reception and Student Introductions

Monday, December 6

7:00 AM

Breakfast in hotel restaurant on your own

8:00 AM

Daily Introduction & Housekeeping, Mark Amaral, AMI Training Coordinator

8:15 AM

Marketing Your Marina, Mark Amaral, AMI Training Coordinator

10:00 AM

Marina Law & Liability, Dennis Nixon, University of Rhode Island

12:00 PM

Lunch

1:00 PM

Marina Law (*continued*) & Contract Review, Dennis Nixon, University of Rhode Island

5:00 PM

Adjourn, Dinner on your own

Tuesday, December 7

7:00 AM

Breakfast in hotel restaurant on your own

8:00 AM

Daily Introduction & Housekeeping, Mark Amaral, AMI Training Coordinator

8:15 AM

Financial Management for Marinas, Jim Frye CMM, Westrec

10:30 AM

Marinas Best Profit Case Studies, Student Presentations, AMI Training Coordinator

12:00 PM

Lunch

1:00 PM

Marinas Best Profit Case Studies (*continued*), Student Presentations, AMI Training Coordinator

5:00 PM

Adjourn, Dinner on your own

Wednesday, December 8

7:00 AM

Breakfast in hotel restaurant on your own

8:00 AM

Daily Introduction & Housekeeping, Mark Amaral, AMI Training Coordinator

8:15 AM

Marina Design & Construction, Jim Frye, CMM, Westrec Marinas

11:00 AM

Presentation of Marina Development Case Study, Mark Amaral, AMI Training Coordinator

12:00 PM

Depart for Case Study Field Trip

5:00 pm

Return to hotel / Dinner on your own

Thursday, December 9

7:00 AM

Breakfast in hotel restaurant on your own

8:00 AM

Daily Introduction & Housekeeping, Mark Amaral, AMI Training Coordinator

8:15 AM

Student Groups Work on Marina Development Case Study

12:00 PM

Lunch

1:00 PM

Student Groups Work on Marina Development Case Study (*continued*)

3:00 PM

Case Study Presentations, Mark Amaral, AMI Training Coordinator and Case Study panel Group

5:00 PM

Review & Discussion of Case Study, Mark Amaral, AMI Training Coordinator

6:00 PM

AMI Sponsored Group Dinner

Friday, December 10

8:00 AM

Buffet Breakfast

8:15 AM

Course Evaluation Using S.W.O.T. Analysis & Online Survey, Mark Amaral, AMI Training Coordinator

10:00 AM

Student Roundtable - What Did We Miss?

12:00 PM

Lunch - Conclusion of Course