

March 2023

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Welcome to the March Issue

Join AMI for Marina Training

AMI is hosting a Clean and Resilient Marina Training in April, and June is the last opportunity to take the Intermediate Course until Fall of 2023.

AMI's new Clean and Resilient Marina program is hosting a training program in Naples, ME, from June 19 - 21. There is still space left. [Learn more here.](#)

Or begin the journey to become a Certified Marina Manager (CMM)/Certified Marina Operator (CMO)! The Intermediate Marina Management (IMM) course is AMI Training Institute's most popular course which focuses on marina operations, policies, and procedures. The next course is June 11 – 15, 2023.

[Learn more here - https://marinaassociation.org/training.](https://marinaassociation.org/training)

AMI Partners with Gallagher

AMI has endorsed Gallagher as their insurance broker partner for AMI member companies to utilize on the procurement of comprehensive marina insurance and risk management services across the US and the Caribbean.

John Chiazza, Area Vice President of Gallagher, and a former AMI board member, will lead this program. John will assist marina operators of all sizes in securing the best insurer for the asset based on the specifics of the operation including size, location, dock construction, CMM designation at the marina, strength of safety program and loss history.

"We are delighted to be working with Mr. Chiazza again. John brings decades of insurance experience and is extremely knowledgeable about marina industry after serving on our board for nine years," says Merritt Alves, AMI's membership coordinator and insurance program administrator.

Gallagher will also be offering marina operators a host of risk management services including:

- Online safety training
- Wet/Dry Property Insurance Replacement Cost Appraisals
- Vendor/Supplier/Boater certificate manage-

ment programs

- Contract reviews
- Benchmarking Services

If you have any questions about this member benefit, don't hesitate to contact Merritt Alves at MAIves@MarinaAssociation.org.

Marine Development Names President

Marine Development announced that it appointed Scott Mauldin company president. He will be responsible for directing day-to-day operations, and increasing production and sales capacity.

The company's areas of expertise include marina construction, expansions, restorations, wave attenuators and fuel docks.

"I have worked with Scott for over 25 years and have a great deal of respect for him both personally and professionally," company owner Mick Webber said in a statement. "We are very familiar with growing a company, and I am sure that our

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Industry News

existing contacts, relationships and the industry as a whole will see this as an exciting opportunity.”

Added Mauldin: “I’ve developed a close working relationship with Mick Webber over decades of serving customers in this industry and am confident that with his recent purchase of the company and relying on my experience in operations, we are poised for a new chapter of success for the MDI brand.”

Suntex Acquires Roosevelt Lake Marina

Suntex Marina Investors acquired Roosevelt Lake Marina in Roosevelt, Ariz. The 70-acre property includes wet and dry storage, on-site dining, fuel sales, boat rentals and RV pads.

“We are very excited to expand our reach into Arizona with an exceptional property with unlimited potential,” Mike Warantjes, Suntex senior vice president of operations, [said in a statement](#). “We have an opportunity to improve the boating experience through investment in covering existing slips, adding wet slips and covered dry storage, and expanding the Circle of Boating.”

The marina has 258 slips and 146 covered and non-covered dry storage spaces that can accommodate boats from 30 to 55 feet. There are also 15 tent sites and 35 RV pads with full hookups. Roosevelt Lake Marina also has a store, a restaurant and bar, ski and pontoon boat rentals, and a fuel dock.

On the Path to Balance Anchoring Rights, Is There Light Ahead?

Boat Owners Association of The United States ([BoatUS](#)) is applauding a recently passed Broward County, Florida, ordinance that, according to the recreational boating advocacy, services and safety group, could lead to a successful path ahead in

fairly balancing the needs of both local communities and responsible cruising-boat owner’s rights when it comes to anchoring.

The ordinance revolves around two small man-made lakes in Hollywood, Florida, North and South lakes, each connected to the Intracoastal Waterway. Locals have long shared the waters – North Lake was designated an idle-only area, drawing sailors and paddlers, while South Lake was used for powered-vessel water activities. For years, responsible long-distance cruisers were welcome in both anchorages.

A dramatic increase in abandoned derelict vessels (ADVs), at-risk or improperly long-term anchored boats over the past few years have changed that equation, however, crowding out all other activities with some vessel owners anchoring for months and even years. These vessels are often poorly maintained and their anchoring gear is prone to failure. Each storm only increases the number of safety hazards in the water and ashore. Many anchored boats don’t meet U.S. Coast Guard safety regulations on required night time lighting or sanitation equipment. Irresponsible boaters have simply been squeezing out locals and responsible cruisers alike. [Read more](#)

Suntex Acquires Fair Haven Yacht Works

Suntex Marina Investors has acquired Fair Haven Yacht Works in Fair Haven, N.J. The full-service marina is located on the Navesink River and has four docks with 81 slips that can accommodate boats up to 55 feet long plus a large mooring field. Each slip has 30- and 50-amp electric service, water and Wi-Fi. The marina also has private restrooms and showers for guests.

On-site service is performed by Suntex partner Two River Marine, which has a 15-ton Marine Trav-

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elift and a 10-ton forklift.

"We are thrilled to be acquiring another choice Jersey Shore property," Sam Chavers, Suntex Marinas senior vice president of operations, coastal marinas, said in a statement. "This area is continuing to grow in popularity, and we are eager to invest in the development of resources for the community and visitors to enjoy."

The Navesink River is a popular area for recreational powerboating, fishing, kayaking and sailing.

Port 32 Marinas Names CEO

Port 32 Marinas announced that it named Austin Schell CEO and appointed him to the board of directors. Based in Charleston, S.C., the company owns, operates, develops and acquires coastal marina assets.

"Austin comes to Port 32 after helping to build three successful companies across different industries," Jonathan Langer, chairman of Port 32 and founder of Fireside Investments, said in a statement. "His proven ability to build a winning team, cultivate a customer-focused culture and deliver industry-leading returns to investors is tailor-made for Port 32's next phase of growth."

Prior to joining Port 32, Schell was president and COO of XOJET, an on-demand private jet service. He also served as a private-equity investment professional at Parthenon Capital in San Francisco and began his career in investment banking at UBS Investment Bank in New York City.

"I am thrilled to join the Port 32 Marinas team and bring my business experience to an industry I'm passionate about," Schell said in the statement.

"The purpose of everything we do here at Port 32 is grounded in long-term value creation for our members, our shareholders, our valuable employees and the waterfront communities we serve."

Port 32 owns eight marina properties in Florida, including locations in Fort Lauderdale and Palm Beach Gardens.

Moody's, S&P Downgrade West Marine

Moody's Investor Service and S&P Global Ratings both downgraded Florida-based Rising Tide Holdings Inc. — doing business as West Marine — following a recapitalization that will provide the company an aggregate \$150 million of additional capital heading into the summer boating season.

West Marine announced the recapitalization on Feb. 28, stating in a press release, "The transaction provides West Marine with substantial liquidity, strengthens its financial outlook, and positions the company for long-term success."

That same day, S&P downgraded Rising Tide Holdings to SD, which means selective default. "We view the transaction as tantamount to a default because creditors will receive less value than originally promised, and we view the exchange as distressed," S&P wrote.

One day later, Moody's downgraded Rising Tide Holdings, stating that "if the transaction is consummated as outlined, it will constitute a distressed exchange, which is an event of default under Moody's definition."

The recapitalization came two months after West Marine replaced CEO Eric Kufel, who had been appointed in August 2021, with the company's new CEO, Chuck Rubin, who started on the job in December. Read more.

Sailing Crew Rescued After Giant Whale Sank 44 Foot Boat in Pacific Ocean

A giant whale sank a sailing crew's boat in the Pacific Ocean before the group was rescued at the end of an ordeal that could have come out of a novel.

Rick Rodriguez of Tavernier, Florida, and three friends spent 10 hours on a lifeboat and dinghy after a whale sank the crew's 44ft sailboat Raindancer, [the Washington Post reported](#) on Monday. The group had planned a three-week sailing trip from the Galápagos Islands to French Polynesia, about 3,500 miles away in the south [Pacific](#). But on 13 March, only 13 days into the crossing, disaster struck. At about 1.30pm, Rodriguez was enjoying a vegetarian pizza for lunch with the others when he heard a loud noise.

"The second pizza had just come out of the oven, and I was dipping a slice into some ranch dressing," Rodriguez said to the Post during an interview over a satellite phone. "The back half of the boat lifted violently upward and to starboard."

Other members of the crew were thrown by the large impact, but each saw from different angles that a whale had smashed into the boat.

"I saw a massive whale off the port aft side with its side fin up in the air," Alana Litz said.

Five seconds after the whale's collision, an alarm sounded, warning that the boat was filling with water. Rodriguez said the crew members, who

each have experience boating, quickly sprang into action.

Rodriguez placed a mayday call on a VHF radio and dispatched the emergency position indicating radio beacon, a distress signal that is connected to a worldwide rescue network. [For more.](#)

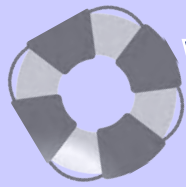
Freedom Boat Club Expands to Puerto Rico

Freedom Boat Club announced yesterday that it is expanding into Puerto Rico. The flagship location in the territory will be in Fajardo at the Safe Harbor Puerto del Rey marina.

"We believe there is an opportunity to successfully expand Freedom Boat Club across Puerto Rico as one of the world's top boating destinations and one of the most popular activities in the region," Louis Chemi, vice president of the Freedom Franchise Network, [said in a statement](#). "This expansion into Puerto Rico represents the beginning of our continued efforts to replicate the successful model we have built stateside and provide a pathway to introduce more global consumers to the on-water lifestyle."

The new club location will be owned and operated by franchisee Mike Centeno, a Puerto Rico native and entrepreneur.

"We believe Puerto Rico is a prime market for the growth of Freedom Boat Club," Centeno said in the statement. "This is the first in what we expect to be multiple locations around the island."



Welcome Aboard

Marina Vallarta BVG
Puerto Vallarta, Mexico

Tru Toss, LLC
Waukee, IA

Beacon Hill Marina
Kemp, TX

Slipwise
Providence, RI

Gallagher Insurance
Grand Rapids, MI

National Grating Inc.
Burnaby, BC

A collage of four images: a yellow and white navigational buoy, a close-up of a metal grating surface, a white spherical buoy with the number 539, and a wooden dock extending into a body of water.

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Biden Administration to Award 20 States with Boating Infrastructure Grants

The U.S. Fish and Wildlife Service announced the agency's Boating Infrastructure Grant (BIG) program will provide more than \$20 million in grant funding for 19 states to construct, renovate and maintain marinas and other boating facilities for outdoor recreation.

Under the BIG program, more than \$2.8 million will fund projects in 19 states under the BIG Tier 1 subprogram, and \$17 million in grants will be awarded competitively for projects in 10 states under the BIG Tier 2 subprogram. Since its inception in 2000, the BIG program has awarded over \$283 million to projects for large transient recreational boats, including funding the construction of more than 6,800 berths and other amenities benefiting boaters across most states and U.S. territories.

States receiving BIG grants include Alabama, Arizona, Arkansas, Florida, Georgia, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, New Jersey, New York, North Carolina, Ohio, Oregon, Rhode Island, South Carolina, Texas, Virginia, Wisconsin, and U.S. Virgin Islands.

"Boating Infrastructure Grants create and add public access for recreational boating and improvements to waterways across the nation, benefiting local communities and economies, wildlife and outdoor enthusiasts," said Service Director Martha Williams. "Increasing outdoor recreation access and waterway stewardship complement the infrastructure improvements coming from the Bipartisan Infrastructure Law and America the Beautiful initiative."

Funding for the BIG program comes from the Sport Fish Restoration and Boating Trust Fund (Trust Fund), a voluntary user pay system created by recreational boaters and anglers in 1950 to pay for critical conservation programs and recre-

ational boating infrastructure projects. Grantees use BIG funds to construct, renovate and maintain marinas and other facilities with features for transient boats (those staying 15 days or less), that are 26 feet or more in length, and are used for recreation. Grantees may also use funds to produce and distribute information and educational materials about the program and recreational boating.

Deadline Approaching: Register for ABC by April 5 to Secure Meetings on Capitol Hill

The American Boating Congress (ABC) returns to Washington, D.C. from May 8-10, 2023, bringing together all segments of the recreational boating and fishing industry to share its collective voice on Capitol Hill. As the recreational boating and fishing industry meets in Washington, ABC participants have the opportunity to meet with members of Congress and staff on Wednesday, May 10 to discuss pressing matters for the industry. ABC attendees who wish to join meetings on Capitol Hill must be registered by Wednesday, April 5, 2023 to secure space and meeting times.

The NMMA will welcome the industry back to The Wharf, D.C. at the Intercontinental Hotel. To take advantage of the Intercontinental Hotel room block please register and book your room by Wednesday, April 5, 2023.

This year's advocacy event features Jonathan Martin as keynote speaker, as well as timely political and policy updates from members of Congress and influential policymakers and staff. A schedule of events can be viewed [here](#).

To secure your spot at this year's advocacy event, register [here](#).

For questions on registration or the event, please contact Erica Crocker, NMMA's Senior Director of Political Advocacy and Engagement, at ecrocker@nmma.org.

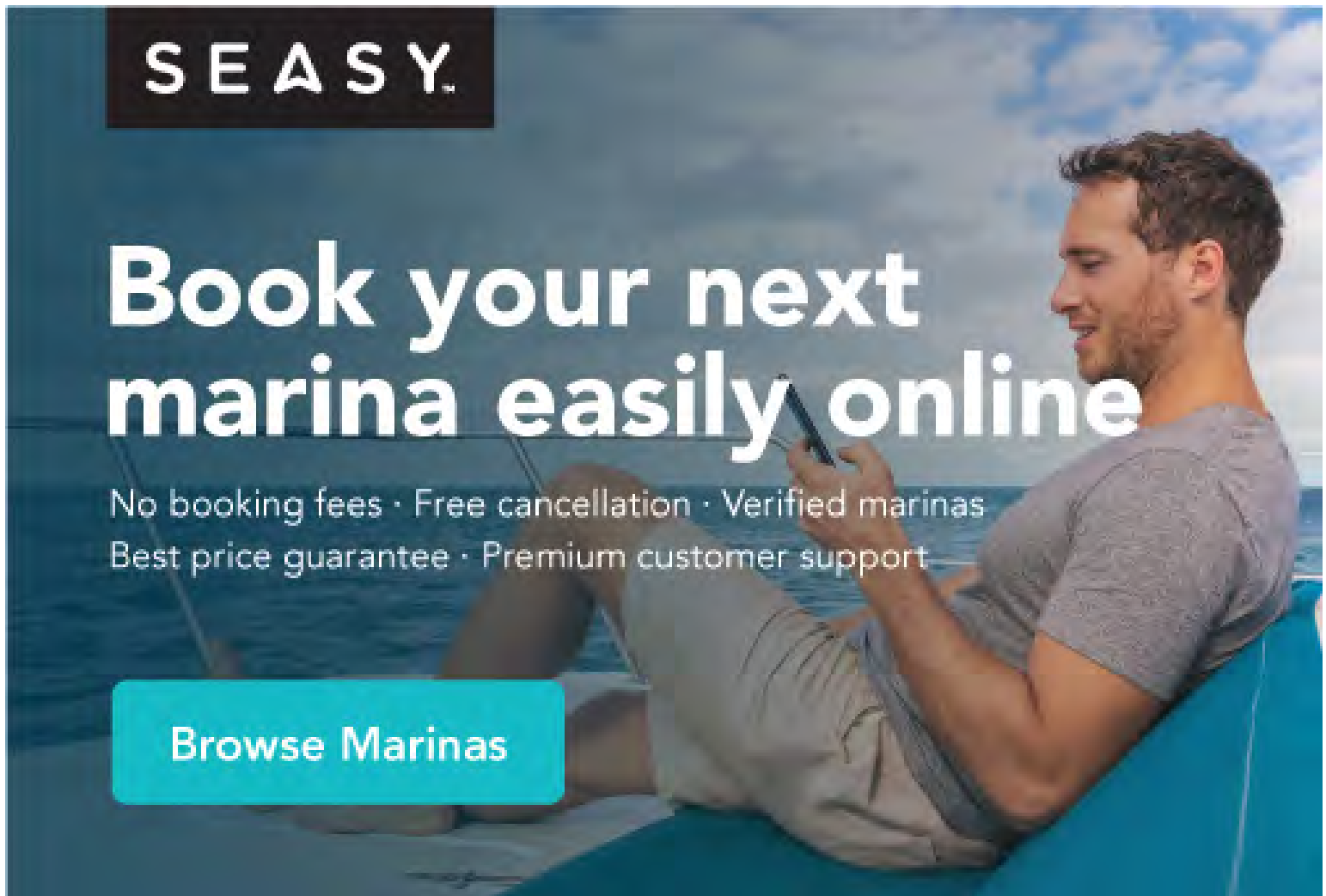
Clean Marina & Environmental News

AMI Accredits Three Clean and Resilient Marinas

At the end of February, the Association of Marina Industries approved three applications to its new Clean and Resilient Marina Accreditation Program, marking the first three marinas to complete the program. Sunnyside Marina in Stillwater, MN; Safe Harbor Vineyard Haven in Vineyard Haven, MA; and Morningstar Southport in Southport, NC. All completed the process after managers at those marinas completed AMI training.

As a requirement of the program, the marinas must be overseen by a Clean and Resilient Marina Professional, a status managed by AMI and achieved by completing a 2.5-day training course. AMI's Accreditation program is the only available nationwide, and AMI's training program is the only professional course offered on the topic.

The next opportunity to take the Clean and Resilient Marina Course is June 19-21, 2023 at Mooseland-ing Marina in Naples, Maine. More information can be found [here](#), and a course agenda found [here](#). To register go to [here](#).

An advertisement for SEASY, a platform for booking marinas. The background is a photograph of a man with a beard, wearing a grey t-shirt and light-colored shorts, sitting on a blue inflatable boat and looking at a smartphone. The text is overlaid on the image. At the top left, the word "SEASY." is in white on a dark blue rectangular background. Below it, the main headline "Book your next marina easily online" is in large white font. Underneath the headline, there are two lines of smaller white text: "No booking fees · Free cancellation · Verified marinas" and "Best price guarantee · Premium customer support". At the bottom left, there is a teal button with the text "Browse Marinas" in white.

SEASY.

Book your next marina easily online

No booking fees · Free cancellation · Verified marinas
Best price guarantee · Premium customer support

Browse Marinas



By Eric Kretsch

Legislation & Partnerships

This month I'd like to share with you some big news in the world of outdoor recreation legislation. AMI has been working with the Outdoor Recreation Roundtable (ORR) since inception and we are a founding member.

ORR is the largest advocacy group representing all outdoor recreation interests from hiking, to horseback riding, to boating. Because of this group and our support the recreation industries have pushed into congress large pieces of legislation that benefit the boating industry and our AMI's members business.

Recently one of these pieces of legislation was introduced. Please read the announcement below on its release.

U.S. Senate Reintroduces Recreation Package

America's Outdoor Recreation Act (AORA) was reintroduced today in the 118th Congress with strong bipartisan support, and the Outdoor Recreation Roundtable and its members across the \$862 billion outdoor recreation economy urge swift approval of this bill so that many more Americans can enjoy outdoor spaces and their associated benefits to health and wellness. This groundbreaking legislation not only boosts local and national economies, it also gives more Americans — especially those in underserved areas — greater access to green spaces and public lands and waters while not costing taxpayers a dime to implement.

"This is a commonsense, no-cost bill that will help equalize and improve access to green spaces and wild outdoor places in every state in the country," said Chris Perkins, Senior Director of the Outdoor Recreation Roundtable. "We are seeing unprece-

dent interest in outdoor recreation, but many of the policies supporting outdoor recreation are outdated. This package will make it easier for Americans to access the outdoors and provide agencies with new tools to address long-standing outdoor recreation needs. We need solutions that enhance outdoor recreation opportunities while protecting America's public lands and waters, and AORA is an historic step to update these policies."

Outdoor recreation is an \$862 billion industry, providing 4.5 million American jobs and boosting economies in communities large and small. And studies have shown that enjoying time outside helps benefit a person's mental and physical health.

"Thanks to the work of Senator Manchin (D-WV), Senator Barasso (R-WY), and the many other champions of the outdoor industry in Congress, Americans will have the opportunity to reap these benefits for generations to come," Perkins continued. "ORR encourages swift, bipartisan action to send this bill to the president's desk."

America's Outdoor Recreation Act would:

- enable permit streamlining to ease burdens on outfitters and guides and improve access to outdoor experiences;
- improve access to recreation on public lands and waters;
- ensure access to green spaces in underserved communities;
- update outdoor recreation infrastructure;
- develop, improve, and complete long range trails; and
- invest in rural economic development.

America's Outdoor Recreation Act, Explained.

Legislation & Partnerships continued on Page 9



Oregon Bill Would Restore Boating Access

The Oregon State Legislature has introduced a bill that would restore boating access to Newberg Pool, a stretch of the Willamette River outside Portland.

Senate Bill 1071 raises the allowable “factory-specified dry gross weight” to 7,500 pounds for towboats used for water sports in the section of river from mile 26.6 to mile 55. The proposed legislation also aims to alleviate congestion around narrow stretches of the river.

“It opens the door to people who love getting out on the Newberg Pool,” Rachel Fischer, western policy and engagement manager for the National Marine Manufacturers Association, told Trade Only Today. “It’s significantly important because only 7% of the boats from popular manufacturers fall under the weight limit.”

Sen. Mark Meek (D) authored the bill, which received bipartisan support from Sen. David Brock Smith (R), Rep. Ricki Ruiz (D) and Rep. Lucetta Elmer (R). Although the legislation raises the allowable weight limit for towboats, wakesurfing remains prohibited in Newberg Pool. For more.

Become a Certified Marina Manager (CMM) or Certified Marina Operator (CMO)



CMM/CMO

Certified Marina Managers (CMM) and Certified Marina Operators (CMO) are marina professionals who have completed an extensive training and certification process through the globally recognized International Marina Institute (IMI) and embrace the continuance of education and training for themselves and those who work within the marina industry.

How do I become a CMM or CMO?

Step 1

Attend the **Intermediate Marina Management Course (IMM)**. This course focuses on marina operations, policies, and procedures. Marina-man-agement pros offer their expert thinking about business issues and challenges throughout the industry.

Topics include marina-law risk and liabilities, fire and emergency-response planning, environmental management, health and safety compliance, and personal self improvement skills

*Must have one year of marina management experience to attend.

Step 2

Attend the **Advance Marina Management Course (AMM)**. Through small groups, interactive workshops, and specific case studies, the AMM course examines such topics as profit-center management, regulations and permit-ting, operations, marina law, human resource management, risk management and loss control, improving the quality and value of services, policy and procedure manuals, business strategy and financial management, marketing, promotion, and pricing.

The AMM offers its graduates a national and international business perspec-tive on management issues, and a long-term network of international con-tacts to rely on in the future.

*Must have three years of marina management experience and attended IMM Course.

Step 3

Upon completion of the IMM and AMM courses you then apply for the certification that you qualify for, CMM or CMO.



An aerial photograph of a marina with clear turquoise water. Numerous small boats are scattered throughout the water. In the bottom right corner, a large, modern dock structure is visible, with several larger yachts moored alongside it. The dock has a grey concrete surface and black metal railings.

ASSOCIATION OF
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Professional Marina Resource Guide

THE RESOURCE
for Marina Owners,
Operators and Professionals
to source essential products
and services, in 2022



Around The World

Sanctuary Cove Marina Undergoes Further Expansion

A \$3.5m investment to see creation of 31 new berths. Sanctuary Cove marina, home to Australia's Sanctuary Cove International Boat Show (SCIBS), is undertaking a further expansion of its berthing capacity for superyachts. An investment of A\$3.5m is to be made in its Pier C development which will see 31 new berths, boosting its superyacht berth number to 39 in total.

The investment follows an earlier A\$10m spend completed in June 2021 which added 61 berths to the marina and also saw the introduction of innovative undercover berths fitted by Superior Jet-ties. The marina offers 303 berths for yachts from 3.7m-50m (12ft-164ft).

"We are thrilled to officially unveil Pier C as part of our greater superyacht-focused plans to address the growing desire from national and international superyacht captains to berth at Sanctuary Cove," explains Steve Sammes, general manager of Mulpha Sanctuary Cove Marina.

"The demand for more large-scale berthing opportunities in the southeast is increasing and there is an invaluable economic opportunity to invest in more superyacht-driven piers on our coastline. Sanctuary Cove is superyacht ready, now."

The new investment and additional superyacht berths reflect the status of southeast Queensland as an expanding yachting hub, particularly for the growing number of domestically owned superyachts. [For more.](#)

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SVN is a leading, global, commercial real estate brand. SVN | Safe Haven Advisors is a specialty practice comprised of experts that understand marina and marine business operations. Our advisors have the knowledge, contacts, and strategic marketing resources required to successfully transact marine properties and related businesses. Please visit our website to learn more about the SVN Difference.



www.svnmarinas.com

All SVN offices are independently owned and operated.



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