# Application for Admission
**Intermediate Marina Management Course**
**Virtual Course - February 3-25, 2021**

## Application Requirements
**No application is complete until the following required information is submitted:**

- Completed Application Form
- Resume
- Organizational Chart
- Deposit as per the Payment Schedule Listed Below

## Course Goals and Objectives – Why You Should Attend

This course has been designed with the right balance of relevant management topics— presented by leaders in their industry—coupled with valuable facilitated group discussions to create the ideal setting for learning. Another asset of this intensive, participatory residency course is the invaluable life-long peer network of which you now become a member. The curriculum is designed not only to provide you with guidance on the issues affecting today's marine industry but to sharpen your own leadership skills for successfully managing these issues. The marina industry is full of liabilities, risks and great opportunities. How you manage these will be the measure of success.

Through this course you will learn about, hear new perspectives on and fresh approaches to, and get guidance on:

- Dealing with the most critical issues and challenges common throughout the industry
- Proper language to use in contracts to significantly reduce the risk of liability to your facility
- How to successfully manage and grow your staff
- How to manage your human resources to reduce your risk of lawsuits
- Policies for best practices in emergency preparedness to protect your staff, facility and marina assets
- OSHA and Environmental regulations that are industry-centric and critical in protecting your facility from crippling fines and your staff from life-altering injury
- Marketing and branding your facility and how to use social media to self-promote
- Management and leadership that will benefit a facility in its entirety
- Invaluable tools for success
- Becoming part of a lifelong invaluable network of industry-leading colleagues
- . . . and much, much more

## Course Topics and Instructors

| Topic | Instructor |
|---|---|
| Marina Law, Contracts, Risks and Liabilities | Dennis Nixon |
| Emergency Response Planning | Carl Wolf, CMM |
| Environmental Management | Kelli Crete |
| Leadership and Effective Communication | Pam Lendzion |
| Social Media, Marketing and Branding | Steve Chandler |
| Critical Leadership, Staff Development and Human Resource Management | Jim Schuman |
| Health and Safety Compliance | Kelli Crete |

## Successful Completion

To receive a certificate of completion, all students must attend and participate in the full length of each session and course social events and receive favorable peer evaluations, where applicable.

# Intermediate Course Prerequisites

Those accepted into the course must have at least one full year of experience as a Marina Manager or in a marina leadership position where the applicant has performed day-to-day, on-site work in a marina of 50 or more berths or at a marina with a minimum of $500,000 in gross revenues. Applications are carefully screened to ensure those accepted have the required level of responsibility in a boating facility.

# Well Worth the Cost

To reserve a seat in this course, complete the Application Form in this brochure and forward it to AMI along with your payment in full. Should your application be denied, your check will be returned and you will receive the reason(s) for the denial.

**Tuition**: **$1,500** for AMI members; $**1,735** for non-members

**Payment Schedule:**

- Payment in full is due with application.

**Method of Payment:**

- Payments may be made by check or credit card. AMI accepts only VISA or MasterCard
- Make checks payable to the Association of Marina Industries, payable in U.S. Dollars and drawn on a U.S. Bank

**Cancellation and Refund Polices:**

- A refund of fees paid will be made if AMI receives your cancellation in writing no later than January 15, 2021.
- Your registration is fully transferable to someone else in your company *only* if they fully meet the admission requirements of the course.

_____

Payment is being made by: _____ Check _____ Credit Card (see below)

Please charge my credit card (VISA or MasterCard ONLY) in the amount of _____ U.S. Dollars

Card Number: _____ Expiration Date _____ Security Number _____

Name of Cardholder: _____ Signature _____

Address (if different from below): _____

For more information: Visit www.marinaassociation.org: or contact by telephone 401-247-0314; by fax 401-247-0074; by email: amitraining@marinaassociation.org

# Application for Admission
## Intermediate Marina Management Course
## Virtual Course: February 2-25, 2021

*Please print*

Applicant's Name_____Title_____

Marina _____

Address_____

Phone_____Fax_____Email_____

Body of Water _____Website URL_____Gross Revenues of Marina $_____

AMI Member: _____Yes _____ No _____ Joining now (Contact Merritt Alves: malves@marinaassociation.org)

Applicant's Background: **IMPORTANT - Attach your resume with experience details**

Boating business management experiences: Marina/boatyard ownership _____years

Marina/boatyard manager_____years

[Put "N/A" or "—" in all spaces which are Not Applicable at your marina, do not leave any information blank.]

Number of Marina Employees:   Year-round _____   Seasonal _____

Marina work contracted out (not performed by employees) (check):        ___ Landscape Maintenance
       ___ Security   ___ Accounting   ___ Human Resources Mgmt. ___ Other: _____.

Services (profit centers) operated by your employees: (check)
       ___ Fuel   ___ Repairs   ___ Haul/Launch   ___ Restaurant   ___ Ships Store   ___ Other_____

Services leased out to, and/or operated by others:
       ___ Fuel   ___ Repairs   ___ Haul/Launch   ___ Restaurant   ___ Ships Store   ___ Other_____

Storage type and capacities:
       Wet berths: (#) _____ Wet moorings: (#) _____ Dry in racks: (#) _____Dry on trailers: (#)_____
       Number of slips used by transient (visiting) boats for less than 30 days: _____
       Percentage of boats that are:  Power boats _____%  Sailboats _____%
       Size range in water: _____ ft. to ____ ft.   Size range in racks: ____ ft. to ____ ft.
       Water level fluctuation: Tidal range if salt: _____ feet. Annual change if fresh: _____ feet.

Fuel service at marina: (check all that apply)   ___ Petrol   ___ Diesel   ____ LPG   ___ Other:_____
       Fuel storage capacity and location of tanks:
       Capacity (Liters):  Petrol _____ Diesel _____   Above ground _____ Underground _____

Pump-out Equipment at marina:  ___Yes   ___ No
       Make_____   Type of pump _____
       Location: _____ Fixed at fuel dock   ___ Fixed elsewhere (Where?): _____
       ___ Portable pump-out ashore   ____ Mobile pump-out on boat   ___ Pump-out connections at slips

Other things you would like your classmates to know about your marina:  (Use reverse side or additional sheet if needed)
(Examples: major fire, storm damage, events, permit or other Issues you'd like help with, etc.) _____
_____

_____

**See Method of Payment instructions on preceding page. Full payment of all fees are due with application.**