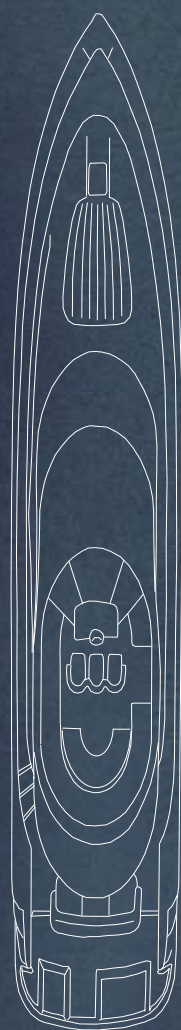




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23



27



31



World News

7

News Focus

17

Controversial plans to build Russia's biggest marina

News Focus

19

Eliza Salpisti interviews Harry Theoharis, newly appointed Greek Minister of Tourism

Talking Shop

23

Fuat Cimen, deputy general marina manager at West Istanbul Marina, Turkey, discusses ongoing plans

Marina Focus

27

Ana Marina, the first international standard marina in Vietnam, is due to open early in 2020

Disaster Management

The impact of climate/weather change –
Darren Vaux

31

Clean-up operations at Holyhead Marina –
Andy Billington

38

Building well for long term savings –
Robert Wilkes

43

Sensors saving lives in boat fires

47

Managing flood risks in Florida – Jannek Cederberg

49

Industry Awards

57

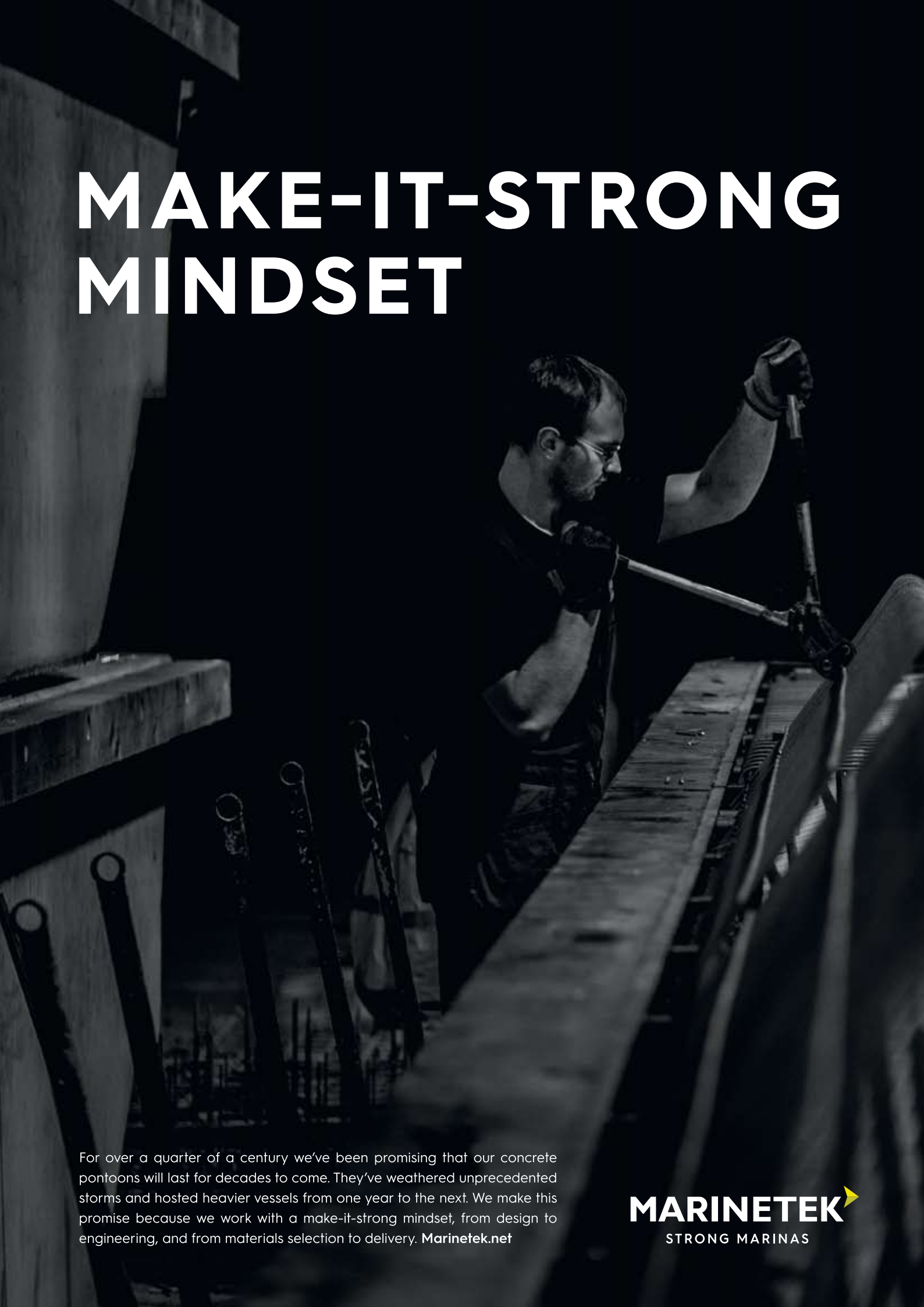
Products & Services

60



On the cover: Port Denarau Marina in Fiji, the hub of the integrated Denarau Island Resort, is the premier superyacht facility in the South Pacific. Positioned for access to Fiji's 330 islands, it offers full service berths and comprehensive boatyard services. In 2019, the marina was inducted into the MIA Hall of Fame. Read more on p. 57

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Marina World (ISSN 1471-5856) is published bi-monthly by Loud & Clear Publishing Ltd, School Farm, School Road, Terrington St.

John, Cambridgeshire PE14 7SJ, United Kingdom. The 2019 US annual subscription price is \$160. Airfreight and mailing in the USA by agent named WN Shipping USA, 156-15 146th Avenue, 2nd Floor, Jamaica, NY 11434, USA.

Periodicals postage paid in Jamaica NY 11434. US Postmaster: Please send address changes to MARINA WORLD, WN Shipping USA, 156-15, 146th Avenue, 2nd Floor, Jamaica, NY 11434, USA. Subscription records are maintained at Loud & Clear Publishing Ltd, School Farm, School Road, Terrington St. John, Cambridgeshire PE14 7SJ, United Kingdom. Air Business Ltd is acting as our mailing agent.

Marina World is available on subscription at the following cost:

1 year (6 issues) - £80.00 Sterling (\$160)
2 years (12 issues) - £140.00 Sterling (\$280)

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Printed in the UK by Stephens & George

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CPD at IMBC



In mid-January of next year several hundred marina industry professionals will gather in Fort Lauderdale, Florida for the eighteenth annual Association of Marina Industries (AMI) International Marina & Boatyard Conference (IMBC).

AMI chair, Joe Riley CMM, comments: "This year we have made some enhancements to our educational agenda to provide sessions that our members are asking for...we are providing more professional development and leadership sessions. These topics are focused on refining leadership skills and mentoring and coaching the next generation leader, both topics are critical to the sustainability of our industry."

A vital element of IMBC is thus CPD; the acronym for Continuing Professional Development.

In an ideal world, employers set up training programmes, seminars, conference commitments, specialist courses, mentoring programmes etc. for the benefit of staff, whether they are new recruits, mid or long term employees. Many companies subscribe to this ideal but there is a growing trend to shift the onus of responsibility from the employer to the employee. Many a guru will tell the first-time jobber that she or he is on their own when it comes to reaching out, broadening the scope of opportunities, learning more and engaging better. Reward for the effort lies in more confidence, better career prospects and a more fulfilling business life.

According to Vivian Kloosterman, founder of online learning course specialists Continuing Professional Development*, CPD is important "because it ensures you continue to be competent in your profession. It is an ongoing process and continues throughout a professional's career." It ensures your capabilities keep pace with the current standards of others in the same field; maintains and enhances the knowledge and skills you need to deliver a professional service; helps you continue to make a meaningful contribution to your team; and helps you stay 'interesting' and 'interested'.

Kloosterman notes: "Sometimes it is mandated by professional organisations or required by codes of conduct or codes of ethics. But at its core it is a personal responsibility of professionals to keep their knowledge and skills current so they can deliver the high quality of service that safeguards the public and meets the expectations of customers and the requirements of their profession." She also adds that it "should be engaging and fun, too."

The modern workplace loves acronyms and abbreviations, and it's an ongoing learning exercise to keep up with them. But don't gloss over CPD in this ever-evolving language and plan your next 'development' experience now. If you're intending to boost your CPD at IMBC, B2B publications are important information sources so come and meet the MW team on booth 116.

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Carol Fulford

Carol Fulford

Editor

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Walcon wins Beaulieu marina contract



UK: Buckler's Hard Yacht Harbour on the Beaulieu River in Hampshire, England has appointed Walcon Marine to regenerate its floating infrastructure. Over the next two autumn/winter seasons, Walcon will completely rebuild the marina, extend the piers, and refurbish and re-use existing pontoons. Work will be undertaken in line with plans developed by leading UK consultants Marina Projects.

Walcon fitted the first pontoons for the original marina in 1971 but much of the current infrastructure was installed in 1980 using Walcon's then-new System 2000 aluminium pontoons. These remain in excellent condition and most will be re-used.

This season's first phase work involves removing the fuel dock, together with the upstream piers D, E and F. They will be stored onsite while dredging takes place before being installed in their new positions and refurbished *in situ*. New pontoons will

be delivered by water for the assembly of the extended piers plus their finger pontoons over the following months.

Walcon will also remove the old greenheart timber piles, which will be re-used or replaced with new piles that equally suit the local environment. This entire process will then be repeated in 2020/21 for the lower piers A, B and C.

The overall result will be an additional 60 berths capable of taking boats up to 20m (66ft) in length.

"It's a pleasure to have the opportunity to be involved in this transformative project at Buckler's Hard," says Walcon managing director James Walters, "and we are very pleased to be working with Marina Projects once again. They have put in a lot of effort alongside the Beaulieu Estate to create an efficient design for this site, obtain all the necessary permissions and organise the logistics. We are also very happy to be working once again with ML Dredging and Rolec Services. In all, it's a good team and we look forward to delivering a result that will provide safe and comfortable berthing for another 40 years in this stunning location."

An article on the regeneration plans for Buckler's Hard Marina featured in the July/August 2019 issue.

VIP adds Florida marina to portfolio

USA: Anclote Village Marina in the Tampa Bay area city of Holiday has been purchased by Texas-based VIP Marinas. VIP Marinas owns and operates eight marinas in Texas and Oklahoma but this is its first acquisition in Florida.

The property is located on 3.2 acres (1.3ha) near the mouth of the Anclote River. As the only marina on the river outside of the no-wake zone, it gives boaters in the Pasco County area the fastest local access to the Gulf of Mexico. The marina features 25 wet slips, drystack for 195 vessels, a fuel dock, dockside bait shop and a waterfront restaurant.

Colliers International's leisure property advisors team represented both the buyer and the seller, St Joseph's Sound Investments LLC. The marketing process generated broad interest in only two months and culminated in ten offers that included marina investors, large national companies, local investors and first-time marina buyers.

"This kind of heightened interest from investors represents a trend in the market," said Dan Grovatt, a director in the Colliers team. "Marinas continue to gain significant investor attention as yields compress in core commercial real estate asset types," he added.



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Dubai to host IWMC 2020

UAE: The ICOMIA World Marinas Conference is to be hosted by Dubai on 13th-15th October 2020. This will be the first time the event has been held in the Middle East.

The bid presented to the International Council of Marine Industry Associations (ICOMIA) was made by the entire UAE marine community through a collaborative effort and is represented by P&O Marinas, Bvlgari Marina, D-Marin Marinas, Dubai Marina Yacht Club, Exalto Emirates, JA Marina Dubai, Meraas, StratConn LLC and marina professionals Bruno Meier and John Paul Rebollini, supported by Dubai Maritime City Authority and Dubai Tourism.

In winning the bid, the marine community reaffirms the UAE's position as the most vibrant market for the marina industry in the Middle East. There are 35 marinas across the country, 15 of which are dotted along Dubai's coastline and waterfront. Dubai is also the host city for Expo 2020, which is also due to open its doors in October 2020.

Mohammed Al Muallem, CEO and managing director of DP World, which operates Mina Rashid the home of P&O Marinas, welcomed the successful bid as a recognition of the growing importance of the marina and yacht industry to the UAE and Dubai.

Mohammed Al Manna'ei, CEO of P&O Marinas and chairman of Raseina, Dubai Maritime City Authority's platform linking Dubai's marinas, said: "This is a very proud moment for P&O Marinas along with all marinas in the UAE."

"By bringing the world's recreational boat industry leaders and companies together in Dubai, this will immensely benefit the UAE's domestic marine sector, which was valued at US\$1.3 – 1.5 billion last year. As the highly anticipated Expo 2020 Dubai is due to start next year, this will prove to be an excellent attraction for leisure yacht enthusiasts from around the world."



MONTENEGRO: After a long drawn out process to obtain full documentation and permits from the government, Marina Portonovi is finally open for business. Marina manager Nikola Banovac (left) welcomed the marina builder, Boris Miskic of Marinetek, on a visit prior to the arrival of the first visiting yachts. Annual berthing contracts are also now available.

French network buys Dutch marinas

FRANCE: The private French marina network Port Adhoc Group has secured funding for the purchase of three Dutch marinas near Amsterdam and Rotterdam from the Den Daas Group. Marina Muiderzand, Jachthaven Naarden and Jachthaven Bruinisse together have a total of nearly 3,000 berths and will increase the group's overall holding to 8,600 berths.

Co-founded by Gilles Tersis and Stéphane Audouy, Port Adhoc has focused on creating and managing French marinas to help meet a severe shortage of berths. Since 2010, the company has been adapting its business model to embrace port asset management, modernising and developing marinas as broader leisure platforms. Development of a management software system called Vega is key to its future aim to offer clients a far-reaching boating experience.

"The objective is to make this platform the digital gateway to the entire marina and the tourist ecosystem around a harbour," Tersis explains. "It will also be connected with the various port facilities and in particular the network of 'eco-borne' environmentally friendly terminals,

which we have developed in partnership with professionals in the sector," he adds.

The €22 million capital for the marina purchase was secured from NextStage, Mirova, Naxicap, NGE and others. Jean-David Haas, managing partner of NextStage AM, comments: "In just 15 years, Gilles and Stéphane have successfully built a leading private player in the management of marinas in France. The set of tools and know-how they have developed has no equivalent in Europe. Their resolutely innovative project, which is in line with the sharing economy, an underlying social and economic trend, will give marinas a real boost that will benefit both boaters and port cities."

An article on Port Adhoc featured in the May/June 2019 issue.

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Pilea Marina set to transform Thessaloniki waterfront

GREECE: The Municipality of Pilea-Hortiatis has initiated a significant €45 million development project by announcing plans for Pilea Marina. The municipality will manage the marina in an effort to upgrade the area, generate significant economic benefits and create an important number of new jobs.



Bauart Architects

The move comes at a challenging time in Greece, but local mayor, Ignatios Kaitezidis, decided the visionary project will contribute to the overall development of the Pilaia suburbs and boost Thessaloniki's destination appeal with a modern world-class marina.

The marina design includes berthing facilities for nine boat categories, ranging from small vessels (up to 8m/26ft) to megayachts (35-75m/115-246ft). There will be a total of 440 berths, making it one of the largest marinas in southeast Europe.

Set within a project area of 39 acres (15.7ha), the development will include seven buildings for use as administration offices, sanitary facilities, bank, chandlery, shops etc. There will be boat repair and maintenance areas, a yacht club with terrace, parking for 270 vehicles, sports facilities, green spaces, walking and cycling routes.

Following the zoning permitting published in the *Official Government Gazette*, the Municipality of Pilea-Hortiatis and the Ministry of Tourism need to proceed with the signature of the project's binding agreement, which will determine the rights and obligations of both parties in terms of the marina project. Marina construction will start further to an international bid to determine investor interest.

Marina destination in southwest Africa

NAMIBIA: The Namibian Ports Authority (Namport) is developing a marina and waterfront destination alongside its new container terminal in the port of Walvis Bay. The project is earmarked as a major attraction for locals and visitors.

The feasibility study for the development was undertaken in 2014/15 by Dutch company Royal Haskoning as main consultant, working with Macintosh & Lautenbach Architects, Jordaan Oosthuysen and WA Yachting Consultants. Plans include hotels, spa, gym, conference centre, public amphitheatre, maritime museum, restaurants, public park and beach, luxury residential blocks and outdoor market space. The project will be developed in phases.

Portuguese company Lindley was selected by main contractor China Harbour to design and supply all concrete pontoons for the marina and to supervise installation on site. Lindley has already supplied a 175m (574ft) long, 4m (13ft) wide steel reinforced concrete wave attenuator (right). This is fixed to the seabed by concrete piles and can be accessed via a 15m (49ft) long aluminium gangway. It is equipped with electricity, water and emergency services.



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AUSTRALIA: Marina owner/operator Mulpha is to spend over \$8.3 million on a 66-berth extension at Sanctuary Cove Marina in Queensland. The investment will expand its capacity to host large vessels.

"The new facility will be a 'signature project', setting a new benchmark in marina design and facilities in Australia," says marina general manager Steve Sammes. Berth holders will enjoy a '6-star' level of services and facilities, including some covered berths – a first in the Australian marina industry. Gold Coast company Superior Jetties has been awarded the build contract.

"Sanctuary Cove is uniquely positioned to offer berth holders the ultimate boating and lifestyle experience," Sammes adds. Marina

users have direct access to the Sanctuary Cove retail village, home to one of the best dining and retail destinations on the Gold Coast, the five-star InterContinental Sanctuary Cove Resort, two championship golf courses, and extensive health and fitness services at the Sanctuary Cove Country Club.

Mulpha has been encouraged by the continued growth of the Gold Coast marine industry. Recent announcements, such as the multi-million-dollar private investment in the refit and maintenance facilities in the

adjacent Coomera Marina Precinct and the Queensland Government's commitment to long-term dredging of the Coomera River demonstrate the industry's commitment to making the Northern Gold Coast the premium boating destination in the region.

Greg Shaw, Mulpha CEO, believes that Sanctuary Cove is the country's "best-positioned marina in terms of location and facilities" and says the expansion forms part of an ongoing long-term investment programme to continue to enhance Sanctuary Cove facilities for the benefit of all stakeholders including guests, residents and tenants. "Extending the marina facilities will attract a new superyacht market to the destination," he asserts.

The marina expansion is due for completion in May 2020 immediately prior to the Sanctuary Cove International Boat Show, which is owned and managed by Mulpha. Capacity at the marina will increase from 237 to 303 berths for vessels of 15-55m (50-180ft).

Phase one completes at Al Maidan

UAE: The first phase of the Al Maidan Marina expansion project in the emirate of Umm Al Qaiwain has been completed according to Jassem Humaid Ghanim Al Shar, chairman of the Umm Al Qaiwain Cooperative Fishermen Association.

In a report issued by the Emirates News Agency WAM, he confirmed that the breakwater, along with 130 berths of various sizes up to 45ft (14m) was in place. The second phase will include the construction of a coast guard station, a new fish market, storage space for fishermen, accommodation for workers, and other service facilities.

The project, launched by the Ministry of Infrastructure Development and set to cost AED65 million, will help preserve the fishing profession and encourage Emiratis to work in the industry.



PANAMA: Set to open this month (November), the brand new marina project of Buenaventura, 50 miles outside of Panama City on the Pacific coast, is part of a major upmarket residential development. The marina, which will be operated by US Marina Group, has 60 wet slips, drystack for 100 boats, a fuel dock, boat club, repair services and charter services.

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*This campaign applies to clients who have a valid annual berth agreement on 1st May 2019 and/or who signs an annual berth agreement between 1st May 2019 and 31st December 2019 with D-Marin. Complimentary berthing shall be provided only within the duration of the annual berth agreement. In order for a guest to be eligible, all berthing fees and other charges must be fully paid in advance. Complimentary berthing is strictly due to berth availability. A minimum of seven days prior written notice to the Homeport Marina is required when requesting a free berth and the guest must accept in writing the pricelist and the terms and conditions of the visiting marina. **Berthing beyond the seven day complimentary period will be subject to a 40% discount for up to four months within the D-Marin World program.** Please contact the destination marina for the detailed terms & conditions.

D Marin

GLOBAL MARINA NETWORK



Buying 'Bahia Mar', selling 'Loggerhead'

USA: Suntex Marina Investors has made a significant investment in the Bahia Mar Yachting Center (BMYC) in Fort Lauderdale, Florida.

BMYC (above) is an outstanding destination, offering 250 slips capable of mooring vessels up to 300ft

(91m) long along its 3,000ft (914m) parallel dock and more than 5,000ft (1,524m) of floating docks. The facility

offers high-speed fuelling, free WiFi, cable television, in-slip pump-out, a marine store, dive shop and a marine maintenance provider.

The Bahia Mar hotel and upland property, which is immediately adjacent to the marina, will continue to be owned and managed by Jimmy and Kenny Tate of Tate Capital, LLC as a portfolio investment property for the Tate and Rok families of South Florida.

The Bahia Mar offers guests iconic beachside accommodation, shopping, dining and easy access to the countless marine-related services available in Fort Lauderdale. Bahia Mar is also the home of the world-renowned Fort Lauderdale International Boat Show – the country's largest in-water show.

The investment in BMYC coincides with Suntex's sale of its majority stake in the Loggerhead Marina portfolio to its joint venture partner Equity Lifestyle Properties. The move is intended to enable Suntex to focus its energy on wholly owned marinas in the portfolio and to create opportunities for geographic diversification.

The Suntex portfolio of marinas is located in California, Florida, Georgia, Iowa, Kentucky, Maryland, New Jersey, Oklahoma, Texas, Tennessee and Virginia.

IMBC 2020

USA: The International Marina & Boatyard Conference (IMBC) will open its doors for the eighteenth consecutive year on 14th January 2020. The event, which is always complemented by a bustling exhibition, is organised by the Association of Marina Industries (AMI). IMBC 2020 will be held in Fort Lauderdale, Florida and runs until 16th January.

"IMBC continues to be the place where marina and boatyard professionals come for personal professional growth, and networking to build life-long relationships. It is the annual event for our industry," says AMI chair Joe Riley CMM.

In response to industry demand, Riley confirms that more professional development and leadership sessions are incorporated in the programme. Dozens of seminars and workshops will offer a balanced selection focused on five tracks: Operations; Professional Development; Lead your Team to Excellence; Design and Engineering; and Building a Boating Community.

Keynote speakers for 2020 are business leader and author Manley Feinberg who will open the conference with "Reaching Your Next Summit: 7 Vertical Lessons and 1 Essential Question for Leading with Impact" and former Walt Disney World leader, Dennis Snow. Snow kick-starts proceedings on Day 2 with "Delivering World-Class Service: Lessons from the Mouse." Both keynotes are followed by 60-minute discussion sessions.

Pre-registration rates for IMBC are available until 10th January 2020.

www.marinaassociation.org/IMBC

Marina regeneration plan in Montevideo

URUGUAY: The Ministry of Transportation and Public Works is planning to invest US\$17 million in regenerating the currently disused tourist port facilities of Punta Carretas in Montevideo. Minister, Victor Rossi, has confirmed that Saceem has started site construction work.

The Hydrographic Office of Uruguay's public works ministry (MTOP) has launched tenders for the construction of the marina, which could have capacity for 35 to 60 boats.

Plans to invest in the site were first mooted by Rossi in 2005 when there was a general drive to improve the country's long-neglected marinas. It is anticipated that work on Punta Carretas Marina will be complete in 2022.

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To be or not to be? Russia's biggest marina

Vladislav Vorotnikov reports

A new state-of-the-art marina earmarked for construction in Balaklava Bay in Sevastopol will be the biggest and most expensive in the country built to date, according to a draft project published by the Russian Government on its website in early September.

With an estimated investment cost of Rub7.2 billion (US\$110 million), the new marina will cover 13,270m² (15,871yd²) and have 600 berths for yachts up to 75m (246ft), the government said. As of today, there are very few marinas able to accept yachts of this size in the country.

The competitive bidding procedure to conduct survey and design works for the project was won by Russian company Stroygazmontazh, a construction giant that previously built the Crimean Bridge - which spans the peninsula with mainland Russia - for Rub228 billion (US\$3.5 billion).

Construction of the Balaklava marina was originally mooted by Russian president, Vladimir Putin, in 2016. Speaking at a press conference at the time, he stressed that such important infrastructure would contribute to the development of sea sports and yachting tourism in the peninsula. Speaking later, however, Mr Putin admitted that construction was pending because a broad range of auxiliary infrastructure also needed to be built.

The new marina would be part of the complex Balaklava Bay development programme, worth Rub20 billion (US\$300 million), according to Russia's Infrastructure Projects Agency. The government agency has commissioned Russian designers from Artemy Lebedev Studio to prepare a concept for the project.

Some local news outlets have reported that preparations for the project have already started. The entire mooring area should be cleared of fishermen's infrastructure during 2019 and several yacht clubs in the area are

due to be eliminated, according to local news outlet Krymr.

Questionable feasibility

An important obstacle to the project, however, is that it is very unlikely to contribute to the development of nautical tourism in Crimea, despite the beliefs of government officials.

As of today, visiting Crimea and staying in any of its marinas is considered by the Ukraine's prosecution office to be a criminal offence. Since Russia's annexation of Crimea in 2014, the Ukraine Government considers the peninsula to be 'a temporary occupied territory', and it is putting a lot of effort into arresting all international ships calling at its ports.

The Russian Transport University earlier estimated that the number of non-Russian ships in Crimea is already close to zero, the only exception being some commercial Turkish vessels.

In addition, tensions have been growing on the sea border in the past year. Ukraine customs officers have

detained Russian fishermen and the Russian State Security Service has detained some Ukraine patrol boats; in both cases, allegedly, for illegally crossing the border. Both countries continue to use aggressive rhetoric and talk of using naval vessels to better control shipping in the region.

The big question appears to be whether this project could prove to be anything other than a loud statement, commented a source from the local yachting industry who wished not to be named. "The truth is that Ukraine yachtsmen are not visiting Crimea any longer, and only an insane boat owner from Europe would come here under the current circumstances. So, for most of the year occupancy at all existing marinas in Sevastopol and Simferopol is below 50%. It is hard to say that they rake in money and it is very unlikely that this will get better in the years to come," he added.



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Karlovassi on the island of Samos offers typical Greek quayside mooring in a non-congested destination.

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Marinas to support 'rebranding' of Greek tourism

Harry Theoharis, newly elected Greek Minister of Tourism, gives *Marina World's* Greek correspondent, *Eliza Salpisti*, an exclusive interview.

Q: The new Greek Government, elected in July 2019, clearly assigns top priority to the proper development of marine tourism through boosting infrastructure. This is supported by an ambitious strategic plan for the expansion and upgrade of marinas. Can you share with us the key aspects of this important plan?

A: The fundamentals of Greek marine spatial planning were already set in the 1980s with the delimitation of sailing and sailing-for-leisure zones, in accordance with the 'National System of Leisure Ports' study conducted by the National Technical University of Athens.

The legal framework of tourist ports was established in 1993 in destinations considered to have 'brand name' status in Greece. This added extra value to the tourism offering of these destinations and, in turn, attracted motor and sail boats in following years.

It is a core priority of this government to materialise and implement a strategic plan that focuses on the upgrade of existing marinas and the creation of new ones. Our main aim is for Greece's network of leisure ports to grow in order to boost the strength of marine tourism within the country's tourism portfolio.

In this context, our plan is twofold. First, we will take into account new industry trends and focus on the

current market needs of our high-profile destinations. Second, we will take advantage of the development of new marine infrastructure to introduce and promote new destinations to the international market.

With these objectives, the Ministry of Tourism is aiming to implement policies of sustainable growth for a set of Greek marine destinations that could attract a higher market share due to their natural beauty, cultural heritage and unique local features.

Our plans include the redesign of existing marinas in order to modernise their facilities, increase berth capacity and upgrade offered services, this way supporting the overall rebranding of the Greek tourism product.

Q: How exactly will this 'investor map' work in favour of attracting investment interest for all types of Greek tourist ports, be they marinas, shelters or anchorages?

A: Our strategic plan for the infrastructure upgrade of our marinas will attract investment interest through multiple channels. First of all, upgrading and redesigning our existing infrastructure in accordance with the new trends in this field will make it more attractive to investors.

At the same time, by introducing and promoting new marine tourism destinations, ideal for leisure

boat routes, we will increase the attractiveness of the marinas, shelters or anchorages, especially to those investors who focus on high-yield/high-quality non-congested destinations.

Q: Investment opportunities in Greece are subject to overwhelming bureaucracy. Prime Minister Kyriakos Mitsotakis is determined to work against red tape, minimise bureaucracy and regain credibility. How does the Greek Ministry of Tourism, for its part, intend to address the increasing slowdown in decision making and approval processes for tourist port development?

A: Although the investment procedures in Greece do suffer from overwhelming bureaucracy, the delimitation of tourist ports and - to be more specific - the processes concerning the approval and issuance of ministerial decisions are relatively fast and more efficient.

I must also highlight the fact that the legal framework for establishing tourist ports has introduced the creation of a multi-ministerial committee that assists the Ministry of Tourism's tourist port committee and acts as a 'one stop shop' for investors who are interested in entering this market.

I also would like to make it clear that from the moment the application for the delimitation of a tourist port is ready to be submitted to the aforementioned committees, the time needed on our part to prepare the relevant ministerial decision is the minimum.

Q: Greece's main competitors in the yachting industry have been engaged in the development and management of well-organised regional tourist port networks, combined with the offering of quality services. As a country that is geographically ideal for such development, how does Greece intend to further exploit its advantages and gain the necessary infrastructure to win



Greek Minister of Tourism, Harry Theoharis

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a strong position in the global marine tourism market?

A: From the initial stages of tourist port planning, Greece has taken advantage of its geography and Polynesian character.

We are well aware of this feature, which we consider to be one of our valuable resources. It plays a central role in our strategic planning of infrastructure modernisation, management rationalisation and service upgrade.

Our objective is to make the country a brand name in the global marine tourism field by expanding our network of marinas.

Q: Over the years, floating construction companies all over the world have developed innovative and sustainable floating concepts like marina utility buildings, floating pools, restaurants, activity platforms, leisure centres, homes, hotel villas etc., in an effort to create solutions for additional sources of significant revenue for investors, marina operators and the local economies of coastal areas. Do you think Greece's mentality and legislative framework can effectively embrace

change and these kinds of concepts?

A: In recent years, floating technologies have been part of marine tourism infrastructure. The Ministry of Tourism currently works together with all relevant stakeholders to update the legal framework and harmonise the national legislation with EU standards, accelerating the process of adaption to the latest developments.

Q: Modern tourist ports, in terms of infrastructure and services, can undoubtedly be a valuable source of wealth that is much needed for the country's local and national economy. According to the recent study of the Institute of SETE - Greek Tourism Confederation - on nautical tourism, the country currently has 22 organised marinas, with a total capacity of 8,924 berths and an estimated 13,500 berths if boat shelters and anchorages are taken into consideration. Can you outline new development targets and priority product development measures for years ahead?

A: The Ministry of Tourism plans to increase the total berth capacity in Greece with an emphasis on creating new berths for megayachts and

constantly improving available services.

Our targets for marine tourism growth are in perfect harmony with current requirements and new market trends, but they are also flexible when necessary.

Q: Yacht clubs are internationally recognised for their significant contribution to marine tourism in terms of human resources, expertise and know-how. How do you intend to capitalise on Greek yacht clubs in the context of the Ministry's plan for the advancement of marine tourism and marinas?

A: The legal framework of tourist ports allows yacht clubs to be established within the leisure port zone. Yacht clubs should and will be included as part of our strategic plan.

Marine tourism's most fundamental pillar is the sailing or motor boat. However, a large proportion of these vessels belong to sporting clubs, which, through their international presence in regattas and the success of their sportsmen, contribute hugely to Greece's promotion, placing the country centre stage in the global marine tourism field.

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Fuat Cimen has a vision to transform West Istanbul Marina (left) into a world-renowned superyacht refit centre.

professional and unique work, and has helped to further set our marina apart from others in the region.”

Cimen is not stopping there. His plan for the future is to install a 2,500-tonne Syncrolift for lifting yachts up to 100m (328ft) in length. “This will give us the opportunity to provide lift/launch services for our superyacht clients,” he says.

The marina appears to be a non-stop work in progress. Initial construction took place over four years but plans were drawn up much earlier. “One of the challenges of building in Istanbul is the bureaucracy in obtaining permits from the government,” Cimen says. In 2006, Turkish company Enelka Taahhüt malat ve Ticaret Ltd signed a marina operation agreement with the Ministry of Finance on the basis of a ‘build-operate-transfer’ model. Construction began in 2008 but, during this time, the company revised its plans for the marina and decided to build a western breakwater. The company filed an application of approval from the government to do so, and was required to produce environmental impact assessments, hydrographic, oceanographic, geological and geophysical reports. In 2010, the



Cruising where continents meet

Straddling Europe and Asia, West Istanbul Marina is one of the largest in Turkey. It is also the only marina in the Mediterranean offering technical services to some of the world’s largest superyachts – and has plans for more. Charlotte Niemiec invites Fuat Cimen, deputy general marina manager, to talk shop.

Historic Istanbul is a popular tourist destination with mild weather, unforgettable sunsets and culture galore. West Istanbul Marina lies on the edge of the European side, offering 600 wet berths, 300 drystack spaces and 30 berths for superyachts up to 95m (311ft) in length.

Fuat Cimen has been with the marina since its inception. “I started working in the maritime sector in 1989 at the 1,000-berth Atakoy Marina in Istanbul and worked there for 18 years. After that, I began working at West Istanbul Marina. I participated in the construction of the marina and have worked there since it opened in 2012,” he says.

In addition to running West Istanbul Marina, Cimen provides consultancy services for other marinas. “I really love my job and it is a big pleasure for me to work with such a professional team. The sea inspires me, I am fond of sailing and I even have my own sailboat. So, my work is also my biggest passion and hobby.”

His vision is to transform the marina into a world-renowned superyacht refit centre in Europe. And this dream is not far off. What sets the marina apart from others in the region – aside from its size – is that it is a complex with huge capacity for technical services. It is the only marina in the Mediterranean with a 700-tonne mobile boat hoist and the technical ability to provide yacht refits of any complexity. While most marinas in Turkey cater to smaller yachts, West Istanbul Marina spans the gamut from 9m (29.5ft) sail boats to superyachts. Between January and April this year, it painted the hull of a Lürssen yacht which, at 85m (279ft) long, is among the largest superyachts in the world. The huge project called for expert calculations on the amount of scaffolding required and the maintenance of temperatures for painting inside water. “It was a big challenge, as no one in Turkey had done it before,” says Cimen. “It’s

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government granted approval and the following year the finance ministry signed an agreement for the revised project. Shortly afterwards, the marina obtained its construction licences and the first yacht was launched two years later in 2012.

Serving large and small

Today, the marina is a world-class facility centred around a Poralu Marine floating pontoon system. It has its own fuel station, which allows it to provide diesel and petrol for all yachts including superyachts. The boat yard is equipped with a 700-tonne mobile boat hoist, manufactured by PDN Engineering and Cranes, a 75-tonne Ascom hoist and a 300-tonne boat trailer. Dry dock storage is offered for 300 yachts up to 9m (29.5ft), served by a marine forklift.

Security is key, Cimen explains. "At West Istanbul Marina we pay great attention to security systems. We have a 24-hour video surveillance system provided by 104 cameras placed all around the water. Security guards are on duty around the clock, as are mooring personnel, who provide safety from the water. Yacht storage security is provided by a system of access to pontoons with special cards."

While the marina does not currently have a membership scheme, available berths can usually be found year-round. From August, occupancy levels average around 70%. "Another challenge in Istanbul is the high taxes from the government," he adds. "Because of this, we are forced to set a price that can be too high for local yacht owners."

Other facilities offered at the

marina include a diving service, environmental services such as pump-out, engine oil disposal tanks, waste tanks, water and shore power supplies, water and electricity, toilets and showers – including some for disabled guests – WiFi, free satellite TV connection, a health centre located just outside the marina, a doctor and infirmary, a chandlery, supermarket, laundry services, a car park for up to 550 cars, fitness and tennis courts, spa centre, swimming pool, sailing school, cultural arts centre, café, restaurants and a heliport. From next year, a beach will also be available for all guests.

A flavour of Turkey

Cimen is keen for marina guests to get a real flavour of Istanbul during their stay. "There are many restaurants for every taste – bars with Turkish hookahs or cozy coffee houses where you can drink Turkish coffee with sea views," Cimen says. And there's plenty of activities available at the marina and in the wider region. "Those who follow healthy lifestyles can play sports at West Life Fitness, and guests of any age can join the classes at the Meerkat sailing school. Visitors can enjoy the



Above & below: West Istanbul is the only marina in the Mediterranean with a 700-tonne mobile boat hoist and the technical ability to provide yacht refits of any complexity.

spa and relax after a hard day. Because the shipyard is located within the marina, all clients and crew members have the opportunity to use the facilities of West Istanbul Marina's developed infrastructure. And we are trying to improve the leisure time of the crew by organising various activities for them, such as excursions to the historical centre of Istanbul."

The marina is ideally located for cruising. It is a Port of Entry for Marmara and, from here, just a short journey to the historic centre of Istanbul, Buyukada, Heybeliada, Marmara, Trilye, Poyrazkoy and Yalova. Buyukada is the largest island among the Princes' Islands in the Marmara Sea, used as an exile destination and as a monastery region during the Byzantine Christian period, while Heybeliada is the second largest island with four harbours. Çam Harbour, historically called 'Port Saint Maria', is the greatest harbour of the island and considered by many as a natural wonder. Marmara itself is the largest Turkish island in the Sea of Marmara, boasting mountains in the north and pine forests in the south. Tirilye is home to fascinating examples of Greek architecture, with a bustling port and monastery. And Istanbul itself is home to the famous Hagia Sofia, Blue Mosque, Topkapi Palace and Basilica Cistern.



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Ana Marina to open as nautical hub in Vietnam

Ana Marina in Nha Trang on the south east coast of Vietnam, scheduled to open in the first quarter of next year, will be the country's first full service marina and yacht club. It is being developed not only to offer berths to locals and visitors and provide a new luxury destination for superyachts, but also to establish a nautical lifestyle hub.

Nha Trang is strategically located between Southeast Asia and Northern Asia, connecting with Hong Kong, Sanya, Singapore, the Philippines, Malaysia, Indonesia, Thailand and more. The vision of the marina owner, Mr Dang Bao Hieu, is for the development to 'pioneer' the maritime and yachting tourism industry and elevate the standards and quality of tourism in an already popular coastal resort city.

The developer, Ana Marina Nha Trang Joint Stock Company, a member of Focus Vietnam Holdings – a professional developer in the Vietnamese travel and leisure industry – turned to UK-based Camper & Nicholson's Marinas (C&NM) to provide the project feasibility and concept

design; the development period design; general support services; commissioning; and operations and management support. With the help of other well-known consultants and engineers, including UK-based Marina Solutions International, the developers amassed information from extensive hydrological and bathymetric studies, precise surveys and severe weather implication studies. The result is a marina design that meets strict international standards and has an expected lifespan of at least 50 years.

Building the marina

Ultimately planned to offer sheltered berthing for up to 220 vessels in two phases, Ana Marina will open early next year with 100 berths and the ability to accommodate vessels up to 40m

(131ft) in length. Some extra wide berths for catamarans are in the mix.

Marinetek of Finland supplied all pontoon infrastructure for the first phase earlier this year direct from its factory site in Johor Bahru in Malaysia. A mix of seven different pontoon types are being utilised, including Super Yacht pontoons, for the docks, fuel dock and breakwaters.

Plus Marine of Italy is supplying and installing HDPE Smart series pedestals with 16-250 Amp range, a Smart Cloud remote metering system, all piping and cabling, portable fire pumps and safety lighting. A

Flovac vacuum wastewater system is also being fitted. Large yachts will pump wastewater and bilge water into a specially designed and sized collection chamber. Smaller vessels will have access to pump-out pedestals, positioned at strategic points on the floating pontoons, with connection points for hoses. The entire system is fully monitored and managed from a central command centre.

Landside development is equally comprehensive and includes: an atrium as a central meeting place and captainerie; restaurants and club members' lounge; swimming pool and children's playground; yacht club bar and ballroom; gym and spa; sales offices; and boatyard with a 100 ton mobile boat hoist, slipway, drystack and workshops.

Customer base

The marina is expecting to welcome a mix of local and overseas customers in a ratio of around 30:70 for the next five years. Around 30% of the ultimate 220 berths will be designated for superyachts. Superyachts can currently anchor in sheltered bays in the area.

Security is of no serious concern but full systems including CCTV, gate monitoring and regular dock patrols are in place. Although access to the marina is restricted to boat owners, club membership is available to local and overseas guests and the general

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public can access restaurants, bars, and watersports and charter areas. The marina has received a lot of interest from charter companies and also plans to run its own power and sail charter operation.

Future phases will include a superyacht dock for six yachts up to 70m (230ft) in length and an additional 100m (328ft) berth is under consideration. The remaining berths, to bring the overall total to 220, will accommodate boats of 10 to 20m (33 to 66ft) and will be operational by 2021.

The biggest challenge currently facing Ana Marina management is the process of clearance formalities but

the quality of infrastructure and variety of amenities will ensure the marina

becomes a new and vibrant destination in a rapidly developing tourist hot-spot.



Marinetek has utilised a mix of seven different pontoon types in the first phase of Ana Marina for the docks, fuel dock and breakwaters.



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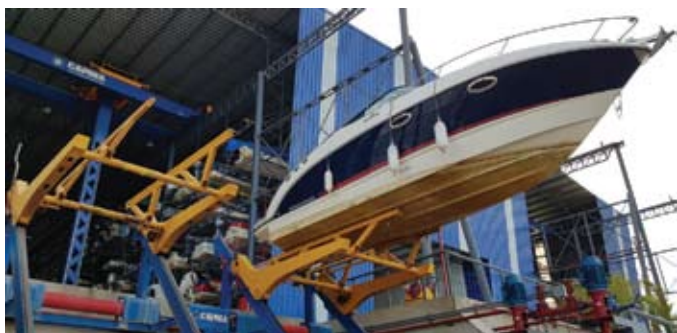
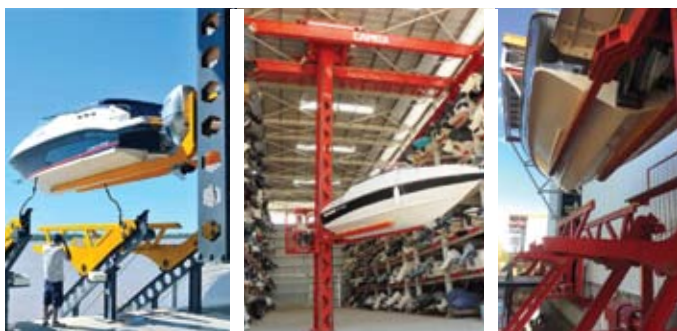


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Tropical Cyclone Debbie in March 2017 was the most severe storm to hit Queensland since Nathan in 2015. Its highest wind speed reached 215km/hr (133.5mi/hr).

This is both a mixture of reality and perception. The idea of more wind sounds great if you are into sailing and kite-surfing but the reality of the market is that in some countries, such as Australia, power driven craft (PWCs to cruisers) and 'intention to fish' are the largest sector of the market and the largest contributor to new participants in a market where the average age of participants is increasing. These boaters prefer calmer days.

So, how do we prepare ourselves for a future where there is more extreme weather and an increased frequency of days when there is more wind or storms? In the first instance, we need to carefully consider the location and attenuating capacities of our marinas and mooring apparatus into the future and the ease of access to berthing and mooring in difficult conditions. This will need to be coupled with better marina designs and technologies for ease of manoeuvring as well as changes in vessel design to reduce windage.

Another consideration with regard to increased rainfall is the implication for existing channels and dredging. As an industry, we need to be working with government in a proactive way to plan for ongoing maintenance dredging to keep our waterways safe and navigable.

Education, training and planning for extreme weather events has never been more important. We are now seeing extreme weather events impacting on

Storm damage at Port Hinchinbrook Marina. Photo: ABC



Climate or weather change – be prepared

by Darren Vaux

The marina industry operates at the interface where the embodied energy from 71% of the world's water surface interacts with the remaining 29% that is land. The marina industry has always needed to be prepared for, and react to, extreme weather. The effect of climate change is increased frequency and intensity of these extreme weather events.

What does this really mean for the boating and marina industries? Let's break it down into the key components that affect our industry:

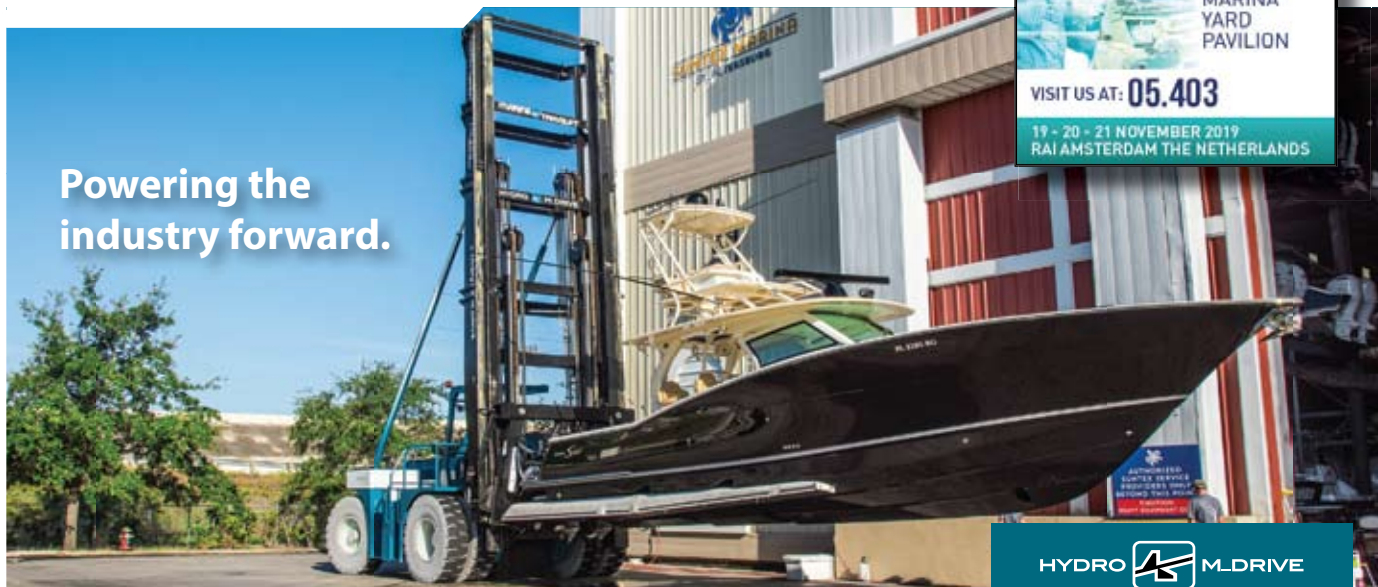
1. Extreme weather

Evidence suggests that there is an increase in both intensity and frequency of severe weather events in the warmer months and in some cases a reduction in the cooler months. This is a logical consequence of the warming of the globe and in particular the top layers of the ocean as higher levels of evaporation lead to higher levels of precipitation. Essentially, as the earth absorbs and retains more energy from the sun, the atmosphere and oceans become more charged with energy. This manifests in higher, high-pressure systems and lower, low-pressure systems creating steeper pressure gradients, i.e. more wind. Likewise, troughs and fronts become more intense as hot humid air is forced more quickly up into the atmosphere by a cold front creating more intense thunderstorms.

What the evidence is showing and what we all feel anecdotally is that the weather is changing both at the

extreme level but also in the nature and frequency of more local and regional weather. We are already seeing the consequences of this at two levels. For businesses and boaters alike, insurance premiums are on the rise. As insurance markets are global, a result of re-insurance damage from extreme weather events in other parts of the world translate to premium rises in countries far and wide, such as New Zealand, Canada and Italy. Insurance is also being conditioned with some boats, types of storage and locations being unable to secure insurance or only at greatly increased premiums. At the practical level, in some locations there are fewer perfect days for boating predominantly due to increased wind strength and storm activity.

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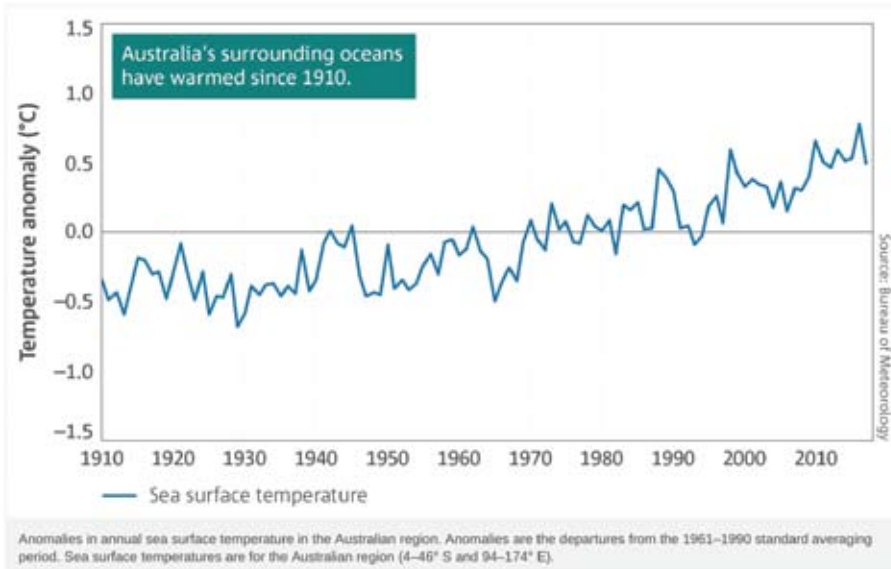
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marinas in areas such as parts of the Mediterranean where such events were unheard of until recently. In Australia, the Marina Industries Association has produced an online extreme weather preparedness course available for the global industry. In one and a half hours, it provides an excellent outline of the issues and the steps that need to be taken so as to be well prepared for a range of extreme weather events.

2. Sea level rise

Sea level is affected by influences that range from hours to centuries, from tides to thermal expansion of the oceans with the impact of wind, atmospheric pressure, ocean currents and global oscillations in between. As ocean temperature increases due to global warming there is a small increase in the mean sea level over the globe as a result, predominantly, of thermal expansion and, secondarily, polar ice melt. According to NASA, which tracks the Global Mean Sea Level (GMSL) by satellite telemetry, the GMSL has increased by 3.3mm in the last year to a total rise of 94mm since 1995. This doesn't sound much but, on a global scale, it is enormous. As an industry we can, no doubt, adapt to these small increases but the more immediate impacts of wind effect (set-up) or in extreme weather (storm surge) need further consideration. Likewise, the atmospheric impact on sea level may become an issue, particularly with extreme low pressure cells when coupled with the storm surge effect. Sea level responds to atmospheric pressure to the extent that a rise or fall of 1hPa over the base of 1,013hPa creates a change in sea level of 1cm.

This means that during a low pressure system of 980hPa the sea level could be 33cm higher than predicted by the tide charts and higher again if there is an onshore wind creating set-up. We need to be prepared for greater sea level variations resulting from a wide number of influencing factors.

3. Weaning off carbon

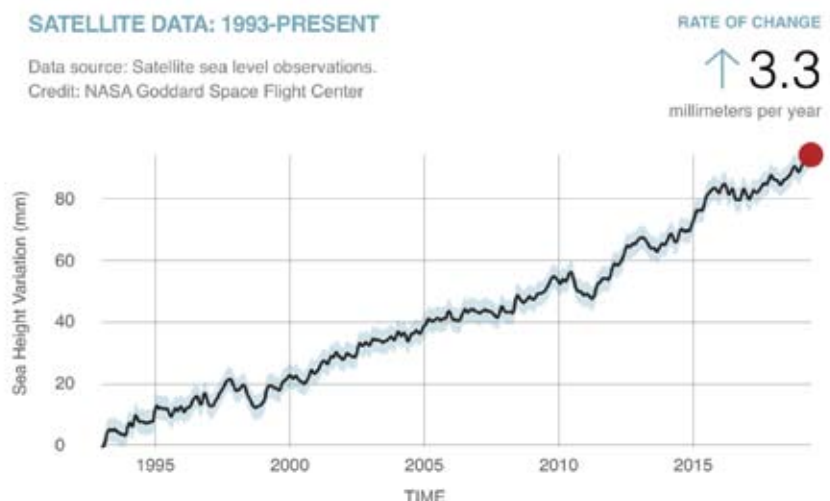
We are clearly seeing the automotive industry moving towards electric vehicles. There is a certain inevitability that boats will have to follow the same direction. Electric motors are in fact ideally suited to marine application with their size, power and torque profiles. As with cars, the biggest challenge is battery technology, range and access to, and time of, charging. As automotive moves towards electric engines on a 10-20 year horizon, the economics of fossil fuels will change as economies of scale reduce and government imposes tariffs to

support the economics of electric vehicles. Fossil fuels will become more expensive with clear implications for marine engines and boat owners.

There are clearly some significant changes coming to vessel designs of all types and sizes in coming years. Likewise, there are going to need to be some significant changes in marina infrastructure to support the electrical demand for the charging of vessels. The obvious solution is increased solar/PV and battery capacity at marinas to support a charging base load. The batteries would support overnight charging while daily loads are not being drawn. This is the principle behind smart charging of electric vehicles, where the majority of vehicles are charged overnight at off-peak times. In any event, there will need to be a combination of distributed generation (i.e. PV cells at a marina) combined with centralised generation (power stations) to meet future demand. Marinas and the boating industry have been slow to start but the outcome is inevitable.

Risk and opportunity

The climate is changing and this change is being accelerated by human introduced CO₂ (and other gases) into the atmosphere. The actual local and regional consequences of that change in the medium term are unclear. What is clear is that we can expect more extremes of weather. How, when and where this will manifest is also not clear. What we can reasonably conclude, however, is that we need to prepare ourselves for a future where our marinas, boats and boating lifestyle are able to adapt to these changes and extremes. Our boaters will need boats

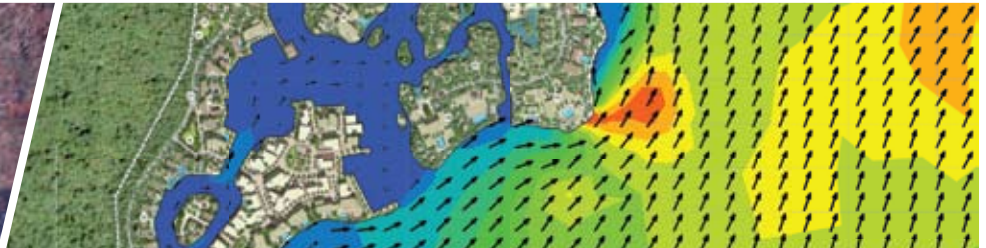


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Bundeena is much admired for being a 'sleepy village' on the outskirts of southern Sydney but stormy weather made for an extensive clean-up. Photo: Club Marine

that are more manoeuvrable, and they will need better skills. Our marinas will need to be prepared for making berthing easier. Electric propulsion for boats is inevitable; it's just a matter of when. Ultimately, it will be consumer-driven and, as consumers embrace electric cars, they will not favour the high cost of fossil fuels for their boats. It will be fascinating to see this market develop, not only for new boats but for the ultimate repowering of the existing fleet with electric propulsion. It is some way away yet but it does open up the question about how we prepare for the future with training and skills for building and maintaining these systems.

I can see a future where the majority of boats have electric propulsion with some form of pods that provide easy and automatic manoeuvring in close quarters making boating safer and more relaxing and making boats cheaper to maintain and operate. This ease of operation will open the market up to more people and respond to the



trend towards shared ownership and use of boats. Developing and implementing these technologies is, in my opinion, a great opportunity for our industry which we should be collectively working towards.

Darren Vaux is president of the (Australian) Boating Industry Association, executive committee member of ICOMIA, chairman of the ICOMIA Environment Committee and managing director of the award winning Empire Marina Bobbin Head in Sydney, Australia.

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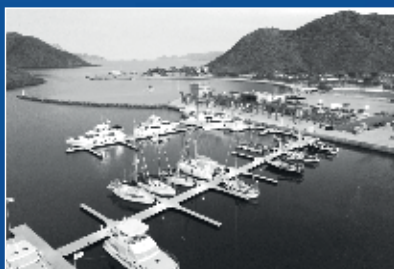
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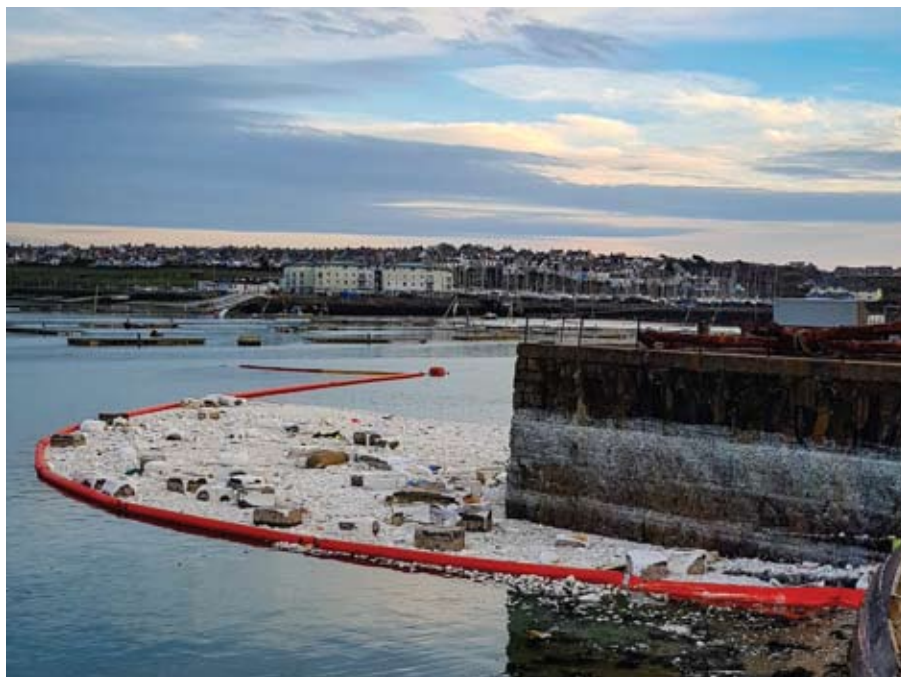
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Enrique Salcedo, Marina General Manager and Associate – Puerto Escondido, Mexico

Storm-wrecked marina highlights growing need for clearer process and collaboration

by Andy Billington

In March 2018, the collision of Storm Emma and the 'Beast from the East' caused widespread, catastrophic damage in parts of the UK. The port of Holyhead on Anglesey, an island off the northwest coast of Wales, bore the brunt of the storm.



As the two weather systems collided, the winds intensified to reach hurricane force, all but completely destroying the town's marina overnight. More than 80 vessels were severely damaged or sunk and the marina's pontoons were torn apart.

Fuel and other oils leaked from the stricken vessels while large quantities of polystyrene, commonly used in the construction of pontoons, created a major pollutant, spreading rapidly from the marina to adjacent shorelines and threatening the shipping lanes within the port.

In a highly successful clean-up operation praised by Welsh government minister Lesley Griffiths, the harbourmaster for Holyhead Port, and Natural Resources Wales, emergency response environmental risk reduction specialist, Adler and Allan, recovered more than 1,000m³ (35,315ft³) of polystyrene and 3,000 litres of oil as well as other debris.

Code of practice

As the severity, frequency and rapid increase in the number of extreme weather events, including storms, heat waves and flooding is seen across the globe, the likelihood of natural disasters such as the destruction of Holyhead Marina occurring again, is only going to increase.

While the ten hottest years on record have all been recorded since 2002, the last decade has also seen numerous communities and businesses devastated by so-called once in a lifetime events.

In Cumbria, when Workington's flood defences were rebuilt following the great storms of 2005, businesses and residents were assured they could withstand a 'once in a century' flood. But just four years later, the town was hit by a second deluge, this time described as a 'once in a millennium' event. In 2007, as well as claiming the lives of 13 people, the Tewkesbury floods severely affected the entire region's infrastructure including power and water supplies, while in 2015, floods decimated Cumbria again leaving many businesses at risk including a Shell/CBRE service station in Carlisle where water ingress had affected the fuel storage tanks as well as the retail unit on the forecourt.

Coastal towns and their infrastructure are inevitably subject to a heightened

Above: Polystyrene from the pontoon floats created a major pollutant when storms destroyed Holyhead Marina in Wales.

Below: Adler and Allan undertook a major clean-up operation.





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Although a significant quantity of oil was recovered in the Holyhead clean-up, non-hydrocarbon pollution reached unprecedented levels.

level of risk. However, marina construction standards have remained unchanged while the code of practice for the design, construction and operation of coastal and inland marinas and yacht harbours specifically, has not been updated to accurately reflect current practices or accommodate further likely change in the near future. Nor does it consider the use of materials, such as polystyrene, that are used in the construction of marinas. As the Holyhead incident illustrated, this is a material that can pose a serious potential pollution risk.

A review of the standards is urgently required.

Control and communication

Just as containment is the priority at any spill incident, so the early communication between and coordination of stakeholders and agencies is of vital importance when trying to limit the spread of pollutants.

This early communication is dependent upon there being clarity regarding which organisations are responsible for leading on a response to a given incident, as well as the availability of guidance for a specific type of incident and pollution control.

The unique nature of the Holyhead incident meant that no marine models or guidance on the appropriate clean-up techniques were available for responding agencies to follow.

Therefore, in locations where Port Authority responsibilities overlap those of marinas and moorings, guidance

should be provided to all agencies involved, including the identification of a lead organisation and the roles and responsibilities of partner agencies.

At the same time, the Holyhead incident illustrated that effective engagement with the insurance industry is critical – establishing a single point of contact and representative for the sector was key to enabling the salvage of sunken vessels which were a continuing source of pollution.

Incident response drills

Where the likelihood exists that pollution incidents will affect multiple organisations, as was the case at Holyhead, it is important to establish local agreements and incident response drills should be undertaken on a regular basis involving all stakeholders. This will aid the development of working relationships and improve the integration of all incident response arrangements.

As part of the planning process for all, greater consideration should also be given to non-hydrocarbon pollutants. While the Holyhead incident was unprecedented – polystyrene being the primary pollutant – it was not the first incident in which non-hydrocarbon pollutants have affected the UK shoreline.

Incident response exercises should therefore draw upon the lessons learned from Holyhead while non-hydrocarbon pollutants should be included within the scope of the National Contingency Plan and guidance available to ports.

Security in a volatile future

Three studies recently published in *Nature* and *Nature Geoscience* use extensive historical data to suggest there has never been a period in the last 2,000 years when temperature changes have been as fast and extensive as in recent decades.

The study, which claims to confirm the link between human activity and climate change, also notes the dramatic rise of extreme weather events and, as weather systems become increasingly volatile, there is a real danger that marinas, as well as other commercial and leisure infrastructure, particularly in coastal areas, are now at real and increasing risk.

With decades of experience in environmental risk reduction and disaster recovery, experts like Adler and Allan can help manage and mitigate the risks, dealing with disaster before it strikes. But real change is required in the guidance available and current operating practice, to provide security in today's increasingly volatile climate.

Andy Billington is group operation manager at Adler and Allan, a UK company that provides clean-up, mitigation and land remediation services in response to pollution incidents such as tanker spills and major flooding incidents.

Further information on the Holyhead operation can be accessed at: <https://landing.adlerandallan.co.uk/Cost-of-a-Spill/holyhead-disaster.pdf>



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Watching the storm, as waves top the breakwater at Coff's Harbour International Marina in NSW, Australia. Photo: Frank Redward

Build well, recover quickly, save money

by Robert Wilkes

Virtually all marinas face natural threats. Storms and tsunamis threaten coastal marinas while tornados, river debris and flowing ice are dangers to inland marinas. Sea level rise is a real concern and no marina is immune from the risk of fire.

At Coff's Harbour International Marina in New South Wales, Australia, low atmospheric pressure and an extreme high tide created huge waves that topped the breakwater and damaged the docks.

This article is not about storm preparation. It's about what you can do to improve your facility's survivability. With forethought, prudence and planning, you can reduce your insurance costs and return your marina to operational status faster and at less cost.

"I'm not worried. I have insurance."

There is a long-standing attitude that insurance will put things right, therefore capital invested on survivability is wasted. Owners taking this stance have one question, "What is the greatest number of berths I can build for the cheapest price?" As we shall see, this is not only shortsighted, it could risk the business.

Structures on land have strict building codes to ensure survivability and safety, especially in areas prone to natural disasters. In many areas, marina

construction is not covered by building codes. Notable exceptions are Australia and the UK. Australia appears to be the world leader in recognising the importance of well-built marinas.

Elsewhere it's often an owner's decision. A developer may be tempted to build a marina just durable enough to establish the business; especially if he has a short-term mindset or does not believe the market will bear higher moorage rates for a better-built marina.

Insurance

Recreational marinas are a tiny slice of the massive insurance business. Many agencies lack understanding of the marina industry. Turnover among agency staff diminishes the chances that the assessor or adjustor is familiar with the issues involved in assessing a marina's resilience or its ability to recover from a storm.

One insurance agency that does know the industry is International Specialty Risks (ISR) of Lynnfield, MA. "Half of all marinas are underinsured," says T. Clarke Smith, vice president at ISR. Smith is unusual. He has 39 years of experience in marina insurance.

"There are a lot of good reasons to build a better, more resilient marina," he adds. "For one, we do an assessment to determine the strength of the marina before writing the policy. We offer lower premiums and deductibles for a well-built marina. We can assume a better-built marina will be out of service for less time, if at all, and will be fully operational more rapidly - reducing the exposure for loss of business."

Smith's policies also include an 'ordnance of law' clause that indemnifies the owner for the higher cost of rebuilding due to regulatory changes, such as ADA compliance and regulations yet unknown. While Smith's company may not be the norm in the US, Australian marine insurers often take into account the durability of the marina's infrastructure.

Underbuilding your marina and depending on insurance has many drawbacks:

- Your insurance company will likely raise your rates after a loss. They could even refuse to insure you again.
- Your employees may lose wages and key employees may go elsewhere.
- Tenants may move to other locations.
- Tenants whose boats have been lost or damaged could sue claiming the marina was unsafe.
- You may find you have insufficient funds to rebuild.

If a storm has damaged several marinas in your area, you may find a long delay in getting your marina rebuilt. Cost may rise as demand for contractors increases.

Rebuilding requires approvals. Regulatory agencies may open new questions about your facility and create hurdles that are time consuming and expensive to overcome. Such delays can be a threat to the life of the business.

Some marinas, most often municipal marinas, will need to seek funds from an emergency management agency such as the Federal Emergency Management Agency (FEMA) in the US. Expect a lengthy approval process even if building like for like, but

DISASTER MANAGEMENT

	Expected Life of the Marina (years)											
Design Storm in (years)	1	2	5	10	15	20	25	30	40	50	80	100
1	63%	86%	99%	100%	100%	100%	100%	100%	100%	100%	100%	100%
2	39%	63%	92%	99%	100%	100%	100%	100%	100%	100%	100%	100%
3	28%	49%	81%	96%	99%	100%	100%	100%	100%	100%	100%	100%
5	18%	33%	63%	86%	95%	98%	99%	100%	100%	100%	100%	100%
7	13%	25%	51%	76%	88%	94%	97%	99%	100%	100%	100%	100%
10	10%	18%	39%	63%	78%	86%	92%	95%	98%	99%	100%	100%
15	6%	12%	28%	49%	63%	74%	81%	86%	93%	96%	100%	100%
20	5%	10%	22%	39%	53%	63%	71%	78%	86%	92%	98%	99%
25	4%	8%	18%	33%	45%	55%	63%	70%	80%	86%	96%	98%
30	3%	6%	15%	28%	39%	49%	57%	63%	74%	81%	93%	96%
35	3%	6%	13%	25%	35%	44%	51%	58%	68%	76%	90%	94%
40	2%	5%	12%	22%	31%	39%	46%	53%	63%	71%	86%	92%
50	2%	4%	10%	18%	26%	33%	39%	45%	55%	63%	80%	86%
75	1%	3%	6%	12%	18%	23%	28%	33%	41%	49%	66%	74%
80	1%	2%	6%	12%	17%	22%	27%	31%	39%	46%	63%	71%
90	1%	2%	5%	11%	15%	20%	24%	28%	36%	43%	59%	67%
100	1%	2%	5%	10%	14%	18%	22%	26%	33%	39%	55%	63%
125	1%	2%	4%	8%	11%	15%	18%	21%	27%	33%	47%	55%
150	1%	1%	3%	6%	10%	12%	15%	18%	23%	28%	41%	49%

Probability of encountering the storm specified to engineer the resilience of your marina.

Source: Jack Cox, Edgewater Associates

particularly if improvements are needed such as replacing fixed timber docks with floating docks. Approvals can take years. After approvals, reimbursements are granted after rebuilding, requiring the owner to fund the project in the meantime.

Addressing the threat before you build

Most threats are predictable based on location and meteorological history. Once conditions are known, owners can choose a 'threshold' marina or ask the engineer to build for improved survivability in severe events, like 25-, 50- or 100-year storms.

The chart above shows the probability that your marina will see a high-risk storm over its lifetime. For example, if we design for the worst storm expected in 25 years (vertical column) and go across to a 40-year time span (horizontal axis) the chance of encountering a storm at that design specification is 80%. If we design for a 50-year storm the probability of that event is 55%. It can happen in the first year or not at all, but chances are high that over the life of the marina it will see the design-specification storm.

What can you do to make your marina more survivable? Craig Funston, vice president of engineering for Bellingham Marine, has been designing marinas for 33 years, from Florida to the Pribilof Islands. "There

Coffs Harbour, fully restored and with a new breakwater. The owners salvaged what they could as the insurers determined the marina was not a total loss, but the lease had only four years left to run.

are a number of ways to make marinas more robust," he explains. "We can make the structure larger, add more reinforcing to the concrete, increase the number of through rods, beef up pile hoops, install more and stronger piles and so forth. We can add height to the piles to account for rising sea level and storm surge. The idea is to design a site-specific solution tailored to the potential risks at the site."

Recovering from the storm

After a devastating event, operators need to dig out and become operational as soon as possible. Each marina is different, but they all need experienced, knowledgeable people on site quickly to get the process going. They want the adjustor to assess the damage, crews to clear the wreckage, and a marina builder who can help them develop a recovery and rebuilding plan.

The event at Coffs Harbour,

mentioned at the beginning of this article, is a good example. The marina is located 540km (335.5mi) north of Sydney. The 50-year old breakwater was outdated and deteriorating. A refurbishment project was set to begin in four days when a freak low-pressure system raised sea levels. An extreme high tide combined with high winds caused waves of green water to thunder over the aged breakwater and slam into the marina.

Warren Russell is the operations manager at Star Marinas, part of QM Properties. Coffs Harbour is one of three marinas he manages. "The direct impact wrecked a section of our timber boardwalk," says Russell. "It broke some pile brackets and ripped fingers from walkways. Pontoons got loose and were floating around in the marina."

"We needed an immediate response," he continues. "We rang a few marina constructors who told us we needed to pull it all out and build a new marina. Our insurance company determined it was not a total loss so we had to rebuild and salvage what we could. With only four years left on our lease, a brand-new marina was not an option."

"Our marina had pontoons from four different suppliers, some no longer in business," Russell adds. "None were by Bellingham Marine, but Bellingham was the only company that would do the job. Gary Charwood of Bellingham Marine was the main man. He and his crew knew all the technical issues and were incredibly resourceful. It's a great help to work with a knowledgeable marina builder that can find a way around every problem."

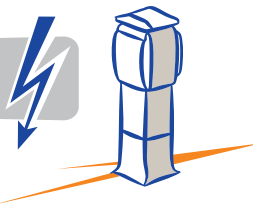
Robert Wilkes writes about the marina industry from Bellevue, WA, USA.



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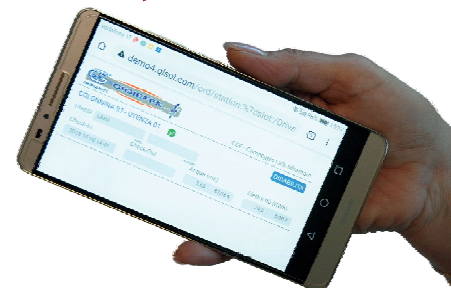
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Sensor passes 'live' test

A newly developed system called Sense4Boat, designed to detect and prevent the most common safety hazards such as fire, water intrusion and battery damage on boats had its first live test in July.

A pump on a 16m (52ft) boat, moored up at its home berth in Marina Punat, Croatia had a technical malfunction and started overheating and generating thick black smoke. To make matters worse, it was the middle of the night and the boat owner was fast asleep on the boat.

Fortunately, the installed smoke sensor picked up on the growing

hazard and the Sense4Boat system immediately generated an alert, warning the boat owner and the marina staff, allowing for a timely reaction.

Thanks to the system and the quick response from the marina staff, nobody was harmed in the incident and the boat suffered only superficial damage.

The Sense4Boat system uses smart Internet-of-Things (IoT) sensors and the IoT Sigfox network to detect threats and issue warnings. Devices are very simple and quick to install as they do not connect to a boat's wiring and the built-in batteries last several years. It is claimed to be the only system that simultaneously notifies the boat owner and the marina in the event of potential hazard.

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The boat suffered only superficial damage thanks to the sensor alert and swift reaction from marina staff.



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Jannek Cederberg

implementation experience with maintenance and replacement requirements relative to overall service life. In this way, a clear roadmap was developed for Miami-Dade County relative to further planning infrastructure improvements in the park until 2100.

Managing the threat of sea level rise at historic waterfront park

by Jannek Cederberg

Matheson Hammock Park is the first County Park in Miami, located along the western shoreline of Biscayne Bay, Florida. The park opened in 1930 with the goal to 'preserve the wild and natural beauty', and covers 630 acres (255ha) featuring trails through mangroves, a manmade lagoon flushed naturally by the tide, a beach, marina and boat launch. It is also a popular spot for kiteboarding, kayak and paddleboard rentals.

Most of the park is relatively low lying, which results in flooding to some areas during high tide events. In addition to the negative impact on visitor experience, flooding has financial impacts, as revenue generating components are impacted operationally and physically. If roads and parking lots are flooded, it will deter people from visiting even on days with no flooding. The park also includes the only waterfront restaurant in Coral Gables, which is often used for events and weddings due to its picturesque outlook on the beach and bay. Unfortunately, it is surrounded by low lying areas so the tidal calendar needs to be checked before planning an event.

As impacts from flood related issues started receiving more attention,

Miami-Dade County Parks relied on Cummins Cederberg, a leading South Florida based coastal and marine engineering firm, to recommend solutions. A study of the conditions was conducted relative to developing flood mitigation concepts and a long-term roadmap to limit impacts of sea level rise. This study was unique, as it combined sea level rise projections, practical concepts and on-the-ground

A flooded beach (above) and car parking area (right) during a high tide event at Matheson Hammock Park deters visitors and reduces revenue for on-site businesses.

Roadmap to flood mitigation

Incorporating flood mitigation measures can be costly if performed in an untimely manner or on an emergency basis. Cummins Cederberg suggested that the additional cost of adapting to sea level rise could be significantly reduced if it was incorporated incrementally into periodic maintenance or capital improvement events. Many components of the park are interrelated but might be earmarked for upgrades individually, which makes considering future improvements of related elements important. For this to occur, proper planning of improvements relative to water levels is required.

An assessment of existing infrastructure and environmental resources was conducted in order to understand and document current conditions. The condition of the



DISASTER MANAGEMENT



Across the water from the marina, additional car parks and boat ramps flood during high tides.

Flood mitigation schedule

Based on the condition assessment, sea level rise projection and inundation modelling, flood mitigation concepts were developed. The urgency of implementation was determined based on remaining service life and current flood exposure. An implementation schedule was developed based on resiliency and service life, marine resource impacts, environmental permit feasibility, maintenance requirements and potential phasing.

The implementation schedule provides information relative to when replacement of a component is required based on the service, and the recommended design elevation at each replacement stage. This allows for planning individual components relative to each other, as it provides recommended elevations for adjacent components so proper transition can be planned. It also clearly depicts when new projects should be implemented so financial budgets can be prepared accordingly.

Resilient infrastructure

Cummins Cederberg recognised high tides and sea level rise becoming a real threat for this historic coastal park. If improvements were not implemented, parts of the park or even the entire park would likely be unusable during a large portion of the year within the next 20 years. Today, Miami-Dade County is in the beginning phases of Cummins Cederberg's recommended implementation schedule starting with upgrades to their parking lot. The implementation schedule will be updated periodically, as new information on sea level rise is published, as well as when projects are implemented. This study proved with the proper planning and implementation scheduling combined with routine maintenance on infrastructure projects, we can build cost-effective resilient futures, just like Matheson Hammock Park.

Cummins Cederberg is southeast Florida's largest professional engineering firm uniquely specialising in the coastal and marine environment. It was founded by Jason Cummins and Jannek Cederberg and has steadily grown to become a full service practice including coastal engineering, marine structures engineering, biological monitoring and environmental permitting.

existing infrastructure is important so as to determine remaining service life and potential repair options, as well as the feasibility for adaption relative to increased water levels. The park is within a pristine natural area, surrounded by environmental resources including a mangrove forest and seagrass beds, which may provide constraints relative to potential flood mitigation concepts.

Tidal values and sea level rise

Tidal values are average values and are exceeded on a frequent basis. The predictions of tidal water levels show a periodically seasonal high-water level during a certain time of the year, popularly referred to as 'king tides'. King tides cause flooding in inland low-lying areas or when heavy rainfall events occur, as the drainage efficiency is decreased due to the elevated water levels.

An evaluation of typical and extreme tidal water levels was conducted to understand peak tidal levels and exceedance probability. The local tidal range is approximately 2.0 to 2.5 feet (61 to 76cm), depending on the time of the year. In addition to variations in the tidal levels, there is also variation between the predicted and the observed water level values because of wind, temperature, pressure and other factors, which can result in differences of up to 1.5 feet (46cm) at the project area.

The adopted sea level rise projections forecast an increase of 1.2 feet (36.5cm) by 2050 and 4.4 feet (134cm) in 2100 as compared to now. In 2050, most of the park would be flooded frequently, and by 2100,

the entire park would be flooded the majority of the time. One of the uncertainties in analysing the historic sea level rise is the annual rate of sea level rise, which appears to be increasing. However, this increase is a more recent phenomenon, so it is difficult to confidently predict the trend of this acceleration. Nevertheless, for planning purposes, it is preferable to overestimate rather than underestimate, as the latter may make future adaption more difficult or costly.

To further evaluate areas of flooding, a flood inundation analysis was performed to determine what areas are flooded at various increasing water levels, as well as the sequence of the flooding to identify critical areas that serve as access for other areas of the park. Topographic LiDAR data was compiled and processed in order to develop a detailed three-dimensional contour map of the project area.

The flood inundation modelling showed, over time, new areas of the park will be inundated if improvements are not implemented. Under 2017 conditions, a low-lying access trail through the mangroves and the beach area along with most parking areas are submerged following just a small increase in water level, but other areas are not affected. Over the years, new areas of the park were shown to be inundated using the model. By 2100, the model found the entire park will be flooded except for a small portion of the marina parking area due to regular Mean Higher High Water (MHHW) conditions, and during extreme tide conditions the entire park will be completely flooded.

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FLOATING STRUCTURES



on the waterside. Weighing 12 tonnes apiece, they were then lifted into the water by crane and decking was installed and other work finalised. All was completed with the final bolting up and the addition of curved stainless steel handrails.

The Ark 900 is designed to be highly stable when static in the marina but can also be easily and safely manoeuvred around the harbour using a high thrust outboard motor.

“Walcon has worked closely with us in designing this unique luxury accommodation boat,” said Trafalgar Group managing director Jonny Boys. “Working with their design team we have been able to ensure a seamless process that brought together components such as the pontoon hulls, the blackwater systems and the Ark 900s themselves to create a harmonious whole. Working with Walcon has allowed us to innovate and explore a great new market sector.”

James Walters, managing director for Walcon, added: “We welcome custom pontoon projects of all types. We have the skills, facilities and experience to deliver complete design, build and installation packages, as well as full after-care and maintenance. It was our pleasure to work with owner Jonny Boys and his team whose vision and decision to think outside the box made this pioneering project a reality.”

Arks afloat at UK marinas

First-of-type luxury floating accommodation boats, called Ark 900s, have been delivered to Thornham Marina near Chichester, UK. Developed by the marina owner – The Trafalgar Group – working closely with Walcon Marine, they will be available to visitors via Airbnb and booking.com.

The uniquely customised pontoon base units are built using Walcon’s proven System 21 products but feature extensive detailing to complement a curved, organic design. Measuring 9m x 5m (29 x 16ft) at their widest points, each offers two-person accommodation.

The decking conceals the substantial flotation needed to support the structure and its occupants safely, and all plumbing and electrical systems

required to ensure a comfortable experience. Each Ark is built with a wooden clinker-style exterior shell over a steel frame and features include insulated wall cavities, electric underfloor heating, air conditioning, sound systems, LED lighting, en-suite facilities and more.

Walcon delivered each of the pontoon hulls to the site in two sections and then performed the final assembly

BWML launches floating home community concept

British Waterways Marinas Ltd (BWML), operator of 18 marinas in England, has launched a floating home concept at Sawley Marina (Nottinghamshire) and Priory Marina (Bedfordshire).

Each of the 21 available lodges features an open plan living area, fully-fitted kitchen, two double bedrooms and a wraparound outside terrace. Every home comes with a lengthy manufacturer’s warranty.

The homes are situated within gated communities, with bars, restaurants and shops within a short distance. Both sites have car parking, storage facilities, CCTV and a 24-hour emergency call-out service.

Not only do the homes offer a unique housing option to buyers, but studies have shown that living by the water has a number of health



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FLOATING STRUCTURES



benefits. Researcher Mireia Gascon from the Institute for Global Health found that those living by the water are less likely to be stressed and have an increased perception of their own wellbeing. She also found

that when compared to the general population, those living by the water are more likely to report higher levels of physical activity.

Jeff Whyatt, managing director of BWML, said the company is "incredibly

excited" about the launch of the floating homes. "These homes have been built to the highest possible specification, delivering a very low carbon footprint, low energy bills and a fantastic way of life," he commented.



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Port Denarau Marina in Fiji has secured a firm place on the superyacht cruising circuit and, over time, has significantly expanded its services.

Top 500 for Golden

Boat lift specialist Golden Manufacturing has been named as one of the top 500 companies in Florida by weekly newspaper *Business Observer*. The company is also a finalist for the 2019 Manufacturer of the Year Award to be presented by the Horizon Council and Lee County Economic Development Office.

“Last year we went through the rigorous process to earn ISO 9001:2015 certification, which emphasises risk management and customer satisfaction,” said Bill Golden, president and CEO. “These honours are a testament to the hard work and dedication our entire team has made to manufacturing at the highest level.”

Haven Grande advancing to Platinum level in 2019 – a new era of brand standard operational philosophy has been ushered into the IGY culture that will positively impact our entire 17-marina global network,” says Kenny Jones MBE, EVP operations.

Phil Blake CMM, general manager at IGY Yacht Haven Grande, adds: “This notable achievement is a testament to the hard work of our employees – supported by the

Port Denarau enters Hall of Fame

Port Denarau Marina in Fiji has joined the Marina Industries Association (MIA) Hall of Fame. The award was made in May at the Marinas19 gala dinner event.

“Our induction into the Hall of Fame is a great achievement not just for us as a marina operator but for the entire country,” said Port Denarau Marina general manager Cynthia Rasch.

“Since 2015, our efforts and facilities have been consistently recognised both internationally and locally as the marina continues to grow from strength to strength on improving our services and facilities,” she added.

MIA chairman Andrew Chapman

pointed out that Port Denarau has developed from humble beginnings to become a high-end multi-use international marina facility catering for leisure boats, commercial vessels and superyachts, offering haul-out and boatyard facilities.

The marina has twice won ‘Best International Marina’ in the MIA awards and is the only marina in the Pacific islands to be accredited with ‘International Level 3 Clean’ and ‘Fish friendly’ status.

Platinum accreditation – the best of the best

Marinas in the Caribbean (IGY Yacht Haven Grande), Europe (Limassol Marina) and Australia (Coral Sea Marina Resort) are amongst the latest to earn ‘Platinum’; the highest possible level of Gold Anchor accreditation under the Global Gold Anchor Scheme.

Platinum status is an accolade for the best of the best, and marinas are required to pass a comprehensive external audit that covers design, operations, policies, procedures, communications, destination integration, and an independently administered review of customer service enquiry standards. As MIA chairman, Andrew Chapman, points out, “to be accredited as 5 Gold Anchor Platinum the marina has to achieve an overall score over 95%.”

IGY Yacht Haven Grande Marina in St Thomas, USVI, caters for vessels up to 600ft (182m) on a remote Caribbean island. Its accolade is all the more extraordinary as it has made resounding recovery after overcoming

Limassol Marina in Cyprus became the fifth marina in the world to earn ‘Platinum’ status in May.

two Category Five hurricanes in 2017.

“For nearly a decade, five of our marinas have consistently earned 5 Gold Anchor status and now - with IGY Yacht



INDUSTRY AWARDS

Top: A 520-berth Platinum Gold Anchor facility, Coral Sea Marina Resort, is a focal point for tourism in the Whitsundays. Centre: Karpaz Gate Marina, holder of 5 Gold Anchors, was 'International Marina of the Year' runner up in the Townergate marina awards. Bottom: Platinum Gold Anchor accredited IGY Yacht Haven Grande was voted 'Superyacht Marina of the Year' in the TYHA/Townergate annual awards.

corporate team – and our unwavering commitment to the economic growth of St Thomas, USVI, and driving the island as a world leading customer oriented yachting destination.”

Limassol Marina, the first full-service superyacht marina on the Mediterranean island of Cyprus became the fifth marina to earn Platinum status in May this year. Andreas Christodoulides, Limassol Marina CEO, acknowledges the relentless efforts of the marina team in “providing the highest quality of yachting services in Cyprus” and says the award “strengthens our commitment to advancing the quality of services offered to our tenants, visitors and



guests, while establishing Limassol Marina as the ultimate yachting ambassador of Cyprus, abroad.”

Coral Sea Marina Resort (formerly Abell Point Marina) in the Whitsundays set a new Australian benchmark by winning Platinum accreditation in October. The 520-berth marina resort has 20 retail, hospitality and tourism tenants and a waterfront hotel. It has won many awards and is the current holder of the MIA Marina of the Year

(140+ berths category).

Marina owner, Paul Darrouzet, recognises the efforts of the entire team in striving for excellence in all areas of the business. “The team consistently delivers the highest level of service to our valued guests. The continuous validation under the Gold Anchor scheme will keep us at the top of our game and assist in our ongoing quest to deliver memorable experiences that reflect excellence in quality and value.”

Townergate marinas of the year

The best of over 160 marinas accredited with Gold Anchors by The Yacht Harbour Association (TYHA) received Townergate Marina of the Year awards at the Southampton International Boat Show in September:

UK Coastal Marina of the Year (over 250 berths)

Winner: Royal Quays Marina **Runner up:** Mayflower Marina

UK Coastal Marina of the Year (under 250 berths)

Winner: Poole Quay Boat Harbour **Runner up:** Emsworth Yacht Harbour

UK Inland Marina of the Year

Winner: Church Minshull Aqueduct Marina

Runner up: BWML Lemoryd Marina

International Marina of the Year

Winner: Marina de Vilamoura **Runner up:** Karpaz Gate Marina

Superyacht Marina of the Year

Winner: IGY Marina Yacht Haven Grande



New Zealand winners for 2019

Congratulations to the following winners in the New Zealand Marina Operators Association awards:

Marina of the Year: Bay of Islands Marina

Boatyard of the Year: Bridge Marina Travelift Ltd

Best Environmental Performer:

Tauranga Bridge Marina Ltd

Individual Contribution to the Marina Industry:

Brent and June Shipman of Total Marine

Commendations were also received as follows:

Marina of the Year: Te Ana Marina

Boatyard of the Year:

Marsden Cove Marina and Gulf Harbour Marina

Best Environmental Performer: VesselWorks – the Tauranga Marine Precinct





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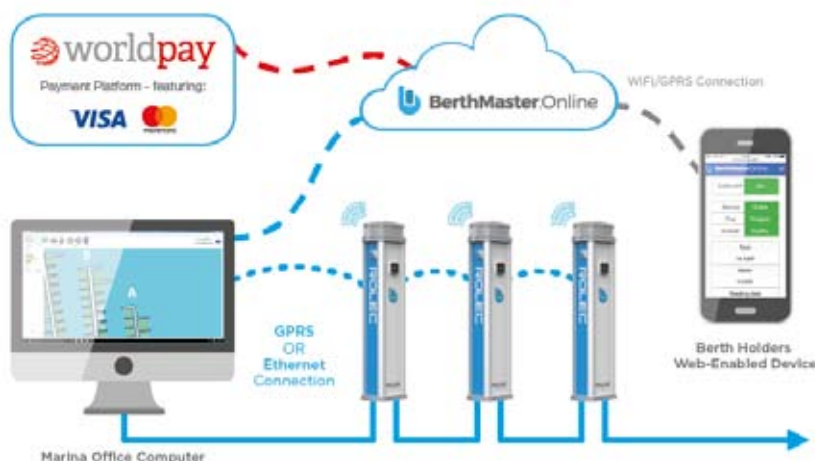
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BerthMaster with GPRS

The popular and long established BerthMaster utility control system from Rolec Services is now available as a GPRS solution.

Rolec managing director, Kieron Alsop, explains the new option: "BerthMaster has provided a reliable, tried and tested solution globally for many years. This newly added GPRS option enables it to go beyond just marinas – it is now also perfect for locations without a central office, such as port authority sites and fishing ports."

BerthMaster does not require the installation of any data cables, only a live, neutral and earth connection is needed. When it is in place, it easily and cost-effectively manages the control and billing of electrical and water services via computer software, allowing control and monitoring of every individual electric socket and water tap. The Online option offers further flexibility.

"BerthMaster Online provides all the monitoring and switching features of BerthMaster with the added facility of allowing berth holders to manage their electric and water services from their phone, tablet, laptop (or any other web enabled device) via their secure BerthMaster account online," Alsop adds.

Berth holders can also set up an account and pre-pay for the use of their services and are able to view their transaction statements online. This eliminates the need for individual customer invoicing as a site receives

all payments directly to its merchant account in monthly arrears.

Standard features of BerthMaster include:

- Individual electric and water meter readings sent directly to the berth holder's online account
- Ability to switch on/off electrical sockets and water taps from the system interface and the berth holder's online account
- Facility to manage user credit levels, access to services and transaction history
- Berth holder access to online account via any web enabled device to make payments, control services and obtain transaction history
- An interactive dashboard providing a view of the site layout, berths occupied and available, and berth service status
- Visibility of a site's overall electric and water consumption
- Optional keypads or RFID cards for customers and a continuous remote system support package

BerthMaster has serviced more than 25,000 berths worldwide over the past 15 years.

E: rolec@rolecserv.com



Funding boost for Harba

Harba has successfully raised funds from High Seas Invest led by Esben Halding and the Danish Growth Fund to further refine its marina management products and expand its business internationally.

Founded in 2015 by Christian Elkrog, Harba is an innovation-driven Danish company digitalising and connecting marinas and boaters. It has developed an award-winning app for boaters – HarbaApp – simple to use marina management software for harbour masters - HarbaMaster – and various IoT hardware solutions to support both parties.

"Harba has developed an exciting technology that solves a number of challenges for marinas and boaters," comments Esben Halding. "This is an area where digitalisation has not yet broken through, and we see Harba as an innovative company with a strong team that has every opportunity to conquer the market. Our investment in Harba is an indication that we see a huge international potential for its cutting edge products. We are very happy to be onboard and help out on this exciting voyage."

Christian Elkrog adds: "Our goal is to empower every marina and boater across the world to reap the benefits of the state-of-the-art technology and digitalisation. With this investment we are able to bring our products to the next level as well as to prepare them for some very promising markets like the US or Caribbean. Such global focus allows marinas, harbours and yacht clubs across the world to learn from one another and implement various cutting edge processes that are used in other parts of the world. We have already seen amazing benefits from implementing ideas and features suggested by marina staff across continents into our software and hardware portfolio. We are planning to continue this valuable cooperation in the future."

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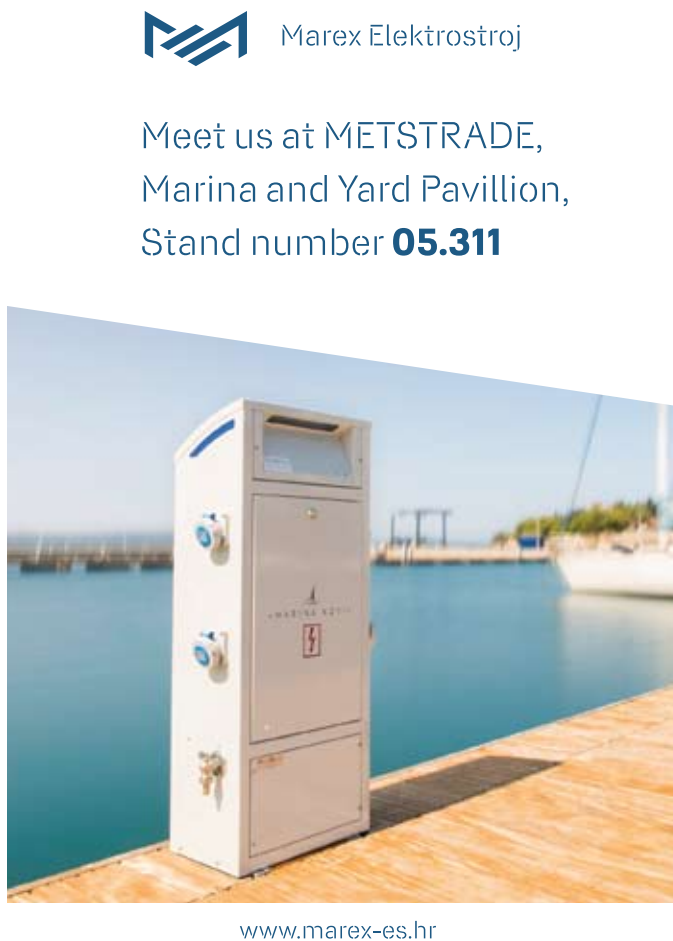
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Waiting jetty upgrade at Welsh marina

Irish company Inland and Coastal Marina Systems (ICMS) has upgraded the waiting jetty at Conwy Marina in Conwy, Wales. The new pontoon is now in constant use, providing boaters with a safe and secure place to wait before entering the marina.

The company installed a Continuous Concrete Pontoon (CCP), increasing berthing and load capacity for larger vessels. With greater wave reduction and stability properties, the system also requires less maintenance.

Due to varying water levels between the outer harbour and marina basin, access to the 500-berth marina is via a tidal sill.

"The large tidal range in the estuary here often causes the holding pontoon to ground at low water springs," says Conwy marina manager Jon Roberts. "Inland and Coastal's continuous pontoon design works perfectly. The attention to detail also made the installation process extremely efficient. The work progressed during specific



tidal gates without interfering with daily operations and I am delighted with the quality of the new structure."

"Conwy is a stunning part of the coastline," says Oliver Shortall, ICMS managing director. "We were delighted

to provide a robust waiting jetty. Our concrete pontoons have double the lifespan of wooden ones. The solid surfaces also offer much better grip properties – especially when wet."

E: sales@inlandandcoastal.com

Plant cart made from plants

An innovative recycling project to convert waste water plant clippings into water plant baggage carts has been developed and initiated in the Netherlands.

Water plants that take over inland waterways need to be removed every summer in places such as IJmeer, Randmeren and Markermeer. The plants proliferate due to the quality and clarity of the water but the abundant growth stops anyone swimming, rowing, sailing or canoeing. The annual mowing results in piles of clippings.

Lisan Knox, manager of Marina Muiderzand and Bas Durieux, director of Seijsener, together looked at how the 'waste' could be used. This resulted in the development of a baggage cart that not only collects processed water plants but is actually made from a plastic material

that utilises the finely ground fibres of the plants.

"Marina Muiderzand is an excellent location for water sports enthusiasts and sustainability is one of our focal

points," says Knox. "With the production of the baggage carts, we work on a structural solution for the nuisance that these water plants give. They are a huge source of irritation to our marina guests."

Durieux adds: "Seijsener has been a technical specialist company for harbours for over 55 years. We feel a great connection with the water sports sector. So, when the sector faces a problem that inhibits people from enjoying water sports, we gladly offer our input and help to keep water sports eco-friendly and sustainable. Recently, we developed and manufactured campsite signs from old fishing nets. This also led to the idea to use water plants as a resource."

E: info@seijsener.com



Bas Durieux (left) with Lisan Knox and the plant-based plant cart.

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Two-piece **Pile Ring** offers flexible fit

Following the great success of its single and four-piece mooring systems, Marinaquip has introduced a new two-piece Pile Ring that can be installed at water level or under existing wharfs, jetties and other marine structures.

The original designs, already widely in use, provide a solution for all-tide, monitor-free mooring during changing and unpredictable weather and sea states. There has, however, been a gap in the range for retrospective installation.

The new and versatile two-piece product solves the problem and introduces a number of new and patent pending designs, materials, and features - including easy installation, stress-free hinges and flexible walls.

Constructed using a long-life polymer compound, the product is highly flexible (unlike HDPE) and can withstand a tremendous amount of stress.

Independent load tests have recorded 20 tonnes on the standard two-piece Pile Ring with no damage to product or materials.

Mooring lines wrap around the Pile Ring, and thus around the piling, in a protected 50mm recess. As line-pull increases, the product compresses until the outer skin contacts the inner and the ultimate strength has been attained. Risk transfers to the integrity of the mooring line and the pile.

The new design is practical, cost-effective and recyclable. It is suitable for all manner of craft and floating equipment and is also finding favour in new markets. For example, Marinaquip



is already in talks with major floating solar power specialists who require all-tide moorings in very testing conditions.

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offers comprehensive tools to manage services such as berth rentals and makes administering and charging for ancillary services and utilities simple. It also offers add-on modules that make it easy to manage a schedule of boat lifters and hard stands and effectively create and monitor job quotes, invoices, job costings and work in progress.

Pacsoft chief executive, Chris Thomas, said the acquisition would provide his team with increased business skills, greater financial resources and

access to new technology. Thomas has managed the company since 1997, and he and existing Pacsoft staff will remain in place as part of the deal.

“Jonas Software knows what it takes to grow a business globally,” Thomas said. “This acquisition gives us the strength, expertise and security to deliver the world’s leading marina and boatyard management software globally long into the future.”

E: chris@pacsoftmms.com

Jonas buys Pacsoft

Jonas Software, a company that operates more than 80 independently managed software brands around the world, has expanded its portfolio with the acquisition of marina management software specialist Pacsoft International.

Headquartered in Auckland, New Zealand, Pacsoft is best known for its PacsoftNG software used by marina, boatyard and shipyard managers to operate and manage their facilities.

Jonas Software Australia and New Zealand portfolio manager, Mike Henton, said he was delighted to announce the acquisition at a time when boating was growing in popularity. “We’re thrilled to bring Pacsoft into the fold and are committed to its continued success. With the 2021 America’s Cup on the horizon and enthusiasm for boating on the rise, Pacsoft is well placed to capitalise on these opportunities.”

Pacsoft has grown steadily since it launched PacsoftNG in 1999. The software is now used in 20 countries by businesses ranging from small marinas and boatyards to major harbours with thousands of berths.

PacsoftNG makes it simple for managers to efficiently run all aspects of their business, including operations, administration, accounting, management and business analysis. It



Above: PacsoftNG makes marina management simple. Right: Whitianga Marina in New Zealand is one of over 100 users of PacsoftNG worldwide.



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Giant hoist for Gold Coast superyacht yard

The Boat Works, Australia's sprawling 55-acre (22-ha) shipyard and marina is now equipped with the largest ship lift on the Gold Coast; a 300 tonne Marine Travelift 300 C11 named "Rhino".

With 2.8m (9ft) diameter wheels and measuring 12m (39ft) high and 14m (46ft) wide, it towers over the newly completed additional slipway in the superyacht facility and is on track to begin lifting in January 2020.

Rhino complements 70 tonne and 100 tonne Marine Travelift hoists and a 45 tonne Hydraulic Sealift. It will work in the new superyacht yard, which has 40,000m² (430,556ft²) of concrete hardstand, work bays for superyachts up to 50m (164ft), 18 massive individual refit sheds, captains' and owners' lounge and a 75m (246ft) superyacht berth option, all within a clean, green environment.

"There is nothing comparable in Australia and, most likely, the world," says general manager Shane Subichin. "The environmental initiatives, including water filtration and large tracts of bio gardens are unique."

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Index to Advertisers

ASAR/GCM Safe Harbour Drystack, USA	24
Applied Technology & Management, USA	46
Ayia Napa Marina, Cyprus	39
Bellingham Marine, USA	40
Boat Lift, Italy	26
Camper & Nicholson's Marinas, UK	12
Capria, Argentina	30
Cimolai, Italy	56
Conolift by Kropf Industrial, Canada	69
Cummins Cederberg, USA	34
D-Marin, Turkey	14
Den Hartog Industries, USA	54
DoubleTrac by OmegaFlex, USA	59
Dual Docker, Austria	34
Dura Composites, UK	29
Easterwoods Trading, Netherlands	54
Eaton Marina Power & Lighting, USA	72
Extreme Weather Course, Australia	47
F3 Marina, USA	16
GH Cranes & Components, Spain	6
Gael Force Marinas & Pontoons, UK	71
Gigieffe, Italy	45
Golden Boat Lifts/Golden Marine Systems, USA	51
Havenstar, UK	28
Hazelett Marine, USA	42
HydroHoist, USA	40
IMBC 2020, USA	21
Ingemar, Italy	20
Inland & Coastal Marinas, Ireland	46
Lindley, Portugal	67
Livart Marine, China	62
Lumberock Premium Decking, USA	42
Marex, Croatia	62
Marina Master by IRM, Slovenia	62
Marina Projects, UK	18
Marinaquip, New Zealand	68
Marine Travelift, USA	32
Marinetek, Finland	4
Martini Alfredo, Italy	55
Orsta Breakwater, Netherlands	62
P&O Marinas, UAE	22
Pacsoft, New Zealand	64
Poralu Marine, France	36 & 37
Port Safety, Denmark	68
Power Docks, USA	54
Rolec Services, UK	10
Ronautica, Spain	32
Roodberg - a brand of Frisian Industries, Netherlands	65
SF Marina System, Sweden	2
Seaflex, Sweden	8
Seijsener Marina Services, Netherlands	64
Structurmarine, Canada	56
Sublift, Sweden	42
Superior Jetties, Australia	64
ThruFlow, Canada	30
Twinwood by Soprefa, Portugal	68
Walcon Marine, UK	35
Wiggins Lift Co, USA	53

POS phase launched for MarinaGo Office

Scribble Software has released MarinaGo Office Point-of-Sale (POS), the next phase of the MarinaGo Office next-generation cloud-based management solution for the marina industry. As a cloud-based platform utilising a SaaS model, the product utilises the latest cloud technology and user interface techniques to revolutionise marina and property management.

The MarinaGo Office Suite is a multi-phase project designed to completely manage all aspects of marinas. The new release expands the feature set to include a cloud-based touch-screen friendly point-of-sale module for marina operations offering a ships store, fuel dock, gift shop or other retail related environment.

An enterprise level approach was taken, meeting the needs of all size properties including the smallest family-owned marina to the corporate conglomerate operating numerous locations. Each property can be individually managed and operated while remaining within the central corporate company entity. This allows the use of a centralised customer and vessel list within the company where individual customers and vessels may be linked and used at specific company-owned properties.

The software fully embraces cloud-based technology by utilising the Star cloudPRNT technology that allows the printing of sales receipts from anywhere and from any device. Scribble Software and Star Micronics worked closely together to achieve this goal.

"We have continued to develop and expand the functionality of the MarinaGo Office Suite to include a full-featured point-of-sale module and are excited to release it to our customers," says Vance Young, director of technology at Scribble Software. "The release of the MarinaGo Office Point-of-Sale exemplifies our core philosophy of providing comprehensive solutions for the marina industry."

"We are thrilled that Scribble Software has chosen Star for their new MarinaGo Office Point-of-Sale solution," says Christophe Naasz, director of business development for Star Micronics. "Scribble has been a long-time partner of Star Micronics and they continue to provide innovative



and modern solutions to solve all the needs of their customers. With our CloudPRNT technology and mC-Print3, we are confident that MarinaGo Office Point-of-Sale will help marinas to operate with more efficiency."

Key features include:

- 100% cloud-based
- Multiple property support
- Touchscreen user interface
- High configurability
- Bar code scanner support
- House account ticket charges
- Print and email receipts
- Printable receipts from any device with Star cloudPRNT
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