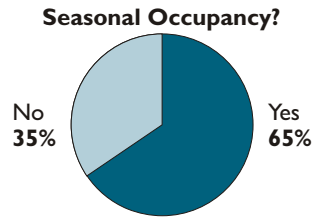
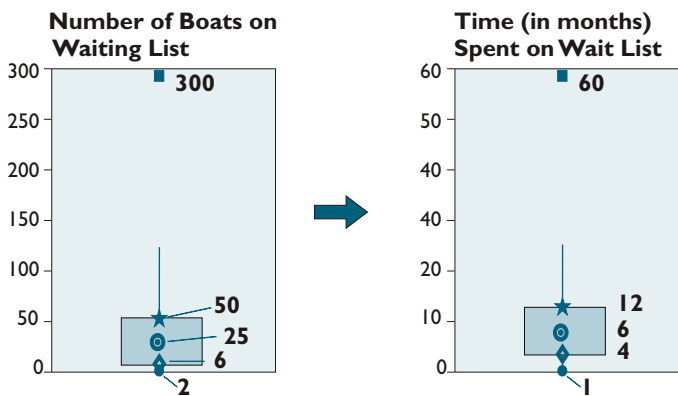
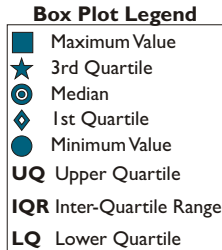
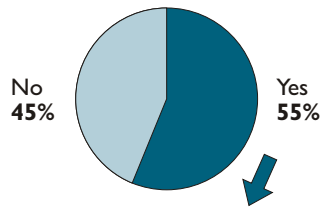


5 Does your occupancy vary seasonally?

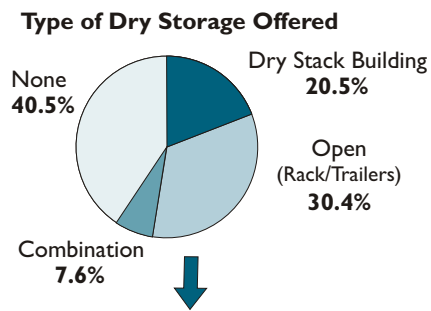


The majority of respondents experience large seasonal variance in marina occupancy and demand for wet moorage. Does your marina capitalize on the various needs of boaters during the off-season?

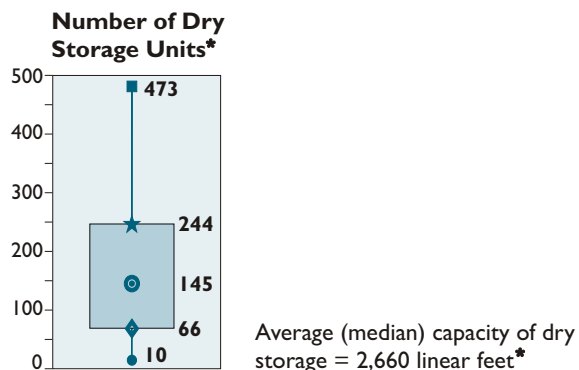
6 Does your marina have a waiting list for wet moorage?



7 What type of dry storage does your facility offer?



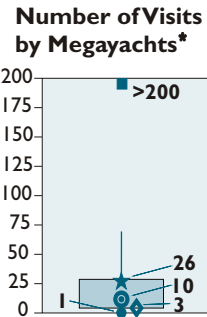
8 What is the capacity (# of units and total linear feet) of your marina's dry storage facilities? *



*These figures only include data for those marinas with dry storage

9 Approximately how many megayachts (>85') visited your marina last year?

Only 40% of respondents were visited by megayachts, and, as expected, the numbers confirm it is the larger and wealthier marinas that host these oversized guests.



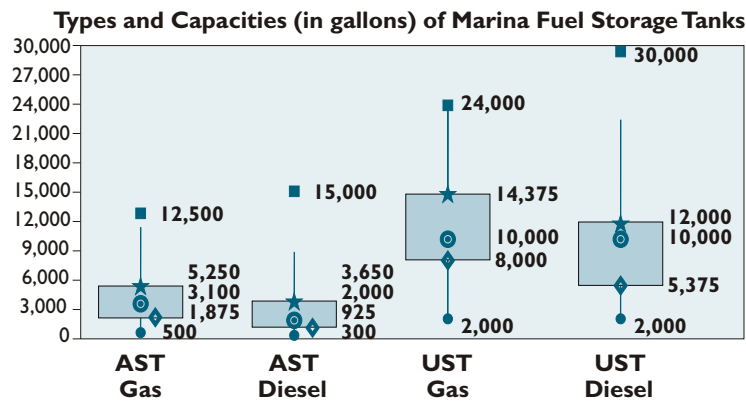
Mean revenue for marinas based on # of megayacht visitors:
UQ = \$3,500,000
IQR = \$1,777,500
LQ = \$1,065,028

[Note: Mean revenue for all marinas = \$1,374,824]

* Only includes data for those marinas visited by at least one megayacht

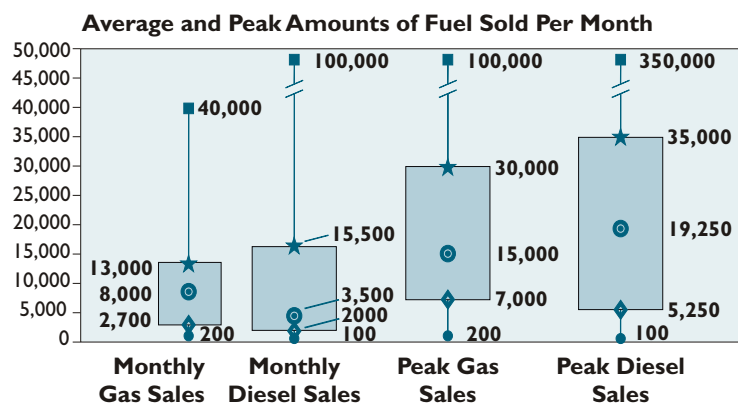
Fuel and Utilities

10 What is the type (i.e., Above-ground (AST) or underground (UST)) and capacity of the fuel storage tanks at your marina?



USTs are the largest, most popular and most used fuel tanks by survey respondents. Approximately 50% of respondents use USTs, while only 21% report using ASTs. This, in part, explains the greater variance in UST tank sizes.

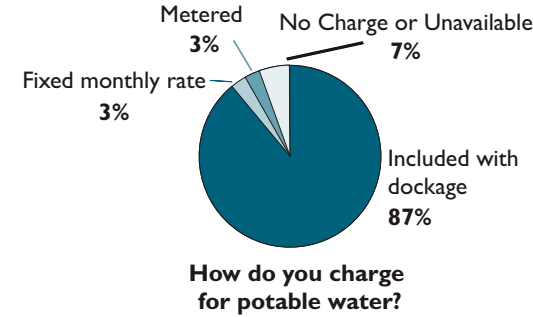
11 On average, how many gallons of fuel does your marina sell each month?



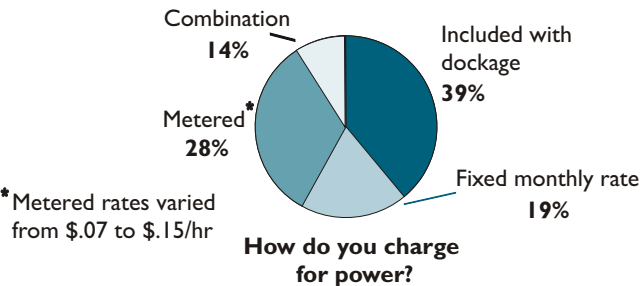
While both AST and UST capacities were larger (on average) for gas than for diesel (see Question 10), diesel far outsold gas at the marinas responding to our survey.

12 What is the peak monthly volume of fuel sold during season?

13 How do you charge boaters for potable water?



14 How do you charge boaters for power?



* Metered rates varied from \$.07 to \$.15/hr

15 What type of power do you supply for each of the following slip sizes?

Slip Size	1-2x30amp, 120V	50amp, 120/240V	30/50amp, 120/240V mix	2x50amp, 120/240V	100amp, 120/240V	100amp, 208V (3phase)	>100amp, 480V (3phase)
<30'	70%	4%	9%				
30' to 40'	51%	24%	23%				
40' to 50'	26%	29%	33%	13%			
50' to 60'	14%	29%	26%	19%	4%	3%	
60' to 85'	9%	14%	28%	23%	4%	3%	1%
> 85'	8%	8%	4%	15%	13%	6%	3%

Percentage of Marinas Offering (various levels of) Power at Wet Slips

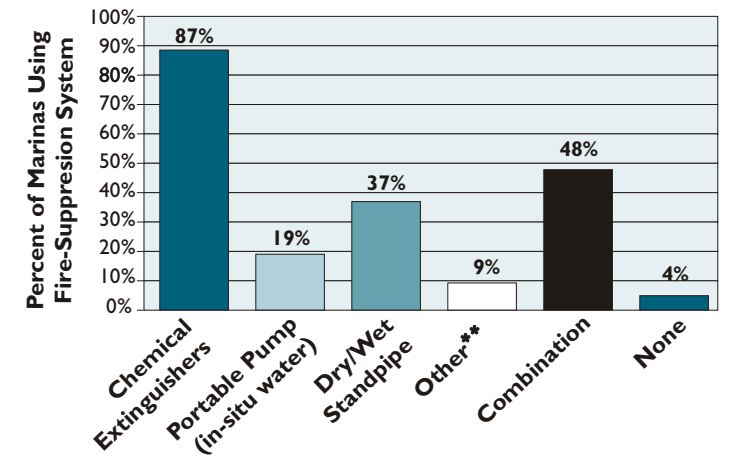
16 What power configuration is most requested at your marina that you do not currently offer?

Although we asked which power configurations marina patrons most frequently request which are not available at the marinas they are visiting, many respondents stated that most requests are for additional configurations of ones already offered. Thus, it appears that most respondents offer large enough power configurations; they just need to offer more of them.

Power Configurations Most Requested by Marina Patrons

1. Additional 50amp
2. 100 amp (3phase)
3. Additional 30 amp
4. 2x30amp
5. 2x50amp

17 What type of fire suppression system do you have in place at your marina? *



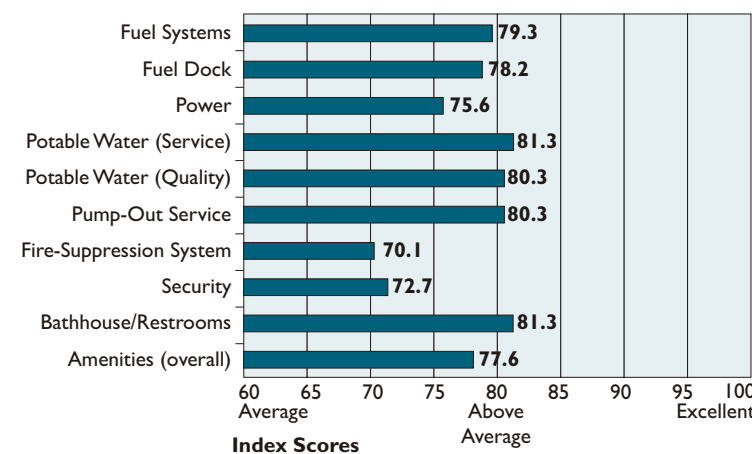
* Totals exceed 100% due to marinas utilizing multiple types of fire suppression systems.

** Examples of "other" types of fire suppression systems include portable foam machines, fire golf carts, sprinkler systems, and nearby fire departments.

18 How would you rank each of the following utilities, services or features at your marina?

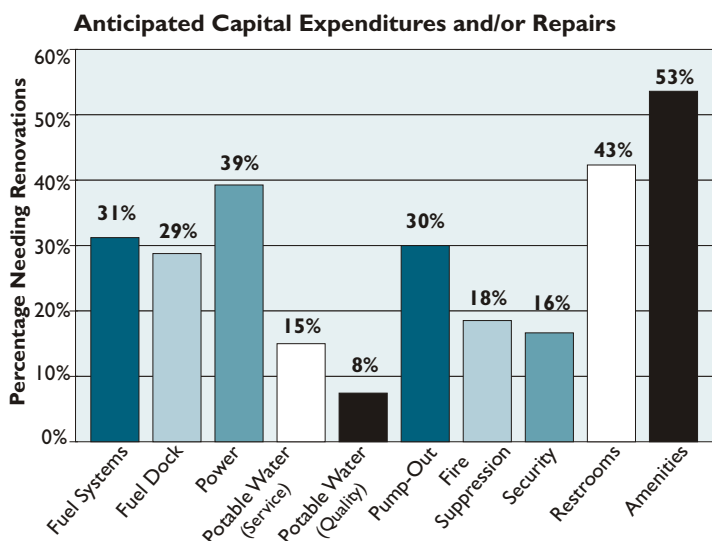
An index score was created for each of the marina utilities, services or features by assigning a point value to each of the possible responses (e.g., "poor" = 1, "below average" = 2, etc.), adding all of the values for the particular service being ranked, then dividing by the total maximum score possible for that service. For example, if 100 responses were provided for a particular service, the maximum score possible would be (100 x 5 (excellent)) = 500.

Index Scores of Marina Utilities, Services, and Features



While all of the index scores fell above the "Average" score of 60, three of the categories (fire suppression, security, and power) scored significantly lower than the rest, indicating these areas are in the greatest need of improvement. Similarly, four of the categories (potable water service, bathroom / restrooms facilities, pump-out services, and potable water quality) scored higher than the "Above Average" score of 80, indicating that most marinas have a pretty good handle on these features.

19 For which of the following utilities, services and features do you anticipate capital expenditures or expect to renovate in the next five years?



More than half (53%) of all marinas are planning capital expenditures or renovations for their amenities in the next five years. With the number of marinas continuing to grow, boaters are becoming more discriminating in choosing their destinations. Facilities investing the time and money to improve their overall amenities are the ones most likely to see the rewards of their efforts.

While restrooms were ranked highest amongst marina features (see Question 18), 43% of respondents indicated they will be making improvements to their restrooms during the next few years, thus demonstrating the importance of focusing on marina "essentials."

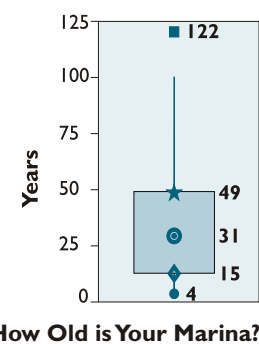
More than a third (38%) of respondents plan to improve their power supply, which is good for owners of large and small vessels, alike: smaller marinas plan on providing more slips with electricity, while larger marinas are upgrading the amperage/voltage to better serve their larger visitors.

Marina fuel systems, fuel docks, and pump-out service round out the list of priority upgrades, with nearly one-third of all marinas planning to improve one or more of these features.

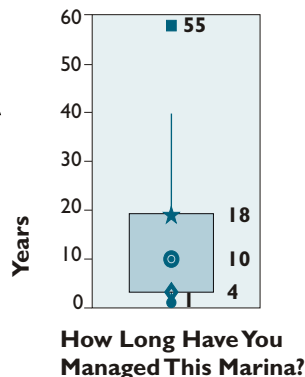
Although security and fire suppression rank the lowest amongst marina features (see Question 18), few marinas plan on upgrading these critical features. While not cash-cows like marina amenities and fuel docks, these functions are vital for the safety and well-being both of marinas and marina patrons.

Marina Demographics

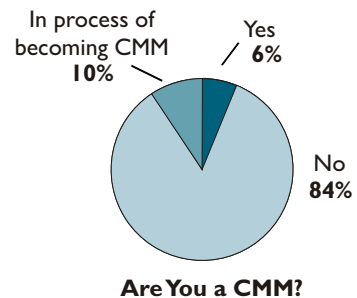
20 What is the age of your marina?



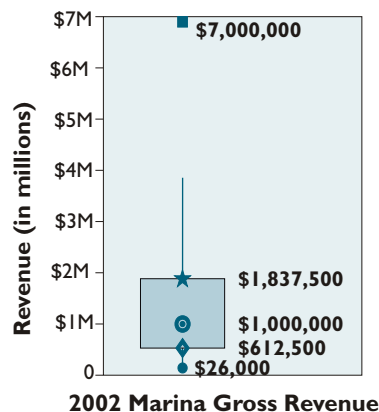
21 How long have you been the manager, dock-master or owner at this marina?



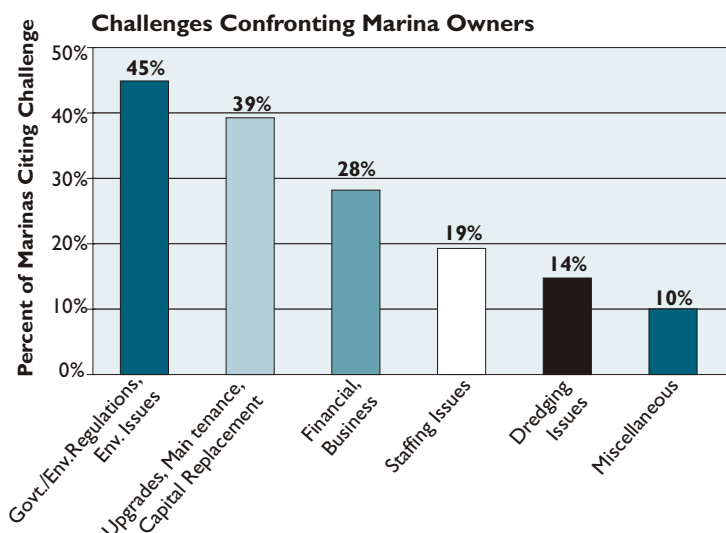
22 Are you a Certified Marina Manager (CMM)?



23 What was your marina's gross revenue in 2002?



24 What are the most challenging issues confronting your marina?



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Dockside Utilities Survey Results

Thank you for making *The Waterfront's* semi-annual survey a grand success! Your participation is greatly appreciated. The information you provided about your marina's size, utilities, power configurations, needs and operations is reflective of the latest trends and challenges in the marine industry, and will allow us to serve you better.

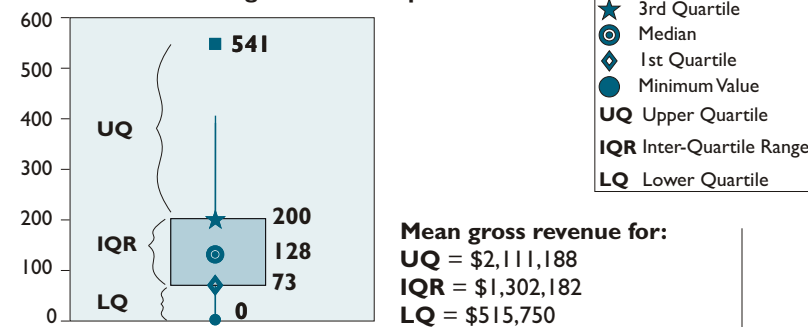
The *Dockside Utilities Survey* was mailed to marina owners and operators along the Atlantic seaboard from Connecticut to the Florida Keys, and respondents ranged from owners of small freshwater facilities to those overseeing large coastal resort marinas. This comprehensive summary of survey results is yours as a courtesy for completing our survey.

Marina size, capacity, storage, etc.

1 What is the total number of designated wet slips at your marina?

Marinas ranged in size from those offering only a few feet of wet moorage to those with hundreds of wet slips and dry storage units. Looking at the mean gross revenue of marinas based only on their number of slips, it is understandable why people equate a marina's size with its revenue.

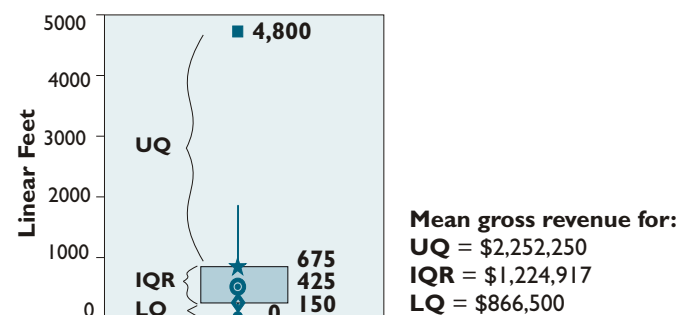
Number of Designated Wet Slips



2 What is the total linear feet of side-tie or T-head berthing at your marina?

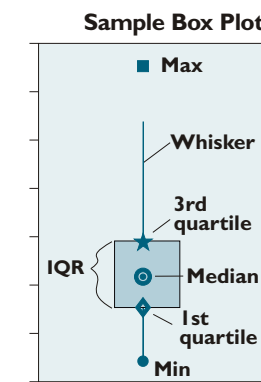
The linear feet of berthing of survey respondents ranged from zero to 18,000 feet*. The comparison of gross revenue to berthing is similar to that of number of slips at a marina.

Amount of Side-Tie/T-Head Berthing



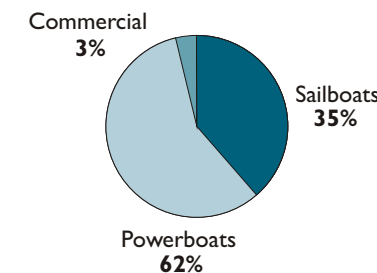
How to interpret box-and-whisker plots

Box-and-whisker plots are useful tools for quickly making sense out of numerical data. **Minimum** (●) and **maximum** (■) values indicate the data's range. The **median** (○) is the value in the exact middle of the data set. The **3rd quartile** (★) is the median of the upper half of the data, and the **1st quartile** (◆) is the median of the lower half of the data. The shaded box is the **inter-quartile range (IQR)** and contains the middle 50% of the data. The whiskers extend one-and-a-half times the distance of the IQR. All data points located beyond the whiskers are considered outliers.



3 What percentage of leased space at your marina is occupied by: Sailboats? Powerboats? Commercial vessels?

Aggregate Percentage of Sailboats, Powerboats and Commercial Vessels at Marinas

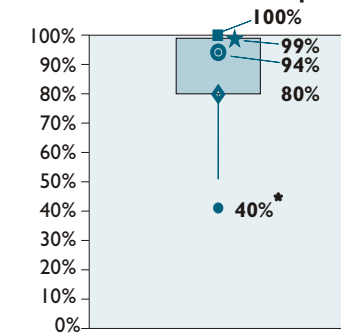


The mean gross revenue at marinas occupied predominantly (i.e., ≥60%) by powerboats is \$1,706,900, while the gross revenue at "sailboat" marinas is \$1,050,857. Mean revenue for "mixed" marinas (e.g., 45/55) is \$1,399,625. [Note: Mean gross revenue for all marinas is \$1,374,824.]

4 What was the approximate occupancy (percent of slips filled) at your marina in 2002? (Annual average)

With a median occupancy of 94%, marinas continue to see their slips being filled by a segment of the leisure class adamant about their "recreation-on-demand." This finding is consistent with previous surveys that show marinas are continuing to thrive despite the sluggish economy.

Annual Marina Occupancy



* One marina reported 0% occupancy due to renovations