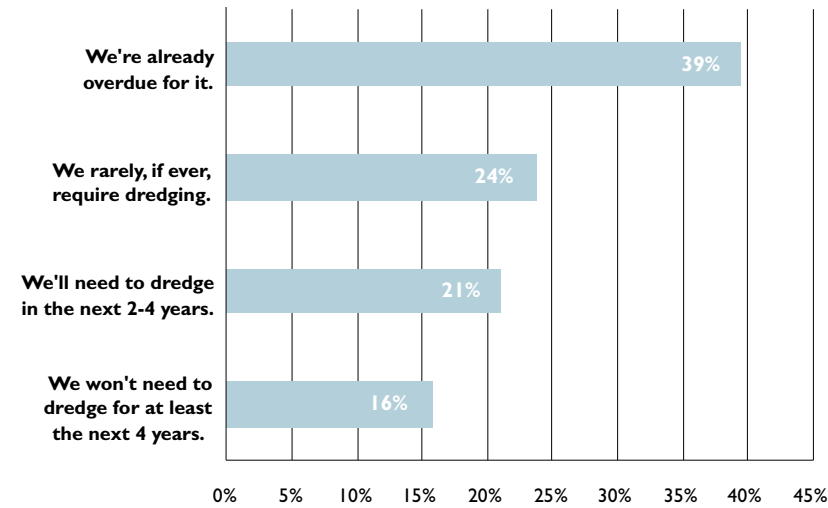


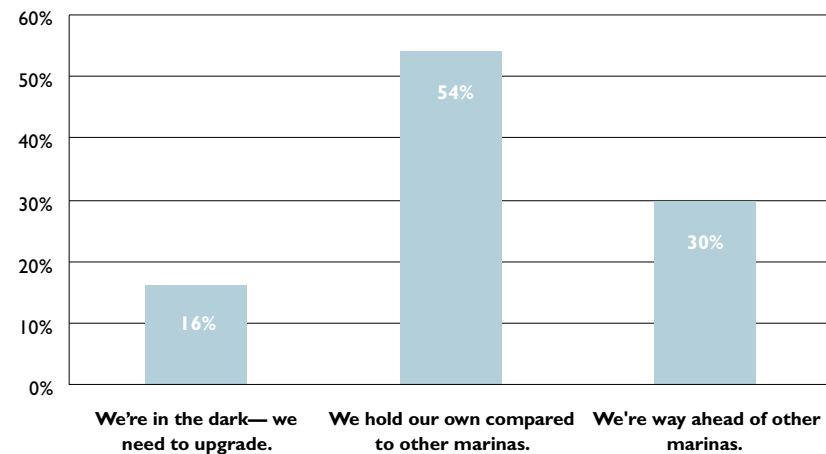
2. When it comes to dredging...

- More than one-third (39%) of respondents say they're already overdue for dredging.
- Nearly one-quarter (24%) say they rarely require dredging, while 21% say they'll need to dredge in the next two to four years.
- Another 16% say they won't need to dredge for at least another four years.



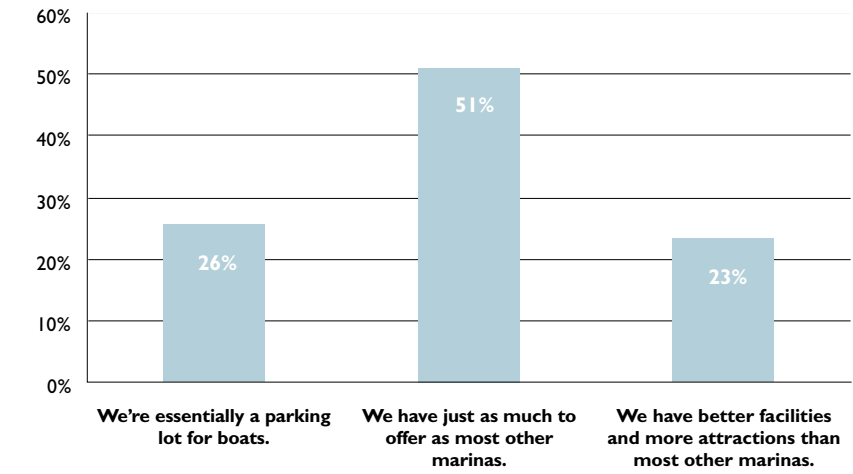
3. What would you say about your utilities?

- More than half (54%) of respondents say they hold their own compared to other marinas in terms of their utilities.
- Nearly one-third (30%) say they're way ahead of other marinas.
- Another 16% say they're in the dark and they need to upgrade their utilities.



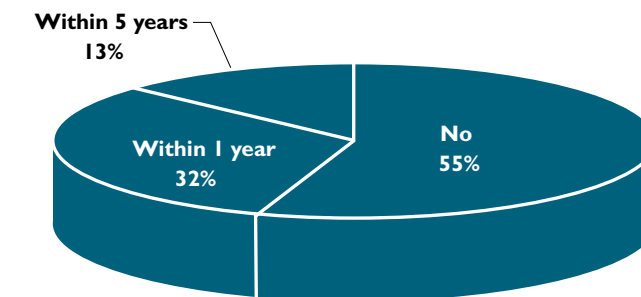
4. What would your customers say about your upland amenities (operations buildings, restaurants, retail facilities, etc.)?

- More than half (51%) of respondents say they offer just as much as most other marinas when it comes to upland amenities.
- More than a quarter (26%) say their customers would classify them essentially as a parking lot for boats.
- Nearly one-quarter (23%) say they have better facilities and more attractions than most other marinas.



5. Planning on adding more slips?

- Nearly one-third (32%) of respondents say they're planning to add more slips within the next year. And another 13% say they're planning to add slips within the next five years.
- More than half (55%) say they are not planning to add more slips.

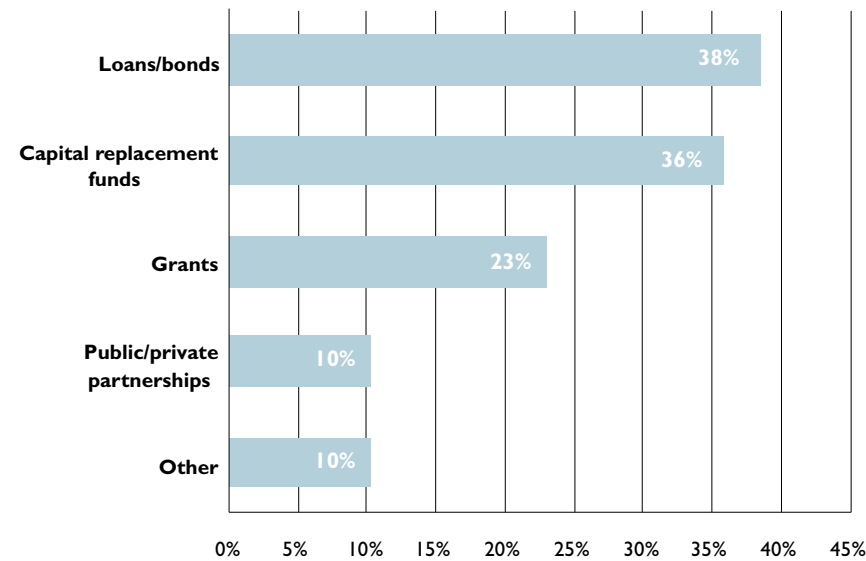


How many new slips?

The survey participants who indicated that they intend to add more slips offer a variety of answers— their responses range from 8 additional slips to 200. The average number of new slips is 56, while the mean is 22.

6. The best way to fund marina construction and improvements is through: *

- More than one-third (38%) of respondents say loans/bonds are the best way to fund marina construction and improvement projects.
- A similar percentage (36%) say capital replacement funds are the best way.
- Nearly one-quarter (23%) say they prefer grants, while 10% say they prefer public/private partnerships.
- Another 10% mention other forms of funding, including state funds and cash on hand.



* Percentages for this question total more than 100% because some participants provided more than one response.

Why?

Some survey participants offer reasons why they prefer one means of funding over another. Here are some of the responses from marina owners:

Loans/bonds:

- "Local banks have funding available."
- "If a marina is destroyed, you can get a 4% SBA loan."

Capital replacement funds:

- "Local banks don't understand a marina's needs and cash flow."
- "Capital replacement funds allow us the ability to re-mortgage ourselves."

Grants:

- "Free money."
- "It's free money, but there are restrictions."

Survey Results: *Is your marina ship-shape?*

The following is a summary of the results of Applied Technology & Management's (ATM) survey entitled *Is Your Marina Ship-Shape?* If you were a participant, ATM thanks you for taking the time to provide this information. If you did not receive a copy of the questionnaire and would like to contribute to ATM's next survey please contact us via e-mail at marina@appliedtm.com. If you have any questions or comments about these results, please contact Sam Phlegar at (843) 884-8750 or via e-mail at sphlegar@appliedtm.com.

Survey Highlights

- In general, the marina owners we surveyed think their dock systems are in good shape. A majority of respondents (81%) say their docks can last at least another five years. And 18% say their docks can last another 20 years.
- Nearly one-third (30%) of marina owners and operators say they're way ahead of other marina when it comes to utilities. More than half (54%) of respondents say they hold their own compared to other marinas. Only 16% say they need an immediate upgrade.
- When it comes to upland amenities, such as operations buildings, restaurants, and retail facilities, more than a quarter (26%) say they're essentially a parking lot for boats. Nearly one-quarter (23%) say they have better facilities and more attractions than most other marinas. And more than half (51%) say they have just as much to offer as other marinas.
- Nearly one-third (32%) of respondents say they're planning to add more slips within the next year. For those participants who indicate that they intend to add more slips, the average number they're planning to add is 56. More than half (55%) of the marina owners we surveyed say they are not planning to add more slips to their marina.
- More than one-third (39%) of respondents say dredging for their marina is already overdue. And while nearly one-quarter (24%) say they rarely require dredging, a similar percentage (21%) say they'll need to dredge in the next two to four years.

Survey Results

I. What condition is your floating/fixed dock system in?

- A majority (81%) of survey participants say their dock system can last at least another five years. Nearly half (42%) say their system can last another 10 years.
- The remainder of the survey participants is split the responses. Nearly one-quarter (21%) say their dock system can last another five years. And while 18% say their system can last another 20 years, the same percentage (18%) say they're in need of immediate replacement.

