

Applied Technology & Management, Inc.

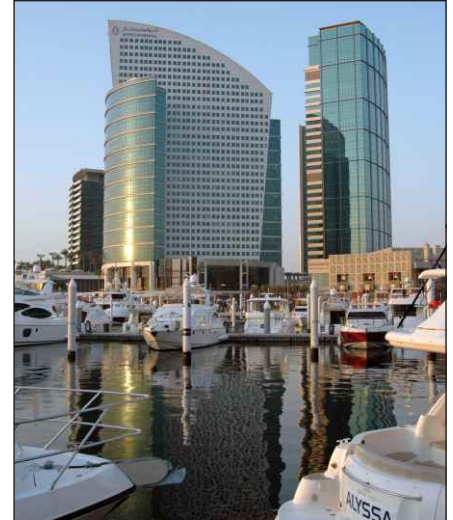
From Planning Through Construction; From Mooring Fields to Megayacht Facilities...

A Wise Investment in Experience

ATM's team of marina and development experts have planned, designed and/or engineered hundreds of marina projects supporting both public and private interests throughout the world, providing feasibility, design, permitting, environmental consulting, and/or construction consultation services.

We have been providing environmental and engineering services to the international community for more than 26 years. ATM's specialized expertise in international development includes coastal engineering, environmental engineering and science, marina and waterfront development, design evaluation, surveying and mapping, and ecological protection and mitigation, as well as assistance with marketing and financing. ATM professionals have long been associated with the Urban Land Institute (ULI) and routinely work with project lenders and financiers.

We have directed marina construction projects worth hundreds of millions of dollars over the last few years, including Yacht Haven Grande, the most advanced joint marina and upland facility in the Americas. We direct projects in the Caribbean, Europe, Asia, and beyond, including long-term comprehensive plans and multiple marinas in Dubai.



Our Marina Services Include:

- Market Analysis
- Due Diligence
- Marina Auditing
- Feasibility Studies
- Financial Analysis and Pro Forma Projection Modeling
- Engineering Studies and Design
- Environmental Permitting
- Operation Plans
- Grant Funding
- Bidding and Contract Administration

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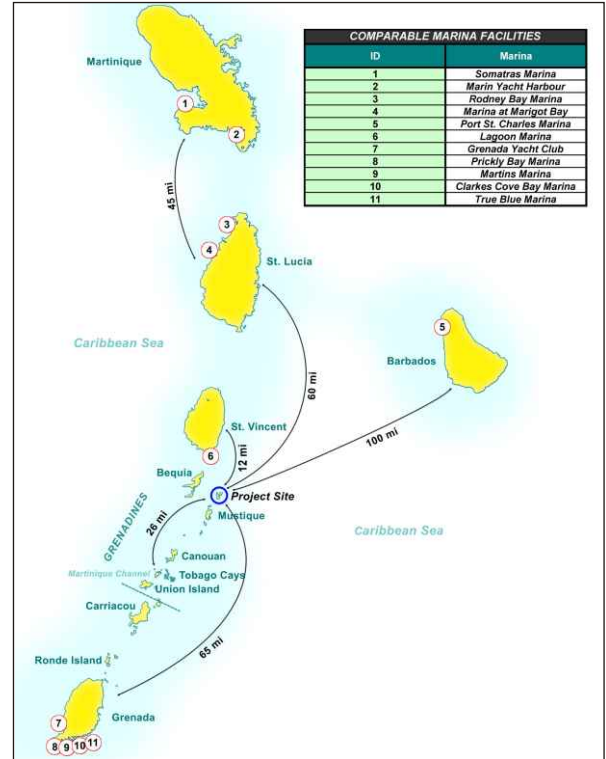
Marina Market Analysis

ATM applies a formal approach to marina market assessments adapted to every marina based on the needs and constraints of each individual project. Our extensive experience with marina projects worldwide gives us the insight to develop valuable positioning analyses and justified demand projections. In addition to standard business yardsticks, ATM has developed tools specifically designed for the evaluation of marinas. These tools facilitate the assessment of market demand, existing facility value, and potential future performance.

These results are readily available to define key parameters for marina planning, such as facility size, characteristics, and amenities needed to attract boaters. We also use our results as input for financial and economic analysis of the marina. Market position will be used to develop recommendations for rate structures and initial capital investment, while boater trends, cruising circuits, and seasonality will drive occupancy and slip absorption.

Project Experience

- Puerto Limón Marina, Costa Rica (2011)
- Playa Secreta Marina, El Salvador (2011)
- Galveston Yacht Basin, Galveston, TX (2011)
- Daniels Island Marina, SC (2010)
- Big Bay Point Marina, Ontario, Canada (2010)
- Brisas Amador Marina and Cruise, Panama (2010)
- Gratwick Park, Tonawanda, NY (2010)
- Mellville Site, Portsmouth, RI 2010
- Port Royal Marina, SC (2010)
- Puerto Jiménez Marina, Costa Rica (2010)
- Marineland Marina, Marineland, FL (2009)
- Northeast Marina, E. Palatka, FL (2009)
- Cartagena Convention Ctr. Marina, Colombia (2009)
- Sandy Beach Resort Marina, Mexico (2009)
- Sea Love Marina, St. Augustine, FL (2009)
- Coral Island Marina Resort, The World, UAE (2008)
- Harbor Mar Concept, Dubai, UAE (2008)
- La Amada Marina, Cancun, Mexico (2008)
- Morgans Point, Bermuda (2008)
- Cat Island Marina, Cat Island, Bahamas (2008)
- Occoneechee State Park, Clarksville, VA (2008)
- Okee-Tantie Marina, Okeechobee, FL (2008)
- Ponce Inlet Marina, Volusia County, FL (2008)
- Port of Quebec Marina, Canada (2008)
- Antigua Marina, St. Augustine, FL (2007)
- Barbary Beach, Grand Bahama Island, (2007)



- Chalacatepec Marina, Mexico (2007)
- City of Clearwater, FL (2007)
- Emaar Misr, Sidi Abdel Rahman, Egypt (2007)
- Freshwater Villages, Okeechobee, FL (2007)
- Hulhulle Resort Marina, Maldives (2007)
- Mayaguana, Bahamas (2007)
- Monte del Barco, Costa Rica (2007)
- Providence Shores, Providence, RI (2007)
- Punta Cacique, Costa Rica (2007)
- SaltAire Marina, Mobile, AL (2007)
- Samana, Dominican Republic (2007)
- Saraya Island Marina, UAE (2007)
- TerraPointe St. Nassau County, FL (2007)
- Virginia Key Marina, Miami, FL (2007)
- Ayla Resort Marina, Jordan (2006)
- Buzzard's Roost, Charleston (2006)
- Stono River, Charleston, SC (2006)
- Cutlass Bay, Cat Island, Bahamas (2006)
- Dolphin Reef Marina, Jacksonville, FL (2006)
- Lockett Marina, Nashville, TN (2006)
- The Promenade, Charleston, SC (2006)
- Timber Island Marina, Carrabelle, FL (2006)

Marina Planning and Feasibility Studies

ATM's integrated marina planning process includes a combination of upland development, marina market evaluations, environmental considerations, marina operations, engineering assessments, and financial planning tools. We have experience developing marina concept plans for a variety of clients and have worked side-by-side with the most renowned international resort planners as well as municipal planners in consensus-building charrettes.

Marina physical planning is a key step in our proven methodology, which also includes environmental impact studies, investment documents and engineering design. The outcome is a market-sensitive design that maximizes return on investment while enhancing access to the waterfront in public facilities and promoting sustainability. By addressing these and other issues, ATM's experience-driven marina layouts are economically sound, operationally effective, environmentally acceptable, and well integrated with other project components.



Project Experience

- Marina Chamela, Costa Alegre, Mexico (2011)
- Ashley Riverwalk, Charleston, SC (2011)
- Carolina Yacht Club, Charleston, SC (2011)
- Galveston Yacht Basin, Galveston, TX (2011)
- Dixie Plantation, Charleston, SC (2011 - ongoing)
- Sotolindo Resort Marina, Mexico (2010)
- The Landings, Skidaway Island, GA (2010)
- Bluff Point Marina Development, VA (2010)
- Brisas Amador Marina and Cruise, Panama (2010)
- Maho Riviera, St. Martin (2010)
- Occoneechee State Park, VA (2010)
- Port Louis Marina, Mauritius (2010)
- Puerto Jimenez, Costa Rica (2010)
- Sandy Beach Resort Marina, Mexico (2009)
- YCCS Marina, Virgin Gorda, BVI (2009)
- BCS Islands, Grenadines (2009)
- Port of Quebec Marina, Canada (2008)
- Snake Cay, Bahamas (2008)
- Baliceaux Battowia and Church Bay Islands, Grenadines (2008)
- Cat Island Marina, Bahamas (2008)
- City of Crystal River Marina, FL (2008)
- Flamingo Bay Marina, Costa Rica (2008)
- Georgetown Harborwalk Marina, SC (2008)
- Okee-Tantie Marina, Okeechobee, FL (2008)
- Monte del Barco, Cost Rica (2008)
- Old Island Marina and Boatyard, Stock Island, FL (2008)
- Madeira Beach Municipal Marina, FL (2007)
- Genesis Point, Bryan County, GA (2007)
- Port of Port Royal, Port Royal, SC (2007)
- Punta Cacique, Guanacaste, Costa Rica (2007)
- Virginia Key Marina, Miami, FL (2007)
- Antigua Marina, St. Augustine, FL (2007)
- Camana Bay Marina, Grand Cayman (2007)
- Chalacatepec Marina, Mexico (2007)
- Christophe Harbor, St. Kitts, West Indies (2007)
- Ayla Resort Marina, Jordan (2006)
- Jewel of the Creek Marina, Dubai, UAE (2006)
- Midbay Bridge Marina, Destin, FL (2006)

Marina Financial Analysis & Pro Forma Modeling

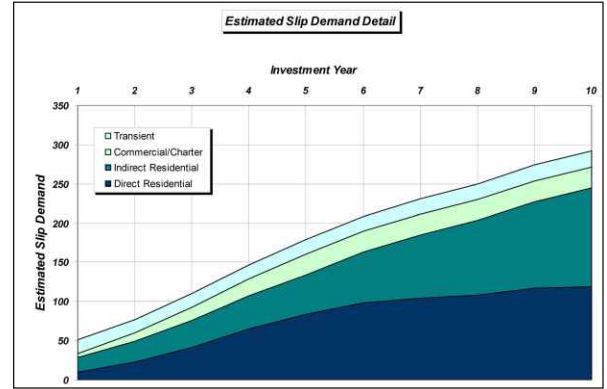
One of the more valuable tools in marina planning is ATM's marina-specific pro forma analysis that predicts income and expenses over time (usually 10 years). Our staff has developed a simplified "snapshot" tool for economic evaluations and quantitative comparisons.

Multiple "what if" scenarios and sensitivity analysis can be quickly evaluated by combining the estimated construction costs, rate structure, occupancy projections, income opportunities, and the costs of doing business into a single numerical tool. This also allows for the formal quantitative analysis of alternatives, as a planning tool for layout and phasing optimization.

ATM's financial analysis (along with market studies and comprehensive feasibility reports) have been used by lenders, bond issuers, investors, potential buyers and joint venture partners in their decision-making for marina projects worldwide.

Project Experience

- Daniel Island Marina, SC (2011)
- Big Bay Point Resort, Innisfil, Ontario (2010)
- Brisas Amador Marina and Cruise, Panama (2010)
- Gratwick Park, Tonawanda, NY (2010)
- Melville Site Marina, Narragansett Bay, RI (2010)
- Sandy Beach Resort Marina, Mexico (2009)
- Sea Love Marina, St. Augustine, FL (2009)
- Harbor Mar Concept, Dubai, UAE (2008)
- Okee-Tantie Marina, Okeechobee, FL (2008)
- Port of Quebec Marina, Canada (2008)
- Morgan's Point Marina, Bermuda (2008)
- Beef Island, BVI (2008)
- Anchor Marina, Dubai, UAE (2007)
- Chalatepec Marina, Mexico (2007)
- Coral Island Marina, Dubai, UAE (2007)
- Forty One North Marina, RI (2007)
- Palm Jebel Ali Marinas, Dubai, UAE (2007)
- Saraya Islands Marine, UAE (2007)
- Virginia Key Marina, Miami, FL (2007)
- Ayla Resort Marina, Jordan (2006)
- Cutlass Bay, Cat Island, Bahamas (2006)
- Indian River Inlet Marina, DE (2006)



Mega Yacht Annual Operating Costs
Typical Charter 140' Poweryacht
 Source: Murray, 2003

Category	Cost	% of overall cost	Typical Services Business Unit
Gross Salaries (crew)	\$448,979	29.7%	
Boatyard Expense	\$283,318	18.8%	Boat
Food for crew & guests	\$134,613	8.9%	Concierge
Repair & Maintenance	\$112,996	7.5%	Boat
Boat Supplies	\$82,346	5.5%	Boat
Other Fees & Owner's Expenses	\$64,669	4.3%	
Vessel Insurance	\$62,998	4.2%	Insurance
Fuel & Oil	\$59,456	3.9%	Marina
Dockage	\$44,117	2.9%	Marina
Communications	\$38,905	2.6%	Concierge
Transportation (land?)	\$35,080	2.3%	Concierge
Capital Equipment	\$33,168	2.2%	Boat
Temporary Help	\$32,716	2.2%	Concierge
Captain's Petty Cash	\$32,122	2.1%	Concierge
Uniforms & Laundry	\$21,733	1.4%	Concierge
Crew Insurance	\$9,871	0.7%	Insurance
Flower Expense	\$9,166	0.6%	Concierge
Entertainment / Library	\$3,226	0.2%	Concierge
	\$1,509,479		

Note: Privately owned yachts usually have less expenses on personnel, food & beverage, and local transportation

Income Statement

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Revenues:										
- Sales	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000
- Other	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Total Gross Revenue	\$1,300,000	\$1,300,000	\$1,300,000	\$1,300,000	\$1,300,000	\$1,300,000	\$1,300,000	\$1,300,000	\$1,300,000	\$1,300,000
Expenses:										
- Cost of Goods Sold (COGS)	\$800,000	\$800,000	\$800,000	\$800,000	\$800,000	\$800,000	\$800,000	\$800,000	\$800,000	\$800,000
- Other	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000
Total Expenses	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000
Net Income	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000

- Jewel of the Creek Marina, Dubai, UAE (2006)
- Lockett Marina, Nashville, TN (2006)
- Jupiter Marina Village, Jupiter, FL (2006)
- Ritz Carlton Rose Island, Bahamas (2006)
- Rum Cay Marina, Bahamas (2006)

Marine Engineering Studies and Design

ATM's coastal and structural engineers are experienced in addressing the challenges of marina structures planning and design. Our extensive working knowledge of coastal environments and practical experience gives us a unique understanding of the site-specific needs of coastal structures and their effect on natural systems. We use the most advanced analytical and numerical engineering tools for engineering design that conforms to the highest standards.

Our in-house numerical modeling capabilities of coastal processes, hydraulics, and water quality allow us to optimize the design process.

In addition, our experience in environmental sciences and marina planning provides valuable insight for a comprehensive marina design, and set us apart from other firms that only specialize in engineering.



Project Experience

- Biras Creek Receiving Pier, BVI (2011)
- Carolina Yacht Club, Charleston, SC (2011)
- City of Titusville Mooring Field, FL (2011)
- Mayport Boat Dock, Jacksonville, FL (2011)
- Najmat Marina, Dubai (2011)
- Christophe Harbor Marina Phase I, St. Kitts, West Indies (2010)
- Marineland Dock, FL (2010)
- Newport Marina, Jersey City, NJ (2010)
- Presidential Sea Pier, Turkmenistan (2010)
- YCCS Virgin Gorda, BVI (2010)
- Bay Bridge Marina, MD (2009)
- Finest Kind Marina, Stuart, FL (2009)
- Bahai Escondida, Golfito, Costa Rica (2008)
- Beef Island, Trellis Bay Marina, BVI (2008)
- Daniels Point Marina, Minnesott Beach, NC (2008)
- Georgetown Harborwalk Marina, SC (2008)
- Morgan's Point Marina, Bermuda (2008)
- Old Port Cove Marina, FL (2008)
- Rodney Bay Marina, St. Lucia (2008)
- Yacht Haven Marina, St. Thomas, USVI (2008)
- Anchor Marina, Dubai, UAE (2007)
- Coral Island Marina, Dubai (2007)
- Forty One North Marina, Newport, RI (2007)



- Hullhule Resort Marina, Maldives (2007)
- Palm Cove Marina, Jacksonville, FL (2007)
- Palm Jebel Ali Marinas, Dubai, UAE (2007)
- Indian River Inlet Marina, DE (2006)
- Rum Cay Marina, Bahamas (2006)
- Ritz Carlton Rose Island, Bahamas (2006)

Environmental Impact Studies and Permitting

ATM staff has used a variety of technical tools to assess environmental impacts and demonstrate effectiveness of mitigation plans to the satisfaction of permitting authorities throughout the world. Our experts understand the technical, environmental, legal, and public awareness issues involved in marina projects and have specific experience working within sensitive environments.

We have assisted numerous clients address the environmental and regulatory challenges facing their waterfront projects and have effectively negotiated federal, state, and local permits in the US.

We have also advised clients on the best approach to environmental impact analysis and permitting requirements for international projects. In some cases, this resulted in recommending new protocols and assisting local authorities to develop balanced criteria for marina impact evaluations.



Project Experience

- Charleston City Marina, Charleston, SC (2011)
- Town Creek Marina, Charleston, SC (2011 - ongoing)
- East Bay Resort Marina, Turks and Caicos (2011)
- Seabreeze Marina, Charleston, SC (2011)
- Sea Love Marina, St. Augustine, FL (2010)
- Sotolindo Resort Marina, Mexico (2010)
- Cat Island PGA Resort Marina, Bahamas (2010)
- City of Titusville Mooring Field, FL (2010)
- Jacksonville Sheriff's Office Marina, FL (2010)
- Vilano Beach Transient Dock, FL (2010)
- Bay Bridge Marina, MD (2009)
- St. Augustine Mooring Field, FL (2009)
- Madeira Beach Municipal Marina, FL (2008)
- Down the Hatch Marina, Volusia County, FL (2008)
- Georgetown Harborwalk Marina, SC (2008)
- Old Island Marina and Boatyard, Stock Island, Florida Keys (2008)
- Palm Jumeirah QE2 Centre Marina, Dubai (2008)
- SaltAire Marina, Mobile, AL (2008)
- Anchor Marina, Dubai, UAE (2007)
- Bock Cay, Bahamas (2007)
- Hurricane Hole Marina, Paradise Island, Bahamas (2007)
- Palm Cove Marina, Jacksonville, FL (2007)
- Lockett Marina, Nashville, TN (2006)
- Rose Island, Bahamas (2006)
- Sandy Point, Great Abaco Island, Bahamas (2006)
- Savannah Bay, Anguilla (2006)

Bidding and Construction Services

ATM's professionals have assisted our clients with over \$237,600,000 in marina construction completed between 2003 and 2011.

Detailed construction planning/phasing, demolition planning, consideration of ongoing marina operations, project bidding, construction contract negotiation, observations of work in progress, pay request approvals, change order management, and contractor coordination are all services performed by ATM staff.

Our marina bid documents have been used for projects in the US and throughout the world for the selection of marine contractors, and suppliers of docks and marina utilities. A carefully balanced approach allows maximum participation of all suppliers that meet project needs, with clear rules that encourage fair competition.



Project Experience

- Carolina Yacht Club, Charleston, SC (2011 - ongoing)
- City of Titusville Mooring Field, FL (2011)
- Jacksonville Port Authority, FL (2011)
- Presidential Sea Pier, Turkmenistan (2011)
- Christophe Harbour Marine Earthworks, St. Kitts, West Indies (ongoing)
- Christophe Harbour Marina Phase 1 Bids, St. Kitts, West Indies (2010)
- Bay Bridge Marina, MD (2010)
- YCCS Marina, Virgin Gorda, BVI (2010)
- Marineland Marina, Marineland, FL (2010)
- Madeira Beach Municipal Marina, Phase I, FL (2008)
- Georgetown Harborwalk Marina, SC (2008)
- Old Port Cove Marina, FL (2008)
- Rodney Bay Marina, St. Lucia (2008)
- Yacht Haven Marina, St. Thomas, USVI (2008)
- Forty One North Marina, Newport, RI (2007)
- Anchor Marina, Dubai (2007)
- Indian River Inlet Marina, DE (2006)

Marina Due Diligence and Business Audits

ATM has performed countless due diligence and marina facility inspections to determine life cycle and replacement values for key marine components, evaluated whether proper construction and design procedures were followed, and conducted damage assessments. ATM also provides marina business audits, operation audits, marina market analysis or assessment of environmental liabilities, in order to offer a holistic assessment of a facility.

Our staff is experienced with the inspection and evaluation of existing marina structures (boat ramps, piers, docks, utilities, etc.) as well as breakwaters and shoreline stabilization structures such as bulkheads and revetments. Our engineering due diligence also includes technical evaluation of factors that may affect marine structures such as storm surge, current induced scour, or wave forces. ATM is keenly aware of ADA access guidelines and compliance issues that affect public facilities.

Our specialized marina due diligence and business audit services have been used as part of comprehensive evaluations for investment, acquisition, lending or optimization of the marina business.

Project Experience

- Tidewater Yacht Marina, Portsmouth, VA (2011)
- Confidential Marina, Mexico (2011)
- Cypress Landing, Chocowinity, NC (2011)
- Galveston Yacht Basin Assessment, TX (2011)
- Montauk Yacht Club, NY (2011)
- Daniel Island Marina, Charleston, SC (2010)
- Gratwick Park, Tonawanda, NY (2010)
- The Landings Marinas, Skidaway Island, GA (2010)
- Bay Bridge Marina, MD (2009)
- Cartagena Convention Ctr. Marina, Colombia (2009)
- Island Cove Holdings, Stuart, FL (2009)
- La Guaira Marina Basin, Venezuela (2009)
- La Amada Marina, Mexico (2008)
- Liberty Landing Marina, NJ (2008)
- Canouan Island Marina, Grenadines (2008)
- Old Port Cove South, FL (2008)
- Port of Quebec Marina, Ontario, Canada (2008)
- Venice Area Marina, FL (2007)
- Mandalina Marina, Sibinek (2007)
- Miami Beach Marina, FL (2007)
- Palm Cove Marina, Jacksonville, FL (2007)
- 41 North Marina, Newport, RI (2006)
- IGY Marinas Lesser Antilles, Greater Antilles, Bahamas, Turks and Caicos, U.S., Mexico, Central America, UAE (2005-2011)

