

SURVEY: Capital Improvement Plans for Marinas & Drystack Facilities

Applied Technology & Management (ATM) is conducting a brief survey that focuses on the condition of marine facilities and their plans for capital improvements.

Your participation provides valuable insight on marina trends that helps us provide useful information to industry leaders and our clients.

We encourage you to complete this survey online at www.appliedtm.com/survey. All answers will be kept confidential and participants will receive a summary of the results.

PARTICIPANT PROFILE (CONFIDENTIAL)

COMPANY/FACILITY

NAME/TITLE

ADDRESS

CITY

STATE/PROVINCE

ZIP/POSTAL CODE

COUNTRY

WEBSITE

E-MAIL

PHONE

PREFERRED METHOD OF CONTACT

E-mail Phone

1. When it comes to dredging...

- We're already overdue for it.
- We'll need to dredge within 1-4 years.
- We won't need to dredge for at least 5 years.
- We rarely, if ever, require dredging.

2. How would you rate the condition of your seawall/bulkhead?

- Poor
- Fair
- Good
- Not Applicable

3. Regarding utilities...

- We need to upgrade.
- We hold our own with other marinas.
- We're way ahead of most marinas.

4. Regarding pumpout service...

- We need to upgrade.
- We hold our own with other marinas.
- We're way ahead of most marinas.
- We don't have pumpout service.

BOATING TRENDS

In the current economic climate, it would be nice to know when to expect any sort of upturn in the recreational boating industry. If historical data is any indication, it may prove useful to keep an eye on the price of a barrel of oil, as sustained decreases in the price of oil appear to be generally correlated to sustained increases in boat sales in the U.S. (and vice-versa).

This chart illustrates sustained periods of increase or decrease in the price of crude oil and U.S. boat sales since 1980. These sustained periods are defined as any period of time with more than one (1) consecutive year of continuous increase or decrease.

The bars in the middle of the graph indicate the total percentage change in each category over each defined period and clearly illustrate the consistent trend that within 1-2 years after the beginning of a sustained increase/decrease in the price of oil, a corresponding period of sustained decrease/increase in total boat sales begins.

NOTE: Average price of crude oil obtained from the U.S. Census Bureau. Total boat sales include outboard, inboard, sterndrive, and sailboats as defined/published by the National Marine Manufacturers Association (NMMA).

Crude Oil Prices vs. Number of Boats Sold



