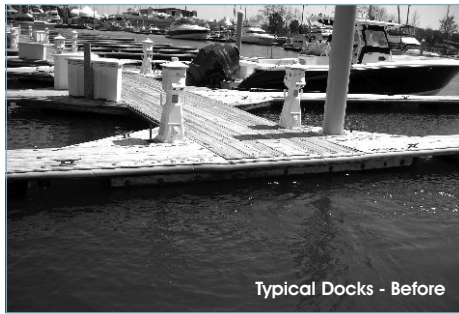


Teamwork Overcomes Challenges on Chesapeake

In May of 2009, Brothers Property Management Corporation engaged ATM to help guide them through a proposed dock replacement at the Bay Bridge Marina in Stevensville, Maryland. The owners of the popular 308-slip marina on the Chesapeake Bay were experiencing advanced deterioration of their floating docks, including their fuel dock, which was exposed to intermittent wave activity from the bay. After their initial site visit, ATM marina team staff discussed redevelopment options and the potential challenges of the project with the Owner and marina management and then proceeded with a plan for redevelopment.



Typical Docks - Before

The redevelopment plan was quite basic on the surface; simply remove and replace 3 floating dock trees (69 slips), including the fuel dock, floating fuel hut, and associated slip utilities. With the replacement of the dock system, opportunities to improve the marina became evident. These included opportunities to increase slip sizes to meet current demand characteristics, consider exposure to the wind and wave conditions on the bay, and upgrade utilities on the docks, all of which were integrated into the project scope.

Simple, right? Well... with this seemingly straightforward plan, a number of challenges presented themselves as they commonly do on marine construction projects. A few of the initial challenges included:

- Due to the age of the facility and a change in ownership, there was a lack of as-built data for the existing marina.
- Redevelopment (and slip enlargement) had to consider adjacent dock structures and navigation room throughout the marina basin.
- A completely new Tidal Wetlands Permit from the Maryland Department of the Environment (MDE) and associated approval from the U.S. Army Corps of Engineers (USACE) were required.
- The project schedule was constrained by the marina's annual commitment to host a very popular and highly publicized regional boat show.

Undaunted, ATM worked closely with the Owner, maintained an open dialogue about these challenges, and outlined an appropriate project plan and schedule. After the Owner's redevelopment goals were defined, ATM set out to obtain the required federal and state authorizations to conduct the work. The project challenges did not end there, however.

NEED FUNDING?

In today's economic climate, securing funding for marina projects has become increasingly difficult. This can slow project initiation and temper dreams. However, viable alternatives do exist.



- ✓ Phased capital replacement/development projects like the Bay Bridge Marina project are becoming more commonplace in the industry. This allows marina owners and developers to utilize available equity or limited debt financing to initiate their projects instead of putting things off until the economy recovers or existing infrastructure completely deteriorates.
- ✓ Marina owners and developers should not overlook available grant funding sources. Grant money is readily available. In fact, ATM recently assisted the Town of Clayton, New York with a Boating Infrastructure Grant Program (BIG P) grant application that netted the municipality **\$1.1 million** in funding for new transient boater docks and amenities. Such funding is available through a variety of federal, state, and local sources for any number of marina improvements. This money is not just for municipalities, either! Funds are available for private developers and marina owners as well.
- ✓ Don't let the marina blind you from the slips. Now is the time to consider long-term plans for your marina facility, but it may not be the time to begin full-scale construction. Holistic marina planning and permitting efforts may be undertaken for relatively low costs. Permit authorizations are often viable for a number of years and may be extended. Further, such authorizations often do not mandate a permittee build everything in the permit at once, allowing for phased (re)construction as demand warrants and funds are available.

For additional insight and avenues to get your marina project jump-started, contact ATM today.

Teamwork Overcomes Challenges on Chesapeake (continued)

Though this was basically a straightforward replacement, the MDE raised a few concerns during the permitting process. Namely, they were concerned with the proposed widening of the finger piers between floating dock slips. ATM and the Owner proposed to utilize 5-foot-wide finger piers for the 50- to 60-foot floating dock slips. This was wider than the existing marina finger piers and wider than that which MDE historically allowed.

To address this concern, ATM provided detailed information to the agency regarding international floating dock design standards that generally call for finger pier widths that are equal to 10% of overall finger length. This is both for finger stability and to provide appropriate boarding space to larger vessels. Additionally, ATM provided feedback from several prospective floating dock suppliers on the issue, which bolstered our case. These efforts facilitated prompt processing of the permit application and resulted in timely permit issuance that was in line with the overall schedule projections.

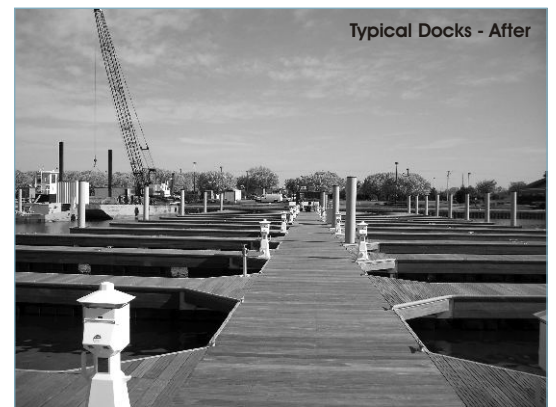
During the permitting process, ATM initiated the development of a comprehensive bid package (plans/specifications) for floating dock and utility replacement. This package was developed to ensure a competitive, “apples to apples” bidding process and consolidate the Owner's previous efforts to procure quotes for individual aspects of the project from a variety of contractors and material suppliers.

Drawing upon our experience and past project history in the region, ATM compiled a list of qualified marine general contractors in the area. We contacted each regarding their interest in the project, distributed bid packages, and administered the bidding process by establishing a bidding timetable and response guidelines. Bids were received and ATM worked closely with the Owner to evaluate each in an effort to determine the appropriate path forward.

As regulatory permits were received and the intricate bidding and construction contract negotiation process came to a successful close, the beginning of the physical construction project saw the heaviest snowfall in the Mid-Atlantic in recent memory. The project site was covered in up to 6 feet of snow and the marina basin was completely iced over! Both ATM and the Owner feared that the project schedule and chances of completion prior to the Bay Bridge Boat Show were lost.

The selected contractor, Dissen & Juhn Company, had other ideas. Rather than wait out the weather, they mobilized their crews to shovel snow in their materials lay-down area, brought in an ice-breaking boat to clear a path to the floating docks, and commenced demolition operations. At the same time, ATM was working closely with the selected dock supplier, ShoreMaster, Inc., to review design drawings and calculations for the floating docks. Dock shipments began to arrive at the site just in time for the fuel sub-contractor, Petroleum Marine, to discover a previous contamination of soils surrounding the upland fuel lines.

The MDE was immediately notified of this contamination and promptly came to the site to investigate. Though the contamination was limited in scale and determined to have occurred well before this dock replacement project, clean up and additional fuel line work was mandated. ATM worked closely with the contractors, the Owner, and MDE to arrive at a viable solution to this important issue, which allowed the project to proceed toward an on-time completion.



Typical Docks - After



Typical Docks - After

Your Feedback is Important to Us!

What topics or concerns would you like to see explored in upcoming issues of **The Waterfront**?

If you have suggestions, would like to be interviewed for **The Waterfront**, or added to our mailing list, email us at marina@appliedtm.com.

ATM visited the site a number of times during construction to meet with the contractor, review progress, and process contractor payment applications. During these visits ATM also coordinated closely with the Owner and marina management staff to plan a smooth transition from construction to marina and boat show operations.

Through the diligent and unselfish teamwork of all parties involved, the project was finished on time and the annual boat show was an overwhelming success. The new slips are filling up quickly as marina patrons are drawn to the stout aluminum docks, rich Ipe decking, and new utilities. In selecting the dock system for the project, the Owner was looking for something different from what is currently found in the area. What resulted is a showcase dock installation for the entire region.