

Marina & Maritime Consultancy Typical Scope of Services

Market Overview & Research

- General advantages and disadvantages of the location.
- Boat ownership trends; charter, youth training and similar nautical activities.
- The potential for super-yachts.
- Marina pricing trends.
- The potential for urban waterfront regeneration.
- The potential for waterside real-estate development.
- The potential for attracting national and international events.

Engineering & Environmental

- Meteorological and tidal conditions.
- Geophysical & hydrographic surveys.
- Sediment transport models.
- Capital and maintenance dredging.
- Fixed and floating breakwaters.
- Wave models.
- Quay walls and edge treatment.
- Water quality.
- Impounding installations (e.g. cills, flapgates, locks).
- Environmental impact assessments (EIAs).

Buildings

- Aesthetic and design considerations.
- The marina capitainerie.
- Service structures & equipment.
- Commercial and residential development.

Yacht Services

- Main utility supplies.
- Waste disposal.
- Storage.
- Security and communications.
- Car parking.
- Commercial / retail units.

Berthing Installations

- Main aesthetic, design and operational considerations.
- Pontoon and jetty systems.
- Piled trots & line-mooring systems.
- Berth utilities.
- Access ramps, security and entrance gates.
- Superyacht moorings.
- Navigation aids.

Boatyard

- Boat hoisting and handling equipment.
- Boat storage and dry-berthing.
- Equipment and repair facilities.
- Fuel supply.
- Scrub-off berth and slipway.

Marina-Related Legal

- Concessions, leases and franchises.
- Berthing contracts.
- Health & safety.
- Marina Rules.
- Sale of berths on a long-term basis.
- Options for operation and management.

Administration

- **The Marina Manual** (administration & operations guidelines & systems).
- Employment, training and staffing.
- Management accounting formats.
- Computer software.
- Tariff structures.
- Health and safety audit.
- Quality of service audit.

Financial & Procurement

- 10-year financial projections.
- Financing options.
- Presentations to potential investors.
- Preparation of contract documents for the procurement of equipment, materials and services.

Relationships with Third Parties

- The physical and operational relationship between the marina and adjoining real-estate.
- How best to develop and operate the marina in order to maximise the value of the whole project.
- Dealing with the concerns and objections of local fishermen and other stakeholders.

Sales, Marketing & PR

- Advertising.
- Boat shows & other events.
- PR & press visits.
- Editorial.
- Origination of marketing materials.

Other Maritime Activities

- Passenger ferry services.
- Fast boats.
- Hovercraft.
- Workboats.
- Dredging.
- Repair & maintenance of maritime structures.

This document shows the range of subjects *typically* within the Arrol field of expertise. Naturally, the appropriate subjects will depend on the specifics of the particular project.