



***“The Past, Present and  
Future of Recreational  
Marinas”***

***Scott Grindy, CMM, CPE***

# PCC & APP Partnership

- October 2024 a Reciprocal Agreement between Pacific Coast Congress of Harbor Masters and Port Managers and Association of Pacific Ports.
- The two organizations share common regional coverage and overlap of member ports and marinas, and recognized both would benefit from greater communication and collaboration. PCC and APP promote education, training, and professionalism among marina and port personnel along the West Coast.
- The agreement was signed by Scott Grindy, President of PCC, and Ian Marr, Chairman of APP.
- PCC founded in 1974, and APP Founded in 1913.
- [That's 163 Years of Maritime Wisdom!](#)



# Agenda

- The Past, Present and Future
- How to Engage the Boating Customer
- Staff Training and Involvements
- Marketing and Promotion, Increasing Traffic
- Study your Occupancy & Revenue Sources
- Research, Copy the Good and Toss the Bad
- Facility Inspections for Safety & Prevention
- Final tips & takeaways

# Expect New Electrical Changes

- ü Load Studies for new boat electrical needs
- ü Ground Fault Systems to feed boat power connections
- ü Wireless electrical meter reading equipment
- ü LED Pedestal Lighting Systems
- ü Fast Charging Power Systems for Electrical Boats
- ü New choices in boat pedestal power connection receptacles
- ü Reminder Oversize your power grid, not undersize



# New Dock Materials and Designs

- Ø Concrete Docks with Fiberglass through rods reducing maintenance
- Ø Dock Fingers Rounded versus Square
- Ø Synthetic Wood Walers for longer life and not harmful chemical leaching.
- Ø New Pile Materials vs Treated Wood
- Ø Structural Steel and Aluminum Docks with synthetic wood surfaces.
- Ø PEX water line use on the increase.
- Ø Less Maintenance Overhead!

# New Tools

- ü Webcasted Weather Stations
- ü Web Based Tidal Monitoring of your Harbor/Marina
- ü Billing and Customer Tracking
- ü Wireless electrical use for billing
- ü Much Improved Camera Systems
- ü Smart Phones for Staff

# Gangways, Moorings and more!



- ADA access ramps
- Accessible Kayak Launches
- Mooring Anchoring Systems
- Robotic Marina Cleaners
- Electric Boat Charging Systems (Fast Charging)
- Hair Based Oil Booms and Mats (natural fiber reuse)

# Water and Sewer

- ✓ Backflow system requirements
- ✓ Water metering for overuse and main line monitoring
- ✓ PEX water lines for ease of repair and durability
- ✓ Stainless ball valves for boat hose pipe connections
- ✓ Sewage Pump Out Stations
- ✓ Sea Level Storm Drain Check Valves
- ✓ Storm and Sewer Pipe Liners vs Full Excavation



# Grant Funding For Your Marina

## *Examples in the USA*

(BIG/Boating Infrastructure Grant)

- Fuel Docks
- Sewage Pump Out Systems for Docks
- Floating Restrooms
- Guest Docks

*Most Grant Funding for Marina's is from boat registrations, fishing licenses and other Federal Sources passed through the states to the user/marina/harbors.*

## *Other Grant Options*

- Security Fencing and Gates
- Security Cameras
- Work Boats for towing, fire and spill containment.
- Spill Trailers fully stocked
- FEMA for Storm Damages

Federal Funding via DHS/Homeland Security and are linked to USCG or similar



# Boat needs are CHANGING!

## Boat Sizes:

- Is your new berthing spaces properly sized? Boats are getting wider!
- When assigning a berth, note berth width, length and depth (think deep draft sailboats)
- Type of Fuel/Diesel-Gas-Electric-Wind
- Electric Boat Charging Stations

## Check your lease revenues on:

- Fuel Dock \$ per gallon and related sales
- Site Permits for events and use

## ***Marina Rules and Regulations (when was yours last updated?)***

- No fuel cans on docks for fueling safety
- Sewage Pump Out Services, approved vendor with insurance?
- Clean Marina Status items
- Seasonal Guest Berthing Rates?

# Teach Your Boating Community

## *How and Where?*

- Building an Email Mailing List Serve of your boaters and partners for regular and emergency notices.
- Regular email newsletters and email safety notices.
- Key locations for bulletin board notices.

## *Get involved in your Boating Community:*

- Develop a “Dock Captain” program with regular meetings.
- Get involved via your regional USCG members.
- Mentor your staff to “teach” boaters in your marinas.
- Have a boating event and invite USCG and others to have a tent/table at the event.
- Involve Sea Scouts and US Naval Sea Cadets, Personal Watercraft type groups, (Kayaks etc.).
- Provide Updated Safety Notices.

# Vessel Operators

## Tips for Safe Navigation Around Whales



# Vessel Operators

## Tips for Safe Navigation Around Whales

- **Be aware.** Look for signs of whales (blows, dorsal fins, tail flukes)
- **Slow down.** Reduce your speed to 10 knots or less.
- **Keep a minimum distance.** Stay at least 100 yards away (length of a football field). Feeding whales need extra space
- **Do not approach and do not chase.** Avoid sudden changes in vessel speed.
- **Reroute** to avoid their direction of travel and avoid entering the whale's path.
- **Report sightings** to VTS or via the Whale Alert app.

# Environmental “Helps” & “Concerns”

The Marina sea floor can be an unseen dumping ground.

- Monitor and Update your Rules and Regulations to prevent dumping
- Include updates to bottom paint regulations for your region
- Anticipate sea floor sampling prior a marina dredge episode can occur.
- Recycling programs, Paper, Metal, Boat Service Oils/fluids
- Be Prepared with Spill Supplies, Spill Barrels on each dock for quick access
- Staff training on spills and recycling and reap the benefits
- Become a certified “Clean Marina”, great PR and more
- Require and Confirm boat insurance coverage for at least \$500,000. for spills with boater registrations and include vessel engine room inspections.

# Add to your Marketing “Clean Marina” logo’s





# Events

Study what is existing events

What works well –Use It!

What does not – loose it!

Events = Revenue

Build a marketing / event budget.

***Don't expect others to take on events, just lead it and mentor it!***

Research regional events to succeed,  
build partners to help defray expenses  
and build a positive event reputation

# Teach Response Skills to your Staff

- Injury/Accident Response
- Have a staff incident form required to be completed same day.
- Smart Phone Photos of an Accident and Accident site conditions.
- Witnesses including emergency personnel.
- Boaters and Yacht Club Modifications to your docks and infrastructure.
- First Responder Training of Staff.
- Centralize your forms, reports & photos.





# Accident Prevention and Responses

*As an Expert Witness for  
various legal firms, is  
your marina staff and  
marina infrastructure  
prepared?*

- ü Site Safety Walks should be performed and logged regularly.
- ü Caution with boat owner dock modifications, you **MUST** approve.
- ü Track **“Near Misses”** of accidents, so prevention is reviewed & corrected.
- ü If a major accident/incident occurs, have **“One Voice”** for Public Relations.
- ü Train your staff so they ignore the Press Reporters but keep **YOU** informed.

# Boater did not check their bilge pumps!





# Marina Storm Preparation

With many older marina's a major storm with surge and tsunami's can destroy your dock infrastructure and revenues. Are you prepared? What is your plan "B" & "C"?

- What is in your staff planning to reduce and prevent?
- Reminder staff to inspect boat lines prior and post storms.
- Reminder to boaters to check their bilge pumps too!

# My Site Marketing Includes:

- \*Website
- \*Promotions
- \*Events
- \*Video
- \*Public Notices via email and website
- \*Staff Training



# Thank you!

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## Other Marina Resources

### ***Electric Boat Charging Systems:***

Aqua Superpower  
Scott Canning  
VP of Business Development  
[www.aqua-superpower.com](http://www.aqua-superpower.com)

### ***Tidal Monitors:***

Kevin Mukai  
COO, Hohonu 808-224-1909

[Schedule a meeting](#) | [TideCast for iOS](#)

### ***Matter of Trust, Hair Matts:***

Lisa Craig Gautier  
President  
+1415-235-2403

[MatterOfTrust.org](http://MatterOfTrust.org)

### ***Boater Satisfaction and Rate Studies:***

**“hr2research”**

Jim Hebert

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425-301-7447

### **ONLINE MOORING:**

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