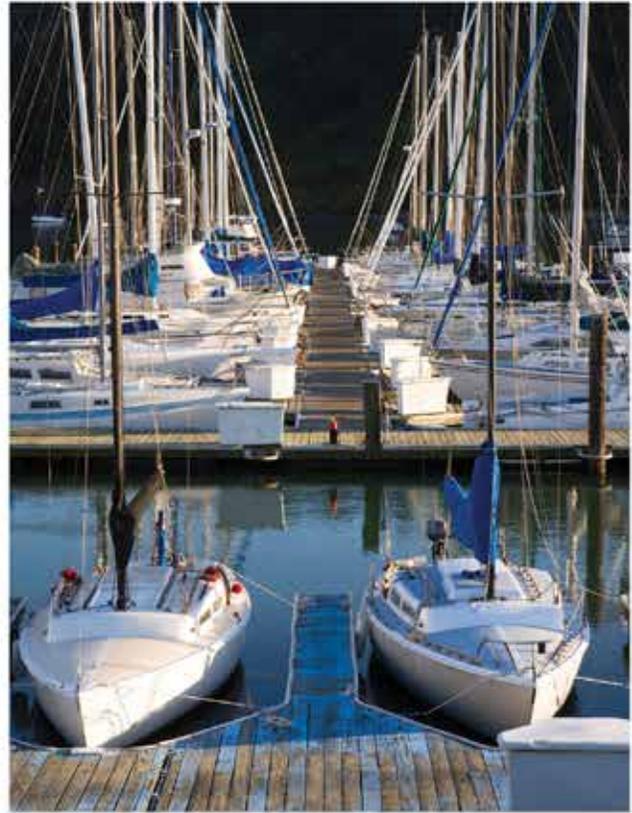


Pier Press

March 2016



Looking Ahead

Message from the President, Don McCann

Without much fanfare, I think we can safely bid adieu to the cold, dark, blustery, inhospitable months called winter. The days are growing longer, with hints of warm breezes from the south and an economy that hints of opening pocketbooks. So it won't be long before boat owners will be clamoring for their boats to be launched. Welcome spring and all of the hectic activities associated with it.

But before we launch into this frantic period, I'd ask that we pause for a moment to consider the industry we represent. Boating is an inherently dangerous activity. I'm sure you all are acutely aware of the fire that occurred at Dozier's Urbanna facility several weeks ago. Our hearts go out to the family of the couple that perished in that fire, and we are deeply sympathetic for the Dozier family, as they are part of our boating family. From my understanding, the cause has yet to be identified, but unless it is arson, you can pretty well bet that it was electrically related. If that proves to be the case, as it is with most marina fires, perhaps we should consider a presentation at our next conference regarding marinas and electricity.

As most of you are aware, VMTA is pursuing a grant from Virginia Tourism Corporation to help promote boating in Virginia. (If you have read any of the last several newsletters, that is pretty much all I have harped about) We hope to have our grant submitted by sometime in April. To that end, I would ask that all members consider how they can contribute to the effort by helping to put pleasure back into pleasure boating. Our marinas, repair facilities and subcontractors must become the most caring, hospitable and engaging service providers in the region. We have the geography and history to bring new boaters into our realm, but we must do whatever it takes to ensure that those boaters can't wait to come back. We want people to go home and tell their friends and neighbors about the charm of Virginia's waterways. If this organization can help you in any way, please let us know.

In the meanwhile, I wish you all a busy and profitable boating season.

AMI Encourages Marinas to Use the New Marina Economic Impact Calculator

The Association of Marina Industries (AMI) recently released the Marina Economic Impact Calculator. Developed by Tom Murray of Virginia Institute of Marine Science and Alan Hodges of University of Florida, this tool provides a way for marinas to determine their economic impact to their communities and region.

The calculator is simple to use. Managers enter the contact information, state, and gross revenues for their marinas and the tool crunches the numbers and provides results on impact, jobs created, and taxes generated, both for the facility itself and expanded to indirect and induced impacts.

Information produced by this model is valuable to the marina manager who can use the impact figures to justify construction or expansion, to obtain grant funds such as Boating Infrastructure Grants, or to prove the value of their business to its community leaders. Lenders can benefit from this tool by having knowledge of the properties that they are looking to finance or that they have acquired.

AMI will gain better insight into the overall economic impact of marinas across the larger United States (US), because the tool will aggregate user results by region providing a comprehensive picture of just how economically valuable marinas are to local, regional, and country-wide economies.

To date forty-two marinas have used this new tool with results showing an economic impact average of \$26,332,888 and an overall economic impact \$517,337,541.

This calculator is free to use, but is limited to one entry per marina to ensure aggregate figures are accurate. [Click here](#) to find out more and to use the calculator.

Boat Sales Up 6.8%

Courtesy Trade Only

Growth in U.S. recreational boat sales slowed during the fourth quarter, but builders and dealers sold 15,477 more boats in all of 2015 than they did the year before, marking the fourth straight year of gains for the recovering industry. Full-year sales rose 6.2 percent to 159,116 boats in the main segments and 6.8 percent to 244,116 industrywide from 2014, Statistical Surveys reported today.

Boat Sales Continued on Page 3

The data are from all 50 states and include up-to-date reports from the Coast Guard on documented vessels, providing a complete picture of the industry's 2015 performance.

"It's continual moderate growth, like we've been seeing for the past few years," Statistical Surveys sales director Ryan Kloppe said.

Fourth-quarter sales were 5.3 percent higher in the main segments, but up just 2.8 percent overall, leaving the industry slightly below the high-end forecast of an 8 percent gain for the year.

Forecasts are for a sales gain of 5 to 6 percent this year.

"I think that is very doable," Kloppe said. "I think you'll see those segments continue to strive. The bigger-boat categories are doing well, and the mainstays continue to do so as well."

Three categories from the main segments — aluminum fishing and pontoon boats, and 11- to 50-foot fiberglass outboard boats — and personal watercraft carried the industry last year, accounting for more than 191,000 sales, or more than three-fourths of the nationwide total.

Fiberglass outboard boats were the top seller among the main segments: 47,021 were sold, an 8.7 percent gain from the prior year. A total of 45,104 fishing boats were sold, representing a 6.6 percent increase, and 44,406 pontoon boats were sold, giving that category a 6.9 percent gain.

PWC led all categories across the industry as 54,934 were sold. That segment was the only one that topped 50,000 sales.

Sales of ski and wakeboard boats rose 9.7 percent to 7,825 and jetboat sales climbed 24.9 percent — the highest percentage gain of any category — to 4,446.

The only category in the main segments that posted lower sales was 14- to 30-foot inboard and sterndrive boats, a lagging group that has shown signs of life in recent months. Sales in the category were 7.4 percent lower for the year, at 12,061.

Florida, which leads the nation nearly every month, finished the year atop the states with 29,252 sales. Texas was second with 21,129, Michigan was third with 13,530, Minnesota was fourth with 11,094, and Wisconsin was fifth with 10,214.

The rest of the top 10 were North Carolina (9,130); New York (8,612); Alabama (8,209); Louisiana (7,914); and California (7,469).

Among the top 10 states, only Louisiana had fewer sales in 2015 than the year before, and Kloppe said 18 of the top 20 exceeded their 2014 totals.

Sales in all three of the industry's bigger-boat categories were higher. Among 31- to 40-foot cruisers, sales rose 1.1 percent to 1,464. Sales of 41- to 65-foot yachts rose 10.6 percent to 1,045 and sales of 66-foot and larger yachts rose 8.6 percent to 190.

Sailboat sales fell 7.7 percent for the year to 2,411.

Virginia Unemployment Dips to 4.1 Percent

Courtesy Virginia Business

Virginia unemployment rate dipped one-tenth of a percentage point in January to 4.1 percent.

The January rate represents the lowest jobless rate in the commonwealth since July 2008, according to the Virginia Employment Commission.

The unemployment numbers are seasonally adjusted. That means they have been adjusted to accommodate seasonal fluctuations in the labor force.

Before January's decline the commonwealth's jobless figure had remained unchanged at 4.2 percent for five months.

Twelve months before, in January 2015, the unemployment rate was 4.8 percent.

The Virginia labor force grew by 4,940 people in January, the sixth consecutive monthly increase. Household employment rose by 5,588, continuing an upward trend that began a year and a half ago.

The national seasonally adjusted jobless rate was 4.9 percent in January, down one-tenth of percentage point from December.

Virginia's seasonally adjusted nonfarm employment totaled 3.9 million in January, down 600 jobs from December. Total employment had risen nearly 89,000 jobs during the previous nine months.

During the previous 12 months, the number of jobs in Virginia rose by 86,100, with the biggest gains in Northern

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Virginia (31,900) and the Richmond area (27,300).

Employment rose in five major industry divisions in January, fell in another five and remained unchanged in finance at 199,700 jobs.

The largest decrease in jobs occurred in construction, down 5,400 to 182,400. The biggest gain occurred in education and health services, up 3,800 jobs to 522,000.

SCOTUS Won't Take Up Challenge to Chesapeake Cleanup Plan

Courtesy The Hill

The Supreme Court decided Monday not to take up a case challenging the Obama administration's sweeping pollution control plan for the Chesapeake Bay watershed.

The decision means that a July **ruling** from the Court of Appeals for the Third Circuit upholding the legality of the Environmental Protection Agency's (EPA) program under the Clean Water Act will stand.

The American Farm Bureau Federation and allies such as developers and other business interests had challenged the six-state cleanup plan, saying it exceeded the EPA's authority.

Using a system Total Maximum Daily Load (TMDL), the EPA limited three key pollutants that are common in agriculture over the 64,000-square-mile watershed of the Chesapeake.

"EPA has promulgated a detailed federally driven scheme that looks nothing like the cooperative federalism specified by Congress in the act," the Farm Bureau wrote to the high court.

The EPA said it was pleased with the Supreme Court's rejection.

"We can now continue to build on the progress made in restoring local waters and the Bay," spokeswoman Monica Lee said in a statement.

"While significant progress has been made, much more needs to be done and EPA remains committed to revitalizing this national treasure through the collaborative federal —state framework with the six Bay states and D.C.," she said.

Environmental groups hailed the decision.

"This is a historic day for the bay," said William Baker, president of the Chesapeake Bay Foundation. "Everyone who cares about clean water can breathe easier now that the Supreme Court has let stand the lower court decision that Chesapeake Clean Water Blueprint is perfectly legal under the federal Clean Water Act."

Maryland Trade Group Seeks Summer Apprentices

Courtesy Trade Only

Applications are available for summer apprenticeships with the Marine Trades Association of Maryland.

There are three components to the training, which **the trade group said** will ensure that participants are ready for advancement and that employers receive work-ready individuals.

The levels include:

Immersion for Eligibility Training: a two-day course taught by the Annapolis School of Seamanship that focuses on an overview of the industry, basic tool handling, workplace safety, boat handling and dockside training, plus customer service and job-readiness training. The course will be held at Camp Letts in Anne Arundel County during the last weekend in April.

Six-week paid summer internships: Many of the completers of the eligibility training course will be matched and placed in paid internships at a variety of Marine Trades Industry Partnership employers throughout the state for continued structured learning, worksite mentorship and paid work experience. The trade group said it has internships available all over the state.

Work Placements: Once on the job, summer interns' progress will be evaluated through biweekly meetings with the workforce development coordinator and monthly written reviews with employers. Employers will review applications and participate in interviews and the intern selection process. Employers will provide workplace mentors for on-the-job training components.

The ideal candidates for the training will be high school or GED completers who are 18 to 24 years old, physically

capable and enjoy being on or near the water. The majority of recruitment efforts will be focused on attracting young people at the beginning of their career path.

Eighteen months ago the trade group launched a collaboration between EARN Maryland (Employment Advancement Right Now) and the Marine Trades Industry Partnership, a group of employers in the recreational boating industry.

The effort works to create a sustainable workforce through a summer paid apprentice/internship program, incumbent worker training, the cultivation of an engaged employer base and the promotion of training and employment opportunities for the marine trades in Maryland.

BoatUS Foundation Announces New, Easier 365-Day Rolling Application for Grassroots Grants

The BoatUS Foundation for Boating Safety and Clean Water just made it easier for nonprofit organizations includ-

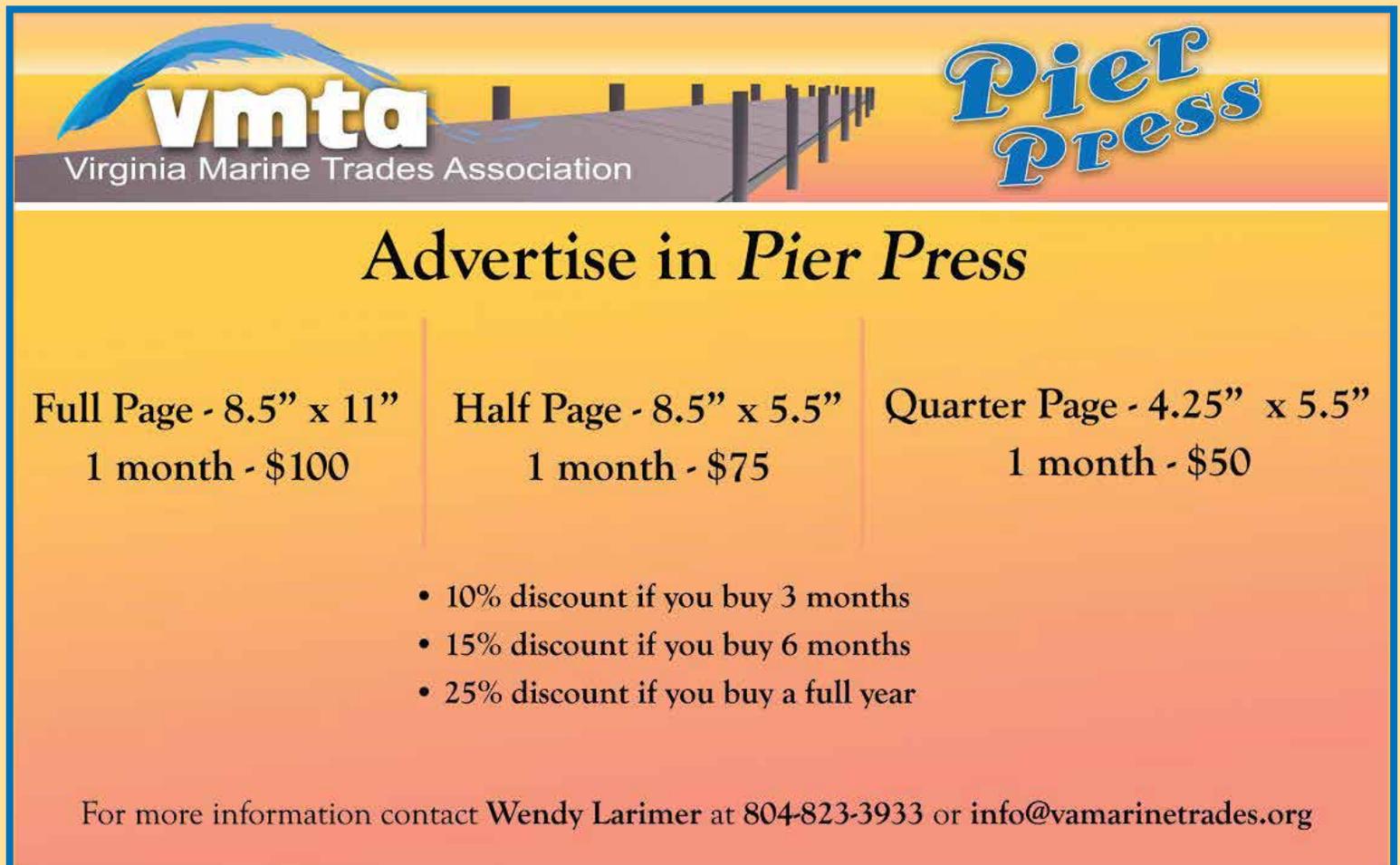
ing community-based groups, boat clubs, angling and environmental organizations, USCG Auxiliary, or US Power Squadrons to apply for a **Grassroots Grant**.

Started over 25 years ago, the BoatUS member-funded grant program provides groups up to \$10,000 to help educate boaters on safe and clean boating topics. The Foundation announced today a completely new “365-day rolling” grant application process that allows applicants to apply at any time throughout the year, speeding the review process and allowing more flexibility in funding projects.

Submitting a short letter of intent explaining their idea is all an applicant needs to do to start the process. If the idea is strong and meets Grassroots Grant program guidelines, BoatUS Foundation will ask for a full proposal. Gone is having to wait for the once-a-year “cycle” of funding, and groups will have better ability to apply for funds when they need them. Decision-making will also be greatly expedited.

Past projects have ranged from public service announcements on the effects of boating under the influence and installing fishing line recycling bins, to hands-on education

Grassroots Grants Continued on Page 7



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about the effects of marine debris and a unique airborne blimp adorned with boating safety messages. Since 1989, the Foundation has awarded more than \$1.3 million to organizations that have developed creative projects to promote safe and clean boating on their local waterways. For more information or how to apply, go to BoatUS.org/grants.

Planning Ahead for Coastal Resilience

Courtesy ASBPA

More and more coastal communities face hard evidence that sea level rise (SLR) is far from abstract but is becoming very, very real – as in “water lapping at your doorstep” real. This has pushed them to take steps to keep their communities safe – an effort that has increasingly been referred to as working toward coastal resilience – the ability of an area to lessen risk, protect resources and enhance recovery in the event of a coastal calamity.

How does a community pursue resilience? Here are a few examples:

In response to an opportunity offered in Florida Statutes to create an “adaptation action area” as part of a mandated comprehensive planning effort, communities such as Yankeetown (on the Big Bend area of the Florida coast between Tampa and the Panhandle) has developed a way to approach land use planning that better addresses and accommodates resilience.

It does so by including factors not always engaged in a planning discussion:

- **Spatial:** Identifying areas whose natural resources are vulnerable to SLR.
- **Temporal:** Setting a planning horizon that extend 40-100 years – a significant expansion of the usual scope – to allow for SLR’s timetable.
- **Inventory:** Identifying and ranking resources at risk, both natural (habitat and species) and manmade (structures and infrastructure). This would also ID repetitive loss structures deemed increasingly vulnerable (and thus in need of action).

It then follows with a section on “shoreline transgression,” specifically to address any vegetation or species migration necessitated by SLR through land acquisition and other methods. It also addresses structural adaptation to SLR, either through relocation, removal, shoreline stabilization

(soft solutions first, then hard) or modification.

Finally, the plan works to engage both citizens and other governments to both understand and coordinate with resilience planning – a prudent recognition that political will and empathetic outside regulation are crucial to planning for SLR success.

This kind of anticipatory (or at least quickly responsive) approach can be seen around the country:

- Charleston, SC, developed a Sea Level Rise Strategy (which includes a better SLR planning projection) to augment its ongoing efforts to protect the city and its citizens, such as updated building codes to raise structures, drainage improvements to combat flooding driven by rising tides, acquisition of repetitive loss properties and more.
- While the current robust El Niño has underscored the vulnerability of California’s coasts cliffs to undercutting and failure (and has forced a new look at coastal development rules), it also reminded many that fragile coastal resources have a unique challenge there: No place to migrate except up – which is not always an option. This is an issue not only on the open-ocean shoreline, but even more so in more sheltered ecosystems in places such as San Francisco Bay, where unique wetlands face extinction should water levels rise quicker than the ecosystems can adapt (or migrate).
- Superstorm Sandy may have demonstrated the protective value of high dunes and wide beaches to residents, visitors and businesses along the jersey Shore, but a unique winter storm last month revealed the vulnerabilities often on the bay side of the coastal islands there. A combination of storms winds, sustained waves and higher tides wreaked millions of dollars in damages to coastal communities hit by bayside flooding. This has prompted a new study into response to bayside flooding to protect both communities and coastal resources – a task made more difficult by the need to accommodate both economy and ecology (since the bayfronts can include both vital commercial and unique natural resources) without creating more flooding problems in adjacent areas.

Building resilience is challenge in the best environments, as competing interests need to be balanced and different needs be recognized. But in areas as dynamic as our nation’s coasts, making them more resilient to inevitable natural events is a complex task indeed. It’s only through planning and persistence that success is likely to be achieved.

USCG – Electronic Charts & Pubs

The US Coast Guard posted a Navigation and Vessel Inspection Circular (NVIC) providing USCG marine inspectors and the maritime industry with uniform guidance regarding what the Coast Guard policy regarding use of electronic charts and publications in lieu of paper charts, maps, and publications.

http://www.uscg.mil/hq/cg5/nvic/pdf/2016/NVIC_01-16_electronic_charts_and_publications.pdf

National Weather Service Issues Update on Marine Warnings

Those of you using the iNWS (Interactive NWS) alert system for weather alerts may have recently noticed receipt of Marine Warnings. Within the last week Marine Warnings such as Small Craft Advisories, Gale Warnings and Storm Warning for the rivers, Bay and ocean have been relayed via iNWS. This is a great resource for many of our marine partners and responders in the Port, Bay and along the coast involved in marine operations/response and SAR on the water. For those wishing to receive Marine Alerts primarily

for marine based operations, log into your iNWS (<https://inws.ncep.noaa.gov/>) account, expand or add an alert area incorporating the river, Bay or ocean area of interest and turn on Marine Alerts.

If you are receiving Marine Alerts and do NOT wish to, log into your iNWS account and turn off Marine Alerts for your designated alert area. We suggest everyone with interest in storm surge and coastal flooding maintain the Coastal Hazard alerts in iNWS as these include Coastal Flood Warnings for all tidal flooding.

Attached is a summary of the Marine Weather alerts versus Coastal Hazard alerts within iNWS. Again in order to receive Marine Weather alerts you must highlight a body of water for which to receive notifications.

DGIF is Hiring

The Virginia Department of Game and Inland Fisheries is currently conducting a recruitment effort to hire up to 45 conservation police officers to be assigned to various duty stations across the Commonwealth. Virginia Conservation Police officers (CPOs) have full police authority with statewide

DGIF Continued on Page 9

CALLING ALL MARINAS—START 2015 WITH A SPLASH!



June 11, 2016

Supported by  Association of Marina Industries



Help us launch the 2016 boating season in a big way—be part of this nationwide event to grow boating and expand your customer base.

Join marinas across the country in hosting events to promote boating and introduce people to the boating lifestyle.

Suggested activities include:

- Host an open house
- Free demo rides
- Hands-on, on-the-water boating clinics
- Safety demonstrations

Learn more or register your event now!

Visit NationalMarinaDay.org

jurisdiction. CPOs primarily enforce the fish, wildlife and boating laws while patrolling their areas of assignment using 4x4 police vehicles, boats of all sizes, mountain bikes, and ATVs.

Applicants for the position of Conservation Police Officer must possess a high-school diploma or GED equivalent and be at least 21 years of age by the date of hire. Experience that provides the required knowledge, skills and abilities is essential. Additionally, applicants must have a safe driving history and possess or be eligible for a valid Virginia driver's license. Applicants that have a strong interest in hunting, fishing and boating are encouraged to apply. For more information on the qualifications needed to become a CPO, please visit: <http://www.dgif.virginia.gov/law-enforcement/recruiting/>

Applications will be accepted until 5:00pm, March 25th, 2016. Interested candidates must apply online at: <https://jobs.agencies.virginia.gov>

RBFF Announces Return of America's Popular Family Fishing and Boating Spots Sweepstakes

The Recreational Boating & Fishing Foundation (RBFF) announced the return of its third annual America's Top Family Fishing and Boating Spots Sweepstakes to increase awareness of family-friendly locations across the country and to get more people on the water boating and fishing. Now through March 27, consumers can vote for their favorite family-friendly fishing and boating spots across the country and have the chance to win one of hundreds of instant prizes or a grand prize trip for four to Walt Disney World® Resort.

The 2016 sweepstakes now offers a Spanish-language version, mobile friendly components and an updated list of broadened voting locations, with more than 310 pre-selected family-friendly parks from across the U.S. Entrants can vote daily for the three parks that offer the best fishing and boating experience based on family amenities, location and likeliness to catch a fish or enjoy a day on the water. The sweepstakes will run for six weeks and end on March 27, 2016 at 11:59pm EST. The parks with the most votes will make the list of the 2016 America's Top 100 Family Fishing and Boating Spots, which will be released during National Fishing and Boating Week from June 4 – 12, 2016 and promoted throughout the summer.

Help spread the word. Take advantage of RBFF's various resources, such as banner advertisements and draft social media posts, in the RBFF Resource Center.

To learn more about the sweepstakes and to vote for your favorite parks, visit America's Top Family Fishing and Boating Spots Instant Win and Sweepstakes.

For more information, please contact Stephanie W. Vatalaro at svatalaro@rbff.org or 703-778-5156.

Dedicated Virginia Volunteers Stock Trout No Matter What

Courtesy CWF Volunteer Allen Easterly

Wow! Talk about dedication. Some Complementary Work Force (CWF) volunteers will suffer just about any inconvenience to make sure you have plenty of trout available all through the trout stocking season, October through May. During this entire time volunteers bust through brambles and sticker bushes to get trout stocked along long stretches of many local streams. Poison Ivy is another nuisance plant they do their best to avoid, but sometimes there is little choice but to trudge right through it. They also have Lyme and Alpha Gal diseases to be concerned about from tick and chigger bites. Snakes are also a concern during the warmer months as the critters bask in the warmth of sun drenched rocks along stream, lake and pond banks. The winter, it can be downright brutal when temperatures drop to single digits and the icy winds are blowing strong. Even snow covered banks and ice covered rocks don't deter these hard working folks from delivering nets full of sassy trout to their new home. Making several dozen round trips from the stocking truck to put trout in the best fishing holes can also leave a volunteer out of breath, sore legged and wet footed at the end of a day. And, the pay is terrible! LOL

That sounds like enough possible troubles to send any potential future volunteer running for the hills. But there is more to consider. The making of new good friends is priceless. The camaraderie is fantastic. Just seeing hundreds of fat, healthy trout in one day is pretty nice too. Wouldn't be able to see that otherwise. Talking with several fishermen and hearing their fishing tales is pretty cool. One of the finest rewards for our efforts is a heartfelt "thank you" from bystanders that appreciate and understand what we are doing for them. Truth is, it's far worth the little inconveniences to know we've served the public and the fisheries well. Hey, we wouldn't do it if it wasn't fun!



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PO Box 476 | Deltaville, Virginia 23043
804-823-3933 | info@vamarinetrades.org
www.vamarinetrades.org

The Virginia Marine Trades Association (VMTA) is a non-profit trade association organized to promote and support Virginia's recreational marine industry. The members are comprised of dealerships, boatyards, builders, marinas, sales brokers, boating service providers, marine technicians, and individuals. Together, we are committed to the development of the marine industry and the strength of each member business.