



# virtual education series

presented by

the  
**docks**  
expo

**Marina**  
DOCK AGE

## 2020 Schedule

All times are Central Standard Time (CST)

### Tuesday, December 1

- 9:00 am Preserving Your Company's Brand: Lessons from a Pandemic**  
*Robert Smith and Travis Vance, Fisher Phillips Safety Solutions*
- 9:45 am The Next Generation of Automated Dry Stack Marinas**  
*Greg Weykamp, Ronald Schults, and Mike Kenny, Edgewater Resources, LLC*
- 10:30 am PRODUCT DEMO: NATIONAL MARINA SALES**  
Preparing To Sell Your Marina  
First Critical Steps
- 10:45 am The Basics of Marina Design**  
*Greg Weykamp, Edgewater Resources, LLC*
- 11:30 am I Just Bought A Marina – Now What?**  
*Daniel Natchez, Daniel S. Natchez and Associates, Inc.*
- 1:15 pm Environmental Challenges & Practices To Keep The Waterways Clean**  
*Heather Sheets, Sarah Orlando & Paul Dravillas, Ohio Clean Marinas, Jason Stangland, SmithGroup*
- 2:00 pm Fore Points Marina Wave Attenuator Case Study**  
*Kirby Marshall, Applied Technology and Management*
- 3:00 pm Economic Impact of Marina Electrical Design**  
*Chris Dolan, Marina Electrical Equipment*

### Wednesday, December 2

- 9:00 am Navigating Business Interruption Coverage**  
*Daniel Rutherford, Maritime Program Group*
- 9:45 am Marina of the Year Awards & Young Leader Awards Ceremony**
- 10:30 am PRODUCT DEMO: NATIONAL MARINA SALES**  
Understanding EBITDA & CAP RATES
- 10:45 am Addressing Everyday Safety Issues To Keep Customers and Employees Safe**  
*Carl Wolf, Robson Forensic, Inc.*
- 11:30 am The Added Value of a Boat Club**  
*Barry Slade, Freedom Boat Club*
- 1:15 pm Marine Infrastructure Grant Funding: Strategies for Success**  
*Robert Bennington, Moffatt & Nichol*
- 2:15 pm COVID-19 Operational Response: Leading Through Crisis with Less Than Perfect Information**  
*Dan Cowens, Oasis Marinas*
- 3:00 pm Marina Electrical Systems**  
*Gary Loftis, Maffett Loftis Engineering*

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