



presented by:



Nashville, TN • December 5-7 • Music City Center

# REGISTRATION NOW OPEN

Find the training, technology, products, and services you need to lift your fresh or saltwater marina operation to the next level at #Docks2023. **All-inclusive attendee registration includes:**

trade show floor access • +150 exhibitors • networking events  
all expert-led education sessions • industry awards lunch

► Sign up by September 27 and save \$100.

Get started at

**docksexpo.com**

Or scan the  
QR code ►



## 2022 Event Highlights



# Why Attend?

**You're Invited to the #Docks2023, running December 5-7 in Nashville, TN**

This annual event, produced by Marina Dock Age, provides fresh and saltwater marina owners, operators, and professionals the space and focused time to network, learn, and get to work.

This year, programming will focus on meeting demand and new approaches to take your marina facility to the next level. Education sessions will examine marketing strategies, revenue tactics, and best management practices to help marinas big and small combat ever-increasing operating costs, staffing challenges, and new environmental factors.

**What to Expect:** This annual trade show connects marina, boatyard, and private dock owners and operators with the latest training, products, and services. Expect over **150+ marina-focused exhibitors** and **20 education sessions** that are industry-sourced and expertly curated, and hours of **exclusive networking events**.

**Who Should Attend:** Seasoned industry professionals and rising marina talent will benefit from attending. This event caters to both **inland and coastal marina operations**. Professionals who rely on the marina or boating industry are also encouraged to attend. Whether you've attended in previous years or you just heard about Docks, *make sure your marina operation is represented at this industry staple.*

**Why Nashville:** Now in its eighth year, Docks is continuing its residency in the Music City this December. Centrally located, **Nashville is easy to access** for attendees across the country. Just steps away from the event venue, Music City Center, and the headquarter hotel, Hilton Downtown Nashville, you'll find **world-famous dining and honky tonks**, plus live music at every turn.

**What's Included:** Attendee registration includes everything – no add-on charges. Online registration is now open. Sign up early and save. Discounted Registration for only \$265 runs through September 27.

► [Visit docksexpo.com](https://docksexpo.com) to register and learn more.



# Schedule

Tuesday, December 5	
7:30 am - 5:30 pm	Registration
8:00 am - 4:00 pm	Exhibitor Move-in
12:00 pm	Coffee Bar
<b>12:30 - 1:30 pm</b>	<b>Opening Session: Are You Charging What You're Worth? - Achieving Market Leading Rates</b>
<b>1:45 - 2:45 pm</b>	<b>Accessibility - Making it Work for You</b>
	<b>Marina Liabilities - The Current State of Marina Claims and Litigation</b>
<b>3:00 - 4:00 pm</b>	<b>Smart Technology Reshaping the Future of Marina Management</b>
	<b>Electric Drystack Operations and Forensic Marina Engineering/Basis of Design</b>
<b>4:15 - 5:15 pm</b>	<b>Understanding the Marina Permitting Acquisition Process</b>
	<b>Things You Should Know About Marina Fuel Systems</b>
5:15 pm	<b>Welcome Reception</b>
Wednesday, December 6	
8:00 am - 5:30 pm	Registration
<b>9:00 am - 5:00 pm</b>	<b>Exhibit Hours</b>
9:00 am	Coffee Bar, <i>sponsored by</i> 
<b>9:30 - 10:30 am</b>	<b>Marine Structures - Safety and Valuation</b>
	<b>How Employers Can Mitigate the Risks Associated with Seasonal Employment</b>
<b>11:00 am - 12:00 pm</b>	<b>What I Wish I Had Known</b>
	<b>Protecting Your Investment - Wave Attenuation and Shoreline Strategies</b>
<b>12:00 - 1:00 pm</b>	<b>Lunch on the Tradeshow Floor</b>
<b>1:00 - 2:00 pm</b>	<b>Hook More Customers: Maximize Your Marina's Potential with Social Media</b>
	<b>Things You Should Know About Marina Electrical Systems</b>
<b>2:30 - 3:30 pm</b>	<b>Repair of Corroded Piles, Seawalls, and Bulkheads</b>
	<b>Smooth Sailing: How to Drive Boat Rental Revenue While Reducing Risk</b>
<b>4:00 - 5:00 pm</b>	<b>Happy Hour, sponsored by</b> 
Thursday, December 7	
8:00 am - 2:30 pm	Registration
<b>9:00 am - 2:00 pm</b>	<b>Exhibit Hours</b>
9:00 am	Coffee Bar
<b>9:30 - 10:30 am</b>	<b>What are Buyers Really Looking for When They Purchase a Marina?</b>
	<b>Going Mega!</b>
<b>11:00 am - 12:00 pm</b>	<b>Maximizing Investment in the Maritime Industry Through Professional Marina Management</b>
	<b>The Unfortunate Reality: Training for Active Shooters in the Workplace</b>
12:00 pm	Bloody Mary Bar, <i>sponsored by</i> 
<b>12:15 pm</b>	<b>Awards Lunch &amp; Closing Session, sponsored by</b> 

\*Schedule subject to change | 08-08-23

# Education Sessions

**TUESDAY, 12/5**

## **Opening Session: Are You Charging What You're Worth? Achieving Market Leading Rates**

*Greg Weykamp, ASLA, LEED AP BD+C, President, Edgewater Resources, LLC*

Too many marinas, especially municipal and state facilities, charge well below regional market rates, limiting the funds available to operate and maintain their facilities and creating unfair competition as private facilities aren't subsidized by tax dollars. Learn strategies for determining a marina's true market value and how to justify rates without upsetting customers.

**12:30 pm**

## **Electric Drystack Operations and Forensic Marina Engineering/Basis of Design**

*Ronald Schults, Principal & Chairman, Edgewater Resources, LLC*

*Erik Schults, EIT, Civil Engineer, Edgewater Resources, LLC*

The first segment of this conference session will discuss the pros and cons of the four new technologies available for automated or semi-automated drystack operations. Three are actively in use, and one is a prototype. Capital cost, operating cost and space and land needs will be discussed.

The second half of this session will address the structural design criteria needed for a marina to withstand the different degrees of storms. We will focus on how much wind or storm surge a marina dock or piling system design is able to handle. Additionally, the discussion of the structural loading of boats on the docks versus boats off the docks at various windspeeds will be discussed. Cost increments will be considered, identifying the upgrades needed to go from a category five to category one storm for the intended loads from the boats in the marina.

**3:00 pm**

## **Accessibility - Making it Work for You**

*Dan Natchez, President, Daniel S. Natchez and Associates, Inc.*

Learn about Americans with Disabilities Act (ADA) requirements at marinas and how to incorporate them into facility maintenance and capital improvements to enhance revenue-producing activities. Afterall, we are all TAPS - Temporary Accessible Persons.

**1:45 pm**

## **Marina Liabilities - The Current State of Marine Claims and Litigation**

*Daniel Rutherford, Director of Claims and Risk Management, One80 Marine, a Division of One80 Intermediaries*

Insurance underwriters are taking a hard look at the liabilities associated with marinas including personal injury claims for injury or death where the marina may be named as a defendant. This class will help marina and boatyard owners understand how to navigate issues such as premises liability, P&I coverage, rental vessel coverage, products liability, and business auto liability coverage and what excess coverage is available in the marketplace today.

**1:45 pm**

## **Understanding the Marina Permitting Acquisition Process**

*Dan Williams, PLA, ASLA, AHLP, Senior Landscape Architect, MSA Professional Services Inc*

When planning for a new or modified marina, owners and operators will need to interact with a variety of local and state regulatory agencies, yet many are caught off guard by the sheer magnitude of time, documentation, and coordination of permits and approvals needed to move a project forward. Learn the important keys that help marina projects stay on schedule and how to resolve any red flags before they become red flares.

**4:15 pm**

## **Smart Technology Reshaping the Future of Marina Management**

*Tone Britovsek, President, Marina Master, IRM Ltd.*

Smart technology is becoming a must in today's marina environment. This session will explore why and how smart technology can help marina management to make decisions easier, predict customer behavior, improve the cost-effectiveness and productivity of processes, and more.

**3:00 pm**

## **Things You Should Know About Marina Fuel Systems**

*Gary Loftis, Principal Engineer, Maffett Loftis Engineering*

*Justin Newell, PE, Mechanical Engineer, Maffett Loftis Engineering*

There are many components that make up a safe and code compliant marina fuel system design. This session will cover the various parts that make up a fuel system and the rules and regulatory requirements of PEI/RP 1000-14 Recommended Practices for the Installation of Marina Fuel Systems, NFPA 30 and 30A. Attendees will leave this class with the knowledge needed to understand the installation requirements and regulations governing marina fuel systems.

**4:15 pm**

## Education Sessions

WEDNESDAY, 12/6

### Marine Structures - Safety and Valuation

9:30 am

*Moderator: Daniel Rutherford, Director of Claims and Risk Management, One80 Marine, a Division of One80 Intermediaries*

*Matthew Roper, AMIM, CPCU, Marine Practice Leader, One80 Intermediaries*

*Lori Sousa, President, Sea Land Insurance Corp.*

*Mason Sears, Sales and Marketing, SF Marina Systems*

*Josh Maxwell, Bellingham Marine*

Marina dock valuation and safety go hand in hand and should be an essential part of a marina's business plan. In this session, dock manufacturers and builders will share information on the costs for equipment, mobilization, site planning, and labor, and the impacts from supply chain issues and worker shortages. Armed with information on the true value of docks, attendees will next learn what the options are for insuring both fixed and floating marine structures.

### How Employers Can Mitigate the Risks Associated with Seasonal Employment

9:30 am

*Courtney Leyes, Partner, Fisher Phillips LLP*

It is critical for marinas to ensure seasonal employees are familiar with marina policies and procedures to prevent headaches that can extend well beyond the boating season. Learn the areas of highest risk from temporary employees such as wage and hour practices and harassment/discrimination policies, and how to develop best practices to keep everyone happy and ensure a smooth boating season.

### What I Wish I Had Known

11:00 am

*Ben Dixon, General Manager, Prairie Creek Marina*

What happens when someone with zero marina experience takes over as the general manager of a 900-slip marina? This session will take attendees into the sometimes hilarious, sometimes heartbreaking challenges of an owner's first year and provide his tips on what he wished he'd known.

### Protecting Your Investment – Wave Attenuation and Shoreline Strategies

11:00 am

*Greg Weykamp, ASLA, LEED AP BD+C, President, Edgewater Resources, LLC*

*Jack Cox, Senior Principal, Edgewater Resources, LLC*

*Alejandra Lira, Civil Engineer, Edgewater Resources, LLC*

There are many ways to design an effective wave attenuation system and each way has advantages and disadvantages, but most important is that any design considers wave climate, bathymetry, and the marina/shoreline system. Through case studies, this session will demonstrate well-designed, cost-effective systems including the next generation of offshore segmented breakwaters, habitat islands, and living shorelines.

### Things You Should Know About Marina Electrical Systems

1:00 pm

*Gary Loftis, Principal Engineer, Maffett Loftis Engineering*

This class will cover the electrical installation requirements, beyond new NEC code requirements, that often get overlooked but are needed for a safe and economical electrical system. Attendees will learn practical information, such as which wiring method is best for different dock structures, when and where different types of electrical equipment should be used, and what is the most cost-effective GFPE device that works for different electrical designs.

### Hook More Customers: Maximize Your Marina's Potential with Social Media

1:00 pm

*Melissa Carrick, Senior Social Media Manager, AR Marketing*

With the power of social media advertising, you can hook more customers and reel in bigger profits. In this session, attendees will learn the process of setting social media goals, how to target an audience, and create compelling content. Also hear about best practices for social media management, including how to measure success, respond to customer feedback, and adjust strategy to maximize ROI. Attendees will leave with ideas they can implement immediately and others that can improve their business success over the long term.

### Repair of Corroded Piles, Seawalls, and Bulkheads

2:30 pm

*Mo Ehsani, PhD, PE, President, PileMedic & Professor Emeritus of Civil Eng., U of AZ*

Marinas worldwide are suffering from deterioration of their aging piling, bulkheads, and seawalls. Learn cost-saving repair techniques developed by a professor of engineering following three decades of R&D. Case studies from major clients such as the U.S. Navy, Ports of Galveston, and Melbourne, Australia will be presented.

### Smooth Sailing: How to Drive Boat Rental Revenue While Reducing Risk

2:30 pm

*Brent Wierson, Vice President of Sales and Service, Rentals, Stellar Software*

*Dan Nelson, Vice President of Product and Engineer, Marine, Stellar Software*

In the world of boat rentals, ensuring smooth sailing and mitigating risks is paramount for both boat owners and rental operators. This session will delve into the strategies and best practices for effectively managing damage and minimizing risks within the boat rental industry. Attendees will leave equipped with the knowledge and tools necessary to navigate the challenges and ensure a safer and more successful boat rental business.

## THURSDAY, 12/7

### What are Buyers Really Looking for When They Purchase a Marina?

*Dan Grovatt, Senior Vice President & National Managing Director - Marina & Leisure Practice Group, Colliers*

What steps can be taken by marina owners to prepare for a sale and what are buyers really looking for? This session explores the current market environment, the types of buyers that exist in that market, and what they are looking for in a marina purchase. Learn how to maximize a marina's value in preparation for a successful sale.

9:30 am

### Maximizing Investment in the Maritime Industry Through Professional Marina Management

*J Jeremy Parks, Principal, Trident Marine Group  
Marie Ryan, Principal, Trident Marine Group*

What exactly is a professional management service and how do you know if hiring one is the right solution to keep your marina running? This presentation will define professional marina management and its role in the industry, and highlight the advantages and challenges of working with a marina management team when you're ready to let go of the day-to-day operations.

11:00 am

### Going Mega!

*Chris Clark, President, Harbormasters International  
Peter Clark, Chief Development Officer, Safe Harbor Marinas  
David Isom, General Manager, Charleston City Marina*

The Safe Harbor team will take you through the steps of what it took for the planning, designing, permitting, engineering and construction of its new mega yacht expansion at the iconic Charleston City Marina property.

9:30 am

### The Unfortunate Reality: Training for Active Shooters in the Workplace

*Robert Smith, Safety Consultant, Fisher Phillips  
Travis Vance, Regional Managing Partner, Fisher Phillips, LLP*

As more and more mass shootings are reported in schools, stores, and even back yards, employers are reminded that active shooting events can occur almost anywhere. While such events are often unpredictable, employers can adopt proactive strategies and tactics to assist in these scenarios. This interactive session will provide attendees with a solid blueprint that can immediately be put into effect to safeguard your employees if the unthinkable occurs.

11:00 am

## Thank you #Docks2023 Sponsors



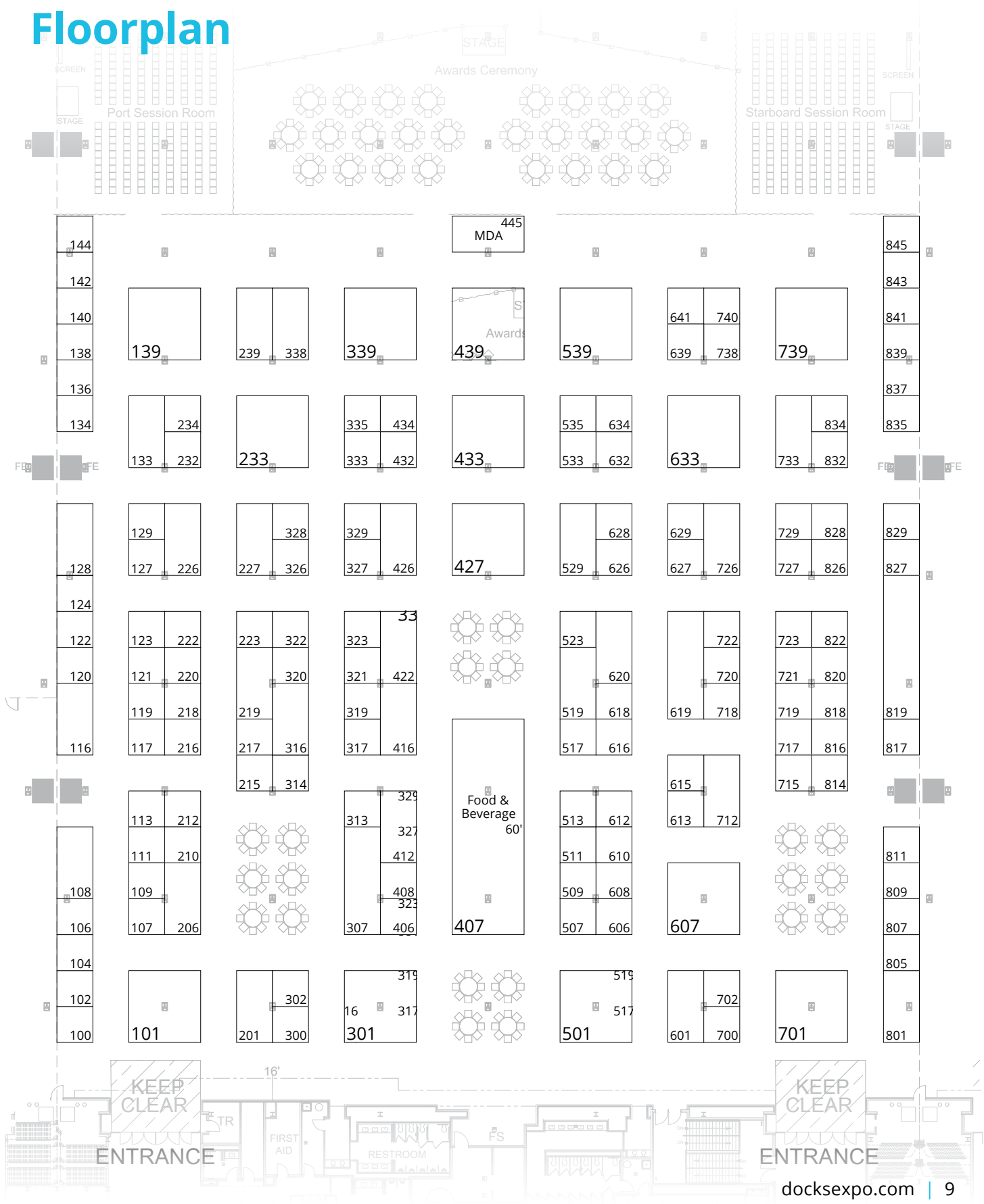
► **Want to showcase your brand at #Docks2023 by exhibiting or learn about sponsorship options?**

Email Susie Jensen at [susie@marinadockage.com](mailto:susie@marinadockage.com)

## Exhibitor List

EXHIBITOR.....BOOTH #	EXHIBITOR.....BOOTH #	EXHIBITOR.....BOOTH #
060Bio, LLC ..... 216	Foundation Technologies Inc. .... 210	Poly Lift Boat Lifts ..... 439
American Muscle Docks & Fabrication... 201	<b>Golden Giant Building Systems .....323</b>	Polymershapes..... 832
Anchor Financial Services ..... 627	Golden Manufacturing, Inc ..... 108	PolyScape™ by Bedford..... 127
AquaStairs..... 805	Harbormasters International ..... 220	Poralu Marine & The Searial Cleaners.... 206
AR Marketing ..... 632	Haven Docks & Marine..... 608	Premier Boatlifts & Docks Inc..... 700
Astro Plastics ..... 123	Holbrook Manufacturing, LLC ..... 607	Premier Remotes ..... 729
Barbour Plastics, Inc. .... 116	Huron Marine Group..... 726	QT Petroleum On Demand ..... 222
Bellingham Marine..... 509	Hydrasearch Company LLC	Roof & Rack Products Inc..... 212
Bender Inc..... 129	(Bearon Aquatics) ..... 223	Roto Marine Products By Cellofoam ..... 219
Bluewater Marine Systems, LLC..... 319	Hydrohoist, LLC	Sandy Dock Products LLC ..... 828
Bms Marine Inc. .... 719	A Division Of Waterfront Brands ..... 301	Savadock LLC..... 122
Boat Floater Industries, LLC..... 406	K & R Dock Accessories ..... 529	Saversystems..... 329
Capria Stacker Machinery ..... 326	Kasco Marine ..... 321	Scribble Software, Inc. .... 501
Carolina Waterworks..... 610	Keco Inc..... 513	Seaflex Inc..... 523
CMI, LC Gatordock ..... 533	Killerdock ..... 433	Seahorse Docking ..... 819
CMP Group “Dockedge” ..... 338	Kropf Industrial Inc. .... 619	Sealite USA / SPX..... 738
Colliers   Leisure Property Advisors..... 313	Lake Lifter Inc. .... 320	Seapen Dry Dock..... 113
Coverra Insurance..... 720	<b>Leisure Investment Properties Group...727</b>	SF Marina Systems Usa ..... 641
Cumberland Sales Company ..... 615	Les Quais Bertrand – Bertrand Docks .... 233	Simply Marinas..... 702
Decks & Docks Lumber Co..... 606	Liquid Automation, LLC..... 809	Snap Dock & Snap Decking..... 307
Den Hartog Industries Inc..... 717	Mack David Buildings ..... 107	Structurmarine..... 432
Denso, Inc. .... 613	Maffett Loftis Engineering, LLC ..... 239	Sunwalk “Superior Strength, Superior Experience, Superior Surface” ..... 416
Diversified Plastics Inc..... 733	<b>Maricorp Us .....412</b>	Task One Marine, LLC..... 119
Dock And Marina Services Inc. .... 327	Marina Dock Age..... 445	Taylor Made Products ..... 801
Dock Boxes Unlimited Inc. .... 139	<b>Marina Electrical Equipment .....507</b>	TengoInternet..... 134
Dock Builders Direct, LLC..... 226	Marina Master, IRM Ltd..... 722	The Deck Store ..... 612
Doubletrac By Omega Flex ..... 616	Marinalife Manager ..... 217	Thruflow Inc..... 227
Dover Fueling Solutions ..... 814	Marine Development Inc. .... 601	Tiger Docks ..... 517
Duratek Boat Lifts ..... 101	Marinesync Corp..... 511	Timbertech Azek ..... 620
<b>Eagle Floats By Hendren Plastics .....408</b>	Marinetek North America ..... 215	TimberTown LLC ..... 117
Econo Lift Boat Hoist ..... 316	Marshall & Sterling Marine Insurance... 333	Titan Deck ..... 434
Edson International ..... 100	Meeco Sullivan ..... 422	Tiva Building Products..... 811
EMP Industries ..... 317	Merco Marine ..... 302	Trionic Corp. .... 740
Endeck By Eastern Metal Supply..... 234	Moistureshield Composite Decking..... 629	Trunorth Decking..... 723
EZ Dock..... 535	Molo Inc..... 427	Trusscore ..... 328
Fibersteel Boat Lifts ..... 133	Myers Industries   Connect-A-Dock Inc...300	Voltsafe Inc. .... 826
Fisher Phillips ..... 626	National Marina Sales ..... 426	Vquip ..... 618
Floatair Boatlifts..... 721	Norman's Marine Service, LLC..... 335	Walsh Marine Products..... 634
Floatation Systems Inc ..... 829	North Shore Safety ..... 144	Wave Armor ..... 128
Floating Docks Mfg. Co..... 314	<b>Oasis Marinas .....519</b>	Wavelink ..... 218
Forklift Exchange Inc..... 701	Peek ..... 639	Xanigomarine ..... 718
Formex Manufacturing Inc. .... 322	Perspective Products..... 712	
Fortress Pilings ..... 715	Pilemedic By Quakewrap Inc. .... 124	

# Floorplan



# The Awards Lunch & Closing Session

Thursday, Dec. 7 @ 12:15 pm



## Marina of the Year

Each year, *Marina Dock Age* honors two marinas (one small, less than 250 slips, and one large) with the Marina of the Year awards. Facilities from across the country complete detailed applications, competing in many different categories – business operations, renovations, advertising/marketing, community and industry involvement, special challenges and more.

*Marina Dock Age* will present additional awards in other categories, such as Facility Improvements, Advertising and Marketing, and, Environmental Responsibility. Awards will vary from year to year, depending on the qualified applicants. Marinas can win category awards each year, and former Marina of the Year winners are also eligible to win additional category awards every year. The winning marinas will be featured in *Marina Dock Age* magazine in 2024.



### 2022 Winners:

*Large Winner* – Charlestown Marina • Boston Harbor, Massachusetts

*Small Winner* – Baltimore Boating Center • Essex, Maryland

## Young Leader Award

The Docks Expo is accepting nominations for men and women under the age of 40, who have made significant contributions to the marina and boatyard industry and collectively promise to play a big role in shaping its future.



We are looking for nominees that represent the broad range of employment opportunities in the industry. Awards will be presented to young marina and boatyard owners, managers and staff; marina consultants, engineers or other professional service providers; manufacturers and suppliers of marina and boatyard products, or other professions that rely on the marina and boatyard industry for their businesses.

### ▶ 2023 Marina of the Year & Young Leader Award nominations are due Oct. 3.

Visit [docksexpo.com/nominate](https://docksexpo.com/nominate) to learn more or to submit a nomination form. All winners will be honored during an awards ceremony at The Docks Expo.

# Online Registration

**Attendee registration is all-inclusive** and covers access to the trade show floor, 150+ exhibitors, 20 expert-led education sessions, product demos, and opportunities to reconnect. Sign up early & save!



## 2023 Attendee Pricing

Early-bird Registration through September 27 .....	\$265
Standard Registration .....	\$365
On-site Registration .....	\$395

Register online at [www.docksexpo.com](http://www.docksexpo.com) ►

# Hotel Accommodations

► Reserve your room via the hotel links on [docksexpo.com/hotel-explore](http://docksexpo.com/hotel-explore) or by calling the hotel directly by November 5 to take advantage of the Docks Expo room block rates.

### Hilton Downtown Nashville (2 blocks from MCC)

121 Fourth Avenue South, Nashville, TN 37201  
(615) 620-1000 **\$259.00/night**



### Home2 Suites & Tru by Hilton (adjacent to MCC)

500 Rep John Lewis Way South, Nashville, TN 37203  
(833) 456-0830 **\$205.00/night**

